

RENO-SPARKS CONVENTION & VISITORS AUTHORITY

September 2018

Room Statistics

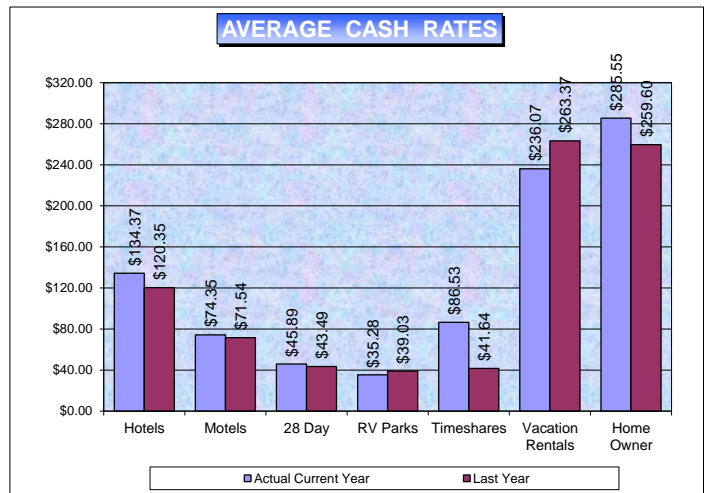
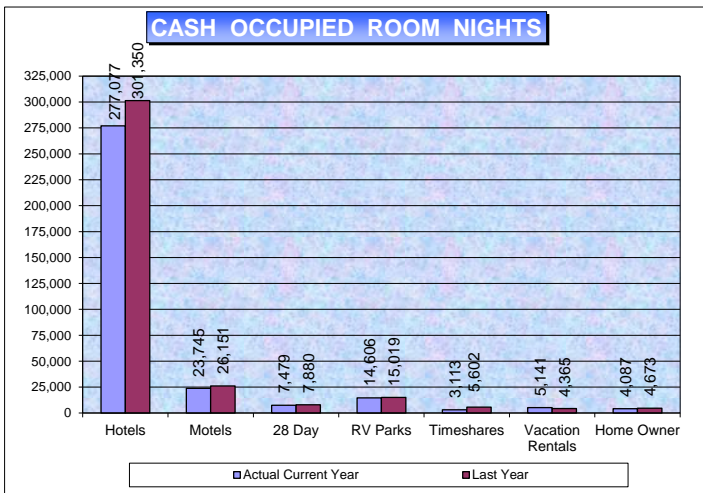
Taxable room revenues for the month of \$42,506,002 are above prior year by \$842,497 (2.0%). Cash occupied room nights of 335,248 are below prior year by 29,972 (-8.2%). Comp occupied room nights of 79,749 are above prior year by 1,077 (1.4%), and 28-day occupied room nights of 121,092 are below prior year by 6,291 (-4.9%). Total occupied rooms for the month (Cash,Comp, 28-day) are 536,089 (-4.4%) below the prior year.

Overall, Washoe County occupancy percentages of 74.3% for the month is 4.4% below the 77.7% level of the prior year. There were 13,762 (-1.9%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$126.79 increased \$12.66 (11.1%), compared to \$114.13 for the prior year.

Year-to-date cash occupied room nights of 1,026,368 are 93,860 (-8.4%) below prior year. Cash average rates year-to-date of \$125.12 are \$11.78 (10.4%) above the prior year. Year-to-date, total taxable room revenues of \$128,414,166 are \$1,450,729 (1.1%) above prior year.

September 2018						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	482,185	277,077	\$134.37	\$120.35	\$14.02	11.7%
Motels	42,553	23,745	\$74.35	\$71.54	\$2.81	3.9%
28 Day	91,329	7,479	\$45.89	\$43.49	\$2.40	5.5%
RV Parks	55,530	14,606	\$35.28	\$39.03	(\$3.75)	-9.6%
Timeshares	12,330	3,113	\$86.53	\$41.64	\$44.89	107.8%
Vacation Rentals	22,320	5,141	\$236.07	\$263.37	(\$27.30)	-10.4%
Home Owner	14,894	4,087	\$285.55	\$259.60	\$25.95	10.0%
Totals	721,141	335,248	\$126.79	\$114.13	\$12.66	11.1%



Attached please find the detail statistics for each market segment.

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Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

