

RENO-SPARKS CONVENTION & VISITORS AUTHORITY

December 2018

Room Statistics

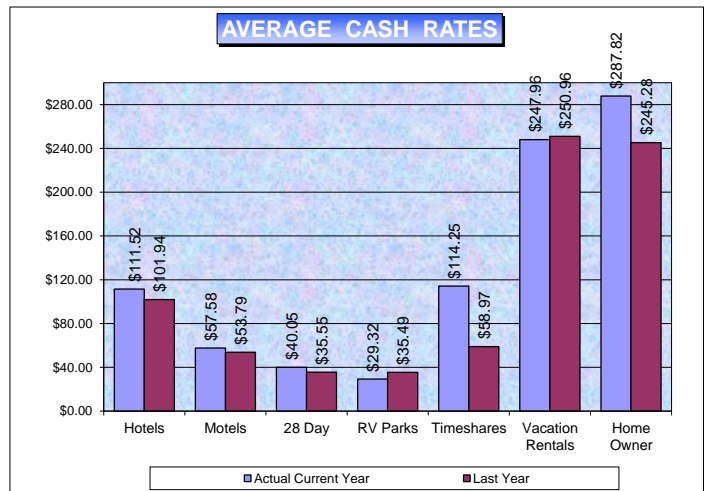
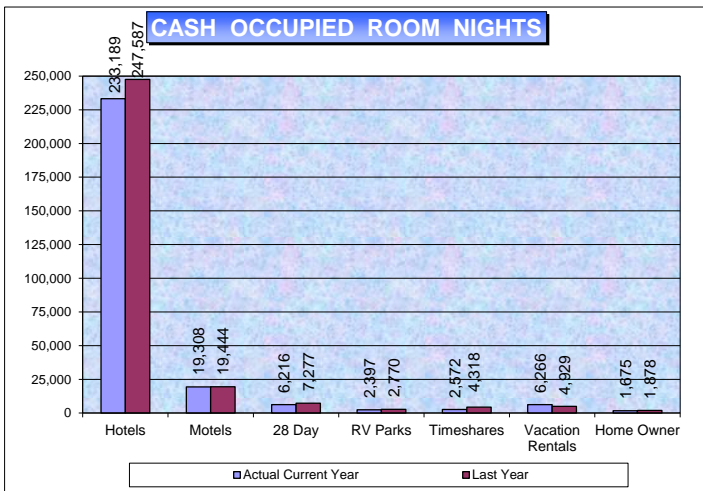
Taxable room revenues for the month of \$29,766,488 are above prior year by \$1,171,316 (4.1%). Cash occupied room nights of 271,623 are below prior year by 16,580 (-5.8%). Comp occupied room nights of 63,764 are below prior year by 4,261 (6.3%), and 28-day occupied room nights of 121,019 are below prior year by 12,405 (-9.3%). Total occupied rooms for the month (Cash, Comp, 28-day) are 456,406 (-6.8%) below the prior year.

Overall, Washoe County occupancy percentages of 61.8% for the month is 6.2% below the 65.9% level of the prior year. There were 5,026 (-0.7%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$109.59 increased \$10.37 (10.5%), compared to \$99.22 for the prior year.

Year-to-date cash occupied room nights of 1,826,941 are 147,540 (-7.5%) below prior year. Cash average rates year-to-date of \$116.65 are \$11.20 (10.6%) above the prior year. Year-to-date, total taxable room revenues of \$213,107,619 are \$4,489,452 (2.3%) above prior year.

December 2018						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	500,191	233,189	\$111.52	\$101.94	\$9.58	9.4%
Motels	42,807	19,308	\$57.58	\$53.79	\$3.79	7.0%
28 Day	92,628	6,216	\$40.05	\$35.55	\$4.50	12.7%
RV Parks	48,732	2,397	\$29.32	\$35.49	(\$6.17)	-17.4%
Timeshares	12,949	2,572	\$114.25	\$58.97	\$55.28	93.7%
Vacation Rentals	26,642	6,266	\$247.96	\$250.96	(\$3.00)	-1.2%
Home Owner	14,297	1,675	\$287.82	\$245.28	\$42.54	17.3%
Totals	738,246	271,623	\$109.59	\$99.22	\$10.37	10.5%



Attached please find the detail statistics for each market segment.

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Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

