

RENO-SPARKS CONVENTION & VISITORS AUTHORITY

June 2018

Room Statistics

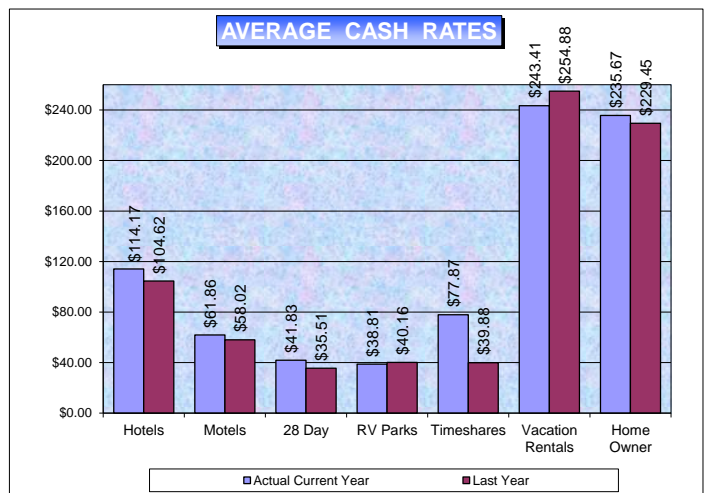
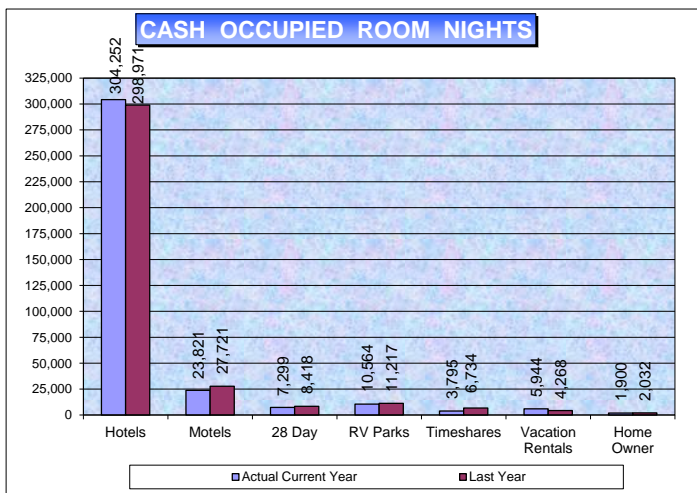
Taxable room revenues for the month of \$39,114,549 are above prior year by \$3,655,832 (10.3%). Cash occupied room nights of 357,575 are below prior year by 1,786 (-.05%). Comp occupied room nights of 79,493 are above prior year by 4,774 (6.4%), and 28-day occupied room nights of 126,895 are below prior year by 7,353 (-5.5%). Total occupied rooms for the month (Cash, Comp, 28-day) are 563,963 (-0.8%) below the prior year.

Overall, Washoe County occupancy percentages of 77.8% for the month is 1.0% above the 77.0% level of the prior year. There were 12,787 (-1.7%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$109.39 increased \$10.72 (10.9%), compared to \$96.87 for the prior year.

Year-to-date cash occupied room nights of 3,727,210 are 119,023 (3.3%) above prior year. Cash average rates year-to-date of \$104.40 are \$8.11 (8.4%) above the prior year. Year-to-date, total taxable room revenues of \$389,137,047 are \$41,711,042 (12.0%) above prior year.

| June 2018 | | | | | | |
|------------------|-----------------|---------------------|-------------------|----------------|---------------------|--------------|
| Segments | Available Rooms | Cash Occupied Rooms | Average Cash Rate | | Increase (Decrease) | |
| | | | Current Year | Last Year | Amount | % Percent |
| Hotels | 481,774 | 304,252 | \$114.17 | \$104.62 | \$9.55 | 9.1% |
| Motels | 44,429 | 23,821 | \$61.86 | \$58.02 | \$3.84 | 6.6% |
| 28 Day | 96,345 | 7,299 | \$41.83 | \$35.51 | \$6.32 | 17.8% |
| RV Parks | 51,690 | 10,564 | \$38.81 | \$40.16 | (\$1.35) | -3.4% |
| Timeshares | 13,023 | 3,795 | \$77.87 | \$39.88 | \$37.99 | 95.3% |
| Vacation Rentals | 23,424 | 5,944 | \$243.41 | \$254.88 | (\$11.47) | -4.5% |
| Home Owner | 14,432 | 1,900 | \$235.67 | \$229.45 | \$6.22 | 2.7% |
| Totals | 725,117 | 357,575 | \$109.39 | \$98.67 | \$10.72 | 10.9% |



Attached please find the detail statistics for each market segment.

Contact:
Robert Chisel
 Director of Finance
rchisel@renotahoeusa.com
 775-827-7626

