

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

**April 2018**

## Room Statistics

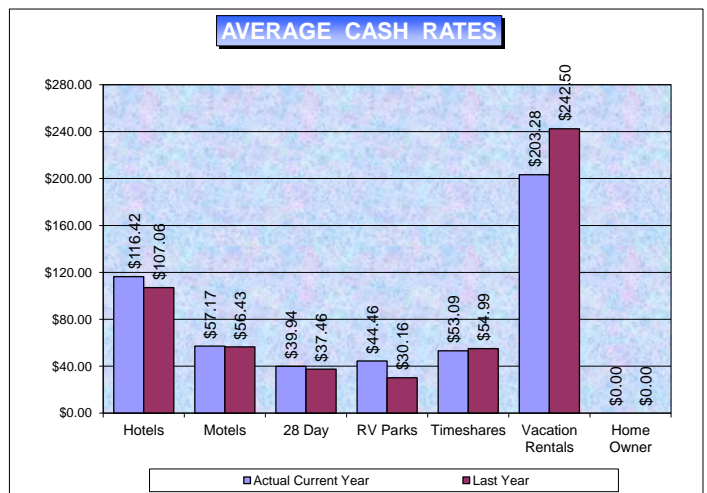
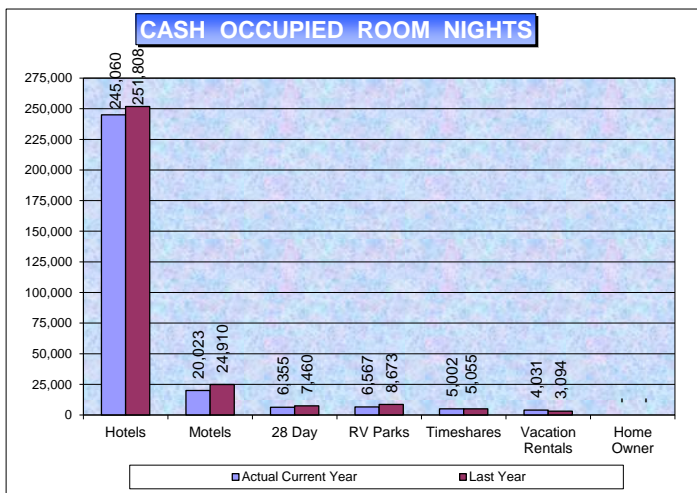
Taxable room revenues for the month of \$31,304,804 are above prior year by \$1,370,211 (4.6%). Cash occupied room nights of 287,038 are below prior year by 13,962 (-4.6%). Comp occupied room nights of 68,828 are below prior year by 1,985 (-2.8%), and 28-day occupied room nights of 123,958 are below prior year by 3,472 (-2.7%). Total occupied rooms for the month (Cash, Comp, 28-day) are 479,824 (-3.9%) below the prior year.

Overall, Washoe County occupancy percentages of 69.4% for the month is -2.3% below the 71.0% level of the prior year. There were 11,438 (-1.6%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$109.06 increased \$9.61 (9.7%), compared to \$99.45 for the prior year.

Year-to-date cash occupied room nights of 3,064,045 are 114,758 (3.9%) above prior year. Cash average rates year-to-date of \$103.42 are \$7.45 (7.8%) above the prior year. Year-to-date, total taxable room revenues of \$316,876,647 are \$33,827,073 (12.0%) above prior year.

April 2018						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	467,068	245,060	\$116.42	\$107.06	\$9.36	8.7%
Motels	42,262	20,023	\$57.17	\$56.43	\$0.74	1.3%
28 Day	95,450	6,355	\$39.94	\$37.46	\$2.48	6.6%
RV Parks	51,690	6,567	\$44.46	\$30.16	\$14.30	47.4%
Timeshares	13,073	5,002	\$53.09	\$54.99	(\$1.90)	-3.5%
Vacation Rentals	21,702	4,031	\$203.28	\$242.50	(\$39.22)	-16.2%
Home Owner	-	-	\$0.00	\$0.00	\$0.00	0.0%
<b>Totals</b>	<b>691,245</b>	<b>287,038</b>	<b>\$109.06</b>	<b>\$99.45</b>	<b>\$9.61</b>	<b>9.7%</b>