December 2018

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$29,766,488	\$30,591,483	(\$824,995)	-2.7%	\$28,595,172	\$1,171,316	4.1%
Occupied Rooms - Cash	271,623	306,360	(34,737)	-11.3%	288,203	(16,580)	-5.8%
Average Rate - Cash	\$109.59	\$99.85	\$9.74	9.8%	\$99.22	\$10.37	10.5%
Occupied Rooms							
Cash	271,623	306,360	(34,737)	-11.3%	288,203	(16,580)	-5.8%
Comp	63,764	66,674	(2,910)	-4.4%	68,025	(4,261)	-6.3%
28 Day	121,019	136,373	(15,354)	-11.3%	133,424	(12,405)	-9.3%
Total Occupied Rooms	456,406	509,407	(53,001)	-10.4%	489,652	(33,246)	-6.8%
Percentage of Occupancy							
Cash	36.8%	41.1%	(4.3)	-10.5%	38.8%	(2.0)	-5.2%
Comp	8.6%	8.9%	(0.3)	-3.4%	9.2%	(0.6)	-6.5%
28 Day	16.4%	18.3%	(1.9)	-10.4%	18.0%	(1.6)	-8.9%
Total Percentage of Occupancy	61.8%	68.3%	(6.5)	-9.5%	65.9%	(4.1)	-6.2%
Market Segments							
Occupied Rooms - Cash							
Hotels	233,189	265,577	(32,388)	-12.2%	247,587	(14,398)	-5.8%
Motels	19,308	19,833	(525)	-2.6%	19,444	(136)	-0.7%
28 Day Motels	6,216	6,913	(697)	-10.1%	7,277	(1,061)	-14.6%
R.V. Parks	2,397	2,715	(318)	-11.7%	2,770	(373)	-13.5%
Vacation Rentals	6,266	5,126	1,140	22.2%	4,929	1,337	27.1%
Timehares	2,572	4,318	(1,746)	-40.4%	4,318	(1,746)	-40.4%
Home Owner Rentals	1,675	1,878	(203)	0.0%	1,878	(203)	0.0%
Total Occupied - Cash	271,623	306,360	(34,737)	-11.3%	288,203	(16,580)	-5.8%
Percentage of Occupancy - Cash							
Hotels	46.6%	53.0%	(6.4)	-12.1%	50.2%	(3.6)	-7.2%
Motels	45.1%	46.4%	(1.3)	-2.8%	43.4%	1.7	3.9%
28 Day Motels	6.7%	6.9%	(0.2)	-2.9%	7.2%	(0.5)	-6.9%
R.V. Parks	4.9%	5.1%	(0.2)	-3.9%	5.2%	(0.3)	-5.8%
Vacation Rentals	23.5%	25.8%	(2.3)	-8.9%	21.7%	1.8	8.3%
Timeshares	19.9%	33.3%	(13.4)	-40.2%	33.4%	(13.5)	-40.2%
Home Owner Rentals	11.7%	12.0%	(0.3)	-2.5%	12.5%	(0.8)	-6.4%
Total Occupancy Percentage - Cash	36.8%	41.1%	(4.3)	-10.5%	38.8%	(2.0)	-5.2%
Average Rates - Cash							
Hotels	\$111.52	\$102.28	\$9.24	9.0%	\$101.94	\$9.58	9.4%
Motels	\$57.58	\$54.32	\$3.26	6.0%	\$53.79	\$3.79	7.0%
28 Day Motels	\$40.05	\$37.80	\$2.25	6.0%	\$35.55	\$4.50	12.7%
R.V. Parks	\$29.32	\$36.94	(\$7.62)	-20.6%	\$35.49	(\$6.17)	-17.4%
Vacation Rentals	\$247.96	\$252.17	(\$4.21)	-1.7%	\$250.96	(\$3.00)	-1.2%
Timeshares	\$114.25	\$58.97	\$55.28	93.7%	\$58.97	\$55.28	93.7%
Home Owner Rentals	\$287.82	\$235.40	\$52.42	0.0%	\$245.28	\$42.54	17.3%
Total Cash Average Rate	\$109.59	\$99.85	\$9.74	9.8%	\$99.22	\$10.37	10.5%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	271,623	306,360	(34,737)	-11.3%	288,203	(16,580)	-5.8%
Comp	63,764	66,674	(2,910)	-4.4%	68,025	(4,261)	-6.3%
28 Day	121,019	136,373	(15,354)	-11.3%	133,424	(12,405)	-9.3%
Total Occupied Rooms	456,406	509,407	(53,001)	-10.4%	489,652	(33,246)	-6.8%
Vacant	281,840	236,853	44,987	19.0%	253,620	28,220	11.1%
Total Available Rooms	738,246	746,260	(8,014)	-1.1%	743,272	(5,026)	-0.7%
Percentage of Occupancy							
Cash	36.8%	41.1%	(4.3)	-10.5%	38.8%	(2.0)	-5.2%
Comp	8.6%	8.9%	(0.3)	-3.4%	9.2%	(0.6)	-6.5%
28 Day	16.4%	18.3%	(1.9)	-10.4%	18.0%	(1.6)	-8.9%
Total Occupancy Percentage	61.8%	68.3%	(6.5)	-9.5%	65.9%	(4.1)	-6.2%
Vacant	38.2%	31.7%	6.5	20.5%	34.1%	4.1	12.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$29,766,488	\$30,591,483	(\$824,995)	-2.7%	\$28,595,172	\$1,171,316	4.1%
Comp	\$6,765,382	\$6,142,531	\$622,851	10.1%	\$6,143,031	\$622,351	10.1%
28 Day	\$3,716,396	\$4,029,635	(\$313,239)	-7.8%	\$4,033,131	(\$316,735)	-7.9%
Total Revenue	\$40,248,266	\$40,763,649	(\$515,383)	-1.3%	\$38,771,334	\$1,476,932	3.8%
Average Rates							
Cash	\$109.59	\$99.85	\$9.74	9.8%	\$99.22	\$10.37	10.5%
Comp	\$106.10	\$92.13	\$13.97	15.2%	\$90.31	\$15.79	17.5%
28 Day	\$30.71	\$29.55	\$1.16	3.9%	\$30.23	\$0.48	1.6%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	233,189	265,577	(32,388)	-12.2%	247,587	(14,398)	-5.8%
Comp	63,566	66,206	(2,640)	-4.0%	67,557	(3,991)	-5.9%
28 Day	9,290	11,074	(1,784)	-16.1%	11,074	(1,784)	-16.1%
Total Occupied Rooms	306,045	342,857	(36,812)	-10.7%	326,218	(20,173)	-6.2%
Vacant	194,146	158,425	35,721	22.5%	166,939	27,207	16.3%
Total Available Rooms	500,191	501,282	(1,091)	-0.2%	493,157	7,034	1.4%
Percentage of Occupancy							
Cash	46.6%	53.0%	(6.4)	-12.1%	50.2%	(3.6)	-7.2%
Comp	12.7%	13.2%	(0.5)	-3.8%	13.7%	(1.0)	-7.3%
28 Day	1.9%	2.2%	(0.3)	-13.6%	2.2%	(0.3)	-13.6%
Total Occupancy Percentage	61.2%	68.4%	(7.2)	-10.5%	66.1%	(4.9)	-7.4%
Vacant	38.8%	31.6%	7.2	22.8%	33.9%	4.9	14.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$26,005,827	\$27,163,235	(\$1,157,408)	-4.3%	\$25,239,964	\$765,863	3.0%
Comp	\$6,753,327	\$6,129,174	\$624,153	10.2%	\$6,129,174	\$624,153	10.2%
28 Day	\$724,958	\$966,364	(\$241,406)	-25.0%	\$966,364	(\$241,406)	-25.0%
Total Revenue	\$33,484,112	\$34,258,773	(\$774,661)	-2.3%	\$32,335,502	\$1,148,610	3.6%
Average Rates							
Cash	\$111.52	\$102.28	\$9.24	9.0%	\$101.94	\$9.58	9.4%
Comp	\$106.24	\$92.58	\$13.66	14.8%	\$90.73	\$15.51	17.1%
28 Day	\$78.04	\$87.26	(\$9.22)	-10.6%	\$87.26	(\$9.22)	-10.6%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	19,308	19,833	(525)	-2.6%	19,444	(136)	-0.7%
Comp	89	318	(229)	-72.0%	318	(229)	-72.0%
28 Day	3,501	3,302	199	6.0%	3,302	199	6.0%
Total Occupied Rooms	22,898	23,453	(555)	-2.4%	23,064	(166)	-0.7%
Vacant	19,909	19,327	582	3.0%	21,743	(1,834)	-8.4%
