

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

## June 2019 (Final)

### Room Statistics

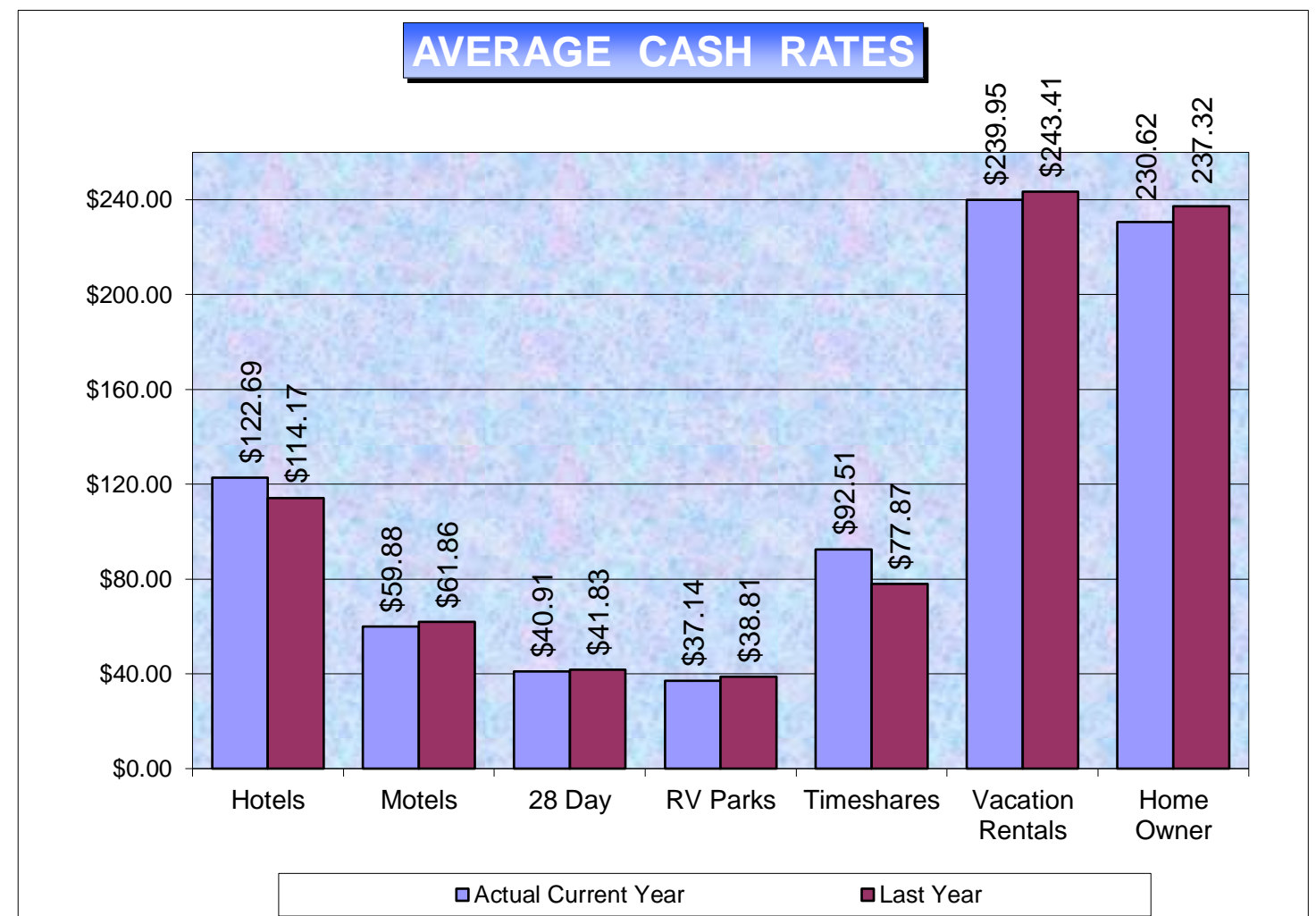
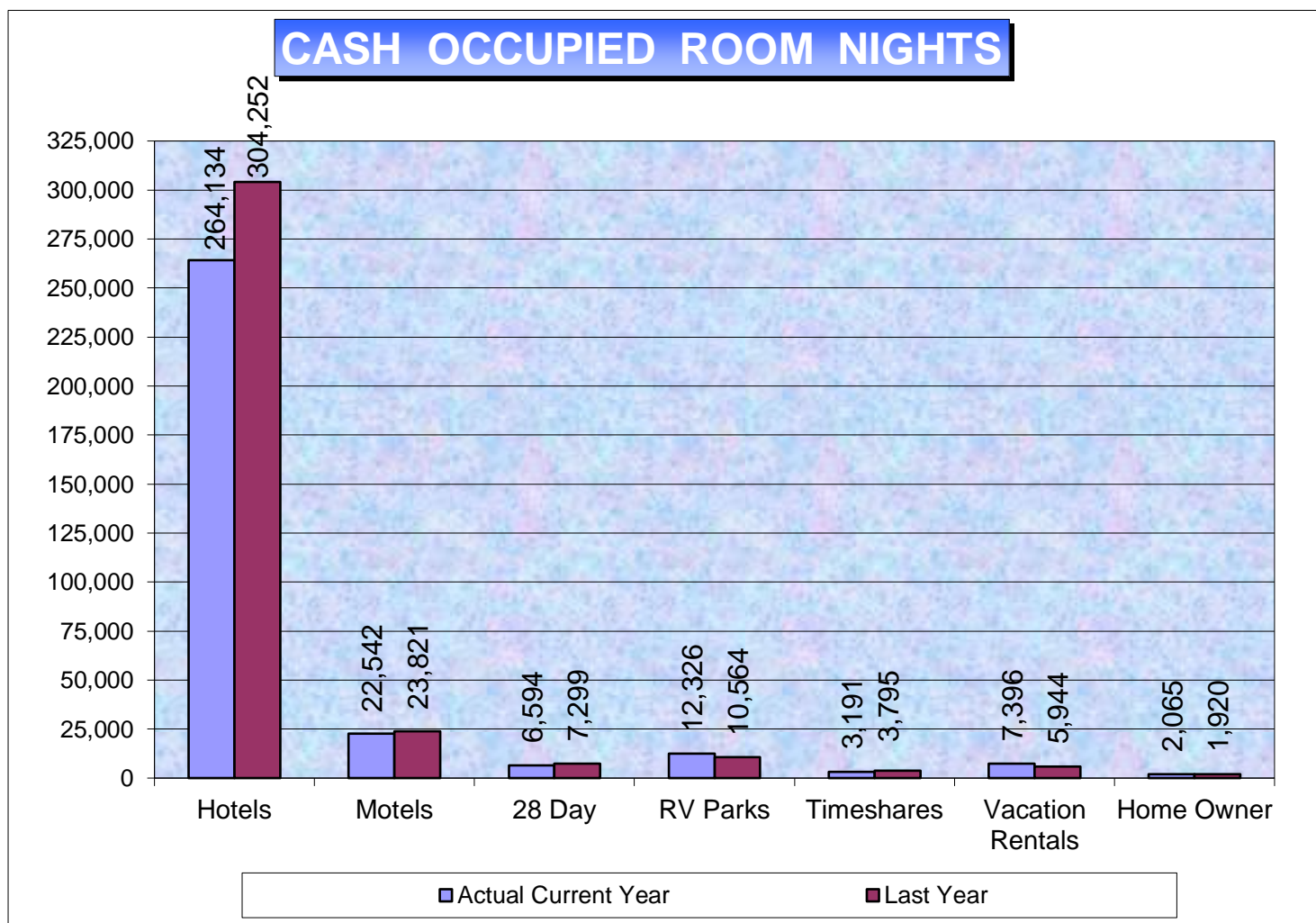
Taxable room revenues for the month of \$37,029,240 are down prior year by \$2,093,188 (-5.4%). Cash occupied room nights of 318,248 are below prior year by 39,347 (-11.0%). Comp occupied room nights of 76,710 are below prior year by 2,783 (-3.5%), and 28-day occupied room nights of 121,558 are below prior year by 5,337 (-4.2%). Total occupied rooms for the month (Cash, Comp, 28-day) are 516,516 (-8.4%) below the prior year.

