

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

**May 2019**

## Room Statistics

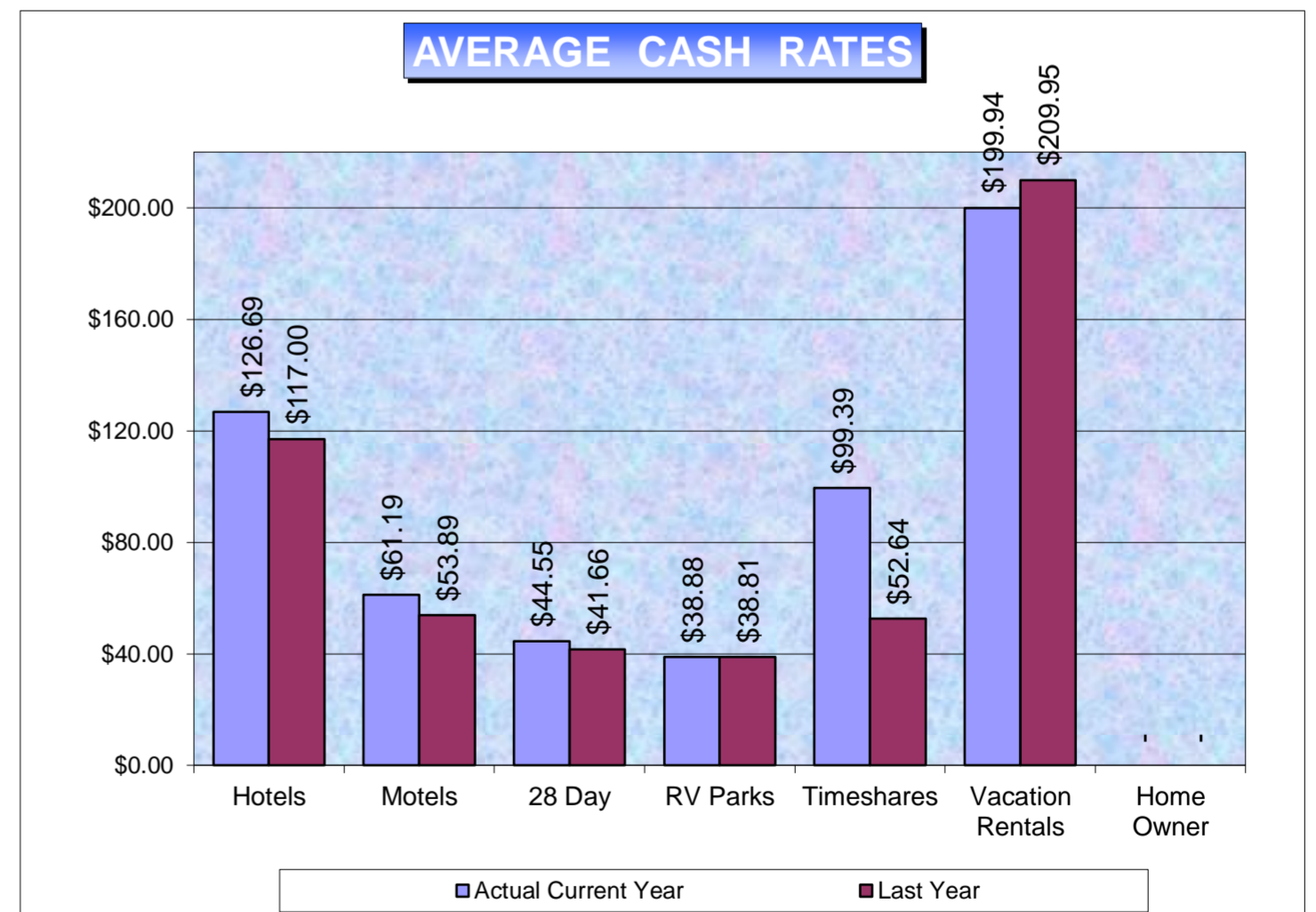
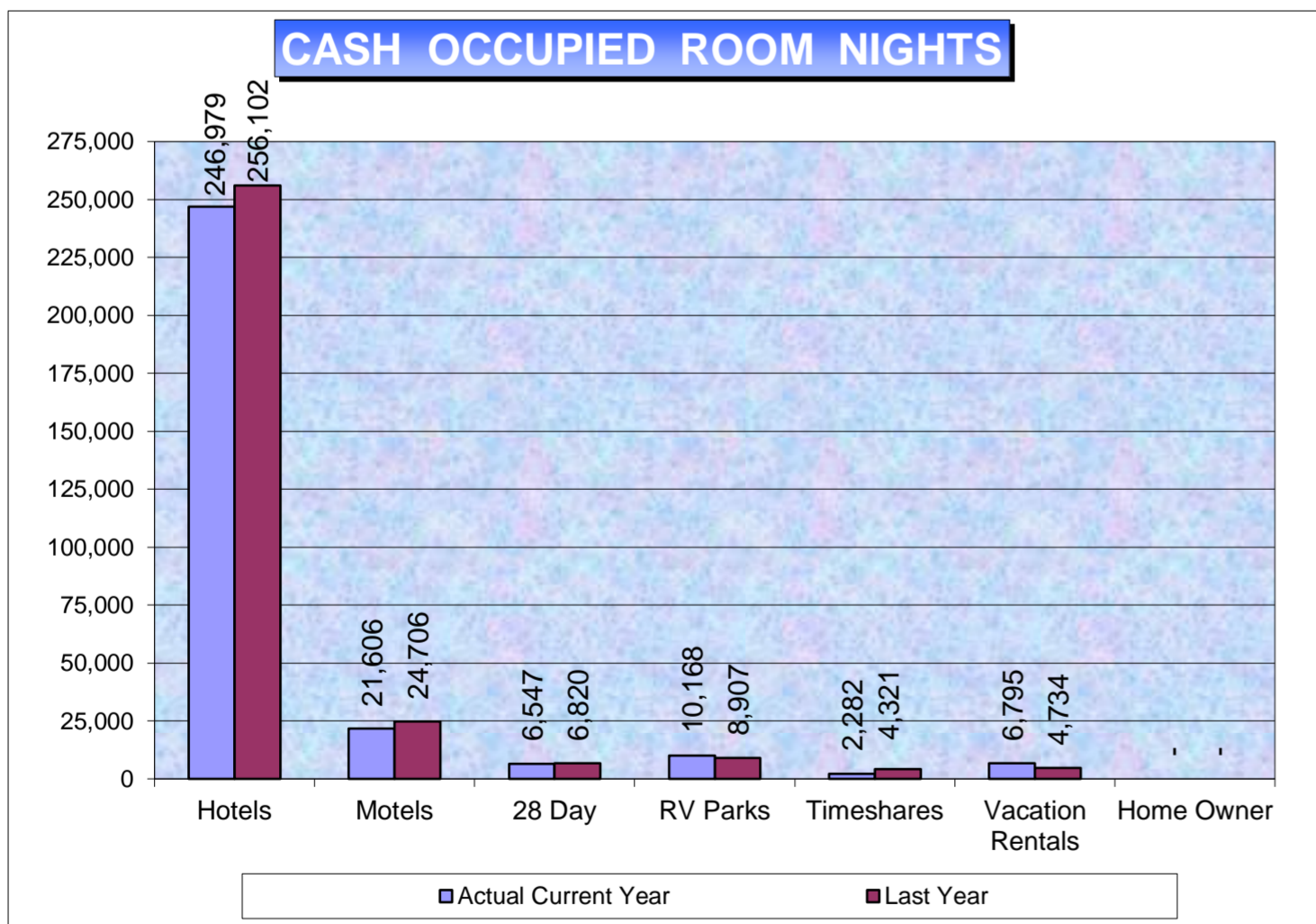
Taxable room revenues for the month of \$34,884,475 are above prior year by \$1,738,621 (5.2%). Cash occupied room nights of 294,377 are below prior year by 11,213 (-3.7%). Comp occupied room nights of 69,808 are below prior year by 6,162 (-8.1%), and 28-day occupied room nights of 122,981 are below prior year by 5,801 (-4.5%). Total occupied rooms for the month (Cash, Comp, 28-day) are 487,166 (-4.5%) below the prior year.