September 2018

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$42,506,002	\$45,937,640	(\$3,431,638)	-7.5%	\$41,663,505	\$842,497	2.0%
Occupied Rooms - Cash	335,248	395,623	(60,375)	-15.3%	365,040	(29,792)	-8.2%
Average Rate - Cash	\$126.79	\$116.11	\$10.68	9.2%	\$114.13	\$12.66	11.1%
Occupied Rooms							
Cash	335,248	395,623	(60,375)	-15.3%	365,040	(29,792)	-8.2%
Comp	79,749	77,106	2,643	3.4%	78,672	1,077	1.4%
28 Day	121,092	130,115	(9,023)	-6.9%	127,383	(6,291)	-4.9%
Total Occupied Rooms	536,089	602,844	(66,755)	-11.1%	571,095	(35,006)	-6.1%
Percentage of Occupancy							
Cash	46.5%	53.4%	(6.9)	-12.9%	49.7%	(3.2)	-6.4%
Comp	11.1%	10.4%	0.7	6.7%	10.7%	0.4	3.7%
28 Day	16.8%	17.6%	(0.8)	-4.5%	17.3%	(0.5)	-2.9%
Total Percentage of Occupancy	74.3%	81.3%	(7.0)	-8.6%	77.7%	(3.4)	-4.4%
Market Segments							
Occupied Rooms - Cash							
Hotels	277,077	331,929	(54,852)	-16.5%	301,350	(24,273)	-8.1%
Motels	23,745	26,674	(2,929)	-11.0%	26,151	(2,406)	-9.2%
28 Day Motels	7,479	7,486	(7)	-0.1%	7,880	(401)	-5.1%
R.V. Parks	14,606	14,719	(113)	-0.8%	15,019	(413)	-2.7%
Vacation Rentals	5,141	4,540	601	13.2%	4,365	776	17.8%
Timehares	3,113	5,602	(2,489)	-44.4%	5,602	(2,489)	-44.4%
Home Owner Rentals	4,087	4,673	(586)	0.0%	4,673	(586)	0.0%
Total Occupied - Cash	335,248	395,623	(60,375)	-15.3%	365,040	(29,792)	-8.2%
Percentage of Occupancy - Cash							
Hotels	57.5%	68.6%	(11.1)	-16.2%	62.6%	(5.1)	-8.1%
Motels	55.8%	55.5%	0.3	0.5%	54.4%	1.4	2.6%
28 Day Motels	8.2%	7.7%	0.5	6.5%	8.1%	0.1	1.2%
R.V. Parks	26.3%	22.7%	3.6	15.9%	27.3%	(1.0)	-3.7%
Vacation Rentals	23.0%	23.6%	(0.6)	-2.5%	19.2%	3.8	19.8%
Timeshares	25.2%	44.7%	(19.5)	-43.6%	44.2%	(19.0)	-43.6%
Home Owner Rentals	27.4%	29.9%	(2.5)	-8.4%	27.5%	(0.1)	-0.4%
Total Occupancy Percentage - Cash	46.5%	53.4%	(6.9)	-12.9%	49.7%	(3.2)	-6.4%
Average Rates - Cash							
Hotels	\$134.37	\$121.77	\$12.60	10.3%	\$120.35	\$14.02	11.6%
Motels	\$74.35	\$72.24	\$2.11	2.9%	\$71.54	\$2.81	3.9%
28 Day Motels	\$45.89	\$46.24	(\$0.35)	-0.8%	\$43.49	\$2.40	5.5%
R.V. Parks	\$35.28	\$40.62	(\$5.34)	-13.1%	\$39.03	(\$3.75)	-9.6%
Vacation Rentals	\$236.07	\$264.61	(\$28.54)	-10.8%	\$263.37	(\$27.30)	-10.4%
Timeshares	\$86.53	\$41.64	\$44.89	107.8%	\$41.64	\$44.89	107.8%
Home Owner Rentals	\$285.55	\$259.60	\$25.95	0.0%	\$259.60	\$25.95	10.0%
Total Cash Average Rate	\$126.79	\$116.11	\$10.68	9.2%	\$114.13	\$12.66	11.1%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	335,248	395,623	(60,375)	-15.3%	365,040	(29,792)	-8.2%
Comp	79,749	77,106	2,643	3.4%	78,672	1,077	1.4%
28 Day	121,092	130,115	(9,023)	-6.9%	127,383	(6,291)	-4.9%
Total Occupied Rooms	536,089	602,844	(66,755)	-11.1%	571,095	(35,006)	-6.1%
Vacant	185,052	138,479	46,573	33.6%	163,808	21,244	13.0%
Total Available Rooms	721,141	741,323	(20,182)	-2.7%	734,903	(13,762)	-1.9%
Percentage of Occupancy							
Cash	46.5%	53.4%	(6.9)	-12.9%	49.7%	(3.2)	-6.4%
Comp	11.1%	10.4%	0.7	6.7%	10.7%	0.4	3.7%
28 Day	16.8%	17.6%	(0.8)	-4.5%	17.3%	(0.5)	-2.9%
Total Occupancy Percentage	74.3%	81.3%	(7.0)	-8.6%	77.7%	(3.4)	-4.4%
Vacant	25.7%	18.7%	7.0	37.4%	22.3%	3.4	15.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$42,506,002	\$45,937,640	(\$3,431,638)	-7.5%	\$41,663,505	\$842,497	2.0%
Comp	\$8,221,677	\$7,188,257	\$1,033,420	14.4%	\$7,188,257	\$1,033,420	14.4%
28 Day	\$3,781,206	\$4,074,300	(\$293,094)	-7.2%	\$4,069,389	(\$288,183)	-7.1%
Total Revenue	\$54,508,885	\$57,200,197	(\$2,691,312)	-4.7%	\$52,921,151	\$1,587,734	3.0%
Average Rates							
Cash	\$126.79	\$116.11	\$10.68	9.2%	\$114.13	\$12.66	11.1%
Comp	\$103.09	\$93.23	\$9.86	10.6%	\$91.37	\$11.72	12.8%
28 Day	\$31.23	\$31.31	(\$0.08)	-0.3%	\$31.95	(\$0.72)	-2.3%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	277,077	331,929	(54,852)	-16.5%	301,350	(24,273)	-8.1%
Comp	79,329	76,750	2,579	3.4%	78,316	1,013	1.3%
28 Day	11,179	10,577	602	5.7%	10,577	602	5.7%
Total Occupied Rooms	367,585	419,256	(51,671)	-12.3%	390,243	(22,658)	-5.8%
Vacant	114,600	64,734	49,866	77.0%	91,137	23,463	25.7%
Total Available Rooms	482,185	483,990	(1,805)	-0.4%	481,380	805	0.2%
Percentage of Occupancy							
Cash	57.5%	68.6%	(11.1)	-16.2%	62.6%	(5.1)	-8.1%
Comp	16.5%	15.9%	0.6	3.8%	16.3%	0.2	1.2%
28 Day	2.3%	2.2%	0.1	4.5%	2.2%	0.1	4.5%
Total Occupancy Percentage	76.2%	86.6%	(10.4)	-12.0%	81.1%	(4.9)	-6.0%
Vacant	23.8%	13.4%	10.4	77.6%	18.9%	4.9	25.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$37,232,016	\$40,419,051	(\$3,187,035)	-7.9%	\$36,267,921	\$964,095	2.7%
Comp	\$8,198,041	\$7,174,509	\$1,023,532	14.3%	\$7,174,509	\$1,023,532	14.3%
28 Day	\$910,836	\$917,849	(\$7,013)	-0.8%	\$917,849	(\$7,013)	-0.8%
Total Revenue	\$46,340,893	\$48,511,409	(\$2,170,516)	-4.5%	\$44,360,279	\$1,980,614	4.5%
Average Rates							
Cash	\$134.37	\$121.77	\$12.60	10.3%	\$120.35	\$14.02	11.6%
Comp	\$103.34	\$93.48	\$9.86	10.5%	\$91.61	\$11.73	12.8%
28 Day	\$81.48	\$86.78	(\$5.30)	-6.1%	\$86.78	(\$5.30)	-6.1%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	23,745	26,674	(2,929)	-11.0%	26,151	(2,406)	-9.2%
Comp	96	73	23	31.5%	73	23	31.5%
28 Day	3,428	3,942	(514)	-13.0%	3,942	(514)	-13.0%
Total Occupied Rooms	27,269	30,689	(3,420)	-11.1%	30,166	(2,897)	-9.6%
Vacant	15,284	17,384	(2,100)	-12.1%	17,907	(2,623)	-14.6%
