

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

**January 2018**

**Room Statistics**

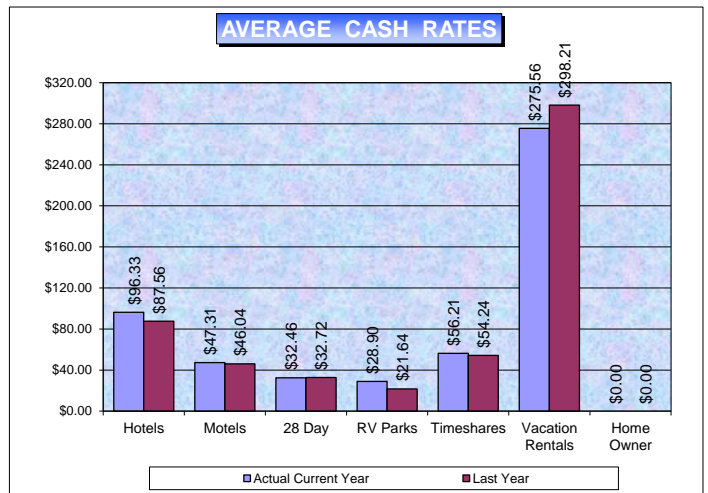
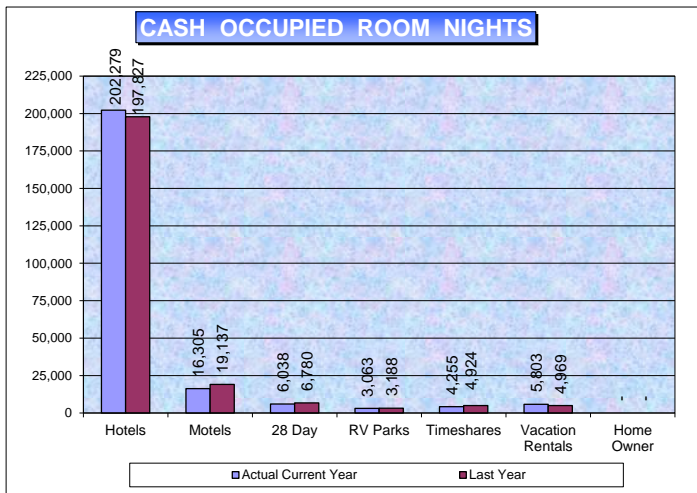
Taxable room revenues for the month of \$22,380,326 are above prior year by \$2,137,395 (10.6%). Cash occupied room nights of 237,743 are above prior year by 918 (0.4%). Comp occupied room nights of 64,596 are below prior year by 1,868 (-2.8%), and 28-day occupied room nights of 120,155 are below prior year by 6,185 (-4.9%). Total occupied rooms for the month (Cash, Comp, 28-day) are 422,494 (-1.7%) below the prior year.

Overall, Washoe County occupancy percentages of 59.5% for the month is 0.3% above the 59.3% level of the prior year. There were 14,519 (-2.0%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$94.14 increased \$8.66 (10.1%), compared to \$85.48 for the prior year.

Year-to-date cash occupied room nights of 2,212,208 are 123,465 (5.9%) above prior year. Cash average rates year-to-date of \$104.24 are \$7.33 (7.6%) above the prior year. Year-to-date, total taxable room revenues of \$230,590,569 are \$28,175,582 (13.9%) above prior year.

January 2018						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	479,579	202,279	\$96.33	\$87.56	\$8.77	10.0%
Motels	45,458	16,305	\$47.31	\$46.04	\$1.27	2.8%
28 Day	98,779	6,038	\$32.46	\$32.72	(\$0.26)	-0.8%
RV Parks	46,903	3,063	\$28.90	\$21.64	\$7.26	33.5%
Timeshares	13,503	4,255	\$56.21	\$54.24	\$1.97	3.6%
Vacation Rentals	25,870	5,803	\$275.56	\$298.21	(\$22.65)	-7.6%
Home Owner	-	-	\$0.00	\$0.00	\$0.00	0.0%
<b>Totals</b>	<b>710,092</b>	<b>237,743</b>	<b>\$94.14</b>	<b>\$85.48</b>	<b>\$8.66</b>	<b>10.1%</b>



