

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

## December 2017

### Room Statistics

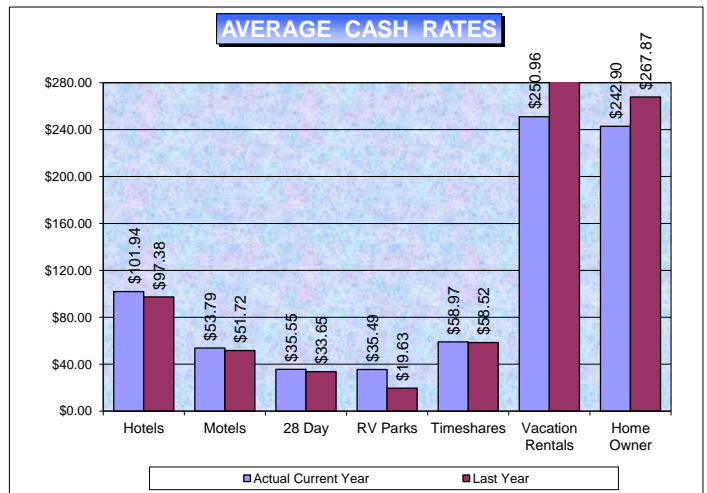
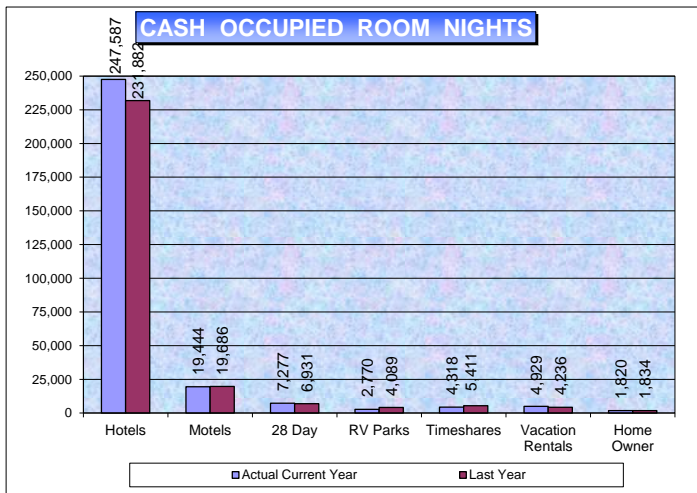
Taxable room revenues for the month of \$28,576,618 are above prior year by \$2,640,439 (10.2%). Cash occupied room nights of 288,145 are above prior year by 14,076 (5.1%). Comp occupied room nights of 68,025 are below prior year by 5,355 (-7.3%), and 28-day occupied room nights of 131,936 are above prior year by 3,575 (2.8%). Total occupied rooms for the month (Cash, Comp, 28-day) are 488,106 (2.6%) above the prior year.

Overall, Washoe County occupancy percentages of 65.9% for the month are 4.6% above the 63.0% level of the prior year. There were 14,123 (-1.9%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$99.17 increased \$4.54 (4.8%), compared to \$94.63 for the prior year.

Year-to-date cash occupied room nights of 1,974,355 are 122,437 (6.6%) above prior year. Cash average rates year-to-date of \$105.44 are \$7.07 (7.2%) above the prior year. Year-to-date, total taxable room revenues of \$208,182,221 are \$26,010,165 (14.3%) above prior year.

December 2017						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	493,157	247,587	\$101.94	\$97.38	\$4.56	4.7%
Motels	44,807	19,444	\$53.79	\$51.72	\$2.07	4.0%
28 Day	99,625	7,277	\$35.55	\$33.65	\$1.90	5.6%
RV Parks	53,413	2,770	\$35.49	\$19.63	\$15.86	80.8%
Timeshares	12,928	4,318	\$58.97	\$58.52	\$0.45	0.8%
Vacation Rentals	22,708	4,929	\$250.96	\$287.24	(\$36.28)	-12.6%
Home Owner	14,286	1,820	\$242.90	\$267.87	(\$24.97)	-9.3%
<b>Totals</b>	<b>740,924</b>	<b>288,145</b>	<b>\$99.17</b>	<b>\$94.63</b>	<b>\$4.54</b>	<b>4.8%</b>



