

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

## November 2019

### Room Statistics

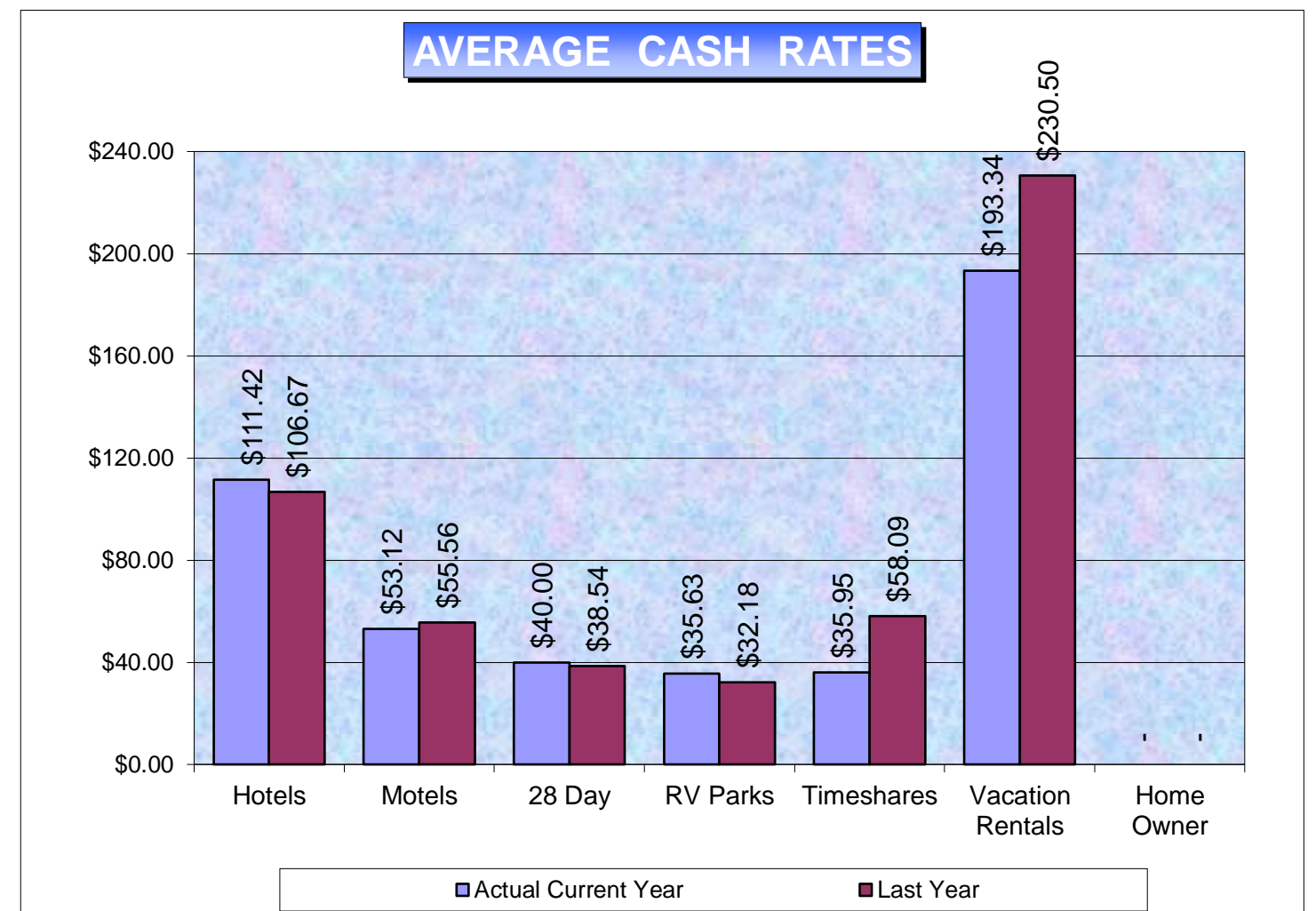
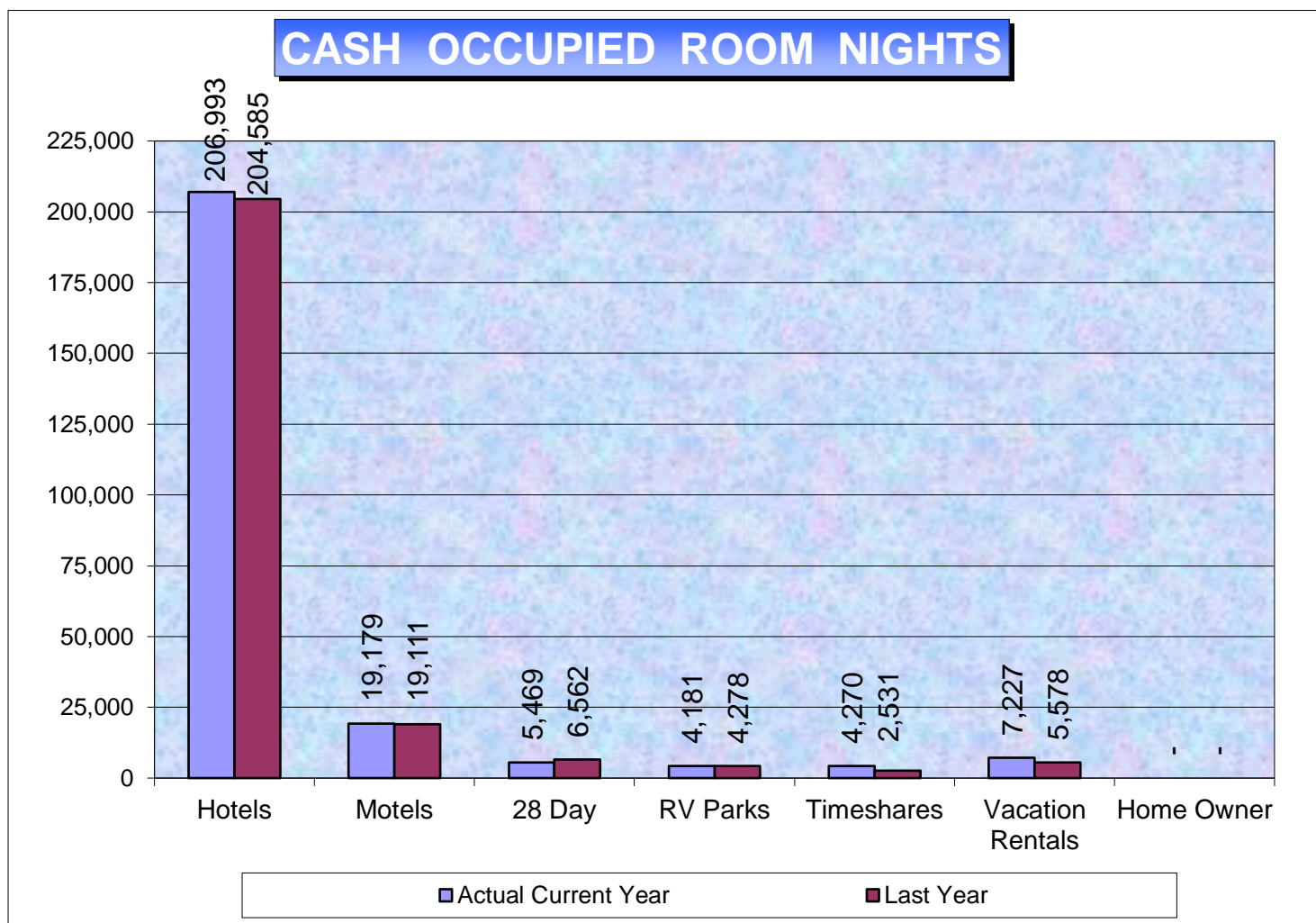
Taxable room revenues for the month of \$26,001,303 are above prior year by \$1,294,064 (5.2). Cash occupied room nights of 247,319 are above prior year by 4,674 (1.9%). Comp occupied room nights of 63,681 are below prior year by 6,211 (-8.9%), and 28-day occupied room nights of 115,080 are below prior year by 9,045 (-7.3%). Total occupied rooms for the month (Cash,Comp, 28-day) are 426,080 (-2.4%) below the prior year.

