

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

**April 2019**

## Room Statistics

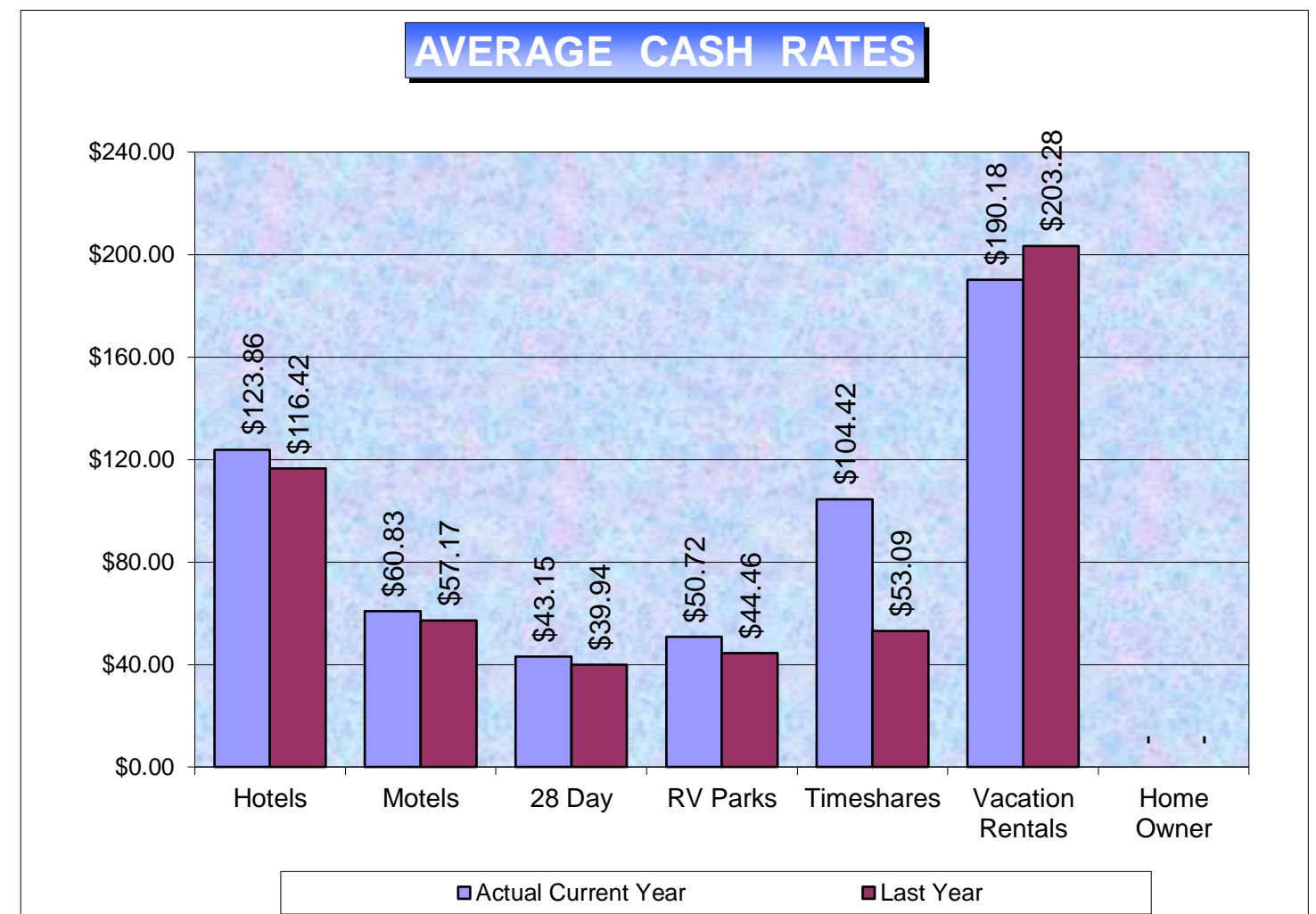
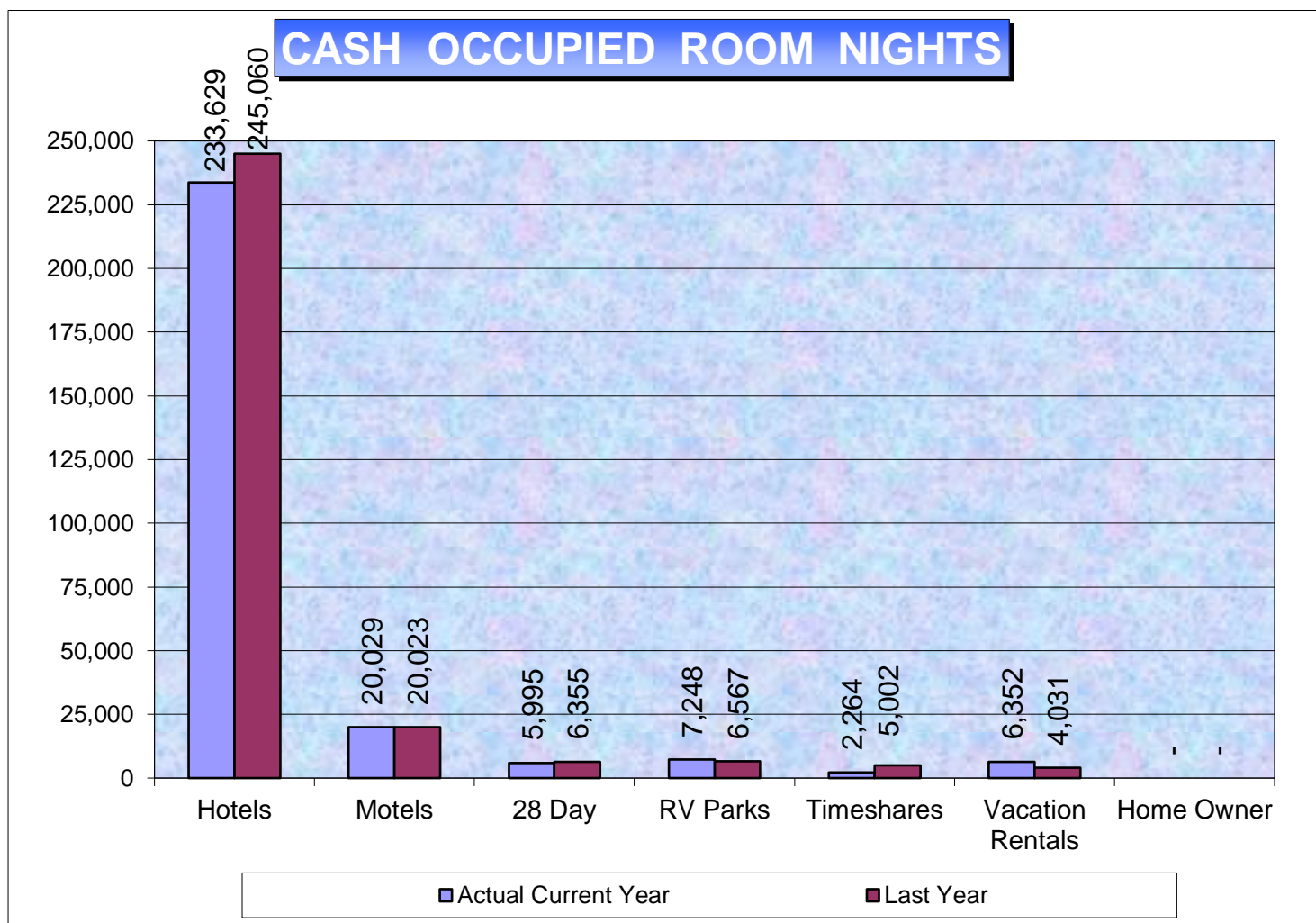
Taxable room revenues for the month of \$32,227,253 are above prior year by \$922,449 (2.9%). Cash occupied room nights of 275,517 are below prior year by 11,521 (-4.0%). Comp occupied room nights of 68,592 are below prior year by 236 (-0.3%), and 28-day occupied room nights of 119,960 are below prior year by 3,998 (-3.2%). Total occupied rooms for the month (Cash, Comp, 28-day) are 464,069 (-3.3%) below the prior year.