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

January 2018

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$22,380,326</b>	<b>\$21,583,225</b>	<b>\$797,101</b>	<b>3.7%</b>	<b>\$20,242,931</b>	<b>\$2,137,395</b>	<b>10.6%</b>
<b>Occupied Rooms - Cash</b>	<b>237,743</b>	<b>242,868</b>	<b>(5,125)</b>	<b>-2.1%</b>	<b>236,825</b>	<b>918</b>	<b>0.4%</b>
<b>Average Rate - Cash</b>	<b>\$94.14</b>	<b>\$88.87</b>	<b>\$5.27</b>	<b>5.9%</b>	<b>\$85.48</b>	<b>\$8.66</b>	<b>10.1%</b>
<b>Occupied Rooms</b>							
Cash	237,743	242,868	(5,125)	-2.1%	236,825	918	0.4%
Comp	64,596	67,786	(3,190)	-4.7%	66,464	(1,868)	-2.8%
28 Day	120,155	133,324	(13,169)	-9.9%	126,340	(6,185)	-4.9%
<b>Total Occupied Rooms</b>	<b>422,494</b>	<b>443,978</b>	<b>(21,484)</b>	<b>-4.8%</b>	<b>429,629</b>	<b>(7,135)</b>	<b>-1.7%</b>
<b>Percentage of Occupancy</b>							
Cash	33.5%	33.1%	0.4	1.2%	32.7%	0.8	2.4%
Comp	9.1%	9.2%	(0.1)	-1.1%	9.2%	(0.1)	-1.1%
28 Day	16.9%	18.2%	(1.3)	-7.1%	17.4%	(0.5)	-2.9%
<b>Total Percentage of Occupancy</b>	<b>59.5%</b>	<b>60.6%</b>	<b>(1.1)</b>	<b>-1.8%</b>	<b>59.3%</b>	<b>0.2</b>	<b>0.3%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	202,279	203,550	(1,271)	-0.6%	197,827	4,452	2.3%
Motels	16,305	19,328	(3,023)	-15.6%	19,137	(2,832)	-14.8%
28 Day Motels	6,038	6,441	(403)	-6.3%	6,780	(742)	-10.9%
R.V. Parks	3,063	3,507	(444)	-12.7%	3,188	(125)	-3.9%
Vacation Rentals	5,803	5,118	685	13.4%	4,969	834	16.8%
Timehares	4,255	4,924	(669)	-13.6%	4,924	(669)	-13.6%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied - Cash</b>	<b>237,743</b>	<b>242,868</b>	<b>(5,125)</b>	<b>-2.1%</b>	<b>236,825</b>	<b>918</b>	<b>0.4%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	42.2%	42.1%	0.1	0.2%	41.4%	0.8	1.9%
Motels	35.9%	39.3%	(3.4)	-8.7%	39.3%	(3.4)	-8.7%
28 Day Motels	6.1%	5.9%	0.2	3.4%	6.4%	(0.3)	-4.7%
R.V. Parks	6.5%	6.6%	(0.1)	-1.5%	6.0%	0.5	8.3%
Vacation Rentals	22.4%	20.7%	1.7	8.2%	20.1%	2.3	11.4%
Timeshares	31.5%	35.8%	(4.3)	-12.0%	35.8%	(4.3)	-12.0%
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>33.5%</b>	<b>33.1%</b>	<b>0.4</b>	<b>1.2%</b>	<b>32.7%</b>	<b>0.8</b>	<b>2.4%</b>
<b>Average Rates - Cash</b>							
Hotels	\$96.33	\$91.06	\$5.27	5.8%	\$87.56	\$8.77	10.0%
Motels	\$47.31	\$47.87	(\$0.56)	-1.2%	\$46.04	\$1.27	2.8%
28 Day Motels	\$32.46	\$32.72	(\$0.26)	-0.8%	\$32.72	(\$0.26)	-0.8%
R.V. Parks	\$28.90	\$21.64	\$7.26	33.5%	\$21.64	\$7.26	33.5%
Vacation Rentals	\$275.56	\$304.01	(\$28.45)	-9.4%	\$298.21	(\$22.65)	-7.6%
Timeshares	\$56.21	\$56.95	(\$0.74)	-1.3%	\$54.24	\$1.97	3.6%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
<b>Total Cash Average Rate</b>	<b>\$94.14</b>	<b>\$88.87</b>	<b>\$5.27</b>	<b>5.9%</b>	<b>\$85.48</b>	<b>\$8.66</b>	<b>10.1%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**January 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	237,743	242,868	(5,125)	-2.1%	236,825	918	0.4%
Comp	64,596	67,786	(3,190)	-4.7%	66,464	(1,868)	-2.8%
28 Day	120,155	133,324	(13,169)	-9.9%	126,340	(6,185)	-4.9%
<b>Total Occupied Rooms</b>	<b>422,494</b>	<b>443,978</b>	<b>(21,484)</b>	<b>-4.8%</b>	<b>429,629</b>	<b>(7,135)</b>	<b>-1.7%</b>
Vacant	287,598	288,943	(1,345)	-0.5%	294,982	(7,384)	-2.5%
Total Available Rooms	710,092	732,921	(22,829)	-3.1%	724,611	(14,519)	-2.0%
<b>Percentage of Occupancy</b>							
Cash	33.5%	33.1%	0.4	1.2%	32.7%	0.8	2.4%
Comp	9.1%	9.2%	(0.1)	-1.1%	9.2%	(0.1)	-1.1%
28 Day	16.9%	18.2%	(1.3)	-7.1%	17.4%	(0.5)	-2.9%
<b>Total Occupancy Percentage</b>	<b>59.5%</b>	<b>60.6%</b>	<b>(1.1)</b>	<b>-1.8%</b>	<b>59.3%</b>	<b>0.2</b>	<b>0.3%</b>
Vacant	40.5%	39.4%	1.1	2.8%	40.7%	(0.2)	-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>\$22,380,326</b>	<b>\$21,583,225</b>	<b>\$797,101</b>	<b>3.7%</b>	<b>\$20,242,931</b>	<b>\$2,137,395</b>	<b>10.6%</b>
Comp	\$5,057,568	\$4,821,735	\$235,833	4.9%	\$4,821,735	\$235,833	4.9%
28 Day	\$3,437,347	\$3,272,011	\$165,336	5.1%	\$3,129,196	\$308,151	9.8%
Total Revenue	\$30,875,241	\$29,676,971	\$1,198,270	4.0%	\$28,193,862	\$2,681,379	9.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$94.14</b>	<b>\$88.87</b>	<b>\$5.27</b>	<b>5.9%</b>	<b>\$85.48</b>	<b>\$8.66</b>	<b>10.1%</b>
Comp	\$78.30	\$71.13	\$7.17	10.1%	\$72.55	\$5.75	7.9%
28 Day	\$28.61	\$24.54	\$4.07	16.6%	\$24.77	\$3.84	15.5%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics**