Total Available Rooms	42,553	48,073	(5,520)	-11.5%	48,073	(5,520)	-11.5%
Percentage of Occupancy							
Cash	55.8%	55.5%	0.3	0.5%	54.4%	1.4	2.6%
Comp	0.2%	0.2%	-	0.0%	0.2%	-	0.0%
28 Day	8.1%	8.2%	(0.1)	-1.2%	8.2%	(0.1)	-1.2%
Total Occupancy Percentage	64.1%	63.8%	0.3	0.5%	62.8%	1.3	2.1%
Vacant	35.9%	36.2%	(0.3)	-0.8%	37.2%	(1.3)	-3.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,765,422	\$1,926,875	(\$161,453)	-8.4%	\$1,870,752	(\$105,330)	-5.6%
Comp	\$9,355	\$1,825	\$7,530	412.6%	\$1,825	\$7,530	412.6%
28 Day	\$157,682	\$181,579	(\$23,897)	-13.2%	\$181,579	(\$23,897)	-13.2%
Total Revenue	\$1,932,459	\$2,110,279	(\$177,820)	-8.4%	\$2,054,156	(\$121,697)	-5.9%
Average Rates							
Cash	\$74.35	\$72.24	\$2.11	2.9%	\$71.54	\$2.81	3.9%
Comp	\$97.45	\$25.00	\$72.45	289.8%	\$25.00	\$72.45	289.8%
28 Day	\$46.00	\$46.06	(\$0.06)	-0.1%	\$46.06	(\$0.06)	-0.1%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	7,479	7,486	(7)	-0.1%	7,880	(401)	-5.1%
Comp	30	30	-	0.0%	30	-	0.0%
28 Day	67,978	77,217	(9,239)	-12.0%	74,968	(6,990)	-9.3%
Total Occupied Rooms	75,487	84,733	(9,246)	-10.9%	82,878	(7,391)	-8.9%
Vacant	15,842	12,257	3,585	29.2%	15,000	842	5.6%
Total Available Rooms	91,329	96,990	(5,661)	-5.8%	97,878	(6,549)	-6.7%
Percentage of Occupancy							
Cash	8.2%	7.7%	0.5	6.5%	8.1%	0.1	1.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.4%	79.6%	(5.2)	-6.5%	76.6%	(2.2)	-2.9%
Total Occupancy Percentage	82.7%	87.4%	(4.7)	-5.4%	84.7%	(2.0)	-2.4%
Vacant	17.3%	12.6%	4.7	37.3%	15.3%	2.0	13.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$343,229	\$346,148	(\$2,919)	-0.8%	\$342,721	\$508	0.1%
Comp	\$500	\$500	\$0	0.0%	\$500	\$0	0.0%
28 Day	\$1,495,154	\$1,727,251	(\$232,097)	-13.4%	\$1,727,251	(\$232,097)	-13.4%
Total Revenue	\$1,838,883	\$2,073,899	(\$235,016)	-11.3%	\$2,070,472	(\$231,589)	-11.2%
Average Rates							
Cash	\$45.89	\$46.24	(\$0.35)	-0.8%	\$43.49	\$2.40	5.5%
Comp	\$16.67	\$16.67	\$0.00	0.0%	\$16.67	\$0.00	0.0%
28 Day	\$21.99	\$22.37	(\$0.38)	-1.7%	\$23.04	(\$1.05)	-4.6%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	14,606	14,719	(113)	-0.8%	15,019	(413)	-2.7%
Comp	283	242	41	16.9%	242	41	16.9%
28 Day	29,348	28,962	386	1.3%	28,394	954	3.4%
Total Occupied Rooms	44,237	43,923	314	0.7%	43,655	582	1.3%
Vacant	11,293	20,907	(9,614)	-46.0%	11,448	(155)	-1.4%
Total Available Rooms	55,530	64,830	(9,300)	-14.3%	55,103	427	0.8%
Percentage of Occupancy							
Cash	26.3%	22.7%	3.6	15.9%	27.3%	(1.0)	-3.7%
Comp	0.5%	0.4%	0.1	25.0%	0.4%	0.1	25.0%
28 Day	52.9%	44.7%	8.2	18.3%	51.5%	1.4	2.7%
Total Occupancy Percentage	79.7%	67.8%	11.9	17.6%	79.2%	0.5	0.6%
Vacant	20.3%	32.2%	(11.9)	-37.0%	20.8%	(0.5)	-2.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$515,286	\$597,851	(\$82,565)	-13.8%	\$586,128	(\$70,842)	-12.1%
Comp	\$12,580	\$9,673	\$2,907	30.1%	\$9,673	\$2,907	30.1%
28 Day	\$480,908	\$484,511	(\$3,603)	-0.7%	\$475,011	\$5,897	1.2%
Total Revenue	\$1,008,774	\$1,092,035	(\$83,261)	-7.6%	\$1,070,812	(\$62,038)	-5.8%
Average Rates							
Cash	\$35.28	\$40.62	(\$5.34)	-13.1%	\$39.03	(\$3.75)	-9.6%
Comp	\$44.45	\$39.97	\$4.48	11.2%	\$39.97	\$4.48	11.2%
28 Day	\$16.39	\$16.73	(\$0.34)	-2.0%	\$16.73	(\$0.34)	-2.0%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	5,141	4,540	601	13.2%	4,365	776	17.8%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	7,842	7,933	(91)	-1.1%	7,933	(91)	-1.1%
Total Occupied Rooms	12,983	12,473	510	4.1%	12,298	685	5.6%
Vacant	9,337	6,787	2,550	37.6%	10,494	(1,157)	-11.0%
Total Available Rooms	22,320	19,260	3,060	15.9%	22,792	(472)	-2.1%
Percentage of Occupancy							
Cash	23.0%	23.6%	(0.6)	-2.5%	19.2%	3.8	19.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	35.1%	41.2%	(6.1)	-14.8%	34.8%	0.3	0.9%
Total Occupancy Percentage	58.2%	64.8%	(6.6)	-10.2%	54.0%	4.2	7.8%
Vacant	41.8%	35.2%	6.6	18.8%	46.0%	(4.2)	-9.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,213,659	\$1,201,328	\$12,331	1.0%	\$1,149,596	\$64,063	5.6%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$592,663	\$598,486	(\$5,823)	-1.0%	\$598,486	(\$5,823)	-1.0%
Total Revenue	\$1,806,322	\$1,799,814	\$6,508	0.4%	\$1,748,082	\$58,240	3.3%
Average Rates							
Cash	\$236.07	\$264.61	(\$28.54)	-10.8%	\$263.37	(\$27.30)	-10.4%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$75.58	\$75.44	\$0.14	0.2%	\$75.44	\$0.14	0.2%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	3,113	5,602	(2,489)	-44.4%	5,602	(2,489)	-44.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	3,113	5,602	(2,489)	-44.4%	5,602	(2,489)	-44.4%
Vacant	9,217	6,938	2,279	32.8%	7,064	2,153	30.5%
Total Available Rooms	12,330	12,540	(210)	-1.7%	12,666	(336)	-2.7%
Percentage of Occupancy							
Cash	25.2%	44.7%	(19.5)	-43.6%	44.2%	(19.0)	-43.0%
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	25.2%	44.7%	(19.5)	-43.6%	44.2%	(19.0)	-43.0%
Vacant	74.8%	55.3%	19.5	35.3%	55.8%	19.0	34.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$269,364	\$233,264	\$36,100	15.5%	\$233,264	\$36,100	15.5%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$269,364	\$233,264	\$36,100	15.5%	\$233,264	\$36,100	15.5%
Average Rates							
Cash	\$86.53	\$41.64	\$44.89	107.8%	\$41.64	\$44.89	107.8%
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

