

RENO-SPARKS CONVENTION & VISITORS AUTHORITY

March 2018

Room Statistics

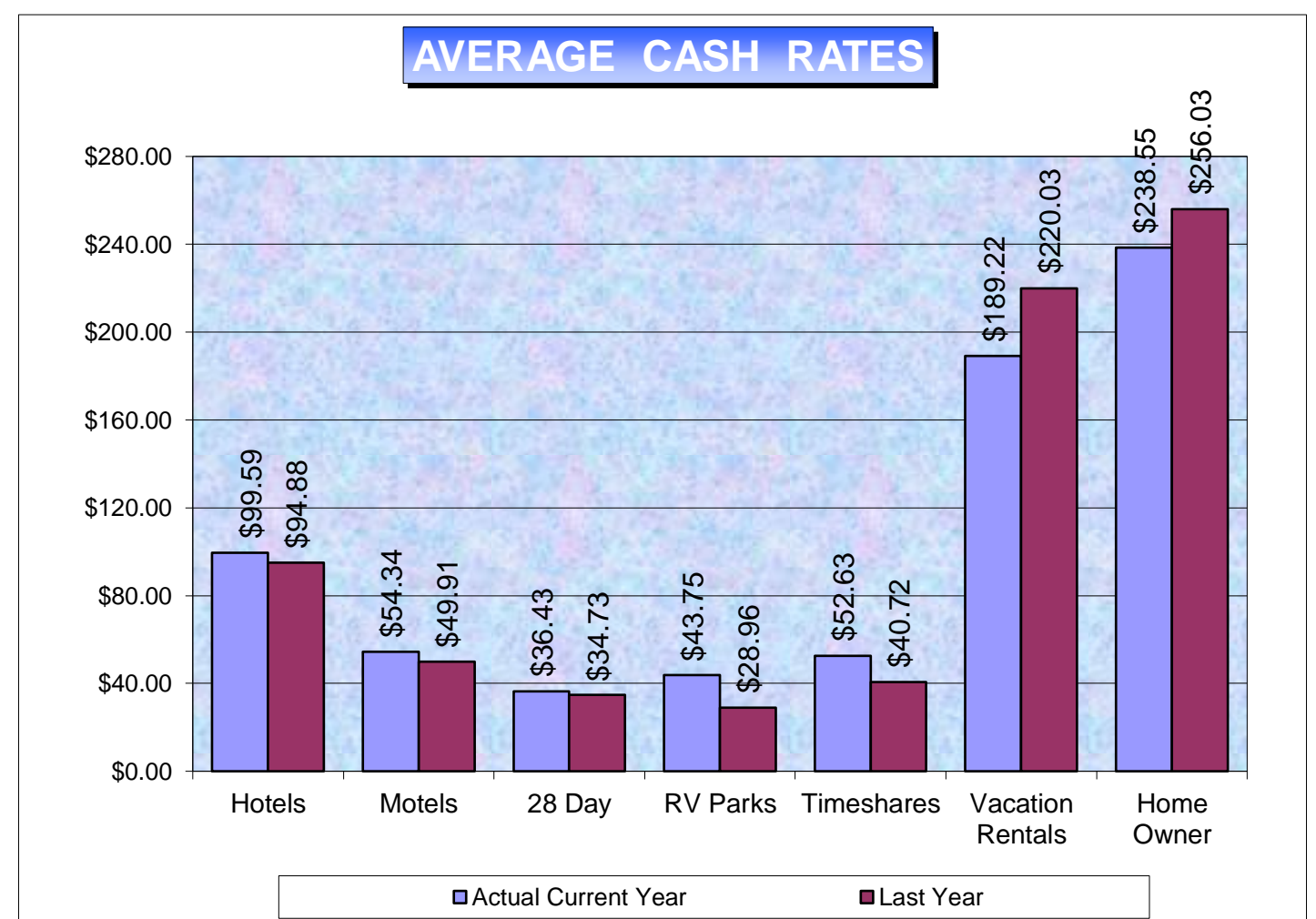
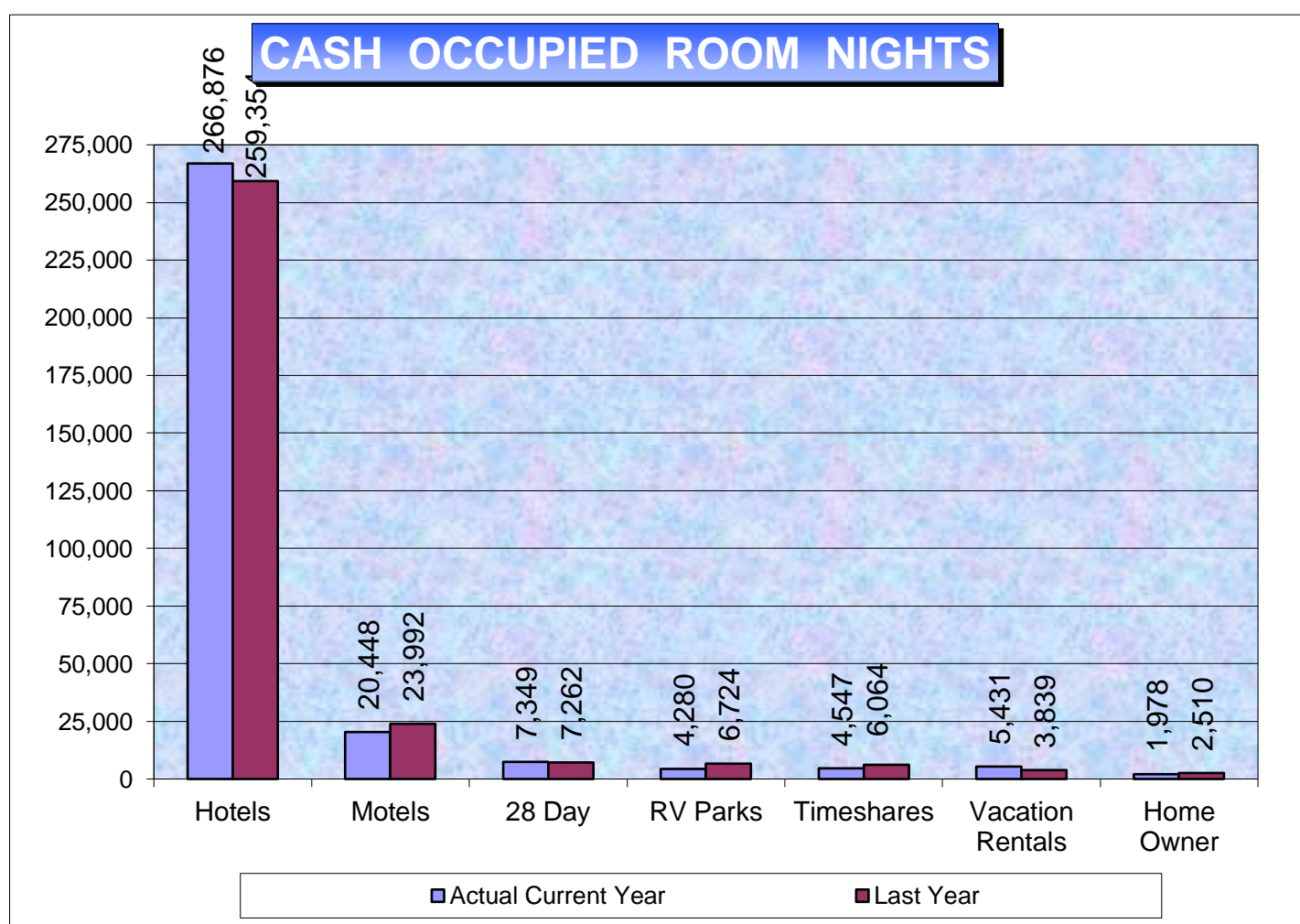
Taxable room revenues for the month of \$29,884,131 are above prior year by \$1,898,178 (6.8%). Cash occupied room nights of 310,909 are above prior year by 1,164 (0.4%). Comp occupied room nights of 65,625 are below prior year by 9,451 (-12.6%), and 28-day occupied room nights of 132,420 are below prior year by 3,628 (-2.7%). Total occupied rooms for the month (Cash, Comp, 28-day) are 508,954 (-2.3%) below the prior year.