**January 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	202,279	203,550	(1,271)	-0.6%	197,827	4,452	2.3%
Comp	64,188	67,401	(3,213)	-4.8%	66,079	(1,891)	-2.9%
28 Day	7,937	5,268	2,669	50.7%	5,268	2,669	50.7%
<b>Total Occupied Rooms</b>	<b>274,404</b>	<b>276,219</b>	<b>(1,815)</b>	<b>-0.7%</b>	<b>269,174</b>	<b>5,230</b>	<b>1.9%</b>
Vacant	205,175	207,093	(1,918)	-0.9%	208,306	(3,131)	-1.5%
Total Available Rooms	479,579	483,312	(3,733)	-0.8%	477,480	2,099	0.4%
<b>Percentage of Occupancy</b>							
Cash	42.2%	42.1%	0.1	0.2%	41.4%	0.8	1.9%
Comp	13.4%	13.9%	(0.5)	-3.6%	13.8%	(0.4)	-2.9%
28 Day	1.7%	1.1%	0.6	54.5%	1.1%	0.6	54.5%
<b>Total Occupancy Percentage</b>	<b>57.2%</b>	<b>57.2%</b>	<b>-</b>	<b>0.0%</b>	<b>56.4%</b>	<b>0.8</b>	<b>1.4%</b>
Vacant	42.8%	42.8%	-	0.0%	43.6%	(0.8)	-1.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$19,486,127</b>	<b>\$18,535,050</b>	<b>\$951,077</b>	<b>5.1%</b>	<b>\$17,322,065</b>	<b>\$2,164,062</b>	<b>12.5%</b>
Comp	\$5,046,117	\$4,810,666	\$235,451	4.9%	\$4,810,666	\$235,451	4.9%
28 Day	\$698,202	\$413,973	\$284,229	68.7%	\$413,973	\$284,229	68.7%
Total Revenue	\$25,230,446	\$23,759,689	\$1,470,757	6.2%	\$22,546,704	\$2,683,742	11.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$96.33</b>	<b>\$91.06</b>	<b>\$5.27</b>	<b>5.8%</b>	<b>\$87.56</b>	<b>\$8.77</b>	<b>10.0%</b>
Comp	\$78.61	\$71.37	\$7.24	10.1%	\$72.80	\$5.81	8.0%
28 Day	\$87.97	\$78.58	\$9.39	11.9%	\$78.58	\$9.39	11.9%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