Total Available Rooms	42,807	42,780	27	0.1%	44,807	(2,000)	-4.5%
Percentage of Occupancy							
Cash	45.1%	46.4%	(1.3)	-2.8%	43.4%	1.7	3.9%
Comp	0.2%	0.7%	(0.5)	-71.4%	0.7%	(0.5)	-71.4%
28 Day	8.2%	7.7%	0.5	6.5%	7.4%	0.8	10.8%
Total Occupancy Percentage	53.5%	54.8%	(1.3)	-2.4%	51.5%	2.0	3.9%
Vacant	46.5%	45.2%	1.3	2.9%	48.5%	(2.0)	-4.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,111,766	\$1,077,286	\$34,480	3.2%	\$1,045,909	\$65,857	6.3%
Comp	\$8,025	\$8,856	(\$831)	-9.4%	\$8,856	(\$831)	-9.4%
28 Day	\$144,133	\$127,309	\$16,824	13.2%	\$127,306	\$16,827	13.2%
Total Revenue	\$1,263,924	\$1,213,451	\$50,473	4.2%	\$1,182,071	\$81,853	6.9%
Average Rates							
Cash	\$57.58	\$54.32	\$3.26	6.0%	\$53.79	\$3.79	7.0%
Comp	\$90.17	\$27.85	\$62.32	223.8%	\$27.85	\$62.32	223.8%
28 Day	\$41.17	\$38.56	\$2.61	6.8%	\$38.55	\$2.62	6.8%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	6,216	6,913	(697)	-10.1%	7,277	(1,061)	-14.6%
Comp	-	30	(30)	-100.0%	30	(30)	-100.0%
28 Day	71,406	78,086	(6,680)	-8.6%	75,812	(4,406)	-5.8%
Total Occupied Rooms	77,622	85,029	(7,407)	-8.7%	83,119	(5,497)	-6.6%
Vacant	15,006	15,194	(188)	-1.2%	18,118	(3,112)	-17.2%
Total Available Rooms	92,628	100,223	(7,595)	-7.6%	101,237	(8,609)	-8.5%
Percentage of Occupancy							
Cash	6.7%	6.9%	(0.2)	-2.9%	7.2%	(0.5)	-6.9%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	77.1%	77.9%	(0.8)	-1.0%	74.9%	2.2	2.9%
Total Occupancy Percentage	83.8%	84.8%	(1.0)	-1.2%	82.1%	1.7	2.1%
Vacant	16.2%	15.2%	1.0	6.6%	17.9%	(1.7)	-9.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$248,980	\$261,319	(\$12,339)	-4.7%	\$258,732	(\$9,752)	-3.8%
Comp	\$0	\$0	\$0	0.0%	\$500	(\$500)	-100.0%
28 Day	\$1,668,263	\$1,649,990	\$18,273	1.1%	\$1,664,366	\$3,897	0.2%
Total Revenue	\$1,917,243	\$1,911,309	\$5,934	0.3%	\$1,923,598	(\$6,355)	-0.3%
Average Rates							
Cash	\$40.05	\$37.80	\$2.25	6.0%	\$35.55	\$4.50	12.7%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$16.67	(\$16.67)	-100.0%
28 Day	\$23.36	\$21.13	\$2.23	10.6%	\$21.95	\$1.41	6.4%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,397	2,715	(318)	-11.7%	2,770	(373)	-13.5%
Comp	109	114	(5)	-4.4%	114	(5)	-4.4%
28 Day	27,926	34,409	(6,483)	-18.8%	33,734	(5,808)	-17.2%
Total Occupied Rooms	30,432	37,238	(6,806)	-18.3%	36,618	(6,186)	-16.9%
Vacant	18,300	16,237	2,063	12.7%	16,795	1,505	9.0%
Total Available Rooms	48,732	53,475	(4,743)	-8.9%	53,413	(4,681)	-8.8%
Percentage of Occupancy							
Cash	4.9%	5.1%	(0.2)	-3.9%	5.2%	(0.3)	-5.8%
Comp	0.2%	0.2%	-	0.0%	0.2%	-	0.0%
28 Day	57.3%	64.3%	(7.0)	-10.9%	63.2%	(5.9)	-9.3%
Total Occupancy Percentage	62.4%	69.6%	(7.2)	-10.3%	68.6%	(6.2)	-9.0%
Vacant	37.6%	30.4%	7.2	23.7%	31.4%	6.2	19.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$70,275	\$100,285	(\$30,010)	-29.9%	\$98,319	(\$28,044)	-28.5%
Comp	\$4,030	\$4,385	(\$355)	-8.1%	\$4,385	(\$355)	-8.1%
28 Day	\$478,152	\$554,745	(\$76,593)	-13.8%	\$543,868	(\$65,716)	-12.1%
Total Revenue	\$552,457	\$659,415	(\$106,958)	-16.2%	\$646,572	(\$94,115)	-14.6%
Average Rates							
Cash	\$29.32	\$36.94	(\$7.62)	-20.6%	\$35.49	(\$6.17)	-17.4%
Comp	\$36.97	\$38.46	(\$1.49)	-3.9%	\$38.46	(\$1.49)	-3.9%
28 Day	\$17.12	\$16.12	\$1.00	6.2%	\$16.12	\$1.00	6.2%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	6,266	5,126	1,140	22.2%	4,929	1,337	27.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,254	8,316	(62)	-0.7%	8,316	(62)	-0.7%
Total Occupied Rooms	14,520	13,442	1,078	8.0%	13,245	1,275	9.6%
Vacant	12,122	6,460	5,662	87.6%	9,463	2,659	28.1%
Total Available Rooms	26,642	19,902	6,740	33.9%	22,708	3,934	17.3%
Percentage of Occupancy							
Cash	23.5%	25.8%	(2.3)	-8.9%	21.7%	1.8	8.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	31.0%	41.8%	(10.8)	-25.8%	36.6%	(5.6)	-15.3%
Total Occupancy Percentage	54.5%	67.5%	(13.0)	-19.3%	58.3%	(3.8)	-6.5%
Vacant	45.5%	32.5%	13.0	40.0%	41.7%	3.8	9.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,553,695	\$1,292,641	\$261,054	20.2%	\$1,236,977	\$316,718	25.6%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$625,687	\$625,067	\$620	0.1%	\$625,067	\$620	0.1%
Total Revenue	\$2,179,382	\$1,917,708	\$261,674	13.6%	\$1,862,044	\$317,338	17.0%
Average Rates							
Cash	\$247.96	\$252.17	(\$4.21)	-1.7%	\$250.96	(\$3.00)	-1.2%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$75.80	\$75.16	\$0.64	0.9%	\$75.16	\$0.64	0.9%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,572	4,318	(1,746)	-40.4%	4,318	(1,746)	-40.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,572	4,318	(1,746)	-40.4%	4,318	(1,746)	-40.4%
Vacant	10,377	8,640	1,737	20.1%	8,610	1,767	20.5%
Total Available Rooms	12,949	12,958	(9)	-0.1%	12,928	21	0.2%
Percentage of Occupancy							
Cash	19.9%	33.3%	(13.4)	-40.2%	33.4%	(13.5)	-40.4%
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	19.9%	33.3%	(13.4)	-40.2%	33.4%	(13.5)	-40.4%
Vacant	80.1%	66.7%	13.4	20.1%	66.6%	13.5	20.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$293,845	\$254,633	\$39,212	15.4%	\$254,633	\$39,212	15.4%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$293,845	\$254,633	\$39,212	15.4%	\$254,633	\$39,212	15.4%
Average Rates							
Cash	\$114.25	\$58.97	\$55.28	93.7%	\$58.97	\$55.28	93.7%
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