Overall, Washoe County occupancy percentages of 68.5% for the month is -1.4% below the 69.5% level of the prior year. There were 6,677 (-0.9%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$96.12 increased \$5.77 (6.4%), compared to \$90.35 for the prior year.

Year-to-date cash occupied room nights of 2,776,949 are 128,682 (4.9%) above prior year. Cash average rates year-to-date of \$102.83 are \$7.25 (7.6%) above the prior year. Year-to-date, total taxable room revenues of \$285,558,786 are \$32,443,806 (12.8%) above prior year.

March 2018						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	491,315	266,876	\$99.59	\$94.88	\$4.71	5.0%
Motels	43,820	20,448	\$54.34	\$49.91	\$4.43	8.9%
28 Day	98,989	7,349	\$36.43	\$34.73	\$1.70	4.9%
RV Parks	53,413	4,280	\$43.75	\$28.96	\$14.79	51.1%
Timeshares	13,443	4,547	\$52.63	\$40.72	\$11.91	29.2%
Vacation Rentals	24,347	5,431	\$189.22	\$220.03	(\$30.81)	-14.0%
Home Owner	17,475	1,978	\$0.00	\$0.00	(\$17.49)	0.0%
Totals	742,802	310,909	\$96.12	\$90.35	\$5.77	6.4%



Attached please find the detail statistics for each market segment.

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Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