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

December 2017

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$28,576,618</b>	<b>\$27,216,608</b>	<b>\$1,360,010</b>	<b>5.0%</b>	<b>\$25,936,179</b>	<b>\$2,640,439</b>	<b>10.2%</b>
<b>Occupied Rooms - Cash</b>	<b>288,145</b>	<b>276,792</b>	<b>11,353</b>	<b>4.1%</b>	<b>274,069</b>	<b>14,076</b>	<b>5.1%</b>
<b>Average Rate - Cash</b>	<b>\$99.17</b>	<b>\$98.33</b>	<b>\$0.84</b>	<b>0.9%</b>	<b>\$94.63</b>	<b>\$4.54</b>	<b>4.8%</b>
<b>Occupied Rooms</b>							
Cash	288,145	276,792	11,353	4.1%	274,069	14,076	5.1%
Comp	68,025	74,842	(6,817)	-9.1%	73,380	(5,355)	-7.3%
28 Day	131,936	135,391	(3,455)	-2.6%	128,361	3,575	2.8%
<b>Total Occupied Rooms</b>	<b>488,106</b>	<b>487,025</b>	<b>1,081</b>	<b>0.2%</b>	<b>475,810</b>	<b>12,296</b>	<b>2.6%</b>
<b>Percentage of Occupancy</b>							
Cash	38.9%	36.4%	2.5	6.9%	36.3%	2.6	7.2%
Comp	9.2%	9.8%	(0.6)	-6.1%	9.7%	(0.5)	-5.2%
28 Day	17.8%	17.8%	-	0.0%	17.0%	0.8	4.7%
<b>Total Percentage of Occupancy</b>	<b>65.9%</b>	<b>64.0%</b>	<b>1.9</b>	<b>3.0%</b>	<b>63.0%</b>	<b>2.9</b>	<b>4.6%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	247,587	234,201	13,386	5.7%	231,882	15,705	6.8%
Motels	19,444	19,883	(439)	-2.2%	19,686	(242)	-1.2%
28 Day Motels	7,277	6,584	693	10.5%	6,931	346	5.0%
R.V. Parks	2,770	4,498	(1,728)	-38.4%	4,089	(1,319)	-32.3%
Vacation Rentals	4,929	4,363	566	13.0%	4,236	693	16.4%
Timehares	4,318	5,411	(1,093)	-20.2%	5,411	(1,093)	-20.2%
Home Owner Rentals	1,820	1,852	(32)	0.0%	1,834	(14)	0.0%
<b>Total Occupied - Cash</b>	<b>288,145</b>	<b>276,792</b>	<b>11,353</b>	<b>4.1%</b>	<b>274,069</b>	<b>14,076</b>	<b>5.1%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	50.2%	47.2%	3.0	6.4%	47.1%	3.1	6.6%
Motels	43.4%	40.5%	2.9	7.2%	41.3%	2.1	5.1%
28 Day Motels	7.3%	6.1%	1.2	19.7%	6.4%	0.9	14.1%
R.V. Parks	5.2%	8.4%	(3.2)	-38.1%	7.7%	(2.5)	-32.5%
Vacation Rentals	21.7%	17.5%	4.2	24.0%	17.0%	4.7	27.6%
Timeshares	33.4%	39.6%	(6.2)	-15.7%	39.6%	(6.2)	-15.7%
Home Owner Rentals	12.7%	11.8%	0.9	7.6%	11.7%	1.0	8.5%
<b>Total Occupancy Percentage - Cash</b>	<b>38.9%</b>	<b>36.4%</b>	<b>2.5</b>	<b>6.9%</b>	<b>36.3%</b>	<b>2.6</b>	<b>7.2%</b>
<b>Average Rates - Cash</b>							
Hotels	\$101.94	\$101.33	\$0.61	0.6%	\$97.38	\$4.56	4.7%
Motels	\$53.79	\$53.77	\$0.02	0.0%	\$51.72	\$2.07	4.0%
28 Day Motels	\$35.55	\$33.65	\$1.90	5.6%	\$33.65	\$1.90	5.6%
R.V. Parks	\$35.49	\$19.63	\$15.86	80.8%	\$19.63	\$15.86	80.8%
Vacation Rentals	\$250.96	\$292.82	(\$41.86)	-14.3%	\$287.24	(\$36.28)	-12.6%
Timeshares	\$58.97	\$61.45	(\$2.48)	-4.0%	\$58.52	\$0.45	0.8%
Home Owner Rentals	\$242.90	\$267.87	(\$24.97)	0.0%	\$267.87	(\$24.97)	-9.3%
<b>Total Cash Average Rate</b>	<b>\$99.17</b>	<b>\$98.33</b>	<b>\$0.84</b>	<b>0.9%</b>	<b>\$94.63</b>	<b>\$4.54</b>	<b>4.8%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	288,145	276,792	11,353	4.1%	274,069	14,076	5.1%
Comp	68,025	74,842	(6,817)	-9.1%	73,380	(5,355)	-7.3%
28 Day	131,936	135,391	(3,455)	-2.6%	128,361	3,575	2.8%
<b>Total Occupied Rooms</b>	<b>488,106</b>	<b>487,025</b>	<b>1,081</b>	<b>0.2%</b>	<b>475,810</b>	<b>12,296</b>	<b>2.6%</b>
Vacant	252,818	274,050	(21,232)	-7.7%	279,237	(26,419)	-9.5%
Total Available Rooms	740,924	761,075	(20,151)	-2.6%	755,047	(14,123)	-1.9%
<b>Percentage of Occupancy</b>							
Cash	38.9%	36.4%	2.5	6.9%	36.3%	2.6	7.2%
Comp	9.2%	9.8%	(0.6)	-6.1%	9.7%	(0.5)	-5.2%
28 Day	17.8%	17.8%	-	0.0%	17.0%	0.8	4.7%
<b>Total Occupancy Percentage</b>	<b>65.9%</b>	<b>64.0%</b>	<b>1.9</b>	<b>3.0%</b>	<b>63.0%</b>	<b>2.9</b>	<b>4.6%</b>
Vacant	34.1%	36.0%	(1.9)	-5.3%	37.0%	(2.9)	-7.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$28,576,618</b>	<b>\$27,216,608</b>	<b>\$1,360,010</b>	<b>5.0%</b>	<b>\$25,936,179</b>	<b>\$2,640,439</b>	<b>10.2%</b>
Comp	\$6,143,031	\$5,497,044	\$645,987	11.8%	\$5,497,044	\$645,987	11.8%
28 Day	\$4,018,755	\$3,572,554	\$446,201	12.5%	\$3,406,904	\$611,851	18.0%
Total Revenue	\$38,738,404	\$36,286,206	\$2,452,198	6.8%	\$34,840,127	\$3,898,277	11.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$99.17</b>	<b>\$98.33</b>	<b>\$0.84</b>	<b>0.9%</b>	<b>\$94.63</b>	<b>\$4.54</b>	<b>4.8%</b>
Comp	\$90.31	\$73.45	\$16.86	23.0%	\$74.91	\$15.40	20.6%
28 Day	\$30.46	\$26.39	\$4.07	15.4%	\$26.54	\$3.92	14.8%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics**

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	247,587	234,201	13,386	5.7%	231,882	15,705	6.8%
Comp	67,557	74,556	(6,999)	-9.4%	73,094	(5,537)	-7.6%
28 Day	11,074	4,729	6,345	134.2%	4,729	6,345	134.2%
<b>Total Occupied Rooms</b>	<b>326,218</b>	<b>313,486</b>	<b>12,732</b>	<b>4.1%</b>	<b>309,705</b>	<b>16,513</b>	<b>5.3%</b>
Vacant	166,939	182,216	(15,277)	-8.4%	182,107	(15,168)	-8.3%
Total Available Rooms	493,157	495,702	(2,545)	-0.5%	491,812	1,345	0.3%
<b>Percentage of Occupancy</b>							
Cash	50.2%	47.2%	3.0	6.4%	47.1%	3.1	6.6%
Comp	13.7%	15.0%	(1.3)	-8.7%	14.9%	(1.2)	-8.1%
28 Day	2.2%	1.0%	1.2	120.0%	1.0%	1.2	120.0%
<b>Total Occupancy Percentage</b>	<b>66.1%</b>	<b>63.2%</b>	<b>2.9</b>	<b>4.6%</b>	<b>63.0%</b>	<b>3.1</b>	<b>4.9%</b>
Vacant	33.9%	36.8%	(2.9)	-7.9%	37.0%	(3.1)	-8.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$25,239,964</b>	<b>\$23,731,496</b>	<b>\$1,508,468</b>	<b>6.4%</b>	<b>\$22,579,920</b>	<b>\$2,660,044</b>	<b>11.8%</b>
Comp	\$6,129,174	\$5,484,263	\$644,911	11.8%	\$5,484,263	\$644,911	11.8%
28 Day	\$966,364	\$374,791	\$591,573	157.8%	\$374,791	\$591,573	157.8%
Total Revenue	\$32,335,502	\$29,590,550	\$2,744,952	9.3%	\$28,438,974	\$3,896,528	13.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$101.94</b>	<b>\$101.33</b>	<b>\$0.61</b>	<b>0.6%</b>	<b>\$97.38</b>	<b>\$4.56</b>	<b>4.7%</b>
Comp	\$90.73	\$73.56	\$17.17	23.3%	\$75.03	\$15.70	20.9%
28 Day	\$87.26	\$79.25	\$8.01	10.1%	\$79.25	\$8.01	10.1%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