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

April 2018

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$31,304,804</b>	<b>\$29,742,183</b>	<b>\$1,562,621</b>	<b>5.3%</b>	<b>\$29,934,593</b>	<b>\$1,370,211</b>	<b>4.6%</b>
<b>Occupied Rooms - Cash</b>	<b>287,038</b>	<b>289,031</b>	<b>(1,993)</b>	<b>-0.7%</b>	<b>301,000</b>	<b>(13,962)</b>	<b>-4.6%</b>
<b>Average Rate - Cash</b>	<b>\$109.06</b>	<b>\$102.90</b>	<b>\$6.16</b>	<b>6.0%</b>	<b>\$99.45</b>	<b>\$9.61</b>	<b>9.7%</b>
<b>Occupied Rooms</b>							
Cash	287,038	289,031	(1,993)	-0.7%	301,000	(13,962)	-4.6%
Comp	68,828	73,574	(4,746)	-6.5%	70,813	(1,985)	-2.8%
28 Day	123,958	124,618	(660)	-0.5%	127,430	(3,472)	-2.7%
<b>Total Occupied Rooms</b>	<b>479,824</b>	<b>487,223</b>	<b>(7,399)</b>	<b>-1.5%</b>	<b>499,243</b>	<b>(19,419)</b>	<b>-3.9%</b>
<b>Percentage of Occupancy</b>							
Cash	41.5%	40.7%	0.8	2.0%	42.8%	(1.3)	-3.0%
Comp	10.0%	10.4%	(0.4)	-3.8%	10.1%	(0.1)	-1.0%
28 Day	17.9%	17.6%	0.3	1.7%	18.1%	(0.2)	-1.1%
<b>Total Percentage of Occupancy</b>	<b>69.4%</b>	<b>68.7%</b>	<b>0.7</b>	<b>1.0%</b>	<b>71.0%</b>	<b>(1.6)</b>	<b>-2.3%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	245,060	246,771	(1,711)	-0.7%	251,808	(6,748)	-2.7%
Motels	20,023	20,107	(84)	-0.4%	24,910	(4,887)	-19.6%
28 Day Motels	6,355	8,247	(1,892)	-22.9%	7,460	(1,105)	-14.8%
R.V. Parks	6,567	7,805	(1,238)	-15.9%	8,673	(2,106)	-24.3%
Vacation Rentals	4,031	2,856	1,175	41.1%	3,094	937	30.3%
Timehares	5,002	3,245	1,757	54.1%	5,055	(53)	-1.0%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied - Cash</b>	<b>287,038</b>	<b>289,031</b>	<b>(1,993)</b>	<b>-0.7%</b>	<b>301,000</b>	<b>(13,962)</b>	<b>-4.6%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	52.5%	52.6%	(0.1)	-0.2%	53.8%	(1.3)	-2.4%
Motels	47.4%	42.3%	5.1	12.1%	53.4%	(6.0)	-11.2%
28 Day Motels	6.7%	7.8%	(1.1)	-14.1%	7.4%	(0.7)	-9.5%
R.V. Parks	12.7%	15.1%	(2.4)	-15.9%	16.8%	(4.1)	-24.4%
Vacation Rentals	18.6%	12.7%	5.9	46.5%	13.6%	5.0	36.8%
Timeshares	38.3%	24.4%	13.9	57.0%	40.4%	(2.1)	-5.2%
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>41.5%</b>	<b>40.7%</b>	<b>0.8</b>	<b>2.0%</b>	<b>42.8%</b>	<b>(1.3)</b>	<b>-3.0%</b>
<b>Average Rates - Cash</b>							
Hotels	\$116.42	\$111.15	\$5.27	4.7%	\$107.06	\$9.36	8.7%
Motels	\$57.17	\$59.02	(\$1.85)	-3.1%	\$56.43	\$0.74	1.3%
28 Day Motels	\$39.94	\$31.82	\$8.12	25.5%	\$37.46	\$2.48	6.6%
R.V. Parks	\$44.46	\$29.69	\$14.77	49.7%	\$30.16	\$14.30	47.4%
Vacation Rentals	\$203.28	\$149.42	\$53.86	36.0%	\$242.50	(\$39.22)	-16.2%
Timeshares	\$53.09	\$63.50	(\$10.41)	-16.4%	\$54.99	(\$1.90)	-3.5%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
<b>Total Cash Average Rate</b>	<b>\$109.06</b>	<b>\$102.90</b>	<b>\$6.16</b>	<b>6.0%</b>	<b>\$99.45</b>	<b>\$9.61</b>	<b>9.7%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**April 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	287,038	289,031	(1,993)	-0.7%	301,000	(13,962)	-4.6%
Comp	68,828	73,574	(4,746)	-6.5%	70,813	(1,985)	-2.8%
28 Day	123,958	124,618	(660)	-0.5%	127,430	(3,472)	-2.7%
<b>Total Occupied Rooms</b>	<b>479,824</b>	<b>487,223</b>	<b>(7,399)</b>	<b>-1.5%</b>	<b>499,243</b>	<b>(19,419)</b>	<b>-3.9%</b>
Vacant	211,421	222,239	(10,818)	-4.9%	203,440	7,981	3.9%
Total Available Rooms	691,245	709,462	(18,217)	-2.6%	702,683	(11,438)	-1.6%
<b>Percentage of Occupancy</b>							
Cash	41.5%	40.7%	0.8	2.0%	42.8%	(1.3)	-3.0%
Comp	10.0%	10.4%	(0.4)	-3.8%	10.1%	(0.1)	-1.0%
28 Day	17.9%	17.6%	0.3	1.7%	18.1%	(0.2)	-1.1%
<b>Total Occupancy Percentage</b>	<b>69.4%</b>	<b>68.7%</b>	<b>0.7</b>	<b>1.0%</b>	<b>71.0%</b>	<b>(1.6)</b>	<b>-2.3%</b>
Vacant	30.6%	31.3%	(0.7)	-2.2%	29.0%	1.6	5.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$31,304,804</b>	<b>\$29,742,183</b>	<b>\$1,562,621</b>	<b>5.3%</b>	<b>\$29,934,593</b>	<b>\$1,370,211</b>	<b>4.6%</b>
Comp	\$5,653,481	\$5,417,392	\$236,089	4.4%	\$5,228,650	\$424,831	8.1%
28 Day	\$3,607,835	\$2,855,763	\$752,072	26.3%	\$3,415,026	\$192,809	5.6%
Total Revenue	\$40,566,120	\$38,015,338	\$2,550,782	6.7%	\$38,578,269	\$1,987,851	5.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$109.06</b>	<b>\$102.90</b>	<b>\$6.16</b>	<b>6.0%</b>	<b>\$99.45</b>	<b>\$9.61</b>	<b>9.7%</b>
Comp	\$82.14	\$73.63	\$8.51	11.6%	\$73.84	\$8.30	11.2%
28 Day	\$29.11	\$22.92	\$6.19	27.0%	\$26.80	\$2.31	8.6%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics**

**April 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	245,060	246,771	(1,711)	-0.7%	251,808	(6,748)	-2.7%
Comp	68,484	73,142	(4,658)	-6.4%	70,469	(1,985)	-2.8%
28 Day	8,931	2,554	6,377	249.7%	5,776	3,155	54.6%
<b>Total Occupied Rooms</b>	<b>322,475</b>	<b>322,467</b>	<b>8</b>	<b>0.0%</b>	<b>328,053</b>	<b>(5,578)</b>	<b>-1.7%</b>
Vacant	144,593	146,853	(2,260)	-1.5%	140,222	4,371	3.1%
Total Available Rooms	467,068	469,320	(2,252)	-0.5%	468,275	(1,207)	-0.3%
<b>Percentage of Occupancy</b>							
Cash	52.5%	52.6%	(0.1)	-0.2%	53.8%	(1.3)	-2.4%
Comp	14.7%	15.6%	(0.9)	-5.8%	15.0%	(0.3)	-2.0%
28 Day	1.9%	0.5%	1.4	280.0%	1.2%	0.7	58.3%
<b>Total Occupancy Percentage</b>	<b>69.0%</b>	<b>68.7%</b>	<b>0.3</b>	<b>0.4%</b>	<b>70.1%</b>	<b>(1.1)</b>	<b>-1.6%</b>
Vacant	31.0%	31.3%	(0.3)	-1.0%	29.9%	1.1	3.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$28,529,404</b>	<b>\$27,428,551</b>	<b>\$1,100,853</b>	<b>4.0%</b>	<b>\$26,959,551</b>	<b>\$1,569,853</b>	<b>5.8%</b>
Comp	\$5,643,008	\$5,403,208	\$239,800	4.4%	\$5,215,223	\$427,785	8.2%
28 Day	\$792,349	\$178,218	\$614,131	344.6%	\$477,007	\$315,342	66.1%
Total Revenue	\$34,964,761	\$33,009,977	\$1,954,784	5.9%	\$32,651,781	\$2,312,980	7.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$116.42</b>	<b>\$111.15</b>	<b>\$5.27</b>	<b>4.7%</b>	<b>\$107.06</b>	<b>\$9.36</b>	<b>8.7%</b>
Comp	\$82.40	\$73.87	\$8.53	11.5%	\$74.01	\$8.39	11.3%
28 Day	\$88.72	\$69.78	\$18.94	27.1%	\$82.58	\$6.14	7.4%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

