

RENO-SPARKS CONVENTION & VISITORS AUTHORITY

March 2019

Room Statistics

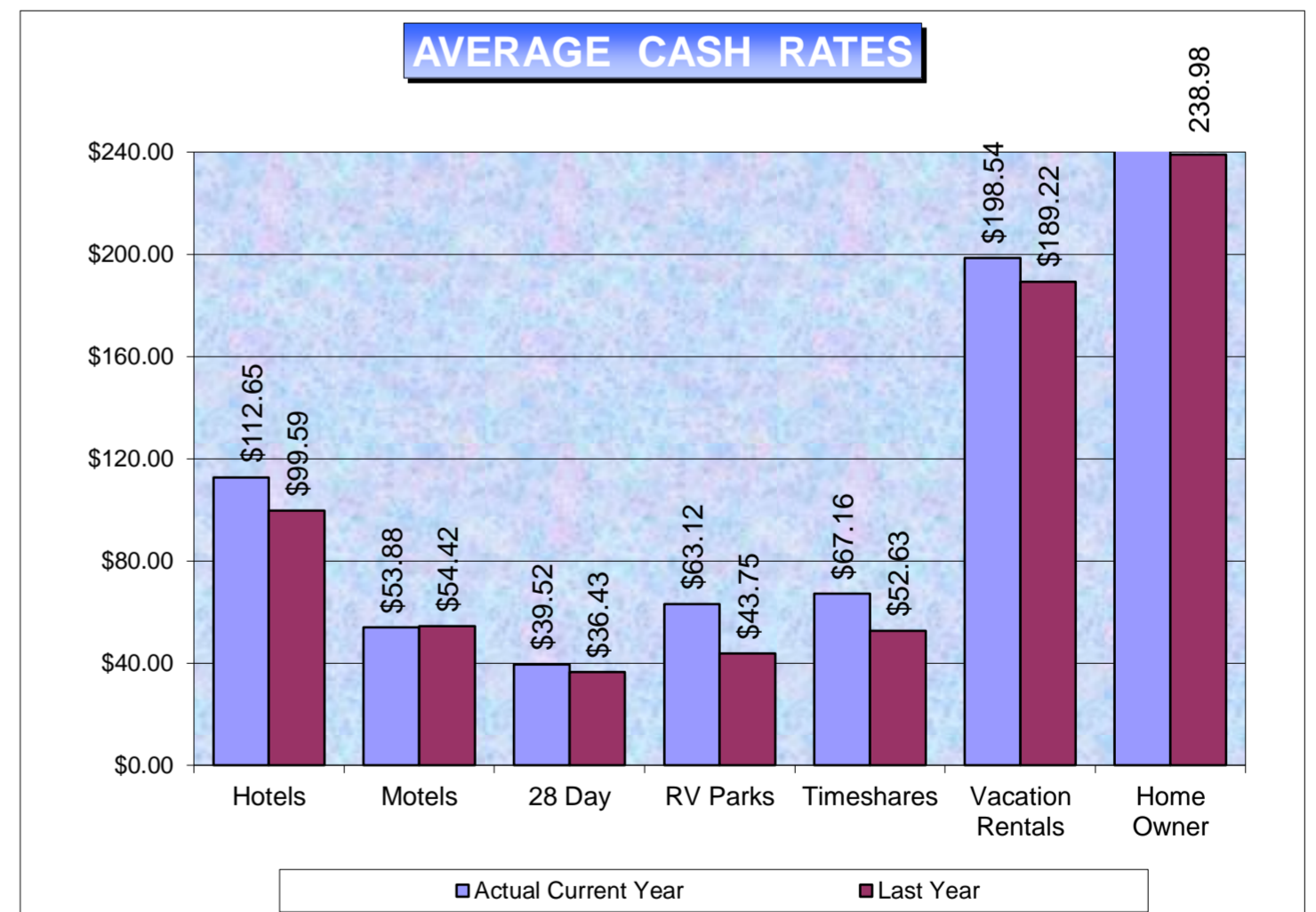
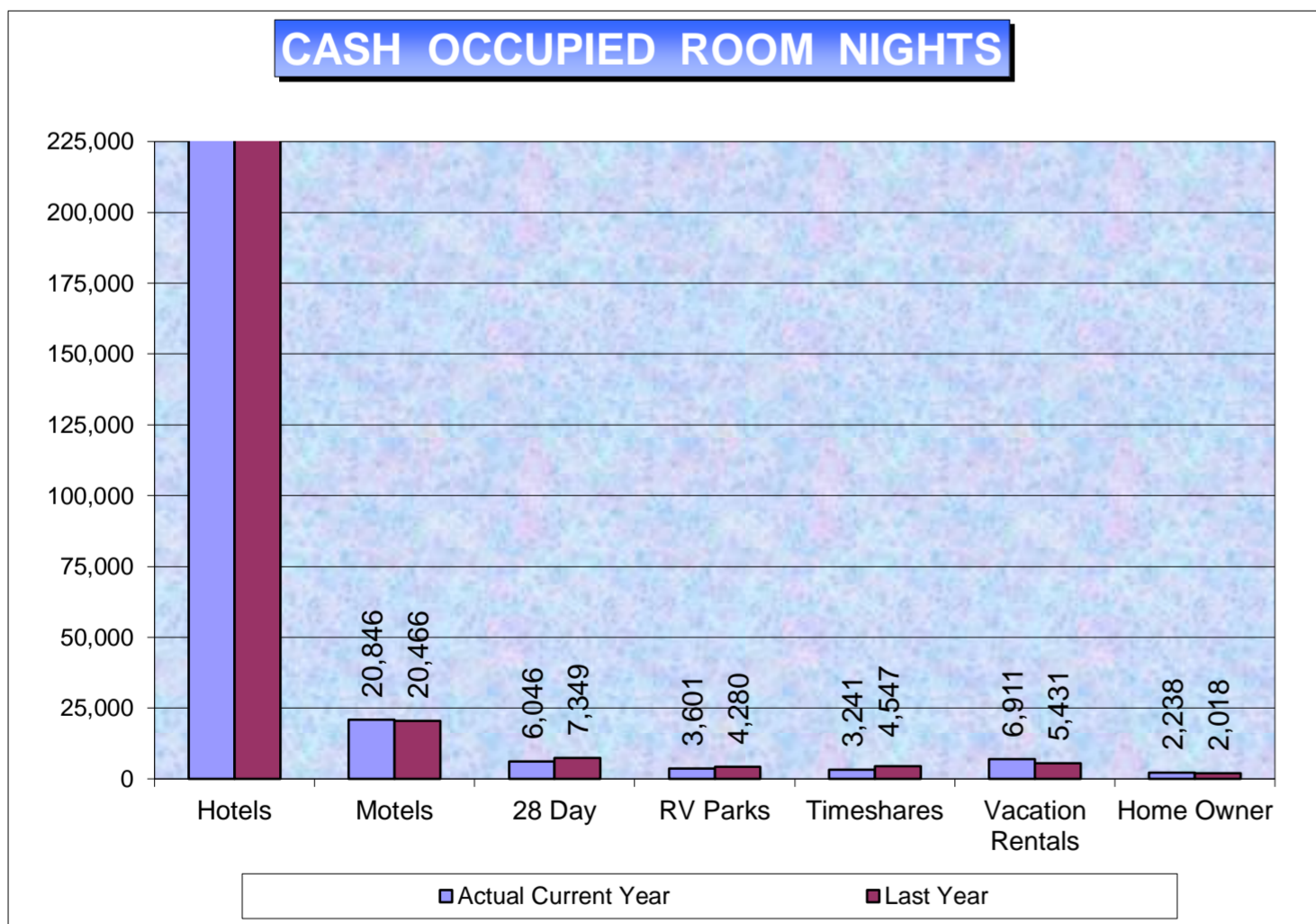
Taxable room revenues for the month of \$30,205,810 are above prior year by \$308,623 (1.0%). Cash occupied room nights of 227,652 are below prior year by 33,315 (-10.7%). Comp occupied room nights of 64,427 are below prior year by 1,198 (-1.8%), and 28-day occupied room nights of 128,825 are below prior year by 3,523 (-2.7%). Total occupied rooms for the month (Cash, Comp, 28-day) are 470,904 (-7.5%) below the prior year.