March 2018

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$29,884,131	\$29,851,075	\$33,056	0.1%	\$27,985,953	\$1,898,178	6.8%
Occupied Rooms - Cash	310,909	318,857	(7,948)	-2.5%	309,745	1,164	0.4%
Average Rate - Cash	\$96.12	\$93.62	\$2.50	2.7%	\$90.35	\$5.77	6.4%
Occupied Rooms							
Cash	310,909	318,857	(7,948)	-2.5%	309,745	1,164	0.4%
Comp	65,625	76,536	(10,911)	-14.3%	75,076	(9,451)	-12.6%
28 Day	132,420	143,344	(10,924)	-7.6%	136,048	(3,628)	-2.7%
Total Occupied Rooms	508,954	538,737	(29,783)	-5.5%	520,869	(11,915)	-2.3%
Percentage of Occupancy							
Cash	41.9%	42.0%	(0.1)	-0.2%	41.3%	0.6	1.5%
Comp	8.8%	10.1%	(1.3)	-12.9%	10.0%	(1.2)	-12.0%
28 Day	17.8%	18.9%	(1.1)	-5.8%	18.2%	(0.4)	-2.2%
Total Percentage of Occupancy	68.5%	71.0%	(2.5)	-3.5%	69.5%	(1.0)	-1.4%
Market Segments							
Occupied Rooms - Cash							
Hotels	266,876	267,885	(1,009)	-0.4%	259,354	7,522	2.9%
Motels	20,448	24,232	(3,784)	-15.6%	23,992	(3,544)	-14.8%
28 Day Motels	7,349	6,899	450	6.5%	7,262	87	1.2%
R.V. Parks	4,280	7,396	(3,116)	-42.1%	6,724	(2,444)	-36.3%
Vacation Rentals	5,431	3,954	1,477	37.4%	3,839	1,592	41.5%
Timehares	4,547	6,064	(1,517)	-25.0%	6,064	(1,517)	-25.0%
Home Owner Rentals	1,978	2,427	(449)	0.0%	2,510	(532)	0.0%
Total Occupied - Cash	310,909	318,857	(7,948)	-2.5%	309,745	1,164	0.4%
Percentage of Occupancy - Cash							
Hotels	54.3%	54.0%	0.3	0.6%	53.3%	1.0	1.9%
Motels	46.7%	49.3%	(2.6)	-5.3%	49.3%	(2.6)	-5.3%
28 Day Motels	7.4%	6.4%	1.0	15.6%	6.7%	0.7	10.4%
R.V. Parks	8.0%	13.8%	(5.8)	-42.0%	12.6%	(4.6)	-36.5%
Vacation Rentals	22.3%	17.0%	5.3	31.2%	16.1%	6.2	38.5%
Timeshares	33.8%	44.1%	(10.3)	-23.4%	43.1%	(9.3)	-30.7%
Home Owner Rentals	11.3%	15.7%	(4.4)	-28.0%	16.3%	(5.0)	-30.7%
Total Occupancy Percentage - Cash	41.9%	42.0%	(0.1)	-0.2%	41.3%	0.6	1.5%
Average Rates - Cash							
Hotels	\$99.59	\$98.43	\$1.16	1.2%	\$94.88	\$4.71	5.0%
Motels	\$54.34	\$51.89	\$2.45	4.7%	\$49.91	\$4.43	8.9%
28 Day Motels	\$36.43	\$34.73	\$1.70	4.9%	\$34.73	\$1.70	4.9%
R.V. Parks	\$43.75	\$28.96	\$14.79	51.1%	\$28.96	\$14.79	51.1%
Vacation Rentals	\$189.22	\$224.31	(\$35.09)	-15.6%	\$220.03	(\$30.81)	-14.0%
Timeshares	\$52.63	\$42.76	\$9.87	23.1%	\$40.72	\$11.91	29.2%
Home Owner Rentals	\$238.55	\$258.27	(\$19.72)	0.0%	\$256.04	(\$17.49)	-6.8%
Total Cash Average Rate	\$96.12	\$93.62	\$2.50	2.7%	\$90.35	\$5.77	6.4%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	310,909	318,857	(7,948)	-2.5%	309,745	1,164	0.4%
Comp	65,625	76,536	(10,911)	-14.3%	75,076	(9,451)	-12.6%
28 Day	132,420	143,344	(10,924)	-7.6%	136,048	(3,628)	-2.7%
Total Occupied Rooms	508,954	538,737	(29,783)	-5.5%	520,869	(11,915)	-2.3%
Vacant	233,848	220,582	13,266	6.0%	228,610	5,238	2.3%
Total Available Rooms	742,802	759,319	(16,517)	-2.2%	749,479	(6,677)	-0.9%
Percentage of Occupancy							
Cash	41.9%	42.0%	(0.1)	-0.2%	41.3%	0.6	1.5%
Comp	8.8%	10.1%	(1.3)	-12.9%	10.0%	(1.2)	-12.0%
28 Day	17.8%	18.9%	(1.1)	-5.8%	18.2%	(0.4)	-2.2%
Total Occupancy Percentage	68.5%	71.0%	(2.5)	-3.5%	69.5%	(1.0)	-1.4%
Vacant	31.5%	29.0%	2.5	8.6%	30.5%	1.0	3.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$29,884,131	\$29,851,075	\$33,056	0.1%	\$27,985,953	\$1,898,178	6.8%
Comp	\$5,750,673	\$5,440,566	\$310,107	5.7%	\$5,441,069	\$309,604	5.7%
28 Day	\$4,020,364	\$3,938,126	\$82,238	2.1%	\$3,771,379	\$248,985	6.6%
Total Revenue	\$39,655,168	\$39,229,767	\$425,401	1.1%	\$37,198,401	\$2,456,767	6.6%
Average Rates							
Cash	\$96.12	\$93.62	\$2.50	2.7%	\$90.35	\$5.77	6.4%
Comp	\$87.63	\$71.09	\$16.54	23.3%	\$72.47	\$15.16	20.9%
28 Day	\$30.36	\$27.47	\$2.89	10.5%	\$27.72	\$2.64	9.5%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	266,876	267,885	(1,009)	-0.4%	259,354	7,522	2.9%	
Comp	65,344	76,153	(10,809)	-14.2%	74,660	(9,316)	-12.5%	
28 Day	8,568	6,855	1,713	25.0%	6,855	1,713	25.0%	
Total Occupied Rooms	340,788	350,893	(10,105)	-2.9%	340,869	(81)	0.0%	
Vacant	150,527	144,809	5,718	3.9%	145,465	5,062	3.5%	
Total Available Rooms	491,315	495,702	(4,387)	-0.9%	486,334	4,981	1.0%	
Percentage of Occupancy								
Cash	54.3%	54.0%	0.3	0.6%	53.3%	1.0	1.9%	
Comp	13.3%	15.4%	(2.1)	-13.6%	15.4%	(2.1)	-13.6%	
28 Day	1.7%	1.4%	0.3	21.4%	1.4%	0.3	21.4%	
Total Occupancy Percentage	69.4%	70.8%	(1.4)	-2.0%	70.1%	(0.7)	-1.0%	
Vacant	30.6%	29.2%	1.4	4.8%	29.9%	0.7	2.3%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$26,579,216	\$26,366,902	\$212,314	0.8%	\$24,607,285	\$1,971,931	8.0%	
Comp	\$5,742,478	\$5,422,072	\$320,406	5.9%	\$5,422,072	\$320,406	5.9%	
28 Day	\$760,872	\$550,571	\$210,301	38.2%	\$550,571	\$210,301	38.2%	
Total Revenue	\$33,082,566	\$32,339,545	\$743,021	2.3%	\$30,579,928	\$2,502,638	8.2%	
Average Rates								
Cash	\$99.59	\$98.43	\$1.16	1.2%	\$94.88	\$4.71	5.0%	
Comp	\$87.88	\$71.20	\$16.68	23.4%	\$72.62	\$15.26	21.0%	
28 Day	\$88.80	\$80.32	\$8.48	10.6%	\$80.32	\$8.48	10.6%	