April 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	20,023	20,107	(84)	-0.4%	24,910	(4,887)	-19.6%
Comp	106	243	(137)	-56.4%	173	(67)	-38.7%
28 Day	3,348	2,891	457	15.8%	3,772	(424)	-11.2%
<b>Total Occupied Rooms</b>	<b>23,477</b>	<b>23,241</b>	<b>236</b>	<b>1.0%</b>	<b>28,855</b>	<b>(5,378)</b>	<b>-18.6%</b>
Vacant	18,785	24,309	(5,524)	-22.7%	17,762	1,023	5.8%
Total Available Rooms	42,262	47,550	(5,288)	-11.1%	46,617	(4,355)	-9.3%
<b>Percentage of Occupancy</b>							
Cash	47.4%	42.3%	5.1	12.1%	53.4%	(6.0)	-11.2%
Comp	0.3%	0.5%	(0.2)	-40.0%	0.4%	(0.1)	-25.0%
28 Day	7.9%	6.1%	1.8	29.5%	8.1%	(0.2)	-2.5%
<b>Total Occupancy Percentage</b>	<b>55.6%</b>	<b>48.9%</b>	<b>6.7</b>	<b>13.7%</b>	<b>61.9%</b>	<b>(6.3)</b>	<b>-10.2%</b>
Vacant	44.4%	51.1%	(6.7)	-13.1%	38.1%	6.3	16.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,144,622</b>	<b>\$1,186,728</b>	<b>(\$42,106)</b>	<b>-3.5%</b>	<b>\$1,405,767</b>	<b>(\$261,145)</b>	<b>-18.6%</b>
Comp	\$3,994	\$7,885	(\$3,891)	-49.3%	\$6,950	(\$2,956)	-42.5%
28 Day	\$123,833	\$95,346	\$28,487	29.9%	\$148,065	(\$24,232)	-16.4%
Total Revenue	\$1,272,449	\$1,289,959	(\$17,510)	-1.4%	\$1,560,782	(\$288,333)	-18.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$57.17</b>	<b>\$59.02</b>	<b>(\$1.85)</b>	<b>-3.1%</b>	<b>\$56.43</b>	<b>\$0.74</b>	<b>1.3%</b>
Comp	\$37.68	\$32.45	\$5.23	16.1%	\$40.17	(\$2.49)	-6.2%
28 Day	\$36.99	\$32.98	\$4.01	12.2%	\$39.25	(\$2.26)	-5.8%

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics**

**April 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,355	8,247	(1,892)	-22.9%	7,460	(1,105)	-14.8%
Comp	30	-	30	100.0%	-	30	100.0%
28 Day	70,974	81,414	(10,440)	-12.8%	78,134	(7,160)	-9.2%
<b>Total Occupied Rooms</b>	<b>77,359</b>	<b>89,661</b>	<b>(12,302)</b>	<b>-13.7%</b>	<b>85,594</b>	<b>(8,235)</b>	<b>-9.6%</b>
Vacant	18,091	15,399	2,692	17.5%	15,297	2,794	18.3%
Total Available Rooms	95,450	105,060	(9,610)	-9.1%	100,891	(5,441)	-5.4%
<b>Percentage of Occupancy</b>							
Cash	6.7%	7.8%	(1.1)	-14.1%	7.4%	(0.7)	-9.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.4%	77.5%	(3.1)	-4.0%	77.4%	(3.0)	-3.9%
<b>Total Occupancy Percentage</b>	<b>81.0%</b>	<b>85.3%</b>	<b>(4.3)</b>	<b>-5.0%</b>	<b>84.8%</b>	<b>(3.8)</b>	<b>-4.5%</b>
Vacant	19.0%	14.7%	4.3	29.3%	15.2%	3.8	25.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$253,830</b>	<b>\$262,407</b>	<b>(\$8,577)</b>	<b>-3.3%</b>	<b>\$279,459</b>	<b>(\$25,629)</b>	<b>-9.2%</b>
Comp	\$500	\$0	\$500	100.0%	\$0	\$500	100.0%
28 Day	\$1,541,170	\$1,717,506	(\$176,336)	-10.3%	\$1,588,223	(\$47,053)	-3.0%
Total Revenue	\$1,795,500	\$1,979,913	(\$184,413)	-9.3%	\$1,867,682	(\$72,182)	-3.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$39.94</b>	<b>\$31.82</b>	<b>\$8.12</b>	<b>25.5%</b>	<b>\$37.46</b>	<b>\$2.48</b>	<b>6.6%</b>
Comp	\$16.67	\$0.00	\$16.67	100.0%	\$0.00	\$16.67	100.0%
28 Day	\$21.71	\$21.10	\$0.61	2.9%	\$20.33	\$1.38	6.8%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics**

**April 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,567	7,805	(1,238)	-15.9%	8,673	(2,106)	-24.3%
Comp	208	189	19	10.1%	171	37	21.6%
28 Day	32,748	30,804	1,944	6.3%	30,652	2,096	6.8%
<b>Total Occupied Rooms</b>	<b>39,523</b>	<b>38,798</b>	<b>725</b>	<b>1.9%</b>	<b>39,496</b>	<b>27</b>	<b>0.1%</b>
Vacant	12,167	12,952	(785)	-6.1%	12,194	(27)	-0.2%
Total Available Rooms	51,690	51,750	(60)	-0.1%	51,690	-	0.0%
<b>Percentage of Occupancy</b>							
Cash	12.7%	15.1%	(2.4)	-15.9%	16.8%	(4.1)	-24.4%
Comp	0.4%	0.4%	-	0.0%	0.3%	0.1	33.3%
28 Day	63.4%	59.5%	3.9	6.6%	59.3%	4.1	6.9%
<b>Total Occupancy Percentage</b>	<b>76.5%</b>	<b>75.0%</b>	<b>1.5</b>	<b>2.0%</b>	<b>76.4%</b>	<b>0.1</b>	<b>0.1%</b>
Vacant	23.5%	25.0%	(1.5)	-6.0%	23.6%	(0.1)	-0.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$291,961</b>	<b>\$231,692</b>	<b>\$60,269</b>	<b>26.0%</b>	<b>\$261,564</b>	<b>\$30,397</b>	<b>11.6%</b>
Comp	\$5,979	\$6,299	(\$320)	-5.1%	\$6,477	(\$498)	-7.7%
28 Day	\$506,531	\$446,460	\$60,071	13.5%	\$464,872	\$41,659	9.0%
Total Revenue	\$804,471	\$684,451	\$120,020	17.5%	\$732,913	\$71,558	9.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$44.46</b>	<b>\$29.69</b>	<b>\$14.77</b>	<b>49.7%</b>	<b>\$30.16</b>	<b>\$14.30</b>	<b>47.4%</b>
Comp	\$28.75	\$33.33	(\$4.58)	-13.7%	\$37.88	(\$9.13)	-24.1%
28 Day	\$15.47	\$14.49	\$0.98	6.8%	\$15.17	\$0.30	2.0%