Overall, Washoe County occupancy percentages of 62.9% for the month is -8.2% below the 68.5% level of the prior year. There were 5,740 (0.8%) more available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$108.79 increased \$12.65 (13.2%), compared to \$96.14 for the prior year.

Year-to-date cash occupied room nights of 2,583,914 are 193,093 (-7.0%) below prior year. Cash average rates year-to-date of \$114.93 are \$12.10 (11.8%) above the prior year. Year-to-date, total taxable room revenues of \$296,966,878 are \$11,395,036 (4.0%) above prior year.

March 2019						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	506,759	234,769	\$112.65	\$99.59	\$13.06	13.1%
Motels	42,299	20,846	\$53.88	\$54.42	(\$0.54)	-1.0%
28 Day	92,022	6,046	\$39.52	\$36.43	\$3.09	8.5%
RV Parks	53,599	3,601	\$63.12	\$43.75	\$19.37	44.3%
Timeshares	12,680	3,241	\$67.16	\$52.63	\$14.53	27.6%
Vacation Rentals	26,082	6,911	\$198.54	\$189.22	\$9.32	4.9%
Home Owner	15,480	2,238	\$259.14	\$238.98	\$20.16	8.4%
Totals	748,921	277,652	\$108.79	\$96.14	\$12.65	13.2%



Attached please find the detail statistics for each market segment.

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Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

March 2019

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$30,205,810	\$30,475,326	(\$269,516)	-0.9%	\$29,897,187	\$308,623	1.0%
Occupied Rooms - Cash	277,652	313,333	(35,681)	-11.4%	310,967	(33,315)	-10.7%
Average Rate - Cash	\$108.79	\$97.26	\$11.53	11.9%	\$96.14	\$12.65	13.2%
Occupied Rooms							
Cash	277,652	313,333	(35,681)	-11.4%	310,967	(33,315)	-10.7%
Comp	64,427	64,288	139	0.2%	65,625	(1,198)	-1.8%
28 Day	128,825	135,356	(6,531)	-4.8%	132,348	(3,523)	-2.7%
Total Occupied Rooms	470,904	512,977	(42,073)	-8.2%	508,940	(38,036)	-7.5%
Percentage of Occupancy							
Cash	37.1%	41.7%	(4.6)	-11.0%	41.8%	(4.7)	-11.2%
Comp	8.6%	8.6%	-	0.0%	8.8%	(0.2)	-2.3%
28 Day	17.2%	18.0%	(0.8)	-4.4%	17.8%	(0.6)	-3.4%
Total Percentage of Occupancy	62.9%	68.2%	(5.3)	-7.8%	68.5%	(5.6)	-8.2%
Market Segments							
Occupied Rooms - Cash							
Hotels	234,769	269,127	(34,358)	-12.8%	266,876	(32,107)	-12.0%
Motels	20,846	20,857	(11)	-0.1%	20,466	380	1.9%
28 Day Motels	6,046	6,982	(936)	-13.4%	7,349	(1,303)	-17.7%
R.V. Parks	3,601	4,194	(593)	-14.1%	4,280	(679)	-15.9%
Vacation Rentals	6,911	5,648	1,263	22.4%	5,431	1,480	27.3%
Timehares	3,241	4,547	(1,306)	-28.7%	4,547	(1,306)	-28.7%
Home Owner Rentals	2,238	1,978	260	0.0%	2,018	220	0.0%
Total Occupied - Cash	277,652	313,333	(35,681)	-11.4%	310,967	(33,315)	-10.7%
Percentage of Occupancy - Cash							
Hotels	46.3%	53.1%	(6.8)	-12.8%	54.3%	(8.0)	-14.7%
Motels	49.3%	48.8%	0.5	1.0%	47.0%	2.3	4.9%
28 Day Motels	6.6%	7.0%	(0.4)	-5.7%	7.4%	(0.8)	-10.8%
R.V. Parks	6.7%	7.8%	(1.1)	-14.1%	8.0%	(1.3)	-16.3%
Vacation Rentals	26.5%	28.4%	(1.9)	-6.7%	22.3%	4.2	18.8%
Timeshares	25.6%	35.1%	(9.5)	-27.1%	33.8%	(8.2)	-24.3%
Home Owner Rentals	14.5%	12.8%	1.7	13.3%	11.1%	3.4	30.6%
Total Occupancy Percentage - Cash	37.1%	41.7%	(4.6)	-11.0%	41.8%	(4.7)	-11.2%
Average Rates - Cash							
Hotels	\$112.65	\$100.68	\$11.97	11.9%	\$99.59	\$13.06	13.1%
Motels	\$53.88	\$54.87	(\$0.99)	-1.8%	\$54.42	(\$0.54)	-1.0%
28 Day Motels	\$39.52	\$38.73	\$0.79	2.0%	\$36.43	\$3.09	8.5%
R.V. Parks	\$63.12	\$45.54	\$17.58	38.6%	\$43.75	\$19.37	44.3%
Vacation Rentals	\$198.54	\$190.14	\$8.40	4.4%	\$189.22	\$9.32	4.9%
Timeshares	\$67.16	\$52.63	\$14.53	27.6%	\$52.63	\$14.53	27.6%
Home Owner Rentals	\$259.14	\$232.88	\$26.26	0.0%	\$238.98	\$20.16	8.4%
Total Cash Average Rate	\$108.79	\$97.26	\$11.53	11.9%	\$96.14	\$12.65	13.2%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	277,652	313,333	(35,681)	-11.4%	310,967	(33,315)	-10.7%	
Comp	64,427	64,288	139	0.2%	65,625	(1,198)	-1.8%	
28 Day	128,825	135,356	(6,531)	-4.8%	132,348	(3,523)	-2.7%	
Total Occupied Rooms	470,904	512,977	(42,073)	-8.2%	508,940	(38,036)	-7.5%	
Vacant	278,017	238,848	39,169	16.4%	234,241	43,776	18.7%	
Total Available Rooms	748,921	751,825	(2,904)	-0.4%	743,181	5,740	0.8%	
Percentage of Occupancy								
Cash	37.1%	41.7%	(4.6)	-11.0%	41.8%	(4.7)	-11.2%	
Comp	8.6%	8.6%	-	0.0%	8.8%	(0.2)	-2.3%	
28 Day	17.2%	18.0%	(0.8)	-4.4%	17.8%	(0.6)	-3.4%	
Total Occupancy Percentage	62.9%	68.2%	(5.3)	-7.8%	68.5%	(5.6)	-8.2%	
Vacant	37.1%	31.8%	5.3	16.7%	31.5%	5.6	17.8%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$30,205,810	\$30,475,326	(\$269,516)	-0.9%	\$29,897,187	\$308,623	1.0%	
Comp	\$6,777,728	\$5,750,173	\$1,027,555	17.9%	\$5,750,673	\$1,027,055	17.9%	
28 Day	\$3,919,340	\$4,031,653	(\$112,313)	-2.8%	\$4,021,380	(\$102,040)	-2.5%	
Total Revenue	\$40,902,878	\$40,257,152	\$645,726	1.6%	\$39,669,240	\$1,233,638	3.1%	
Average Rates								
Cash	\$108.79	\$97.26	\$11.53	11.9%	\$96.14	\$12.65	13.2%	
Comp	\$105.20	\$89.44	\$15.76	17.6%	\$87.63	\$17.57	20.1%	
28 Day	\$30.42	\$29.79	\$0.63	2.1%	\$30.38	\$0.04	0.1%	

