

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

## November 2018

### Room Statistics

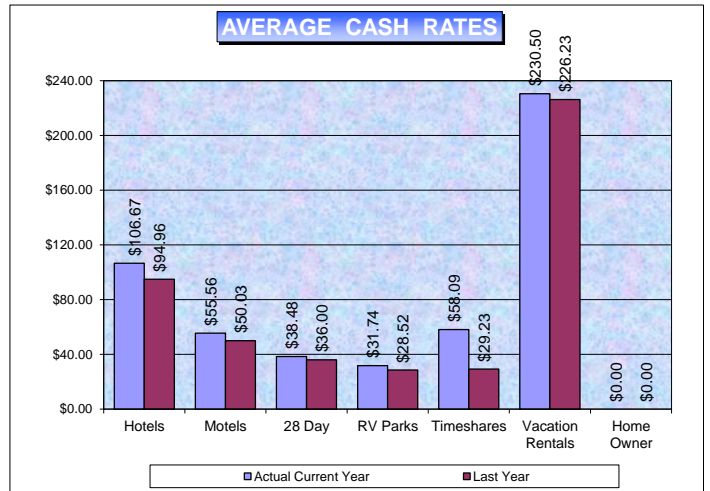
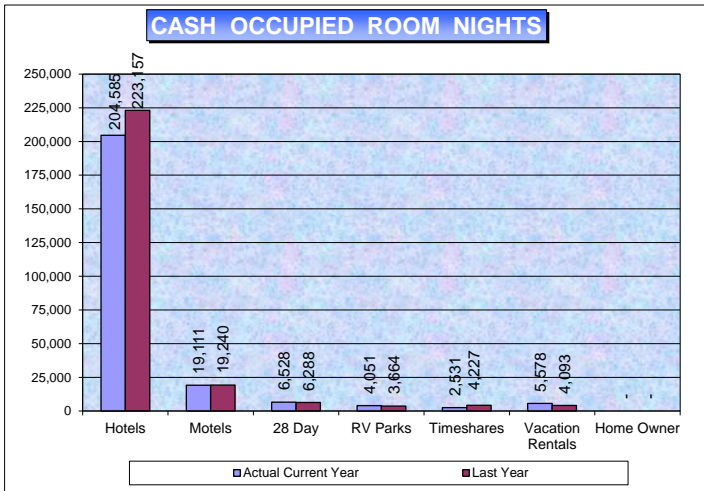
Taxable room revenues for the month of \$24,696,460 are above prior year by \$1,162,684 (4.9%). Cash occupied room nights of 242,384 are below prior year by 18,285 (-7.0%). Comp occupied room nights of 69,892 are above prior year by 5,361 (8.3%), and 28-day occupied room nights of 118,827 are below prior year by 7,972 (-6.3%). Total occupied rooms for the month (Cash,Comp, 28-day) are 431,103 (-4.6%) below the prior year.

Overall, Washoe County occupancy percentages of 62.8% for the month is 3.2% below the 64.9% level of the prior year. There were 9,710 (-1.4%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$101.89 increased \$11.61 (12.9%), compared to \$90.28 for the prior year.

Year-to-date cash occupied room nights of 1,555,057 are 131,221 (-7.8%) below prior year. Cash average rates year-to-date of \$117.89 are \$11.37 (10.7%) above the prior year. Year-to-date, total taxable room revenues of \$183,330,351 are \$3,708,356 (2.1%) above prior year.

November 2018						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	471,897	204,585	\$106.67	\$94.96	\$11.71	12.3%
Motels	40,967	19,111	\$55.56	\$50.03	\$5.53	11.1%
28 Day	88,417	6,528	\$38.48	\$36.00	\$2.48	6.9%
RV Parks	48,450	4,051	\$31.74	\$28.52	\$3.22	11.3%
Timeshares	12,721	2,531	\$58.09	\$29.23	\$28.86	98.7%
Vacation Rentals	24,197	5,578	\$230.50	\$226.23	\$4.27	1.9%
Home Owner	-	-	\$0.00	\$0.00	\$0.00	0.0%
<b>Totals</b>	<b>686,649</b>	<b>242,384</b>	<b>\$101.89</b>	<b>\$90.28</b>	<b>\$11.61</b>	<b>12.9%</b>