Reno-Sparks Convention and Visitors Authority

Motel Statistics

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	20,448	24,232	(3,784)	-15.6%	23,992	(3,544)	-14.8%
Comp	129	152	(23)	-15.1%	152	(23)	-15.1%
28 Day	3,573	4,303	(730)	-17.0%	4,303	(730)	-17.0%
Total Occupied Rooms	24,150	28,687	(4,537)	-15.8%	28,447	(4,297)	-15.1%
Vacant	19,670	20,448	(778)	-3.8%	20,214	(544)	-2.7%
Total Available Rooms	43,820	49,135	(5,315)	-10.8%	48,661	(4,841)	-9.9%
Percentage of Occupancy							
Cash	46.7%	49.3%	(2.6)	-5.3%	49.3%	(2.6)	-5.3%
Comp	0.3%	0.3%	-	0.0%	0.3%	-	0.0%
28 Day	8.2%	8.8%	(0.6)	-6.8%	8.8%	(0.6)	-6.8%
Total Occupancy Percentage	55.1%	58.4%	(3.3)	-5.7%	58.5%	(3.4)	-5.8%
Vacant	44.9%	41.6%	3.3	7.9%	41.5%	3.4	8.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,111,115	\$1,257,331	(\$146,216)	-11.6%	\$1,197,458	(\$86,343)	-7.2%
Comp	\$5,018	\$8,641	(\$3,623)	-41.9%	\$8,641	(\$3,623)	-41.9%
28 Day	\$134,453	\$154,272	(\$19,819)	-12.8%	\$154,272	(\$19,819)	-12.8%
Total Revenue	\$1,250,586	\$1,420,244	(\$169,658)	-11.9%	\$1,360,371	(\$109,785)	-8.1%
Average Rates							
Cash	\$54.34	\$51.89	\$2.45	4.7%	\$49.91	\$4.43	8.9%
Comp	\$38.90	\$56.85	(\$17.95)	-31.6%	\$56.85	(\$17.95)	-31.6%
28 Day	\$37.63	\$35.85	\$1.78	5.0%	\$35.85	\$1.78	5.0%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	7,349	6,899	450	6.5%	7,262	87	1.2%	
Comp	30	-	30	100.0%	30	-	0.0%	
28 Day	74,593	86,575	(11,982)	-13.8%	82,452	(7,859)	-9.5%	
Total Occupied Rooms	81,972	93,474	(11,502)	-12.3%	89,744	(7,772)	-8.7%	
Vacant	17,017	15,088	1,929	12.8%	18,083	(1,066)	-5.9%	
Total Available Rooms	98,989	108,562	(9,573)	-8.8%	107,827	(8,838)	-8.2%	
Percentage of Occupancy								
Cash	7.4%	6.4%	1.0	15.6%	6.7%	0.7	10.4%	
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%	
28 Day	75.4%	79.7%	(4.3)	-5.4%	76.5%	(1.1)	-1.4%	
Total Occupancy Percentage	82.8%	86.1%	(3.3)	-3.8%	83.2%	(0.4)	-0.5%	
Vacant	17.2%	13.9%	3.3	23.7%	16.8%	0.4	2.4%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$267,754	\$239,626	\$28,128	11.7%	\$252,238	\$15,516	6.2%	
Comp	\$500	\$0	\$500	100.0%	\$500	\$0	0.0%	
28 Day	\$1,700,294	\$1,852,252	(\$151,958)	-8.2%	\$1,731,077	(\$30,783)	-1.8%	
Total Revenue	\$1,968,548	\$2,091,878	(\$123,330)	-5.9%	\$1,983,815	(\$15,267)	-0.8%	
Average Rates								
Cash	\$36.43	\$34.73	\$1.70	4.9%	\$34.73	\$1.70	4.9%	
Comp	\$16.67	\$0.00	\$16.67	100.0%	\$16.67	\$0.00	0.0%	
28 Day	\$22.79	\$21.39	\$1.40	6.5%	\$20.99	\$1.80	8.6%	

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,280	7,396	(3,116)	-42.1%	6,724	(2,444)	-36.3%
Comp	122	222	(100)	-45.0%	222	(100)	-45.0%
28 Day	34,903	34,899	4	0.0%	31,726	3,177	10.0%
Total Occupied Rooms	39,305	42,517	(3,212)	-7.6%	38,672	633	1.6%
Vacant	14,108	10,958	3,150	28.7%	14,679	(571)	-3.9%
Total Available Rooms	53,413	53,475	(62)	-0.1%	53,351	62	0.1%
Percentage of Occupancy							
Cash	8.0%	13.8%	(5.8)	-42.0%	12.6%	(4.6)	-36.5%
Comp	0.2%	0.4%	(0.2)	-50.0%	0.4%	(0.2)	-50.0%
28 Day	65.3%	65.3%	-	0.0%	59.5%	5.8	9.7%
Total Occupancy Percentage	73.6%	79.5%	(5.9)	-7.4%	72.5%	1.1	1.5%
Vacant	26.4%	20.5%	5.9	28.8%	27.5%	(1.1)	-4.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$187,230	\$214,181	(\$26,951)	-12.6%	\$194,710	(\$7,480)	-3.8%
Comp	\$2,677	\$8,303	(\$5,626)	-67.8%	\$8,303	(\$5,626)	-67.8%
28 Day	\$564,469	\$501,288	\$63,181	12.6%	\$455,716	\$108,753	23.9%
Total Revenue	\$754,376	\$723,772	\$30,604	4.2%	\$658,729	\$95,647	14.5%
Average Rates							
Cash	\$43.75	\$28.96	\$14.79	51.1%	\$28.96	\$14.79	51.1%
Comp	\$21.94	\$37.40	(\$15.46)	-41.3%	\$37.40	(\$15.46)	-41.3%
28 Day	\$16.17	\$14.36	\$1.81	12.6%	\$14.36	\$1.81	12.6%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	5,431	3,954	1,477	37.4%	3,839	1,592	41.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,366	9,386	(20)	-0.2%	9,386	(20)	-0.2%
Total Occupied Rooms	14,797	13,340	1,457	10.9%	13,225	1,572	11.9%
Vacant	9,550	9,879	(329)	-3.3%	10,615	(1,065)	-10.0%
Total Available Rooms	24,347	23,219	1,128	4.9%	23,840	507	2.1%
Percentage of Occupancy							
Cash	22.3%	17.0%	5.3	31.2%	16.1%	6.2	38.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	38.5%	40.4%	(1.9)	-4.7%	39.4%	(0.9)	-2.3%
Total Occupancy Percentage	60.8%	57.5%	3.3	5.7%	55.5%	5.3	9.5%
Vacant	39.2%	42.5%	(3.3)	-7.8%	44.5%	(5.3)	-11.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,027,667	\$886,916	\$140,751	15.9%	\$844,682	\$182,985	21.7%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$721,661	\$765,935	(\$44,274)	-5.8%	\$765,935	(\$44,274)	-5.8%
Total Revenue	\$1,749,328	\$1,652,851	\$96,477	5.8%	\$1,610,617	\$138,711	8.6%
Average Rates							
Cash	\$189.22	\$224.31	(\$35.09)	-15.6%	\$220.03	(\$30.81)	-14.0%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$77.05	\$81.60	(\$4.55)	-5.6%	\$81.60	(\$4.55)	-5.6%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,547	6,064	(1,517)	-25.0%	6,064	(1,517)	-25.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	4,547	6,064	(1,517)	-25.0%	6,064	(1,517)	-25.0%
Vacant	8,896	7,692	1,204	15.7%	8,012	884	11.0%
Total Available Rooms	13,443	13,756	(313)	-2.3%	14,076	(633)	-4.5%
Percentage of Occupancy							
Cash	33.8%	44.1%	(10.3)	-23.4%	43.1%	(9.3)	-21.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	33.8%	44.1%	(10.3)	-23.4%	43.1%	(9.3)	-21.6%
Vacant	66.2%	55.9%	10.3	18.4%	56.9%	9.3	16.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$239,300	\$259,279	(\$19,979)	-7.7%	\$246,932	(\$7,632)	-3.1%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$239,300	\$259,279	(\$19,979)	-7.7%	\$246,932	(\$7,632)	-3.1%
Average Rates							
Cash	\$52.63	\$42.76	\$9.87	23.1%	\$40.72	\$11.91	29.2%
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