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**April 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,031	2,856	1,175	41.1%	3,094	937	30.3%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	7,957	6,955	1,002	14.4%	9,096	(1,139)	-12.5%
<b>Total Occupied Rooms</b>	<b>11,988</b>	<b>9,811</b>	<b>2,177</b>	<b>22.2%</b>	<b>12,190</b>	<b>(202)</b>	<b>-1.7%</b>
Vacant	9,714	12,659	(2,945)	-23.3%	10,509	(795)	-7.6%
Total Available Rooms	21,702	22,470	(768)	-3.4%	22,699	(997)	-4.4%
<b>Percentage of Occupancy</b>							
Cash	18.6%	12.7%	5.9	46.5%	13.6%	5.0	36.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	36.7%	31.0%	5.7	18.4%	40.1%	(3.4)	-8.5%
<b>Total Occupancy Percentage</b>	<b>55.2%</b>	<b>43.7%</b>	<b>11.5</b>	<b>26.3%</b>	<b>53.7%</b>	<b>1.5</b>	<b>2.8%</b>
Vacant	44.8%	56.3%	(11.5)	-20.4%	46.3%	(1.5)	-3.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$819,420</b>	<b>\$426,756</b>	<b>\$392,664</b>	<b>92.0%</b>	<b>\$750,286</b>	<b>\$69,134</b>	<b>9.2%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$643,952	\$418,233	\$225,719	54.0%	\$736,859	(\$92,907)	-12.6%
Total Revenue	\$1,463,372	\$844,989	\$618,383	73.2%	\$1,487,145	(\$23,773)	-1.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$203.28</b>	<b>\$149.42</b>	<b>\$53.86</b>	<b>36.0%</b>	<b>\$242.50</b>	<b>(\$39.22)</b>	<b>-16.2%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$80.93	\$60.13	\$20.80	34.6%	\$81.01	(\$0.08)	-0.1%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**April 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	5,002	3,245	1,757	54.1%	5,055	(53)	-1.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>5,002</b>	<b>3,245</b>	<b>1,757</b>	<b>54.1%</b>	<b>5,055</b>	<b>(53)</b>	<b>-1.0%</b>
Vacant	8,071	10,067	(1,996)	-19.8%	7,456	615	8.2%
Total Available Rooms	13,073	13,312	(239)	-1.8%	12,511	562	4.5%
<b>Percentage of Occupancy</b>							
Cash	38.3%	24.4%	13.9	57.0%	40.4%	(2.1)	-5.2%
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>38.3%</b>	<b>24.4%</b>	<b>13.9</b>	<b>57.0%</b>	<b>40.4%</b>	<b>(2.1)</b>	<b>-5.2%</b>
Vacant	61.7%	75.6%	(13.9)	-18.4%	59.6%	2.1	3.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$265,567</b>	<b>\$206,049</b>	<b>\$59,518</b>	<b>28.9%</b>	<b>\$277,966</b>	<b>(\$12,399)</b>	<b>-4.5%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$265,567	\$206,049	\$59,518	28.9%	\$277,966	(\$12,399)	-4.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$53.09</b>	<b>\$63.50</b>	<b>(\$10.41)</b>	<b>-16.4%</b>	<b>\$54.99</b>	<b>(\$1.90)</b>	<b>-3.5%</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**

**April 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>-</b>	<b>-</b>	<b>-</b>	<b>0.0%</b>	<b>-</b>	<b>-</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>-</b>	<b>0.0%</b>	<b>0.0%</b>	<b>-</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