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	234,769	269,127	(34,358)	-12.8%	266,876	(32,107)	-12.0%
Comp	64,221	64,037	184	0.3%	65,344	(1,123)	-1.7%
28 Day	11,271	8,568	2,703	31.5%	8,568	2,703	31.5%
Total Occupied Rooms	310,261	341,732	(31,471)	-9.2%	340,788	(30,527)	-9.0%
Vacant	196,498	165,285	31,213	18.9%	150,527	45,971	30.5%
Total Available Rooms	506,759	507,017	(258)	-0.1%	491,315	15,444	3.1%
Percentage of Occupancy							
Cash	46.3%	53.1%	(6.8)	-12.8%	54.3%	(8.0)	-14.7%
Comp	12.7%	12.6%	0.1	0.8%	13.3%	(0.6)	-4.5%
28 Day	2.2%	1.7%	0.5	29.4%	1.7%	0.5	29.4%
Total Occupancy Percentage	61.2%	67.4%	(6.2)	-9.2%	69.4%	(8.2)	-11.8%
Vacant	38.8%	32.6%	6.2	19.0%	30.6%	8.2	26.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$26,446,696	\$27,095,621	(\$648,925)	-2.4%	\$26,579,216	(\$132,520)	-0.5%
Comp	\$6,762,388	\$5,742,478	\$1,019,910	17.8%	\$5,742,478	\$1,019,910	17.8%
28 Day	\$796,780	\$760,872	\$35,908	4.7%	\$760,872	\$35,908	4.7%
Total Revenue	\$34,005,864	\$33,598,971	\$406,893	1.2%	\$33,082,566	\$923,298	2.8%
Average Rates							
Cash	\$112.65	\$100.68	\$11.97	11.9%	\$99.59	\$13.06	13.1%
Comp	\$105.30	\$89.67	\$15.63	17.4%	\$87.88	\$17.42	19.8%
28 Day	\$70.69	\$88.80	(\$18.11)	-20.4%	\$88.80	(\$18.11)	-20.4%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	20,846	20,857	(11)	-0.1%	20,466	380	1.9%
Comp	98	129	(31)	-24.0%	129	(31)	-24.0%
28 Day	3,713	3,573	140	3.9%	3,501	212	6.1%
Total Occupied Rooms	24,657	24,559	98	0.4%	24,096	561	2.3%
Vacant	17,642	18,221	(579)	-3.2%	19,442	(1,800)	-9.3%
Total Available Rooms	42,299	42,780	(481)	-1.1%	43,538	(1,239)	-2.8%
Percentage of Occupancy							
Cash	49.3%	48.8%	0.5	1.0%	47.0%	2.3	4.9%
Comp	0.2%	0.3%	(0.1)	-33.3%	0.3%	(0.1)	-33.3%
28 Day	8.8%	8.4%	0.4	4.8%	8.0%	0.8	10.0%
Total Occupancy Percentage	58.3%	57.4%	0.9	1.6%	55.3%	3.0	5.4%
Vacant	41.7%	42.6%	(0.9)	-2.1%	44.7%	(3.0)	-6.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,123,134	\$1,144,448	(\$21,314)	-1.9%	\$1,113,757	\$9,377	0.8%
Comp	\$12,635	\$5,018	\$7,617	151.8%	\$5,018	\$7,617	151.8%
28 Day	\$147,129	\$134,453	\$12,676	9.4%	\$135,469	\$11,660	8.6%
Total Revenue	\$1,282,898	\$1,283,919	(\$1,021)	-0.1%	\$1,254,244	\$28,654	2.3%
Average Rates							
Cash	\$53.88	\$54.87	(\$0.99)	-1.8%	\$54.42	(\$0.54)	-1.0%
Comp	\$128.93	\$38.90	\$90.03	231.4%	\$38.90	\$90.03	231.4%
28 Day	\$39.63	\$37.63	\$2.00	5.3%	\$38.69	\$0.94	2.4%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	6,046	6,982	(936)	-13.4%	7,349	(1,303)	-17.7%	
Comp	-	-	-	0.0%	30	(30)	-100.0%	
28 Day	70,127	76,831	(6,704)	-8.7%	74,593	(4,466)	-6.0%	
Total Occupied Rooms	76,173	83,813	(7,640)	-9.1%	81,972	(5,799)	-7.1%	
Vacant	15,849	16,410	(561)	-3.4%	17,017	(1,168)	-6.9%	
Total Available Rooms	92,022	100,223	(8,201)	-8.2%	98,989	(6,967)	-7.0%	
Percentage of Occupancy								
Cash	6.6%	7.0%	(0.4)	-5.7%	7.4%	(0.8)	-10.8%	
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%	
28 Day	76.2%	76.7%	(0.5)	-0.7%	75.4%	0.8	1.1%	
Total Occupancy Percentage	82.8%	83.6%	(0.8)	-1.0%	82.8%	-	0.0%	
Vacant	17.2%	16.4%	0.8	4.9%	17.2%	-	0.0%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$238,958	\$270,432	(\$31,474)	-11.6%	\$267,754	(\$28,796)	-10.8%	
Comp	\$0	\$0	\$0	0.0%	\$500	(\$500)	-100.0%	
28 Day	\$1,696,341	\$1,700,294	(\$3,953)	-0.2%	\$1,700,294	(\$3,953)	-0.2%	
Total Revenue	\$1,935,299	\$1,970,726	(\$35,427)	-1.8%	\$1,968,548	(\$33,249)	-1.7%	
Average Rates								
Cash	\$39.52	\$38.73	\$0.79	2.0%	\$36.43	\$3.09	8.5%	
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$16.67	(\$16.67)	-100.0%	
28 Day	\$24.19	\$22.13	\$2.06	9.3%	\$22.79	\$1.40	6.1%	