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	1,675	1,878	(203)	-10.8%	1,878	(203)	-10.8%
Comp	-	6	(6)	-100.0%	6	(6)	-100.0%
28 Day	642	1,186	(544)	-45.9%	1,186	(544)	-45.9%
Total Occupied Rooms	2,317	3,070	(753)	-24.5%	3,070	(753)	-24.5%
Vacant	11,980	12,570	(590)	-4.7%	11,952	28	0.2%
Total Available Rooms	14,297	15,640	(1,343)	-8.6%	15,022	(725)	-4.8%
Percentage of Occupancy							
Cash	11.7%	12.0%	(0.3)	-2.5%	12.5%	(0.8)	-6.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	4.5%	7.6%	(3.1)	-40.8%	7.9%	(3.4)	-43.0%
Total Occupancy Percentage	16.2%	19.6%	(3.4)	-17.3%	20.4%	(4.2)	-20.6%
Vacant	83.8%	80.4%	3.4	4.2%	79.6%	4.2	5.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$482,100	\$442,084	\$40,016	9.1%	\$460,638	\$21,462	4.7%
Comp	\$0	\$116	(\$116)	-100.0%	\$116	(\$116)	-100.0%
28 Day	\$75,203	\$106,160	(\$30,957)	-29.2%	\$106,160	(\$30,957)	-29.2%
Total Revenue	\$557,303	\$548,360	\$8,943	1.6%	\$566,914	(\$9,611)	-1.7%
Average Rates							
Cash	\$287.82	\$235.40	\$52.42	22.3%	\$245.28	\$42.54	17.3%
Comp	\$0.00	\$19.33	(\$19.33)	-100.0%	\$19.33	(\$19.33)	-100.0%
28 Day	\$117.14	\$89.51	\$27.63	30.9%	\$89.51	\$27.63	30.9%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics - Year To Date