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

November 2018

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$24,696,460</b>	<b>\$24,125,062</b>	<b>\$571,398</b>	<b>2.4%</b>	<b>\$23,533,776</b>	<b>\$1,162,684</b>	<b>4.9%</b>
<b>Occupied Rooms - Cash</b>	<b>242,384</b>	<b>264,541</b>	<b>(22,157)</b>	<b>-8.4%</b>	<b>260,669</b>	<b>(18,285)</b>	<b>-7.0%</b>
<b>Average Rate - Cash</b>	<b>\$101.89</b>	<b>\$91.20</b>	<b>\$10.69</b>	<b>11.7%</b>	<b>\$90.28</b>	<b>\$11.61</b>	<b>12.9%</b>
<b>Occupied Rooms</b>							
Cash	242,384	264,541	(22,157)	-8.4%	260,669	(18,285)	-7.0%
Comp	69,892	63,248	6,644	10.5%	64,531	5,361	8.3%
28 Day	118,827	129,589	(10,762)	-8.3%	126,799	(7,972)	-6.3%
<b>Total Occupied Rooms</b>	<b>431,103</b>	<b>457,378</b>	<b>(26,275)</b>	<b>-5.7%</b>	<b>451,999</b>	<b>(20,896)</b>	<b>-4.6%</b>
<b>Percentage of Occupancy</b>							
Cash	35.3%	38.0%	(2.7)	-7.1%	37.4%	(2.1)	-5.6%
Comp	10.2%	9.1%	1.1	12.1%	9.3%	0.9	9.7%
28 Day	17.3%	18.6%	(1.3)	-7.0%	18.2%	(0.9)	-4.9%
<b>Total Percentage of Occupancy</b>	<b>62.8%</b>	<b>65.7%</b>	<b>(2.9)</b>	<b>-4.4%</b>	<b>64.9%</b>	<b>(2.1)</b>	<b>-3.2%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	204,585	226,867	(22,282)	-9.8%	223,157	(18,572)	-8.3%
Motels	19,111	19,625	(514)	-2.6%	19,240	(129)	-0.7%
28 Day Motels	6,528	5,974	554	9.3%	6,288	240	3.8%
R.V. Parks	4,051	3,591	460	12.8%	3,664	387	10.6%
Vacation Rentals	5,578	4,257	1,321	31.0%	4,093	1,485	36.3%
Timehares	2,531	4,227	(1,696)	-40.1%	4,227	(1,696)	-40.1%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied - Cash</b>	<b>242,384</b>	<b>264,541</b>	<b>(22,157)</b>	<b>-8.4%</b>	<b>260,669</b>	<b>(18,285)</b>	<b>-7.0%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	43.4%	47.8%	(4.4)	-9.2%	47.8%	(4.4)	-9.2%
Motels	46.6%	47.4%	(0.8)	-1.7%	43.8%	2.8	6.4%
28 Day Motels	7.4%	6.2%	1.2	19.4%	6.4%	1.0	15.6%
R.V. Parks	8.4%	6.9%	1.5	21.7%	7.1%	1.3	18.3%
Vacation Rentals	23.1%	22.1%	1.0	4.5%	18.2%	4.9	26.9%
Timeshares	19.9%	33.7%	(13.8)	-40.9%	32.9%	(13.0)	-40.9%
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>35.3%</b>	<b>38.0%</b>	<b>(2.7)</b>	<b>-7.1%</b>	<b>37.4%</b>	<b>(2.1)</b>	<b>-5.6%</b>
<b>Average Rates - Cash</b>							
Hotels	\$106.67	\$95.68	\$10.99	11.5%	\$94.96	\$11.71	12.3%
Motels	\$55.56	\$50.52	\$5.04	10.0%	\$50.03	\$5.53	11.1%
28 Day Motels	\$38.48	\$38.28	\$0.20	0.5%	\$36.00	\$2.48	6.9%
R.V. Parks	\$31.74	\$29.68	\$2.06	6.9%	\$28.52	\$3.22	11.3%
Vacation Rentals	\$230.50	\$227.30	\$3.20	1.4%	\$226.23	\$4.27	1.9%
Timeshares	\$58.09	\$29.23	\$28.86	98.7%	\$29.23	\$28.86	98.7%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
<b>Total Cash Average Rate</b>	<b>\$101.89</b>	<b>\$91.20</b>	<b>\$10.69</b>	<b>11.7%</b>	<b>\$90.28</b>	<b>\$11.61</b>	<b>12.9%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**November 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	242,384	264,541	(22,157)	-8.4%	260,669	(18,285)	-7.0%
Comp	69,892	63,248	6,644	10.5%	64,531	5,361	8.3%
28 Day	118,827	129,589	(10,762)	-8.3%	126,799	(7,972)	-6.3%
<b>Total Occupied Rooms</b>	<b>431,103</b>	<b>457,378</b>	<b>(26,275)</b>	<b>-5.7%</b>	<b>451,999</b>	<b>(20,896)</b>	<b>-4.6%</b>
Vacant	255,546	239,282	16,264	6.8%	244,360	11,186	4.6%
Total Available Rooms	686,649	696,660	(10,011)	-1.4%	696,359	(9,710)	-1.4%
<b>Percentage of Occupancy</b>							
Cash	35.3%	38.0%	(2.7)	-7.1%	37.4%	(2.1)	-5.6%
Comp	10.2%	9.1%	1.1	12.1%	9.3%	0.9	9.7%
28 Day	17.3%	18.6%	(1.3)	-7.0%	18.2%	(0.9)	-4.9%
<b>Total Occupancy Percentage</b>	<b>62.8%</b>	<b>65.7%</b>	<b>(2.9)</b>	<b>-4.4%</b>	<b>64.9%</b>	<b>(2.1)</b>	<b>-3.2%</b>
Vacant	37.2%	34.3%	2.9	8.5%	35.1%	2.1	6.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$24,696,460</b>	<b>\$24,125,062</b>	<b>\$571,398</b>	<b>2.4%</b>	<b>\$23,533,776</b>	<b>\$1,162,684</b>	<b>4.9%</b>
Comp	\$6,162,598	\$5,142,701	\$1,019,897	19.8%	\$5,143,201	\$1,019,397	19.8%
28 Day	\$3,773,315	\$3,846,405	(\$73,090)	-1.9%	\$3,872,625	(\$99,310)	-2.6%
Total Revenue	\$34,632,373	\$33,114,168	\$1,518,205	4.6%	\$32,549,602	\$2,082,771	6.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$101.89</b>	<b>\$91.20</b>	<b>\$10.69</b>	<b>11.7%</b>	<b>\$90.28</b>	<b>\$11.61</b>	<b>12.9%</b>
Comp	\$88.17	\$81.31	\$6.86	8.4%	\$79.70	\$8.47	10.6%
28 Day	\$31.75	\$29.68	\$2.07	7.0%	\$30.54	\$1.21	4.0%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics**

**November 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	204,585	226,867	(22,282)	-9.8%	223,157	(18,572)	-8.3%
Comp	69,633	62,864	6,769	10.8%	64,147	5,486	8.6%
28 Day	11,718	10,983	735	6.7%	10,983	735	6.7%
<b>Total Occupied Rooms</b>	<b>285,936</b>	<b>300,714</b>	<b>(14,778)</b>	<b>-4.9%</b>	<b>298,287</b>	<b>(12,351)</b>	<b>-4.1%</b>
Vacant	185,961	174,006	11,955	6.9%	168,838	17,123	10.1%
Total Available Rooms	471,897	474,720	(2,823)	-0.6%	467,125	4,772	1.0%
<b>Percentage of Occupancy</b>							
Cash	43.4%	47.8%	(4.4)	-9.2%	47.8%	(4.4)	-9.2%
Comp	14.8%	13.2%	1.6	12.1%	13.7%	1.1	8.0%
28 Day	2.5%	2.3%	0.2	8.7%	2.4%	0.1	4.2%
<b>Total Occupancy Percentage</b>	<b>60.6%</b>	<b>63.3%</b>	<b>(2.7)</b>	<b>-4.3%</b>	<b>63.9%</b>	<b>(3.3)</b>	<b>-5.2%</b>
Vacant	39.4%	36.7%	2.7	7.4%	36.1%	3.3	9.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$21,822,071</b>	<b>\$21,707,251</b>	<b>\$114,820</b>	<b>0.5%</b>	<b>\$21,190,862</b>	<b>\$631,209</b>	<b>3.0%</b>
Comp	\$6,151,393	\$5,131,620	\$1,019,773	19.9%	\$5,131,620	\$1,019,773	19.9%
28 Day	\$942,715	\$954,034	(\$11,319)	-1.2%	\$954,034	(\$11,319)	-1.2%
Total Revenue	\$28,916,179	\$27,792,905	\$1,123,274	4.0%	\$27,276,516	\$1,639,663	6.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$106.67</b>	<b>\$95.68</b>	<b>\$10.99</b>	<b>11.5%</b>	<b>\$94.96</b>	<b>\$11.71</b>	<b>12.3%</b>
Comp	\$88.34	\$81.63	\$6.71	8.2%	\$80.00	\$8.34	10.4%
28 Day	\$80.45	\$86.86	(\$6.41)	-7.4%	\$86.86	(\$6.41)	-7.4%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