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,087	4,673	(586)	-12.5%	4,673	(586)	-12.5%
Comp	11	11	-	0.0%	11	-	0.0%
28 Day	1,317	1,484	(167)	-11.3%	1,569	(252)	-16.1%
Total Occupied Rooms	5,415	6,168	(753)	-12.2%	6,253	(838)	-13.4%
Vacant	9,479	9,472	7	0.1%	10,758	(1,279)	-11.9%
Total Available Rooms	14,894	15,640	(746)	-4.8%	17,011	(2,117)	-12.4%
Percentage of Occupancy							
Cash	27.4%	29.9%	(2.5)	-8.4%	27.5%	(0.1)	-0.4%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	8.8%	9.5%	(0.7)	-7.4%	9.2%	(0.4)	-4.3%
Total Occupancy Percentage	36.4%	39.4%	(3.0)	-7.6%	36.8%	(0.4)	-1.1%
Vacant	63.6%	60.6%	3.0	5.0%	63.2%	0.4	0.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,167,026	\$1,213,123	(\$46,097)	-3.8%	\$1,213,123	(\$46,097)	-3.8%
Comp	\$1,201	\$1,750	(\$549)	-31.4%	\$1,750	(\$549)	-31.4%
28 Day	\$143,963	\$164,624	(\$20,661)	-12.6%	\$169,213	(\$25,250)	-14.9%
Total Revenue	\$1,312,190	\$1,379,497	(\$67,307)	-4.9%	\$1,384,086	(\$71,896)	-5.2%
Average Rates							
Cash	\$285.55	\$259.60	\$25.95	10.0%	\$259.60	\$25.95	10.0%
Comp	\$109.18	\$159.09	(\$49.91)	-31.4%	\$159.09	(\$49.91)	-31.4%
28 Day	\$109.31	\$110.93	(\$1.62)	-1.5%	\$107.85	\$1.46	1.4%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics - Year To Date