December 2018

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$213,107,619	\$215,546,653	(\$2,439,034)	-1.1%	\$208,217,167	\$4,890,452	2.3%
Occupied Rooms - Cash	1,826,941	2,026,535	(199,594)	-9.8%	1,974,481	(147,540)	-7.5%
Average Rate - Cash	\$116.65	\$106.36	\$10.29	9.7%	\$105.45	\$11.20	10.6%
Occupied Rooms							
Cash	1,826,941	2,026,535	(199,594)	-9.8%	1,974,481	(147,540)	-7.5%
Comp	454,876	448,965	5,911	1.3%	458,072	(3,196)	-0.7%
28 Day	742,394	799,391	(56,997)	-7.1%	782,137	(39,743)	-5.1%
Total Occupied Rooms	3,024,211	3,274,891	(250,680)	-7.7%	3,214,690	(190,479)	-5.9%
Percentage of Occupancy							
Cash	42.4%	46.7%	(4.3)	-9.2%	45.4%	(3.0)	-6.6%
Comp	10.6%	10.3%	0.3	2.9%	10.5%	0.1	1.0%
28 Day	17.2%	18.4%	(1.2)	-6.5%	18.0%	(0.8)	-4.4%
Total Percentage of Occupancy	70.2%	75.4%	(5.2)	-6.9%	73.8%	(3.6)	-4.9%
Market Segments							
Occupied Rooms - Cash							
Hotels	1,535,271	1,713,543	(178,272)	-10.4%	1,662,350	(127,079)	-7.6%
Motels	134,974	148,939	(13,965)	-9.4%	146,018	(11,044)	-7.6%
28 Day Motels	41,839	41,941	(102)	-0.2%	44,148	(2,309)	-5.2%
R.V. Parks	53,452	51,735	1,717	3.3%	52,789	663	1.3%
Vacation Rentals	37,303	31,229	6,074	19.4%	30,028	7,275	24.2%
Timeshares	18,250	32,597	(14,347)	-44.0%	32,597	(14,347)	-44.0%
Home Owner Rentals	5,852	6,551	(699)	-10.7%	6,551	(699)	-10.7%
Total Occupied - Cash	1,826,941	2,026,535	(199,594)	-9.8%	1,974,481	(147,540)	-7.5%
Percentage of Occupancy - Cash							
Hotels	52.8%	58.7%	(5.9)	-10.1%	57.5%	(4.7)	-8.2%
Motels	51.8%	54.7%	(2.9)	-5.3%	51.2%	0.6	1.2%
28 Day Motels	7.4%	7.1%	0.3	4.2%	7.3%	0.1	1.4%
R.V. Parks	16.8%	15.7%	1.1	7.0%	16.5%	0.3	1.8%
Vacation Rentals	25.7%	26.4%	(0.7)	-2.7%	21.5%	4.2	19.5%
Timeshares	23.6%	42.4%	(18.8)	-44.3%	41.5%	(17.9)	-43.1%
Home Owner Rentals	19.7%	20.9%	(1.2)	-5.7%	20.5%	(0.8)	-3.9%
Total Occupancy Percentage - Cash	42.4%	46.7%	(4.3)	-9.2%	45.4%	(3.0)	-6.6%
Average Rates - Cash							
Hotels	\$122.36	\$111.34	\$11.02	9.9%	\$110.77	\$11.59	10.5%
Motels	\$64.49	\$62.26	\$2.23	3.6%	\$61.66	\$2.83	4.6%
28 Day Motels	\$41.81	\$41.94	(\$0.13)	-0.3%	\$39.45	\$2.36	6.0%
R.V. Parks	\$36.92	\$40.18	(\$3.26)	-8.1%	\$38.60	(\$1.68)	-4.4%
Vacation Rental	\$256.33	\$275.98	(\$19.65)	-7.1%	\$274.66	(\$18.33)	-6.7%
Timeshares	\$85.81	\$42.33	\$43.48	102.7%	\$42.33	\$43.48	102.7%
Home Owner Rentals	\$290.09	\$252.66	\$37.43	14.8%	\$255.50	\$34.59	13.5%
Total Cash Average Rate	\$116.65	\$106.36	\$10.29	9.7%	\$105.45	\$11.20	10.6%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics - Year To Date