January 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	16,305	19,328	(3,023)	-15.6%	19,137	(2,832)	-14.8%
Comp	245	289	(44)	-15.2%	289	(44)	-15.2%
28 Day	3,622	3,399	223	6.6%	3,399	223	6.6%
<b>Total Occupied Rooms</b>	<b>20,172</b>	<b>23,016</b>	<b>(2,844)</b>	<b>-12.4%</b>	<b>22,825</b>	<b>(2,653)</b>	<b>-11.6%</b>
Vacant	25,286	26,119	(833)	-3.2%	25,837	(551)	-2.1%
Total Available Rooms	45,458	49,135	(3,677)	-7.5%	48,662	(3,204)	-6.6%
<b>Percentage of Occupancy</b>							
Cash	35.9%	39.3%	(3.4)	-8.7%	39.3%	(3.4)	-8.7%
Comp	0.5%	0.6%	(0.1)	-16.7%	0.6%	(0.1)	-16.7%
28 Day	8.0%	6.9%	1.1	15.9%	7.0%	1.0	14.3%
<b>Total Occupancy Percentage</b>	<b>44.4%</b>	<b>46.8%</b>	<b>(2.4)</b>	<b>-5.1%</b>	<b>46.9%</b>	<b>(2.5)</b>	<b>-5.3%</b>
Vacant	55.6%	53.2%	2.4	4.5%	53.1%	2.5	4.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$771,439</b>	<b>\$925,202</b>	<b>(\$153,763)</b>	<b>-16.6%</b>	<b>\$881,145</b>	<b>(\$109,706)</b>	<b>-12.5%</b>
Comp	\$6,190	\$7,675	(\$1,485)	-19.3%	\$7,675	(\$1,485)	-19.3%
28 Day	\$132,754	\$88,151	\$44,603	50.6%	\$88,151	\$44,603	50.6%
Total Revenue	\$910,383	\$1,021,028	(\$110,645)	-10.8%	\$976,971	(\$66,588)	-6.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$47.31</b>	<b>\$47.87</b>	<b>(\$0.56)</b>	<b>-1.2%</b>	<b>\$46.04</b>	<b>\$1.27</b>	<b>2.8%</b>
Comp	\$25.27	\$26.56	(\$1.29)	-4.9%	\$26.56	(\$1.29)	-4.9%
28 Day	\$36.65	\$25.93	\$10.72	41.3%	\$25.93	\$10.72	41.3%

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics**

**January 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,038	6,441	(403)	-6.3%	6,780	(742)	-10.9%
Comp	30	-	30	100.0%	-	30	100.0%
28 Day	72,288	82,082	(9,794)	-11.9%	78,173	(5,885)	-7.5%
<b>Total Occupied Rooms</b>	<b>78,356</b>	<b>88,523</b>	<b>(10,167)</b>	<b>-11.5%</b>	<b>84,953</b>	<b>(6,597)</b>	<b>-7.8%</b>
Vacant	20,423	20,039	384	1.9%	21,666	(1,243)	-5.7%
Total Available Rooms	98,779	108,562	(9,783)	-9.0%	106,619	(7,840)	-7.4%
<b>Percentage of Occupancy</b>							
Cash	6.1%	5.9%	0.2	3.4%	6.4%	(0.3)	-4.7%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	73.2%	75.6%	(2.4)	-3.2%	73.3%	(0.1)	-0.1%
<b>Total Occupancy Percentage</b>	<b>79.3%</b>	<b>81.5%</b>	<b>(2.2)</b>	<b>-2.7%</b>	<b>79.7%</b>	<b>(0.4)</b>	<b>-0.5%</b>
Vacant	20.7%	18.5%	2.2	11.9%	20.3%	0.4	2.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$196,005</b>	<b>\$210,742</b>	<b>(\$14,737)</b>	<b>-7.0%</b>	<b>\$221,834</b>	<b>(\$25,829)</b>	<b>-11.6%</b>
Comp	\$500	\$0	\$500	100.0%	\$0	\$500	100.0%
28 Day	\$1,507,039	\$1,598,125	(\$91,086)	-5.7%	\$1,500,625	\$6,414	0.4%
Total Revenue	\$1,703,544	\$1,808,867	(\$105,323)	-5.8%	\$1,722,459	(\$18,915)	-1.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$32.46</b>	<b>\$32.72</b>	<b>(\$0.26)</b>	<b>-0.8%</b>	<b>\$32.72</b>	<b>(\$0.26)</b>	<b>-0.8%</b>
Comp	\$16.67	\$0.00	\$16.67	100.0%	\$0.00	\$16.67	100.0%
28 Day	\$20.85	\$19.47	\$1.38	7.1%	\$19.20	\$1.65	8.6%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics**