Overall, Washoe County occupancy percentages of 70.9% for the month is -8.8% below the 77.7% level of the prior year. There were 3,016 (0.4%) more available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$116.35 increased \$6.95 (6.4%), compared to \$109.40 for the prior year.

Year-to-date cash occupied room nights of 3,472,202 are 255,028 (-6.8%) below prior year. Cash average rates year-to-date of \$115.53 are \$11.12 (10.7%) above the prior year. Year-to-date, total taxable room revenues of \$401,157,233 are \$12,012,307 (3.1%) above prior year.

June 2019						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	493,534	264,134	\$122.69	\$114.17	\$8.52	7.5%
Motels	42,826	22,542	\$59.88	\$61.86	(\$1.98)	-3.2%
28 Day	89,467	6,594	\$40.91	\$41.83	(\$0.92)	-2.2%
RV Parks	48,595	12,326	\$37.14	\$38.81	(\$1.67)	-4.3%
Timeshares	12,903	3,191	\$92.51	\$77.87	\$14.64	18.8%
Vacation Rentals	24,610	7,396	\$239.95	\$243.41	(\$3.46)	-1.4%
Home Owner	16,653	2,065	\$230.62	\$237.32	(\$6.70)	-2.8%
<b>Totals</b>	<b>728,588</b>	<b>318,248</b>	<b>\$116.35</b>	<b>\$109.40</b>	<b>\$6.95</b>	<b>6.4%</b>



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

**June 2019 (Final)**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$37,029,240</b>	<b>\$40,446,088</b>	<b>(\$3,416,848)</b>	<b>-8.4%</b>	<b>\$39,122,428</b>	<b>(\$2,093,188)</b>	<b>-5.4%</b>
<b>Occupied Rooms - Cash</b>	<b>318,248</b>	<b>388,545</b>	<b>(70,297)</b>	<b>-18.1%</b>	<b>357,595</b>	<b>(39,347)</b>	<b>-11.0%</b>
<b>Average Rate - Cash</b>	<b>\$116.35</b>	<b>\$104.10</b>	<b>\$12.25</b>	<b>11.8%</b>	<b>\$109.40</b>	<b>\$6.95</b>	<b>6.4%</b>
<b>Occupied Rooms</b>							
Cash	318,248	388,545	(70,297)	-18.1%	357,595	(39,347)	-11.0%
Comp	76,710	74,659	2,051	2.7%	79,493	(2,783)	-3.5%
28 Day	121,558	144,303	(22,745)	-15.8%	126,895	(5,337)	-4.2%
<b>Total Occupied Rooms</b>	<b>516,516</b>	<b>607,507</b>	<b>(90,991)</b>	<b>-15.0%</b>	<b>563,983</b>	<b>(47,467)</b>	<b>-8.4%</b>
<b>Percentage of Occupancy</b>							
Cash	43.7%	53.0%	(9.3)	-17.5%	49.3%	(5.6)	-11.4%
Comp	10.5%	10.2%	0.3	2.9%	11.0%	(0.5)	-4.5%
28 Day	16.7%	19.7%	(3.0)	-15.2%	17.5%	(0.8)	-4.6%
<b>Total Percentage of Occupancy</b>	<b>70.9%</b>	<b>82.9%</b>	<b>(12.0)</b>	<b>-14.5%</b>	<b>77.7%</b>	<b>(6.8)</b>	<b>-8.8%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	264,134	326,940	(62,806)	-19.2%	304,252	(40,118)	-13.2%
Motels	22,542	28,558	(6,016)	-21.1%	23,821	(1,279)	-5.4%
28 Day Motels	6,594	7,597	(1,003)	-13.2%	7,299	(705)	-9.7%
R.V. Parks	12,326	12,092	234	1.9%	10,564	1,762	16.7%
Vacation Rentals	7,396	4,572	2,824	61.8%	5,944	1,452	24.4%
Timehares	3,191	6,734	(3,543)	-52.6%	3,795	(604)	-15.9%
Home Owner Rentals	2,065	2,052	13	0.0%	1,920	145	0.0%
<b>Total Occupied - Cash</b>	<b>318,248</b>	<b>388,545</b>	<b>(70,297)</b>	<b>-18.1%</b>	<b>357,595</b>	<b>(39,347)</b>	<b>-11.0%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	53.5%	66.4%	(12.9)	-19.4%	63.2%	(9.7)	-15.3%
Motels	52.6%	64.8%	(12.2)	-18.8%	53.6%	(1.0)	-1.9%
28 Day Motels	7.4%	7.8%	(0.4)	-5.1%	7.6%	(0.2)	-2.6%
R.V. Parks	25.4%	23.4%	2.0	8.5%	20.4%	5.0	24.5%
Vacation Rentals	30.1%	23.7%	6.4	27.0%	25.4%	4.7	18.5%
Timeshares	24.7%	53.7%	(29.0)	-54.0%	29.1%	(4.4)	-3.9%
Home Owner Rentals	12.4%	13.3%	(0.9)	-6.8%	12.9%	(0.5)	-3.9%
<b>Total Occupancy Percentage - Cash</b>	<b>43.7%</b>	<b>53.0%</b>	<b>(9.3)</b>	<b>-17.5%</b>	<b>49.3%</b>	<b>(5.6)</b>	<b>-11.4%</b>
<b>Average Rates - Cash</b>							
Hotels	\$122.69	\$110.01	\$12.68	11.5%	\$114.17	\$8.52	7.5%
Motels	\$59.88	\$60.91	(\$1.03)	-1.7%	\$61.86	(\$1.98)	-3.2%
28 Day Motels	\$40.91	\$37.76	\$3.15	8.3%	\$41.83	(\$0.92)	-2.2%
R.V. Parks	\$37.14	\$41.80	(\$4.66)	-11.1%	\$38.81	(\$1.67)	-4.3%
Vacation Rentals	\$239.95	\$261.07	(\$21.12)	-8.1%	\$243.41	(\$3.46)	-1.4%
Timeshares	\$92.51	\$41.87	\$50.64	120.9%	\$77.87	\$14.64	18.8%
Home Owner Rentals	\$230.62	\$229.17	\$1.45	0.0%	\$237.32	(\$6.70)	-2.8%
<b>Total Cash Average Rate</b>	<b>\$116.35</b>	<b>\$104.10</b>	<b>\$12.25</b>	<b>11.8%</b>	<b>\$109.40</b>	<b>\$6.95</b>	<b>6.4%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	318,248	388,545	(70,297)	-18.1%	357,595	(39,347)	-11.0%
Comp	76,710	74,659	2,051	2.7%	79,493	(2,783)	-3.5%
28 Day	121,558	144,303	(22,745)	-15.8%	126,895	(5,337)	-4.2%
<b>Total Occupied Rooms</b>	<b>516,516</b>	<b>607,507</b>	<b>(90,991)</b>	<b>-15.0%</b>	<b>563,983</b>	<b>(47,467)</b>	<b>-8.4%</b>
Vacant	212,072	125,203	86,869	69.4%	161,589	50,483	31.2%
Total Available Rooms	728,588	732,710	(4,122)	-0.6%	725,572	3,016	0.4%
<b>Percentage of Occupancy</b>							
Cash	43.7%	53.0%	(9.3)	-17.5%	49.3%	(5.6)	-11.4%
Comp	10.5%	10.2%	0.3	2.9%	11.0%	(0.5)	-4.5%
28 Day	16.7%	19.7%	(3.0)	-15.2%	17.5%	(0.8)	-4.6%
<b>Total Occupancy Percentage</b>	<b>70.9%</b>	<b>82.9%</b>	<b>(12.0)</b>	<b>-14.5%</b>	<b>77.7%</b>	<b>(6.8)</b>	<b>-8.8%</b>
Vacant	29.1%	17.1%	12.0	70.2%	22.3%	6.8	30.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$37,029,240</b>	<b>\$40,446,088</b>	<b>(\$3,416,848)</b>	<b>-8.4%</b>	<b>\$39,122,428</b>	<b>(\$2,093,188)</b>	<b>-5.4%</b>
Comp	\$8,398,158	\$5,572,505	\$2,825,653	50.7%	\$7,202,908	\$1,195,250	16.6%
28 Day	\$3,932,877	\$4,538,666	(\$605,789)	-13.3%	\$4,099,717	(\$166,840)	-4.1%
Total Revenue	\$49,360,275	\$50,557,259	(\$1,196,984)	-2.4%	\$50,425,053	(\$1,064,778)	-2.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$116.35</b>	<b>\$104.10</b>	<b>\$12.25</b>	<b>11.8%</b>	<b>\$109.40</b>	<b>\$6.95</b>	<b>6.4%</b>
Comp	\$109.48	\$74.64	\$34.84	46.7%	\$90.61	\$18.87	20.8%
28 Day	\$32.35	\$31.45	\$0.90	2.9%	\$32.31	\$0.04	0.1%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	264,134	326,940	(62,806)	-19.2%	304,252	(40,118)	-13.2%
Comp	76,416	74,284	2,132	2.9%	79,127	(2,711)	-3.4%
28 Day	14,780	9,606	5,174	53.9%	11,145	3,635	32.6%
<b>Total Occupied Rooms</b>	<b>355,330</b>	<b>410,830</b>	<b>(55,500)</b>	<b>-13.5%</b>	<b>394,524</b>	<b>(39,194)</b>	<b>-9.9%</b>
Vacant	138,204	81,830	56,374	68.9%	87,250	50,954	58.4%
Total Available Rooms	493,534	492,660	874	0.2%	481,774	11,760	2.4%
<b>Percentage of Occupancy</b>							
Cash	53.5%	66.4%	(12.9)	-19.4%	63.2%	(9.7)	-15.3%
Comp	15.5%	15.1%	0.4	2.6%	16.4%	(0.9)	-5.5%
28 Day	3.0%	1.9%	1.1	57.9%	2.3%	0.7	30.4%
<b>Total Occupancy Percentage</b>	<b>72.0%</b>	<b>83.4%</b>	<b>(11.4)</b>	<b>-13.7%</b>	<b>81.9%</b>	<b>(9.9)</b>	<b>-12.1%</b>
Vacant	28.0%	16.6%	11.4	68.7%	18.1%	9.9	54.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$32,405,851</b>	<b>\$35,968,299</b>	<b>(\$3,562,448)</b>	<b>-9.9%</b>	<b>\$34,735,520</b>	<b>(\$2,329,669)</b>	<b>-6.7%</b>
Comp	\$8,385,743	\$5,555,473	\$2,830,270	50.9%	\$7,181,022	\$1,204,721	16.8%
28 Day	\$1,016,593	\$823,687	\$192,906	23.4%	\$923,466	\$93,127	10.1%
Total Revenue	\$41,808,187	\$42,347,459	(\$539,272)	-1.3%	\$42,840,008	(\$1,031,821)	-2.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$122.69</b>	<b>\$110.01</b>	<b>\$12.68</b>	<b>11.5%</b>	<b>\$114.17</b>	<b>\$8.52</b>	<b>7.5%</b>
Comp	\$109.74	\$74.79	\$34.95	46.7%	\$90.75	\$18.99	20.9%
28 Day	\$68.78	\$85.75	(\$16.97)	-19.8%	\$82.86	(\$14.08)	-17.0%