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	1,978	2,427	(449)	-18.5%	2,510	(532)	-21.2%
Comp	-	9	(9)	-100.0%	12	(12)	-100.0%
28 Day	1,417	1,326	91	6.9%	1,326	91	6.9%
Total Occupied Rooms	3,395	3,762	(367)	-9.8%	3,848	(453)	-11.8%
Vacant	14,080	11,708	2,372	20.3%	11,542	2,538	22.0%
Total Available Rooms	17,475	15,470	2,005	13.0%	15,390	2,085	13.5%
Percentage of Occupancy							
Cash	11.3%	15.7%	(4.4)	-28.0%	16.3%	(5.0)	-30.7%
Comp	0.0%	0.1%	(0.1)	-100.0%	0.1%	(0.1)	-100.0%
28 Day	8.1%	8.6%	(0.5)	-5.8%	8.6%	(0.5)	-5.8%
Total Occupancy Percentage	19.4%	24.3%	(4.9)	-20.2%	25.0%	(5.6)	-22.4%
Vacant	80.6%	75.7%	4.9	6.5%	75.0%	5.6	7.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$471,849	\$626,840	(\$154,991)	-24.7%	\$642,648	(\$170,799)	-26.6%
Comp	\$0	\$1,550	(\$1,550)	-100.0%	\$1,553	(\$1,553)	-100.0%
28 Day	\$138,615	\$113,808	\$24,807	21.8%	\$113,808	\$24,807	21.8%
Total Revenue	\$610,464	\$742,198	(\$131,734)	-17.7%	\$758,009	(\$147,545)	-19.5%
Average Rates							
Cash	\$238.55	\$258.27	(\$19.72)	-7.6%	\$256.04	(\$17.49)	-6.8%
Comp	\$0.00	\$172.22	(\$172.22)	-100.0%	\$129.42	(\$129.42)	-100.0%
28 Day	\$97.82	\$85.83	\$11.99	14.0%	\$85.83	\$11.99	14.0%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics - Year To Date

March 2018

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$285,558,786	\$270,986,258	\$14,572,528	5.4%	\$253,114,980	\$32,443,806	12.8%
Occupied Rooms - Cash	2,776,949	2,728,301	48,648	1.8%	2,648,287	128,662	4.9%
Average Rate - Cash	\$102.83	\$99.32	\$3.51	3.5%	\$95.58	\$7.25	7.6%
Occupied Rooms							
Cash	2,776,949	2,728,301	48,648	1.8%	2,648,287	128,662	4.9%
Comp	655,862	693,992	(38,130)	-5.5%	680,489	(24,627)	-3.6%
28 Day	1,160,324	1,187,599	(27,275)	-2.3%	1,125,965	34,359	3.1%
Total Occupied Rooms	4,593,135	4,609,892	(16,757)	-0.4%	4,454,741	138,394	3.1%
Percentage of Occupancy							
Cash	42.9%	41.5%	1.4	3.4%	40.5%	2.4	5.9%
Comp	10.1%	10.6%	(0.5)	-4.7%	10.4%	(0.3)	-2.9%
28 Day	17.9%	18.1%	(0.2)	-1.1%	17.2%	0.7	4.1%
Total Percentage of Occupancy	71.0%	70.1%	0.9	1.3%	68.2%	2.8	4.1%
Market Segments							
Occupied Rooms - Cash							
Hotels	2,350,195	2,289,804	60,391	2.6%	2,216,730	133,465	6.0%
Motels	201,055	199,984	1,071	0.5%	198,003	3,052	1.5%
28 Day Motels	63,585	62,851	734	1.2%	66,160	(2,575)	-3.9%
R.V. Parks	61,590	78,474	(16,884)	-21.5%	71,341	(9,751)	-13.7%
Vacation Rentals	46,222	39,495	6,727	17.0%	38,344	7,878	20.5%
Timeshares	45,773	48,505	(2,732)	-5.6%	48,505	(2,732)	-5.6%
Home Owner Rentals	8,529	9,188	(659)	-7.2%	9,204	(675)	-7.3%
Total Occupied - Cash	2,776,949	2,728,301	48,648	1.8%	2,648,287	128,662	4.9%
Percentage of Occupancy - Cash							
Hotels	54.7%	53.0%	1.7	3.2%	51.8%	2.9	5.6%
Motels	48.4%	45.5%	2.9	6.4%	45.4%	3.0	6.6%
28 Day Motels	7.1%	6.6%	0.5	7.6%	6.9%	0.2	2.9%
R.V. Parks	13.0%	16.2%	(3.2)	-19.8%	14.9%	(1.9)	-12.8%
Vacation Rentals	21.7%	19.2%	2.5	13.0%	18.5%	3.2	17.3%
Timeshares	38.8%	39.9%	(1.1)	-2.8%	39.8%	(1.0)	-2.5%
Home Owner Rentals	17.3%	19.7%	(2.4)	-12.2%	19.6%	(2.3)	-11.7%
Total Occupancy Percentage - Cash	42.9%	41.5%	1.4	3.4%	40.5%	2.4	5.9%
Average Rates - Cash							
Hotels	\$107.49	\$104.53	\$2.96	2.8%	\$100.49	\$7.00	7.0%
Motels	\$58.66	\$57.19	\$1.47	2.6%	\$55.01	\$3.65	6.6%
28 Day Motels	\$38.13	\$34.71	\$3.42	9.9%	\$34.71	\$3.42	9.9%
R.V. Parks	\$39.51	\$30.88	\$8.63	27.9%	\$30.88	\$8.63	27.9%
Vacation Rental	\$259.89	\$274.86	(\$14.97)	-5.4%	\$269.63	(\$9.74)	-3.6%
Timeshares	\$46.55	\$47.38	(\$0.83)	-1.8%	\$45.12	\$1.43	3.2%
Home Owner Rentals	\$251.57	\$264.93	(\$13.36)	-5.0%	\$264.24	(\$12.67)	-4.8%