December 2017

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	19,444	19,883	(439)	-2.2%	19,686	(242)	-1.2%
Comp	318	157	161	102.5%	157	161	102.5%
28 Day	3,302	2,575	727	28.2%	2,575	727	28.2%
<b>Total Occupied Rooms</b>	<b>23,064</b>	<b>22,615</b>	<b>449</b>	<b>2.0%</b>	<b>22,418</b>	<b>646</b>	<b>2.9%</b>
Vacant	21,743	26,520	(4,777)	-18.0%	25,277	(3,534)	-14.0%
Total Available Rooms	44,807	49,135	(4,328)	-8.8%	47,695	(2,888)	-6.1%
<b>Percentage of Occupancy</b>							
Cash	43.4%	40.5%	2.9	7.2%	41.3%	2.1	5.1%
Comp	0.7%	0.3%	0.4	133.3%	0.3%	0.4	133.3%
28 Day	7.4%	5.2%	2.2	42.3%	5.4%	2.0	37.0%
<b>Total Occupancy Percentage</b>	<b>51.5%</b>	<b>46.0%</b>	<b>5.5</b>	<b>12.0%</b>	<b>47.0%</b>	<b>4.5</b>	<b>9.6%</b>
Vacant	48.5%	54.0%	(5.5)	-10.2%	53.0%	(4.5)	-8.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,045,909</b>	<b>\$1,069,048</b>	<b>(\$23,139)</b>	<b>-2.2%</b>	<b>\$1,018,141</b>	<b>\$27,768</b>	<b>2.7%</b>
Comp	\$8,856	\$8,912	(\$56)	-0.6%	\$8,912	(\$56)	-0.6%
28 Day	\$127,306	\$86,414	\$40,892	47.3%	\$86,414	\$40,892	47.3%
Total Revenue	\$1,182,071	\$1,164,374	\$17,697	1.5%	\$1,113,467	\$68,604	6.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$53.79</b>	<b>\$53.77</b>	<b>\$0.02</b>	<b>0.0%</b>	<b>\$51.72</b>	<b>\$2.07</b>	<b>4.0%</b>
Comp	\$27.85	\$56.76	(\$28.91)	-50.9%	\$56.76	(\$28.91)	-50.9%
28 Day	\$38.55	\$33.56	\$4.99	14.9%	\$33.56	\$4.99	14.9%

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics**

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	7,277	6,584	693	10.5%	6,931	346	5.0%
Comp	30	-	30	100.0%	-	30	100.0%
28 Day	74,324	85,558	(11,234)	-13.1%	81,484	(7,160)	-8.8%
<b>Total Occupied Rooms</b>	<b>81,631</b>	<b>92,142</b>	<b>(10,511)</b>	<b>-11.4%</b>	<b>88,415</b>	<b>(6,784)</b>	<b>-7.7%</b>
Vacant	17,994	16,420	1,574	9.6%	19,623	(1,629)	-8.3%
Total Available Rooms	99,625	108,562	(8,937)	-8.2%	108,038	(8,413)	-7.8%
<b>Percentage of Occupancy</b>							
Cash	7.3%	6.1%	1.2	19.7%	6.4%	0.9	14.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.6%	78.8%	(4.2)	-5.3%	75.4%	(0.8)	-1.1%
<b>Total Occupancy Percentage</b>	<b>81.9%</b>	<b>84.9%</b>	<b>(3.0)</b>	<b>-3.5%</b>	<b>81.8%</b>	<b>0.1</b>	<b>0.1%</b>
Vacant	18.1%	15.1%	3.0	19.9%	18.2%	(0.1)	-0.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$258,732</b>	<b>\$221,558</b>	<b>\$37,174</b>	<b>16.8%</b>	<b>\$233,219</b>	<b>\$25,513</b>	<b>10.9%</b>
Comp	\$500	\$0	\$500	100.0%	\$0	\$500	100.0%
28 Day	\$1,649,990	\$1,867,994	(\$218,004)	-11.7%	\$1,745,789	(\$95,799)	-5.5%
Total Revenue	\$1,909,222	\$2,089,552	(\$180,330)	-8.6%	\$1,979,008	(\$69,786)	-3.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$35.55</b>	<b>\$33.65</b>	<b>\$1.90</b>	<b>5.6%</b>	<b>\$33.65</b>	<b>\$1.90</b>	<b>5.6%</b>
Comp	\$16.67	\$0.00	\$16.67	100.0%	\$0.00	\$16.67	100.0%
28 Day	\$22.20	\$21.83	\$0.37	1.7%	\$21.42	\$0.78	3.6%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics**

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,770	4,498	(1,728)	-38.4%	4,089	(1,319)	-32.3%
Comp	114	125	(11)	-8.8%	125	(11)	-8.8%
28 Day	33,734	32,519	1,215	3.7%	29,563	4,171	14.1%
<b>Total Occupied Rooms</b>	<b>36,618</b>	<b>37,142</b>	<b>(524)</b>	<b>-1.4%</b>	<b>33,777</b>	<b>2,841</b>	<b>8.4%</b>
Vacant	16,795	16,333	462	2.8%	19,466	(2,671)	-13.7%
Total Available Rooms	53,413	53,475	(62)	-0.1%	53,243	170	0.3%
<b>Percentage of Occupancy</b>							
Cash	5.2%	8.4%	(3.2)	-38.1%	7.7%	(2.5)	-32.5%
Comp	0.2%	0.2%	-	0.0%	0.2%	-	0.0%
28 Day	63.2%	60.8%	2.4	3.9%	55.5%	7.7	13.9%
<b>Total Occupancy Percentage</b>	<b>68.6%</b>	<b>69.5%</b>	<b>(0.9)</b>	<b>-1.3%</b>	<b>63.4%</b>	<b>5.2</b>	<b>8.2%</b>
Vacant	31.4%	30.5%	0.9	3.0%	36.6%	(5.2)	-14.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$98,319</b>	<b>\$88,277</b>	<b>\$10,042</b>	<b>11.4%</b>	<b>\$80,252</b>	<b>\$18,067</b>	<b>22.5%</b>
Comp	\$4,385	\$3,369	\$1,016	30.2%	\$3,369	\$1,016	30.2%
28 Day	\$543,868	\$477,891	\$65,977	13.8%	\$434,446	\$109,422	25.2%
Total Revenue	\$646,572	\$569,537	\$77,035	13.5%	\$518,067	\$128,505	24.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$35.49</b>	<b>\$19.63</b>	<b>\$15.86</b>	<b>80.8%</b>	<b>\$19.63</b>	<b>\$15.86</b>	<b>80.8%</b>
Comp	\$38.46	\$26.95	\$11.51	42.7%	\$26.95	\$11.51	42.7%
28 Day	\$16.12	\$14.70	\$1.42	9.7%	\$14.70	\$1.42	9.7%