**Reno-Sparks Convention and Visitors Authority**

**Motel Statistics**

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	22,542	28,558	(6,016)	-21.1%	23,821	(1,279)	-5.4%
Comp	53	149	(96)	-64.4%	84	(31)	-36.9%
28 Day	3,389	4,359	(970)	-22.3%	3,611	(222)	-6.1%
<b>Total Occupied Rooms</b>	<b>25,984</b>	<b>33,066</b>	<b>(7,082)</b>	<b>-21.4%</b>	<b>27,516</b>	<b>(1,532)</b>	<b>-5.6%</b>
Vacant	16,842	10,974	5,868	53.5%	16,913	(71)	-0.4%
Total Available Rooms	42,826	44,040	(1,214)	-2.8%	44,429	(1,603)	-3.6%
<b>Percentage of Occupancy</b>							
Cash	52.6%	64.8%	(12.2)	-18.8%	53.6%	(1.0)	-1.9%
Comp	0.1%	0.3%	(0.2)	-66.7%	0.2%	(0.1)	-50.0%
28 Day	7.9%	9.9%	(2.0)	-20.2%	8.1%	(0.2)	-2.5%
<b>Total Occupancy Percentage</b>	<b>60.7%</b>	<b>75.1%</b>	<b>(14.4)</b>	<b>-19.2%</b>	<b>61.9%</b>	<b>(1.2)</b>	<b>-1.9%</b>
Vacant	39.3%	24.9%	14.4	57.8%	38.1%	1.2	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>\$1,349,776</b>	<b>\$1,739,589</b>	<b>(\$389,813)</b>	<b>-22.4%</b>	<b>\$1,473,657</b>	<b>(\$123,881)</b>	<b>-8.4%</b>
Comp	\$4,865	\$4,845	\$20	0.4%	\$6,750	(\$1,885)	-27.9%
28 Day	\$132,986	\$170,110	(\$37,124)	-21.8%	\$159,866	(\$26,880)	-16.8%
Total Revenue	\$1,487,627	\$1,914,544	(\$426,917)	-22.3%	\$1,640,273	(\$152,646)	-9.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$59.88</b>	<b>\$60.91</b>	<b>(\$1.03)</b>	<b>-1.7%</b>	<b>\$61.86</b>	<b>(\$1.98)</b>	<b>-3.2%</b>
Comp	\$91.79	\$32.52	\$59.27	182.3%	\$80.36	\$11.43	14.2%
28 Day	\$39.24	\$39.03	\$0.21	0.5%	\$44.27	(\$5.03)	-11.4%

## Reno-Sparks Convention and Visitors Authority

### 28 Day Motel Statistics

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,594	7,597	(1,003)	-13.2%	7,299	(705)	-9.7%
Comp	-	-	-	0.0%	30	(30)	-100.0%
28 Day	67,843	86,020	(18,177)	-21.1%	71,863	(4,020)	-5.6%
<b>Total Occupied Rooms</b>	<b>74,437</b>	<b>93,617</b>	<b>(19,180)</b>	<b>-20.5%</b>	<b>79,192</b>	<b>(4,755)</b>	<b>-6.0%</b>
Vacant	15,030	3,373	11,657	345.6%	17,153	(2,123)	-12.4%
Total Available Rooms	89,467	96,990	(7,523)	-7.8%	96,345	(6,878)	-7.1%
<b>Percentage of Occupancy</b>							
Cash	7.4%	7.8%	(0.4)	-5.1%	7.6%	(0.2)	-2.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	75.8%	88.7%	(12.9)	-14.5%	74.6%	1.2	1.6%
<b>Total Occupancy Percentage</b>	<b>83.2%</b>	<b>96.5%</b>	<b>(13.3)</b>	<b>-13.8%</b>	<b>82.2%</b>	<b>1.0</b>	<b>1.2%</b>
Vacant	16.8%	3.5%	13.3	380.0%	17.8%	(1.0)	-5.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$269,755</b>	<b>\$286,837</b>	<b>(\$17,082)</b>	<b>-6.0%</b>	<b>\$305,290</b>	<b>(\$35,535)</b>	<b>-11.6%</b>
Comp	\$0	\$0	\$0	0.0%	\$500	(\$500)	-100.0%
28 Day	\$1,625,674	\$1,926,418	(\$300,744)	-15.6%	\$1,692,149	(\$66,475)	-3.9%
Total Revenue	\$1,895,429	\$2,213,255	(\$317,826)	-14.4%	\$1,997,939	(\$102,510)	-5.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$40.91</b>	<b>\$37.76</b>	<b>\$3.15</b>	<b>8.3%</b>	<b>\$41.83</b>	<b>(\$0.92)</b>	<b>-2.2%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$16.67	(\$16.67)	-100.0%
28 Day	\$23.96	\$22.40	\$1.56	7.0%	\$23.55	\$0.41	1.7%