**January 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	3,063	3,507	(444)	-12.7%	3,188	(125)	-3.9%
Comp	133	96	37	38.5%	96	37	38.5%
28 Day	27,591	33,829	(6,238)	-18.4%	30,754	(3,163)	-10.3%
<b>Total Occupied Rooms</b>	<b>30,787</b>	<b>37,432</b>	<b>(6,645)</b>	<b>-17.8%</b>	<b>34,038</b>	<b>(3,251)</b>	<b>-9.6%</b>
Vacant	16,116	16,043	73	0.5%	19,375	(3,259)	-16.8%
Total Available Rooms	46,903	53,475	(6,572)	-12.3%	53,413	(6,510)	-12.2%
<b>Percentage of Occupancy</b>							
Cash	6.5%	6.6%	(0.1)	-1.5%	6.0%	0.5	8.3%
Comp	0.3%	0.2%	0.1	50.0%	0.2%	0.1	50.0%
28 Day	58.8%	63.3%	(4.5)	-7.1%	57.6%	1.2	2.1%
<b>Total Occupancy Percentage</b>	<b>65.6%</b>	<b>70.0%</b>	<b>(4.4)</b>	<b>-6.3%</b>	<b>63.7%</b>	<b>1.9</b>	<b>3.0%</b>
Vacant	34.4%	30.0%	4.4	14.7%	36.3%	(1.9)	-5.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$88,525</b>	<b>\$75,897</b>	<b>\$12,628</b>	<b>16.6%</b>	<b>\$68,997</b>	<b>\$19,528</b>	<b>28.3%</b>
Comp	\$4,761	\$3,394	\$1,367	40.3%	\$3,394	\$1,367	40.3%
28 Day	\$453,445	\$498,460	(\$45,015)	-9.0%	\$453,145	\$300	0.1%
Total Revenue	\$546,731	\$577,751	(\$31,020)	-5.4%	\$525,536	\$21,195	4.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$28.90</b>	<b>\$21.64</b>	<b>\$7.26</b>	<b>33.5%</b>	<b>\$21.64</b>	<b>\$7.26</b>	<b>33.5%</b>
Comp	\$35.80	\$35.35	\$0.45	1.3%	\$35.35	\$0.45	1.3%
28 Day	\$16.43	\$14.73	\$1.70	11.5%	\$14.73	\$1.70	11.5%