Overall, Washoe County occupancy percentages of 67.5% for the month is -5.3% below the 71.3% level of the prior year. There were 6,015 (0.8%) more available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$118.50 increased \$10.03 (9.2%), compared to \$108.47 for the prior year.

Year-to-date cash occupied room nights of 3,153,954 are 215,681 (-6.4%) below prior year. Cash average rates year-to-date of \$115.45 are \$11.57 (11.1%) above the prior year. Year-to-date, total taxable room revenues of \$364,127,992 are \$14,105,492 (4.0%) above prior year.

May 2019						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	495,250	246,979	\$126.69	\$117.00	\$9.69	8.3%
Motels	43,441	21,606	\$61.19	\$53.89	\$7.30	13.5%
28 Day	92,468	6,547	\$44.55	\$41.66	\$2.89	6.9%
RV Parks	50,034	10,168	\$38.88	\$38.81	\$0.07	0.2%
Timeshares	12,309	2,282	\$99.39	\$52.64	\$46.75	88.8%
Vacation Rentals	28,076	6,795	\$199.94	\$209.95	(\$10.01)	-4.8%
Home Owner	-	-	\$0.00	\$0.00	\$0.00	0.0%
<b>Totals</b>	<b>721,578</b>	<b>294,377</b>	<b>\$118.50</b>	<b>\$108.47</b>	<b>\$10.03</b>	<b>9.2%</b>



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

May 2019

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$34,884,475</b>	<b>\$32,474,521</b>	<b>\$2,409,954</b>	<b>7.4%</b>	<b>\$33,145,854</b>	<b>\$1,738,621</b>	<b>5.2%</b>
<b>Occupied Rooms - Cash</b>	<b>294,377</b>	<b>320,337</b>	<b>(25,960)</b>	<b>-8.1%</b>	<b>305,590</b>	<b>(11,213)</b>	<b>-3.7%</b>
<b>Average Rate - Cash</b>	<b>\$118.50</b>	<b>\$101.38</b>	<b>\$17.12</b>	<b>16.9%</b>	<b>\$108.47</b>	<b>\$10.03</b>	<b>9.2%</b>
<b>Occupied Rooms</b>							
Cash	294,377	320,337	(25,960)	-8.1%	305,590	(11,213)	-3.7%
Comp	69,808	75,477	(5,669)	-7.5%	75,970	(6,162)	-8.1%
28 Day	122,981	143,118	(20,137)	-14.1%	128,782	(5,801)	-4.5%
<b>Total Occupied Rooms</b>	<b>487,166</b>	<b>538,932</b>	<b>(51,766)</b>	<b>-9.6%</b>	<b>510,342</b>	<b>(23,176)</b>	<b>-4.5%</b>
<b>Percentage of Occupancy</b>							
Cash	40.8%	44.1%	(3.3)	-7.5%	42.7%	(1.9)	-4.4%
Comp	9.7%	10.4%	(0.7)	-6.7%	10.6%	(0.9)	-8.5%
28 Day	17.0%	19.7%	(2.7)	-13.7%	18.0%	(1.0)	-5.6%
<b>Total Percentage of Occupancy</b>	<b>67.5%</b>	<b>74.2%</b>	<b>(6.7)</b>	<b>-9.0%</b>	<b>71.3%</b>	<b>(3.8)</b>	<b>-5.3%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	246,979	267,024	(20,045)	-7.5%	256,102	(9,123)	-3.6%
Motels	21,606	26,682	(5,076)	-19.0%	24,706	(3,100)	-12.5%
28 Day Motels	6,547	7,081	(534)	-7.5%	6,820	(273)	-4.0%
R.V. Parks	10,168	10,725	(557)	-5.2%	8,907	1,261	14.2%
Vacation Rentals	6,795	3,900	2,895	74.2%	4,734	2,061	43.5%
Timehares	2,282	4,925	(2,643)	-53.7%	4,321	(2,039)	-47.2%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied - Cash</b>	<b>294,377</b>	<b>320,337</b>	<b>(25,960)</b>	<b>-8.1%</b>	<b>305,590</b>	<b>(11,213)</b>	<b>-3.7%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	49.9%	54.0%	(4.1)	-7.6%	53.1%	(3.2)	-6.0%
Motels	49.7%	58.6%	(8.9)	-15.2%	53.0%	(3.3)	-6.2%
28 Day Motels	7.1%	7.1%	0.0	0.0%	7.0%	0.1	1.4%
R.V. Parks	20.3%	20.1%	0.2	1.0%	16.7%	3.6	21.6%
Vacation Rentals	24.2%	19.6%	4.6	23.5%	20.6%	3.6	17.5%
Timeshares	18.5%	38.0%	(19.5)	-51.3%	32.7%	(14.2)	-47.2%
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>40.8%</b>	<b>44.1%</b>	<b>(3.3)</b>	<b>-7.5%</b>	<b>42.7%</b>	<b>(1.9)</b>	<b>-4.4%</b>
<b>Average Rates - Cash</b>							
Hotels	\$126.69	\$108.91	\$17.78	16.3%	\$117.00	\$9.69	8.3%
Motels	\$61.19	\$60.61	\$0.58	1.0%	\$53.89	\$7.30	13.5%
28 Day Motels	\$44.55	\$39.64	\$4.91	12.4%	\$41.66	\$2.89	6.9%
R.V. Parks	\$38.88	\$40.82	(\$1.94)	-4.8%	\$38.81	\$0.07	0.2%
Vacation Rentals	\$199.94	\$206.37	(\$6.43)	-3.1%	\$209.95	(\$10.01)	-4.8%
Timeshares	\$99.39	\$51.40	\$47.99	93.4%	\$52.64	\$46.75	88.8%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
<b>Total Cash Average Rate</b>	<b>\$118.50</b>	<b>\$101.38</b>	<b>\$17.12</b>	<b>16.9%</b>	<b>\$108.47</b>	<b>\$10.03</b>	<b>9.2%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**May 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	294,377	320,337	(25,960)	-8.1%	305,590	(11,213)	-3.7%
Comp	69,808	75,477	(5,669)	-7.5%	75,970	(6,162)	-8.1%
28 Day	122,981	143,118	(20,137)	-14.1%	128,782	(5,801)	-4.5%
<b>Total Occupied Rooms</b>	<b>487,166</b>	<b>538,932</b>	<b>(51,766)</b>	<b>-9.6%</b>	<b>510,342</b>	<b>(23,176)</b>	<b>-4.5%</b>
Vacant	234,412	187,761	46,651	24.8%	205,218	29,194	14.2%
Total Available Rooms	721,578	726,693	(5,115)	-0.7%	715,560	6,018	0.8%
<b>Percentage of Occupancy</b>							
Cash	40.8%	44.1%	(3.3)	-7.5%	42.7%	(1.9)	-4.4%
Comp	9.7%	10.4%	(0.7)	-6.7%	10.6%	(0.9)	-8.5%
28 Day	17.0%	19.7%	(2.7)	-13.7%	18.0%	(1.0)	-5.6%
<b>Total Occupancy Percentage</b>	<b>67.5%</b>	<b>74.2%</b>	<b>(6.7)</b>	<b>-9.0%</b>	<b>71.3%</b>	<b>(3.8)</b>	<b>-5.3%</b>
Vacant	32.5%	25.8%	6.7	26.0%	28.7%	3.8	13.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$34,884,475</b>	<b>\$32,474,521</b>	<b>\$2,409,954</b>	<b>7.4%</b>	<b>\$33,145,854</b>	<b>\$1,738,621</b>	<b>5.2%</b>
Comp	\$8,572,611	\$5,705,944	\$2,866,667	50.2%	\$6,611,644	\$1,960,967	29.7%
28 Day	\$3,872,934	\$3,814,436	\$58,498	1.5%	\$3,928,971	(\$56,037)	-1.4%
Total Revenue	\$47,330,020	\$41,994,901	\$5,335,119	12.7%	\$43,686,469	\$3,643,551	8.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$118.50</b>	<b>\$101.38</b>	<b>\$17.12</b>	<b>16.9%</b>	<b>\$108.47</b>	<b>\$10.03</b>	<b>9.2%</b>
Comp	\$122.80	\$75.60	\$47.20	62.4%	\$87.03	\$35.77	41.1%
28 Day	\$31.49	\$26.65	\$4.84	18.2%	\$30.51	\$0.98	3.2%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics