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	3,601	4,194	(593)	-14.1%	4,280	(679)	-15.9%
Comp	108	122	(14)	-11.5%	122	(14)	-11.5%
28 Day	33,902	35,601	(1,699)	-4.8%	34,903	(1,001)	-2.9%
Total Occupied Rooms	37,611	39,917	(2,306)	-5.8%	39,305	(1,694)	-4.3%
Vacant	15,988	13,558	2,430	17.9%	14,108	1,880	13.3%
Total Available Rooms	53,599	53,475	124	0.2%	53,413	186	0.3%
Percentage of Occupancy							
Cash	6.7%	7.8%	(1.1)	-14.1%	8.0%	(1.3)	-16.3%
Comp	0.2%	0.2%	-	0.0%	0.2%	-	0.0%
28 Day	63.3%	66.6%	(3.3)	-5.0%	65.3%	(2.0)	-3.1%
Total Occupancy Percentage	70.2%	74.6%	(4.4)	-5.9%	73.6%	(3.4)	-4.6%
Vacant	29.8%	25.4%	4.4	17.3%	26.4%	3.4	12.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$227,311	\$190,975	\$36,336	19.0%	\$187,230	\$40,081	21.4%
Comp	\$2,705	\$2,677	\$28	1.0%	\$2,677	\$28	1.0%
28 Day	\$596,738	\$575,758	\$20,980	3.6%	\$564,469	\$32,269	5.7%
Total Revenue	\$826,754	\$769,410	\$57,344	7.5%	\$754,376	\$72,378	9.6%
Average Rates							
Cash	\$63.12	\$45.54	\$17.58	38.6%	\$43.75	\$19.37	44.3%
Comp	\$25.05	\$21.94	\$3.11	14.2%	\$21.94	\$3.11	14.2%
28 Day	\$17.60	\$16.17	\$1.43	8.8%	\$16.17	\$1.43	8.8%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	6,911	5,648	1,263	22.4%	5,431	1,480	27.3%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,986	9,366	(380)	-4.1%	9,366	(380)	-4.1%
Total Occupied Rooms	15,897	15,014	883	5.9%	14,797	1,100	7.4%
Vacant	10,185	4,888	5,297	108.4%	9,581	604	6.3%
Total Available Rooms	26,082	19,902	6,180	31.1%	24,378	1,704	7.0%
Percentage of Occupancy							
Cash	26.5%	28.4%	(1.9)	-6.7%	22.3%	4.2	18.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	34.5%	47.1%	(12.6)	-26.8%	38.4%	(3.9)	-10.2%
Total Occupancy Percentage	61.0%	75.4%	(14.4)	-19.1%	60.7%	0.3	0.5%
Vacant	39.0%	24.6%	14.4	58.5%	39.3%	(0.3)	-0.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,372,094	\$1,073,912	\$298,182	27.8%	\$1,027,667	\$344,427	33.5%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$613,207	\$721,661	(\$108,454)	-15.0%	\$721,661	(\$108,454)	-15.0%
Total Revenue	\$1,985,301	\$1,795,573	\$189,728	10.6%	\$1,749,328	\$235,973	13.5%
Average Rates							
Cash	\$198.54	\$190.14	\$8.40	4.4%	\$189.22	\$9.32	4.9%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$68.24	\$77.05	(\$8.81)	-11.4%	\$77.05	(\$8.81)	-11.4%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	3,241	4,547	(1,306)	-28.7%	4,547	(1,306)	-28.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	3,241	4,547	(1,306)	-28.7%	4,547	(1,306)	-28.7%
Vacant	9,439	8,411	1,028	12.2%	8,896	543	6.1%
Total Available Rooms	12,680	12,958	(278)	-2.1%	13,443	(763)	-5.7%
Percentage of Occupancy							
Cash	25.6%	35.1%	(9.5)	-27.1%	33.8%	(8.2)	-24.3%
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	25.6%	35.1%	(9.5)	-27.1%	33.8%	(8.2)	-24.3%
Vacant	74.4%	64.9%	9.5	14.6%	66.2%	8.2	12.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$217,671	\$239,300	(\$21,629)	-9.0%	\$239,300	(\$21,629)	-9.0%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$217,671	\$239,300	(\$21,629)	-9.0%	\$239,300	(\$21,629)	-9.0%
Average Rates							
Cash	\$67.16	\$52.63	\$14.53	27.6%	\$52.63	\$14.53	27.6%
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 Rental