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

June 2018

| Description | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|--|---------------------|---------------------|---------------------|--------------|---------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Taxable Room Revenues | \$39,114,549 | \$32,277,580 | \$6,836,969 | 21.2% | \$35,458,717 | \$3,655,832 | 10.3% |
| Occupied Rooms - Cash | 357,575 | 328,663 | 28,912 | 8.8% | 359,361 | (1,786) | -0.5% |
| Average Rate - Cash | \$109.39 | \$98.21 | \$11.18 | 11.4% | \$98.67 | \$10.72 | 10.9% |
| Occupied Rooms | | | | | | | |
| Cash | 357,575 | 328,663 | 28,912 | 8.8% | 359,361 | (1,786) | -0.5% |
| Comp | 79,493 | 87,654 | (8,161) | -9.3% | 74,719 | 4,774 | 6.4% |
| 28 Day | 126,895 | 127,242 | (347) | -0.3% | 134,248 | (7,353) | -5.5% |
| Total Occupied Rooms | 563,963 | 543,559 | 20,404 | 3.8% | 568,328 | (4,365) | -0.8% |
| Percentage of Occupancy | | | | | | | |
| Cash | 49.3% | 44.4% | 4.9 | 11.0% | 48.7% | 0.6 | 1.2% |
| Comp | 11.0% | 11.8% | (0.8) | -6.8% | 10.1% | 0.9 | 8.9% |
| 28 Day | 17.5% | 17.2% | 0.3 | 1.7% | 18.2% | (0.7) | -3.8% |
| Total Percentage of Occupancy | 77.8% | 73.5% | 4.3 | 5.9% | 77.0% | 0.8 | 1.0% |
| Market Segments | | | | | | | |
| Occupied Rooms - Cash | | | | | | | |
| Hotels | 304,252 | 274,628 | 29,624 | 10.8% | 298,971 | 5,281 | 1.8% |
| Motels | 23,821 | 21,913 | 1,908 | 8.7% | 27,721 | (3,900) | -14.1% |
| 28 Day Motels | 7,299 | 7,714 | (415) | -5.4% | 8,418 | (1,119) | -13.3% |
| R.V. Parks | 10,564 | 11,870 | (1,306) | -11.0% | 11,217 | (653) | -5.8% |
| Vacation Rentals | 5,944 | 5,810 | 134 | 2.3% | 4,268 | 1,676 | 39.3% |
| Timehares | 3,795 | 5,050 | (1,255) | -24.9% | 6,734 | (2,939) | -43.6% |
| Home Owner Rentals | 1,900 | 1,678 | 222 | 0.0% | 2,032 | (132) | 0.0% |
| Total Occupied - Cash | 357,575 | 328,663 | 28,912 | 8.8% | 359,361 | (1,786) | -0.5% |
| Percentage of Occupancy - Cash | | | | | | | |
| Hotels | 63.2% | 57.0% | 6.2 | 10.9% | 62.2% | 1.0 | 1.6% |
| Motels | 53.6% | 43.7% | 9.9 | 22.7% | 56.9% | (3.3) | -5.8% |
| 28 Day Motels | 7.6% | 7.3% | 0.3 | 4.1% | 8.1% | (0.5) | -6.2% |
| R.V. Parks | 20.4% | 22.9% | (2.5) | -10.9% | 21.7% | (1.3) | -6.0% |
| Vacation Rentals | 25.4% | 25.9% | (0.5) | -1.9% | 17.5% | 7.9 | 45.1% |
| Timeshares | 29.1% | 37.9% | (8.8) | -23.2% | 51.6% | (22.5) | -43.6% |
| Home Owner Rentals | 13.2% | 10.8% | 2.4 | 22.2% | 13.5% | (0.3) | -2.2% |
| Total Occupancy Percentage - Cash | 49.3% | 44.4% | 4.9 | 11.0% | 48.7% | 0.6 | 1.2% |
| Average Rates - Cash | | | | | | | |
| Hotels | \$114.17 | \$103.91 | \$10.26 | 9.9% | \$104.62 | \$9.55 | 9.1% |
| Motels | \$61.86 | \$57.36 | \$4.50 | 7.8% | \$58.02 | \$3.84 | 6.6% |
| 28 Day Motels | \$41.83 | \$34.42 | \$7.41 | 21.5% | \$35.51 | \$6.32 | 17.8% |
| R.V. Parks | \$38.81 | \$35.08 | \$3.73 | 10.6% | \$40.16 | (\$1.35) | -3.4% |
| Vacation Rentals | \$243.41 | \$204.68 | \$38.73 | 18.9% | \$254.88 | (\$11.47) | -4.5% |
| Timeshares | \$77.87 | \$38.18 | \$39.69 | 104.0% | \$39.88 | \$37.99 | 95.3% |
| Home Owner Rentals | \$235.67 | \$249.82 | (\$14.15) | 0.0% | \$229.45 | \$6.22 | 2.7% |
| Total Cash Average Rate | \$109.39 | \$98.21 | \$11.18 | 11.4% | \$98.67 | \$10.72 | 10.9% |

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|---------------------|---------------------|---------------------|--------------|---------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 357,575 | 328,663 | 28,912 | 8.8% | 359,361 | (1,786) | -0.5% |
| Comp | 79,493 | 87,654 | (8,161) | -9.3% | 74,719 | 4,774 | 6.4% |
| 28 Day | 126,895 | 127,242 | (347) | -0.3% | 134,248 | (7,353) | -5.5% |
| Total Occupied Rooms | 563,963 | 543,559 | 20,404 | 3.8% | 568,328 | (4,365) | -0.8% |
| Vacant | 161,154 | 196,403 | (35,249) | -17.9% | 169,576 | (8,422) | -5.0% |
| Total Available Rooms | 725,117 | 739,962 | (14,845) | -2.0% | 737,904 | (12,787) | -1.7% |
| Percentage of Occupancy | | | | | | | |
| Cash | 49.3% | 44.4% | 4.9 | 11.0% | 48.7% | 0.6 | 1.2% |
| Comp | 11.0% | 11.8% | (0.8) | -6.8% | 10.1% | 0.9 | 8.9% |
| 28 Day | 17.5% | 17.2% | 0.3 | 1.7% | 18.2% | (0.7) | -3.8% |
| Total Occupancy Percentage | 77.8% | 73.5% | 4.3 | 5.9% | 77.0% | 0.8 | 1.0% |
| Vacant | 22.2% | 26.5% | (4.3) | -16.2% | 23.0% | (0.8) | -3.5% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$39,114,549 | \$32,277,580 | \$6,836,969 | 21.2% | \$35,458,717 | \$3,655,832 | 10.3% |
| Comp | \$7,202,908 | \$6,223,662 | \$979,246 | 15.7% | \$5,573,008 | \$1,629,900 | 29.2% |
| 28 Day | \$4,099,717 | \$2,946,961 | \$1,152,756 | 39.1% | \$4,353,857 | (\$254,140) | -5.8% |
| Total Revenue | \$50,417,174 | \$41,448,203 | \$8,968,971 | 21.6% | \$45,385,582 | \$5,031,592 | 11.1% |
| Average Rates | | | | | | | |
| Cash | \$109.39 | \$98.21 | \$11.18 | 11.4% | \$98.67 | \$10.72 | 10.9% |
| Comp | \$90.61 | \$71.00 | \$19.61 | 27.6% | \$74.59 | \$16.02 | 21.5% |
| 28 Day | \$32.31 | \$23.16 | \$9.15 | 39.5% | \$32.43 | (\$0.12) | -0.4% |

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|---------------------|---------------------|---------------------|--------------|---------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 304,252 | 274,628 | 29,624 | 10.8% | 298,971 | 5,281 | 1.8% |
| Comp | 79,127 | 87,245 | (8,118) | -9.3% | 74,314 | 4,813 | 6.5% |
| 28 Day | 11,145 | 3,556 | 7,589 | 213.4% | 9,606 | 1,539 | 16.0% |
| Total Occupied Rooms | 394,524 | 365,429 | 29,095 | 8.0% | 382,891 | 11,633 | 3.0% |
| Vacant | 87,250 | 116,281 | (29,031) | -25.0% | 97,840 | (10,590) | -10.8% |
| Total Available Rooms | 481,774 | 481,710 | 64 | 0.0% | 480,731 | 1,043 | 0.2% |
| Percentage of Occupancy | | | | | | | |
| Cash | 63.2% | 57.0% | 6.2 | 10.9% | 62.2% | 1.0 | 1.6% |
| Comp | 16.4% | 18.1% | (1.7) | -9.4% | 15.5% | 0.9 | 5.8% |
| 28 Day | 2.3% | 0.7% | 1.6 | 228.6% | 2.0% | 0.3 | 15.0% |
| Total Occupancy Percentage | 81.9% | 75.9% | 6.0 | 7.9% | 79.6% | 2.3 | 2.9% |
| Vacant | 18.1% | 24.1% | (6.0) | -24.9% | 20.4% | (2.3) | -11.3% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$34,735,520 | \$28,537,516 | \$6,198,004 | 21.7% | \$31,278,172 | \$3,457,348 | 11.1% |
| Comp | \$7,181,022 | \$6,207,294 | \$973,728 | 15.7% | \$5,555,473 | \$1,625,549 | 29.3% |
| 28 Day | \$923,466 | \$251,357 | \$672,109 | 267.4% | \$823,687 | \$99,779 | 12.1% |
| Total Revenue | \$42,840,008 | \$34,996,167 | \$7,843,841 | 22.4% | \$37,657,332 | \$5,182,676 | 13.8% |
| Average Rates | | | | | | | |
| Cash | \$114.17 | \$103.91 | \$10.26 | 9.9% | \$104.62 | \$9.55 | 9.1% |
| Comp | \$90.75 | \$71.15 | \$19.60 | 27.5% | \$74.76 | \$15.99 | 21.4% |
| 28 Day | \$82.86 | \$70.69 | \$12.17 | 17.2% | \$85.75 | (\$2.89) | -3.4% |