September 2018

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$128,414,166	\$129,915,085	(\$1,500,919)	-1.2%	\$126,963,437	\$1,450,729	1.1%
Occupied Rooms - Cash	1,026,368	1,134,770	(108,402)	-9.6%	1,120,228	(93,860)	-8.4%
Average Rate - Cash	\$125.12	\$114.49	\$10.63	9.3%	\$113.34	\$11.78	10.4%
Occupied Rooms							
Cash	1,026,368	1,134,770	(108,402)	-9.6%	1,120,228	(93,860)	-8.4%
Comp	248,338	244,327	4,011	1.6%	249,288	(950)	-0.4%
28 Day	372,523	400,347	(27,824)	-6.9%	391,697	(19,174)	-4.9%
Total Occupied Rooms	1,647,229	1,779,444	(132,215)	-7.4%	1,761,213	(113,984)	-6.5%
Percentage of Occupancy							
Cash	47.6%	52.0%	(4.4)	-8.5%	51.0%	(3.4)	-6.7%
Comp	11.5%	11.2%	0.3	2.7%	11.4%	0.1	0.9%
28 Day	17.3%	18.3%	(1.0)	-5.5%	17.8%	(0.5)	-2.8%
Total Percentage of Occupancy	76.3%	81.5%	(5.2)	-6.4%	80.2%	(3.9)	-4.9%
Market Segments							
Occupied Rooms - Cash							
Hotels	856,971	944,077	(87,106)	-9.2%	929,983	(73,012)	-7.9%
Motels	74,316	87,434	(13,118)	-15.0%	85,719	(11,403)	-13.3%
28 Day Motels	22,477	22,859	(382)	-1.7%	24,062	(1,585)	-6.6%
R.V. Parks	37,711	38,106	(395)	-1.0%	38,883	(1,172)	-3.0%
Vacation Rentals	20,698	18,538	2,160	11.7%	17,825	2,873	16.1%
Timeshares	10,108	19,083	(8,975)	-47.0%	19,083	(8,975)	-47.0%
Home Owner Rentals	4,087	4,673	(586)	-12.5%	4,673	(586)	-12.5%
Total Occupied - Cash	1,026,368	1,134,770	(108,402)	-9.6%	1,120,228	(93,860)	-8.4%
Percentage of Occupancy - Cash							
Hotels	59.2%	64.9%	(5.7)	-8.8%	64.3%	(5.1)	-7.9%
Motels	55.2%	60.2%	(5.0)	-8.3%	56.3%	(1.1)	-2.0%
28 Day Motels	7.8%	7.7%	0.1	1.3%	7.8%	0.0	0.0%
R.V. Parks	23.1%	22.2%	0.9	4.1%	24.0%	(0.9)	-3.8%
Vacation Rentals	29.5%	31.4%	(1.9)	-6.1%	25.1%	4.4	17.5%
Timeshares	26.0%	49.6%	(23.6)	-47.6%	48.0%	(22.0)	-45.8%
Home Owner Rentals	27.4%	29.9%	(2.5)	-8.4%	27.5%	(0.1)	-0.4%
Total Occupancy Percentage - Cash	47.6%	52.0%	(4.4)	-8.5%	51.0%	(3.4)	-6.7%
Average Rates - Cash							
Hotels	\$131.63	\$120.38	\$11.25	9.3%	\$119.52	\$12.11	10.1%
Motels	\$71.16	\$68.75	\$2.41	3.5%	\$68.09	\$3.07	4.5%
28 Day Motels	\$44.53	\$44.54	(\$0.01)	0.0%	\$41.89	\$2.64	6.3%
R.V. Parks	\$39.21	\$41.32	(\$2.11)	-5.1%	\$39.70	(\$0.49)	-1.2%
Vacation Rental	\$277.03	\$302.45	(\$25.42)	-8.4%	\$301.01	(\$23.98)	-8.0%
Timeshares	\$92.96	\$44.15	\$48.81	110.6%	\$44.15	\$48.81	110.6%
Home Owner Rentals	\$285.55	\$259.60	\$25.95	10.0%	\$259.60	\$25.95	10.0%
Total Cash Average Rate	\$125.12	\$114.49	\$10.63	9.3%	\$113.34	\$11.78	10.4%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics - Year To Date

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	1,026,368	1,134,770	(108,402)	-9.6%	1,120,228	(93,860)	-8.4%	
Comp	248,338	244,327	4,011	1.6%	249,288	(950)	-0.4%	
28 Day	372,523	400,347	(27,824)	-6.9%	391,697	(19,174)	-4.9%	
Total Occupied Rooms	1,647,229	1,779,444	(132,215)	-7.4%	1,761,213	(113,984)	-6.5%	
Vacant	510,746	403,410	107,336	26.6%	434,272	76,474	17.6%	
Total Available Rooms	2,157,975	2,182,854	(24,879)	-1.1%	2,195,485	(37,510)	-1.7%	
Percentage of Occupancy								
Cash	47.6%	52.0%	(4.4)	-8.5%	51.0%	(3.4)	-6.7%	
Comp	11.5%	11.2%	0.3	2.7%	11.4%	0.1	0.9%	
28 Day	17.3%	18.3%	(1.0)	-5.5%	17.8%	(0.5)	-2.8%	
Total Occupancy Percentage	76.3%	81.5%	(5.2)	-6.4%	80.2%	(3.9)	-4.9%	
Vacant	23.7%	18.5%	5.2	28.1%	19.8%	3.9	19.7%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$128,414,166	\$129,915,085	(\$1,500,919)	-1.2%	\$126,963,437	\$1,450,729	1.1%	
Comp	\$23,614,677	\$20,975,123	\$2,639,554	12.6%	\$20,975,122	\$2,639,555	12.6%	
28 Day	\$11,860,793	\$10,257,306	\$1,603,487	15.6%	\$11,963,073	(\$102,280)	-0.9%	
Total Revenue	\$163,889,636	\$161,147,514	\$2,742,122	1.7%	\$159,901,632	\$3,988,004	2.5%	
Average Rates								
Cash	\$125.12	\$114.49	\$10.63	9.3%	\$113.34	\$11.78	10.4%	
Comp	\$95.09	\$85.85	\$9.24	10.8%	\$84.14	\$10.95	13.0%	
28 Day	\$31.84	\$25.62	\$6.22	24.3%	\$30.54	\$1.30	4.3%	