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,238	1,978	260	13.1%	2,018	220	10.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	826	1,417	(591)	-41.7%	1,417	(591)	-41.7%
Total Occupied Rooms	3,064	3,395	(331)	-9.7%	3,435	(371)	-10.8%
Vacant	12,416	12,075	341	2.8%	14,670	(2,254)	-15.4%
Total Available Rooms	15,480	15,470	10	0.1%	18,105	(2,625)	-14.5%
Percentage of Occupancy							
Cash	14.5%	12.8%	1.7	13.3%	11.1%	3.4	30.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	5.3%	9.2%	(3.9)	-42.4%	7.8%	(2.5)	-32.1%
Total Occupancy Percentage	19.8%	21.9%	(2.1)	-9.6%	19.0%	0.8	4.2%
Vacant	80.2%	78.1%	2.1	2.7%	81.0%	(0.8)	-1.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$579,946	\$460,638	\$119,308	25.9%	\$482,263	\$97,683	20.3%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$69,145	\$138,615	(\$69,470)	-50.1%	\$138,615	(\$69,470)	-50.1%
Total Revenue	\$649,091	\$599,253	\$49,838	8.3%	\$620,878	\$28,213	4.5%
Average Rates							
Cash	\$259.14	\$232.88	\$26.26	11.3%	\$238.98	\$20.16	8.4%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$83.71	\$97.82	(\$14.11)	-14.4%	\$97.82	(\$14.11)	-14.4%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics - Year To Date

March 2019

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$296,966,878	\$298,220,254	(\$1,253,376)	-0.4%	\$285,571,842	\$11,395,036	4.0%
Occupied Rooms - Cash	2,583,914	2,864,925	(281,011)	-9.8%	2,777,007	(193,093)	-7.0%
Average Rate - Cash	\$114.93	\$104.09	\$10.84	10.4%	\$102.83	\$12.10	11.8%
Occupied Rooms							
Cash	2,583,914	2,864,925	(281,011)	-9.8%	2,777,007	(193,093)	-7.0%
Comp	640,201	642,791	(2,590)	-0.4%	655,862	(15,661)	-2.4%
28 Day	1,121,462	1,186,013	(64,551)	-5.4%	1,160,252	(38,790)	-3.3%
Total Occupied Rooms	4,345,577	4,693,729	(348,152)	-7.4%	4,593,121	(247,544)	-5.4%
Percentage of Occupancy							
Cash	40.2%	44.2%	(4.0)	-9.0%	42.9%	(2.7)	-6.3%
Comp	9.9%	9.9%	-	0.0%	10.1%	(0.2)	-2.0%
28 Day	17.4%	18.3%	(0.9)	-4.9%	17.9%	(0.5)	-2.8%
Total Percentage of Occupancy	67.5%	72.5%	(5.0)	-6.9%	71.0%	(3.5)	-4.9%
Market Segments							
Occupied Rooms - Cash							
Hotels	2,175,957	2,436,709	(260,752)	-10.7%	2,350,195	(174,238)	-7.4%
Motels	192,448	205,077	(12,629)	-6.2%	201,073	(8,625)	-4.3%
28 Day Motels	59,373	60,407	(1,034)	-1.7%	63,585	(4,212)	-6.6%
R.V. Parks	61,008	60,360	648	1.1%	61,590	(582)	-0.9%
Vacation Rentals	60,047	48,070	11,977	24.9%	46,222	13,825	29.9%
Timeshares	26,982	45,773	(18,791)	-41.1%	45,773	(18,791)	-41.1%
Home Owner Rentals	8,099	8,529	(430)	-5.0%	8,569	(470)	-5.5%
Total Occupied - Cash	2,583,914	2,864,925	(281,011)	-9.8%	2,777,007	(193,093)	-7.0%
Percentage of Occupancy - Cash							
Hotels	50.0%	55.8%	(5.8)	-10.4%	54.7%	(4.7)	-8.6%
Motels	50.1%	51.7%	(1.6)	-3.1%	48.4%	1.7	3.5%
28 Day Motels	7.1%	6.8%	0.3	4.4%	7.1%	0.0	0.0%
R.V. Parks	12.7%	12.4%	0.3	2.4%	13.0%	(0.3)	-2.3%
Vacation Rentals	26.7%	27.3%	(0.6)	-2.2%	21.7%	5.0	23.0%
Timeshares	23.6%	40.0%	(16.4)	-41.0%	38.8%	(15.2)	-39.2%
Home Owner Rentals	17.7%	18.2%	(0.5)	-2.7%	17.1%	0.6	3.5%
Total Occupancy Percentage - Cash	40.2%	44.2%	(4.0)	-9.0%	42.9%	(2.7)	-6.3%
Average Rates - Cash							
Hotels	\$119.97	\$108.48	\$11.49	10.6%	\$107.49	\$12.48	11.6%
Motels	\$61.62	\$59.24	\$2.38	4.0%	\$58.67	\$2.95	5.0%
28 Day Motels	\$40.14	\$40.59	(\$0.45)	-1.1%	\$38.13	\$2.01	5.3%
R.V. Parks	\$39.32	\$41.12	(\$1.80)	-4.4%	\$39.51	(\$0.19)	-0.5%
Vacation Rental	\$244.96	\$261.15	(\$16.19)	-6.2%	\$259.89	(\$14.93)	-5.7%
Timeshares	\$84.74	\$46.55	\$38.19	82.0%	\$46.55	\$38.19	82.0%
Home Owner Rentals	\$282.20	\$248.08	\$34.12	13.8%	\$251.61	\$30.59	12.2%
Total Cash Average Rate	\$114.93	\$104.09	\$10.84	10.4%	\$102.83	\$12.10	11.8%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics - Year To Date