#### November 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	19,111	19,625	(514)	-2.6%	19,240	(129)	-0.7%
Comp	111	264	(153)	-58.0%	264	(153)	-58.0%
28 Day	3,288	3,298	(10)	-0.3%	3,298	(10)	-0.3%
<b>Total Occupied Rooms</b>	<b>22,510</b>	<b>23,187</b>	<b>(677)</b>	<b>-2.9%</b>	<b>22,802</b>	<b>(292)</b>	<b>-1.3%</b>
Vacant	18,457	18,213	244	1.3%	21,161	(2,704)	-12.8%
Total Available Rooms	40,967	41,400	(433)	-1.0%	43,963	(2,996)	-6.8%
<b>Percentage of Occupancy</b>							
Cash	46.6%	47.4%	(0.8)	-1.7%	43.8%	2.8	6.4%
Comp	0.3%	0.6%	(0.3)	-50.0%	0.6%	(0.3)	-50.0%
28 Day	8.0%	8.0%	-	0.0%	7.5%	0.5	6.7%
<b>Total Occupancy Percentage</b>	<b>54.9%</b>	<b>56.0%</b>	<b>(1.1)</b>	<b>-2.0%</b>	<b>51.9%</b>	<b>3.0</b>	<b>5.8%</b>
Vacant	45.1%	44.0%	1.1	2.5%	48.1%	(3.0)	-6.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,061,833</b>	<b>\$991,366</b>	<b>\$70,467</b>	<b>7.1%</b>	<b>\$962,491</b>	<b>\$99,342</b>	<b>10.3%</b>
Comp	\$6,855	\$7,860	(\$1,005)	-12.8%	\$7,860	(\$1,005)	-12.8%
28 Day	\$138,503	\$129,084	\$9,419	7.3%	\$129,084	\$9,419	7.3%
Total Revenue	\$1,207,191	\$1,128,310	\$78,881	7.0%	\$1,099,435	\$107,756	9.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$55.56</b>	<b>\$50.52</b>	<b>\$5.04</b>	<b>10.0%</b>	<b>\$50.03</b>	<b>\$5.53</b>	<b>11.1%</b>
Comp	\$61.76	\$29.77	\$31.99	107.5%	\$29.77	\$31.99	107.5%
28 Day	\$42.12	\$39.14	\$2.98	7.6%	\$39.14	\$2.98	7.6%

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics**

**November 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,528	5,974	554	9.3%	6,288	240	3.8%
Comp	30	30	-	0.0%	30	-	0.0%
28 Day	67,319	73,782	(6,463)	-8.8%	71,633	(4,314)	-6.0%
<b>Total Occupied Rooms</b>	<b>73,877</b>	<b>79,786</b>	<b>(5,909)</b>	<b>-7.4%</b>	<b>77,951</b>	<b>(4,074)</b>	<b>-5.2%</b>
Vacant	14,540	17,204	(2,664)	-15.5%	20,279	(5,739)	-28.3%
Total Available Rooms	88,417	96,990	(8,573)	-8.8%	98,230	(9,813)	-10.0%
<b>Percentage of Occupancy</b>							
Cash	7.4%	6.2%	1.2	19.4%	6.4%	1.0	15.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	76.1%	76.1%	-	0.0%	72.9%	3.2	4.4%
<b>Total Occupancy Percentage</b>	<b>83.6%</b>	<b>82.3%</b>	<b>1.3</b>	<b>1.6%</b>	<b>79.4%</b>	<b>4.2</b>	<b>5.3%</b>
Vacant	16.4%	17.7%	(1.3)	-7.3%	20.6%	(4.2)	-20.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$251,210</b>	<b>\$228,657</b>	<b>\$22,553</b>	<b>9.9%</b>	<b>\$226,393</b>	<b>\$24,817</b>	<b>11.0%</b>
Comp	\$500	\$0	\$500	100.0%	\$500	\$0	0.0%
28 Day	\$1,658,056	\$1,556,759	\$101,297	6.5%	\$1,577,259	\$80,797	5.1%
Total Revenue	\$1,909,766	\$1,785,416	\$124,350	7.0%	\$1,804,152	\$105,614	5.9%
<b>Average Rates</b>							
Cash	\$38.48	\$38.28	\$0.20	0.5%	\$36.00	\$2.48	6.9%
Comp	\$16.67	\$0.00	\$16.67	100.0%	\$16.67	\$0.00	0.0%
28 Day	\$24.63	\$21.10	\$3.53	16.7%	\$22.02	\$2.61	11.9%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics**

**November 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,051	3,591	460	12.8%	3,664	387	10.6%
Comp	118	90	28	31.1%	90	28	31.1%
28 Day	29,101	32,710	(3,609)	-11.0%	32,069	(2,968)	-9.3%
<b>Total Occupied Rooms</b>	<b>33,270</b>	<b>36,391</b>	<b>(3,121)</b>	<b>-8.6%</b>	<b>35,823</b>	<b>(2,553)</b>	<b>-7.1%</b>
Vacant	15,180	15,359	(179)	-1.2%	15,867	(687)	-4.3%
Total Available Rooms	48,450	51,750	(3,300)	-6.4%	51,690	(3,240)	-6.3%
<b>Percentage of Occupancy</b>							
Cash	8.4%	6.9%	1.5	21.7%	7.1%	1.3	18.3%
Comp	0.2%	0.2%	-	0.0%	0.2%	-	0.0%
28 Day	60.1%	63.2%	(3.1)	-4.9%	62.0%	(1.9)	-3.1%
<b>Total Occupancy Percentage</b>	<b>68.7%</b>	<b>70.3%</b>	<b>(1.6)</b>	<b>-2.3%</b>	<b>69.3%</b>	<b>(0.6)</b>	<b>-0.9%</b>
Vacant	31.3%	29.7%	1.6	5.4%	30.7%	0.6	2.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$128,597</b>	<b>\$106,598</b>	<b>\$21,999</b>	<b>20.6%</b>	<b>\$104,508</b>	<b>\$24,089</b>	<b>23.0%</b>
Comp	\$3,850	\$3,221	\$629	19.5%	\$3,221	\$629	19.5%
28 Day	\$494,901	\$505,927	(\$11,026)	-2.2%	\$511,647	(\$16,746)	-3.3%
Total Revenue	\$627,348	\$615,746	\$11,602	1.9%	\$619,376	\$7,972	1.3%
<b>Average Rates</b>							
Cash	\$31.74	\$29.68	\$2.06	6.9%	\$28.52	\$3.22	11.3%
Comp	\$32.63	\$35.79	(\$3.16)	-8.8%	\$35.79	(\$3.16)	-8.8%
28 Day	\$17.01	\$15.47	\$1.54	10.0%	\$15.95	\$1.06	6.6%