Reno-Sparks Convention and Visitors Authority

Motel Statistics

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|--------------------|--------------------|---------------------|--------------|--------------------|---------------------|---------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 23,821 | 21,913 | 1,908 | 8.7% | 27,721 | (3,900) | -14.1% |
| Comp | 84 | 133 | (49) | -36.8% | 149 | (65) | -43.6% |
| 28 Day | 3,611 | 2,825 | 786 | 27.8% | 4,359 | (748) | -17.2% |
| Total Occupied Rooms | 27,516 | 24,871 | 2,645 | 10.6% | 32,229 | (4,713) | -14.6% |
| Vacant | 16,913 | 25,319 | (8,406) | -33.2% | 16,478 | 435 | 2.6% |
| Total Available Rooms | 44,429 | 50,190 | (5,761) | -11.5% | 48,707 | (4,278) | -8.8% |
| Percentage of Occupancy | | | | | | | |
| Cash | 53.6% | 43.7% | 9.9 | 22.7% | 56.9% | (3.3) | -5.8% |
| Comp | 0.2% | 0.3% | (0.1) | -33.3% | 0.3% | (0.1) | -33.3% |
| 28 Day | 8.1% | 5.6% | 2.5 | 44.6% | 8.9% | (0.8) | -9.0% |
| Total Occupancy Percentage | 61.9% | 49.6% | 12.3 | 24.8% | 66.2% | (4.3) | -6.5% |
| Vacant | 38.1% | 50.4% | (12.3) | -24.4% | 33.8% | 4.3 | 12.7% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$1,473,657 | \$1,257,036 | \$216,621 | 17.2% | \$1,608,496 | (\$134,839) | -8.4% |
| Comp | \$6,750 | \$4,951 | \$1,799 | 36.3% | \$4,845 | \$1,905 | 39.3% |
| 28 Day | \$159,866 | \$98,885 | \$60,981 | 61.7% | \$170,110 | (\$10,244) | -6.0% |
| Total Revenue | \$1,640,273 | \$1,360,872 | \$279,401 | 20.5% | \$1,783,451 | (\$143,178) | -8.0% |
| Average Rates | | | | | | | |
| Cash | \$61.86 | \$57.36 | \$4.50 | 7.8% | \$58.02 | \$3.84 | 6.6% |
| Comp | \$80.36 | \$37.23 | \$43.13 | 115.8% | \$32.52 | \$47.84 | 147.1% |
| 28 Day | \$44.27 | \$35.00 | \$9.27 | 26.5% | \$39.03 | \$5.24 | 13.4% |

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|------------------|------------------|---------------------|---------------|------------------|---------------------|---------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 7,299 | 7,714 | (415) | -5.4% | 8,418 | (1,119) | -13.3% |
| Comp | 30 | - | 30 | 100.0% | 30 | - | 0.0% |
| 28 Day | 71,863 | 81,964 | (10,101) | -12.3% | 79,538 | (7,675) | -9.6% |
| Total Occupied Rooms | 79,192 | 89,678 | (10,486) | -11.7% | 87,986 | (8,794) | -10.0% |
| Vacant | 17,153 | 15,382 | 1,771 | 11.5% | 16,234 | 919 | 5.7% |
| Total Available Rooms | 96,345 | 105,060 | (8,715) | -8.3% | 104,220 | (7,875) | -7.6% |
| Percentage of Occupancy | | | | | | | |
| Cash | 7.6% | 7.3% | 0.3 | 4.1% | 8.1% | (0.5) | -6.2% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 74.6% | 78.0% | (3.4) | -4.4% | 76.3% | (1.7) | -2.2% |
| Total Occupancy Percentage | 82.2% | 85.4% | (3.2) | -3.7% | 84.4% | (2.2) | -2.6% |
| Vacant | 17.8% | 14.6% | 3.2 | 21.9% | 15.6% | 2.2 | 14.1% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$305,290 | \$265,524 | \$39,766 | 15.0% | \$298,942 | \$6,348 | 2.1% |
| Comp | \$500 | \$0 | \$500 | 100.0% | \$500 | \$0 | 0.0% |
| 28 Day | \$1,692,149 | \$1,630,441 | \$61,708 | 3.8% | \$1,800,391 | (\$108,242) | -6.0% |
| Total Revenue | \$1,997,939 | \$1,895,965 | \$101,974 | 5.4% | \$2,099,833 | (\$101,894) | -4.9% |
| Average Rates | | | | | | | |
| Cash | \$41.83 | \$34.42 | \$7.41 | 21.5% | \$35.51 | \$6.32 | 17.8% |
| Comp | \$16.67 | \$0.00 | \$16.67 | 100.0% | \$16.67 | \$0.00 | 0.0% |
| 28 Day | \$23.55 | \$19.89 | \$3.66 | 18.4% | \$22.64 | \$0.91 | 4.0% |

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|------------------|------------------|---------------------|--------------|------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 10,564 | 11,870 | (1,306) | -11.0% | 11,217 | (653) | -5.8% |
| Comp | 251 | 262 | (11) | -4.2% | 215 | 36 | 16.7% |
| 28 Day | 30,857 | 31,206 | (349) | -1.1% | 29,285 | 1,572 | 5.4% |
| Total Occupied Rooms | 41,672 | 43,338 | (1,666) | -3.8% | 40,717 | 955 | 2.3% |
| Vacant | 10,018 | 8,412 | 1,606 | 19.1% | 10,973 | (955) | -8.7% |
| Total Available Rooms | 51,690 | 51,750 | (60) | -0.1% | 51,690 | - | 0.0% |
| Percentage of Occupancy | | | | | | | |
| Cash | 20.4% | 22.9% | (2.5) | -10.9% | 21.7% | (1.3) | -6.0% |
| Comp | 0.5% | 0.5% | - | 0.0% | 0.4% | 0.1 | 25.0% |
| 28 Day | 59.7% | 60.3% | (0.6) | -1.0% | 56.7% | 3.0 | 5.3% |
| Total Occupancy Percentage | 80.6% | 83.7% | (3.1) | -3.7% | 78.8% | 1.8 | 2.3% |
| Vacant | 19.4% | 16.3% | 3.1 | 19.0% | 21.2% | (1.8) | -8.5% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$409,966 | \$416,354 | (\$6,388) | -1.5% | \$450,486 | (\$40,520) | -9.0% |
| Comp | \$14,491 | \$10,595 | \$3,896 | 36.8% | \$12,002 | \$2,489 | 20.7% |
| 28 Day | \$494,792 | \$451,303 | \$43,489 | 9.6% | \$481,819 | \$12,973 | 2.7% |
| Total Revenue | \$919,249 | \$878,252 | \$40,997 | 4.7% | \$944,307 | (\$25,058) | -2.7% |
| Average Rates | | | | | | | |
| Cash | \$38.81 | \$35.08 | \$3.73 | 10.6% | \$40.16 | (\$1.35) | -3.4% |
| Comp | \$57.73 | \$40.44 | \$17.29 | 42.8% | \$55.82 | \$1.91 | 3.4% |
| 28 Day | \$16.04 | \$14.46 | \$1.58 | 10.9% | \$16.45 | (\$0.41) | -2.5% |