## Combined Room Statistics - Year To Date

April 2018

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$316,876,647</b>	<b>\$300,728,441</b>	<b>\$16,148,206</b>	<b>5.4%</b>	<b>\$283,049,574</b>	<b>\$33,827,073</b>	<b>12.0%</b>
<b>Occupied Rooms - Cash</b>	<b>3,064,045</b>	<b>3,017,332</b>	<b>46,713</b>	<b>1.5%</b>	<b>2,949,287</b>	<b>114,758</b>	<b>3.9%</b>
<b>Average Rate - Cash</b>	<b>\$103.42</b>	<b>\$99.67</b>	<b>\$3.75</b>	<b>3.8%</b>	<b>\$95.97</b>	<b>\$7.45</b>	<b>7.8%</b>
<b>Occupied Rooms</b>							
Cash	3,064,045	3,017,332	46,713	1.5%	2,949,287	114,758	3.9%
Comp	724,690	767,566	(42,876)	-5.6%	751,302	(26,612)	-3.5%
28 Day	1,284,210	1,312,217	(28,007)	-2.1%	1,253,395	30,815	2.5%
<b>Total Occupied Rooms</b>	<b>5,072,945</b>	<b>5,097,115</b>	<b>(24,170)</b>	<b>-0.5%</b>	<b>4,953,984</b>	<b>118,961</b>	<b>2.4%</b>
<b>Percentage of Occupancy</b>							
Cash	42.8%	41.4%	1.4	3.4%	40.8%	2.0	4.9%
Comp	10.1%	10.5%	(0.4)	-3.8%	10.4%	(0.3)	-2.9%
28 Day	17.9%	18.0%	(0.1)	-0.6%	17.3%	0.6	3.5%
<b>Total Percentage of Occupancy</b>	<b>70.9%</b>	<b>70.0%</b>	<b>0.9</b>	<b>1.3%</b>	<b>68.5%</b>	<b>2.4</b>	<b>3.5%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	2,595,255	2,536,575	58,680	2.3%	2,468,538	126,717	5.1%
Motels	221,096	220,091	1,005	0.5%	222,913	(1,817)	-0.8%
28 Day Motels	69,940	71,098	(1,158)	-1.6%	73,620	(3,680)	-5.0%
R.V. Parks	68,157	86,279	(18,122)	-21.0%	80,014	(11,857)	-14.8%
Vacation Rentals	50,253	42,351	7,902	18.7%	41,438	8,815	21.3%
Timeshares	50,775	51,750	(975)	-1.9%	53,560	(2,785)	-5.2%
Home Owner Rentals	8,569	9,188	(619)	-6.7%	9,204	(635)	-6.9%
<b>Total Occupied - Cash</b>	<b>3,064,045</b>	<b>3,017,332</b>	<b>46,713</b>	<b>1.5%</b>	<b>2,949,287</b>	<b>114,758</b>	<b>3.9%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	54.5%	53.0%	1.5	2.8%	52.0%	2.5	4.8%
Motels	48.3%	45.2%	3.1	6.9%	46.2%	2.1	4.5%
28 Day Motels	7.1%	6.7%	0.4	6.0%	6.9%	0.2	2.9%
R.V. Parks	12.9%	16.1%	(3.2)	-19.9%	15.1%	(2.2)	-14.6%
Vacation Rentals	21.4%	18.6%	2.8	15.1%	18.0%	3.4	18.9%
Timeshares	38.8%	38.3%	0.5	1.3%	39.8%	(1.0)	-2.5%
Home Owner Rentals	17.1%	19.7%	(2.6)	-13.2%	19.6%	(2.5)	-12.8%
<b>Total Occupancy Percentage - Cash</b>	<b>42.8%</b>	<b>41.4%</b>	<b>1.4</b>	<b>3.4%</b>	<b>40.8%</b>	<b>2.0</b>	<b>4.9%</b>
<b>Average Rates - Cash</b>							
Hotels	\$108.33	\$105.18	\$3.15	3.0%	\$101.16	\$7.17	7.1%
Motels	\$58.53	\$57.36	\$1.17	2.0%	\$55.17	\$3.36	6.1%
28 Day Motels	\$38.29	\$34.37	\$3.92	11.4%	\$34.99	\$3.30	9.4%
R.V. Parks	\$39.99	\$30.77	\$9.22	30.0%	\$30.80	\$9.19	29.8%
Vacation Rental	\$255.35	\$266.40	(\$11.05)	-4.1%	\$267.60	(\$12.25)	-4.6%
Timeshares	\$47.20	\$48.39	(\$1.19)	-2.5%	\$46.06	\$1.14	2.5%
Home Owner Rentals	\$251.61	\$264.93	(\$13.32)	-5.0%	\$264.24	(\$12.63)	-4.8%
<b>Total Cash Average Rate</b>	<b>\$103.42</b>	<b>\$99.67</b>	<b>\$3.75</b>	<b>3.8%</b>	<b>\$95.97</b>	<b>\$7.45</b>	<b>7.8%</b>

## Reno-Sparks Convention and Visitors Authority

### Combined Room Statistics - Year To Date

April 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	3,064,045	3,017,332	46,713	1.5%	2,949,287	114,758	3.9%
Comp	724,690	767,566	(42,876)	-5.6%	751,302	(26,612)	-3.5%
28 Day	1,284,210	1,312,217	(28,007)	-2.1%	1,253,395	30,815	2.5%
<b>Total Occupied Rooms</b>	<b>5,072,945</b>	<b>5,097,115</b>	<b>(24,170)</b>	<b>-0.5%</b>	<b>4,953,984</b>	<b>118,961</b>	<b>2.4%</b>
Vacant	2,084,976	2,188,112	(103,136)	-4.7%	2,280,980	(196,004)	-8.6%
Total Available Rooms	7,157,921	7,285,227	(127,306)	-1.7%	7,234,964	(77,043)	-1.1%
<b>Percentage of Occupancy</b>							
Cash	42.8%	41.4%	1.4	3.4%	40.8%	2.0	4.9%
Comp	10.1%	10.5%	(0.4)	-3.8%	10.4%	(0.3)	-2.9%
28 Day	17.9%	18.0%	(0.1)	-0.6%	17.3%	0.6	3.5%
<b>Total Occupancy Percentage</b>	<b>70.9%</b>	<b>70.0%</b>	<b>0.9</b>	<b>1.3%</b>	<b>68.5%</b>	<b>2.4</b>	<b>3.5%</b>
Vacant	29.1%	30.0%	(0.9)	-3.0%	31.5%	(2.4)	-7.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$316,876,647</b>	<b>\$300,728,441</b>	<b>\$16,148,206</b>	<b>5.4%</b>	<b>\$283,049,574</b>	<b>\$33,827,073</b>	<b>12.0%</b>
Comp	\$60,415,383	\$57,419,990	\$2,995,393	5.2%	\$57,234,715	\$3,180,668	5.6%
28 Day	\$38,598,802	\$33,487,965	\$5,110,837	15.3%	\$32,673,742	\$5,925,060	18.1%
Total Revenue	\$415,890,832	\$391,636,396	\$24,254,436	6.2%	\$372,958,031	\$42,932,801	11.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$103.42</b>	<b>\$99.67</b>	<b>\$3.75</b>	<b>3.8%</b>	<b>\$95.97</b>	<b>\$7.45</b>	<b>7.8%</b>
Comp	\$83.37	\$74.81	\$8.56	11.4%	\$76.18	\$7.19	9.4%
28 Day	\$30.06	\$25.52	\$4.54	17.8%	\$26.07	\$3.99	15.3%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics - Year To Date**