## Reno-Sparks Convention and Visitors Authority

### RV Park Statistics

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
<b>Occupied Rooms</b>								
Cash	12,326	12,092	234	1.9%	10,564	1,762	16.7%	
Comp	241	215	26	12.1%	251	(10)	-4.0%	
28 Day	26,971	32,858	(5,887)	-17.9%	30,857	(3,886)	-12.6%	
<b>Total Occupied Rooms</b>	<b>39,538</b>	<b>45,165</b>	<b>(5,627)</b>	<b>-12.5%</b>	<b>41,672</b>	<b>(2,134)</b>	<b>-5.1%</b>	
Vacant	9,057	6,585	2,472	37.5%	10,018	(961)	-9.6%	
Total Available Rooms	48,595	51,750	(3,155)	-6.1%	51,690	(3,095)	-6.0%	
<b>Percentage of Occupancy</b>								
Cash	25.4%	23.4%	2.0	8.5%	20.4%	5.0	24.5%	
Comp	0.5%	0.4%	0.1	25.0%	0.5%	-	0.0%	
28 Day	55.5%	63.5%	(8.0)	-12.6%	59.7%	(4.2)	-7.0%	
<b>Total Occupancy Percentage</b>	<b>81.4%</b>	<b>87.3%</b>	<b>(5.9)</b>	<b>-6.8%</b>	<b>80.6%</b>	<b>0.8</b>	<b>1.0%</b>	
Vacant	18.6%	12.7%	5.9	46.5%	19.4%	(0.8)	-4.1%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
<b>Revenue</b>								
<b>Cash - Taxable</b>	<b>\$457,754</b>	<b>\$505,448</b>	<b>(\$47,694)</b>	<b>-9.4%</b>	<b>\$409,966</b>	<b>\$47,788</b>	<b>11.7%</b>	
Comp	\$7,550	\$12,002	(\$4,452)	-37.1%	\$14,491	(\$6,941)	-47.9%	
28 Day	\$475,713	\$540,601	(\$64,888)	-12.0%	\$494,792	(\$19,079)	-3.9%	
Total Revenue	\$941,017	\$1,058,051	(\$117,034)	-11.1%	\$919,249	\$21,768	2.4%	
<b>Average Rates</b>								
<b>Cash</b>	<b>\$37.14</b>	<b>\$41.80</b>	<b>(\$4.66)</b>	<b>-11.1%</b>	<b>\$38.81</b>	<b>(\$1.67)</b>	<b>-4.3%</b>	
Comp	\$31.33	\$55.82	(\$24.49)	-43.9%	\$57.73	(\$26.40)	-45.7%	
28 Day	\$17.64	\$16.45	\$1.19	7.2%	\$16.04	\$1.60	10.0%	

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	7,396	4,572	2,824	61.8%	5,944	1,452	24.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	7,569	10,386	(2,817)	-27.1%	7,996	(427)	-5.3%
<b>Total Occupied Rooms</b>	<b>14,965</b>	<b>14,958</b>	<b>7</b>	<b>0.0%</b>	<b>13,940</b>	<b>1,025</b>	<b>7.4%</b>
Vacant	9,645	4,302	5,343	124.2%	9,484	161	1.7%
Total Available Rooms	24,610	19,260	5,350	27.8%	23,424	1,186	5.1%
<b>Percentage of Occupancy</b>							
Cash	30.1%	23.7%	6.4	27.0%	25.4%	4.7	18.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	30.8%	53.9%	(23.1)	-42.9%	34.1%	(3.3)	-9.7%
<b>Total Occupancy Percentage</b>	<b>60.8%</b>	<b>77.7%</b>	<b>(16.9)</b>	<b>-21.8%</b>	<b>59.5%</b>	<b>1.3</b>	<b>2.2%</b>
Vacant	39.2%	22.3%	16.9	75.8%	40.5%	(1.3)	-3.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,774,690</b>	<b>\$1,193,633</b>	<b>\$581,057</b>	<b>48.7%</b>	<b>\$1,446,834</b>	<b>\$327,856</b>	<b>22.7%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$587,136	\$979,294	(\$392,158)	-40.0%	\$698,158	(\$111,022)	-15.9%
Total Revenue	\$2,361,826	\$2,172,927	\$188,899	8.7%	\$2,144,992	\$216,834	10.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$239.95</b>	<b>\$261.07</b>	<b>(\$21.12)</b>	<b>-8.1%</b>	<b>\$243.41</b>	<b>(\$3.46)</b>	<b>-1.4%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$77.57	\$94.29	(\$16.72)	-17.7%	\$87.31	(\$9.74)	-11.2%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	3,191	6,734	(3,543)	-52.6%	3,795	(604)	-15.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>3,191</b>	<b>6,734</b>	<b>(3,543)</b>	<b>-52.6%</b>	<b>3,795</b>	<b>(604)</b>	<b>-15.9%</b>
Vacant	9,712	5,806	3,906	67.3%	9,228	484	5.2%
Total Available Rooms	12,903	12,540	363	2.9%	13,023	(120)	-0.9%
<b>Percentage of Occupancy</b>							
Cash	24.7%	53.7%	(29.0)	-54.0%	29.1%	(4.4)	-15.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>24.7%</b>	<b>53.7%</b>	<b>(29.0)</b>	<b>-54.0%</b>	<b>29.1%</b>	<b>(4.4)</b>	<b>-15.1%</b>
Vacant	75.3%	46.3%	29.0	62.6%	70.9%	4.4	6.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$295,188</b>	<b>\$281,959</b>	<b>\$13,229</b>	<b>4.7%</b>	<b>\$295,500</b>	<b>(\$312)</b>	<b>-0.1%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$295,188	\$281,959	\$13,229	4.7%	\$295,500	(\$312)	-0.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$92.51</b>	<b>\$41.87</b>	<b>\$50.64</b>	<b>120.9%</b>	<b>\$77.87</b>	<b>\$14.64</b>	<b>18.8%</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**