Overall, Washoe County occupancy percentages of 65.9% for the month is -5.0% below the 69.4% level of the prior year. There were 12,987 (1.9%) more available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$116.97 increased \$7.91 (7.3%), compared to \$109.06 for the prior year.

Year-to-date cash occupied room nights of 2,859,640 are 204,405 (-6.7%) below prior year. Cash average rates year-to-date of \$115.14 are \$11.72 (11.3%) above the prior year. Year-to-date, total taxable room revenues of \$329,246,703 are \$12,370,056 (3.9%) above prior year.

April 2019						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	480,679	233,629	\$123.86	\$116.42	\$7.44	6.4%
Motels	40,991	20,029	\$60.83	\$57.17	\$3.66	6.4%
28 Day	93,086	5,995	\$43.15	\$39.94	\$3.21	8.0%
RV Parks	51,870	7,248	\$50.72	\$44.46	\$6.26	14.1%
Timeshares	12,111	2,264	\$104.42	\$53.09	\$51.33	96.7%
Vacation Rentals	25,495	6,352	\$190.18	\$203.28	(\$13.10)	-6.4%
Home Owner	-	-	\$0.00	\$0.00	\$0.00	0.0%
<b>Totals</b>	<b>704,232</b>	<b>275,517</b>	<b>\$116.97</b>	<b>\$109.06</b>	<b>\$7.91</b>	<b>7.3%</b>



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

April 2019

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$32,227,253</b>	<b>\$33,234,857</b>	<b>(\$1,007,604)</b>	<b>-3.0%</b>	<b>\$31,304,804</b>	<b>\$922,449</b>	<b>2.9%</b>
<b>Occupied Rooms - Cash</b>	<b>275,517</b>	<b>318,995</b>	<b>(43,478)</b>	<b>-13.6%</b>	<b>287,038</b>	<b>(11,521)</b>	<b>-4.0%</b>
<b>Average Rate - Cash</b>	<b>\$116.97</b>	<b>\$104.19</b>	<b>\$12.78</b>	<b>12.3%</b>	<b>\$109.06</b>	<b>\$7.91</b>	<b>7.3%</b>
<b>Occupied Rooms</b>							
Cash	275,517	318,995	(43,478)	-13.6%	287,038	(11,521)	-4.0%
Comp	68,592	70,784	(2,192)	-3.1%	68,828	(236)	-0.3%
28 Day	119,960	137,537	(17,577)	-12.8%	123,958	(3,998)	-3.2%
<b>Total Occupied Rooms</b>	<b>464,069</b>	<b>527,316</b>	<b>(63,247)</b>	<b>-12.0%</b>	<b>479,824</b>	<b>(15,755)</b>	<b>-3.3%</b>
<b>Percentage of Occupancy</b>							
Cash	39.1%	45.4%	(6.3)	-13.9%	41.5%	(2.4)	-5.8%
Comp	9.7%	10.1%	(0.4)	-4.0%	10.0%	(0.3)	-3.0%
28 Day	17.0%	19.6%	(2.6)	-13.3%	17.9%	(0.9)	-5.0%
<b>Total Percentage of Occupancy</b>	<b>65.9%</b>	<b>75.1%</b>	<b>(9.2)</b>	<b>-12.3%</b>	<b>69.4%</b>	<b>(3.5)</b>	<b>-5.0%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	233,629	268,882	(35,253)	-13.1%	245,060	(11,431)	-4.7%
Motels	20,029	25,662	(5,633)	-22.0%	20,023	6	0.0%
28 Day Motels	5,995	6,733	(738)	-11.0%	6,355	(360)	-5.7%
R.V. Parks	7,248	9,349	(2,101)	-22.5%	6,567	681	10.4%
Vacation Rentals	6,352	3,314	3,038	91.7%	4,031	2,321	57.6%
Timehares	2,264	5,055	(2,791)	-55.2%	5,002	(2,738)	-54.7%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied - Cash</b>	<b>275,517</b>	<b>318,995</b>	<b>(43,478)</b>	<b>-13.6%</b>	<b>287,038</b>	<b>(11,521)</b>	<b>-4.0%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	48.6%	56.0%	(7.4)	-13.2%	52.5%	(3.9)	-7.4%
Motels	48.9%	62.0%	(13.1)	-21.1%	47.4%	1.5	3.2%
28 Day Motels	6.4%	6.9%	(0.5)	-7.2%	6.7%	(0.3)	-4.5%
R.V. Parks	14.0%	18.1%	(4.1)	-22.7%	12.7%	1.3	10.2%
Vacation Rentals	24.9%	17.2%	7.7	44.8%	18.6%	6.3	33.9%
Timeshares	18.7%	40.3%	(21.6)	-53.6%	38.3%	(19.6)	-50.7%
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>39.1%</b>	<b>45.4%</b>	<b>(6.3)</b>	<b>-13.9%</b>	<b>41.5%</b>	<b>(2.4)</b>	<b>-5.8%</b>
<b>Average Rates - Cash</b>							
Hotels	\$123.86	\$111.71	\$12.15	10.9%	\$116.42	\$7.44	6.4%
Motels	\$60.83	\$59.24	\$1.59	2.7%	\$57.17	\$3.66	6.4%
28 Day Motels	\$43.15	\$39.82	\$3.33	8.4%	\$39.94	\$3.21	8.0%
R.V. Parks	\$50.72	\$31.39	\$19.33	61.6%	\$44.46	\$6.26	14.1%
Vacation Rentals	\$190.18	\$248.42	(\$58.24)	-23.4%	\$203.28	(\$13.10)	-6.4%
Timeshares	\$104.42	\$57.74	\$46.68	80.8%	\$53.09	\$51.33	96.7%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
<b>Total Cash Average Rate</b>	<b>\$116.97</b>	<b>\$104.19</b>	<b>\$12.78</b>	<b>12.3%</b>	<b>\$109.06</b>	<b>\$7.91</b>	<b>7.3%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**April 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	275,517	318,995	(43,478)	-13.6%	287,038	(11,521)	-4.0%
Comp	68,592	70,784	(2,192)	-3.1%	68,828	(236)	-0.3%
28 Day	119,960	137,537	(17,577)	-12.8%	123,958	(3,998)	-3.2%
<b>Total Occupied Rooms</b>	<b>464,069</b>	<b>527,316</b>	<b>(63,247)</b>	<b>-12.0%</b>	<b>479,824</b>	<b>(15,755)</b>	<b>-3.3%</b>
Vacant	240,163	174,894	65,269	37.3%	211,421	28,742	13.6%
Total Available Rooms	704,232	702,210	2,022	0.3%	691,245	12,987	1.9%
<b>Percentage of Occupancy</b>							
Cash	39.1%	45.4%	(6.3)	-13.9%	41.5%	(2.4)	-5.8%
Comp	9.7%	10.1%	(0.4)	-4.0%	10.0%	(0.3)	-3.0%
28 Day	17.0%	19.6%	(2.6)	-13.3%	17.9%	(0.9)	-5.0%
<b>Total Occupancy Percentage</b>	<b>65.9%</b>	<b>75.1%</b>	<b>(9.2)</b>	<b>-12.3%</b>	<b>69.4%</b>	<b>(3.5)</b>	<b>-5.0%</b>
Vacant	34.1%	24.9%	9.2	36.9%	30.6%	3.5	11.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$32,227,253</b>	<b>\$33,234,857</b>	<b>(\$1,007,604)</b>	<b>-3.0%</b>	<b>\$31,304,804</b>	<b>\$922,449</b>	<b>2.9%</b>
Comp	\$7,492,348	\$5,228,650	\$2,263,698	43.3%	\$5,653,481	\$1,838,867	32.5%
28 Day	\$3,522,009	\$3,582,916	(\$60,907)	-1.7%	\$3,607,835	(\$85,826)	-2.4%
Total Revenue	\$43,241,610	\$42,046,423	\$1,195,187	2.8%	\$40,566,120	\$2,675,490	6.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$116.97</b>	<b>\$104.19</b>	<b>\$12.78</b>	<b>12.3%</b>	<b>\$109.06</b>	<b>\$7.91</b>	<b>7.3%</b>
Comp	\$109.23	\$73.87	\$35.36	47.9%	\$82.14	\$27.09	33.0%
28 Day	\$29.36	\$26.05	\$3.31	12.7%	\$29.11	\$0.25	0.9%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics