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|--------------------|--------------------|---------------------|--------------|--------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 5,944 | 5,810 | 134 | 2.3% | 4,268 | 1,676 | 39.3% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | 7,996 | 6,888 | 1,108 | 16.1% | 10,386 | (2,390) | -23.0% |
| Total Occupied Rooms | 13,940 | 12,698 | 1,242 | 9.8% | 14,654 | (714) | -4.9% |
| Vacant | 9,484 | 9,772 | (288) | -2.9% | 9,801 | (317) | -3.2% |
| Total Available Rooms | 23,424 | 22,470 | 954 | 4.2% | 24,455 | (1,031) | -4.2% |
| Percentage of Occupancy | | | | | | | |
| Cash | 25.4% | 25.9% | (0.5) | -1.9% | 17.5% | 7.9 | 45.1% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 34.1% | 30.7% | 3.4 | 11.1% | 42.5% | (8.4) | -19.8% |
| Total Occupancy Percentage | 59.5% | 56.5% | 3.0 | 5.3% | 59.9% | (0.4) | -0.7% |
| Vacant | 40.5% | 43.5% | (3.0) | -6.9% | 40.1% | 0.4 | 1.0% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$1,446,834 | \$1,189,206 | \$257,628 | 21.7% | \$1,087,841 | \$358,993 | 33.0% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$698,158 | \$441,878 | \$256,280 | 58.0% | \$979,294 | (\$281,136) | -28.7% |
| Total Revenue | \$2,144,992 | \$1,631,084 | \$513,908 | 31.5% | \$2,067,135 | \$77,857 | 3.8% |
| Average Rates | | | | | | | |
| Cash | \$243.41 | \$204.68 | \$38.73 | 18.9% | \$254.88 | (\$11.47) | -4.5% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$87.31 | \$64.15 | \$23.16 | 36.1% | \$94.29 | (\$6.98) | -7.4% |

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|------------------|------------------|---------------------|---------------|------------------|---------------------|---------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 3,795 | 5,050 | (1,255) | -24.9% | 6,734 | (2,939) | -43.6% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | - | - | - | 0.0% | - | - | 0.0% |
| Total Occupied Rooms | 3,795 | 5,050 | (1,255) | -24.9% | 6,734 | (2,939) | -43.6% |
| Vacant | 9,228 | 8,262 | 966 | 11.7% | 6,316 | 2,912 | 46.1% |
| Total Available Rooms | 13,023 | 13,312 | (289) | -2.2% | 13,050 | (27) | -0.2% |
| Percentage of Occupancy | | | | | | | |
| Cash | 29.1% | 37.9% | (8.8) | -23.2% | 51.6% | (22.5) | -43.6% |
| 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 | 29.1% | 37.9% | (8.8) | -23.2% | 51.6% | (22.5) | -43.6% |
| Vacant | 70.9% | 62.1% | 8.8 | 14.2% | 48.4% | 22.5 | 46.5% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$295,500 | \$192,785 | \$102,715 | 53.3% | \$268,532 | \$26,968 | 10.0% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| Total Revenue | \$295,500 | \$192,785 | \$102,715 | 53.3% | \$268,532 | \$26,968 | 10.0% |
| Average Rates | | | | | | | |
| Cash | \$77.87 | \$38.18 | \$39.69 | 104.0% | \$39.88 | \$37.99 | 95.3% |
| 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

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|------------------|------------------|---------------------|--------------|------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 1,900 | 1,678 | 222 | 13.2% | 2,032 | (132) | -6.5% |
| Comp | 1 | 14 | (13) | -92.9% | 11 | (10) | -90.9% |
| 28 Day | 1,423 | 803 | 620 | 77.2% | 1,074 | 349 | 32.5% |
| Total Occupied Rooms | 3,324 | 2,495 | 829 | 33.2% | 3,117 | 207 | 6.6% |
| Vacant | 11,108 | 12,975 | (1,867) | -14.4% | 11,934 | (826) | -6.9% |
| Total Available Rooms | 14,432 | 15,470 | (1,038) | -6.7% | 15,051 | (619) | -4.1% |
| Percentage of Occupancy | | | | | | | |
| Cash | 13.2% | 10.8% | 2.4 | 22.2% | 13.5% | (0.3) | -2.2% |
| Comp | 0.0% | 0.1% | (0.1) | -100.0% | 0.1% | (0.1) | -100.0% |
| 28 Day | 9.9% | 5.2% | 4.7 | 90.4% | 7.1% | 2.8 | 39.4% |
| Total Occupancy Percentage | 23.0% | 16.1% | 6.9 | 42.9% | 20.7% | 2.3 | 11.1% |
| Vacant | 77.0% | 83.9% | (6.9) | -8.2% | 79.3% | (2.3) | -2.9% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$447,782 | \$419,159 | \$28,623 | 6.8% | \$466,248 | (\$18,466) | -4.0% |
| Comp | \$145 | \$822 | (\$677) | -82.4% | \$188 | (\$43) | -22.9% |
| 28 Day | \$131,286 | \$73,097 | \$58,189 | 79.6% | \$98,556 | \$32,730 | 33.2% |
| Total Revenue | \$579,213 | \$493,078 | \$86,135 | 17.5% | \$564,992 | \$14,221 | 2.5% |
| Average Rates | | | | | | | |
| Cash | \$235.67 | \$249.82 | (\$14.15) | -5.7% | \$229.45 | \$6.22 | 2.7% |
| Comp | \$145.00 | \$58.71 | \$86.29 | 147.0% | \$17.09 | \$127.91 | 748.4% |
| 28 Day | \$92.26 | \$91.03 | \$1.23 | 1.4% | \$91.77 | \$0.49 | 0.5% |