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,065	2,052	13	0.6%	1,920	145	7.6%
Comp	-	11	(11)	-100.0%	1	(1)	-100.0%
28 Day	1,006	1,074	(68)	-6.3%	1,423	(417)	-29.3%
<b>Total Occupied Rooms</b>	<b>3,071</b>	<b>3,137</b>	<b>(66)</b>	<b>-2.1%</b>	<b>3,344</b>	<b>(273)</b>	<b>-8.2%</b>
Vacant	13,582	12,333	1,249	10.1%	11,543	2,039	17.7%
Total Available Rooms	16,653	15,470	1,183	7.6%	14,887	1,766	11.9%
<b>Percentage of Occupancy</b>							
Cash	12.4%	13.3%	(0.9)	-6.8%	12.9%	(0.5)	-3.9%
Comp	0.0%	0.1%	(0.1)	-100.0%	0.0%	-	0.0%
28 Day	6.0%	6.9%	(0.9)	-13.0%	9.6%	(3.6)	-37.5%
<b>Total Occupancy Percentage</b>	<b>18.4%</b>	<b>20.3%</b>	<b>(1.9)</b>	<b>-9.4%</b>	<b>22.5%</b>	<b>(4.1)</b>	<b>-18.2%</b>
Vacant	81.6%	79.7%	1.9	2.4%	77.5%	4.1	5.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$476,226</b>	<b>\$470,323</b>	<b>\$5,903</b>	<b>1.3%</b>	<b>\$455,661</b>	<b>\$20,565</b>	<b>4.5%</b>
Comp	\$0	\$185	(\$185)	-100.0%	\$145	(\$145)	-100.0%
28 Day	\$94,775	\$98,556	(\$3,781)	-3.8%	\$131,286	(\$36,511)	-27.8%
Total Revenue	\$571,001	\$569,064	\$1,937	0.3%	\$587,092	(\$16,091)	-2.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$230.62</b>	<b>\$229.17</b>	<b>\$1.45</b>	<b>0.6%</b>	<b>\$237.32</b>	<b>(\$6.70)</b>	<b>-2.8%</b>
Comp	\$0.00	\$16.82	(\$16.82)	-100.0%	\$145.00	(\$145.00)	-100.0%
28 Day	\$94.21	\$91.77	\$2.44	2.7%	\$92.26	\$1.95	2.1%

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics - Year To Date

**June 2019 (Final)**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$401,157,233</b>	<b>\$404,375,720</b>	<b>(\$3,218,487)</b>	<b>-0.8%</b>	<b>\$389,144,926</b>	<b>\$12,012,307</b>	<b>3.1%</b>
<b>Occupied Rooms - Cash</b>	<b>3,472,202</b>	<b>3,892,802</b>	<b>(420,600)</b>	<b>-10.8%</b>	<b>3,727,230</b>	<b>(255,028)</b>	<b>-6.8%</b>
<b>Average Rate - Cash</b>	<b>\$115.53</b>	<b>\$103.88</b>	<b>\$11.65</b>	<b>11.2%</b>	<b>\$104.41</b>	<b>\$11.12</b>	<b>10.7%</b>
<b>Occupied Rooms</b>							
Cash	3,472,202	3,892,802	(420,600)	-10.8%	3,727,230	(255,028)	-6.8%
Comp	855,311	863,711	(8,400)	-1.0%	880,153	(24,842)	-2.8%
28 Day	1,486,587	1,610,971	(124,384)	-7.7%	1,539,887	(53,300)	-3.5%
<b>Total Occupied Rooms</b>	<b>5,814,100</b>	<b>6,367,484</b>	<b>(553,384)</b>	<b>-8.7%</b>	<b>6,147,270</b>	<b>(333,170)</b>	<b>-5.4%</b>
<b>Percentage of Occupancy</b>							
Cash	40.4%	45.1%	(4.7)	-10.4%	43.3%	(2.9)	-6.7%
Comp	10.0%	10.0%	-	0.0%	10.2%	(0.2)	-2.0%
28 Day	17.3%	18.7%	(1.4)	-7.5%	17.9%	(0.6)	-3.4%
<b>Total Percentage of Occupancy</b>	<b>67.7%</b>	<b>73.7%</b>	<b>(6.0)</b>	<b>-8.1%</b>	<b>71.5%</b>	<b>(3.8)</b>	<b>-5.3%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	2,920,699	3,299,555	(378,856)	-11.5%	3,155,609	(234,910)	-7.4%
Motels	256,625	285,979	(29,354)	-10.3%	269,623	(12,998)	-4.8%
28 Day Motels	78,417	81,818	(3,401)	-4.2%	84,059	(5,642)	-6.7%
R.V. Parks	90,750	92,526	(1,776)	-1.9%	87,628	3,122	3.6%
Vacation Rentals	80,765	59,856	20,909	34.9%	60,931	19,834	32.6%
Timeshares	34,719	62,487	(27,768)	-44.4%	58,891	(24,172)	-41.0%
Home Owner Rentals	10,227	10,581	(354)	-3.3%	10,489	(262)	-2.5%
<b>Total Occupied - Cash</b>	<b>3,472,202</b>	<b>3,892,802</b>	<b>(420,600)</b>	<b>-10.8%</b>	<b>3,727,230</b>	<b>(255,028)</b>	<b>-6.8%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	50.2%	56.5%	(6.3)	-11.2%	55.1%	(4.9)	-8.9%
Motels	50.2%	54.2%	(4.0)	-7.4%	49.1%	1.1	2.2%
28 Day Motels	7.1%	6.9%	0.2	2.9%	7.1%	0.0	0.0%
R.V. Parks	14.4%	14.4%	0.0	0.0%	13.9%	0.5	3.6%
Vacation Rentals	26.6%	25.5%	1.1	4.3%	21.7%	4.9	22.6%
Timeshares	22.9%	41.0%	(18.1)	-44.1%	37.5%	(14.6)	-38.9%
Home Owner Rentals	16.2%	17.0%	(0.8)	-4.7%	16.1%	0.1	0.6%
<b>Total Occupancy Percentage - Cash</b>	<b>40.4%</b>	<b>45.1%</b>	<b>(4.7)</b>	<b>-10.4%</b>	<b>43.3%</b>	<b>(2.9)</b>	<b>-6.7%</b>
<b>Average Rates - Cash</b>							
Hotels	\$121.09	\$108.93	\$12.16	11.2%	\$109.60	\$11.49	10.5%
Motels	\$61.37	\$59.53	\$1.84	3.1%	\$58.40	\$2.97	5.1%
28 Day Motels	\$40.80	\$40.18	\$0.62	1.5%	\$38.87	\$1.93	5.0%
R.V. Parks	\$39.89	\$40.19	(\$0.30)	-0.7%	\$39.72	\$0.17	0.4%
Vacation Rental	\$236.33	\$256.87	(\$20.54)	-8.0%	\$250.66	(\$14.33)	-5.7%
Timeshares	\$87.70	\$47.34	\$40.36	85.3%	\$49.57	\$38.13	76.9%
Home Owner Rentals	\$271.69	\$244.41	\$27.28	11.2%	\$248.99	\$22.70	9.1%
<b>Total Cash Average Rate</b>	<b>\$115.53</b>	<b>\$103.88</b>	<b>\$11.65</b>	<b>11.2%</b>	<b>\$104.41</b>	<b>\$11.12</b>	<b>10.7%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics - Year To Date**