May 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	246,979	267,024	(20,045)	-7.5%	256,102	(9,123)	-3.6%
Comp	69,534	75,079	(5,545)	-7.4%	75,606	(6,072)	-8.0%
28 Day	11,765	7,223	4,542	62.9%	10,557	1,208	11.4%
<b>Total Occupied Rooms</b>	<b>328,278</b>	<b>349,326</b>	<b>(21,048)</b>	<b>-6.0%</b>	<b>342,265</b>	<b>(13,987)</b>	<b>-4.1%</b>
Vacant	166,972	145,301	21,671	14.9%	139,733	27,239	19.5%
Total Available Rooms	495,250	494,627	623	0.1%	481,998	13,252	2.7%
<b>Percentage of Occupancy</b>							
Cash	49.9%	54.0%	(4.1)	-7.6%	53.1%	(3.2)	-6.0%
Comp	14.0%	15.2%	(1.2)	-7.9%	15.7%	(1.7)	-10.8%
28 Day	2.4%	1.5%	0.9	60.0%	2.2%	0.2	9.1%
<b>Total Occupancy Percentage</b>	<b>66.3%</b>	<b>70.6%</b>	<b>(4.3)</b>	<b>-6.1%</b>	<b>71.0%</b>	<b>(4.7)</b>	<b>-6.6%</b>
Vacant	33.7%	29.4%	4.3	14.6%	29.0%	4.7	16.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$31,290,026</b>	<b>\$29,080,696</b>	<b>\$2,209,330</b>	<b>7.6%</b>	<b>\$29,963,304</b>	<b>\$1,326,722</b>	<b>4.4%</b>
Comp	\$8,560,268	\$5,688,641	\$2,871,627	50.5%	\$6,597,254	\$1,963,014	29.8%
28 Day	\$820,931	\$613,844	\$207,087	33.7%	\$917,320	(\$96,389)	-10.5%
Total Revenue	\$40,671,225	\$35,383,181	\$5,288,044	14.9%	\$37,477,878	\$3,193,347	8.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$126.69</b>	<b>\$108.91</b>	<b>\$17.78</b>	<b>16.3%</b>	<b>\$117.00</b>	<b>\$9.69</b>	<b>8.3%</b>
Comp	\$123.11	\$75.77	\$47.34	62.5%	\$87.26	\$35.85	41.1%
28 Day	\$69.78	\$84.98	(\$15.20)	-17.9%	\$86.89	(\$17.11)	-19.7%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

**May 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	21,606	26,682	(5,076)	-19.0%	24,706	(3,100)	-12.5%
Comp	97	160	(63)	-39.4%	85	12	14.1%
28 Day	3,757	4,249	(492)	-11.6%	3,856	(99)	-2.6%
<b>Total Occupied Rooms</b>	<b>25,460</b>	<b>31,091</b>	<b>(5,631)</b>	<b>-18.1%</b>	<b>28,647</b>	<b>(3,187)</b>	<b>-11.1%</b>
Vacant	17,981	14,417	3,564	24.7%	17,978	3	0.0%
Total Available Rooms	43,441	45,508	(2,067)	-4.5%	46,625	(3,184)	-6.8%
<b>Percentage of Occupancy</b>							
Cash	49.7%	58.6%	(8.9)	-15.2%	53.0%	(3.3)	-6.2%
Comp	0.2%	0.4%	(0.2)	-50.0%	0.2%	-	0.0%
28 Day	8.6%	9.3%	(0.7)	-7.5%	8.3%	0.3	3.6%
<b>Total Occupancy Percentage</b>	<b>58.6%</b>	<b>68.3%</b>	<b>(9.7)</b>	<b>-14.2%</b>	<b>61.4%</b>	<b>(2.8)</b>	<b>-4.6%</b>
Vacant	41.4%	31.7%	9.7	30.6%	38.6%	2.8	7.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,322,050</b>	<b>\$1,617,269</b>	<b>(\$295,219)</b>	<b>-18.3%</b>	<b>\$1,331,417</b>	<b>(\$9,367)</b>	<b>-0.7%</b>
Comp	\$4,670	\$7,091	(\$2,421)	-34.1%	\$2,810	\$1,860	66.2%
28 Day	\$168,958	\$152,740	\$16,218	10.6%	\$158,871	\$10,087	6.3%
Total Revenue	\$1,495,678	\$1,777,100	(\$281,422)	-15.8%	\$1,493,098	\$2,580	0.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$61.19</b>	<b>\$60.61</b>	<b>\$0.58</b>	<b>1.0%</b>	<b>\$53.89</b>	<b>\$7.30</b>	<b>13.5%</b>
Comp	\$48.14	\$44.32	\$3.82	8.6%	\$33.06	\$15.08	45.6%
28 Day	\$44.97	\$35.95	\$9.02	25.1%	\$41.20	\$3.77	9.2%