Overall, Washoe County occupancy percentages of 64.4% for the month is 2.2% above the 63.0% level of the prior year. There were 31,998 (-4.6%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$105.13 increased \$3.31 (3.3%), compared to \$101.82 for the prior year.

Year-to-date cash occupied room nights of 1,507,316 are 48,002 (-3.1%) below prior year. Cash average rates year-to-date of \$123.44 are \$5.56 (4.7%) above the prior year. Year-to-date, total taxable room revenues of \$186,059,258 are \$2,718,129 (1.5%) above prior year.

November 2019						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	456,234	206,993	\$111.42	\$106.67	\$4.75	4.5%
Motels	39,651	19,179	\$53.12	\$55.56	(\$2.44)	-4.4%
28 Day	85,146	5,469	\$40.00	\$38.54	\$1.46	3.8%
RV Parks	43,590	4,181	\$35.63	\$32.18	\$3.45	10.7%
Timeshares	11,191	4,270	\$35.95	\$58.09	(\$22.13)	-38.1%
Vacation Rentals	25,439	7,227	\$193.34	\$230.50	(\$37.16)	-16.1%
Home Owner	-	-	\$0.00	\$0.00	\$0.00	0.0%
<b>Totals</b>	<b>661,251</b>	<b>247,319</b>	<b>\$105.13</b>	<b>\$101.82</b>	<b>\$3.31</b>	<b>3.3%</b>