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	3,472,202	3,892,802	(420,600)	-10.8%	3,727,230	(255,028)	-6.8%
Comp	855,311	863,711	(8,400)	-1.0%	880,153	(24,842)	-2.8%
28 Day	1,486,587	1,610,971	(124,384)	-7.7%	1,539,887	(53,300)	-3.5%
<b>Total Occupied Rooms</b>	<b>5,814,100</b>	<b>6,367,484</b>	<b>(553,384)</b>	<b>-8.7%</b>	<b>6,147,270</b>	<b>(333,170)</b>	<b>-5.4%</b>
Vacant	2,776,611	2,269,678	506,933	22.3%	2,451,783	324,828	13.2%
Total Available Rooms	8,590,711	8,637,162	(46,451)	-0.5%	8,599,053	(8,342)	-0.1%
<b>Percentage of Occupancy</b>							
Cash	40.4%	45.1%	(4.7)	-10.4%	43.3%	(2.9)	-6.7%
Comp	10.0%	10.0%	-	0.0%	10.2%	(0.2)	-2.0%
28 Day	17.3%	18.7%	(1.4)	-7.5%	17.9%	(0.6)	-3.4%
<b>Total Occupancy Percentage</b>	<b>67.7%</b>	<b>73.7%</b>	<b>(6.0)</b>	<b>-8.1%</b>	<b>71.5%</b>	<b>(3.8)</b>	<b>-5.3%</b>
Vacant	32.3%	26.3%	6.0	22.8%	28.5%	3.8	13.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$401,157,233</b>	<b>\$404,375,720</b>	<b>(\$3,218,487)</b>	<b>-0.8%</b>	<b>\$389,144,926</b>	<b>\$12,012,307</b>	<b>3.1%</b>
Comp	\$86,482,801	\$71,267,503	\$15,215,298	21.3%	\$74,229,935	\$12,252,866	16.5%
28 Day	\$46,060,082	\$30,302,601	\$15,757,481	52.0%	\$46,627,490	(\$567,408)	-1.2%
Total Revenue	\$533,700,116	\$505,945,824	\$27,754,292	5.5%	\$510,002,351	\$23,697,765	4.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$115.53</b>	<b>\$103.88</b>	<b>\$11.65</b>	<b>11.2%</b>	<b>\$104.41</b>	<b>\$11.12</b>	<b>10.7%</b>
Comp	\$101.11	\$82.51	\$18.60	22.5%	\$84.34	\$16.77	19.9%
28 Day	\$30.98	\$18.81	\$12.17	64.7%	\$30.28	\$0.70	2.3%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics - Year To Date

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,920,699	3,299,555	(378,856)	-11.5%	3,155,609	(234,910)	-7.4%
Comp	851,948	858,818	(6,870)	-0.8%	875,273	(23,325)	-2.7%
28 Day	138,079	113,212	24,867	22.0%	121,240	16,839	13.9%
<b>Total Occupied Rooms</b>	<b>3,910,726</b>	<b>4,271,585</b>	<b>(360,859)</b>	<b>-8.4%</b>	<b>4,152,122</b>	<b>(241,396)</b>	<b>-5.8%</b>
Vacant	1,909,472	1,566,447	343,025	21.9%	1,577,787	331,685	21.0%
Total Available Rooms	5,820,198	5,838,032	(17,834)	-0.3%	5,729,909	90,289	1.6%
<b>Percentage of Occupancy</b>							
Cash	50.2%	56.5%	(6.3)	-11.2%	55.1%	(4.9)	-8.9%
Comp	14.6%	14.7%	(0.1)	-0.7%	15.3%	(0.7)	-4.6%
28 Day	2.4%	1.9%	0.5	26.3%	2.1%	0.3	14.3%
<b>Total Occupancy Percentage</b>	<b>67.2%</b>	<b>73.2%</b>	<b>(6.0)</b>	<b>-8.2%</b>	<b>72.5%</b>	<b>(5.3)</b>	<b>-7.3%</b>
Vacant	32.8%	26.8%	6.0	22.4%	27.5%	5.3	19.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$353,679,537</b>	<b>\$359,425,421</b>	<b>(\$5,745,884)</b>	<b>-1.6%</b>	<b>\$345,845,921</b>	<b>\$7,833,616</b>	<b>2.3%</b>
Comp	\$86,298,978	\$71,085,693	\$15,213,285	21.4%	\$74,047,640	\$12,251,338	16.5%
28 Day	\$10,523,246	\$9,876,440	\$646,806	6.5%	\$10,595,037	(\$71,791)	-0.7%
Total Revenue	\$450,501,761	\$440,387,554	\$10,114,207	2.3%	\$430,488,598	\$20,013,163	4.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$121.09</b>	<b>\$108.93</b>	<b>\$12.16</b>	<b>11.2%</b>	<b>\$109.60</b>	<b>\$11.49</b>	<b>10.5%</b>
Comp	\$101.30	\$82.77	\$18.53	22.4%	\$84.60	\$16.70	19.7%
28 Day	\$76.21	\$87.24	(\$11.03)	-12.6%	\$87.39	(\$11.18)	-12.8%

**Reno-Sparks Convention and Visitors Authority**

**Motel Statistics - Year To Date**

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	256,625	285,979	(29,354)	-10.3%	269,623	(12,998)	-4.8%
Comp	1,125	2,547	(1,422)	-55.8%	2,340	(1,215)	-51.9%
28 Day	42,935	46,854	(3,919)	-8.4%	45,217	(2,282)	-5.0%
<b>Total Occupied Rooms</b>	<b>300,685</b>	<b>335,380</b>	<b>(34,695)</b>	<b>-10.3%</b>	<b>317,180</b>	<b>(16,495)</b>	<b>-5.2%</b>
Vacant	210,720	191,880	18,840	9.8%	231,653	(20,933)	-9.0%
Total Available Rooms	511,405	527,260	(15,855)	-3.0%	548,833	(37,428)	-6.8%
<b>Percentage of Occupancy</b>							
Cash	50.2%	54.2%	(4.0)	-7.4%	49.1%	1.1	2.2%
Comp	0.2%	0.5%	(0.3)	-60.0%	0.4%	(0.2)	-50.0%
28 Day	8.4%	8.9%	(0.5)	-5.6%	8.2%	0.2	2.4%
<b>Total Occupancy Percentage</b>	<b>58.8%</b>	<b>63.6%</b>	<b>(4.8)</b>	<b>-7.5%</b>	<b>57.8%</b>	<b>1.0</b>	<b>1.7%</b>
Vacant	41.2%	36.4%	4.8	13.2%	42.2%	(1.0)	-2.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$15,748,221</b>	<b>\$17,024,945</b>	<b>(\$1,276,724)</b>	<b>-7.5%</b>	<b>\$15,746,269</b>	<b>\$1,952</b>	<b>0.0%</b>
Comp	\$96,724	\$87,748	\$8,976	10.2%	\$82,416	\$14,308	17.4%
28 Day	\$1,777,579	\$1,852,681	(\$75,102)	-4.1%	\$1,825,348	(\$47,769)	-2.6%
Total Revenue	\$17,622,524	\$18,965,374	(\$1,342,850)	-7.1%	\$17,654,033	(\$31,509)	-0.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$61.37</b>	<b>\$59.53</b>	<b>\$1.84</b>	<b>3.1%</b>	<b>\$58.40</b>	<b>\$2.97</b>	<b>5.1%</b>
Comp	\$85.98	\$34.45	\$51.53	149.6%	\$35.22	\$50.76	144.1%
28 Day	\$41.40	\$39.54	\$1.86	4.7%	\$40.37	\$1.03	2.6%