April 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	233,629	268,882	(35,253)	-13.1%	245,060	(11,431)	-4.7%
Comp	68,037	70,440	(2,403)	-3.4%	68,484	(447)	-0.7%
28 Day	9,251	5,776	3,475	60.2%	8,931	320	3.6%
<b>Total Occupied Rooms</b>	<b>310,917</b>	<b>345,098</b>	<b>(34,181)</b>	<b>-9.9%</b>	<b>322,475</b>	<b>(11,558)</b>	<b>-3.6%</b>
Vacant	169,762	135,172	34,590	25.6%	144,593	25,169	17.4%
Total Available Rooms	480,679	480,270	409	0.1%	467,068	13,611	2.9%
<b>Percentage of Occupancy</b>							
Cash	48.6%	56.0%	(7.4)	-13.2%	52.5%	(3.9)	-7.4%
Comp	14.2%	14.7%	(0.5)	-3.4%	14.7%	(0.5)	-3.4%
28 Day	1.9%	1.2%	0.7	58.3%	1.9%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>64.7%</b>	<b>71.9%</b>	<b>(7.2)</b>	<b>-10.0%</b>	<b>69.0%</b>	<b>(4.3)</b>	<b>-6.2%</b>
Vacant	35.3%	28.1%	7.2	25.6%	31.0%	4.3	13.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$28,938,248</b>	<b>\$30,037,790</b>	<b>(\$1,099,542)</b>	<b>-3.7%</b>	<b>\$28,529,404</b>	<b>\$408,844</b>	<b>1.4%</b>
Comp	\$7,458,702	\$5,215,223	\$2,243,479	43.0%	\$5,643,008	\$1,815,694	32.2%
28 Day	\$650,368	\$477,007	\$173,361	36.3%	\$792,349	(\$141,981)	-17.9%
Total Revenue	\$37,047,318	\$35,730,020	\$1,317,298	3.7%	\$34,964,761	\$2,082,557	6.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$123.86</b>	<b>\$111.71</b>	<b>\$12.15</b>	<b>10.9%</b>	<b>\$116.42</b>	<b>\$7.44</b>	<b>6.4%</b>
Comp	\$109.63	\$74.04	\$35.59	48.1%	\$82.40	\$27.23	33.0%
28 Day	\$70.30	\$82.58	(\$12.28)	-14.9%	\$88.72	(\$18.42)	-20.8%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

April 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	20,029	25,662	(5,633)	-22.0%	20,023	6	0.0%
Comp	273	173	100	57.8%	106	167	157.5%
28 Day	3,535	3,772	(237)	-6.3%	3,348	187	5.6%
<b>Total Occupied Rooms</b>	<b>23,837</b>	<b>29,607</b>	<b>(5,770)</b>	<b>-19.5%</b>	<b>23,477</b>	<b>360</b>	<b>1.5%</b>
Vacant	17,154	11,793	5,361	45.5%	18,785	(1,631)	-8.7%
Total Available Rooms	40,991	41,400	(409)	-1.0%	42,262	(1,271)	-3.0%
<b>Percentage of Occupancy</b>							
Cash	48.9%	62.0%	(13.1)	-21.1%	47.4%	1.5	3.2%
Comp	0.7%	0.4%	0.3	75.0%	0.3%	0.4	133.3%
28 Day	8.6%	9.1%	(0.5)	-5.5%	7.9%	0.7	8.9%
<b>Total Occupancy Percentage</b>	<b>58.2%</b>	<b>71.5%</b>	<b>(13.3)</b>	<b>-18.6%</b>	<b>55.6%</b>	<b>2.6</b>	<b>4.7%</b>
Vacant	41.8%	28.5%	13.3	46.7%	44.4%	(2.6)	-5.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,218,298</b>	<b>\$1,520,337</b>	<b>(\$302,039)</b>	<b>-19.9%</b>	<b>\$1,144,622</b>	<b>\$73,676</b>	<b>6.4%</b>
Comp	\$25,755	\$6,950	\$18,805	270.6%	\$3,994	\$21,761	544.8%
28 Day	\$157,183	\$148,065	\$9,118	6.2%	\$123,833	\$33,350	26.9%
Total Revenue	\$1,401,236	\$1,675,352	(\$274,116)	-16.4%	\$1,272,449	\$128,787	10.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$60.83</b>	<b>\$59.24</b>	<b>\$1.59</b>	<b>2.7%</b>	<b>\$57.17</b>	<b>\$3.66</b>	<b>6.4%</b>
Comp	\$94.34	\$40.17	\$54.17	134.9%	\$37.68	\$56.66	150.4%
28 Day	\$44.46	\$39.25	\$5.21	13.3%	\$36.99	\$7.47	20.2%