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**November 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	5,578	4,257	1,321	31.0%	4,093	1,485	36.3%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	7,401	8,816	(1,415)	-16.1%	8,816	(1,415)	-16.1%
<b>Total Occupied Rooms</b>	<b>12,979</b>	<b>13,073</b>	<b>(94)</b>	<b>-0.7%</b>	<b>12,909</b>	<b>70</b>	<b>0.5%</b>
Vacant	11,218	6,187	5,031	81.3%	9,599	1,619	16.9%
Total Available Rooms	24,197	19,260	4,937	25.6%	22,508	1,689	7.5%
<b>Percentage of Occupancy</b>							
Cash	23.1%	22.1%	1.0	4.5%	18.2%	4.9	26.9%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	30.6%	45.8%	(15.2)	-33.2%	39.2%	(8.6)	-21.9%
<b>Total Occupancy Percentage</b>	<b>53.6%</b>	<b>67.9%</b>	<b>(14.3)</b>	<b>-21.1%</b>	<b>57.4%</b>	<b>(3.8)</b>	<b>-6.6%</b>
Vacant	46.4%	32.1%	14.3	44.5%	42.6%	3.8	8.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,285,718</b>	<b>\$967,631</b>	<b>\$318,087</b>	<b>32.9%</b>	<b>\$925,963</b>	<b>\$359,755</b>	<b>38.9%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$539,140	\$700,601	(\$161,461)	-23.0%	\$700,601	(\$161,461)	-23.0%
Total Revenue	\$1,824,858	\$1,668,232	\$156,626	9.4%	\$1,626,564	\$198,294	12.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$230.50</b>	<b>\$227.30</b>	<b>\$3.20</b>	<b>1.4%</b>	<b>\$226.23</b>	<b>\$4.27</b>	<b>1.9%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$72.85	\$79.47	(\$6.62)	-8.3%	\$79.47	(\$6.62)	-8.3%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**November 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,531	4,227	(1,696)	-40.1%	4,227	(1,696)	-40.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>2,531</b>	<b>4,227</b>	<b>(1,696)</b>	<b>-40.1%</b>	<b>4,227</b>	<b>(1,696)</b>	<b>-40.1%</b>
Vacant	10,190	8,313	1,877	22.6%	8,616	1,574	18.3%
Total Available Rooms	12,721	12,540	181	1.4%	12,843	(122)	-0.9%
<b>Percentage of Occupancy</b>							
Cash	19.9%	33.7%	(13.8)	-40.9%	32.9%	(13.0)	-39.5%
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>19.9%</b>	<b>33.7%</b>	<b>(13.8)</b>	<b>-40.9%</b>	<b>32.9%</b>	<b>(13.0)</b>	<b>-39.5%</b>
Vacant	80.1%	66.3%	13.8	20.8%	67.1%	13.0	19.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$147,031</b>	<b>\$123,559</b>	<b>\$23,472</b>	<b>19.0%</b>	<b>\$123,559</b>	<b>\$23,472</b>	<b>19.0%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$147,031	\$123,559	\$23,472	19.0%	\$123,559	\$23,472	19.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$58.09</b>	<b>\$29.23</b>	<b>\$28.86</b>	<b>98.7%</b>	<b>\$29.23</b>	<b>\$28.86</b>	<b>98.7%</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**