**Reno-Sparks Convention and Visitors Authority**

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

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	78,417	81,818	(3,401)	-4.2%	84,059	(5,642)	-6.7%
Comp	150	180	(30)	-16.7%	270	(120)	-44.4%
28 Day	833,520	947,617	(114,097)	-12.0%	885,245	(51,725)	-5.8%
<b>Total Occupied Rooms</b>	<b>912,087</b>	<b>1,029,615</b>	<b>(117,528)</b>	<b>-11.4%</b>	<b>969,574</b>	<b>(57,487)</b>	<b>-5.9%</b>
Vacant	199,087	150,430	48,657	32.3%	215,150	(16,063)	-7.5%
Total Available Rooms	1,111,174	1,180,045	(68,871)	-5.8%	1,184,724	(73,550)	-6.2%
<b>Percentage of Occupancy</b>							
Cash	7.1%	6.9%	0.2	2.9%	7.1%	-	0.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	75.0%	80.3%	(5.3)	-6.6%	74.7%	0.3	0.4%
<b>Total Occupancy Percentage</b>	<b>82.1%</b>	<b>87.3%</b>	<b>(5.2)</b>	<b>-6.0%</b>	<b>81.8%</b>	<b>0.3</b>	<b>0.4%</b>
Vacant	17.9%	12.7%	5.2	40.9%	18.2%	(0.3)	-1.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$3,199,297</b>	<b>\$3,287,372</b>	<b>(\$88,075)</b>	<b>-2.7%</b>	<b>\$3,267,677</b>	<b>(\$68,380)</b>	<b>-2.1%</b>
Comp	\$2,500	\$2,000	\$500	25.0%	\$4,500	(\$2,000)	-44.4%
28 Day	\$19,821,307	\$3,609,392	\$16,211,915	449.2%	\$19,612,439	\$208,868	1.1%
Total Revenue	\$23,023,104	\$6,898,764	\$16,124,340	233.7%	\$22,884,616	\$138,488	0.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$40.80</b>	<b>\$40.18</b>	<b>\$0.62</b>	<b>1.5%</b>	<b>\$38.87</b>	<b>\$1.93</b>	<b>5.0%</b>
Comp	\$16.67	\$11.11	\$5.56	50.0%	\$16.67	\$0.00	0.0%
28 Day	\$23.78	\$3.81	\$19.97	524.1%	\$22.15	\$1.63	7.4%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	90,750	92,526	(1,776)	-1.9%	87,628	3,122	3.6%
Comp	2,077	2,138	(61)	-2.9%	2,252	(175)	-7.8%
28 Day	369,276	393,179	(23,903)	-6.1%	381,279	(12,003)	-3.1%
<b>Total Occupied Rooms</b>	<b>462,103</b>	<b>487,843</b>	<b>(25,740)</b>	<b>-5.3%</b>	<b>471,159</b>	<b>(9,056)</b>	<b>-1.9%</b>
Vacant	167,355	154,862	12,493	8.1%	161,119	6,236	3.9%
Total Available Rooms	629,458	642,705	(13,247)	-2.1%	632,278	(2,820)	-0.4%
<b>Percentage of Occupancy</b>							
Cash	14.4%	14.4%	-	0.0%	13.9%	0.5	3.6%
Comp	0.3%	0.3%	-	0.0%	0.4%	(0.1)	-25.0%
28 Day	58.7%	61.2%	(2.5)	-4.1%	60.3%	(1.6)	-2.7%
<b>Total Occupancy Percentage</b>	<b>73.4%</b>	<b>75.9%</b>	<b>(2.5)</b>	<b>-3.3%</b>	<b>74.5%</b>	<b>(1.1)</b>	<b>-1.5%</b>
Vacant	26.6%	24.1%	2.5	10.4%	25.5%	1.1	4.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$3,619,679</b>	<b>\$3,718,732</b>	<b>(\$99,053)</b>	<b>-2.7%</b>	<b>\$3,480,909</b>	<b>\$138,770</b>	<b>4.0%</b>
Comp	\$83,398	\$90,011	(\$6,613)	-7.3%	\$93,368	(\$9,970)	-10.7%
28 Day	\$6,284,863	\$6,143,225	\$141,638	2.3%	\$6,087,550	\$197,313	3.2%
Total Revenue	\$9,987,940	\$9,951,968	\$35,972	0.4%	\$9,661,827	\$326,113	3.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$39.89</b>	<b>\$40.19</b>	<b>(\$0.30)</b>	<b>-0.7%</b>	<b>\$39.72</b>	<b>\$0.17</b>	<b>0.4%</b>
Comp	\$40.15	\$42.10	(\$1.95)	-4.6%	\$41.46	(\$1.31)	-3.2%
28 Day	\$17.02	\$15.62	\$1.40	9.0%	\$15.97	\$1.05	6.6%



## Reno-Sparks Convention and Visitors Authority

### Vacation Rental Statistics - Year To Date

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	80,765	59,856	20,909	34.9%	60,931	19,834	32.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	98,824	104,948	(6,124)	-5.8%	101,311	(2,487)	-2.5%
<b>Total Occupied Rooms</b>	<b>179,589</b>	<b>164,804</b>	<b>14,785</b>	<b>9.0%</b>	<b>162,242</b>	<b>17,347</b>	<b>10.7%</b>
Vacant	124,319	69,526	54,793	78.8%	118,869	5,450	4.6%
Total Available Rooms	303,908	234,330	69,578	29.7%	281,111	22,797	8.1%
<b>Percentage of Occupancy</b>							
Cash	26.6%	25.5%	1.1	4.3%	21.7%	4.9	22.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	32.5%	44.8%	(12.3)	-27.5%	36.0%	(3.5)	-9.7%
<b>Total Occupancy Percentage</b>	<b>59.1%</b>	<b>70.3%</b>	<b>(11.2)</b>	<b>-15.9%</b>	<b>57.7%</b>	<b>1.4</b>	<b>2.4%</b>
Vacant	40.9%	29.7%	11.2	37.7%	42.3%	(1.4)	-3.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$19,087,080</b>	<b>\$15,375,140</b>	<b>\$3,711,940</b>	<b>24.1%</b>	<b>\$15,272,970</b>	<b>\$3,814,110</b>	<b>25.0%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$7,255,702	\$8,312,908	(\$1,057,206)	-12.7%	\$7,961,842	(\$706,140)	-8.9%
Total Revenue	\$26,342,782	\$23,688,048	\$2,654,734	11.2%	\$23,234,812	\$3,107,970	13.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$236.33</b>	<b>\$256.87</b>	<b>(\$20.54)</b>	<b>-8.0%</b>	<b>\$250.66</b>	<b>(\$14.33)</b>	<b>-5.7%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$73.42	\$79.21	(\$5.79)	-7.3%	\$78.59	(\$5.17)	-6.6%

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**June 2019 (Final)**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	34,719	62,487	(27,768)	-44.4%	58,891	(24,172)	-41.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>34,719</b>	<b>62,487</b>	<b>(27,768)</b>	<b>-44.4%</b>	<b>58,891</b>	<b>(24,172)</b>	<b>-41.0%</b>
Vacant	116,860	90,083	26,777	29.7%	98,282	18,578	18.9%
Total Available Rooms	151,579	152,570	(991)	-0.6%	157,173	(5,594)	-3.6%
<b>Percentage of Occupancy</b>							
Cash	22.9%	41.0%	(18.1)	-44.1%	37.5%	(14.6)	-38.9%
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>22.9%</b>	<b>41.0%</b>	<b>(18.1)</b>	<b>-44.1%</b>	<b>37.5%</b>	<b>(14.6)</b>	<b>-38.9%</b>
Vacant	77.1%	59.0%	18.1	30.7%	62.5%	14.6	23.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$3,044,826</b>	<b>\$2,957,941</b>	<b>\$86,885</b>	<b>2.9%</b>	<b>\$2,919,494</b>	<b>\$125,332</b>	<b>4.3%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$3,044,826	\$2,957,941	\$86,885	2.9%	\$2,919,494	\$125,332	4.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$87.70</b>	<b>\$47.34</b>	<b>\$40.36</b>	<b>85.3%</b>	<b>\$49.57</b>	<b>\$38.13</b>	<b>76.9%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