Reno-Sparks Convention and Visitors Authority

Hotel Statistics - Year To Date

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	856,971	944,077	(87,106)	-9.2%	929,983	(73,012)	-7.9%
Comp	247,226	243,091	4,135	1.7%	248,052	(826)	-0.3%
28 Day	35,787	31,809	3,978	12.5%	31,809	3,978	12.5%
Total Occupied Rooms	1,139,984	1,218,977	(78,993)	-6.5%	1,209,844	(69,860)	-5.8%
Vacant	308,499	236,349	72,150	30.5%	236,719	71,780	30.3%
Total Available Rooms	1,448,483	1,455,326	(6,843)	-0.5%	1,446,563	1,920	0.1%
Percentage of Occupancy							
Cash	59.2%	64.9%	(5.7)	-8.8%	64.3%	(5.1)	-7.9%
Comp	17.1%	16.7%	0.4	2.4%	17.1%	-	0.0%
28 Day	2.5%	2.2%	0.3	13.6%	2.2%	0.3	13.6%
Total Occupancy Percentage	78.7%	83.8%	(5.1)	-6.1%	83.6%	(4.9)	-5.9%
Vacant	21.3%	16.2%	5.1	31.5%	16.4%	4.9	29.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$112,805,813	\$113,648,455	(\$842,642)	-0.7%	\$111,154,297	\$1,651,516	1.5%
Comp	\$23,553,045	\$20,921,008	\$2,632,037	12.6%	\$20,921,008	\$2,632,037	12.6%
28 Day	\$2,950,051	\$2,780,259	\$169,792	6.1%	\$2,780,259	\$169,792	6.1%
Total Revenue	\$139,308,909	\$137,349,722	\$1,959,187	1.4%	\$134,855,564	\$4,453,345	3.3%
Average Rates							
Cash	\$131.63	\$120.38	\$11.25	9.3%	\$119.52	\$12.11	10.1%
Comp	\$95.27	\$86.06	\$9.21	10.7%	\$84.34	\$10.93	13.0%
28 Day	\$82.43	\$87.40	(\$4.97)	-5.7%	\$87.40	(\$4.97)	-5.7%

Reno-Sparks Convention and Visitors Authority

Motel Statistics - Year To Date

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	74,316	87,434	(13,118)	-15.0%	85,719	(11,403)	-13.3%
Comp	266	496	(230)	-46.4%	496	(230)	-46.4%
28 Day	10,545	13,805	(3,260)	-23.6%	13,805	(3,260)	-23.6%
Total Occupied Rooms	85,127	101,735	(16,608)	-16.3%	100,020	(14,893)	-14.9%
Vacant	49,485	43,417	6,068	14.0%	52,117	(2,632)	-5.1%
Total Available Rooms	134,612	145,152	(10,540)	-7.3%	152,137	(17,525)	-11.5%
Percentage of Occupancy							
Cash	55.2%	60.2%	(5.0)	-8.3%	56.3%	(1.1)	-2.0%
Comp	0.2%	0.3%	(0.1)	-33.3%	0.3%	(0.1)	-33.3%
28 Day	7.8%	9.5%	(1.7)	-17.9%	9.1%	(1.3)	-14.3%
Total Occupancy Percentage	63.2%	70.1%	(6.9)	-9.8%	65.7%	(2.5)	-3.8%
Vacant	36.8%	29.9%	6.9	23.1%	34.3%	2.5	7.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$5,288,212	\$6,011,362	(\$723,150)	-12.0%	\$5,836,273	(\$548,061)	-9.4%
Comp	\$18,790	\$21,517	(\$2,727)	-12.7%	\$21,517	(\$2,727)	-12.7%
28 Day	\$478,225	\$598,484	(\$120,259)	-20.1%	\$598,483	(\$120,258)	-20.1%
Total Revenue	\$5,785,227	\$6,631,363	(\$846,136)	-12.8%	\$6,456,273	(\$671,046)	-10.4%
Average Rates							
Cash	\$71.16	\$68.75	\$2.41	3.5%	\$68.09	\$3.07	4.5%
Comp	\$70.64	\$43.38	\$27.26	62.8%	\$43.38	\$27.26	62.8%
28 Day	\$45.35	\$43.35	\$2.00	4.6%	\$43.35	\$2.00	4.6%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics - Year To Date

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	22,477	22,859	(382)	-1.7%	24,062	(1,585)	-6.6%
Comp	90	30	60	200.0%	30	60	200.0%
28 Day	210,873	240,351	(29,478)	-12.3%	233,350	(22,477)	-9.6%
Total Occupied Rooms	233,440	263,240	(29,800)	-11.3%	257,442	(24,002)	-9.3%
Vacant	54,405	34,196	20,209	59.1%	49,732	4,673	9.4%
Total Available Rooms	287,845	297,436	(9,591)	-3.2%	307,174	(19,329)	-6.3%
Percentage of Occupancy							
Cash	7.8%	7.7%	0.1	1.3%	7.8%	-	0.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	73.3%	80.8%	(7.5)	-9.3%	76.0%	(2.7)	-3.6%
Total Occupancy Percentage	81.1%	88.5%	(7.4)	-8.4%	83.8%	(2.7)	-3.2%
Vacant	18.9%	11.5%	7.4	64.3%	16.2%	2.7	16.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,000,839	\$1,018,093	(\$17,254)	-1.7%	\$1,008,013	(\$7,174)	-0.7%
Comp	\$1,500	\$500	\$1,000	200.0%	\$500	\$1,000	200.0%
28 Day	\$4,861,101	\$3,410,225	\$1,450,876	42.5%	\$5,139,256	(\$278,155)	-5.4%
		\$5,140,288					
Total Revenue	\$5,863,440	\$9,569,106	(\$3,705,666)	-38.7%	\$6,147,769	(\$284,329)	-4.6%
Average Rates							
Cash	\$44.53	\$44.54	(\$0.01)	0.0%	\$41.89	\$2.64	6.3%
Comp	\$16.67	\$16.67	\$0.00	0.0%	\$16.67	\$0.00	0.0%
28 Day	\$23.05	\$14.19	\$8.86	62.4%	\$22.02	\$1.03	4.7%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics - Year To Date