## Reno-Sparks Convention and Visitors Authority

### 28 Day Motel Statistics

April 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	5,995	6,733	(738)	-11.0%	6,355	(360)	-5.7%
Comp	-	-	-	0.0%	30	(30)	-100.0%
28 Day	67,544	84,502	(16,958)	-20.1%	70,974	(3,430)	-4.8%
<b>Total Occupied Rooms</b>	<b>73,539</b>	<b>91,235</b>	<b>(17,696)</b>	<b>-19.4%</b>	<b>77,359</b>	<b>(3,820)</b>	<b>-4.9%</b>
Vacant	19,547	5,755	13,792	239.7%	18,091	1,456	8.0%
Total Available Rooms	93,086	96,990	(3,904)	-4.0%	95,450	(2,364)	-2.5%
<b>Percentage of Occupancy</b>							
Cash	6.4%	6.9%	(0.5)	-7.2%	6.7%	(0.3)	-4.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	72.6%	87.1%	(14.5)	-16.6%	74.4%	(1.8)	-2.4%
<b>Total Occupancy Percentage</b>	<b>79.0%</b>	<b>94.1%</b>	<b>(15.1)</b>	<b>-16.0%</b>	<b>81.0%</b>	<b>(2.0)</b>	<b>-2.5%</b>
Vacant	21.0%	5.9%	15.1	255.9%	19.0%	2.0	10.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$258,681</b>	<b>\$268,141</b>	<b>(\$9,460)</b>	<b>-3.5%</b>	<b>\$253,830</b>	<b>\$4,851</b>	<b>1.9%</b>
Comp	\$0	\$0	\$0	0.0%	\$500	(\$500)	-100.0%
28 Day	\$1,636,593	\$1,699,399	(\$62,806)	-3.7%	\$1,541,170	\$95,423	6.2%
Total Revenue	\$1,895,274	\$1,967,540	(\$72,266)	-3.7%	\$1,795,500	\$99,774	5.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$43.15</b>	<b>\$39.82</b>	<b>\$3.33</b>	<b>8.4%</b>	<b>\$39.94</b>	<b>\$3.21</b>	<b>8.0%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$16.67	(\$16.67)	-100.0%
28 Day	\$24.23	\$20.11	\$4.12	20.5%	\$21.71	\$2.52	11.6%

## Reno-Sparks Convention and Visitors Authority

### RV Park Statistics

April 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	7,248	9,349	(2,101)	-22.5%	6,567	681	10.4%
Comp	282	171	111	64.9%	208	74	35.6%
28 Day	31,913	34,391	(2,478)	-7.2%	32,748	(835)	-2.5%
<b>Total Occupied Rooms</b>	<b>39,443</b>	<b>43,911</b>	<b>(4,468)</b>	<b>-10.2%</b>	<b>39,523</b>	<b>(80)</b>	<b>-0.2%</b>
Vacant	12,427	7,839	4,588	58.5%	12,167	260	2.1%
Total Available Rooms	51,870	51,750	120	0.2%	51,690	180	0.3%
<b>Percentage of Occupancy</b>							
Cash	14.0%	18.1%	(4.1)	-22.7%	12.7%	1.3	10.2%
Comp	0.5%	0.3%	0.2	66.7%	0.4%	0.1	25.0%
28 Day	61.5%	66.5%	(5.0)	-7.5%	63.4%	(1.9)	-3.0%
<b>Total Occupancy Percentage</b>	<b>76.0%</b>	<b>84.9%</b>	<b>(8.9)</b>	<b>-10.5%</b>	<b>76.5%</b>	<b>(0.5)</b>	<b>-0.7%</b>
Vacant	24.0%	15.1%	8.9	58.9%	23.5%	0.5	2.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$367,593</b>	<b>\$293,474</b>	<b>\$74,119</b>	<b>25.3%</b>	<b>\$291,961</b>	<b>\$75,632</b>	<b>25.9%</b>
Comp	\$7,891	\$6,477	\$1,414	21.8%	\$5,979	\$1,912	32.0%
28 Day	\$518,314	\$521,586	(\$3,272)	-0.6%	\$506,531	\$11,783	2.3%
Total Revenue	\$893,798	\$821,537	\$72,261	8.8%	\$804,471	\$89,327	11.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$50.72</b>	<b>\$31.39</b>	<b>\$19.33</b>	<b>61.6%</b>	<b>\$44.46</b>	<b>\$6.26</b>	<b>14.1%</b>
Comp	\$27.98	\$37.88	(\$9.90)	-26.1%	\$28.75	(\$0.77)	-2.7%
28 Day	\$16.24	\$15.17	\$1.07	7.1%	\$15.47	\$0.77	5.0%

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**April 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,352	3,314	3,038	91.7%	4,031	2,321	57.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	7,717	9,096	(1,379)	-15.2%	7,957	(240)	-3.0%
<b>Total Occupied Rooms</b>	<b>14,069</b>	<b>12,410</b>	<b>1,659</b>	<b>13.4%</b>	<b>11,988</b>	<b>2,081</b>	<b>17.4%</b>
Vacant	11,426	6,850	4,576	66.8%	9,714	1,712	17.6%
Total Available Rooms	25,495	19,260	6,235	32.4%	21,702	3,793	17.5%
<b>Percentage of Occupancy</b>							
Cash	24.9%	17.2%	7.7	44.8%	18.6%	6.3	33.9%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	30.3%	47.2%	(16.9)	-35.8%	36.7%	(6.4)	-17.4%
<b>Total Occupancy Percentage</b>	<b>55.2%</b>	<b>64.4%</b>	<b>(9.2)</b>	<b>-14.3%</b>	<b>55.2%</b>	<b>-</b>	<b>0.0%</b>
Vacant	44.8%	35.6%	9.2	25.8%	44.8%	-	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>\$1,208,019</b>	<b>\$823,251</b>	<b>\$384,768</b>	<b>46.7%</b>	<b>\$819,420</b>	<b>\$388,599</b>	<b>47.4%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$559,551	\$736,859	(\$177,308)	-24.1%	\$643,952	(\$84,401)	-13.1%
Total Revenue	\$1,767,570	\$1,560,110	\$207,460	13.3%	\$1,463,372	\$304,198	20.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$190.18</b>	<b>\$248.42</b>	<b>(\$58.24)</b>	<b>-23.4%</b>	<b>\$203.28</b>	<b>(\$13.10)</b>	<b>-6.4%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$72.51	\$81.01	(\$8.50)	-10.5%	\$80.93	(\$8.42)	-10.4%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**April 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,264	5,055	(2,791)	-55.2%	5,002	(2,738)	-54.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>2,264</b>	<b>5,055</b>	<b>(2,791)</b>	<b>-55.2%</b>	<b>5,002</b>	<b>(2,738)</b>	<b>-54.7%</b>
Vacant	9,847	7,485	2,362	31.6%	8,071	1,776	22.0%
Total Available Rooms	12,111	12,540	(429)	-3.4%	13,073	(962)	-7.4%
<b>Percentage of Occupancy</b>							
Cash	18.7%	40.3%	(21.6)	-53.6%	38.3%	(19.6)	-51.2%
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>18.7%</b>	<b>40.3%</b>	<b>(21.6)</b>	<b>-53.6%</b>	<b>38.3%</b>	<b>(19.6)</b>	<b>-51.2%</b>
Vacant	81.3%	59.7%	21.6	36.2%	61.7%	19.6	31.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$236,414</b>	<b>\$291,864</b>	<b>(\$55,450)</b>	<b>-19.0%</b>	<b>\$265,567</b>	<b>(\$29,153)</b>	<b>-11.0%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$236,414	\$291,864	(\$55,450)	-19.0%	\$265,567	(\$29,153)	-11.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$104.42</b>	<b>\$57.74</b>	<b>\$46.68</b>	<b>80.8%</b>	<b>\$53.09</b>	<b>\$51.33</b>	<b>96.7%</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**