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**January 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	5,803	5,118	685	13.4%	4,969	834	16.8%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,717	8,746	(29)	-0.3%	8,746	(29)	-0.3%
<b>Total Occupied Rooms</b>	<b>14,520</b>	<b>13,864</b>	<b>656</b>	<b>4.7%</b>	<b>13,715</b>	<b>805</b>	<b>5.9%</b>
Vacant	11,350	10,817	533	4.9%	10,966	384	3.5%
Total Available Rooms	25,870	24,681	1,189	4.8%	24,681	1,189	4.8%
<b>Percentage of Occupancy</b>							
Cash	22.4%	20.7%	1.7	8.2%	20.1%	2.3	11.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	33.7%	35.4%	(1.7)	-4.8%	35.4%	(1.7)	-4.8%
<b>Total Occupancy Percentage</b>	<b>56.1%</b>	<b>56.2%</b>	<b>(0.1)</b>	<b>-0.2%</b>	<b>55.6%</b>	<b>0.5</b>	<b>0.9%</b>
Vacant	43.9%	43.8%	0.1	0.2%	44.4%	(0.5)	-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>\$1,599,071</b>	<b>\$1,555,898</b>	<b>\$43,173</b>	<b>2.8%</b>	<b>\$1,481,808</b>	<b>\$117,263</b>	<b>7.9%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$645,907	\$673,302	(\$27,395)	-4.1%	\$673,302	(\$27,395)	-4.1%
Total Revenue	\$2,244,978	\$2,229,200	\$15,778	0.7%	\$2,155,110	\$89,868	4.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$275.56</b>	<b>\$304.01</b>	<b>(\$28.45)</b>	<b>-9.4%</b>	<b>\$298.21</b>	<b>(\$22.65)</b>	<b>-7.6%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$74.10	\$76.98	(\$2.88)	-3.7%	\$76.98	(\$2.88)	-3.7%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**January 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,255	4,924	(669)	-13.6%	4,924	(669)	-13.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>4,255</b>	<b>4,924</b>	<b>(669)</b>	<b>-13.6%</b>	<b>4,924</b>	<b>(669)</b>	<b>-13.6%</b>
Vacant	9,248	8,832	416	4.7%	8,832	416	4.7%
Total Available Rooms	13,503	13,756	(253)	-1.8%	13,756	(253)	-1.8%
<b>Percentage of Occupancy</b>							
Cash	31.5%	35.8%	(4.3)	-12.0%	35.8%	(4.3)	-12.0%
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>31.5%</b>	<b>35.8%</b>	<b>(4.3)</b>	<b>-12.0%</b>	<b>35.8%</b>	<b>(4.3)</b>	<b>-12.0%</b>
Vacant	68.5%	64.2%	4.3	6.7%	64.2%	4.3	6.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$239,159</b>	<b>\$280,436</b>	<b>(\$41,277)</b>	<b>-14.7%</b>	<b>\$267,082</b>	<b>(\$27,923)</b>	<b>-10.5%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$239,159	\$280,436	(\$41,277)	-14.7%	\$267,082	(\$27,923)	-10.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$56.21</b>	<b>\$56.95</b>	<b>(\$0.74)</b>	<b>-1.3%</b>	<b>\$54.24</b>	<b>\$1.97</b>	<b>3.6%</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**

**January 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	-	-	-	0.0%	-	-	0.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	-	-	-	<b>0.0%</b>	-	-	<b>0.0%</b>
Vacant	-	-	-	0.0%	-	-	0.0%
Total Available Rooms	-	-	-	0.0%	-	-	0.0%
<b>Percentage of Occupancy</b>							
Cash	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
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>0.0%</b>	<b>0.0%</b>	-	<b>0.0%</b>	<b>0.0%</b>	-	<b>0.0%</b>
Vacant	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total (must equal 100.0%)	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.0%</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.0%</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  
Taxable Revenue by District  
January 2018**

Current Month Actual January 2018	Last Year Actual January 2017			Tax District	Year To Date Actual July 2017 - January 2018	Last Year - Year To Date Actual July 2016 - January 2017		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
\$10,465,150	\$9,773,426	\$691,724	7.1%	Reno B	\$107,002,873	\$95,565,475	\$11,437,398	12.0%
\$5,600,440	\$4,473,539	\$1,126,902	25.2%	Reno D	\$62,037,421	\$51,970,800	\$10,066,621	19.4%
\$532,166	\$411,285	\$120,881	29.4%	Reno E	\$4,344,931	\$2,650,901	\$1,694,029	63.9%
<b>\$16,597,757</b>	<b>\$14,658,251</b>	<b>\$1,939,507</b>	<b>13.2%</b>	<b>Total Reno</b>	<b>\$173,385,225</b>	<b>\$150,187,176</b>	<b>\$23,198,049</b>	<b>15.4%</b>
\$26,599	\$19,926	\$6,674	33.5%	Washoe A	\$272,756	\$219,926	\$52,831	24.0%
\$3,113,751	\$3,436,857	(\$323,105)	-9.4%	Washoe B	\$30,687,705	\$30,535,321	\$152,384	0.5%
<b>\$3,140,351</b>	<b>\$3,456,782</b>	<b>(\$316,431)</b>	<b>-9.2%</b>	<b>Total Washoe Co.</b>	<b>\$30,960,462</b>	<b>\$30,755,247</b>	<b>\$205,215</b>	<b>0.7%</b>
<b>\$2,642,218</b>	<b>\$2,127,897</b>	<b>\$514,321</b>	<b>24.2%</b>	<b>Sparks</b>	<b>\$26,244,882</b>	<b>\$21,472,565</b>	<b>\$4,772,317</b>	<b>22.2%</b>
<b>\$22,380,326</b>	<b>\$20,242,931</b>	<b>\$2,137,395</b>	<b>10.6%</b>	<b>Total Taxable Revenue</b>	<b>\$230,590,569</b>	<b>\$202,414,987</b>	<b>\$28,175,582</b>	<b>13.9%</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  
January 2018**