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	37,711	38,106	(395)	-1.0%	38,883	(1,172)	-3.0%
Comp	745	699	46	6.6%	699	46	6.6%
28 Day	88,973	88,445	528	0.6%	86,711	2,262	2.6%
Total Occupied Rooms	127,429	127,250	179	0.1%	126,293	1,136	0.9%
Vacant	35,795	44,530	(8,735)	-19.6%	35,636	159	0.4%
Total Available Rooms	163,224	171,780	(8,556)	-5.0%	161,929	1,295	0.8%
Percentage of Occupancy							
Cash	23.1%	22.2%	0.9	4.1%	24.0%	(0.9)	-3.8%
Comp	0.5%	0.4%	0.1	25.0%	0.4%	0.1	25.0%
28 Day	54.5%	51.5%	3.0	5.8%	53.5%	1.0	1.9%
Total Occupancy Percentage	78.1%	74.1%	4.0	5.4%	78.0%	0.1	0.1%
Vacant	21.9%	25.9%	(4.0)	-15.4%	22.0%	(0.1)	-0.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,478,748	\$1,574,621	(\$95,873)	-6.1%	\$1,543,746	(\$64,998)	-4.2%
Comp	\$40,141	\$30,348	\$9,793	32.3%	\$30,347	\$9,794	32.3%
28 Day	\$1,454,198	\$1,420,463	\$33,735	2.4%	\$1,392,611	\$61,587	4.4%
Total Revenue	\$2,973,087	\$3,025,432	(\$52,345)	-1.7%	\$2,966,704	\$6,383	0.2%
Average Rates							
Cash	\$39.21	\$41.32	(\$2.11)	-5.1%	\$39.70	(\$0.49)	-1.2%
Comp	\$53.88	\$43.42	\$10.46	24.1%	\$43.41	\$10.47	24.1%
28 Day	\$16.34	\$16.06	\$0.28	1.7%	\$16.06	\$0.28	1.7%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics - Year To Date

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	20,698	18,538	2,160	11.7%	17,825	2,873	16.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	25,028	24,453	575	2.4%	24,453	575	2.4%
Total Occupied Rooms	45,726	42,991	2,735	6.4%	42,278	3,448	8.2%
Vacant	24,361	16,073	8,288	51.6%	28,659	(4,298)	-15.0%
Total Available Rooms	70,087	59,064	11,023	18.7%	70,937	(850)	-1.2%
Percentage of Occupancy							
Cash	29.5%	31.4%	(1.9)	-6.1%	25.1%	4.4	17.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	35.7%	41.4%	(5.7)	-13.8%	34.5%	1.2	3.5%
Total Occupancy Percentage	65.2%	72.8%	(7.6)	-10.4%	59.6%	5.6	9.4%
Vacant	34.8%	27.2%	7.6	27.9%	40.4%	(5.6)	-13.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$5,733,891	\$5,606,900	\$126,991	2.3%	\$5,365,454	\$368,437	6.9%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,973,255	\$1,883,251	\$90,004	4.8%	\$1,883,251	\$90,004	4.8%
Total Revenue	\$7,707,146	\$7,490,151	\$216,995	2.9%	\$7,248,705	\$458,441	6.3%
Average Rates							
Cash	\$277.03	\$302.45	(\$25.42)	-8.4%	\$301.01	(\$23.98)	-8.0%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$78.84	\$77.02	\$1.82	2.4%	\$77.02	\$1.82	2.4%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics - Year To Date

September 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	10,108	19,083	(8,975)	-47.0%	19,083	(8,975)	-47.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	10,108	19,083	(8,975)	-47.0%	19,083	(8,975)	-47.0%
Vacant	28,722	19,373	9,349	48.3%	20,651	8,071	39.1%
Total Available Rooms	38,830	38,456	374	1.0%	39,734	(904)	-2.3%
Percentage of Occupancy							
Cash	26.0%	49.6%	(23.6)	-47.6%	48.0%	(22.0)	-45.8%
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	26.0%	49.6%	(23.6)	-47.6%	48.0%	(22.0)	-45.8%
Vacant	74.0%	50.4%	23.6	46.8%	52.0%	22.0	42.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$939,637	\$842,531	\$97,106	11.5%	\$842,531	\$97,106	11.5%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$939,637	\$842,531	\$97,106	11.5%	\$842,531	\$97,106	11.5%
Average Rates							
Cash	\$92.96	\$44.15	\$48.81	110.6%	\$44.15	\$48.81	110.6%
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	4,087	4,673	(586)	-12.5%	4,673	(586)	-12.5%
Comp	11	11	-	0.0%	11	-	0.0%
28 Day	1,317	1,484	(167)	-11.3%	1,569	(252)	-16.1%
Total Occupied Rooms	5,415	6,168	(753)	-12.2%	6,253	(838)	-13.4%
Vacant	9,479	9,472	7	0.1%	10,758	(1,279)	-11.9%
Total Available Rooms	14,894	15,640	(746)	-4.8%	17,011	(2,117)	-12.4%
Percentage of Occupancy							
Cash	27.4%	29.9%	(2.5)	-8.4%	27.5%	(0.1)	-0.4%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	8.8%	9.5%	(0.7)	-7.4%	9.2%	(0.4)	-4.3%
Total Occupancy Percentage	36.4%	39.4%	(3.0)	-7.6%	36.8%	(0.4)	-1.1%
Vacant	63.6%	60.6%	3.0	5.0%	63.2%	0.4	0.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,167,026	\$1,213,123	(\$46,097)	-3.8%	\$1,213,123	(\$46,097)	-3.8%
Comp	\$1,201	\$1,750	(\$549)	-31.4%	\$1,750	(\$549)	-31.4%
28 Day	\$143,963	\$164,624	(\$20,661)	-12.6%	\$169,213	(\$25,250)	-14.9%
Total Revenue	\$1,312,190	\$1,379,497	(\$67,307)	-4.9%	\$1,384,086	(\$71,896)	-5.2%
Average Rates							
Cash	\$285.55	\$259.60	\$25.95	10.0%	\$259.60	\$25.95	10.0%
Comp	\$109.18	\$159.09	(\$49.91)	-31.4%	\$159.09	(\$49.91)	-31.4%
28 Day	\$109.31	\$110.93	(\$1.62)	-1.5%	\$107.85	\$1.46	1.4%