**April 2019**

	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

**April 2019**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$329,246,703</b>	<b>\$331,455,111</b>	<b>(\$2,208,408)</b>	<b>-0.7%</b>	<b>\$316,876,647</b>	<b>\$12,370,056</b>	<b>3.9%</b>
<b>Occupied Rooms - Cash</b>	<b>2,859,640</b>	<b>3,183,920</b>	<b>(324,280)</b>	<b>-10.2%</b>	<b>3,064,045</b>	<b>(204,405)</b>	<b>-6.7%</b>
<b>Average Rate - Cash</b>	<b>\$115.14</b>	<b>\$104.10</b>	<b>\$11.04</b>	<b>10.6%</b>	<b>\$103.42</b>	<b>\$11.72</b>	<b>11.3%</b>
<b>Occupied Rooms</b>							
Cash	2,859,640	3,183,920	(324,280)	-10.2%	3,064,045	(204,405)	-6.7%
Comp	708,793	713,575	(4,782)	-0.7%	724,690	(15,897)	-2.2%
28 Day	1,241,897	1,323,550	(81,653)	-6.2%	1,284,210	(42,313)	-3.3%
<b>Total Occupied Rooms</b>	<b>4,810,330</b>	<b>5,221,045</b>	<b>(410,715)</b>	<b>-7.9%</b>	<b>5,072,945</b>	<b>(262,615)</b>	<b>-5.2%</b>
<b>Percentage of Occupancy</b>							
Cash	40.0%	44.4%	(4.4)	-9.9%	42.8%	(2.8)	-6.5%
Comp	9.9%	9.9%	-	0.0%	10.1%	(0.2)	-2.0%
28 Day	17.4%	18.4%	(1.0)	-5.4%	17.9%	(0.5)	-2.8%
<b>Total Percentage of Occupancy</b>	<b>67.4%</b>	<b>72.7%</b>	<b>(5.3)</b>	<b>-7.3%</b>	<b>70.9%</b>	<b>(3.5)</b>	<b>-4.9%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	2,409,586	2,705,591	(296,005)	-10.9%	2,595,255	(185,669)	-7.2%
Motels	212,477	230,739	(18,262)	-7.9%	221,096	(8,619)	-3.9%
28 Day Motels	65,339	67,140	(1,801)	-2.7%	69,940	(4,601)	-6.6%
R.V. Parks	68,256	69,709	(1,453)	-2.1%	68,157	99	0.1%
Vacation Rentals	66,574	51,384	15,190	29.6%	50,253	16,321	32.5%
Timeshares	29,246	50,828	(21,582)	-42.5%	50,775	(21,529)	-42.4%
Home Owner Rentals	8,162	8,529	(367)	-4.3%	8,569	(407)	-4.7%
<b>Total Occupied - Cash</b>	<b>2,859,640</b>	<b>3,183,920</b>	<b>(324,280)</b>	<b>-10.2%</b>	<b>3,064,045</b>	<b>(204,405)</b>	<b>-6.7%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	49.9%	55.8%	(5.9)	-10.6%	54.5%	(4.6)	-8.4%
Motels	50.0%	52.7%	(2.7)	-5.1%	48.3%	1.7	3.5%
28 Day Motels	7.0%	6.8%	0.2	2.9%	7.1%	(0.1)	-1.4%
R.V. Parks	12.9%	13.0%	(0.1)	-0.8%	12.9%	0.0	0.0%
Vacation Rentals	26.5%	26.3%	0.2	0.8%	21.4%	5.1	23.8%
Timeshares	23.1%	40.0%	(16.9)	-42.3%	38.8%	(15.7)	-40.5%
Home Owner Rentals	17.6%	18.2%	(0.6)	-3.3%	17.1%	0.5	2.9%
<b>Total Occupancy Percentage - Cash</b>	<b>40.0%</b>	<b>44.4%</b>	<b>(4.4)</b>	<b>-9.9%</b>	<b>42.8%</b>	<b>(2.8)</b>	<b>-6.5%</b>
<b>Average Rates - Cash</b>							
Hotels	\$120.35	\$108.80	\$11.55	10.6%	\$108.33	\$12.02	11.1%
Motels	\$61.54	\$59.24	\$2.30	3.9%	\$58.53	\$3.01	5.1%
28 Day Motels	\$40.42	\$40.51	(\$0.09)	-0.2%	\$38.29	\$2.13	5.6%
R.V. Parks	\$40.53	\$39.81	\$0.72	1.8%	\$39.99	\$0.54	1.4%
Vacation Rental	\$239.64	\$260.33	(\$20.69)	-7.9%	\$255.35	(\$15.71)	-6.2%
Timeshares	\$86.26	\$47.67	\$38.59	81.0%	\$47.20	\$39.06	82.8%
Home Owner Rentals	\$282.08	\$248.08	\$34.00	13.7%	\$251.61	\$30.47	12.1%
<b>Total Cash Average Rate</b>	<b>\$115.14</b>	<b>\$104.10</b>	<b>\$11.04</b>	<b>10.6%</b>	<b>\$103.42</b>	<b>\$11.72</b>	<b>11.3%</b>

## Reno-Sparks Convention and Visitors Authority

### Combined Room Statistics - Year To Date

April 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,859,640	3,183,920	(324,280)	-10.2%	3,064,045	(204,405)	-6.7%
Comp	708,793	713,575	(4,782)	-0.7%	724,690	(15,897)	-2.2%
28 Day	1,241,897	1,323,550	(81,653)	-6.2%	1,284,210	(42,313)	-3.3%
<b>Total Occupied Rooms</b>	<b>4,810,330</b>	<b>5,221,045</b>	<b>(410,715)</b>	<b>-7.9%</b>	<b>5,072,945</b>	<b>(262,615)</b>	<b>-5.2%</b>
Vacant	2,330,296	1,956,714	373,582	19.1%	2,084,976	245,320	11.8%
Total Available Rooms	7,140,626	7,177,759	(37,133)	-0.5%	7,157,921	(17,295)	-0.2%
<b>Percentage of Occupancy</b>							
Cash	40.0%	44.4%	(4.4)	-9.9%	42.8%	(2.8)	-6.5%
Comp	9.9%	9.9%	-	0.0%	10.1%	(0.2)	-2.0%
28 Day	17.4%	18.4%	(1.0)	-5.4%	17.9%	(0.5)	-2.8%
<b>Total Occupancy Percentage</b>	<b>67.4%</b>	<b>72.7%</b>	<b>(5.3)</b>	<b>-7.3%</b>	<b>70.9%</b>	<b>(3.5)</b>	<b>-4.9%</b>
Vacant	32.6%	27.3%	5.3	19.4%	29.1%	3.5	12.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$329,246,703</b>	<b>\$331,455,111</b>	<b>(\$2,208,408)</b>	<b>-0.7%</b>	<b>\$316,876,647</b>	<b>\$12,370,056</b>	<b>3.9%</b>
Comp	\$69,512,034	\$59,989,054	\$9,522,980	15.9%	\$60,415,383	\$9,096,651	15.1%
28 Day	\$38,253,259	\$25,504,217	\$12,749,042	50.0%	\$38,598,802	(\$345,543)	-0.9%
Total Revenue	\$437,011,996	\$416,948,382	\$20,063,614	4.8%	\$415,890,832	\$21,121,164	5.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$115.14</b>	<b>\$104.10</b>	<b>\$11.04</b>	<b>10.6%</b>	<b>\$103.42</b>	<b>\$11.72</b>	<b>11.3%</b>
Comp	\$98.07	\$84.07	\$14.00	16.7%	\$83.37	\$14.70	17.6%
28 Day	\$30.80	\$19.27	\$11.53	59.8%	\$30.06	\$0.74	2.5%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics - Year To Date