**November 2018**

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

## Reno-Sparks Convention and Visitors Authority

### Combined Room Statistics - Year To Date

**November 2018**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$183,330,351</b>	<b>\$184,955,170</b>	<b>(\$1,624,819)</b>	<b>-0.9%</b>	<b>\$179,621,995</b>	<b>\$3,708,356</b>	<b>2.1%</b>
<b>Occupied Rooms - Cash</b>	<b>1,555,057</b>	<b>1,720,175</b>	<b>(165,118)</b>	<b>-9.6%</b>	<b>1,686,278</b>	<b>(131,221)</b>	<b>-7.8%</b>
<b>Average Rate - Cash</b>	<b>\$117.89</b>	<b>\$107.52</b>	<b>\$10.37</b>	<b>9.6%</b>	<b>\$106.52</b>	<b>\$11.37</b>	<b>10.7%</b>
<b>Occupied Rooms</b>							
Cash	1,555,057	1,720,175	(165,118)	-9.6%	1,686,278	(131,221)	-7.8%
Comp	391,112	382,291	8,821	2.3%	390,047	1,065	0.3%
28 Day	616,077	663,018	(46,941)	-7.1%	648,713	(32,636)	-5.0%
<b>Total Occupied Rooms</b>	<b>2,562,246</b>	<b>2,765,484</b>	<b>(203,238)</b>	<b>-7.3%</b>	<b>2,725,038</b>	<b>(162,792)</b>	<b>-6.0%</b>
<b>Percentage of Occupancy</b>							
Cash	43.7%	47.8%	(4.1)	-8.6%	46.7%	(3.0)	-6.4%
Comp	11.0%	10.6%	0.4	3.8%	10.8%	0.2	1.9%
28 Day	17.3%	18.4%	(1.1)	-6.0%	18.0%	(0.7)	-3.9%
<b>Total Percentage of Occupancy</b>	<b>72.0%</b>	<b>76.9%</b>	<b>(4.9)</b>	<b>-6.4%</b>	<b>75.5%</b>	<b>(3.5)</b>	<b>-4.6%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	1,302,082	1,447,966	(145,884)	-10.1%	1,414,763	(112,681)	-8.0%
Motels	115,666	129,106	(13,440)	-10.4%	126,574	(10,908)	-8.6%
28 Day Motels	35,589	35,028	561	1.6%	36,871	(1,282)	-3.5%
R.V. Parks	50,828	49,020	1,808	3.7%	50,019	809	1.6%
Vacation Rentals	31,037	26,103	4,934	18.9%	25,099	5,938	23.7%
Timeshares	15,678	28,279	(12,601)	-44.6%	28,279	(12,601)	-44.6%
Home Owner Rentals	4,177	4,673	(496)	-10.6%	4,673	(496)	-10.6%
<b>Total Occupied - Cash</b>	<b>1,555,057</b>	<b>1,720,175</b>	<b>(165,118)</b>	<b>-9.6%</b>	<b>1,686,278</b>	<b>(131,221)</b>	<b>-7.8%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	54.1%	59.9%	(5.8)	-9.7%	59.0%	(4.9)	-8.3%
Motels	53.1%	56.3%	(3.2)	-5.7%	52.6%	0.5	1.0%
28 Day Motels	7.6%	7.1%	0.5	7.0%	7.3%	0.3	4.1%
R.V. Parks	19.1%	17.7%	1.4	7.9%	18.7%	0.4	2.1%
Vacation Rentals	26.1%	26.6%	(0.5)	-1.9%	21.4%	4.7	22.0%
Timeshares	24.4%	44.2%	(19.8)	-44.8%	43.1%	(18.7)	-43.4%
Home Owner Rentals	27.2%	29.9%	(2.7)	-9.0%	27.5%	(0.3)	-1.1%
<b>Total Occupancy Percentage - Cash</b>	<b>43.7%</b>	<b>47.8%</b>	<b>(4.1)</b>	<b>-8.6%</b>	<b>46.7%</b>	<b>(3.0)</b>	<b>-6.4%</b>
<b>Average Rates - Cash</b>							
Hotels	\$124.30	\$113.00	\$11.30	10.0%	\$112.31	\$11.99	10.7%
Motels	\$65.64	\$63.48	\$2.16	3.4%	\$62.87	\$2.77	4.4%
28 Day Motels	\$42.11	\$42.76	(\$0.65)	-1.5%	\$40.22	\$1.89	4.7%
R.V. Parks	\$37.26	\$40.36	(\$3.10)	-7.7%	\$38.78	(\$1.52)	-3.9%
Vacation Rental	\$258.02	\$280.66	(\$22.64)	-8.1%	\$279.32	(\$21.30)	-7.6%
Timeshares	\$81.14	\$39.79	\$41.35	103.9%	\$39.79	\$41.35	103.9%
Home Owner Rentals	\$291.00	\$259.60	\$31.40	12.1%	\$259.60	\$31.40	12.1%
<b>Total Cash Average Rate</b>	<b>\$117.89</b>	<b>\$107.52</b>	<b>\$10.37</b>	<b>9.6%</b>	<b>\$106.52</b>	<b>\$11.37</b>	<b>10.7%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics - Year To Date**

**November 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,555,057	1,720,175	(165,118)	-9.6%	1,686,278	(131,221)	-7.8%
Comp	391,112	382,291	8,821	2.3%	390,047	1,065	0.3%
28 Day	616,077	663,018	(46,941)	-7.1%	648,713	(32,636)	-5.0%
<b>Total Occupied Rooms</b>	<b>2,562,246</b>	<b>2,765,484</b>	<b>(203,238)</b>	<b>-7.3%</b>	<b>2,725,038</b>	<b>(162,792)</b>	<b>-6.0%</b>
Vacant	998,473	832,260	166,213	20.0%	884,895	113,578	12.8%
Total Available Rooms	3,560,719	3,597,744	(37,025)	-1.0%	3,609,933	(49,214)	-1.4%
<b>Percentage of Occupancy</b>							
Cash	43.7%	47.8%	(4.1)	-8.6%	46.7%	(3.0)	-6.4%
Comp	11.0%	10.6%	0.4	3.8%	10.8%	0.2	1.9%
28 Day	17.3%	18.4%	(1.1)	-6.0%	18.0%	(0.7)	-3.9%
<b>Total Occupancy Percentage</b>	<b>72.0%</b>	<b>76.9%</b>	<b>(4.9)</b>	<b>-6.4%</b>	<b>75.5%</b>	<b>(3.5)</b>	<b>-4.6%</b>
Vacant	28.0%	23.1%	4.9	21.2%	24.5%	3.5	14.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$183,330,351</b>	<b>\$184,955,170</b>	<b>(\$1,624,819)</b>	<b>-0.9%</b>	<b>\$179,621,995</b>	<b>\$3,708,356</b>	<b>2.1%</b>
Comp	\$36,352,465	\$31,978,682	\$4,373,783	13.7%	\$31,979,181	\$4,373,284	13.7%
28 Day	\$19,420,027	\$14,784,555	\$4,635,472	31.4%	\$19,834,515	(\$414,488)	-2.1%
Total Revenue	\$239,102,843	\$231,718,407	\$7,384,436	3.2%	\$231,435,691	\$7,667,152	3.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$117.89</b>	<b>\$107.52</b>	<b>\$10.37</b>	<b>9.6%</b>	<b>\$106.52</b>	<b>\$11.37</b>	<b>10.7%</b>
Comp	\$92.95	\$83.65	\$9.30	11.1%	\$81.99	\$10.96	13.4%
28 Day	\$31.52	\$22.30	\$9.22	41.3%	\$30.58	\$0.94	3.1%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics - Year To Date

November 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,302,082	1,447,966	(145,884)	-10.1%	1,414,763	(112,681)	-8.0%
Comp	389,481	380,044	9,437	2.5%	387,800	1,681	0.4%
28 Day	59,603	54,287	5,316	9.8%	54,287	5,316	9.8%
<b>Total Occupied Rooms</b>	<b>1,751,166</b>	<b>1,882,297</b>	<b>(131,131)</b>	<b>-7.0%</b>	<b>1,856,850</b>	<b>(105,684)</b>	<b>-5.7%</b>
Vacant	657,784	536,641	121,143	22.6%	539,642	118,142	21.9%
Total Available Rooms	2,408,950	2,418,938	(9,988)	-0.4%	2,396,492	12,458	0.5%
<b>Percentage of Occupancy</b>							
Cash	54.1%	59.9%	(5.8)	-9.7%	59.0%	(4.9)	-8.3%
Comp	16.2%	15.7%	0.5	3.2%	16.2%	-	0.0%
28 Day	2.5%	2.2%	0.3	13.6%	2.3%	0.2	8.7%
<b>Total Occupancy Percentage</b>	<b>72.7%</b>	<b>77.8%</b>	<b>(5.1)</b>	<b>-6.6%</b>	<b>77.5%</b>	<b>(4.8)</b>	<b>-6.2%</b>
Vacant	27.3%	22.2%	5.1	23.0%	22.5%	4.8	21.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$161,849,160</b>	<b>\$163,618,738</b>	<b>(\$1,769,578)</b>	<b>-1.1%</b>	<b>\$158,893,379</b>	<b>\$2,955,781</b>	<b>1.9%</b>
Comp	\$36,269,633	\$31,887,528	\$4,382,105	13.7%	\$31,887,528	\$4,382,105	13.7%
28 Day	\$4,858,199	\$4,777,849	\$80,350	1.7%	\$4,777,849	\$80,350	1.7%
Total Revenue	\$202,976,992	\$200,284,115	\$2,692,877	1.3%	\$195,558,756	\$7,418,236	3.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$124.30</b>	<b>\$113.00</b>	<b>\$11.30</b>	<b>10.0%</b>	<b>\$112.31</b>	<b>\$11.99</b>	<b>10.7%</b>
Comp	\$93.12	\$83.90	\$9.22	11.0%	\$82.23	\$10.89	13.2%
28 Day	\$81.51	\$88.01	(\$6.50)	-7.4%	\$88.01	(\$6.50)	-7.4%