**April 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,595,255	2,536,575	58,680	2.3%	2,468,538	126,717	5.1%
Comp	720,540	763,402	(42,862)	-5.6%	747,193	(26,653)	-3.6%
28 Day	99,538	49,400	50,138	101.5%	52,622	46,916	89.2%
<b>Total Occupied Rooms</b>	<b>3,415,333</b>	<b>3,349,377</b>	<b>65,956</b>	<b>2.0%</b>	<b>3,268,353</b>	<b>146,980</b>	<b>4.5%</b>
Vacant	1,350,804	1,436,961	(86,157)	-6.0%	1,478,198	(127,394)	-8.6%
Total Available Rooms	4,766,137	4,786,338	(20,201)	-0.4%	4,746,551	19,586	0.4%
<b>Percentage of Occupancy</b>							
Cash	54.5%	53.0%	1.5	2.8%	52.0%	2.5	4.8%
Comp	15.1%	15.9%	(0.8)	-5.0%	15.7%	(0.6)	-3.8%
28 Day	2.1%	1.0%	1.1	110.0%	1.1%	1.0	90.9%
<b>Total Occupancy Percentage</b>	<b>71.7%</b>	<b>70.0%</b>	<b>1.7</b>	<b>2.4%</b>	<b>68.9%</b>	<b>2.8</b>	<b>4.1%</b>
Vacant	28.3%	30.0%	(1.7)	-5.7%	31.1%	(2.8)	-9.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$281,147,098</b>	<b>\$266,784,730</b>	<b>\$14,362,368</b>	<b>5.4%</b>	<b>\$249,723,035</b>	<b>\$31,424,063</b>	<b>12.6%</b>
Comp	\$60,269,364	\$57,261,660	\$3,007,704	5.3%	\$57,073,675	\$3,195,689	5.6%
28 Day	\$8,754,251	\$3,866,525	\$4,887,726	126.4%	\$4,165,314	\$4,588,937	110.2%
Total Revenue	\$350,170,713	\$327,912,915	\$22,257,798	6.8%	\$310,962,024	\$39,208,689	12.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$108.33</b>	<b>\$105.18</b>	<b>\$3.15</b>	<b>3.0%</b>	<b>\$101.16</b>	<b>\$7.17</b>	<b>7.1%</b>
Comp	\$83.64	\$75.01	\$8.63	11.5%	\$76.38	\$7.26	9.5%
28 Day	\$87.95	\$78.27	\$9.68	12.4%	\$79.16	\$8.79	11.1%

**Reno-Sparks Convention and Visitors Authority**

**Motel Statistics - Year To Date**

**April 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	221,096	220,091	1,005	0.5%	222,913	(1,817)	-0.8%
Comp	2,171	2,088	83	4.0%	2,018	153	7.6%
28 Day	37,750	29,686	8,064	27.2%	30,567	7,183	23.5%
<b>Total Occupied Rooms</b>	<b>261,017</b>	<b>251,865</b>	<b>9,152</b>	<b>3.6%</b>	<b>255,498</b>	<b>5,519</b>	<b>2.2%</b>
Vacant	196,762	235,431	(38,669)	-16.4%	227,153	(30,391)	-13.4%
Total Available Rooms	457,779	487,296	(29,517)	-6.1%	482,651	(24,872)	-5.2%
<b>Percentage of Occupancy</b>							
Cash	48.3%	45.2%	3.1	6.9%	46.2%	2.1	4.5%
Comp	0.5%	0.4%	0.1	25.0%	0.4%	0.1	25.0%
28 Day	8.2%	6.1%	2.1	34.4%	6.3%	1.9	30.2%
<b>Total Occupancy Percentage</b>	<b>57.0%</b>	<b>51.7%</b>	<b>5.3</b>	<b>10.3%</b>	<b>52.9%</b>	<b>4.1</b>	<b>7.8%</b>
Vacant	43.0%	48.3%	(5.3)	-11.0%	47.1%	(4.1)	-8.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$12,941,196</b>	<b>\$12,624,261</b>	<b>\$316,935</b>	<b>2.5%</b>	<b>\$12,298,656</b>	<b>\$642,540</b>	<b>5.2%</b>
Comp	\$72,856	\$79,806	(\$6,950)	-8.7%	\$81,835	(\$8,979)	-11.0%
28 Day	\$1,506,611	\$1,014,538	\$492,073	48.5%	\$1,074,195	\$432,416	40.3%
Total Revenue	\$14,520,663	\$13,718,605	\$802,058	5.8%	\$13,454,686	\$1,065,977	7.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$58.53</b>	<b>\$57.36</b>	<b>\$1.17</b>	<b>2.0%</b>	<b>\$55.17</b>	<b>\$3.36</b>	<b>6.1%</b>
Comp	\$33.56	\$38.22	(\$4.66)	-12.2%	\$40.55	(\$6.99)	-17.2%
28 Day	\$39.91	\$34.18	\$5.73	16.8%	\$35.14	\$4.77	13.6%

**Reno-Sparks Convention and Visitors Authority**

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

**April 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	69,940	71,098	(1,158)	-1.6%	73,620	(3,680)	-5.0%
Comp	210	-	210	100.0%	30	180	600.0%
28 Day	739,896	832,144	(92,248)	-11.1%	793,114	(53,218)	-6.7%
<b>Total Occupied Rooms</b>	<b>810,046</b>	<b>903,242</b>	<b>(93,196)</b>	<b>-10.3%</b>	<b>866,764</b>	<b>(56,718)</b>	<b>-6.5%</b>
Vacant	180,960	161,366	19,594	12.1%	196,343	(15,383)	-7.8%
Total Available Rooms	991,006	1,064,608	(73,602)	-6.9%	1,063,107	(72,101)	-6.8%
<b>Percentage of Occupancy</b>							
Cash	7.1%	6.7%	0.4	6.0%	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%	74.6%	0.1	0.1%
<b>Total Occupancy Percentage</b>	<b>81.7%</b>	<b>84.8%</b>	<b>(3.1)</b>	<b>-3.7%</b>	<b>81.5%</b>	<b>0.2</b>	<b>0.2%</b>
Vacant	18.3%	15.2%	3.1	20.4%	18.5%	(0.2)	-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>\$2,678,296</b>	<b>\$2,443,807</b>	<b>\$234,489</b>	<b>9.6%</b>	<b>\$2,575,668</b>	<b>\$102,628</b>	<b>4.0%</b>
Comp	\$3,500	\$0	\$3,500	100.0%	\$500	\$3,000	600.0%
28 Day	\$16,280,612	\$17,346,996	(\$1,066,384)	-6.1%	\$16,222,279	\$58,333	0.4%
Total Revenue	\$18,962,408	\$19,790,803	(\$828,395)	-4.2%	\$18,798,447	\$163,961	0.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$38.29</b>	<b>\$34.37</b>	<b>\$3.92</b>	<b>11.4%</b>	<b>\$34.99</b>	<b>\$3.30</b>	<b>9.4%</b>
Comp	\$16.67	\$0.00	\$16.67	100.0%	\$16.67	\$0.00	0.0%
28 Day	\$22.00	\$20.85	\$1.15	5.5%	\$20.45	\$1.55	7.6%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**April 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	68,157	86,279	(18,122)	-21.0%	80,014	(11,857)	-14.8%
Comp	1,752	2,045	(293)	-14.3%	2,027	(275)	-13.6%
28 Day	318,009	315,533	2,476	0.8%	289,497	28,512	9.8%
<b>Total Occupied Rooms</b>	<b>387,918</b>	<b>403,857</b>	<b>(15,939)</b>	<b>-3.9%</b>	<b>371,538</b>	<b>16,380</b>	<b>4.4%</b>
Vacant	139,257	133,623	5,634	4.2%	159,499	(20,242)	-12.7%
Total Available Rooms	527,175	537,480	(10,305)	-1.9%	531,037	(3,862)	-0.7%
<b>Percentage of Occupancy</b>							
Cash	12.9%	16.1%	(3.2)	-19.9%	15.1%	(2.2)	-14.6%
Comp	0.3%	0.4%	(0.1)	-25.0%	0.4%	(0.1)	-25.0%
28 Day	60.3%	58.7%	1.6	2.7%	54.5%	5.8	10.6%
<b>Total Occupancy Percentage</b>	<b>73.6%</b>	<b>75.1%</b>	<b>(1.5)</b>	<b>-2.0%</b>	<b>70.0%</b>	<b>3.6</b>	<b>5.1%</b>
Vacant	26.4%	24.9%	1.5	6.0%	30.0%	(3.6)	-12.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,725,267</b>	<b>\$2,654,817</b>	<b>\$70,450</b>	<b>2.7%</b>	<b>\$2,464,405</b>	<b>\$260,862</b>	<b>10.6%</b>
Comp	\$67,797	\$73,644	(\$5,847)	-7.9%	\$73,822	(\$6,025)	-8.2%
28 Day	\$5,055,361	\$4,681,296	\$374,065	8.0%	\$4,314,720	\$740,641	17.2%
Total Revenue	\$7,848,425	\$7,409,757	\$438,668	5.9%	\$6,852,947	\$995,478	14.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$39.99</b>	<b>\$30.77</b>	<b>\$9.22</b>	<b>30.0%</b>	<b>\$30.80</b>	<b>\$9.19</b>	<b>29.8%</b>
Comp	\$38.70	\$36.01	\$2.69	7.5%	\$36.42	\$2.28	6.3%
28 Day	\$15.90	\$14.84	\$1.06	7.1%	\$14.90	\$1.00	6.7%