## Reno-Sparks Convention and Visitors Authority

### 28 Day Motel Statistics

**May 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,547	7,081	(534)	-7.5%	6,820	(273)	-4.0%
Comp	-	30	(30)	-100.0%	30	(30)	-100.0%
28 Day	70,794	88,105	(17,311)	-19.6%	73,486	(2,692)	-3.7%
<b>Total Occupied Rooms</b>	<b>77,341</b>	<b>95,216</b>	<b>(17,875)</b>	<b>-18.8%</b>	<b>80,336</b>	<b>(2,995)</b>	<b>-3.7%</b>
Vacant	15,127	5,007	10,120	202.1%	17,037	(1,910)	-11.2%
Total Available Rooms	92,468	100,223	(7,755)	-7.7%	97,373	(4,905)	-5.0%
<b>Percentage of Occupancy</b>							
Cash	7.1%	7.1%	-	0.0%	7.0%	0.1	1.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	76.6%	87.9%	(11.3)	-12.9%	75.5%	1.1	1.5%
<b>Total Occupancy Percentage</b>	<b>83.6%</b>	<b>95.0%</b>	<b>(11.4)</b>	<b>-12.0%</b>	<b>82.5%</b>	<b>1.1</b>	<b>1.3%</b>
Vacant	16.4%	5.0%	11.4	228.0%	17.5%	(1.1)	-6.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$291,669</b>	<b>\$280,699</b>	<b>\$10,970</b>	<b>3.9%</b>	<b>\$284,091</b>	<b>\$7,578</b>	<b>2.7%</b>
Comp	\$0	\$500	(\$500)	-100.0%	\$500	(\$500)	-100.0%
28 Day	\$1,768,877	\$1,855,319	(\$86,442)	-4.7%	\$1,639,678	\$129,199	7.9%
Total Revenue	\$2,060,546	\$2,136,518	(\$75,972)	-3.6%	\$1,924,269	\$136,277	7.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$44.55</b>	<b>\$39.64</b>	<b>\$4.91</b>	<b>12.4%</b>	<b>\$41.66</b>	<b>\$2.89</b>	<b>6.9%</b>
Comp	\$0.00	\$16.67	(\$16.67)	-100.0%	\$16.67	(\$16.67)	-100.0%
28 Day	\$24.99	\$21.06	\$3.93	18.7%	\$22.31	\$2.68	12.0%

## Reno-Sparks Convention and Visitors Authority

### RV Park Statistics

May 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
<b>Occupied Rooms</b>								
Cash	10,168	10,725	(557)	-5.2%	8,907	1,261	14.2%	
Comp	177	208	(31)	-14.9%	249	(72)	-28.9%	
28 Day	28,195	34,963	(6,768)	-19.4%	32,413	(4,218)	-13.0%	
<b>Total Occupied Rooms</b>	<b>38,540</b>	<b>45,896</b>	<b>(7,356)</b>	<b>-16.0%</b>	<b>41,569</b>	<b>(3,029)</b>	<b>-7.3%</b>	
Vacant	11,494	7,579	3,915	51.7%	11,844	(350)	-3.0%	
Total Available Rooms	50,034	53,475	(3,441)	-6.4%	53,413	(3,379)	-6.3%	
<b>Percentage of Occupancy</b>								
Cash	20.3%	20.1%	0.2	1.0%	16.7%	3.6	21.6%	
Comp	0.4%	0.4%	-	0.0%	0.5%	(0.1)	-20.0%	
28 Day	56.4%	65.4%	(9.0)	-13.8%	60.7%	(4.3)	-7.1%	
<b>Total Occupancy Percentage</b>	<b>77.0%</b>	<b>85.8%</b>	<b>(8.8)</b>	<b>-10.3%</b>	<b>77.8%</b>	<b>(0.8)</b>	<b>-1.0%</b>	
Vacant	23.0%	14.2%	8.8	62.0%	22.2%	0.8	3.6%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
<b>Revenue</b>								
<b>Cash - Taxable</b>	<b>\$395,340</b>	<b>\$437,838</b>	<b>(\$42,498)</b>	<b>-9.7%</b>	<b>\$345,676</b>	<b>\$49,664</b>	<b>14.4%</b>	
Comp	\$7,673	\$9,712	(\$2,039)	-21.0%	\$11,080	(\$3,407)	-30.7%	
28 Day	\$504,658	\$539,805	(\$35,147)	-6.5%	\$537,397	(\$32,739)	-6.1%	
Total Revenue	\$907,671	\$987,355	(\$79,684)	-8.1%	\$894,153	\$13,518	1.5%	
<b>Average Rates</b>								
<b>Cash</b>	<b>\$38.88</b>	<b>\$40.82</b>	<b>(\$1.94)</b>	<b>-4.8%</b>	<b>\$38.81</b>	<b>\$0.07</b>	<b>0.2%</b>	
Comp	\$43.35	\$46.69	(\$3.34)	-7.2%	\$44.50	(\$1.15)	-2.6%	
28 Day	\$17.90	\$15.44	\$2.46	15.9%	\$16.58	\$1.32	8.0%	

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**May 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,795	3,900	2,895	74.2%	4,734	2,061	43.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,470	8,578	(108)	-1.3%	8,470	-	0.0%
<b>Total Occupied Rooms</b>	<b>15,265</b>	<b>12,478</b>	<b>2,787</b>	<b>22.3%</b>	<b>13,204</b>	<b>2,061</b>	<b>15.6%</b>
Vacant	12,811	7,424	5,387	72.6%	9,731	3,080	31.7%
Total Available Rooms	28,076	19,902	8,174	41.1%	22,935	5,141	22.4%
<b>Percentage of Occupancy</b>							
Cash	24.2%	19.6%	4.6	23.5%	20.6%	3.6	17.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	30.2%	43.1%	(12.9)	-29.9%	36.9%	(6.7)	-18.2%
<b>Total Occupancy Percentage</b>	<b>54.4%</b>	<b>62.7%</b>	<b>(8.3)</b>	<b>-13.2%</b>	<b>57.6%</b>	<b>(3.2)</b>	<b>-5.6%</b>
Vacant	45.6%	37.3%	8.3	22.3%	42.4%	3.2	7.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,358,571</b>	<b>\$804,850</b>	<b>\$553,721</b>	<b>68.8%</b>	<b>\$993,887</b>	<b>\$364,684</b>	<b>36.7%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$609,510	\$652,728	(\$43,218)	-6.6%	\$675,705	(\$66,195)	-9.8%
Total Revenue	\$1,968,081	\$1,457,578	\$510,503	35.0%	\$1,669,592	\$298,489	17.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$199.94</b>	<b>\$206.37</b>	<b>(\$6.43)</b>	<b>-3.1%</b>	<b>\$209.95</b>	<b>(\$10.01)</b>	<b>-4.8%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$71.96	\$76.09	(\$4.13)	-5.4%	\$79.78	(\$7.82)	-9.8%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**May 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,282	4,925	(2,643)	-53.7%	4,321	(2,039)	-47.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>2,282</b>	<b>4,925</b>	<b>(2,643)</b>	<b>-53.7%</b>	<b>4,321</b>	<b>(2,039)</b>	<b>-47.2%</b>
Vacant	10,027	8,033	1,994	24.8%	8,895	1,132	12.7%
Total Available Rooms	12,309	12,958	(649)	-5.0%	13,216	(907)	-6.9%
<b>Percentage of Occupancy</b>							
Cash	18.5%	38.0%	(19.5)	-51.3%	32.7%	(14.2)	-43.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>18.5%</b>	<b>38.0%</b>	<b>(19.5)</b>	<b>-51.3%</b>	<b>32.7%</b>	<b>(14.2)</b>	<b>-43.4%</b>
Vacant	81.5%	62.0%	19.5	31.5%	67.3%	14.2	21.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$226,819</b>	<b>\$253,169</b>	<b>(\$26,350)</b>	<b>-10.4%</b>	<b>\$227,479</b>	<b>(\$660)</b>	<b>-0.3%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$226,819	\$253,169	(\$26,350)	-10.4%	\$227,479	(\$660)	-0.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$99.39</b>	<b>\$51.40</b>	<b>\$47.99</b>	<b>93.4%</b>	<b>\$52.64</b>	<b>\$46.75</b>	<b>88.8%</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 Rental**