Total Cash Average Rate	\$102.83	\$99.32	\$3.51	3.5%	\$95.58	\$7.25	7.6%
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Reno-Sparks Convention and Visitors Authority

Combined Room Statistics - Year To Date

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,776,949	2,728,301	48,648	1.8%	2,648,287	128,662	4.9%
Comp	655,862	693,992	(38,130)	-5.5%	680,489	(24,627)	-3.6%
28 Day	1,160,324	1,187,599	(27,275)	-2.3%	1,125,965	34,359	3.1%
Total Occupied Rooms	4,593,135	4,609,892	(16,757)	-0.4%	4,454,741	138,394	3.1%
Vacant	1,873,070	1,965,873	(92,803)	-4.7%	2,077,540	(204,470)	-9.8%
Total Available Rooms	6,466,205	6,575,765	(109,560)	-1.7%	6,532,281	(66,076)	-1.0%
Percentage of Occupancy							
Cash	42.9%	41.5%	1.4	3.4%	40.5%	2.4	5.9%
Comp	10.1%	10.6%	(0.5)	-4.7%	10.4%	(0.3)	-2.9%
28 Day	17.9%	18.1%	(0.2)	-1.1%	17.2%	0.7	4.1%
Total Occupancy Percentage	71.0%	70.1%	0.9	1.3%	68.2%	2.8	4.1%
Vacant	29.0%	29.9%	(0.9)	-3.0%	31.8%	(2.8)	-8.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$285,558,786	\$270,986,258	\$14,572,528	5.4%	\$253,114,980	\$32,443,806	12.8%
Comp	\$54,761,902	\$52,002,598	\$2,759,304	5.3%	\$52,006,065	\$2,755,837	5.3%
28 Day	\$34,989,951	\$30,632,202	\$4,357,749	14.2%	\$29,258,717	\$5,731,234	19.6%
Total Revenue	\$375,310,639	\$353,621,058	\$21,689,581	6.1%	\$334,379,762	\$40,930,877	12.2%
Average Rates							
Cash	\$102.83	\$99.32	\$3.51	3.5%	\$95.58	\$7.25	7.6%
Comp	\$83.50	\$74.93	\$8.57	11.4%	\$76.42	\$7.08	9.3%
28 Day	\$30.16	\$25.79	\$4.37	16.9%	\$25.99	\$4.17	16.0%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics - Year To Date

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,350,195	2,289,804	60,391	2.6%	2,216,730	133,465	6.0%
Comp	652,056	690,260	(38,204)	-5.5%	676,724	(24,668)	-3.6%
28 Day	90,607	46,846	43,761	93.4%	46,846	43,761	93.4%
Total Occupied Rooms	3,092,858	3,026,910	65,948	2.2%	2,940,300	152,558	5.2%
Vacant	1,206,211	1,290,108	(83,897)	-6.5%	1,337,976	(131,765)	-9.8%
Total Available Rooms	4,299,069	4,317,018	(17,949)	-0.4%	4,278,276	20,793	0.5%
Percentage of Occupancy							
Cash	54.7%	53.0%	1.7	3.2%	51.8%	2.9	5.6%
Comp	15.2%	16.0%	(0.8)	-5.0%	15.8%	(0.6)	-3.8%
28 Day	2.1%	1.1%	1.0	90.9%	1.1%	1.0	90.9%
Total Occupancy Percentage	71.9%	70.1%	1.8	2.6%	68.7%	3.2	4.7%
Vacant	28.1%	29.9%	(1.8)	-6.0%	31.3%	(3.2)	-10.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$252,617,694	\$239,356,179	\$13,261,515	5.5%	\$222,763,484	\$29,854,210	13.4%
Comp	\$54,626,356	\$51,858,452	\$2,767,904	5.3%	\$51,858,452	\$2,767,904	5.3%
28 Day	\$7,961,902	\$3,688,307	\$4,273,595	115.9%	\$3,688,307	\$4,273,595	115.9%
Total Revenue	\$315,205,952	\$294,902,938	\$20,303,014	6.9%	\$278,310,243	\$36,895,709	13.3%
Average Rates							
Cash	\$107.49	\$104.53	\$2.96	2.8%	\$100.49	\$7.00	7.0%
Comp	\$83.78	\$75.13	\$8.65	11.5%	\$76.63	\$7.15	9.3%
28 Day	\$87.87	\$78.73	\$9.14	11.6%	\$78.73	\$9.14	11.6%

Reno-Sparks Convention and Visitors Authority

Motel Statistics - Year To Date

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	201,055	199,984	1,071	0.5%	198,003	3,052	1.5%
Comp	2,065	1,845	220	11.9%	1,845	220	11.9%
28 Day	34,474	26,795	7,679	28.7%	26,795	7,679	28.7%
Total Occupied Rooms	237,594	228,624	8,970	3.9%	226,643	10,951	4.8%
Vacant	178,205	211,122	(32,917)	-15.6%	209,391	(31,186)	-14.9%
Total Available Rooms	415,799	439,746	(23,947)	-5.4%	436,034	(20,235)	-4.6%
Percentage of Occupancy							
Cash	48.4%	45.5%	2.9	6.4%	45.4%	3.0	6.6%
Comp	0.5%	0.4%	0.1	25.0%	0.4%	0.1	25.0%
28 Day	8.3%	6.1%	2.2	36.1%	6.1%	2.2	36.1%
Total Occupancy Percentage	57.1%	52.0%	5.1	9.8%	52.0%	5.1	9.8%
Vacant	42.9%	48.0%	(5.1)	-10.6%	48.0%	(5.1)	-10.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$11,793,932	\$11,437,533	\$356,399	3.1%	\$10,892,889	\$901,043	8.3%
Comp	\$68,862	\$71,921	(\$3,059)	-4.3%	\$74,885	(\$6,023)	-8.0%
28 Day	\$1,381,762	\$919,192	\$462,570	50.3%	\$926,129	\$455,633	49.2%
Total Revenue	\$13,244,556	\$12,428,646	\$815,910	6.6%	\$11,893,903	\$1,350,653	11.4%
Average Rates							
Cash	\$58.66	\$57.19	\$1.47	2.6%	\$55.01	\$3.65	6.6%
Comp	\$33.35	\$38.98	(\$5.63)	-14.4%	\$40.59	(\$7.24)	-17.8%
28 Day	\$40.08	\$34.30	\$5.78	16.9%	\$34.56	\$5.52	16.0%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics - Year To Date