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

Current Month Actual September 2018	Last Year Actual September 2017			Tax District	Year To Date Actual July 2018 - September 2018	Last Year - Year To Date Actual July 2017 - September 2017		
	Amount	Increase (Decrease) Amount % Percent				Amount	Increase (Decrease) Amount % Percent	
\$19,792,776	\$19,674,431	\$118,346	0.6%	Reno B	\$57,420,912	\$57,087,457	\$333,455	0.6%
\$11,867,020	\$11,405,821	\$461,200	4.0%	Reno D	\$33,567,503	\$34,120,488	(\$552,985)	-1.6%
\$678,853	\$715,107	(\$36,254)	-5.1%	Reno E	\$2,177,588	\$2,144,386	\$33,202	1.5%
\$32,338,650	\$31,795,359	\$543,292	1.7%	Total Reno	\$93,166,002	\$93,352,331	(\$186,329)	-0.2%
\$61,381	\$80,319	(\$18,937)	-23.6%	Washoe A	\$155,281	\$160,151	(\$4,871)	-3.0%
\$5,433,042	\$5,189,555	\$243,487	4.7%	Washoe B	\$20,384,062	\$19,286,574	\$1,097,488	5.7%
\$5,494,423	\$5,269,874	\$224,550	4.3%	Total Washoe Co.	\$20,539,343	\$19,446,725	\$1,092,618	5.6%
\$4,672,929	\$4,598,272	\$74,657	1.6%	Sparks	\$14,708,821	\$14,164,381	\$544,439	3.8%
\$42,506,002	\$41,663,505	\$842,497	2.0%	Total Taxable Revenue	\$128,414,166	\$126,963,437	\$1,450,729	1.1%

<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
September 2018**

Current Month Actual September 2018	Last Year Actual September 2017			Tax District	Year To Date Actual July 2018 - September 2018	Last Year - Year To Date Actual July 2017 - September 2018		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
162,015	173,217	(11,202)	-6.5%	Reno B	482,665	515,683	(33,018)	-6.4%
96,382	110,188	(13,806)	-12.5%	Reno D	301,549	351,569	(50,020)	-14.2%
5,213	6,027	(814)	-13.5%	Reno E	16,906	17,869	(963)	-5.4%
263,610	289,432	(25,822)	-8.9%	Total Reno	801,120	885,121	(84,001)	-9.5%
1,824	1,964	(140)	-7.1%	Washoe A	4,869	4,826	43	0.9%
19,593	19,699	(106)	-0.5%	Washoe B	61,920	61,715	205	0.3%
21,417	21,663	(246)	-1.1%	Total Washoe Co.	66,789	66,541	248	0.4%
50,221	53,945	(3,724)	-6.9%	Sparks	158,459	168,566	(10,107)	-6.0%
335,248	365,040	(29,792)	-8.2%	Total Taxable Rooms	1,026,368	1,120,228	(93,860)	-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

**Reno-Sparks Convention and Visitors Authority
Average Daily Rate by District
September 2018**

Current Month Actual September 2018	Last Year Actual September 2017			Tax District	Year To Date Actual July 2018 - September 2018	Last Year - Year To Date Actual July 2017 - September 2017		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
\$122.17 \$123.12 \$130.22 \$122.68	\$113.58 \$103.51 \$118.65 \$109.85	\$8.58 \$19.61 \$11.57 \$12.82	7.6% 18.9% 9.8% 11.7%	Reno B Reno D Reno E Total Reno	\$118.97 \$111.32 \$128.81 \$116.29	\$110.70 \$97.05 \$120.01 \$105.47	\$8.26 \$14.26 \$8.80 \$10.83	7.5% 14.7% 7.3% 10.3%
\$33.65 \$277.30 \$256.54	\$40.90 \$263.44 \$243.27	-\$7.24 \$13.85 \$13.28	-17.7% 5.3% 5.5%	Washoe A Washoe B Total Washoe Co.	\$31.89 \$329.20 \$307.53	\$33.19 \$312.51 \$292.25	-\$1.29 \$16.69 \$15.27	-3.9% 5.3% 5.2%
\$93.05	\$85.24	\$7.81	9.2%	Sparks	\$92.82	\$84.03	\$8.80	10.5%
\$126.79	\$114.13	\$12.66	11.1%	Total Average Daily Rate	\$125.12	\$113.34	\$11.78	10.4%

<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