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,583,914	2,864,925	(281,011)	-9.8%	2,777,007	(193,093)	-7.0%
Comp	640,201	642,791	(2,590)	-0.4%	655,862	(15,661)	-2.4%
28 Day	1,121,462	1,186,013	(64,551)	-5.4%	1,160,252	(38,790)	-3.3%
Total Occupied Rooms	4,345,577	4,693,729	(348,152)	-7.4%	4,593,121	(247,544)	-5.4%
Vacant	2,089,806	1,781,820	307,986	17.3%	1,873,555	216,251	11.5%
Total Available Rooms	6,435,383	6,475,549	(40,166)	-0.6%	6,466,676	(31,293)	-0.5%
Percentage of Occupancy							
Cash	40.2%	44.2%	(4.0)	-9.0%	42.9%	(2.7)	-6.3%
Comp	9.9%	9.9%	-	0.0%	10.1%	(0.2)	-2.0%
28 Day	17.4%	18.3%	(0.9)	-4.9%	17.9%	(0.5)	-2.8%
Total Occupancy Percentage	67.5%	72.5%	(5.0)	-6.9%	71.0%	(3.5)	-4.9%
Vacant	32.5%	27.5%	5.0	18.2%	29.0%	3.5	12.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$296,966,878	\$298,220,254	(\$1,253,376)	-0.4%	\$285,571,842	\$11,395,036	4.0%
Comp	\$62,019,686	\$54,760,404	\$7,259,282	13.3%	\$54,761,902	\$7,257,784	13.3%
28 Day	\$34,712,749	\$23,621,595	\$11,091,154	47.0%	\$34,990,967	(\$278,218)	-0.8%
Total Revenue	\$393,699,313	\$376,602,253	\$17,097,060	4.5%	\$375,324,711	\$18,374,602	4.9%
Average Rates							
Cash	\$114.93	\$104.09	\$10.84	10.4%	\$102.83	\$12.10	11.8%
Comp	\$96.88	\$85.19	\$11.69	13.7%	\$83.50	\$13.38	16.0%
28 Day	\$30.95	\$19.92	\$11.03	55.4%	\$30.16	\$0.79	2.6%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics - Year To Date

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,175,957	2,436,709	(260,752)	-10.7%	2,350,195	(174,238)	-7.4%
Comp	637,961	639,015	(1,054)	-0.2%	652,056	(14,095)	-2.2%
28 Day	102,283	90,607	11,676	12.9%	90,607	11,676	12.9%
Total Occupied Rooms	2,916,201	3,166,331	(250,130)	-7.9%	3,092,858	(176,657)	-5.7%
Vacant	1,434,534	1,204,144	230,390	19.1%	1,206,211	228,323	18.9%
Total Available Rooms	4,350,735	4,370,475	(19,740)	-0.5%	4,299,069	51,666	1.2%
Percentage of Occupancy							
Cash	50.0%	55.8%	(5.8)	-10.4%	54.7%	(4.7)	-8.6%
Comp	14.7%	14.6%	0.1	0.7%	15.2%	(0.5)	-3.3%
28 Day	2.4%	2.1%	0.3	14.3%	2.1%	0.3	14.3%
Total Occupancy Percentage	67.0%	72.4%	(5.4)	-7.5%	71.9%	(4.9)	-6.8%
Vacant	33.0%	27.6%	5.4	19.6%	28.1%	4.9	17.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$261,045,412	\$264,338,636	(\$3,293,224)	-1.2%	\$252,617,694	\$8,427,718	3.3%
Comp	\$61,894,266	\$54,626,356	\$7,267,910	13.3%	\$54,626,356	\$7,267,910	13.3%
28 Day	\$8,035,354	\$7,961,902	\$73,452	0.9%	\$7,961,902	\$73,452	0.9%
Total Revenue	\$330,975,032	\$326,926,894	\$4,048,138	1.2%	\$315,205,952	\$15,769,080	5.0%
Average Rates							
Cash	\$119.97	\$108.48	\$11.49	10.6%	\$107.49	\$12.48	11.6%
Comp	\$97.02	\$85.49	\$11.53	13.5%	\$83.78	\$13.24	15.8%
28 Day	\$78.56	\$87.87	(\$9.31)	-10.6%	\$87.87	(\$9.31)	-10.6%

Reno-Sparks Convention and Visitors Authority

Motel Statistics - Year To Date

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	192,448	205,077	(12,629)	-6.2%	201,073	(8,625)	-4.3%
Comp	702	2,065	(1,363)	-66.0%	2,065	(1,363)	-66.0%
28 Day	32,254	34,474	(2,220)	-6.4%	34,402	(2,148)	-6.2%
Total Occupied Rooms	225,404	241,616	(16,212)	-6.7%	237,540	(12,136)	-5.1%
Vacant	158,743	154,696	4,047	2.6%	177,977	(19,234)	-10.8%
Total Available Rooms	384,147	396,312	(12,165)	-3.1%	415,517	(31,370)	-7.5%
Percentage of Occupancy							
Cash	50.1%	51.7%	(1.6)	-3.1%	48.4%	1.7	3.5%
Comp	0.2%	0.5%	(0.3)	-60.0%	0.5%	(0.3)	-60.0%
28 Day	8.4%	8.7%	(0.3)	-3.4%	8.3%	0.1	1.2%
Total Occupancy Percentage	58.7%	61.0%	(2.3)	-3.8%	57.2%	1.5	2.6%
Vacant	41.3%	39.0%	2.3	5.9%	42.8%	(1.5)	-3.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$11,858,096	\$12,147,750	(\$289,654)	-2.4%	\$11,796,574	\$61,522	0.5%
Comp	\$61,434	\$68,862	(\$7,428)	-10.8%	\$68,862	(\$7,428)	-10.8%
28 Day	\$1,318,452	\$1,381,766	(\$63,314)	-4.6%	\$1,382,778	(\$64,326)	-4.7%
Total Revenue	\$13,237,982	\$13,598,378	(\$360,396)	-2.7%	\$13,248,214	(\$10,232)	-0.1%
Average Rates							
Cash	\$61.62	\$59.24	\$2.38	4.0%	\$58.67	\$2.95	5.0%
Comp	\$87.51	\$33.35	\$54.16	162.4%	\$33.35	\$54.16	162.4%
28 Day	\$40.88	\$40.08	\$0.80	2.0%	\$40.19	\$0.69	1.7%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics - Year To Date