**April 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,409,586	2,705,591	(296,005)	-10.9%	2,595,255	(185,669)	-7.2%
Comp	705,998	709,455	(3,457)	-0.5%	720,540	(14,542)	-2.0%
28 Day	111,534	96,383	15,151	15.7%	99,538	11,996	12.1%
<b>Total Occupied Rooms</b>	<b>3,227,118</b>	<b>3,511,429</b>	<b>(284,311)</b>	<b>-8.1%</b>	<b>3,415,333</b>	<b>(188,215)</b>	<b>-5.5%</b>
Vacant	1,604,296	1,339,316	264,980	19.8%	1,350,804	253,492	18.8%
Total Available Rooms	4,831,414	4,850,745	(19,331)	-0.4%	4,766,137	65,277	1.4%
<b>Percentage of Occupancy</b>							
Cash	49.9%	55.8%	(5.9)	-10.6%	54.5%	(4.6)	-8.4%
Comp	14.6%	14.6%	-	0.0%	15.1%	(0.5)	-3.3%
28 Day	2.3%	2.0%	0.3	15.0%	2.1%	0.2	9.5%
<b>Total Occupancy Percentage</b>	<b>66.8%</b>	<b>72.4%</b>	<b>(5.6)</b>	<b>-7.7%</b>	<b>71.7%</b>	<b>(4.9)</b>	<b>-6.8%</b>
Vacant	33.2%	27.6%	5.6	20.3%	28.3%	4.9	17.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$289,983,660</b>	<b>\$294,376,426</b>	<b>(\$4,392,766)</b>	<b>-1.5%</b>	<b>\$281,147,098</b>	<b>\$8,836,562</b>	<b>3.1%</b>
Comp	\$69,352,968	\$59,841,579	\$9,511,389	15.9%	\$60,269,364	\$9,083,604	15.1%
28 Day	\$8,685,722	\$8,438,909	\$246,813	2.9%	\$8,754,251	(\$68,529)	-0.8%
Total Revenue	\$368,022,350	\$362,656,914	\$5,365,436	1.5%	\$350,170,713	\$17,851,637	5.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$120.35</b>	<b>\$108.80</b>	<b>\$11.55</b>	<b>10.6%</b>	<b>\$108.33</b>	<b>\$12.02</b>	<b>11.1%</b>
Comp	\$98.23	\$84.35	\$13.88	16.5%	\$83.64	\$14.59	17.4%
28 Day	\$77.88	\$87.56	(\$9.68)	-11.1%	\$87.95	(\$10.07)	-11.4%

**Reno-Sparks Convention and Visitors Authority**

**Motel Statistics - Year To Date**

**April 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	212,477	230,739	(18,262)	-7.9%	221,096	(8,619)	-3.9%
Comp	975	2,238	(1,263)	-56.4%	2,171	(1,196)	-55.1%
28 Day	35,789	38,246	(2,457)	-6.4%	37,750	(1,961)	-5.2%
<b>Total Occupied Rooms</b>	<b>249,241</b>	<b>271,223</b>	<b>(21,982)</b>	<b>-8.1%</b>	<b>261,017</b>	<b>(11,776)</b>	<b>-4.5%</b>
Vacant	175,897	166,489	9,408	5.7%	196,762	(20,865)	-10.6%
Total Available Rooms	425,138	437,712	(12,574)	-2.9%	457,779	(32,641)	-7.1%
<b>Percentage of Occupancy</b>							
Cash	50.0%	52.7%	(2.7)	-5.1%	48.3%	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%	8.2%	0.2	2.4%
<b>Total Occupancy Percentage</b>	<b>58.6%</b>	<b>62.0%</b>	<b>(3.4)</b>	<b>-5.5%</b>	<b>57.0%</b>	<b>1.6</b>	<b>2.8%</b>
Vacant	41.4%	38.0%	3.4	8.9%	43.0%	(1.6)	-3.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$13,076,394</b>	<b>\$13,668,087</b>	<b>(\$591,693)</b>	<b>-4.3%</b>	<b>\$12,941,196</b>	<b>\$135,198</b>	<b>1.0%</b>
Comp	\$87,189	\$75,812	\$11,377	15.0%	\$72,856	\$14,333	19.7%
28 Day	\$1,475,635	\$1,529,831	(\$54,196)	-3.5%	\$1,506,611	(\$30,976)	-2.1%
Total Revenue	\$14,639,218	\$15,273,730	(\$634,512)	-4.2%	\$14,520,663	\$118,555	0.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$61.54</b>	<b>\$59.24</b>	<b>\$2.30</b>	<b>3.9%</b>	<b>\$58.53</b>	<b>\$3.01</b>	<b>5.1%</b>
Comp	\$89.42	\$33.87	\$55.55	164.0%	\$33.56	\$55.86	166.4%
28 Day	\$41.23	\$40.00	\$1.23	3.1%	\$39.91	\$1.32	3.3%