**May 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

**May 2019**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$364,127,992</b>	<b>\$363,929,632</b>	<b>\$198,360</b>	<b>0.1%</b>	<b>\$350,022,500</b>	<b>\$14,105,492</b>	<b>4.0%</b>
<b>Occupied Rooms - Cash</b>	<b>3,153,954</b>	<b>3,504,257</b>	<b>(350,303)</b>	<b>-10.0%</b>	<b>3,369,635</b>	<b>(215,681)</b>	<b>-6.4%</b>
<b>Average Rate - Cash</b>	<b>\$115.45</b>	<b>\$103.85</b>	<b>\$11.60</b>	<b>11.2%</b>	<b>\$103.88</b>	<b>\$11.57</b>	<b>11.1%</b>
<b>Occupied Rooms</b>							
Cash	3,153,954	3,504,257	(350,303)	-10.0%	3,369,635	(215,681)	-6.4%
Comp	778,601	789,052	(10,451)	-1.3%	800,660	(22,059)	-2.8%
28 Day	1,365,029	1,466,668	(101,639)	-6.9%	1,412,992	(47,963)	-3.4%
<b>Total Occupied Rooms</b>	<b>5,297,584</b>	<b>5,759,977</b>	<b>(462,393)</b>	<b>-8.0%</b>	<b>5,583,287</b>	<b>(285,703)</b>	<b>-5.1%</b>
<b>Percentage of Occupancy</b>							
Cash	40.1%	44.3%	(4.2)	-9.5%	42.8%	(2.7)	-6.3%
Comp	9.9%	10.0%	(0.1)	-1.0%	10.2%	(0.3)	-2.9%
28 Day	17.4%	18.6%	(1.2)	-6.5%	17.9%	(0.5)	-2.8%
<b>Total Percentage of Occupancy</b>	<b>67.4%</b>	<b>72.9%</b>	<b>(5.5)</b>	<b>-7.5%</b>	<b>70.9%</b>	<b>(3.5)</b>	<b>-4.9%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	2,656,565	2,972,615	(316,050)	-10.6%	2,851,357	(194,792)	-6.8%
Motels	234,083	257,421	(23,338)	-9.1%	245,802	(11,719)	-4.8%
28 Day Motels	71,823	74,221	(2,398)	-3.2%	76,760	(4,937)	-6.4%
R.V. Parks	78,424	80,434	(2,010)	-2.5%	77,064	1,360	1.8%
Vacation Rentals	73,369	55,284	18,085	32.7%	54,987	18,382	33.4%
Timeshares	31,528	55,753	(24,225)	-43.5%	55,096	(23,568)	-42.8%
Home Owner Rentals	8,162	8,529	(367)	-4.3%	8,569	(407)	-4.7%
<b>Total Occupied - Cash</b>	<b>3,153,954</b>	<b>3,504,257</b>	<b>(350,303)</b>	<b>-10.0%</b>	<b>3,369,635</b>	<b>(215,681)</b>	<b>-6.4%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	49.9%	55.6%	(5.7)	-10.3%	54.3%	(4.4)	-8.1%
Motels	50.0%	53.3%	(3.3)	-6.2%	48.7%	1.3	2.7%
28 Day Motels	7.0%	6.9%	0.1	1.4%	7.1%	(0.1)	-1.4%
R.V. Parks	13.5%	13.6%	(0.1)	-0.7%	13.3%	0.2	1.5%
Vacation Rentals	26.3%	25.7%	0.6	2.3%	21.3%	5.0	23.5%
Timeshares	22.7%	39.8%	(17.1)	-43.0%	38.2%	(15.5)	-40.6%
Home Owner Rentals	17.6%	18.2%	(0.6)	-3.3%	17.1%	0.5	2.9%
<b>Total Occupancy Percentage - Cash</b>	<b>40.1%</b>	<b>44.3%</b>	<b>(4.2)</b>	<b>-9.5%</b>	<b>42.8%</b>	<b>(2.7)</b>	<b>-6.3%</b>
<b>Average Rates - Cash</b>							
Hotels	\$120.94	\$108.81	\$12.13	11.1%	\$109.11	\$11.83	10.8%
Motels	\$61.51	\$59.38	\$2.13	3.6%	\$58.07	\$3.44	5.9%
28 Day Motels	\$40.79	\$40.43	\$0.36	0.9%	\$38.59	\$2.20	5.7%
R.V. Parks	\$40.32	\$39.95	\$0.37	0.9%	\$39.85	\$0.47	1.2%
Vacation Rental	\$235.96	\$256.52	(\$20.56)	-8.0%	\$251.44	(\$15.48)	-6.2%
Timeshares	\$87.21	\$48.00	\$39.21	81.7%	\$47.63	\$39.58	83.1%
Home Owner Rentals	\$282.08	\$248.08	\$34.00	13.7%	\$251.61	\$30.47	12.1%
<b>Total Cash Average Rate</b>	<b>\$115.45</b>	<b>\$103.85</b>	<b>\$11.60</b>	<b>11.2%</b>	<b>\$103.88</b>	<b>\$11.57</b>	<b>11.1%</b>