**Reno-Sparks Convention and Visitors Authority**

**Motel Statistics - Year To Date**

**November 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	115,666	129,106	(13,440)	-10.4%	126,574	(10,908)	-8.6%
Comp	432	1,063	(631)	-59.4%	1,063	(631)	-59.4%
28 Day	18,159	20,529	(2,370)	-11.5%	20,529	(2,370)	-11.5%
<b>Total Occupied Rooms</b>	<b>134,257</b>	<b>150,698</b>	<b>(16,441)</b>	<b>-10.9%</b>	<b>148,166</b>	<b>(13,909)</b>	<b>-9.4%</b>
Vacant	83,754	78,634	5,120	6.5%	92,469	(8,715)	-9.4%
Total Available Rooms	218,011	229,332	(11,321)	-4.9%	240,635	(22,624)	-9.4%
<b>Percentage of Occupancy</b>							
Cash	53.1%	56.3%	(3.2)	-5.7%	52.6%	0.5	1.0%
Comp	0.2%	0.5%	(0.3)	-60.0%	0.4%	(0.2)	-50.0%
28 Day	8.3%	9.0%	(0.7)	-7.8%	8.5%	(0.2)	-2.4%
<b>Total Occupancy Percentage</b>	<b>61.6%</b>	<b>65.7%</b>	<b>(4.1)</b>	<b>-6.2%</b>	<b>61.6%</b>	<b>-</b>	<b>0.0%</b>
Vacant	38.4%	34.3%	4.1	12.0%	38.4%	-	0.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$7,592,717</b>	<b>\$8,195,950</b>	<b>(\$603,233)</b>	<b>-7.4%</b>	<b>\$7,957,232</b>	<b>(\$364,515)</b>	<b>-4.6%</b>
Comp	\$28,839	\$41,057	(\$12,218)	-29.8%	\$41,057	(\$12,218)	-29.8%
28 Day	\$759,673	\$867,745	(\$108,072)	-12.5%	\$867,744	(\$108,071)	-12.5%
Total Revenue	\$8,381,229	\$9,104,752	(\$723,523)	-7.9%	\$8,866,033	(\$484,804)	-5.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$65.64</b>	<b>\$63.48</b>	<b>\$2.16</b>	<b>3.4%</b>	<b>\$62.87</b>	<b>\$2.77</b>	<b>4.4%</b>
Comp	\$66.76	\$38.62	\$28.14	72.9%	\$38.62	\$28.14	72.9%
28 Day	\$41.83	\$42.27	(\$0.44)	-1.0%	\$42.27	(\$0.44)	-1.0%

**Reno-Sparks Convention and Visitors Authority**

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

**November 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	35,589	35,028	561	1.6%	36,871	(1,282)	-3.5%
Comp	150	90	60	66.7%	90	60	66.7%
28 Day	348,315	389,893	(41,578)	-10.7%	378,536	(30,221)	-8.0%
<b>Total Occupied Rooms</b>	<b>384,054</b>	<b>425,011</b>	<b>(40,957)</b>	<b>-9.6%</b>	<b>415,497</b>	<b>(31,443)</b>	<b>-7.6%</b>
Vacant	85,875	69,638	16,237	23.3%	90,487	(4,612)	-5.1%
Total Available Rooms	469,929	494,649	(24,720)	-5.0%	505,984	(36,055)	-7.1%
<b>Percentage of Occupancy</b>							
Cash	7.6%	7.1%	0.5	7.0%	7.3%	0.3	4.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.1%	78.8%	(4.7)	-6.0%	74.8%	(0.7)	-0.9%
<b>Total Occupancy Percentage</b>	<b>81.7%</b>	<b>85.9%</b>	<b>(4.2)</b>	<b>-4.9%</b>	<b>82.1%</b>	<b>(0.4)</b>	<b>-0.5%</b>
Vacant	18.3%	14.1%	4.2	29.8%	17.9%	0.4	2.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,498,755</b>	<b>\$1,497,818</b>	<b>\$937</b>	<b>0.1%</b>	<b>\$1,482,988</b>	<b>\$15,767</b>	<b>1.1%</b>
Comp	\$2,500	\$1,000	\$1,500	150.0%	\$1,500	\$1,000	66.7%
28 Day	\$8,133,410	\$3,239,733	\$4,893,677	151.1%	\$8,317,316	(\$183,906)	-2.2%
Total Revenue	\$9,634,665	\$4,738,551	\$4,896,114	103.3%	\$9,801,804	(\$167,139)	-1.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$42.11</b>	<b>\$42.76</b>	<b>(\$0.65)</b>	<b>-1.5%</b>	<b>\$40.22</b>	<b>\$1.89</b>	<b>4.7%</b>
Comp	\$16.67	\$11.11	\$5.56	50.0%	\$16.67	\$0.00	0.0%
28 Day	\$23.35	\$8.31	\$15.04	181.0%	\$21.97	\$1.38	6.3%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**November 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	50,828	49,020	1,808	3.7%	50,019	809	1.6%
Comp	1,038	1,083	(45)	-4.2%	1,083	(45)	-4.2%
28 Day	148,770	154,697	(5,927)	-3.8%	151,664	(2,894)	-1.9%
<b>Total Occupied Rooms</b>	<b>200,636</b>	<b>204,800</b>	<b>(4,164)</b>	<b>-2.0%</b>	<b>202,766</b>	<b>(2,130)</b>	<b>-1.1%</b>
Vacant	64,854	72,205	(7,351)	-10.2%	64,236	618	1.0%
Total Available Rooms	265,490	277,005	(11,515)	-4.2%	267,002	(1,512)	-0.6%
<b>Percentage of Occupancy</b>							
Cash	19.1%	17.7%	1.4	7.9%	18.7%	0.4	2.1%
Comp	0.4%	0.4%	-	0.0%	0.4%	-	0.0%
28 Day	56.0%	55.8%	0.2	0.4%	56.8%	(0.8)	-1.4%
<b>Total Occupancy Percentage</b>	<b>75.6%</b>	<b>73.9%</b>	<b>1.7</b>	<b>2.3%</b>	<b>75.9%</b>	<b>(0.3)</b>	<b>-0.4%</b>
Vacant	24.4%	26.1%	(1.7)	-6.5%	24.1%	0.3	1.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,893,939</b>	<b>\$1,978,302</b>	<b>(\$84,363)</b>	<b>-4.3%</b>	<b>\$1,939,511</b>	<b>(\$45,572)</b>	<b>-2.3%</b>
Comp	\$50,292	\$47,347	\$2,945	6.2%	\$47,346	\$2,946	6.2%
28 Day	\$2,467,653	\$2,440,381	\$27,272	1.1%	\$2,408,170	\$59,483	2.5%
Total Revenue	\$4,411,884	\$4,466,030	(\$54,146)	-1.2%	\$4,395,027	\$16,857	0.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$37.26</b>	<b>\$40.36</b>	<b>(\$3.10)</b>	<b>-7.7%</b>	<b>\$38.78</b>	<b>(\$1.52)</b>	<b>-3.9%</b>
Comp	\$48.45	\$43.72	\$4.73	10.8%	\$43.72	\$4.73	10.8%
28 Day	\$16.59	\$15.78	\$0.81	5.1%	\$15.88	\$0.71	4.5%