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics - Year To Date

June 2018

| Description | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|--|----------------------|----------------------|---------------------|-------------|----------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Taxable Room Revenues | \$389,137,047 | \$361,344,865 | \$27,792,182 | 7.7% | \$347,426,005 | \$41,711,042 | 12.0% |
| Occupied Rooms - Cash | 3,727,210 | 3,626,875 | 100,335 | 2.8% | 3,608,187 | 119,023 | 3.3% |
| Average Rate - Cash | \$104.40 | \$99.63 | \$4.77 | 4.8% | \$96.29 | \$8.11 | 8.4% |
| Occupied Rooms | | | | | | | |
| Cash | 3,727,210 | 3,626,875 | 100,335 | 2.8% | 3,608,187 | 119,023 | 3.3% |
| Comp | 880,153 | 935,500 | (55,347) | -5.9% | 901,528 | (21,375) | -2.4% |
| 28 Day | 1,539,887 | 1,565,223 | (25,336) | -1.6% | 1,520,320 | 19,567 | 1.3% |
| Total Occupied Rooms | 6,147,250 | 6,127,598 | 19,652 | 0.3% | 6,030,035 | 117,215 | 1.9% |
| Percentage of Occupancy | | | | | | | |
| Cash | 43.3% | 41.4% | 1.9 | 4.6% | 41.5% | 1.8 | 4.3% |
| Comp | 10.2% | 10.7% | (0.5) | -4.7% | 10.4% | (0.2) | -1.9% |
| 28 Day | 17.9% | 17.9% | - | 0.0% | 17.5% | 0.4 | 2.3% |
| Total Percentage of Occupancy | 71.5% | 70.0% | 1.5 | 2.1% | 69.3% | 2.2 | 3.2% |
| Market Segments | | | | | | | |
| Occupied Rooms - Cash | | | | | | | |
| Hotels | 3,155,609 | 3,047,285 | 108,324 | 3.6% | 3,014,787 | 140,822 | 4.7% |
| Motels | 269,623 | 261,875 | 7,748 | 3.0% | 276,534 | (6,911) | -2.5% |
| 28 Day Motels | 84,059 | 86,906 | (2,847) | -3.3% | 89,884 | (5,825) | -6.5% |
| R.V. Parks | 87,628 | 107,719 | (20,091) | -18.7% | 101,180 | (13,552) | -13.4% |
| Vacation Rentals | 60,931 | 52,428 | 8,503 | 16.2% | 49,347 | 11,584 | 23.5% |
| Timeshares | 58,891 | 59,796 | (905) | -1.5% | 65,219 | (6,328) | -9.7% |
| Home Owner Rentals | 10,469 | 10,866 | (397) | -3.7% | 11,236 | (767) | -6.8% |
| Total Occupied - Cash | 3,727,210 | 3,626,875 | 100,335 | 2.8% | 3,608,187 | 119,023 | 3.3% |
| Percentage of Occupancy - Cash | | | | | | | |
| Hotels | 55.1% | 53.0% | 2.1 | 4.0% | 52.8% | 2.3 | 4.4% |
| Motels | 49.1% | 44.4% | 4.7 | 10.6% | 47.5% | 1.6 | 3.4% |
| 28 Day Motels | 7.1% | 6.8% | 0.3 | 4.4% | 7.1% | 0.0 | 0.0% |
| R.V. Parks | 13.9% | 16.8% | (2.9) | -17.3% | 15.9% | (2.0) | -12.6% |
| Vacation Rentals | 21.7% | 19.2% | 2.5 | 13.0% | 17.7% | 4.0 | 22.6% |
| Timeshares | 37.5% | 36.9% | 0.6 | 1.6% | 40.6% | (3.1) | -7.6% |
| Home Owner Rentals | 16.2% | 17.5% | (1.3) | -7.4% | 18.1% | (1.9) | -10.5% |
| Total Occupancy Percentage - Cash | 43.3% | 41.4% | 1.9 | 4.6% | 41.5% | 1.8 | 4.3% |
| Average Rates - Cash | | | | | | | |
| Hotels | \$109.60 | \$105.34 | \$4.26 | 4.0% | \$101.75 | \$7.85 | 7.7% |
| Motels | \$58.40 | \$57.77 | \$0.63 | 1.1% | \$55.70 | \$2.70 | 4.8% |
| 28 Day Motels | \$38.87 | \$34.33 | \$4.54 | 13.2% | \$35.24 | \$3.63 | 10.3% |
| R.V. Parks | \$39.72 | \$31.71 | \$8.01 | 25.3% | \$32.67 | \$7.05 | 21.6% |
| Vacation Rental | \$250.66 | \$249.38 | \$1.28 | 0.5% | \$261.62 | (\$10.96) | -4.2% |
| Timeshares | \$49.57 | \$48.16 | \$1.41 | 2.9% | \$45.64 | \$3.93 | 8.6% |
| Home Owner Rentals | \$248.72 | \$262.60 | (\$13.88) | -5.3% | \$257.95 | (\$9.23) | -3.6% |
| Total Cash Average Rate | \$104.40 | \$99.63 | \$4.77 | 4.8% | \$96.29 | \$8.11 | 8.4% |

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics - Year To Date

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|----------------------|----------------------|---------------------|-------------|----------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 3,727,210 | 3,626,875 | 100,335 | 2.8% | 3,608,187 | 119,023 | 3.3% |
| Comp | 880,153 | 935,500 | (55,347) | -5.9% | 901,528 | (21,375) | -2.4% |
| 28 Day | 1,539,887 | 1,565,223 | (25,336) | -1.6% | 1,520,320 | 19,567 | 1.3% |
| Total Occupied Rooms | 6,147,250 | 6,127,598 | 19,652 | 0.3% | 6,030,035 | 117,215 | 1.9% |
| Vacant | 2,451,348 | 2,631,778 | (180,430) | -6.9% | 2,672,710 | (221,362) | -8.3% |
| Total Available Rooms | 8,598,598 | 8,759,376 | (160,778) | -1.8% | 8,702,745 | (104,147) | -1.2% |
| Percentage of Occupancy | | | | | | | |
| Cash | 43.3% | 41.4% | 1.9 | 4.6% | 41.5% | 1.8 | 4.3% |
| Comp | 10.2% | 10.7% | (0.5) | -4.7% | 10.4% | (0.2) | -1.9% |
| 28 Day | 17.9% | 17.9% | - | 0.0% | 17.5% | 0.4 | 2.3% |
| Total Occupancy Percentage | 71.5% | 70.0% | 1.5 | 2.1% | 69.3% | 2.2 | 3.2% |
| Vacant | 28.5% | 30.0% | (1.5) | -5.0% | 30.7% | (2.2) | -7.2% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$389,137,047 | \$361,344,865 | \$27,792,182 | 7.7% | \$347,426,005 | \$41,711,042 | 12.0% |
| Comp | \$74,229,935 | \$69,737,434 | \$4,492,501 | 6.4% | \$68,513,668 | \$5,716,267 | 8.3% |
| 28 Day | \$46,627,490 | \$39,209,745 | \$7,417,745 | 18.9% | \$40,666,562 | \$5,960,928 | 14.7% |
| Total Revenue | \$509,994,472 | \$470,292,044 | \$39,702,428 | 8.4% | \$456,606,235 | \$53,388,237 | 11.7% |
| Average Rates | | | | | | | |
| Cash | \$104.40 | \$99.63 | \$4.77 | 4.8% | \$96.29 | \$8.11 | 8.4% |
| Comp | \$84.34 | \$74.55 | \$9.79 | 13.1% | \$76.00 | \$8.34 | 11.0% |
| 28 Day | \$30.28 | \$25.05 | \$5.23 | 20.9% | \$26.75 | \$3.53 | 13.2% |