**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics - Year To Date**

**April 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	50,253	42,351	7,902	18.7%	41,438	8,815	21.3%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	84,845	81,743	3,102	3.8%	83,884	961	1.1%
<b>Total Occupied Rooms</b>	<b>135,098</b>	<b>124,094</b>	<b>11,004</b>	<b>8.9%</b>	<b>125,322</b>	<b>9,776</b>	<b>7.8%</b>
Vacant	99,654	103,695	(4,041)	-3.9%	104,842	(5,188)	-4.9%
Total Available Rooms	234,752	227,789	6,963	3.1%	230,164	4,588	2.0%
<b>Percentage of Occupancy</b>							
Cash	21.4%	18.6%	2.8	15.1%	18.0%	3.4	18.9%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	36.1%	35.9%	0.2	0.6%	36.4%	(0.3)	-0.8%
<b>Total Occupancy Percentage</b>	<b>57.5%</b>	<b>54.5%</b>	<b>3.0</b>	<b>5.5%</b>	<b>54.4%</b>	<b>3.1</b>	<b>5.7%</b>
Vacant	42.5%	45.5%	(3.0)	-6.6%	45.6%	(3.1)	-6.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$12,832,250</b>	<b>\$11,282,366</b>	<b>\$1,549,884</b>	<b>13.7%</b>	<b>\$11,088,960</b>	<b>\$1,743,290</b>	<b>15.7%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$6,587,979	\$6,219,454	\$368,525	5.9%	\$6,538,079	\$49,900	0.8%
Total Revenue	\$19,420,229	\$17,501,820	\$1,918,409	11.0%	\$17,627,039	\$1,793,190	10.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$255.35</b>	<b>\$266.40</b>	<b>(\$11.05)</b>	<b>-4.1%</b>	<b>\$267.60</b>	<b>(\$12.25)</b>	<b>-4.6%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$77.65	\$76.09	\$1.56	2.1%	\$77.94	(\$0.29)	-0.4%

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**April 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	50,775	51,750	(975)	-1.9%	53,560	(2,785)	-5.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>50,775</b>	<b>51,750</b>	<b>(975)</b>	<b>-1.9%</b>	<b>53,560</b>	<b>(2,785)</b>	<b>-5.2%</b>
Vacant	80,159	83,216	(3,057)	-3.7%	80,859	(700)	-0.9%
Total Available Rooms	130,934	134,966	(4,032)	-3.0%	134,419	(3,485)	-2.6%
<b>Percentage of Occupancy</b>							
Cash	38.8%	38.3%	0.5	1.3%	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%
<b>Total Occupancy Percentage</b>	<b>38.8%</b>	<b>38.3%</b>	<b>0.5</b>	<b>1.3%</b>	<b>39.8%</b>	<b>(1.0)</b>	<b>-2.5%</b>
Vacant	61.2%	61.7%	(0.5)	-0.8%	60.2%	1.0	1.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,396,515</b>	<b>\$2,504,276</b>	<b>(\$107,761)</b>	<b>-4.3%</b>	<b>\$2,466,754</b>	<b>(\$70,239)</b>	<b>-2.8%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$2,396,515	\$2,504,276	(\$107,761)	-4.3%	\$2,466,754	(\$70,239)	-2.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$47.20</b>	<b>\$48.39</b>	<b>(\$1.19)</b>	<b>-2.5%</b>	<b>\$46.06</b>	<b>\$1.14</b>	<b>2.5%</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	8,569	9,188	(619)	-6.7%	9,204	(635)	-6.9%
Comp	17	31	(14)	-45.2%	34	(17)	-50.0%
28 Day	4,172	3,711	461	12.4%	3,711	461	12.4%
<b>Total Occupied Rooms</b>	<b>12,758</b>	<b>12,930</b>	<b>(172)</b>	<b>-1.3%</b>	<b>12,949</b>	<b>(191)</b>	<b>-1.5%</b>
Vacant	37,380	33,820	3,560	10.5%	34,086	3,294	9.7%
Total Available Rooms	50,138	46,750	3,388	7.2%	47,035	3,103	6.6%
<b>Percentage of Occupancy</b>							
Cash	17.1%	19.7%	(2.6)	-13.2%	19.6%	(2.5)	-12.8%
Comp	0.0%	0.1%	(0.1)	-100.0%	0.1%	(0.1)	-100.0%
28 Day	8.3%	7.9%	0.4	5.1%	7.9%	0.4	5.1%
<b>Total Occupancy Percentage</b>	<b>25.4%</b>	<b>27.7%</b>	<b>(2.3)</b>	<b>-8.3%</b>	<b>27.5%</b>	<b>(2.1)</b>	<b>-7.6%</b>
Vacant	74.6%	72.3%	2.3	3.2%	72.5%	2.1	2.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,156,025</b>	<b>\$2,434,184</b>	<b>(\$278,159)</b>	<b>-11.4%</b>	<b>\$2,432,096</b>	<b>(\$276,071)</b>	<b>-11.4%</b>
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	\$2,571,879	\$2,798,220	(\$226,341)	-8.1%	\$2,796,134	(\$224,255)	-8.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$251.61</b>	<b>\$264.93</b>	<b>(\$13.32)</b>	<b>-5.0%</b>	<b>\$264.24</b>	<b>(\$12.63)</b>	<b>-4.8%</b>
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  
April 2018**