**Reno-Sparks Convention and Visitors Authority**

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

**April 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	65,339	67,140	(1,801)	-2.7%	69,940	(4,601)	-6.6%
Comp	150	150	-	0.0%	210	(60)	-28.6%
28 Day	694,732	773,492	(78,760)	-10.2%	739,896	(45,164)	-6.1%
<b>Total Occupied Rooms</b>	<b>760,221</b>	<b>840,782</b>	<b>(80,561)</b>	<b>-9.6%</b>	<b>810,046</b>	<b>(49,825)</b>	<b>-6.2%</b>
Vacant	169,099	142,050	27,049	19.0%	180,960	(11,861)	-6.6%
Total Available Rooms	929,320	982,832	(53,512)	-5.4%	991,006	(61,686)	-6.2%
<b>Percentage of Occupancy</b>							
Cash	7.0%	6.8%	0.2	2.9%	7.1%	(0.1)	-1.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.8%	78.7%	(3.9)	-5.0%	74.7%	0.1	0.1%
<b>Total Occupancy Percentage</b>	<b>81.8%</b>	<b>85.5%</b>	<b>(3.7)</b>	<b>-4.3%</b>	<b>81.7%</b>	<b>0.1</b>	<b>0.1%</b>
Vacant	18.2%	14.5%	3.7	25.5%	18.3%	(0.1)	-0.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,641,060</b>	<b>\$2,719,836</b>	<b>(\$78,776)</b>	<b>-2.9%</b>	<b>\$2,678,296</b>	<b>(\$37,236)</b>	<b>-1.4%</b>
Comp	\$2,500	\$1,500	\$1,000	66.7%	\$3,500	(\$1,000)	-28.6%
28 Day	\$16,425,744	\$3,382,373	\$13,043,371	385.6%	\$16,280,612	\$145,132	0.9%
Total Revenue	\$19,069,304	\$6,103,709	\$12,965,595	212.4%	\$18,962,408	\$106,896	0.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$40.42</b>	<b>\$40.51</b>	<b>(\$0.09)</b>	<b>-0.2%</b>	<b>\$38.29</b>	<b>\$2.13</b>	<b>5.6%</b>
Comp	\$16.67	\$10.00	\$6.67	66.7%	\$16.67	\$0.00	0.0%
28 Day	\$23.64	\$4.37	\$19.27	441.0%	\$22.00	\$1.64	7.5%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**April 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	68,256	69,709	(1,453)	-2.1%	68,157	99	0.1%
Comp	1,659	1,715	(56)	-3.3%	1,752	(93)	-5.3%
28 Day	314,110	325,358	(11,248)	-3.5%	318,009	(3,899)	-1.2%
<b>Total Occupied Rooms</b>	<b>384,025</b>	<b>396,782</b>	<b>(12,757)</b>	<b>-3.2%</b>	<b>387,918</b>	<b>(3,893)</b>	<b>-1.0%</b>
Vacant	146,804	140,698	6,106	4.3%	139,257	7,547	5.4%
Total Available Rooms	530,829	537,480	(6,651)	-1.2%	527,175	3,654	0.7%
<b>Percentage of Occupancy</b>							
Cash	12.9%	13.0%	(0.1)	-0.8%	12.9%	-	0.0%
Comp	0.3%	0.3%	-	0.0%	0.3%	-	0.0%
28 Day	59.2%	60.5%	(1.3)	-2.1%	60.3%	(1.1)	-1.8%
<b>Total Occupancy Percentage</b>	<b>72.3%</b>	<b>73.8%</b>	<b>(1.5)</b>	<b>-2.0%</b>	<b>73.6%</b>	<b>(1.3)</b>	<b>-1.8%</b>
Vacant	27.7%	26.2%	1.5	5.7%	26.4%	1.3	4.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,766,585</b>	<b>\$2,775,446</b>	<b>(\$8,861)</b>	<b>-0.3%</b>	<b>\$2,725,267</b>	<b>\$41,318</b>	<b>1.5%</b>
Comp	\$68,176	\$68,297	(\$121)	-0.2%	\$67,797	\$379	0.6%
28 Day	\$5,304,492	\$5,062,819	\$241,673	4.8%	\$5,055,361	\$249,131	4.9%
Total Revenue	\$8,139,253	\$7,906,562	\$232,691	2.9%	\$7,848,425	\$290,828	3.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$40.53</b>	<b>\$39.81</b>	<b>\$0.72</b>	<b>1.8%</b>	<b>\$39.99</b>	<b>\$0.54</b>	<b>1.4%</b>
Comp	\$41.09	\$39.82	\$1.27	3.2%	\$38.70	\$2.39	6.2%
28 Day	\$16.89	\$15.56	\$1.33	8.5%	\$15.90	\$0.99	6.2%



## Reno-Sparks Convention and Visitors Authority

### Vacation Rental Statistics - Year To Date

**April 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	66,574	51,384	15,190	29.6%	50,253	16,321	32.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	82,785	85,984	(3,199)	-3.7%	84,845	(2,060)	-2.4%
<b>Total Occupied Rooms</b>	<b>149,359</b>	<b>137,368</b>	<b>11,991</b>	<b>8.7%</b>	<b>135,098</b>	<b>14,261</b>	<b>10.6%</b>
Vacant	101,863	57,800	44,063	76.2%	99,654	2,209	2.2%
Total Available Rooms	251,222	195,168	56,054	28.7%	234,752	16,470	7.0%
<b>Percentage of Occupancy</b>							
Cash	26.5%	26.3%	0.2	0.8%	21.4%	5.1	23.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	33.0%	44.1%	(11.1)	-25.2%	36.1%	(3.1)	-8.6%
<b>Total Occupancy Percentage</b>	<b>59.5%</b>	<b>70.4%</b>	<b>(10.9)</b>	<b>-15.5%</b>	<b>57.5%</b>	<b>2.0</b>	<b>3.5%</b>
Vacant	40.5%	29.6%	10.9	36.8%	42.5%	(2.0)	-4.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$15,953,819</b>	<b>\$13,376,657</b>	<b>\$2,577,162</b>	<b>19.3%</b>	<b>\$12,832,250</b>	<b>\$3,121,569</b>	<b>24.3%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$6,059,056	\$6,680,886	(\$621,830)	-9.3%	\$6,587,979	(\$528,923)	-8.0%
Total Revenue	\$22,012,875	\$20,057,543	\$1,955,332	9.7%	\$19,420,229	\$2,592,646	13.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$239.64</b>	<b>\$260.33</b>	<b>(\$20.69)</b>	<b>-7.9%</b>	<b>\$255.35</b>	<b>(\$15.71)</b>	<b>-6.2%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$73.19	\$77.70	(\$4.51)	-5.8%	\$77.65	(\$4.46)	-5.7%

## Reno-Sparks Convention and Visitors Authority

### Timeshare Statistics - Year To Date

**April 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
<b>Occupied Rooms</b>								
Cash	29,246	50,828	(21,582)	-42.5%	50,775	(21,529)	-42.4%	
Comp	-	-	-	0.0%	-	-	0.0%	
28 Day	-	-	-	0.0%	-	-	0.0%	
<b>Total Occupied Rooms</b>	<b>29,246</b>	<b>50,828</b>	<b>(21,582)</b>	<b>-42.5%</b>	<b>50,775</b>	<b>(21,529)</b>	<b>-42.4%</b>	
Vacant	97,121	76,244	20,877	27.4%	80,159	16,962	21.2%	
Total Available Rooms	126,367	127,072	(705)	-0.6%	130,934	(4,567)	-3.5%	
<b>Percentage of Occupancy</b>								
Cash	23.1%	40.0%	(16.9)	-42.3%	38.8%	(15.7)	-40.5%	
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>23.1%</b>	<b>40.0%</b>	<b>(16.9)</b>	<b>-42.3%</b>	<b>38.8%</b>	<b>(15.7)</b>	<b>-40.5%</b>	
Vacant	76.9%	60.0%	16.9	28.2%	61.2%	15.7	25.7%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
<b>Revenue</b>								
<b>Cash - Taxable</b>	<b>\$2,522,818</b>	<b>\$2,422,813</b>	<b>\$100,005</b>	<b>4.1%</b>	<b>\$2,396,515</b>	<b>\$126,303</b>	<b>5.3%</b>	
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%	
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%	
Total Revenue	\$2,522,818	\$2,422,813	\$100,005	4.1%	\$2,396,515	\$126,303	5.3%	
<b>Average Rates</b>								
<b>Cash</b>	<b>\$86.26</b>	<b>\$47.67</b>	<b>\$38.59</b>	<b>81.0%</b>	<b>\$47.20</b>	<b>\$39.06</b>	<b>82.8%</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	8,162	8,529	(367)	-4.3%	8,569	(407)	-4.7%
Comp	11	17	(6)	-35.3%	17	(6)	-35.3%
28 Day	2,947	4,087	(1,140)	-27.9%	4,172	(1,225)	-29.4%
<b>Total Occupied Rooms</b>	<b>11,120</b>	<b>12,633</b>	<b>(1,513)</b>	<b>-12.0%</b>	<b>12,758</b>	<b>(1,638)</b>	<b>-12.8%</b>
Vacant	35,216	34,117	1,099	3.2%	37,380	(2,164)	-5.8%
Total Available Rooms	46,336	46,750	(414)	-0.9%	50,138	(3,802)	-7.6%
<b>Percentage of Occupancy</b>							
Cash	17.6%	18.2%	(0.6)	-3.3%	17.1%	0.5	2.9%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	6.4%	8.7%	(2.3)	-26.4%	8.3%	(1.9)	-22.9%
<b>Total Occupancy Percentage</b>	<b>24.0%</b>	<b>27.0%</b>	<b>(3.0)</b>	<b>-11.1%</b>	<b>25.4%</b>	<b>(1.4)</b>	<b>-5.5%</b>
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%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,302,367</b>	<b>\$2,115,846</b>	<b>\$186,521</b>	<b>8.8%</b>	<b>\$2,156,025</b>	<b>\$146,342</b>	<b>6.8%</b>
Comp	\$1,201	\$1,866	(\$665)	-35.6%	\$1,866	(\$665)	-35.6%
28 Day	\$302,610	\$409,399	(\$106,789)	-26.1%	\$413,988	(\$111,378)	-26.9%
Total Revenue	\$2,606,178	\$2,527,111	\$79,067	3.1%	\$2,571,879	\$34,299	1.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$282.08</b>	<b>\$248.08</b>	<b>\$34.00</b>	<b>13.7%</b>	<b>\$251.61</b>	<b>\$30.47</b>	<b>12.1%</b>
Comp	\$109.18	\$109.76	(\$0.58)	-0.5%	\$109.76	(\$0.58)	-0.5%
28 Day	\$102.68	\$100.17	\$2.51	2.5%	\$99.23	\$3.45	3.5%