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,929	4,363	566	13.0%	4,236	693	16.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,316	8,962	(646)	-7.2%	8,962	(646)	-7.2%
<b>Total Occupied Rooms</b>	<b>13,245</b>	<b>13,325</b>	<b>(80)</b>	<b>-0.6%</b>	<b>13,198</b>	<b>47</b>	<b>0.4%</b>
Vacant	9,463	11,577	(2,114)	-18.3%	11,704	(2,241)	-19.1%
Total Available Rooms	22,708	24,902	(2,194)	-8.8%	24,902	(2,194)	-8.8%
<b>Percentage of Occupancy</b>							
Cash	21.7%	17.5%	4.2	24.0%	17.0%	4.7	27.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	36.6%	36.0%	0.6	1.7%	36.0%	0.6	1.7%
<b>Total Occupancy Percentage</b>	<b>58.3%</b>	<b>53.5%</b>	<b>4.8</b>	<b>9.0%</b>	<b>53.0%</b>	<b>5.3</b>	<b>10.0%</b>
Vacant	41.7%	46.5%	(4.8)	-10.3%	47.0%	(5.3)	-11.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,236,977</b>	<b>\$1,277,570</b>	<b>(\$40,593)</b>	<b>-3.2%</b>	<b>\$1,216,733</b>	<b>\$20,244</b>	<b>1.7%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$625,067	\$666,790	(\$41,723)	-6.3%	\$666,790	(\$41,723)	-6.3%
Total Revenue	\$1,862,044	\$1,944,360	(\$82,316)	-4.2%	\$1,883,523	(\$21,479)	-1.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$250.96</b>	<b>\$292.82</b>	<b>(\$41.86)</b>	<b>-14.3%</b>	<b>\$287.24</b>	<b>(\$36.28)</b>	<b>-12.6%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$75.16	\$74.40	\$0.76	1.0%	\$74.40	\$0.76	1.0%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,318	5,411	(1,093)	-20.2%	5,411	(1,093)	-20.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>4,318</b>	<b>5,411</b>	<b>(1,093)</b>	<b>-20.2%</b>	<b>5,411</b>	<b>(1,093)</b>	<b>-20.2%</b>
Vacant	8,610	8,248	362	4.4%	8,248	362	4.4%
Total Available Rooms	12,928	13,659	(731)	-5.4%	13,659	(731)	-5.4%
<b>Percentage of Occupancy</b>							
Cash	33.4%	39.6%	(6.2)	-15.7%	39.6%	(6.2)	-15.7%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>33.4%</b>	<b>39.6%</b>	<b>(6.2)</b>	<b>-15.7%</b>	<b>39.6%</b>	<b>(6.2)</b>	<b>-15.7%</b>
Vacant	66.6%	60.4%	6.2	10.3%	60.4%	6.2	10.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$254,633</b>	<b>\$332,481</b>	<b>(\$77,848)</b>	<b>-23.4%</b>	<b>\$316,649</b>	<b>(\$62,016)</b>	<b>-19.6%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$254,633	\$332,481	(\$77,848)	-23.4%	\$316,649	(\$62,016)	-19.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$58.97</b>	<b>\$61.45</b>	<b>(\$2.48)</b>	<b>-4.0%</b>	<b>\$58.52</b>	<b>\$0.45</b>	<b>0.8%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

## Reno-Sparks Convention and Visitors Authority

### Home Owner Rental

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,820	1,852	(32)	-1.7%	1,834	(14)	-0.8%
Comp	6	4	2	50.0%	4	2	50.0%
28 Day	1,186	1,048	138	13.2%	1,048	138	13.2%
<b>Total Occupied Rooms</b>	<b>3,012</b>	<b>2,904</b>	<b>108</b>	<b>3.7%</b>	<b>2,886</b>	<b>126</b>	<b>4.4%</b>
Vacant	11,274	12,736	(1,462)	-11.5%	12,812	(1,538)	-12.0%
Total Available Rooms	14,286	15,640	(1,354)	-8.7%	15,698	(1,412)	-9.0%
<b>Percentage of Occupancy</b>							
Cash	12.7%	11.8%	0.9	7.6%	11.7%	1.0	8.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	8.3%	6.7%	1.6	23.9%	6.7%	1.6	23.9%
<b>Total Occupancy Percentage</b>	<b>21.1%</b>	<b>18.6%</b>	<b>2.5</b>	<b>13.4%</b>	<b>18.4%</b>	<b>2.7</b>	<b>14.7%</b>
Vacant	78.9%	81.4%	(2.5)	-3.1%	81.6%	(2.7)	-3.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$442,084</b>	<b>\$496,178</b>	<b>(\$54,094)</b>	<b>-10.9%</b>	<b>\$491,265</b>	<b>(\$49,181)</b>	<b>-10.0%</b>
Comp	\$116	\$500	(\$384)	-76.8%	\$500	(\$384)	-76.8%
28 Day	\$106,160	\$98,674	\$7,486	7.6%	\$98,674	\$7,486	7.6%
Total Revenue	\$548,360	\$595,352	(\$46,992)	-7.9%	\$590,439	(\$42,079)	-7.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$242.90</b>	<b>\$267.87</b>	<b>(\$24.97)</b>	<b>-9.3%</b>	<b>\$267.87</b>	<b>(\$24.97)</b>	<b>-9.3%</b>
Comp	\$19.33	\$125.00	(\$105.67)	-84.5%	\$125.00	(\$105.67)	-84.5%
28 Day	\$89.51	\$94.15	(\$4.64)	-4.9%	\$94.15	(\$4.64)	-4.9%