Reno-Sparks Convention and Visitors Authority

Hotel Statistics - Year To Date

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|----------------------|----------------------|---------------------|-------------|----------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 3,155,609 | 3,047,285 | 108,324 | 3.6% | 3,014,787 | 140,822 | 4.7% |
| Comp | 875,273 | 930,634 | (55,361) | -5.9% | 896,616 | (21,343) | -2.4% |
| 28 Day | 121,240 | 55,873 | 65,367 | 117.0% | 69,451 | 51,789 | 74.6% |
| Total Occupied Rooms | 4,152,122 | 4,033,792 | 118,330 | 2.9% | 3,980,854 | 171,268 | 4.3% |
| Vacant | 1,577,787 | 1,717,568 | (139,781) | -8.1% | 1,728,836 | (151,049) | -8.7% |
| Total Available Rooms | 5,729,909 | 5,751,360 | (21,451) | -0.4% | 5,709,690 | 20,219 | 0.4% |
| Percentage of Occupancy | | | | | | | |
| Cash | 55.1% | 53.0% | 2.1 | 4.0% | 52.8% | 2.3 | 4.4% |
| Comp | 15.3% | 16.2% | (0.9) | -5.6% | 15.7% | (0.4) | -2.5% |
| 28 Day | 2.1% | 1.0% | 1.1 | 110.0% | 1.2% | 0.9 | 75.0% |
| Total Occupancy Percentage | 72.5% | 70.1% | 2.4 | 3.4% | 69.7% | 2.8 | 4.0% |
| Vacant | 27.5% | 29.9% | (2.4) | -8.0% | 30.3% | (2.8) | -9.2% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$345,845,921 | \$321,008,588 | \$24,837,333 | 7.7% | \$306,766,122 | \$39,079,799 | 12.7% |
| Comp | \$74,047,640 | \$69,546,665 | \$4,500,975 | 6.5% | \$68,317,789 | \$5,729,851 | 8.4% |
| 28 Day | \$10,595,037 | \$4,314,378 | \$6,280,659 | 145.6% | \$5,602,845 | \$4,992,192 | 89.1% |
| Total Revenue | \$430,488,598 | \$394,869,631 | \$35,618,967 | 9.0% | \$380,686,756 | \$49,801,842 | 13.1% |
| Average Rates | | | | | | | |
| Cash | \$109.60 | \$105.34 | \$4.26 | 4.0% | \$101.75 | \$7.85 | 7.7% |
| Comp | \$84.60 | \$74.73 | \$9.87 | 13.2% | \$76.20 | \$8.40 | 11.0% |
| 28 Day | \$87.39 | \$77.22 | \$10.17 | 13.2% | \$80.67 | \$6.72 | 8.3% |

Reno-Sparks Convention and Visitors Authority

Motel Statistics - Year To Date

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|---------------------|---------------------|---------------------|--------------|---------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 269,623 | 261,875 | 7,748 | 3.0% | 276,534 | (6,911) | -2.5% |
| Comp | 2,340 | 2,322 | 18 | 0.8% | 2,327 | 13 | 0.6% |
| 28 Day | 45,217 | 35,268 | 9,949 | 28.2% | 39,175 | 6,042 | 15.4% |
| Total Occupied Rooms | 317,180 | 299,465 | 17,715 | 5.9% | 318,036 | (856) | -0.3% |
| Vacant | 231,653 | 289,884 | (58,231) | -20.1% | 264,231 | (32,578) | -12.3% |
| Total Available Rooms | 548,833 | 589,349 | (40,516) | -6.9% | 582,267 | (33,434) | -5.7% |
| Percentage of Occupancy | | | | | | | |
| Cash | 49.1% | 44.4% | 4.7 | 10.6% | 47.5% | 1.6 | 3.4% |
| Comp | 0.4% | 0.4% | - | 0.0% | 0.4% | - | 0.0% |
| 28 Day | 8.2% | 6.0% | 2.2 | 36.7% | 6.7% | 1.5 | 22.4% |
| Total Occupancy Percentage | 57.8% | 50.8% | 7.0 | 13.8% | 54.6% | 3.2 | 5.9% |
| Vacant | 42.2% | 49.2% | (7.0) | -14.2% | 45.4% | (3.2) | -7.0% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$15,746,269 | \$15,129,612 | \$616,657 | 4.1% | \$15,402,546 | \$343,723 | 2.2% |
| Comp | \$82,416 | \$92,578 | (\$10,162) | -11.0% | \$93,771 | (\$11,355) | -12.1% |
| 28 Day | \$1,825,348 | \$1,210,823 | \$614,525 | 50.8% | \$1,401,641 | \$423,707 | 30.2% |
| Total Revenue | \$17,654,033 | \$16,433,013 | \$1,221,020 | 7.4% | \$16,897,958 | \$756,075 | 4.5% |
| Average Rates | | | | | | | |
| Cash | \$58.40 | \$57.77 | \$0.63 | 1.1% | \$55.70 | \$2.70 | 4.8% |
| Comp | \$35.22 | \$39.87 | (\$4.65) | -11.7% | \$40.30 | (\$5.08) | -12.6% |
| 28 Day | \$40.37 | \$34.33 | \$6.04 | 17.6% | \$35.78 | \$4.59 | 12.8% |

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics - Year To Date

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|--------------------|--------------------|---------------------|---------------|--------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 84,059 | 86,906 | (2,847) | -3.3% | 89,884 | (5,825) | -6.5% |
| Comp | 270 | - | 270 | 100.0% | 90 | 180 | 200.0% |
| 28 Day | 885,245 | 995,337 | (110,092) | -11.1% | 954,118 | (68,873) | -7.2% |
| Total Occupied Rooms | 969,574 | 1,082,243 | (112,669) | -10.4% | 1,044,092 | (74,518) | -7.1% |
| Vacant | 215,150 | 195,987 | 19,163 | 9.8% | 229,700 | (14,550) | -6.3% |
| Total Available Rooms | 1,184,724 | 1,278,230 | (93,506) | -7.3% | 1,273,792 | (89,068) | -7.0% |
| Percentage of Occupancy | | | | | | | |
| Cash | 7.1% | 6.8% | 0.3 | 4.4% | 7.1% | - | 0.0% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 74.7% | 77.9% | (3.2) | -4.1% | 74.9% | (0.2) | -0.3% |
| Total Occupancy Percentage | 81.8% | 84.7% | (2.9) | -3.4% | 82.0% | (0.2) | -0.2% |
| Vacant | 18.2% | 15.3% | 2.9 | 19.0% | 18.0% | 0.2 | 1.1% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$3,267,677 | \$2,983,481 | \$284,196 | 9.5% | \$3,167,157 | \$100,520 | 3.2% |
| Comp | \$4,500 | \$0 | \$4,500 | 100.0% | \$1,500 | \$3,000 | 200.0% |
| 28 Day | \$19,612,439 | \$20,535,891 | (\$923,452) | -4.5% | \$19,756,613 | (\$144,174) | -0.7% |
| Total Revenue | \$22,884,616 | \$23,519,372 | (\$634,756) | -2.7% | \$22,925,270 | (\$40,654) | -0.2% |
| Average Rates | | | | | | | |
| Cash | \$38.87 | \$34.33 | \$4.54 | 13.2% | \$35.24 | \$3.63 | 10.3% |
| Comp | \$16.67 | \$0.00 | \$16.67 | 100.0% | \$16.67 | \$0.00 | 0.0% |
| 28 Day | \$22.15 | \$20.63 | \$1.52 | 7.4% | \$20.71 | \$1.44 | 7.0% |