Current Month Actual January 2018	Last Year Actual January 2017			Tax District	Year To Date Actual July 2017 - January 2018	Last Year - Year To Date Actual July 2016 - January 2017		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
116,378	118,371	(1,993)	-1.7%	Reno B	1,040,293	998,274	42,019	4.2%
63,576	57,983	5,593	9.6%	Reno D	670,935	603,508	67,427	11.2%
4,911	4,310	601	13.9%	Reno E	38,914	29,076	9,838	33.8%
<b>184,865</b>	<b>180,664</b>	<b>4,201</b>	<b>2.3%</b>	<b>Total Reno</b>	<b>1,750,142</b>	<b>1,630,858</b>	<b>119,284</b>	<b>7.3%</b>
958	407	551	135.4%	Washoe A	8,830	6,970	1,860	26.7%
13,491	15,400	(1,909)	-12.4%	Washoe B	114,190	115,975	(1,785)	-1.5%
<b>14,449</b>	<b>15,807</b>	<b>(1,358)</b>	<b>-8.6%</b>	<b>Total Washoe Co.</b>	<b>123,020</b>	<b>122,945</b>	<b>75</b>	<b>0.1%</b>
<b>38,429</b>	<b>40,354</b>	<b>(1,925)</b>	<b>-4.8%</b>	<b>Sparks</b>	<b>339,046</b>	<b>334,940</b>	<b>4,106</b>	<b>1.2%</b>
<b>237,743</b>	<b>236,825</b>	<b>918</b>	<b>0.4%</b>	<b>Total Taxable Rooms</b>	<b>2,212,208</b>	<b>2,088,743</b>	<b>123,465</b>	<b>5.9%</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  
January 2018**

Current Month Actual January 2018	Last Year Actual January 2017			Tax District	Year To Date Actual July 2017 - January 2018	Last Year - Year To Date Actual July 2016 - January 2017		
	Amount	Increase (Decrease) Amount % Percent				Amount	Increase (Decrease) Amount % Percent	
\$89.92	\$82.57	\$7.36	8.9%	Reno B	\$102.86	\$95.73	\$7.13	7.4%
\$88.09	\$77.15	\$10.94	14.2%	Reno D	\$92.46	\$86.11	\$6.35	7.4%
\$108.36	\$95.43	\$12.94	13.6%	Reno E	\$111.65	\$91.17	\$20.48	22.5%
<b>\$89.78</b>	<b>\$81.14</b>	<b>\$8.65</b>	<b>10.7%</b>	<b>Total Reno</b>	<b>\$99.07</b>	<b>\$92.09</b>	<b>\$6.98</b>	<b>7.6%</b>
\$27.77	\$48.96	-\$21.19	-43.3%	Washoe A	\$30.89	\$31.55	-\$0.66	-2.1%
\$230.80	\$223.17	\$7.63	3.4%	Washoe B	\$268.74	\$263.29	\$5.45	2.1%
<b>\$217.34</b>	<b>\$218.69</b>	<b>-\$1.35</b>	<b>-0.6%</b>	<b>Total Washoe Co.</b>	<b>\$251.67</b>	<b>\$250.15</b>	<b>\$1.52</b>	<b>0.6%</b>
<b>\$68.76</b>	<b>\$52.73</b>	<b>\$16.03</b>	<b>30.4%</b>	<b>Sparks</b>	<b>\$77.41</b>	<b>\$64.11</b>	<b>\$13.30</b>	<b>20.7%</b>
<b>\$94.14</b>	<b>\$85.48</b>	<b>\$8.66</b>	<b>10.1%</b>	<b>Total Average Daily Rate</b>	<b>\$104.24</b>	<b>\$96.91</b>	<b>\$7.33</b>	<b>7.6%</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
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