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	59,373	60,407	(1,034)	-1.7%	63,585	(4,212)	-6.6%
Comp	150	150	-	0.0%	180	(30)	-16.7%
28 Day	626,785	688,990	(62,205)	-9.0%	668,922	(42,137)	-6.3%
Total Occupied Rooms	686,308	749,547	(63,239)	-8.4%	732,687	(46,379)	-6.3%
Vacant	149,926	136,295	13,631	10.0%	162,869	(12,943)	-7.9%
Total Available Rooms	836,234	885,842	(49,608)	-5.6%	895,556	(59,322)	-6.6%
Percentage of Occupancy							
Cash	7.1%	6.8%	0.3	4.4%	7.1%	-	0.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	75.0%	77.8%	(2.8)	-3.6%	74.7%	0.3	0.4%
Total Occupancy Percentage	82.1%	84.6%	(2.5)	-3.0%	81.8%	0.3	0.4%
Vacant	17.9%	15.4%	2.5	16.2%	18.2%	(0.3)	-1.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,383,101	\$2,451,695	(\$68,594)	-2.8%	\$2,424,466	(\$41,365)	-1.7%
Comp	\$2,500	\$1,500	\$1,000	66.7%	\$3,000	(\$500)	-16.7%
28 Day	\$14,777,150	\$3,383,268	\$11,393,882	336.8%	\$14,739,442	\$37,708	0.3%
Total Revenue	\$17,162,751	\$5,836,463	\$11,326,288	194.1%	\$17,166,908	(\$4,157)	0.0%
Average Rates							
Cash	\$40.14	\$40.59	(\$0.45)	-1.1%	\$38.13	\$2.01	5.3%
Comp	\$16.67	\$10.00	\$6.67	66.7%	\$16.67	\$0.00	0.0%
28 Day	\$23.58	\$4.91	\$18.67	380.2%	\$22.03	\$1.55	7.0%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics - Year To Date

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	61,008	60,360	648	1.1%	61,590	(582)	-0.9%
Comp	1,377	1,544	(167)	-10.8%	1,544	(167)	-10.8%
28 Day	282,197	290,967	(8,770)	-3.0%	285,261	(3,064)	-1.1%
Total Occupied Rooms	344,582	352,871	(8,289)	-2.3%	348,395	(3,813)	-1.1%
Vacant	134,377	132,859	1,518	1.1%	127,090	7,287	5.7%
Total Available Rooms	478,959	485,730	(6,771)	-1.4%	475,485	3,474	0.7%
Percentage of Occupancy							
Cash	12.7%	12.4%	0.3	2.4%	13.0%	(0.3)	-2.3%
Comp	0.3%	0.3%	-	0.0%	0.3%	-	0.0%
28 Day	58.9%	59.9%	(1.0)	-1.7%	60.0%	(1.1)	-1.8%
Total Occupancy Percentage	71.9%	72.6%	(0.7)	-1.0%	73.3%	(1.4)	-1.9%
Vacant	28.1%	27.4%	0.7	2.6%	26.7%	1.4	5.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,398,992	\$2,481,972	(\$82,980)	-3.3%	\$2,433,306	(\$34,314)	-1.4%
Comp	\$60,285	\$61,820	(\$1,535)	-2.5%	\$61,818	(\$1,533)	-2.5%
28 Day	\$4,786,178	\$4,541,233	\$244,945	5.4%	\$4,548,830	\$237,348	5.2%
Total Revenue	\$7,245,455	\$7,085,025	\$160,430	2.3%	\$7,043,954	\$201,501	2.9%
Average Rates							
Cash	\$39.32	\$41.12	(\$1.80)	-4.4%	\$39.51	(\$0.19)	-0.5%
Comp	\$43.78	\$40.04	\$3.74	9.3%	\$40.04	\$3.74	9.3%
28 Day	\$16.96	\$15.61	\$1.35	8.6%	\$15.95	\$1.01	6.3%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics - Year To Date

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	60,047	48,070	11,977	24.9%	46,222	13,825	29.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	75,068	76,888	(1,820)	-2.4%	76,888	(1,820)	-2.4%
Total Occupied Rooms	135,115	124,958	10,157	8.1%	123,110	12,005	9.8%
Vacant	90,162	50,950	39,212	77.0%	89,940	222	0.2%
Total Available Rooms	225,277	175,908	49,369	28.1%	213,050	12,227	5.7%
Percentage of Occupancy							
Cash	26.7%	27.3%	(0.6)	-2.2%	21.7%	5.0	23.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	33.3%	43.7%	(10.4)	-23.8%	36.1%	(2.8)	-7.8%
Total Occupancy Percentage	60.0%	71.0%	(11.0)	-15.5%	57.8%	2.2	3.8%
Vacant	40.0%	29.0%	11.0	37.9%	42.2%	(2.2)	-5.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$14,709,311	\$12,553,406	\$2,155,905	17.2%	\$12,012,829	\$2,696,482	22.4%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$5,499,505	\$5,944,027	(\$444,522)	-7.5%	\$5,944,027	(\$444,522)	-7.5%
Total Revenue	\$20,208,816	\$18,497,433	\$1,711,383	9.3%	\$17,956,856	\$2,251,960	12.5%
Average Rates							
Cash	\$244.96	\$261.15	(\$16.19)	-6.2%	\$259.89	(\$14.93)	-5.7%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$73.26	\$77.31	(\$4.05)	-5.2%	\$77.31	(\$4.05)	-5.2%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics - Year To Date

March 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	26,982	45,773	(18,791)	-41.1%	45,773	(18,791)	-41.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	26,982	45,773	(18,791)	-41.1%	45,773	(18,791)	-41.1%
Vacant	87,274	68,759	18,515	26.9%	72,088	15,186	21.1%
Total Available Rooms	114,256	114,532	(276)	-0.2%	117,861	(3,605)	-3.1%
Percentage of Occupancy							
Cash	23.6%	40.0%	(16.4)	-41.0%	38.8%	(15.2)	-39.2%
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%	40.0%	(16.4)	-41.0%	38.8%	(15.2)	-39.2%
Vacant	76.4%	60.0%	16.4	27.3%	61.2%	15.2	24.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,286,404	\$2,130,949	\$155,455	7.3%	\$2,130,948	\$155,456	7.3%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$2,286,404	\$2,130,949	\$155,455	7.3%	\$2,130,948	\$155,456	7.3%
Average Rates							
Cash	\$84.74	\$46.55	\$38.19	82.0%	\$46.55	\$38.19	82.0%
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	8,099	8,529	(430)	-5.0%	8,569	(470)	-5.5%
Comp	11	17	(6)	-35.3%	17	(6)	-35.3%
28 Day	2,875	4,087	(1,212)	-29.7%	4,172	(1,297)	-31.1%
Total Occupied Rooms	10,985	12,633	(1,648)	-13.0%	12,758	(1,773)	-13.9%
Vacant	34,790	34,117	673	2.0%	37,380	(2,590)	-6.9%
Total Available Rooms	45,775	46,750	(975)	-2.1%	50,138	(4,363)	-8.7%
Percentage of Occupancy							
Cash	17.7%	18.2%	(0.5)	-2.7%	17.1%	0.6	3.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	6.3%	8.7%	(2.4)	-27.6%	8.3%	(2.0)	-24.1%
Total Occupancy Percentage	24.0%	27.0%	(3.0)	-11.1%	25.4%	(1.4)	-5.5%
Vacant	76.0%	73.0%	3.0	4.1%	74.6%	1.4	1.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,285,562	\$2,115,846	\$169,716	8.0%	\$2,156,025	\$129,537	6.0%
Comp	\$1,201	\$1,866	(\$665)	-35.6%	\$1,866	(\$665)	-35.6%
28 Day	\$296,110	\$409,399	(\$113,289)	-27.7%	\$413,988	(\$117,878)	-28.5%
Total Revenue	\$2,582,873	\$2,527,111	\$55,762	2.2%	\$2,571,879	\$10,994	0.4%
Average Rates							
Cash	\$282.20	\$248.08	\$34.12	13.8%	\$251.61	\$30.59	12.2%
Comp	\$109.18	\$109.76	(\$0.58)	-0.5%	\$109.76	(\$0.58)	-0.5%
28 Day	\$102.99	\$100.17	\$2.82	2.8%	\$99.23	\$3.76	3.8%