Current Month Actual April 2018	Last Year Actual April 2017			Tax District	Year To Date Actual July 2017 - April 2018	Last Year - Year To Date Actual July 2016 - April 2017		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
\$15,909,509	\$14,556,058	\$1,353,452	9.3%	Reno B	\$150,737,182	\$136,107,175	\$14,630,007	10.7%
\$8,910,979	\$9,173,180	(\$262,200)	-2.9%	Reno D	\$84,800,031	\$73,142,063	\$11,657,968	15.9%
\$686,488	\$554,324	\$132,164	23.8%	Reno E	\$6,229,532	\$4,258,787	\$1,970,745	46.3%
<b>\$25,506,977</b>	<b>\$24,283,562</b>	<b>\$1,223,416</b>	<b>5.0%</b>	<b>Total Reno</b>	<b>\$241,766,745</b>	<b>\$213,508,025</b>	<b>\$28,258,719</b>	<b>13.2%</b>
\$32,792	\$27,627	\$5,165	18.7%	Washoe A	\$357,892	\$287,750	\$70,142	24.4%
\$2,217,085	\$2,221,116	(\$4,031)	-0.2%	Washoe B	\$38,644,261	\$38,987,725	(\$343,463)	-0.9%
<b>\$2,249,877</b>	<b>\$2,248,743</b>	<b>\$1,133</b>	<b>0.1%</b>	<b>Total Washoe Co.</b>	<b>\$39,002,153</b>	<b>\$39,275,475</b>	<b>(\$273,321)</b>	<b>-0.7%</b>
<b>\$3,547,953</b>	<b>\$3,402,288</b>	<b>\$145,665</b>	<b>4.3%</b>	<b>Sparks</b>	<b>\$36,107,749</b>	<b>\$30,266,073</b>	<b>\$5,841,675</b>	<b>19.3%</b>
<b>\$31,304,804</b>	<b>\$29,934,593</b>	<b>\$1,370,211</b>	<b>4.6%</b>	<b>Total Taxable Revenue</b>	<b>\$316,876,647</b>	<b>\$283,049,574</b>	<b>\$33,827,073</b>	<b>12.0%</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  
April 2018**

Current Month Actual April 2018	Last Year Actual April 2017			Tax District	Year To Date Actual July 2017 - April 2018	Last Year - Year To Date Actual July 2016 - April 2017		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
142,645	143,038	(393)	-0.3%	Reno B	1,468,703	1,424,507	44,196	3.1%
82,792	94,707	(11,915)	-12.6%	Reno D	908,669	846,105	62,564	7.4%
5,320	4,848	472	9.7%	Reno E	54,933	43,946	10,987	25.0%
<b>230,757</b>	<b>242,593</b>	<b>(11,836)</b>	<b>-4.9%</b>	<b>Total Reno</b>	<b>2,432,305</b>	<b>2,314,558</b>	<b>117,747</b>	<b>5.1%</b>
1,349	988	361	36.5%	Washoe A	12,031	9,129	2,902	31.8%
12,103	11,575	528	4.6%	Washoe B	153,618	156,545	(2,927)	-1.9%
<b>13,452</b>	<b>12,563</b>	<b>889</b>	<b>7.1%</b>	<b>Total Washoe Co.</b>	<b>165,649</b>	<b>165,674</b>	<b>(25)</b>	<b>0.0%</b>
<b>42,829</b>	<b>45,844</b>	<b>(3,015)</b>	<b>-6.6%</b>	<b>Sparks</b>	<b>466,091</b>	<b>469,055</b>	<b>(2,964)</b>	<b>-0.6%</b>
<b>287,038</b>	<b>301,000</b>	<b>(13,962)</b>	<b>-4.6%</b>	<b>Total Taxable Rooms</b>	<b>3,064,045</b>	<b>2,949,287</b>	<b>114,758</b>	<b>3.9%</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  
April 2018**

Current Month Actual April 2018	Last Year Actual April 2017			Tax District	Year To Date Actual July 2017 - April 2018	Last Year - Year To Date Actual July 2016 - April 2017		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
\$111.53	\$101.76	\$9.77	9.6%	Reno B	\$102.63	\$95.55	\$7.09	7.4%
\$107.63	\$96.86	\$10.77	11.1%	Reno D	\$93.32	\$86.45	\$6.88	8.0%
\$129.04	\$114.34	\$14.70	12.9%	Reno E	\$113.40	\$96.91	\$16.49	17.0%
<b>\$110.54</b>	<b>\$100.10</b>	<b>\$10.44</b>	<b>10.4%</b>	<b>Total Reno</b>	<b>\$99.40</b>	<b>\$92.25</b>	<b>\$7.15</b>	<b>7.8%</b>
\$24.31	\$27.96	-\$3.65	-13.1%	Washoe A	\$29.75	\$31.52	-\$1.77	-5.6%
\$183.18	\$191.89	-\$8.70	-4.5%	Washoe B	\$251.56	\$249.05	\$2.51	1.0%
<b>\$167.25</b>	<b>\$179.00</b>	<b>-\$11.75</b>	<b>-6.6%</b>	<b>Total Washoe Co.</b>	<b>\$235.45</b>	<b>\$237.06</b>	<b>-\$1.61</b>	<b>-0.7%</b>
<b>\$82.84</b>	<b>\$74.21</b>	<b>\$8.63</b>	<b>11.6%</b>	<b>Sparks</b>	<b>\$77.47</b>	<b>\$64.53</b>	<b>\$12.94</b>	<b>20.1%</b>
<b>\$109.06</b>	<b>\$99.45</b>	<b>\$9.61</b>	<b>9.7%</b>	<b>Total Average Daily Rate</b>	<b>\$103.42</b>	<b>\$95.97</b>	<b>\$7.45</b>	<b>7.8%</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