## Reno-Sparks Convention and Visitors Authority

### Home Owner Rentals - Year To Date

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	10,227	10,581	(354)	-3.3%	10,489	(262)	-2.5%
Comp	11	28	(17)	-60.7%	18	(7)	-38.9%
28 Day	3,953	5,161	(1,208)	-23.4%	5,595	(1,642)	-29.3%
<b>Total Occupied Rooms</b>	<b>14,191</b>	<b>15,770</b>	<b>(1,579)</b>	<b>-10.0%</b>	<b>16,102</b>	<b>(1,911)</b>	<b>-11.9%</b>
Vacant	48,798	46,450	2,348	5.1%	48,923	(125)	-0.3%
Total Available Rooms	62,989	62,220	769	1.2%	65,025	(2,036)	-3.1%
<b>Percentage of Occupancy</b>							
Cash	16.2%	17.0%	(0.8)	-4.7%	16.1%	0.1	0.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	6.3%	8.3%	(2.0)	-24.1%	8.6%	(2.3)	-26.7%
<b>Total Occupancy Percentage</b>	<b>22.5%</b>	<b>25.3%</b>	<b>(2.8)</b>	<b>-11.1%</b>	<b>24.8%</b>	<b>(2.3)</b>	<b>-9.3%</b>
Vacant	77.5%	74.7%	2.8	3.7%	75.2%	2.3	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>\$2,778,593</b>	<b>\$2,586,169</b>	<b>\$192,424</b>	<b>7.4%</b>	<b>\$2,611,686</b>	<b>\$166,907</b>	<b>6.4%</b>
Comp	\$1,201	\$2,051	(\$850)	-41.4%	\$2,011	(\$810)	-40.3%
28 Day	\$397,385	\$507,955	(\$110,570)	-21.8%	\$545,274	(\$147,889)	-27.1%
Total Revenue	\$3,177,179	\$3,096,175	\$81,004	2.6%	\$3,158,971	\$18,208	0.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$271.69</b>	<b>\$244.41</b>	<b>\$27.28</b>	<b>11.2%</b>	<b>\$248.99</b>	<b>\$22.70</b>	<b>9.1%</b>
Comp	\$109.18	\$73.25	\$35.93	49.1%	\$111.72	(\$2.54)	-2.3%
28 Day	\$100.53	\$98.42	\$2.11	2.1%	\$97.46	\$3.07	3.2%

**Reno-Sparks Convention and Visitors Authority  
Taxable Revenue by District  
June 2019 (Final)**

Current Month Actual June 2019	Last Year Actual June 2018			Tax District	Year To Date Actual July 2018 - June 2019	Last Year - Year To Date Actual July 2017 - June 2018		
	Amount	Increase (Decrease)				Amount	Increase (Decrease)	
		Amount	% Percent			Amount	Amount	% Percent
\$17,885,559	\$18,099,186	(\$213,626)	-1.2%	Reno B	\$188,256,409	\$185,288,872	\$2,967,537	1.6%
\$8,693,631	\$10,447,262	(\$1,753,630)	-16.8%	Reno D	\$105,686,430	\$104,534,791	\$1,151,639	1.1%
\$672,534	\$675,131	(\$2,597)	-0.4%	Reno E	\$7,907,158	\$7,605,508	\$301,650	4.0%
<b>\$27,251,724</b>	<b>\$29,221,578</b>	<b>(\$1,969,853)</b>	<b>-6.7%</b>	<b>Total Reno</b>	<b>\$301,849,997</b>	<b>\$297,429,171</b>	<b>\$4,420,826</b>	<b>1.5%</b>
<hr/>								
\$42,628	\$49,059	(\$6,431)	-13.1%	Washoe A	\$456,500	\$457,542	(\$1,042)	-0.2%
\$5,305,383	\$5,297,956	\$7,427	0.1%	Washoe B	\$50,965,458	\$46,784,616	\$4,180,842	8.9%
<b>\$5,348,011</b>	<b>\$5,347,015</b>	<b>\$996</b>	<b>0.0%</b>	<b>Total Washoe Co.</b>	<b>\$51,421,958</b>	<b>\$47,242,158</b>	<b>\$4,179,800</b>	<b>8.8%</b>
<hr/>								
<b>\$4,429,506</b>	<b>\$4,553,835</b>	<b>(\$124,329)</b>	<b>-2.7%</b>	<b>Sparks</b>	<b>\$47,885,277</b>	<b>\$44,473,598</b>	<b>\$3,411,679</b>	<b>7.7%</b>
<hr/>								
<b>\$37,029,240</b>	<b>\$39,122,428</b>	<b>(\$2,093,188)</b>	<b>-5.4%</b>	<b>Total Taxable Revenue</b>	<b>\$401,157,233</b>	<b>\$389,144,926</b>	<b>\$12,012,307</b>	<b>3.1%</b>

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

**Reno-Sparks Convention and Visitors Authority  
Taxable Occupied Rooms by District  
June 2019 (Final)**

Current Month Actual June 2019	Last Year Actual June 2018			Tax District	Year To Date Actual July 2018 - June 2019	Last Year - Year To Date Actual July 2017 - June 2018		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
158,410	170,295	(11,885)	-7.0%	Reno B	1,671,572	1,784,682	(113,110)	-6.3%
81,980	107,903	(25,923)	-24.0%	Reno D	969,204	1,110,048	(140,844)	-12.7%
5,573	5,641	(68)	-1.2%	Reno E	63,307	66,401	(3,094)	-4.7%
<b>245,963</b>	<b>283,839</b>	<b>(37,876)</b>	<b>-13.3%</b>	<b>Total Reno</b>	<b>2,704,083</b>	<b>2,961,131</b>	<b>(257,048)</b>	<b>-8.7%</b>
1,534	1,686	(152)	-9.0%	Washoe A	16,892	15,432	1,460	9.5%
18,916	18,947	(31)	-0.2%	Washoe B	195,801	186,556	9,245	5.0%
<b>20,450</b>	<b>20,633</b>	<b>(183)</b>	<b>-0.9%</b>	<b>Total Washoe Co.</b>	<b>212,693</b>	<b>201,988</b>	<b>10,705</b>	<b>5.3%</b>
<b>51,835</b>	<b>53,123</b>	<b>(1,288)</b>	<b>-2.4%</b>	<b>Sparks</b>	<b>555,426</b>	<b>564,111</b>	<b>(8,685)</b>	<b>-1.5%</b>
<b>318,248</b>	<b>357,595</b>	<b>(39,347)</b>	<b>-11.0%</b>	<b>Total Taxable Rooms</b>	<b>3,472,202</b>	<b>3,727,230</b>	<b>(255,028)</b>	<b>-6.8%</b>

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

**Reno-Sparks Convention and Visitors Authority  
Average Daily Rate by District  
June 2019 (Final)**

Current Month Actual June 2019	Last Year Actual June 2018			Tax District	Year To Date Actual July 2018 - June 2019	Last Year - Year To Date Actual July 2017 - June 2018		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
\$112.91 \$106.05 \$120.68 <b>\$110.80</b>	\$106.28 \$96.82 \$119.68 <b>\$102.95</b>	\$6.63 \$9.22 \$0.99 <b>\$7.84</b>	6.2% 9.5% 0.8% <b>7.6%</b>	Reno B Reno D Reno E <b>Total Reno</b>	\$112.62 \$109.04 \$124.90 <b>\$111.63</b>	\$103.82 \$94.17 \$114.54 <b>\$100.44</b>	\$8.80 \$14.87 \$10.36 <b>\$11.18</b>	8.5% 15.8% 9.0% <b>11.1%</b>
\$27.79 \$280.47 <b>\$261.52</b>	\$29.10 \$279.62 <b>\$259.15</b>	-\$1.31 \$0.85 <b>\$2.37</b>	-4.5% 0.3% <b>0.9%</b>	Washoe A Washoe B <b>Total Washoe Co.</b>	\$27.02 \$260.29 <b>\$241.77</b>	\$29.65 \$250.78 <b>\$233.89</b>	-\$2.62 \$9.51 <b>\$7.88</b>	-8.9% 3.8% <b>3.4%</b>
<b>\$85.45</b>	<b>\$85.72</b>	<b>-\$0.27</b>	<b>-0.3%</b>	<b>Sparks</b>	<b>\$86.21</b>	<b>\$78.84</b>	<b>\$7.38</b>	<b>9.4%</b>
<b>\$116.35</b>	<b>\$109.40</b>	<b>\$6.95</b>	<b>6.4%</b>	<b>Total Average Daily Rate</b>	<b>\$115.53</b>	<b>\$104.41</b>	<b>\$11.12</b>	<b>10.7%</b>

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