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	63,585	62,851	734	1.2%	66,160	(2,575)	-3.9%
Comp	180	-	180	100.0%	30	150	500.0%
28 Day	668,922	750,730	(81,808)	-10.9%	714,980	(46,058)	-6.4%
Total Occupied Rooms	732,687	813,581	(80,894)	-9.9%	781,170	(48,483)	-6.2%
Vacant	162,869	145,967	16,902	11.6%	181,046	(18,177)	-10.0%
Total Available Rooms	895,556	959,548	(63,992)	-6.7%	962,216	(66,660)	-6.9%
Percentage of Occupancy							
Cash	7.1%	6.6%	0.5	7.6%	6.9%	0.2	2.9%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.7%	78.2%	(3.5)	-4.5%	74.3%	0.4	0.5%
Total Occupancy Percentage	81.8%	84.8%	(3.0)	-3.5%	81.2%	0.6	0.7%
Vacant	18.2%	15.2%	3.0	19.7%	18.8%	(0.6)	-3.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,424,466	\$2,181,400	\$243,066	11.1%	\$2,296,209	\$128,257	5.6%
Comp	\$3,000	\$0	\$3,000	100.0%	\$500	\$2,500	500.0%
28 Day	\$14,739,442	\$15,629,490	(\$890,048)	-5.7%	\$14,634,056	\$105,386	0.7%
Total Revenue	\$17,166,908	\$17,810,890	(\$643,982)	-3.6%	\$16,930,765	\$236,143	1.4%
Average Rates							
Cash	\$38.13	\$34.71	\$3.42	9.9%	\$34.71	\$3.42	9.9%
Comp	\$16.67	\$0.00	\$16.67	100.0%	\$16.67	\$0.00	0.0%
28 Day	\$22.03	\$20.82	\$1.21	5.8%	\$20.47	\$1.56	7.6%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics - Year To Date

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	61,590	78,474	(16,884)	-21.5%	71,341	(9,751)	-13.7%
Comp	1,544	1,856	(312)	-16.8%	1,856	(312)	-16.8%
28 Day	285,261	284,729	532	0.2%	258,845	26,416	10.2%
Total Occupied Rooms	348,395	365,059	(16,664)	-4.6%	332,042	16,353	4.9%
Vacant	127,090	120,671	6,419	5.3%	147,305	(20,215)	-13.7%
Total Available Rooms	475,485	485,730	(10,245)	-2.1%	479,347	(3,862)	-0.8%
Percentage of Occupancy							
Cash	13.0%	16.2%	(3.2)	-19.8%	14.9%	(1.9)	-12.8%
Comp	0.3%	0.4%	(0.1)	-25.0%	0.4%	(0.1)	-25.0%
28 Day	60.0%	58.6%	1.4	2.4%	54.0%	6.0	11.1%
Total Occupancy Percentage	73.3%	75.2%	(1.9)	-2.5%	69.3%	4.0	5.8%
Vacant	26.7%	24.8%	1.9	7.7%	30.7%	(4.0)	-13.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,433,306	\$2,423,125	\$10,181	0.4%	\$2,202,840	\$230,466	10.5%
Comp	\$61,818	\$67,345	(\$5,527)	-8.2%	\$67,345	(\$5,527)	-8.2%
28 Day	\$4,548,830	\$4,234,836	\$313,994	7.4%	\$3,849,849	\$698,981	18.2%
Total Revenue	\$7,043,954	\$6,725,306	\$318,648	4.7%	\$6,120,034	\$923,920	15.1%
Average Rates							
Cash	\$39.51	\$30.88	\$8.63	27.9%	\$30.88	\$8.63	27.9%
Comp	\$40.04	\$36.29	\$3.75	10.3%	\$36.29	\$3.75	10.3%
28 Day	\$15.95	\$14.87	\$1.08	7.3%	\$14.87	\$1.08	7.3%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics - Year To Date

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	46,222	39,495	6,727	17.0%	38,344	7,878	20.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	76,888	74,788	2,100	2.8%	74,788	2,100	2.8%
Total Occupied Rooms	123,110	114,283	8,827	7.7%	113,132	9,978	8.8%
Vacant	89,909	91,036	(1,127)	-1.2%	94,333	(4,424)	-4.7%
Total Available Rooms	213,019	205,319	7,700	3.8%	207,465	5,554	2.7%
Percentage of Occupancy							
Cash	21.7%	19.2%	2.5	13.0%	18.5%	3.2	17.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	36.1%	36.4%	(0.3)	-0.8%	36.0%	0.1	0.3%
Total Occupancy Percentage	57.8%	55.7%	2.1	3.8%	54.5%	3.3	6.1%
Vacant	42.2%	44.3%	(2.1)	-4.7%	45.5%	(3.3)	-7.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$12,012,829	\$10,855,610	\$1,157,219	10.7%	\$10,338,674	\$1,674,155	16.2%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$5,944,027	\$5,801,221	\$142,806	2.5%	\$5,801,221	\$142,806	2.5%
Total Revenue	\$17,956,856	\$16,656,831	\$1,300,025	7.8%	\$16,139,895	\$1,816,961	11.3%
Average Rates							
Cash	\$259.89	\$274.86	(\$14.97)	-5.4%	\$269.63	(\$9.74)	-3.6%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$77.31	\$77.57	(\$0.26)	-0.3%	\$77.57	(\$0.26)	-0.3%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics - Year To Date