**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics - Year To Date**

**November 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	31,037	26,103	4,934	18.9%	25,099	5,938	23.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	39,823	42,128	(2,305)	-5.5%	42,128	(2,305)	-5.5%
<b>Total Occupied Rooms</b>	<b>70,860</b>	<b>68,231</b>	<b>2,629</b>	<b>3.9%</b>	<b>67,227</b>	<b>3,633</b>	<b>5.4%</b>
Vacant	47,869	29,995	17,874	59.6%	49,969	(2,100)	-4.2%
Total Available Rooms	118,729	98,226	20,503	20.9%	117,196	1,533	1.3%
<b>Percentage of Occupancy</b>							
Cash	26.1%	26.6%	(0.5)	-1.9%	21.4%	4.7	22.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	33.5%	42.9%	(9.4)	-21.9%	35.9%	(2.4)	-6.7%
<b>Total Occupancy Percentage</b>	<b>59.7%</b>	<b>69.5%</b>	<b>(9.8)</b>	<b>-14.1%</b>	<b>57.4%</b>	<b>2.3</b>	<b>4.0%</b>
Vacant	40.3%	30.5%	9.8	32.1%	42.6%	(2.3)	-5.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$8,008,113</b>	<b>\$7,326,073</b>	<b>\$682,040</b>	<b>9.3%</b>	<b>\$7,010,596</b>	<b>\$997,517</b>	<b>14.2%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$3,049,329	\$3,294,223	(\$244,894)	-7.4%	\$3,294,223	(\$244,894)	-7.4%
Total Revenue	\$11,057,442	\$10,620,296	\$437,146	4.1%	\$10,304,819	\$752,623	7.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$258.02</b>	<b>\$280.66</b>	<b>(\$22.64)</b>	<b>-8.1%</b>	<b>\$279.32</b>	<b>(\$21.30)</b>	<b>-7.6%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$76.57	\$78.20	(\$1.63)	-2.1%	\$78.20	(\$1.63)	-2.1%

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**November 2018**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	15,678	28,279	(12,601)	-44.6%	28,279	(12,601)	-44.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>15,678</b>	<b>28,279</b>	<b>(12,601)</b>	<b>-44.6%</b>	<b>28,279</b>	<b>(12,601)</b>	<b>-44.6%</b>
Vacant	48,578	35,675	12,903	36.2%	37,334	11,244	30.1%
Total Available Rooms	64,256	63,954	302	0.5%	65,613	(1,357)	-2.1%
<b>Percentage of Occupancy</b>							
Cash	24.4%	44.2%	(19.8)	-44.8%	43.1%	(18.7)	-43.4%
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>24.4%</b>	<b>44.2%</b>	<b>(19.8)</b>	<b>-44.8%</b>	<b>43.1%</b>	<b>(18.7)</b>	<b>-43.4%</b>
Vacant	75.6%	55.8%	19.8	35.5%	56.9%	18.7	32.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,272,151</b>	<b>\$1,125,166</b>	<b>\$146,985</b>	<b>13.1%</b>	<b>\$1,125,166</b>	<b>\$146,985</b>	<b>13.1%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$1,272,151	\$1,125,166	\$146,985	13.1%	\$1,125,166	\$146,985	13.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$81.14</b>	<b>\$39.79</b>	<b>\$41.35</b>	<b>103.9%</b>	<b>\$39.79</b>	<b>\$41.35</b>	<b>103.9%</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	4,177	4,673	(496)	-10.6%	4,673	(496)	-10.6%
Comp	11	11	-	0.0%	11	-	0.0%
28 Day	1,407	1,484	(77)	-5.2%	1,569	(162)	-10.3%
<b>Total Occupied Rooms</b>	<b>5,595</b>	<b>6,168</b>	<b>(573)</b>	<b>-9.3%</b>	<b>6,253</b>	<b>(658)</b>	<b>-10.5%</b>
Vacant	9,759	9,472	287	3.0%	10,758	(999)	-9.3%
Total Available Rooms	15,354	15,640	(286)	-1.8%	17,011	(1,657)	-9.7%
<b>Percentage of Occupancy</b>							
Cash	27.2%	29.9%	(2.7)	-9.0%	27.5%	(0.3)	-1.1%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	9.2%	9.5%	(0.3)	-3.2%	9.2%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>36.4%</b>	<b>39.4%</b>	<b>(3.0)</b>	<b>-7.6%</b>	<b>36.8%</b>	<b>(0.4)</b>	<b>-1.1%</b>
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%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,215,516</b>	<b>\$1,213,123</b>	<b>\$2,393</b>	<b>0.2%</b>	<b>\$1,213,123</b>	<b>\$2,393</b>	<b>0.2%</b>
Comp	\$1,201	\$1,750	(\$549)	-31.4%	\$1,750	(\$549)	-31.4%
28 Day	\$151,763	\$164,624	(\$12,861)	-7.8%	\$169,213	(\$17,450)	-10.3%
Total Revenue	\$1,368,480	\$1,379,497	(\$11,017)	-0.8%	\$1,384,086	(\$15,606)	-1.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$291.00</b>	<b>\$259.60</b>	<b>\$31.40</b>	<b>12.1%</b>	<b>\$259.60</b>	<b>\$31.40</b>	<b>12.1%</b>
Comp	\$109.18	\$159.09	(\$49.91)	-31.4%	\$159.09	(\$49.91)	-31.4%
28 Day	\$107.86	\$110.93	(\$3.07)	-2.8%	\$107.85	\$0.01	0.0%