Reno-Sparks Convention and Visitors Authority

RV Park Statistics - Year To Date

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|--------------------|--------------------|---------------------|--------------|--------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 87,628 | 107,719 | (20,091) | -18.7% | 101,180 | (13,552) | -13.4% |
| Comp | 2,252 | 2,499 | (247) | -9.9% | 2,450 | (198) | -8.1% |
| 28 Day | 381,279 | 378,536 | 2,743 | 0.7% | 349,943 | 31,336 | 9.0% |
| Total Occupied Rooms | 471,159 | 488,754 | (17,595) | -3.6% | 453,573 | 17,586 | 3.9% |
| Vacant | 161,119 | 153,951 | 7,168 | 4.7% | 182,567 | (21,448) | -11.7% |
| Total Available Rooms | 632,278 | 642,705 | (10,427) | -1.6% | 636,140 | (3,862) | -0.6% |
| Percentage of Occupancy | | | | | | | |
| Cash | 13.9% | 16.8% | (2.9) | -17.3% | 15.9% | (2.0) | -12.6% |
| Comp | 0.4% | 0.4% | - | 0.0% | 0.4% | - | 0.0% |
| 28 Day | 60.3% | 58.9% | 1.4 | 2.4% | 55.0% | 5.3 | 9.6% |
| Total Occupancy Percentage | 74.5% | 76.0% | (1.5) | -2.0% | 71.3% | 3.2 | 4.5% |
| Vacant | 25.5% | 24.0% | 1.5 | 6.3% | 28.7% | (3.2) | -11.1% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$3,480,909 | \$3,415,467 | \$65,442 | 1.9% | \$3,305,120 | \$175,789 | 5.3% |
| Comp | \$93,368 | \$92,489 | \$879 | 1.0% | \$95,537 | (\$2,169) | -2.3% |
| 28 Day | \$6,087,550 | \$5,580,688 | \$506,862 | 9.1% | \$5,277,650 | \$809,900 | 15.3% |
| Total Revenue | \$9,661,827 | \$9,088,644 | \$573,183 | 6.3% | \$8,678,307 | \$983,520 | 11.3% |
| Average Rates | | | | | | | |
| Cash | \$39.72 | \$31.71 | \$8.01 | 25.3% | \$32.67 | \$7.05 | 21.6% |
| Comp | \$41.46 | \$37.01 | \$4.45 | 12.0% | \$38.99 | \$2.47 | 6.3% |
| 28 Day | \$15.97 | \$14.74 | \$1.23 | 8.3% | \$15.08 | \$0.89 | 5.9% |

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics - Year To Date

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|---------------------|---------------------|---------------------|--------------|---------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 60,931 | 52,428 | 8,503 | 16.2% | 49,347 | 11,584 | 23.5% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | 101,311 | 95,695 | 5,616 | 5.9% | 102,848 | (1,537) | -1.5% |
| Total Occupied Rooms | 162,242 | 148,123 | 14,119 | 9.5% | 152,195 | 10,047 | 6.6% |
| Vacant | 118,869 | 125,355 | (6,486) | -5.2% | 126,042 | (7,173) | -5.7% |
| Total Available Rooms | 281,111 | 273,478 | 7,633 | 2.8% | 278,237 | 2,874 | 1.0% |
| Percentage of Occupancy | | | | | | | |
| Cash | 21.7% | 19.2% | 2.5 | 13.0% | 17.7% | 4.0 | 22.6% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 36.0% | 35.0% | 1.0 | 2.9% | 37.0% | (1.0) | -2.7% |
| Total Occupancy Percentage | 57.7% | 54.2% | 3.5 | 6.5% | 54.7% | 3.0 | 5.5% |
| Vacant | 42.3% | 45.8% | (3.5) | -7.6% | 45.3% | (3.0) | -6.6% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$15,272,970 | \$13,074,595 | \$2,198,375 | 16.8% | \$12,910,316 | \$2,362,654 | 18.3% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$7,961,842 | \$7,135,712 | \$826,130 | 11.6% | \$8,170,102 | (\$208,260) | -2.5% |
| Total Revenue | \$23,234,812 | \$20,210,307 | \$3,024,505 | 15.0% | \$21,080,418 | \$2,154,394 | 10.2% |
| Average Rates | | | | | | | |
| Cash | \$250.66 | \$249.38 | \$1.28 | 0.5% | \$261.62 | (\$10.96) | -4.2% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$78.59 | \$74.57 | \$4.02 | 5.4% | \$79.44 | (\$0.85) | -1.1% |

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics - Year To Date

June 2018

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|--------------------|--------------------|---------------------|--------------|--------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 58,891 | 59,796 | (905) | -1.5% | 65,219 | (6,328) | -9.7% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | - | - | - | 0.0% | - | - | 0.0% |
| Total Occupied Rooms | 58,891 | 59,796 | (905) | -1.5% | 65,219 | (6,328) | -9.7% |
| Vacant | 98,282 | 102,238 | (3,956) | -3.9% | 95,314 | 2,968 | 3.1% |
| Total Available Rooms | 157,173 | 162,034 | (4,861) | -3.0% | 160,533 | (3,360) | -2.1% |
| Percentage of Occupancy | | | | | | | |
| Cash | 37.5% | 36.9% | 0.6 | 1.6% | 40.6% | (3.1) | -7.6% |
| 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 | 37.5% | 36.9% | 0.6 | 1.6% | 40.6% | (3.1) | -7.6% |
| Vacant | 62.5% | 63.1% | (0.6) | -1.0% | 59.4% | 3.1 | 5.2% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$2,919,494 | \$2,879,779 | \$39,715 | 1.4% | \$2,976,399 | (\$56,905) | -1.9% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| Total Revenue | \$2,919,494 | \$2,879,779 | \$39,715 | 1.4% | \$2,976,399 | (\$56,905) | -1.9% |
| Average Rates | | | | | | | |
| Cash | \$49.57 | \$48.16 | \$1.41 | 2.9% | \$45.64 | \$3.93 | 8.6% |
| 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 | 10,469 | 10,866 | (397) | -3.7% | 11,236 | (767) | -6.8% |
| Comp | 18 | 45 | (27) | -60.0% | 45 | (27) | -60.0% |
| 28 Day | 5,595 | 4,514 | 1,081 | 23.9% | 4,785 | 810 | 16.9% |
| Total Occupied Rooms | 16,082 | 15,425 | 657 | 4.3% | 16,066 | 16 | 0.1% |
| Vacant | 48,488 | 46,795 | 1,693 | 3.6% | 46,020 | 2,468 | 5.4% |
| Total Available Rooms | 64,570 | 62,220 | 2,350 | 3.8% | 62,086 | 2,484 | 4.0% |
| Percentage of Occupancy | | | | | | | |
| Cash | 16.2% | 17.5% | (1.3) | -7.4% | 18.1% | (1.9) | -10.5% |
| Comp | 0.0% | 0.1% | (0.1) | -100.0% | 0.1% | (0.1) | -100.0% |
| 28 Day | 8.7% | 7.3% | 1.4 | 19.2% | 7.7% | 1.0 | 13.0% |
| Total Occupancy Percentage | 24.9% | 24.8% | 0.1 | 0.4% | 25.9% | (1.0) | -3.9% |
| Vacant | 75.1% | 75.2% | (0.1) | -0.1% | 74.1% | 1.0 | 1.3% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$2,603,807 | \$2,853,343 | (\$249,536) | -8.7% | \$2,898,345 | (\$294,538) | -10.2% |
| Comp | \$2,011 | \$5,702 | (\$3,691) | -64.7% | \$5,071 | (\$3,060) | -60.3% |
| 28 Day | \$545,274 | \$432,253 | \$113,021 | 26.1% | \$457,711 | \$87,563 | 19.1% |
| Total Revenue | \$3,151,092 | \$3,291,298 | (\$140,206) | -4.3% | \$3,361,127 | (\$210,035) | -6.2% |
| Average Rates | | | | | | | |
| Cash | \$248.72 | \$262.60 | (\$13.88) | -5.3% | \$257.95 | (\$9.23) | -3.6% |
| Comp | \$111.72 | \$126.71 | (\$14.99) | -11.8% | \$112.69 | (\$0.97) | -0.9% |
| 28 Day | \$97.46 | \$95.76 | \$1.70 | 1.8% | \$95.66 | \$1.80 | 1.9% |