March 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	45,773	48,505	(2,732)	-5.6%	48,505	(2,732)	-5.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	45,773	48,505	(2,732)	-5.6%	48,505	(2,732)	-5.6%
Vacant	72,088	73,149	(1,061)	-1.5%	73,403	(1,315)	-1.8%
Total Available Rooms	117,861	121,654	(3,793)	-3.1%	121,908	(4,047)	-3.3%
Percentage of Occupancy							
Cash	38.8%	39.9%	(1.1)	-2.8%	39.8%	(1.0)	-2.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	38.8%	39.9%	(1.1)	-2.8%	39.8%	(1.0)	-2.5%
Vacant	61.2%	60.1%	1.1	1.8%	60.2%	1.0	1.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,130,948	\$2,298,227	(\$167,279)	-7.3%	\$2,188,788	(\$57,840)	-2.6%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$2,130,948	\$2,298,227	(\$167,279)	-7.3%	\$2,188,788	(\$57,840)	-2.6%
Average Rates							
Cash	\$46.55	\$47.38	(\$0.83)	-1.8%	\$45.12	\$1.43	3.2%
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
Occupied Rooms							
Cash	8,529	9,188	(659)	-7.2%	9,204	(675)	-7.3%
Comp	17	31	(14)	-45.2%	34	(17)	-50.0%
28 Day	4,172	3,711	461	12.4%	3,711	461	12.4%
Total Occupied Rooms	12,718	12,930	(212)	-1.6%	12,949	(231)	-1.8%
Vacant	36,698	33,820	2,878	8.5%	34,086	2,612	7.7%
Total Available Rooms	49,416	46,750	2,666	5.7%	47,035	2,381	5.1%
Percentage of Occupancy							
Cash	17.3%	19.7%	(2.4)	-12.2%	19.6%	(2.3)	-11.7%
Comp	0.0%	0.1%	(0.1)	-100.0%	0.1%	(0.1)	-100.0%
28 Day	8.4%	7.9%	0.5	6.3%	7.9%	0.5	6.3%
Total Occupancy Percentage	25.7%	27.7%	(2.0)	-7.2%	27.5%	(1.8)	-6.5%
Vacant	74.3%	72.3%	2.0	2.8%	72.5%	1.8	2.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,145,611	\$2,434,184	(\$288,573)	-11.9%	\$2,432,096	(\$286,485)	-11.8%
Comp	\$1,866	\$4,880	(\$3,014)	-61.8%	\$4,883	(\$3,017)	-61.8%
28 Day	\$413,988	\$359,156	\$54,832	15.3%	\$359,155	\$54,833	15.3%
Total Revenue	\$2,561,465	\$2,798,220	(\$236,755)	-8.5%	\$2,796,134	(\$234,669)	-8.4%
Average Rates							
Cash	\$251.57	\$264.93	(\$13.36)	-5.0%	\$264.24	(\$12.67)	-4.8%
Comp	\$109.76	\$157.42	(\$47.66)	-30.3%	\$143.62	(\$33.86)	-23.6%
28 Day	\$99.23	\$96.78	\$2.45	2.5%	\$96.78	\$2.45	2.5%

**Reno-Sparks Convention and Visitors Authority
Taxable Revenue by District
March 2018**

Current Month Actual March 2018	Last Year Actual March 2017			Tax District	Year To Date Actual July 2017 - March 2018	Last Year - Year To Date Actual July 2016 - March 2017		
	Amount	Increase (Decrease) Amount % Percent				Amount	Increase (Decrease) Amount % Percent	
\$15,457,400	\$14,635,094	\$822,306	5.6%	Reno B	\$134,827,672	\$121,551,117	\$13,276,555	10.9%
\$7,480,619	\$6,888,341	\$592,279	8.6%	Reno D	\$75,889,052	\$63,968,883	\$11,920,169	18.6%
\$648,700	\$581,964	\$66,735	11.5%	Reno E	\$5,543,044	\$3,704,463	\$1,838,580	49.6%
\$23,586,719	\$22,105,399	\$1,481,321	6.7%	Total Reno	\$216,259,768	\$189,224,464	\$27,035,304	14.3%
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\$34,625	\$28,949	\$5,676	19.6%	Washoe A	\$325,101	\$260,123	\$64,977	25.0%
\$2,856,001	\$2,982,486	(\$126,485)	-4.2%	Washoe B	\$36,416,762	\$36,766,608	(\$349,846)	-1.0%
\$2,890,626	\$3,011,435	(\$120,810)	-4.0%	Total Washoe Co.	\$36,741,863	\$37,026,732	(\$284,869)	-0.8%
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\$3,406,787	\$2,869,118	\$537,669	18.7%	Sparks	\$32,557,154	\$26,863,785	\$5,693,369	21.2%
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\$29,884,131	\$27,985,953	\$1,898,178	6.8%	Total Taxable Revenue	\$285,558,786	\$253,114,980	\$32,443,806	12.8%

<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
March 2018**

Current Month Actual March 2018	Last Year Actual March 2017			Tax District	Year To Date Actual July 2017 - March 2018	Last Year - Year To Date Actual July 2016 - March 2017		
	Amount	Amount	% Percent			Amount	Amount	% Percent
157,145	156,956	189	0.1%	Reno B	1,326,058	1,281,469	44,589	3.5%
85,638	84,611	1,027	1.2%	Reno D	825,877	751,398	74,479	9.9%
5,741	5,346	395	7.4%	Reno E	49,613	39,098	10,515	26.9%
248,524	246,913	1,611	0.7%	Total Reno	2,201,548	2,071,965	129,583	6.3%
1,079	655	424	64.7%	Washoe A	10,682	8,141	2,541	31.2%
14,213	14,753	(540)	-3.7%	Washoe B	141,475	144,970	(3,495)	-2.4%
15,292	15,408	(116)	-0.8%	Total Washoe Co.	152,157	153,111	(954)	-0.6%
47,093	47,424	(331)	-0.7%	Sparks	423,244	423,211	33	0.0%
310,909	309,745	1,164	0.4%	Total Taxable Rooms	2,776,949	2,648,287	128,662	4.9%

<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
March 2018**

Current Month Actual March 2018	Last Year Actual March 2017			Tax District	Year To Date Actual July 2017 - March 2018	Last Year - Year To Date Actual July 2016 - March 2017		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
\$98.36 \$87.35 \$112.99 \$94.91	\$93.24 \$81.41 \$108.86 \$89.53	\$5.12 \$5.94 \$4.13 \$5.38	5.5% 7.3% 3.8% 6.0%	Reno B Reno D Reno E Total Reno	\$101.68 \$91.89 \$111.73 \$98.23	\$94.85 \$85.13 \$94.75 \$91.33	\$6.82 \$6.76 \$16.98 \$6.90	7.2% 7.9% 17.9% 7.6%
\$32.09 \$200.94 \$189.03	\$44.20 \$202.16 \$195.45	-\$12.11 -\$1.22 -\$6.42	-27.4% -0.6% -3.3%	Washoe A Washoe B Total Washoe Co.	\$30.43 \$257.41 \$241.47	\$31.95 \$253.62 \$241.83	-\$1.52 \$3.79 -\$0.36	-4.8% 1.5% -0.1%
\$72.34	\$60.50	\$11.84	19.6%	Sparks	\$76.92	\$63.48	\$13.45	21.2%
\$96.12	\$90.35	\$5.77	6.4%	Total Average Daily Rate	\$102.83	\$95.58	\$7.24	7.6%

<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