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics - Year To Date

**December 2017**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$208,182,221</b>	<b>\$195,271,115</b>	<b>\$12,911,106</b>	<b>6.6%</b>	<b>\$182,172,056</b>	<b>\$26,010,165</b>	<b>14.3%</b>
<b>Occupied Rooms - Cash</b>	<b>1,974,355</b>	<b>1,909,970</b>	<b>64,385</b>	<b>3.4%</b>	<b>1,851,918</b>	<b>122,437</b>	<b>6.6%</b>
<b>Average Rate - Cash</b>	<b>\$105.44</b>	<b>\$102.24</b>	<b>\$3.20</b>	<b>3.1%</b>	<b>\$98.37</b>	<b>\$7.07</b>	<b>7.2%</b>
<b>Occupied Rooms</b>							
Cash	1,974,355	1,909,970	64,385	3.4%	1,851,918	122,437	6.6%
Comp	458,072	481,700	(23,628)	-4.9%	472,306	(14,234)	-3.0%
28 Day	780,649	785,207	(4,558)	-0.6%	744,291	36,358	4.9%
<b>Total Occupied Rooms</b>	<b>3,213,076</b>	<b>3,176,877</b>	<b>36,199</b>	<b>1.1%</b>	<b>3,068,515</b>	<b>144,561</b>	<b>4.7%</b>
<b>Percentage of Occupancy</b>							
Cash	45.4%	43.2%	2.2	5.1%	42.1%	3.3	7.8%
Comp	10.5%	10.9%	(0.4)	-3.7%	10.7%	(0.2)	-1.9%
28 Day	17.9%	17.8%	0.1	0.6%	16.9%	1.0	5.9%
<b>Total Percentage of Occupancy</b>	<b>73.9%</b>	<b>71.9%</b>	<b>2.0</b>	<b>2.8%</b>	<b>69.8%</b>	<b>4.1</b>	<b>5.9%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	1,662,350	1,602,510	59,840	3.7%	1,550,128	112,222	7.2%
Motels	146,018	135,560	10,458	7.7%	134,217	11,801	8.8%
28 Day Motels	44,148	42,935	1,213	2.8%	45,196	(1,048)	-2.3%
R.V. Parks	52,789	63,398	(10,609)	-16.7%	57,635	(4,846)	-8.4%
Vacation Rentals	30,028	25,990	4,038	15.5%	25,232	4,796	19.0%
Timeshares	32,597	32,816	(219)	-0.7%	32,816	(219)	-0.7%
Home Owner Rentals	6,425	6,761	(336)	-5.0%	6,694	(269)	-4.0%
<b>Total Occupied - Cash</b>	<b>1,974,355</b>	<b>1,909,970</b>	<b>64,385</b>	<b>3.4%</b>	<b>1,851,918</b>	<b>122,437</b>	<b>6.6%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	57.5%	55.3%	2.2	4.0%	53.8%	3.7	6.9%
Motels	51.2%	45.6%	5.6	12.3%	45.6%	5.6	12.3%
28 Day Motels	7.3%	6.7%	0.6	9.0%	6.9%	0.4	5.8%
R.V. Parks	16.5%	19.2%	(2.7)	-14.1%	17.8%	(1.3)	-7.3%
Vacation Rentals	21.5%	19.0%	2.5	13.2%	18.5%	3.0	16.2%
Timeshares	41.5%	40.2%	1.3	3.2%	40.2%	1.3	3.2%
Home Owner Rentals	20.7%	21.6%	(0.9)	-4.2%	21.2%	(0.5)	-2.4%
<b>Total Occupancy Percentage - Cash</b>	<b>45.4%</b>	<b>43.2%</b>	<b>2.2</b>	<b>5.1%</b>	<b>42.1%</b>	<b>3.3</b>	<b>7.8%</b>
<b>Average Rates - Cash</b>							
Hotels	\$110.77	\$107.97	\$2.80	2.6%	\$103.76	\$7.01	6.8%
Motels	\$61.66	\$60.64	\$1.02	1.7%	\$58.33	\$3.33	5.7%
28 Day Motels	\$39.45	\$35.20	\$4.25	12.1%	\$35.20	\$4.25	12.1%
R.V. Parks	\$38.60	\$32.19	\$6.41	19.9%	\$32.19	\$6.41	19.9%
Vacation Rental	\$274.66	\$276.58	(\$1.92)	-0.7%	\$271.32	\$3.34	1.2%
Timeshares	\$42.33	\$45.26	(\$2.93)	-6.5%	\$43.10	(\$0.77)	-1.8%
Home Owner Rentals	\$255.07	\$267.32	(\$12.25)	-4.6%	\$267.32	(\$12.25)	-4.6%
<b>Total Cash Average Rate</b>	<b>\$105.44</b>	<b>\$102.24</b>	<b>\$3.20</b>	<b>3.1%</b>	<b>\$98.37</b>	<b>\$7.07</b>	<b>7.2%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics - Year To Date**

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,974,355	1,909,970	64,385	3.4%	1,851,918	122,437	6.6%
Comp	458,072	481,700	(23,628)	-4.9%	472,306	(14,234)	-3.0%
28 Day	780,649	785,207	(4,558)	-0.6%	744,291	36,358	4.9%
<b>Total Occupied Rooms</b>	<b>3,213,076</b>	<b>3,176,877</b>	<b>36,199</b>	<b>1.1%</b>	<b>3,068,515</b>	<b>144,561</b>	<b>4.7%</b>
Vacant	1,137,597	1,241,179	(103,582)	-8.3%	1,329,167	(191,570)	-14.4%
Total Available Rooms	4,350,673	4,418,056	(67,383)	-1.5%	4,397,682	(47,009)	-1.1%
<b>Percentage of Occupancy</b>							
Cash	45.4%	43.2%	2.2	5.1%	42.1%	3.3	7.8%
Comp	10.5%	10.9%	(0.4)	-3.7%	10.7%	(0.2)	-1.9%
28 Day	17.9%	17.8%	0.1	0.6%	16.9%	1.0	5.9%
<b>Total Occupancy Percentage</b>	<b>73.9%</b>	<b>71.9%</b>	<b>2.0</b>	<b>2.8%</b>	<b>69.8%</b>	<b>4.1</b>	<b>5.9%</b>
Vacant	26.1%	28.1%	(2.0)	-7.1%	30.2%	(4.1)	-13.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$208,182,221</b>	<b>\$195,271,115</b>	<b>\$12,911,106</b>	<b>6.6%</b>	<b>\$182,172,056</b>	<b>\$26,010,165</b>	<b>14.3%</b>
Comp	\$38,122,211	\$36,500,142	\$1,622,069	4.4%	\$36,503,106	\$1,619,105	4.4%
28 Day	\$23,853,271	\$19,916,008	\$3,937,263	19.8%	\$19,004,338	\$4,848,933	25.5%
Total Revenue	\$270,157,703	\$251,687,265	\$18,470,438	7.3%	\$237,679,500	\$32,478,203	13.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$105.44</b>	<b>\$102.24</b>	<b>\$3.20</b>	<b>3.1%</b>	<b>\$98.37</b>	<b>\$7.07</b>	<b>7.2%</b>
Comp	\$83.22	\$75.77	\$7.45	9.8%	\$77.29	\$5.93	7.7%
28 Day	\$30.56	\$25.36	\$5.20	20.5%	\$25.53	\$5.03	19.7%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics - Year To Date**