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	1,826,941	2,026,535	(199,594)	-9.8%	1,974,481	(147,540)	-7.5%
Comp	454,876	448,965	5,911	1.3%	458,072	(3,196)	-0.7%
28 Day	742,394	799,391	(56,997)	-7.1%	782,137	(39,743)	-5.1%
Total Occupied Rooms	3,024,211	3,274,891	(250,680)	-7.7%	3,214,690	(190,479)	-5.9%
Vacant	1,281,354	1,069,113	212,241	19.9%	1,138,515	142,839	12.5%
Total Available Rooms	4,305,565	4,344,004	(38,439)	-0.9%	4,353,205	(47,640)	-1.1%
Percentage of Occupancy							
Cash	42.4%	46.7%	(4.3)	-9.2%	45.4%	(3.0)	-6.6%
Comp	10.6%	10.3%	0.3	2.9%	10.5%	0.1	1.0%
28 Day	17.2%	18.4%	(1.2)	-6.5%	18.0%	(0.8)	-4.4%
Total Occupancy Percentage	70.2%	75.4%	(5.2)	-6.9%	73.8%	(3.6)	-4.9%
Vacant	29.8%	24.6%	5.2	21.1%	26.2%	3.6	13.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$213,107,619	\$215,546,653	(\$2,439,034)	-1.1%	\$208,217,167	\$4,890,452	2.3%
Comp	\$43,117,846	\$38,121,213	\$4,996,633	13.1%	\$38,122,211	\$4,995,635	13.1%
28 Day	\$23,256,755	\$17,257,431	\$5,999,324	34.8%	\$23,867,647	(\$610,892)	-2.6%
Total Revenue	\$279,482,220	\$270,925,297	\$8,556,923	3.2%	\$270,207,025	\$9,275,195	3.4%
Average Rates							
Cash	\$116.65	\$106.36	\$10.29	9.7%	\$105.45	\$11.20	10.6%
Comp	\$94.79	\$84.91	\$9.88	11.6%	\$83.22	\$11.57	13.9%
28 Day	\$31.33	\$21.59	\$9.74	45.1%	\$30.52	\$0.81	2.7%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics - Year To Date

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	1,535,271	1,713,543	(178,272)	-10.4%	1,662,350	(127,079)	-7.6%
Comp	453,047	446,250	6,797	1.5%	455,357	(2,310)	-0.5%
28 Day	68,893	65,361	3,532	5.4%	65,361	3,532	5.4%
Total Occupied Rooms	2,057,211	2,225,154	(167,943)	-7.5%	2,183,068	(125,857)	-5.8%
Vacant	851,930	695,066	156,864	22.6%	706,581	145,349	20.6%
Total Available Rooms	2,909,141	2,920,220	(11,079)	-0.4%	2,889,649	19,492	0.7%
Percentage of Occupancy							
Cash	52.8%	58.7%	(5.9)	-10.1%	57.5%	(4.7)	-8.2%
Comp	15.6%	15.3%	0.3	2.0%	15.8%	(0.2)	-1.3%
28 Day	2.4%	2.2%	0.2	9.1%	2.3%	0.1	4.3%
Total Occupancy Percentage	70.7%	76.2%	(5.5)	-7.2%	75.5%	(4.8)	-6.4%
Vacant	29.3%	23.8%	5.5	23.1%	24.5%	4.8	19.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$187,854,987	\$190,781,973	(\$2,926,986)	-1.5%	\$184,133,343	\$3,721,644	2.0%
Comp	\$43,022,959	\$38,016,702	\$5,006,257	13.2%	\$38,016,702	\$5,006,257	13.2%
28 Day	\$5,583,157	\$5,744,213	(\$161,056)	-2.8%	\$5,744,214	(\$161,057)	-2.8%
Total Revenue	\$236,461,103	\$234,542,888	\$1,918,215	0.8%	\$227,894,259	\$8,566,844	3.8%
Average Rates							
Cash	\$122.36	\$111.34	\$11.02	9.9%	\$110.77	\$11.59	10.5%
Comp	\$94.96	\$85.19	\$9.77	11.5%	\$83.49	\$11.47	13.7%
28 Day	\$81.04	\$87.88	(\$6.84)	-7.8%	\$87.88	(\$6.84)	-7.8%