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

| Current Month Actual June 2018 | Last Year Actual June 2017 | | | Tax District | Year To Date Actual July 2017 - June 2018 | Last Year - Year To Date Actual July 2016 - June 2017 | | |
|---|-------------------------------|--|--------------|------------------------------|--|--|--|--------------|
| | Amount | Increase (Decrease) Amount % Percent | | | | Amount | Increase (Decrease) Amount % Percent | |
| \$18,099,186 | \$17,205,385 | \$893,801 | 5.2% | Reno B | \$185,288,872 | \$167,398,509 | \$17,890,364 | 10.7% |
| \$10,447,262 | \$8,985,195 | \$1,462,068 | 16.3% | Reno D | \$104,534,791 | \$90,338,670 | \$14,196,121 | 15.7% |
| \$675,131 | \$623,130 | \$52,000 | 8.3% | Reno E | \$7,605,508 | \$5,463,432 | \$2,142,075 | 39.2% |
| \$29,221,578 | \$26,813,710 | \$2,407,869 | 9.0% | Total Reno | \$297,429,171 | \$263,200,611 | \$34,228,559 | 13.0% |
| \$49,059 | \$51,110 | (\$2,051) | -4.0% | Washoe A | \$457,542 | \$375,576 | \$81,966 | 21.8% |
| \$5,290,077 | \$4,610,806 | \$679,271 | 14.7% | Washoe B | \$46,776,737 | \$46,044,112 | \$732,625 | 1.6% |
| \$5,339,136 | \$4,661,916 | \$677,220 | 14.5% | Total Washoe Co. | \$47,234,279 | \$46,419,688 | \$814,591 | 1.8% |
| \$4,553,835 | \$3,983,091 | \$570,744 | 14.3% | Sparks | \$44,473,598 | \$37,805,706 | \$6,667,891 | 17.6% |
| \$39,114,549 | \$35,458,717 | \$3,655,832 | 10.3% | Total Taxable Revenue | \$389,137,047 | \$347,426,005 | \$41,711,042 | 12.0% |

| <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
June 2018**

| Current Month Actual June 2018 | Last Year Actual June 2017 | | | Tax District | Year To Date Actual July 2017 - June 2018 | Last Year - Year To Date Actual July 2016 - June 2017 | | |
|---|-------------------------------|----------------|----------------------------------|----------------------------|--|--|----------------|--------------|
| | Amount | Amount | Increase (Decrease) % Percent | | | Amount | Amount | % Percent |
| 170,295 | 172,579 | (2,284) | -1.3% | Reno B | 1,784,682 | 1,740,422 | 44,260 | 2.5% |
| 107,903 | 106,432 | 1,471 | 1.4% | Reno D | 1,110,048 | 1,042,705 | 67,343 | 6.5% |
| 5,641 | 5,722 | (81) | -1.4% | Reno E | 66,401 | 54,880 | 11,521 | 21.0% |
| 283,839 | 284,733 | (894) | -0.3% | Total Reno | 2,961,131 | 2,838,007 | 123,124 | 4.3% |
| 1,686 | 1,478 | 208 | 14.1% | Washoe A | 15,432 | 12,055 | 3,377 | 28.0% |
| 18,927 | 16,942 | 1,985 | 11.7% | Washoe B | 186,536 | 185,915 | 621 | 0.3% |
| 20,613 | 18,420 | 2,193 | 11.9% | Total Washoe Co. | 201,968 | 197,970 | 3,998 | 2.0% |
| 53,123 | 56,208 | (3,085) | -5.5% | Sparks | 564,111 | 572,210 | (8,099) | -1.4% |
| 357,575 | 359,361 | (1,786) | -0.5% | Total Taxable Rooms | 3,727,210 | 3,608,187 | 119,023 | 3.3% |

| <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
June 2018**

| Current Month Actual June 2018 | Last Year Actual June 2017 | | | Tax District | Year To Date Actual July 2017 - June 2018 | Last Year - Year To Date Actual July 2016 - June 2017 | | |
|-----------------------------------|-------------------------------|-------------------------------|--------------|---------------------------------|--|--|-------------------------------|--------------|
| | Amount | Increase (Decrease) Amount | % Percent | | | Amount | Increase (Decrease) Amount | % Percent |
| \$106.28 | \$99.70 | \$6.59 | 6.6% | Reno B | \$103.82 | \$96.18 | \$7.64 | 7.9% |
| \$96.82 | \$84.42 | \$12.40 | 14.7% | Reno D | \$94.17 | \$86.64 | \$7.53 | 8.7% |
| \$119.68 | \$108.90 | \$10.78 | 9.9% | Reno E | \$114.54 | \$99.55 | \$14.99 | 15.1% |
| \$102.95 | \$94.17 | \$8.78 | 9.3% | Total Reno | \$100.44 | \$92.74 | \$7.70 | 8.3% |
| \$29.10 | \$34.58 | -\$5.48 | -15.9% | Washoe A | \$29.65 | \$31.16 | -\$1.51 | -4.8% |
| \$279.50 | \$272.15 | \$7.35 | 2.7% | Washoe B | \$250.77 | \$247.66 | \$3.10 | 1.3% |
| \$259.02 | \$253.09 | \$5.93 | 2.3% | Total Washoe Co. | \$233.87 | \$234.48 | -\$0.61 | -0.3% |
| \$85.72 | \$70.86 | \$14.86 | 21.0% | Sparks | \$78.84 | \$66.07 | \$12.77 | 19.3% |
| \$109.39 | \$98.67 | \$10.72 | 10.9% | Total Average Daily Rate | \$104.40 | \$96.29 | \$8.11 | 8.4% |

| <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 |