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

Current Month Actual November 2018	Last Year Actual November 2017			Tax District	Year To Date Actual July 2018 - November 2018	Last Year - Year To Date Actual July 2017 - November 2017		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
\$11,271,635	\$11,971,108	(\$699,473)	-5.8%	Reno B	\$82,984,732	\$83,249,930	(\$265,198)	-0.3%
\$6,970,669	\$6,248,325	\$722,345	11.6%	Reno D	\$49,475,465	\$48,681,937	\$793,528	1.6%
\$564,551	\$538,200	\$26,350	4.9%	Reno E	\$3,398,642	\$3,293,899	\$104,742	3.2%
<b>\$18,806,854</b>	<b>\$18,757,633</b>	<b>\$49,222</b>	<b>0.3%</b>	<b>Total Reno</b>	<b>\$135,858,838</b>	<b>\$135,225,766</b>	<b>\$633,072</b>	<b>0.5%</b>
\$36,701	\$24,508	\$12,193	49.8%	Washoe A	\$244,810	\$219,711	\$25,100	11.4%
\$2,559,379	\$1,981,835	\$577,544	29.1%	Washoe B	\$25,882,909	\$23,938,909	\$1,944,000	8.1%
<b>\$2,596,080</b>	<b>\$2,006,343</b>	<b>\$589,737</b>	<b>29.4%</b>	<b>Total Washoe Co.</b>	<b>\$26,127,719</b>	<b>\$24,158,620</b>	<b>\$1,969,099</b>	<b>8.2%</b>
<b>\$3,293,524</b>	<b>\$2,769,799</b>	<b>\$523,726</b>	<b>18.9%</b>	<b>Sparks</b>	<b>\$21,343,795</b>	<b>\$20,237,610</b>	<b>\$1,106,185</b>	<b>5.5%</b>
<b>\$24,696,460</b>	<b>\$23,533,776</b>	<b>\$1,162,684</b>	<b>4.9%</b>	<b>Total Taxable Revenue</b>	<b>\$183,330,351</b>	<b>\$179,621,995</b>	<b>\$3,708,356</b>	<b>2.1%</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  
November 2018**

Current Month Actual November 2018	Last Year Actual November 2017			Tax District	Year To Date Actual July 2018 - November 2018	Last Year - Year To Date Actual July 2017 - November 2018		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
113,912	126,318	(12,406)	-9.8%	Reno B	732,377	787,508	(55,131)	-7.0%
67,541	75,794	(8,253)	-10.9%	Reno D	454,353	521,032	(66,679)	-12.8%
4,871	5,489	(618)	-11.3%	Reno E	26,930	28,818	(1,888)	-6.6%
<b>186,324</b>	<b>207,601</b>	<b>(21,277)</b>	<b>-10.2%</b>	<b>Total Reno</b>	<b>1,213,660</b>	<b>1,337,358</b>	<b>(123,698)</b>	<b>-9.2%</b>
1,436	897	539	60.1%	Washoe A	8,070	7,038	1,032	14.7%
13,652	11,088	2,564	23.1%	Washoe B	89,548	85,974	3,574	4.2%
<b>15,088</b>	<b>11,985</b>	<b>3,103</b>	<b>25.9%</b>	<b>Total Washoe Co.</b>	<b>97,618</b>	<b>93,012</b>	<b>4,606</b>	<b>5.0%</b>
<b>40,972</b>	<b>41,083</b>	<b>(111)</b>	<b>-0.3%</b>	<b>Sparks</b>	<b>243,779</b>	<b>255,908</b>	<b>(12,129)</b>	<b>-4.7%</b>
<b>242,384</b>	<b>260,669</b>	<b>(18,285)</b>	<b>-7.0%</b>	<b>Total Taxable Rooms</b>	<b>1,555,057</b>	<b>1,686,278</b>	<b>(131,221)</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

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

Current Month Actual November 2018	Last Year Actual November 2017			Tax District	Year To Date Actual July 2018 - November 2018	Last Year - Year To Date Actual July 2017 - November 2017		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
\$98.95	\$94.77	\$4.18	4.4%	Reno B	\$113.31	\$105.71	\$7.60	7.2%
\$103.21	\$82.44	\$20.77	25.2%	Reno D	\$108.89	\$93.43	\$15.46	16.5%
\$115.90	\$98.05	\$17.85	18.2%	Reno E	\$126.20	\$114.30	\$11.90	10.4%
<b>\$100.94</b>	<b>\$90.35</b>	<b>\$10.58</b>	<b>11.7%</b>	<b>Total Reno</b>	<b>\$111.94</b>	<b>\$101.11</b>	<b>\$10.83</b>	<b>10.7%</b>
\$25.56	\$27.32	-\$1.76	-6.5%	Washoe A	\$30.34	\$31.22	-\$0.88	-2.8%
\$187.47	\$178.74	\$8.74	4.9%	Washoe B	\$289.04	\$278.44	\$10.60	3.8%
<b>\$172.06</b>	<b>\$167.40</b>	<b>\$4.66</b>	<b>2.8%</b>	<b>Total Washoe Co.</b>	<b>\$267.65</b>	<b>\$259.74</b>	<b>\$7.92</b>	<b>3.0%</b>
<b>\$80.38</b>	<b>\$67.42</b>	<b>\$12.97</b>	<b>19.2%</b>	<b>Sparks</b>	<b>\$87.55</b>	<b>\$79.08</b>	<b>\$8.47</b>	<b>10.7%</b>
<b>\$101.89</b>	<b>\$90.28</b>	<b>\$11.61</b>	<b>12.9%</b>	<b>Total Average Daily Rate</b>	<b>\$117.89</b>	<b>\$106.52</b>	<b>\$11.37</b>	<b>10.7%</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