Reno-Sparks Convention and Visitors Authority

Motel Statistics - Year To Date

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	134,974	148,939	(13,965)	-9.4%	146,018	(11,044)	-7.6%
Comp	521	1,381	(860)	-62.3%	1,381	(860)	-62.3%
28 Day	21,660	23,831	(2,171)	-9.1%	23,831	(2,171)	-9.1%
Total Occupied Rooms	157,155	174,151	(16,996)	-9.8%	171,230	(14,075)	-8.2%
Vacant	103,663	97,961	5,702	5.8%	114,212	(10,549)	-9.2%
Total Available Rooms	260,818	272,112	(11,294)	-4.2%	285,442	(24,624)	-8.6%
Percentage of Occupancy							
Cash	51.8%	54.7%	(2.9)	-5.3%	51.2%	0.6	1.2%
Comp	0.2%	0.5%	(0.3)	-60.0%	0.5%	(0.3)	-60.0%
28 Day	8.3%	8.8%	(0.5)	-5.7%	8.3%	-	0.0%
Total Occupancy Percentage	60.3%	64.0%	(3.7)	-5.8%	60.0%	0.3	0.5%
Vacant	39.7%	36.0%	3.7	10.3%	40.0%	(0.3)	-0.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$8,704,483	\$9,273,236	(\$568,753)	-6.1%	\$9,003,141	(\$298,658)	-3.3%
Comp	\$36,864	\$49,913	(\$13,049)	-26.1%	\$49,913	(\$13,049)	-26.1%
28 Day	\$903,805	\$995,054	(\$91,249)	-9.2%	\$995,050	(\$91,245)	-9.2%
Total Revenue	\$9,645,152	\$10,318,203	(\$673,051)	-6.5%	\$10,048,104	(\$402,952)	-4.0%
Average Rates							
Cash	\$64.49	\$62.26	\$2.23	3.6%	\$61.66	\$2.83	4.6%
Comp	\$70.76	\$36.14	\$34.62	95.8%	\$36.14	\$34.62	95.8%
28 Day	\$41.73	\$41.75	(\$0.02)	0.0%	\$41.75	(\$0.02)	0.0%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics - Year To Date

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	41,839	41,941	(102)	-0.2%	44,148	(2,309)	-5.2%
Comp	150	120	30	25.0%	120	30	25.0%
28 Day	421,899	467,979	(46,080)	-9.8%	454,348	(32,449)	-7.1%
Total Occupied Rooms	463,888	510,040	(46,152)	-9.0%	498,616	(34,728)	-7.0%
Vacant	101,609	84,832	16,777	19.8%	108,605	(6,996)	-6.4%
Total Available Rooms	565,497	594,872	(29,375)	-4.9%	607,221	(41,724)	-6.9%
Percentage of Occupancy							
Cash	7.4%	7.1%	0.3	4.2%	7.3%	0.1	1.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.6%	78.7%	(4.1)	-5.2%	74.8%	(0.2)	-0.3%
Total Occupancy Percentage	82.0%	85.7%	(3.7)	-4.3%	82.1%	(0.1)	-0.1%
Vacant	18.0%	14.3%	3.7	25.9%	17.9%	0.1	0.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,749,432	\$1,759,137	(\$9,705)	-0.6%	\$1,741,720	\$7,712	0.4%
Comp	\$2,500	\$1,000	\$1,500	150.0%	\$2,000	\$500	25.0%
28 Day	\$9,856,187	\$3,332,964	\$6,523,223	195.7%	\$9,981,682	(\$125,495)	-1.3%
Total Revenue	\$11,608,119	\$5,093,101	\$6,515,018	127.9%	\$11,725,402	(\$117,283)	-1.0%
Average Rates							
Cash	\$41.81	\$41.94	(\$0.13)	-0.3%	\$39.45	\$2.36	6.0%
Comp	\$16.67	\$8.33	\$8.34	100.1%	\$16.67	\$0.00	0.0%
28 Day	\$23.36	\$7.12	\$16.24	228.1%	\$21.97	\$1.39	6.3%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics - Year To Date

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	53,452	51,735	1,717	3.3%	52,789	663	1.3%
Comp	1,147	1,197	(50)	-4.2%	1,197	(50)	-4.2%
28 Day	179,816	189,106	(9,290)	-4.9%	185,398	(5,582)	-3.0%
Total Occupied Rooms	234,415	242,038	(7,623)	-3.1%	239,384	(4,969)	-2.1%
Vacant	83,437	88,442	(5,005)	-5.7%	81,031	2,406	3.0%
Total Available Rooms	317,852	330,480	(12,628)	-3.8%	320,415	(2,563)	-0.8%
Percentage of Occupancy							
Cash	16.8%	15.7%	1.1	7.0%	16.5%	0.3	1.8%
Comp	0.4%	0.4%	-	0.0%	0.4%	-	0.0%
28 Day	56.6%	57.2%	(0.6)	-1.0%	57.9%	(1.3)	-2.2%
Total Occupancy Percentage	73.7%	73.2%	0.5	0.7%	74.7%	(1.0)	-1.3%
Vacant	26.3%	26.8%	(0.5)	-1.9%	25.3%	1.0	4.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,973,295	\$2,078,587	(\$105,292)	-5.1%	\$2,037,830	(\$64,535)	-3.2%
Comp	\$54,322	\$51,732	\$2,590	5.0%	\$51,730	\$2,592	5.0%
28 Day	\$3,011,625	\$2,995,126	\$16,499	0.6%	\$2,952,038	\$59,587	2.0%
Total Revenue	\$5,039,242	\$5,125,445	(\$86,203)	-1.7%	\$5,041,598	(\$2,356)	0.0%
Average Rates							
Cash	\$36.92	\$40.18	(\$3.26)	-8.1%	\$38.60	(\$1.68)	-4.4%
Comp	\$47.36	\$43.22	\$4.14	9.6%	\$43.22	\$4.14	9.6%
28 Day	\$16.75	\$15.84	\$0.91	5.7%	\$15.92	\$0.83	5.2%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics - Year To Date