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,662,350	1,602,510	59,840	3.7%	1,550,128	112,222	7.2%
Comp	455,357	479,043	(23,686)	-4.9%	469,649	(14,292)	-3.0%
28 Day	65,361	28,326	37,035	130.7%	28,326	37,035	130.7%
<b>Total Occupied Rooms</b>	<b>2,183,068</b>	<b>2,109,879</b>	<b>73,189</b>	<b>3.5%</b>	<b>2,048,103</b>	<b>134,965</b>	<b>6.6%</b>
Vacant	706,581	786,789	(80,208)	-10.2%	831,085	(124,504)	-15.0%
Total Available Rooms	2,889,649	2,896,668	(7,019)	-0.2%	2,879,188	10,461	0.4%
<b>Percentage of Occupancy</b>							
Cash	57.5%	55.3%	2.2	4.0%	53.8%	3.7	6.9%
Comp	15.8%	16.5%	(0.7)	-4.2%	16.3%	(0.5)	-3.1%
28 Day	2.3%	1.0%	1.3	130.0%	1.0%	1.3	130.0%
<b>Total Occupancy Percentage</b>	<b>75.5%</b>	<b>72.8%</b>	<b>2.7</b>	<b>3.7%</b>	<b>71.1%</b>	<b>4.4</b>	<b>6.2%</b>
Vacant	24.5%	27.2%	(2.7)	-9.9%	28.9%	(4.4)	-15.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$184,133,343</b>	<b>\$173,017,997</b>	<b>\$11,115,346</b>	<b>6.4%</b>	<b>\$160,847,289</b>	<b>\$23,286,054</b>	<b>14.5%</b>
Comp	\$38,016,702	\$36,393,999	\$1,622,703	4.5%	\$36,393,999	\$1,622,703	4.5%
28 Day	\$5,744,214	\$2,205,362	\$3,538,852	160.5%	\$2,205,362	\$3,538,852	160.5%
Total Revenue	\$227,894,259	\$211,617,358	\$16,276,901	7.7%	\$199,446,650	\$28,447,609	14.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$110.77</b>	<b>\$107.97</b>	<b>\$2.80</b>	<b>2.6%</b>	<b>\$103.76</b>	<b>\$7.01</b>	<b>6.8%</b>
Comp	\$83.49	\$75.97	\$7.52	9.9%	\$77.49	\$6.00	7.7%
28 Day	\$87.88	\$77.86	\$10.02	12.9%	\$77.86	\$10.02	12.9%

**Reno-Sparks Convention and Visitors Authority**

**Motel Statistics - Year To Date**

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	146,018	135,560	10,458	7.7%	134,217	11,801	8.8%
Comp	1,381	1,277	104	8.1%	1,277	104	8.1%
28 Day	23,831	15,882	7,949	50.1%	15,882	7,949	50.1%
<b>Total Occupied Rooms</b>	<b>171,230</b>	<b>152,719</b>	<b>18,511</b>	<b>12.1%</b>	<b>151,376</b>	<b>19,854</b>	<b>13.1%</b>
Vacant	114,212	144,377	(30,165)	-20.9%	142,647	(28,435)	-19.9%
Total Available Rooms	285,442	297,096	(11,654)	-3.9%	294,023	(8,581)	-2.9%
<b>Percentage of Occupancy</b>							
Cash	51.2%	45.6%	5.6	12.3%	45.6%	5.6	12.3%
Comp	0.5%	0.4%	0.1	25.0%	0.4%	0.1	25.0%
28 Day	8.3%	5.3%	3.0	56.6%	5.4%	2.9	53.7%
<b>Total Occupancy Percentage</b>	<b>60.0%</b>	<b>51.4%</b>	<b>8.6</b>	<b>16.7%</b>	<b>51.5%</b>	<b>8.5</b>	<b>16.5%</b>
Vacant	40.0%	48.6%	(8.6)	-17.7%	48.5%	(8.5)	-17.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$9,003,141</b>	<b>\$8,219,991</b>	<b>\$783,150</b>	<b>9.5%</b>	<b>\$7,828,562</b>	<b>\$1,174,579</b>	<b>15.0%</b>
Comp	\$49,913	\$50,653	(\$740)	-1.5%	\$53,617	(\$3,704)	-6.9%
28 Day	\$995,050	\$579,687	\$415,363	71.7%	\$586,626	\$408,424	69.6%
Total Revenue	\$10,048,104	\$8,850,331	\$1,197,773	13.5%	\$8,468,805	\$1,579,299	18.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$61.66</b>	<b>\$60.64</b>	<b>\$1.02</b>	<b>1.7%</b>	<b>\$58.33</b>	<b>\$3.33</b>	<b>5.7%</b>
Comp	\$36.14	\$39.67	(\$3.53)	-8.9%	\$41.99	(\$5.85)	-13.9%
28 Day	\$41.75	\$36.50	\$5.25	14.4%	\$36.94	\$4.81	13.0%

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics - Year To Date**

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	44,148	42,935	1,213	2.8%	45,196	(1,048)	-2.3%
Comp	120	-	120	100.0%	-	120	100.0%
28 Day	452,860	505,722	(52,862)	-10.5%	481,640	(28,780)	-6.0%
<b>Total Occupied Rooms</b>	<b>497,128</b>	<b>548,657</b>	<b>(51,529)</b>	<b>-9.4%</b>	<b>526,836</b>	<b>(29,708)</b>	<b>-5.6%</b>
Vacant	108,481	95,711	12,770	13.3%	123,487	(15,006)	-12.2%
Total Available Rooms	605,609	644,368	(38,759)	-6.0%	650,323	(44,714)	-6.9%
<b>Percentage of Occupancy</b>							
Cash	7.3%	6.7%	0.6	9.0%	6.9%	0.4	5.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.8%	78.5%	(3.7)	-4.7%	74.1%	0.7	0.9%
<b>Total Occupancy Percentage</b>	<b>82.1%</b>	<b>85.1%</b>	<b>(3.0)</b>	<b>-3.5%</b>	<b>81.0%</b>	<b>1.1</b>	<b>1.4%</b>
Vacant	17.9%	14.9%	3.0	20.1%	19.0%	(1.1)	-5.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,741,720</b>	<b>\$1,511,353</b>	<b>\$230,367</b>	<b>15.2%</b>	<b>\$1,590,897</b>	<b>\$150,823</b>	<b>9.5%</b>
Comp	\$2,000	\$0	\$2,000	100.0%	\$0	\$2,000	100.0%
28 Day	\$9,967,306	\$10,517,238	(\$549,932)	-5.2%	\$9,849,200	\$118,106	1.2%
Total Revenue	\$11,711,026	\$12,028,591	(\$317,565)	-2.6%	\$11,440,097	\$270,929	2.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$39.45</b>	<b>\$35.20</b>	<b>\$4.25</b>	<b>12.1%</b>	<b>\$35.20</b>	<b>\$4.25</b>	<b>12.1%</b>
Comp	\$16.67	\$0.00	\$16.67	100.0%	\$0.00	\$16.67	100.0%
28 Day	\$22.01	\$20.80	\$1.21	5.8%	\$20.45	\$1.56	7.6%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	52,789	63,398	(10,609)	-16.7%	57,635	(4,846)	-8.4%
Comp	1,197	1,358	(161)	-11.9%	1,358	(161)	-11.9%
28 Day	185,398	185,176	222	0.1%	168,342	17,056	10.1%
<b>Total Occupied Rooms</b>	<b>239,384</b>	<b>249,932</b>	<b>(10,548)</b>	<b>-4.2%</b>	<b>227,335</b>	<b>12,049</b>	<b>5.3%</b>
Vacant	81,031	80,548	483	0.6%	97,004	(15,973)	-16.5%
Total Available Rooms	320,415	330,480	(10,065)	-3.0%	324,339	(3,924)	-1.2%
<b>Percentage of Occupancy</b>							
Cash	16.5%	19.2%	(2.7)	-14.1%	17.8%	(1.3)	-7.3%
Comp	0.4%	0.4%	-	0.0%	0.4%	-	0.0%
28 Day	57.9%	56.0%	1.9	3.4%	51.9%	6.0	11.6%
<b>Total Occupancy Percentage</b>	<b>74.7%</b>	<b>75.6%</b>	<b>(0.9)</b>	<b>-1.2%</b>	<b>70.1%</b>	<b>4.6</b>	<b>6.6%</b>
Vacant	25.3%	24.4%	0.9	3.7%	29.9%	(4.6)	-15.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,037,830</b>	<b>\$2,041,086</b>	<b>(\$3,256)</b>	<b>-0.2%</b>	<b>\$1,855,532</b>	<b>\$182,298</b>	<b>9.8%</b>
Comp	\$51,730	\$52,160	(\$430)	-0.8%	\$52,160	(\$430)	-0.8%
28 Day	\$2,952,038	\$2,756,250	\$195,788	7.1%	\$2,505,680	\$446,358	17.8%
Total Revenue	\$5,041,598	\$4,849,496	\$192,102	4.0%	\$4,413,372	\$628,226	14.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$38.60</b>	<b>\$32.19</b>	<b>\$6.41</b>	<b>19.9%</b>	<b>\$32.19</b>	<b>\$6.41</b>	<b>19.9%</b>
Comp	\$43.22	\$38.41	\$4.81	12.5%	\$38.41	\$4.81	12.5%
28 Day	\$15.92	\$14.88	\$1.04	7.0%	\$14.88	\$1.04	7.0%