## Reno-Sparks Convention and Visitors Authority

### Combined Room Statistics - Year To Date

**May 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	3,153,954	3,504,257	(350,303)	-10.0%	3,369,635	(215,681)	-6.4%
Comp	778,601	789,052	(10,451)	-1.3%	800,660	(22,059)	-2.8%
28 Day	1,365,029	1,466,668	(101,639)	-6.9%	1,412,992	(47,963)	-3.4%
<b>Total Occupied Rooms</b>	<b>5,297,584</b>	<b>5,759,977</b>	<b>(462,393)</b>	<b>-8.0%</b>	<b>5,583,287</b>	<b>(285,703)</b>	<b>-5.1%</b>
Vacant	2,564,539	2,144,475	420,064	19.6%	2,290,194	274,345	12.0%
Total Available Rooms	7,862,123	7,904,452	(42,329)	-0.5%	7,873,481	(11,358)	-0.1%
<b>Percentage of Occupancy</b>							
Cash	40.1%	44.3%	(4.2)	-9.5%	42.8%	(2.7)	-6.3%
Comp	9.9%	10.0%	(0.1)	-1.0%	10.2%	(0.3)	-2.9%
28 Day	17.4%	18.6%	(1.2)	-6.5%	17.9%	(0.5)	-2.8%
<b>Total Occupancy Percentage</b>	<b>67.4%</b>	<b>72.9%</b>	<b>(5.5)</b>	<b>-7.5%</b>	<b>70.9%</b>	<b>(3.5)</b>	<b>-4.9%</b>
Vacant	32.6%	27.1%	5.5	20.3%	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>\$364,127,992</b>	<b>\$363,929,632</b>	<b>\$198,360</b>	<b>0.1%</b>	<b>\$350,022,500</b>	<b>\$14,105,492</b>	<b>4.0%</b>
Comp	\$78,084,645	\$65,694,998	\$12,389,647	18.9%	\$67,027,028	\$11,057,617	16.5%
28 Day	\$42,127,206	\$27,619,254	\$14,507,952	52.5%	\$42,527,772	(\$400,566)	-0.9%
Total Revenue	\$484,339,843	\$457,243,884	\$27,095,959	5.9%	\$459,577,300	\$24,762,543	5.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$115.45</b>	<b>\$103.85</b>	<b>\$11.60</b>	<b>11.2%</b>	<b>\$103.88</b>	<b>\$11.57</b>	<b>11.1%</b>
Comp	\$100.29	\$83.26	\$17.03	20.5%	\$83.71	\$16.58	19.8%
28 Day	\$30.86	\$18.83	\$12.03	63.9%	\$30.10	\$0.76	2.5%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics - Year To Date

May 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,656,565	2,972,615	(316,050)	-10.6%	2,851,357	(194,792)	-6.8%
Comp	775,532	784,534	(9,002)	-1.1%	796,146	(20,614)	-2.6%
28 Day	123,299	103,606	19,693	19.0%	110,095	13,204	12.0%
<b>Total Occupied Rooms</b>	<b>3,555,396</b>	<b>3,860,755</b>	<b>(305,359)</b>	<b>-7.9%</b>	<b>3,757,598</b>	<b>(202,202)</b>	<b>-5.4%</b>
Vacant	1,771,268	1,484,617	286,651	19.3%	1,490,537	280,731	18.8%
Total Available Rooms	5,326,664	5,345,372	(18,708)	-0.3%	5,248,135	78,529	1.5%
<b>Percentage of Occupancy</b>							
Cash	49.9%	55.6%	(5.7)	-10.3%	54.3%	(4.4)	-8.1%
Comp	14.6%	14.7%	(0.1)	-0.7%	15.2%	(0.6)	-3.9%
28 Day	2.3%	1.9%	0.4	21.1%	2.1%	0.2	9.5%
<b>Total Occupancy Percentage</b>	<b>66.7%</b>	<b>72.2%</b>	<b>(5.5)</b>	<b>-7.6%</b>	<b>71.6%</b>	<b>(4.9)</b>	<b>-6.8%</b>
Vacant	33.3%	27.8%	5.5	19.8%	28.4%	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>\$321,273,686</b>	<b>\$323,457,122</b>	<b>(\$2,183,436)</b>	<b>-0.7%</b>	<b>\$311,110,402</b>	<b>\$10,163,284</b>	<b>3.3%</b>
Comp	\$77,913,236	\$65,530,220	\$12,383,016	18.9%	\$66,866,619	\$11,046,617	16.5%
28 Day	\$9,506,653	\$9,052,753	\$453,900	5.0%	\$9,671,571	(\$164,918)	-1.7%
Total Revenue	\$408,693,575	\$398,040,095	\$10,653,480	2.7%	\$387,648,592	\$21,044,983	5.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$120.94</b>	<b>\$108.81</b>	<b>\$12.13</b>	<b>11.1%</b>	<b>\$109.11</b>	<b>\$11.83</b>	<b>10.8%</b>
Comp	\$100.46	\$83.53	\$16.93	20.3%	\$83.99	\$16.47	19.6%
28 Day	\$77.10	\$87.38	(\$10.28)	-11.8%	\$87.85	(\$10.75)	-12.2%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics - Year To Date

May 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	234,083	257,421	(23,338)	-9.1%	245,802	(11,719)	-4.8%
Comp	1,072	2,398	(1,326)	-55.3%	2,256	(1,184)	-52.5%
28 Day	39,546	42,495	(2,949)	-6.9%	41,606	(2,060)	-5.0%
<b>Total Occupied Rooms</b>	<b>274,701</b>	<b>302,314</b>	<b>(27,613)</b>	<b>-9.1%</b>	<b>289,664</b>	<b>(14,963)</b>	<b>-5.2%</b>
Vacant	193,878	180,906	12,972	7.2%	214,740	(20,862)	-9.7%
Total Available Rooms	468,579	483,220	(14,641)	-3.0%	504,404	(35,825)	-7.1%
<b>Percentage of Occupancy</b>							
Cash	50.0%	53.3%	(3.3)	-6.2%	48.7%	1.3	2.7%
Comp	0.2%	0.5%	(0.3)	-60.0%	0.4%	(0.2)	-50.0%
28 Day	8.4%	8.8%	(0.4)	-4.5%	8.2%	0.2	2.4%
<b>Total Occupancy Percentage</b>	<b>58.6%</b>	<b>62.6%</b>	<b>(4.0)</b>	<b>-6.4%</b>	<b>57.4%</b>	<b>1.2</b>	<b>2.1%</b>
Vacant	41.4%	37.4%	4.0	10.7%	42.6%	(1.2)	-2.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$14,398,445</b>	<b>\$15,285,356</b>	<b>(\$886,911)</b>	<b>-5.8%</b>	<b>\$14,272,613</b>	<b>\$125,832</b>	<b>0.9%</b>
Comp	\$91,859	\$82,903	\$8,956	10.8%	\$75,666	\$16,193	21.4%
28 Day	\$1,644,593	\$1,682,571	(\$37,978)	-2.3%	\$1,665,482	(\$20,889)	-1.3%
Total Revenue	\$16,134,897	\$17,050,830	(\$915,933)	-5.4%	\$16,013,761	\$121,136	0.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$61.51</b>	<b>\$59.38</b>	<b>\$2.13</b>	<b>3.6%</b>	<b>\$58.07</b>	<b>\$3.44</b>	<b>5.9%</b>
Comp	\$85.69	\$34.57	\$51.12	147.9%	\$33.54	\$52.15	155.5%
28 Day	\$41.59	\$39.59	\$2.00	5.1%	\$40.03	\$1.56	3.9%