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	37,303	31,229	6,074	19.4%	30,028	7,275	24.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	48,077	50,444	(2,367)	-4.7%	50,444	(2,367)	-4.7%
Total Occupied Rooms	85,380	81,673	3,707	4.5%	80,472	4,908	6.1%
Vacant	60,021	36,455	23,566	64.6%	59,432	589	1.0%
Total Available Rooms	145,401	118,128	27,273	23.1%	139,904	5,497	3.9%
Percentage of Occupancy							
Cash	25.7%	26.4%	(0.7)	-2.7%	21.5%	4.2	19.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	33.1%	42.7%	(9.6)	-22.5%	36.1%	(3.0)	-8.3%
Total Occupancy Percentage	58.7%	69.1%	(10.4)	-15.1%	57.5%	1.2	2.1%
Vacant	41.3%	30.9%	10.4	33.7%	42.5%	(1.2)	-2.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$9,561,809	\$8,618,714	\$943,095	10.9%	\$8,247,573	\$1,314,236	15.9%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$3,675,016	\$3,919,290	(\$244,274)	-6.2%	\$3,919,290	(\$244,274)	-6.2%
Total Revenue	\$13,236,825	\$12,538,004	\$698,821	5.6%	\$12,166,863	\$1,069,962	8.8%
Average Rates							
Cash	\$256.33	\$275.98	(\$19.65)	-7.1%	\$274.66	(\$18.33)	-6.7%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$76.44	\$77.70	(\$1.26)	-1.6%	\$77.70	(\$1.26)	-1.6%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics - Year To Date

December 2018

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	18,250	32,597	(14,347)	-44.0%	32,597	(14,347)	-44.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	18,250	32,597	(14,347)	-44.0%	32,597	(14,347)	-44.0%
Vacant	58,955	44,315	14,640	33.0%	45,944	13,011	28.3%
Total Available Rooms	77,205	76,912	293	0.4%	78,541	(1,336)	-1.7%
Percentage of Occupancy							
Cash	23.6%	42.4%	(18.8)	-44.3%	41.5%	(17.9)	-43.1%
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	23.6%	42.4%	(18.8)	-44.3%	41.5%	(17.9)	-43.1%
Vacant	76.4%	57.6%	18.8	32.6%	58.5%	17.9	30.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,565,997	\$1,379,799	\$186,198	13.5%	\$1,379,798	\$186,199	13.5%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$1,565,997	\$1,379,799	\$186,198	13.5%	\$1,379,798	\$186,199	13.5%
Average Rates							
Cash	\$85.81	\$42.33	\$43.48	102.7%	\$42.33	\$43.48	102.7%
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	5,852	6,551	(699)	-10.7%	6,551	(699)	-10.7%
Comp	11	17	(6)	-35.3%	17	(6)	-35.3%
28 Day	2,049	2,670	(621)	-23.3%	2,755	(706)	-25.6%
Total Occupied Rooms	7,912	9,238	(1,326)	-14.4%	9,323	(1,411)	-15.1%
Vacant	21,739	22,042	(303)	-1.4%	22,710	(971)	-4.3%
Total Available Rooms	29,651	31,280	(1,629)	-5.2%	32,033	(2,382)	-7.4%
Percentage of Occupancy							
Cash	19.7%	20.9%	(1.2)	-5.7%	20.5%	(0.8)	-3.9%
Comp	0.0%	0.1%	(0.1)	-100.0%	0.1%	(0.1)	-100.0%
28 Day	6.9%	8.5%	(1.6)	-18.8%	8.6%	(1.7)	-19.8%
Total Occupancy Percentage	26.7%	29.5%	(2.8)	-9.5%	29.1%	(2.4)	-8.2%
Vacant	73.3%	70.5%	2.8	4.0%	70.9%	2.4	3.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,697,616	\$1,655,207	\$42,409	2.6%	\$1,673,762	\$23,854	1.4%
Comp	\$1,201	\$1,866	(\$665)	-35.6%	\$1,866	(\$665)	-35.6%
28 Day	\$226,965	\$270,784	(\$43,819)	-16.2%	\$275,373	(\$48,408)	-17.6%
Total Revenue	\$1,925,782	\$1,927,857	(\$2,075)	-0.1%	\$1,951,001	(\$25,219)	-1.3%
Average Rates							
Cash	\$290.09	\$252.66	\$37.43	14.8%	\$255.50	\$34.59	13.5%
Comp	\$109.18	\$109.76	(\$0.58)	-0.5%	\$109.76	(\$0.58)	-0.5%
28 Day	\$110.77	\$101.42	\$9.35	9.2%	\$99.95	\$10.82	10.8%