**Reno-Sparks Convention and Visitors Authority
Taxable Revenue by District
March 2019**

Current Month Actual March 2019	Last Year Actual March 2018			Tax District	Year To Date Actual July 2018 - March 2019	Last Year - Year To Date Actual July 2017 - March 2018		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
\$15,343,959	\$15,457,400	(\$113,441)	-0.7%	Reno B	\$136,319,275	\$134,827,672	\$1,491,603	1.1%
\$7,357,334	\$7,480,619	(\$123,284)	-1.6%	Reno D	\$78,830,886	\$75,889,052	\$2,941,834	3.9%
\$674,172	\$648,700	\$25,472	3.9%	Reno E	\$5,822,544	\$5,543,044	\$279,500	5.0%
\$23,375,465	\$23,586,719	(\$211,253)	-0.9%	Total Reno	\$220,972,705	\$216,259,768	\$4,712,937	2.2%
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\$21,846	\$34,625	(\$12,779)	-36.9%	Washoe A	\$332,044	\$325,101	\$6,943	2.1%
\$3,231,290	\$2,866,415	\$364,875	12.7%	Washoe B	\$40,628,086	\$36,427,176	\$4,200,909	11.5%
\$3,253,136	\$2,901,040	\$352,096	12.1%	Total Washoe Co.	\$40,960,129	\$36,752,277	\$4,207,852	11.4%
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\$3,577,210	\$3,409,429	\$167,781	4.9%	Sparks	\$35,034,046	\$32,559,796	\$2,474,250	7.6%
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\$30,205,810	\$29,897,187	\$308,623	1.0%	Total Taxable Revenue	\$296,966,878	\$285,571,842	\$11,395,036	4.0%

<u>Tax District</u>	<u>Location</u>
Reno B	Suburban Reno
Reno D	Downtown Reno
Reno E	1 Mile Radius from Downtown
Sparks	City of Sparks
Washoe A	Washoe County except Incline
Washoe B	Incline Village

**Reno-Sparks Convention and Visitors Authority
Taxable Occupied Rooms by District
March 2019**

Current Month Actual March 2019	Last Year Actual March 2018			Tax District	Year To Date Actual July 2018 - March 2019	Last Year - Year To Date Actual July 2017 - March 2018		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
142,913	157,145	(14,232)	-9.1%	Reno B	1,234,790	1,326,058	(91,268)	-6.9%
69,003	85,638	(16,635)	-19.4%	Reno D	724,462	825,877	(101,415)	-12.3%
5,705	5,741	(36)	-0.6%	Reno E	47,094	49,613	(2,519)	-5.1%
217,621	248,524	(30,903)	-12.4%	Total Reno	2,006,346	2,201,548	(195,202)	-8.9%
1,232	1,079	153	14.2%	Washoe A	12,380	10,682	1,698	15.9%
15,507	14,253	1,254	8.8%	Washoe B	152,563	141,515	11,048	7.8%
16,739	15,332	1,407	9.2%	Total Washoe Co.	164,943	152,197	12,746	8.4%
43,292	47,111	(3,819)	-8.1%	Sparks	412,625	423,262	(10,637)	-2.5%
277,652	310,967	(33,315)	-10.7%	Total Taxable Rooms	2,583,914	2,777,007	(193,093)	-7.0%

<u>Tax District</u>	<u>Location</u>
Reno B	Suburban Reno
Reno D	Downtown Reno
Reno E	1 Mile Radius from Downtown
Sparks	City of Sparks
Washoe A	Washoe County except Incline
Washoe B	Incline Village

**Reno-Sparks Convention and Visitors Authority
Average Daily Rate by District
March 2019**

Current Month Actual March 2019	Last Year Actual March 2018			Tax District	Year To Date Actual July 2018 - March 2019	Last Year - Year To Date Actual July 2017 - March 2018		
	Amount	Increase (Decrease) Amount % Percent				Amount	Increase (Decrease) Amount % Percent	
\$107.37 \$106.62 \$118.17 \$107.41	\$98.36 \$87.35 \$112.99 \$94.91	\$9.00 \$19.27 \$5.18 \$12.51	9.2% 22.1% 4.6% 13.2%	Reno B Reno D Reno E Total Reno	\$110.40 \$108.81 \$123.64 \$110.14	\$101.68 \$91.89 \$111.73 \$98.23	\$8.72 \$16.92 \$11.91 \$11.91	8.6% 18.4% 10.7% 12.1%
\$17.73 \$208.38 \$194.34	\$32.09 \$201.11 \$189.21	-\$14.36 \$7.27 \$5.13	-44.7% 3.6% 2.7%	Washoe A Washoe B Total Washoe Co.	\$26.82 \$266.30 \$248.33	\$30.43 \$257.41 \$241.48	-\$3.61 \$8.90 \$6.85	-11.9% 3.5% 2.8%
\$82.63	\$72.37	\$10.26	14.2%	Sparks	\$84.91	\$76.93	\$7.98	10.4%
\$108.79	\$96.14	\$12.65	13.3%	Total Average Daily Rate	\$114.93	\$102.83	\$12.10	11.8%

<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