**Reno-Sparks Convention and Visitors Authority**

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

**May 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	71,823	74,221	(2,398)	-3.2%	76,760	(4,937)	-6.4%
Comp	150	180	(30)	-16.7%	240	(90)	-37.5%
28 Day	765,677	861,597	(95,920)	-11.1%	813,382	(47,705)	-5.9%
<b>Total Occupied Rooms</b>	<b>837,650</b>	<b>935,998</b>	<b>(98,348)</b>	<b>-10.5%</b>	<b>890,382</b>	<b>(52,732)</b>	<b>-5.9%</b>
Vacant	184,057	147,057	37,000	25.2%	197,997	(13,940)	-7.0%
Total Available Rooms	1,021,707	1,083,055	(61,348)	-5.7%	1,088,379	(66,672)	-6.1%
<b>Percentage of Occupancy</b>							
Cash	7.0%	6.9%	0.1	1.4%	7.1%	(0.1)	-1.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.9%	79.6%	(4.7)	-5.9%	74.7%	0.2	0.3%
<b>Total Occupancy Percentage</b>	<b>82.0%</b>	<b>86.4%</b>	<b>(4.4)</b>	<b>-5.1%</b>	<b>81.8%</b>	<b>0.2</b>	<b>0.2%</b>
Vacant	18.0%	13.6%	4.4	32.4%	18.2%	(0.2)	-1.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,929,542</b>	<b>\$3,000,535</b>	<b>(\$70,993)</b>	<b>-2.4%</b>	<b>\$2,962,387</b>	<b>(\$32,845)</b>	<b>-1.1%</b>
Comp	\$2,500	\$2,000	\$500	25.0%	\$4,000	(\$1,500)	-37.5%
28 Day	\$18,195,634	\$3,538,293	\$14,657,341	414.2%	\$17,920,290	\$275,344	1.5%
Total Revenue	\$21,127,676	\$6,540,828	\$14,586,848	223.0%	\$20,886,677	\$240,999	1.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$40.79</b>	<b>\$40.43</b>	<b>\$0.36</b>	<b>0.9%</b>	<b>\$38.59</b>	<b>\$2.20</b>	<b>5.7%</b>
Comp	\$16.67	\$11.11	\$5.56	50.0%	\$16.67	\$0.00	0.0%
28 Day	\$23.76	\$4.11	\$19.65	478.1%	\$22.03	\$1.73	7.9%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**May 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	78,424	80,434	(2,010)	-2.5%	77,064	1,360	1.8%
Comp	1,836	1,923	(87)	-4.5%	2,001	(165)	-8.2%
28 Day	342,305	360,321	(18,016)	-5.0%	350,422	(8,117)	-2.3%
<b>Total Occupied Rooms</b>	<b>422,565</b>	<b>442,678</b>	<b>(20,113)</b>	<b>-4.5%</b>	<b>429,487</b>	<b>(6,922)</b>	<b>-1.6%</b>
Vacant	158,298	148,277	10,021	6.8%	151,101	7,197	4.8%
Total Available Rooms	580,863	590,955	(10,092)	-1.7%	580,588	275	0.0%
<b>Percentage of Occupancy</b>							
Cash	13.5%	13.6%	(0.1)	-0.7%	13.3%	0.2	1.5%
Comp	0.3%	0.3%	-	0.0%	0.3%	-	0.0%
28 Day	58.9%	61.0%	(2.1)	-3.4%	60.4%	(1.5)	-2.5%
<b>Total Occupancy Percentage</b>	<b>72.7%</b>	<b>74.9%</b>	<b>(2.2)</b>	<b>-2.9%</b>	<b>74.0%</b>	<b>(1.3)</b>	<b>-1.8%</b>
Vacant	27.3%	25.1%	2.2	8.8%	26.0%	1.3	5.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$3,161,925</b>	<b>\$3,213,284</b>	<b>(\$51,359)</b>	<b>-1.6%</b>	<b>\$3,070,943</b>	<b>\$90,982</b>	<b>3.0%</b>
Comp	\$75,849	\$78,009	(\$2,160)	-2.8%	\$78,877	(\$3,028)	-3.8%
28 Day	\$5,809,150	\$5,602,624	\$206,526	3.7%	\$5,592,758	\$216,392	3.9%
Total Revenue	\$9,046,924	\$8,893,917	\$153,007	1.7%	\$8,742,578	\$304,346	3.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$40.32</b>	<b>\$39.95</b>	<b>\$0.37</b>	<b>0.9%</b>	<b>\$39.85</b>	<b>\$0.47</b>	<b>1.2%</b>
Comp	\$41.31	\$40.57	\$0.74	1.8%	\$39.42	\$1.89	4.8%
28 Day	\$16.97	\$15.55	\$1.42	9.1%	\$15.96	\$1.01	6.3%



## Reno-Sparks Convention and Visitors Authority

### Vacation Rental Statistics - Year To Date

**May 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	73,369	55,284	18,085	32.7%	54,987	18,382	33.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	91,255	94,562	(3,307)	-3.5%	93,315	(2,060)	-2.2%
<b>Total Occupied Rooms</b>	<b>164,624</b>	<b>149,846</b>	<b>14,778</b>	<b>9.9%</b>	<b>148,302</b>	<b>16,322</b>	<b>11.0%</b>
Vacant	114,674	65,224	49,450	75.8%	109,385	5,289	4.8%
Total Available Rooms	279,298	215,070	64,228	29.9%	257,687	21,611	8.4%
<b>Percentage of Occupancy</b>							
Cash	26.3%	25.7%	0.6	2.3%	21.3%	5.0	23.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	32.7%	44.0%	(11.3)	-25.7%	36.2%	(3.5)	-9.7%
<b>Total Occupancy Percentage</b>	<b>58.9%</b>	<b>69.7%</b>	<b>(10.8)</b>	<b>-15.5%</b>	<b>57.6%</b>	<b>1.3</b>	<b>2.3%</b>
Vacant	41.1%	30.3%	10.8	35.6%	42.4%	(1.3)	-3.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$17,312,389</b>	<b>\$14,181,507</b>	<b>\$3,130,882</b>	<b>22.1%</b>	<b>\$13,826,136</b>	<b>\$3,486,253</b>	<b>25.2%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$6,668,566	\$7,333,614	(\$665,048)	-9.1%	\$7,263,683	(\$595,117)	-8.2%
Total Revenue	\$23,980,955	\$21,515,121	\$2,465,834	11.5%	\$21,089,819	\$2,891,136	13.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$235.96</b>	<b>\$256.52</b>	<b>(\$20.56)</b>	<b>-8.0%</b>	<b>\$251.44</b>	<b>(\$15.48)</b>	<b>-6.2%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$73.08	\$77.55	(\$4.47)	-5.8%	\$77.84	(\$4.76)	-6.1%