**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics - Year To Date**

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	30,028	25,990	4,038	15.5%	25,232	4,796	19.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	50,444	47,716	2,728	5.7%	47,716	2,728	5.7%
<b>Total Occupied Rooms</b>	<b>80,472</b>	<b>73,706</b>	<b>6,766</b>	<b>9.2%</b>	<b>72,948</b>	<b>7,524</b>	<b>10.3%</b>
Vacant	59,432	62,741	(3,309)	-5.3%	63,499	(4,067)	-6.4%
Total Available Rooms	139,904	136,447	3,457	2.5%	136,447	3,457	2.5%
<b>Percentage of Occupancy</b>							
Cash	21.5%	19.0%	2.5	13.2%	18.5%	3.0	16.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	36.1%	35.0%	1.1	3.1%	35.0%	1.1	3.1%
<b>Total Occupancy Percentage</b>	<b>57.5%</b>	<b>54.0%</b>	<b>3.5</b>	<b>6.5%</b>	<b>53.5%</b>	<b>4.0</b>	<b>7.5%</b>
Vacant	42.5%	46.0%	(3.5)	-7.6%	46.5%	(4.0)	-8.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$8,247,573</b>	<b>\$7,188,209</b>	<b>\$1,059,364</b>	<b>14.7%</b>	<b>\$6,845,911</b>	<b>\$1,401,662</b>	<b>20.5%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$3,919,290	\$3,612,123	\$307,167	8.5%	\$3,612,123	\$307,167	8.5%
Total Revenue	\$12,166,863	\$10,800,332	\$1,366,531	12.7%	\$10,458,034	\$1,708,829	16.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$274.66</b>	<b>\$276.58</b>	<b>(\$1.92)</b>	<b>-0.7%</b>	<b>\$271.32</b>	<b>\$3.34</b>	<b>1.2%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$77.70	\$75.70	\$2.00	2.6%	\$75.70	\$2.00	2.6%

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**December 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	32,597	32,816	(219)	-0.7%	32,816	(219)	-0.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>32,597</b>	<b>32,816</b>	<b>(219)</b>	<b>-0.7%</b>	<b>32,816</b>	<b>(219)</b>	<b>-0.7%</b>
Vacant	45,944	48,901	(2,957)	-6.0%	48,901	(2,957)	-6.0%
Total Available Rooms	78,541	81,717	(3,176)	-3.9%	81,717	(3,176)	-3.9%
<b>Percentage of Occupancy</b>							
Cash	41.5%	40.2%	1.3	3.2%	40.2%	1.3	3.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>41.5%</b>	<b>40.2%</b>	<b>1.3</b>	<b>3.2%</b>	<b>40.2%</b>	<b>1.3</b>	<b>3.2%</b>
Vacant	58.5%	59.8%	(1.3)	-2.2%	59.8%	(1.3)	-2.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,379,798</b>	<b>\$1,485,136</b>	<b>(\$105,338)</b>	<b>-7.1%</b>	<b>\$1,414,417</b>	<b>(\$34,619)</b>	<b>-2.4%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$1,379,798	\$1,485,136	(\$105,338)	-7.1%	\$1,414,417	(\$34,619)	-2.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$42.33</b>	<b>\$45.26</b>	<b>(\$2.93)</b>	<b>-6.5%</b>	<b>\$43.10</b>	<b>(\$0.77)</b>	<b>-1.8%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

## Reno-Sparks Convention and Visitors Authority

### Home Owner Rentals - Year To Date

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,425	6,761	(336)	-5.0%	6,694	(269)	-4.0%
Comp	17	22	(5)	-22.7%	22	(5)	-22.7%
28 Day	2,755	2,385	370	15.5%	2,385	370	15.5%
<b>Total Occupied Rooms</b>	<b>9,197</b>	<b>9,168</b>	<b>29</b>	<b>0.3%</b>	<b>9,101</b>	<b>96</b>	<b>1.1%</b>
Vacant	21,916	22,112	(196)	-0.9%	22,544	(628)	-2.8%
Total Available Rooms	31,113	31,280	(167)	-0.5%	31,645	(532)	-1.7%
<b>Percentage of Occupancy</b>							
Cash	20.7%	21.6%	(0.9)	-4.2%	21.2%	(0.5)	-2.4%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	8.9%	7.6%	1.3	17.1%	7.5%	1.4	18.7%
<b>Total Occupancy Percentage</b>	<b>29.6%</b>	<b>29.3%</b>	<b>0.3</b>	<b>1.0%</b>	<b>28.8%</b>	<b>0.8</b>	<b>2.8%</b>
Vacant	70.4%	70.7%	(0.3)	-0.4%	71.2%	(0.8)	-1.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,638,816</b>	<b>\$1,807,343</b>	<b>(\$168,527)</b>	<b>-9.3%</b>	<b>\$1,789,448</b>	<b>(\$150,632)</b>	<b>-8.4%</b>
Comp	\$1,866	\$3,330	(\$1,464)	-44.0%	\$3,330	(\$1,464)	-44.0%
28 Day	\$275,373	\$245,348	\$30,025	12.2%	\$245,347	\$30,026	12.2%
Total Revenue	\$1,916,055	\$2,056,021	(\$139,966)	-6.8%	\$2,038,125	(\$122,070)	-6.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$255.07</b>	<b>\$267.32</b>	<b>(\$12.25)</b>	<b>-4.6%</b>	<b>\$267.32</b>	<b>(\$12.25)</b>	<b>-4.6%</b>
Comp	\$109.76	\$151.36	(\$41.60)	-27.5%	\$151.36	(\$41.60)	-27.5%
28 Day	\$99.95	\$102.87	(\$2.92)	-2.8%	\$102.87	(\$2.92)	-2.8%