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

Current Month Actual April 2019	Last Year Actual April 2018			Tax District	Year To Date Actual July 2018 - April 2019	Last Year - Year To Date Actual July 2017 - April 2018		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
\$15,678,831	\$15,909,509	(\$230,678)	-1.4%	Reno B	\$151,997,384	\$150,737,182	\$1,260,203	0.8%
\$9,394,831	\$8,910,979	\$483,853	5.4%	Reno D	\$88,225,717	\$84,800,031	\$3,425,686	4.0%
\$732,095	\$686,488	\$45,607	6.6%	Reno E	\$6,554,639	\$6,229,532	\$325,107	5.2%
<b>\$25,805,757</b>	<b>\$25,506,977</b>	<b>\$298,782</b>	<b>1.2%</b>	<b>Total Reno</b>	<b>\$246,777,740</b>	<b>\$241,766,745</b>	<b>\$5,010,996</b>	<b>2.1%</b>
\$30,156	\$32,792	(\$2,636)	-8.0%	Washoe A	\$362,199	\$357,892	\$4,307	1.2%
\$2,216,115	\$2,217,085	(\$970)	0.0%	Washoe B	\$42,897,494	\$38,644,261	\$4,253,233	11.0%
<b>\$2,246,271</b>	<b>\$2,249,877</b>	<b>(\$3,606)</b>	<b>-0.2%</b>	<b>Total Washoe Co.</b>	<b>\$43,259,694</b>	<b>\$39,002,153</b>	<b>\$4,257,540</b>	<b>10.9%</b>
<b>\$4,175,224</b>	<b>\$3,547,953</b>	<b>\$627,272</b>	<b>17.7%</b>	<b>Sparks</b>	<b>\$39,209,270</b>	<b>\$36,107,749</b>	<b>\$3,101,521</b>	<b>8.6%</b>
<b>\$32,227,253</b>	<b>\$31,304,804</b>	<b>\$922,449</b>	<b>2.9%</b>	<b>Total Taxable Revenue</b>	<b>\$329,246,703</b>	<b>\$316,876,647</b>	<b>\$12,370,056</b>	<b>3.9%</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  
April 2019**

Current Month Actual April 2019	Last Year Actual April 2018			Tax District	Year To Date Actual July 2018 - April 2019	Last Year - Year To Date Actual July 2017 - April 2018		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
131,920	142,645	(10,725)	-7.5%	Reno B	1,366,681	1,468,703	(102,022)	-6.9%
82,529	82,792	(263)	-0.3%	Reno D	806,991	908,669	(101,678)	-11.2%
5,288	5,320	(32)	-0.6%	Reno E	52,382	54,933	(2,551)	-4.6%
<b>219,737</b>	<b>230,757</b>	<b>(11,020)</b>	<b>-4.8%</b>	<b>Total Reno</b>	<b>2,226,054</b>	<b>2,432,305</b>	<b>(206,251)</b>	<b>-8.5%</b>
1,214	1,349	(135)	-10.0%	Washoe A	13,594	12,031	1,563	13.0%
11,182	12,103	(921)	-7.6%	Washoe B	163,983	153,618	10,365	6.7%
<b>12,396</b>	<b>13,452</b>	<b>(1,056)</b>	<b>-7.9%</b>	<b>Total Washoe Co.</b>	<b>177,577</b>	<b>165,649</b>	<b>11,928</b>	<b>7.2%</b>
<b>43,384</b>	<b>42,829</b>	<b>555</b>	<b>1.3%</b>	<b>Sparks</b>	<b>456,009</b>	<b>466,091</b>	<b>(10,082)</b>	<b>-2.2%</b>
<b>275,517</b>	<b>287,038</b>	<b>(11,521)</b>	<b>-4.0%</b>	<b>Total Taxable Rooms</b>	<b>2,859,640</b>	<b>3,064,045</b>	<b>(204,405)</b>	<b>-6.7%</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

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

Current Month Actual April 2019	Last Year Actual April 2018			Tax District	Year To Date Actual July 2018 - April 2019	Last Year - Year To Date Actual July 2017 - April 2018		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
\$118.85 \$113.84 \$138.44 <b>\$117.44</b>	\$111.53 \$107.63 \$129.04 <b>\$110.54</b>	\$7.32 \$6.21 \$9.41 <b>\$6.90</b>	6.6% 5.8% 7.3% <b>6.2%</b>	Reno B Reno D Reno E <b>Total Reno</b>	\$111.22 \$109.33 \$125.13 <b>\$110.86</b>	\$102.63 \$93.32 \$113.40 <b>\$99.40</b>	\$8.58 \$16.00 \$11.73 <b>\$11.46</b>	8.4% 17.1% 10.3% <b>11.5%</b>
\$24.84 \$198.19 <b>\$181.21</b>	\$24.31 \$183.18 <b>\$167.25</b>	\$0.53 \$15.00 <b>\$13.96</b>	2.2% 8.2% <b>8.3%</b>	Washoe A Washoe B <b>Total Washoe Co.</b>	\$26.64 \$261.60 <b>\$243.61</b>	\$29.75 \$251.56 <b>\$235.45</b>	-\$3.10 \$10.04 <b>\$8.16</b>	-10.4% 4.0% <b>3.5%</b>
<b>\$96.24</b>	<b>\$82.84</b>	<b>\$13.40</b>	<b>16.2%</b>	<b>Sparks</b>	<b>\$85.98</b>	<b>\$77.47</b>	<b>\$8.51</b>	<b>11.0%</b>
<b>\$116.97</b>	<b>\$109.06</b>	<b>\$7.91</b>	<b>7.3%</b>	<b>Total Average Daily Rate</b>	<b>\$115.14</b>	<b>\$103.42</b>	<b>\$11.72</b>	<b>11.3%</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