## Reno-Sparks Convention and Visitors Authority

### Timeshare Statistics - Year To Date

**May 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
<b>Occupied Rooms</b>								
Cash	31,528	55,753	(24,225)	-43.5%	55,096	(23,568)	-42.8%	
Comp	-	-	-	0.0%	-	-	0.0%	
28 Day	-	-	-	0.0%	-	-	0.0%	
<b>Total Occupied Rooms</b>	<b>31,528</b>	<b>55,753</b>	<b>(24,225)</b>	<b>-43.5%</b>	<b>55,096</b>	<b>(23,568)</b>	<b>-42.8%</b>	
Vacant	107,148	84,277	22,871	27.1%	89,054	18,094	20.3%	
Total Available Rooms	138,676	140,030	(1,354)	-1.0%	144,150	(5,474)	-3.8%	
<b>Percentage of Occupancy</b>								
Cash	22.7%	39.8%	(17.1)	-43.0%	38.2%	(15.5)	-40.6%	
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>22.7%</b>	<b>39.8%</b>	<b>(17.1)</b>	<b>-43.0%</b>	<b>38.2%</b>	<b>(15.5)</b>	<b>-40.6%</b>	
Vacant	77.3%	60.2%	17.1	28.4%	61.8%	15.5	25.1%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
<b>Revenue</b>								
<b>Cash - Taxable</b>	<b>\$2,749,638</b>	<b>\$2,675,982</b>	<b>\$73,656</b>	<b>2.8%</b>	<b>\$2,623,994</b>	<b>\$125,644</b>	<b>4.8%</b>	
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%	
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%	
Total Revenue	\$2,749,638	\$2,675,982	\$73,656	2.8%	\$2,623,994	\$125,644	4.8%	
<b>Average Rates</b>								
<b>Cash</b>	<b>\$87.21</b>	<b>\$48.00</b>	<b>\$39.21</b>	<b>81.7%</b>	<b>\$47.63</b>	<b>\$39.58</b>	<b>83.1%</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  
May 2019**

Current Month Actual May 2019	Last Year Actual May 2018			Tax District	Year To Date Actual July 2018 - May 2019	Last Year - Year To Date Actual July 2017 - May 2018		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
\$18,376,653	\$16,452,505	\$1,924,148	11.7%	Reno B	\$170,370,850	\$167,189,686	\$3,181,163	1.9%
\$8,767,082	\$9,287,498	(\$520,415)	-5.6%	Reno D	\$96,992,799	\$94,087,529	\$2,905,270	3.1%
\$679,985	\$700,845	(\$20,859)	-3.0%	Reno E	\$7,234,624	\$6,930,377	\$304,248	4.4%
<b>\$27,823,720</b>	<b>\$26,440,848</b>	<b>\$1,382,873</b>	<b>5.2%</b>	<b>Total Reno</b>	<b>\$274,598,273</b>	<b>\$268,207,593</b>	<b>\$6,390,681</b>	<b>2.4%</b>
\$51,672	\$50,591	\$1,081	2.1%	Washoe A	\$413,872	\$408,483	\$5,389	1.3%
\$2,762,581	\$2,842,399	(\$79,818)	-2.8%	Washoe B	\$45,660,075	\$41,486,660	\$4,173,415	10.1%
<b>\$2,814,253</b>	<b>\$2,892,990</b>	<b>(\$78,737)</b>	<b>-2.7%</b>	<b>Total Washoe Co.</b>	<b>\$46,073,947</b>	<b>\$41,895,143</b>	<b>\$4,178,804</b>	<b>10.0%</b>
<b>\$4,246,501</b>	<b>\$3,812,014</b>	<b>\$434,487</b>	<b>11.4%</b>	<b>Sparks</b>	<b>\$43,455,771</b>	<b>\$39,919,763</b>	<b>\$3,536,008</b>	<b>8.9%</b>
<b>\$34,884,475</b>	<b>\$33,145,854</b>	<b>\$1,738,621</b>	<b>5.2%</b>	<b>Total Taxable Revenue</b>	<b>\$364,127,992</b>	<b>\$350,022,500</b>	<b>\$14,105,492</b>	<b>4.0%</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  
May 2019**

Current Month Actual May 2019	Last Year Actual May 2018			Tax District	Year To Date Actual July 2018 - May 2019	Last Year - Year To Date Actual July 2017 - May 2018		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
146,544	145,684	860	0.6%	Reno B	1,513,162	1,614,387	(101,225)	-6.3%
80,233	93,476	(13,243)	-14.2%	Reno D	887,224	1,002,145	(114,921)	-11.5%
5,352	5,827	(475)	-8.2%	Reno E	57,734	60,760	(3,026)	-5.0%
<b>232,129</b>	<b>244,987</b>	<b>(12,858)</b>	<b>-5.2%</b>	<b>Total Reno</b>	<b>2,458,120</b>	<b>2,677,292</b>	<b>(219,172)</b>	<b>-8.2%</b>
1,764	1,715	49	2.9%	Washoe A	15,358	13,746	1,612	11.7%
12,902	13,991	(1,089)	-7.8%	Washoe B	176,885	167,609	9,276	5.5%
<b>14,666</b>	<b>15,706</b>	<b>(1,040)</b>	<b>-6.6%</b>	<b>Total Washoe Co.</b>	<b>192,243</b>	<b>181,355</b>	<b>10,888</b>	<b>6.0%</b>
<b>47,582</b>	<b>44,897</b>	<b>2,685</b>	<b>6.0%</b>	<b>Sparks</b>	<b>503,591</b>	<b>510,988</b>	<b>(7,397)</b>	<b>-1.4%</b>
<b>294,377</b>	<b>305,590</b>	<b>(11,213)</b>	<b>-3.7%</b>	<b>Total Taxable Rooms</b>	<b>3,153,954</b>	<b>3,369,635</b>	<b>(215,681)</b>	<b>-6.4%</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  
May 2019**

Current Month Actual May 2019	Last Year Actual May 2018			Tax District	Year To Date Actual July 2018 - May 2019	Last Year - Year To Date Actual July 2017 - May 2018		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
\$125.40	\$112.93	\$12.47	11.0%	Reno B	\$112.59	\$103.56	\$9.03	8.7%
\$109.27	\$99.36	\$9.91	10.0%	Reno D	\$109.32	\$93.89	\$15.44	16.4%
\$127.05	\$120.28	\$6.78	5.6%	Reno E	\$125.31	\$114.06	\$11.25	9.9%
<b>\$119.86</b>	<b>\$107.93</b>	<b>\$11.94</b>	<b>11.1%</b>	<b>Total Reno</b>	<b>\$111.71</b>	<b>\$100.18</b>	<b>\$11.53</b>	<b>11.5%</b>
\$29.29	\$29.50	-\$0.21	-0.7%	Washoe A	\$26.95	\$29.72	-\$2.77	-9.3%
\$214.12	\$203.16	\$10.96	5.4%	Washoe B	\$258.13	\$247.52	\$10.61	4.3%
<b>\$191.89</b>	<b>\$184.20</b>	<b>\$7.69</b>	<b>4.2%</b>	<b>Total Washoe Co.</b>	<b>\$239.67</b>	<b>\$231.01</b>	<b>\$8.65</b>	<b>3.7%</b>
<b>\$89.25</b>	<b>\$84.91</b>	<b>\$4.34</b>	<b>5.1%</b>	<b>Sparks</b>	<b>\$86.29</b>	<b>\$78.12</b>	<b>\$8.17</b>	<b>10.5%</b>
<b>\$118.50</b>	<b>\$108.47</b>	<b>\$10.03</b>	<b>9.2%</b>	<b>Total Average Daily Rate</b>	<b>\$115.45</b>	<b>\$103.88</b>	<b>\$11.57</b>	<b>11.1%</b>

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