**Reno-Sparks Convention and Visitors Authority  
Taxable Revenue by District  
December 2017**

Current Month Actual December 2017	Last Year Actual December 2016			Tax District	Year To Date Actual July 2017 - December 2017	Last Year - Year To Date Actual July 2016 - December 2016		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
\$13,287,793	\$11,598,370	\$1,689,422	14.6%	Reno B	\$96,537,723	\$85,792,048	\$10,745,675	12.5%
\$7,755,044	\$6,769,066	\$985,980	14.6%	Reno D	\$56,436,981	\$47,497,261	\$8,939,720	18.8%
\$518,865	\$400,660	\$118,205	29.5%	Reno E	\$3,812,764	\$2,239,616	\$1,573,149	70.2%
<b>\$21,561,702</b>	<b>\$18,768,096</b>	<b>\$2,793,607</b>	<b>14.9%</b>	<b>Total Reno</b>	<b>\$156,787,468</b>	<b>\$135,528,925</b>	<b>\$21,258,543</b>	<b>15.7%</b>
\$26,446	\$24,413	\$2,034	8.3%	Washoe A	\$246,157	\$200,000	\$46,157	23.1%
\$3,623,415	\$4,212,184	(\$588,768)	-14.0%	Washoe B	\$27,545,933	\$27,098,465	\$447,469	1.7%
<b>\$3,649,862</b>	<b>\$4,236,596</b>	<b>(\$586,734)</b>	<b>-13.8%</b>	<b>Total Washoe Co.</b>	<b>\$27,792,090</b>	<b>\$27,298,465</b>	<b>\$493,626</b>	<b>1.8%</b>
<b>\$3,365,054</b>	<b>\$2,931,487</b>	<b>\$433,567</b>	<b>14.8%</b>	<b>Sparks</b>	<b>\$23,602,664</b>	<b>\$19,344,668</b>	<b>\$4,257,996</b>	<b>22.0%</b>
<b>\$28,576,618</b>	<b>\$25,936,179</b>	<b>\$2,640,439</b>	<b>10.2%</b>	<b>Total Taxable Revenue</b>	<b>\$208,182,221</b>	<b>\$182,172,056</b>	<b>\$26,010,165</b>	<b>14.3%</b>

<u>Tax District</u>	<u>Location</u>
Reno B	Suburban Reno
Reno D	Downtown Reno
Reno E	1 Mile Radius from Downtown
Sparks	City of Sparks
Washoe A	Washoe County except Incline
Washoe B	Incline Village

**Reno-Sparks Convention and Visitors Authority  
Taxable Occupied Rooms by District  
December 2017**

Current Month Actual December 2017	Last Year Actual December 2016			Tax District	Year To Date Actual July 2017 - December 2017	Last Year - Year To Date Actual July 2016 - December 2017		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
136,407	125,804	10,603	8.4%	Reno B	923,915	879,903	44,012	5.0%
86,327	81,659	4,668	5.7%	Reno D	607,359	545,525	61,834	11.3%
5,185	4,262	923	21.7%	Reno E	34,003	24,766	9,237	37.3%
<b>227,919</b>	<b>211,725</b>	<b>16,194</b>	<b>7.6%</b>	<b>Total Reno</b>	<b>1,565,277</b>	<b>1,450,194</b>	<b>115,083</b>	<b>7.9%</b>
834	719	115	16.0%	Washoe A	7,872	6,563	1,309	19.9%
14,683	15,527	(844)	-5.4%	Washoe B	100,589	100,575	14	0.0%
<b>15,517</b>	<b>16,246</b>	<b>(729)</b>	<b>-4.5%</b>	<b>Total Washoe Co.</b>	<b>108,461</b>	<b>107,138</b>	<b>1,323</b>	<b>1.2%</b>
<b>44,709</b>	<b>46,098</b>	<b>(1,389)</b>	<b>-3.0%</b>	<b>Sparks</b>	<b>300,617</b>	<b>294,586</b>	<b>6,031</b>	<b>2.0%</b>
<b>288,145</b>	<b>274,069</b>	<b>14,076</b>	<b>5.1%</b>	<b>Total Taxable Rooms</b>	<b>1,974,355</b>	<b>1,851,918</b>	<b>122,437</b>	<b>6.6%</b>

<u>Tax District</u>	<u>Location</u>
Reno B	Suburban Reno
Reno D	Downtown Reno
Reno E	1 Mile Radius from Downtown
Sparks	City of Sparks
Washoe A	Washoe County except Incline
Washoe B	Incline Village

**Reno-Sparks Convention and Visitors Authority  
Average Daily Rate by District  
December 2017**

Current Month Actual December 2017	Last Year Actual December 2016			Tax District	Year To Date Actual July 2017 - December 2017	Last Year - Year To Date Actual July 2016 - December 2016		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
\$97.41	\$92.19	\$5.22	5.7%	Reno B	\$104.49	\$97.50	\$6.99	7.2%
\$89.83	\$82.89	\$6.94	8.4%	Reno D	\$92.92	\$87.07	\$5.85	6.7%
\$100.07	\$94.01	\$6.06	6.4%	Reno E	\$112.13	\$90.43	\$21.70	24.0%
<b>\$94.60</b>	<b>\$88.64</b>	<b>\$5.96</b>	<b>6.7%</b>	<b>Total Reno</b>	<b>\$100.17</b>	<b>\$93.46</b>	<b>\$6.71</b>	<b>7.2%</b>
\$31.71	\$33.95	-\$2.24	-6.6%	Washoe A	\$31.27	\$30.47	\$0.80	2.6%
\$246.78	\$271.28	-\$24.50	-9.0%	Washoe B	\$273.85	\$269.44	\$4.41	1.6%
<b>\$235.22</b>	<b>\$260.78</b>	<b>-\$25.56</b>	<b>-9.8%</b>	<b>Total Washoe Co.</b>	<b>\$256.24</b>	<b>\$254.80</b>	<b>\$1.44</b>	<b>0.6%</b>
<b>\$75.27</b>	<b>\$63.59</b>	<b>\$11.67</b>	<b>18.4%</b>	<b>Sparks</b>	<b>\$78.51</b>	<b>\$65.67</b>	<b>\$12.85</b>	<b>19.6%</b>
<b>\$99.17</b>	<b>\$94.63</b>	<b>\$4.54</b>	<b>4.8%</b>	<b>Total Average Daily Rate</b>	<b>\$105.44</b>	<b>\$98.37</b>	<b>\$7.07</b>	<b>7.2%</b>

<u>Tax District</u>	<u>Location</u>
Reno B	Suburban Reno
Reno D	Downtown Reno
Reno E	1 Mile Radius from Downtown
Sparks	City of Sparks
Washoe A	Washoe County except Incline
Washoe B	Incline Village