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

**November 2019**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$26,001,303</b>	<b>\$26,076,469</b>	<b>(\$75,166)</b>	<b>-0.3%</b>	<b>\$24,707,239</b>	<b>\$1,294,064</b>	<b>5.2%</b>
<b>Occupied Rooms - Cash</b>	<b>247,319</b>	<b>252,296</b>	<b>(4,977)</b>	<b>-2.0%</b>	<b>242,645</b>	<b>4,674</b>	<b>1.9%</b>
<b>Average Rate - Cash</b>	<b>\$105.13</b>	<b>\$103.36</b>	<b>\$1.77</b>	<b>1.7%</b>	<b>\$101.82</b>	<b>\$3.31</b>	<b>3.3%</b>
<b>Occupied Rooms</b>							
Cash	247,319	252,296	(4,977)	-2.0%	242,645	4,674	1.9%
Comp	63,681	70,588	(6,907)	-9.8%	69,892	(6,211)	-8.9%
28 Day	115,080	113,114	1,966	1.7%	124,125	(9,045)	-7.3%
<b>Total Occupied Rooms</b>	<b>426,080</b>	<b>435,998</b>	<b>(9,918)</b>	<b>-2.3%</b>	<b>436,662</b>	<b>(10,582)</b>	<b>-2.4%</b>
<b>Percentage of Occupancy</b>							
Cash	37.4%	36.0%	1.4	3.9%	35.0%	2.4	6.9%
Comp	9.6%	10.1%	(0.5)	-5.0%	10.1%	(0.5)	-5.0%
28 Day	17.4%	16.2%	1.2	7.4%	17.9%	(0.5)	-2.8%
<b>Total Percentage of Occupancy</b>	<b>64.4%</b>	<b>62.3%</b>	<b>2.1</b>	<b>3.4%</b>	<b>63.0%</b>	<b>1.4</b>	<b>2.2%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	206,993	214,341	(7,348)	-3.4%	204,585	2,408	1.2%
Motels	19,179	19,111	68	0.4%	19,111	68	0.4%
28 Day Motels	5,469	6,234	(765)	-12.3%	6,562	(1,093)	-16.7%
R.V. Parks	4,181	4,278	(97)	-2.3%	4,278	(97)	-2.3%
Vacation Rentals	7,227	5,801	1,426	24.6%	5,578	1,649	29.6%
Timehares	4,270	2,531	1,739	68.7%	2,531	1,739	68.7%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied - Cash</b>	<b>247,319</b>	<b>252,296</b>	<b>(4,977)</b>	<b>-2.0%</b>	<b>242,645</b>	<b>4,674</b>	<b>1.9%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	45.4%	44.2%	1.2	2.7%	43.4%	2.0	4.6%
Motels	48.4%	46.2%	2.2	4.8%	46.6%	1.8	3.9%
28 Day Motels	6.4%	6.9%	(0.5)	-7.2%	7.2%	(0.8)	-11.1%
R.V. Parks	9.6%	8.3%	1.3	15.7%	8.2%	1.4	17.1%
Vacation Rentals	28.4%	30.1%	(1.7)	-5.6%	23.0%	5.4	23.5%
Timeshares	38.2%	20.2%	18.0	89.1%	19.9%	18.3	89.1%
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>37.4%</b>	<b>36.0%</b>	<b>1.4</b>	<b>3.9%</b>	<b>35.0%</b>	<b>2.4</b>	<b>6.9%</b>
<b>Average Rates - Cash</b>							
Hotels	\$111.42	\$108.17	\$3.25	3.0%	\$106.67	\$4.75	4.5%
Motels	\$53.12	\$55.56	(\$2.44)	-4.4%	\$55.56	(\$2.44)	-4.4%
28 Day Motels	\$40.00	\$38.54	\$1.46	3.8%	\$38.54	\$1.46	3.8%
R.V. Parks	\$35.63	\$32.18	\$3.45	10.7%	\$32.18	\$3.45	10.7%
Vacation Rentals	\$193.34	\$224.96	(\$31.62)	-14.1%	\$230.50	(\$37.16)	-16.1%
Timeshares	\$35.96	\$58.09	(\$22.13)	-38.1%	\$58.09	(\$22.13)	-38.1%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
<b>Total Cash Average Rate</b>	<b>\$105.13</b>	<b>\$103.36</b>	<b>\$1.77</b>	<b>1.7%</b>	<b>\$101.82</b>	<b>\$3.31</b>	<b>3.3%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**November 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	247,319	252,296	(4,977)	-2.0%	242,645	4,674	1.9%
Comp	63,681	70,588	(6,907)	-9.8%	69,892	(6,211)	-8.9%
28 Day	115,080	113,114	1,966	1.7%	124,125	(9,045)	-7.3%
<b>Total Occupied Rooms</b>	<b>426,080</b>	<b>435,998</b>	<b>(9,918)</b>	<b>-2.3%</b>	<b>436,662</b>	<b>(10,582)</b>	<b>-2.4%</b>
Vacant	235,171	264,262	(29,091)	-11.0%	256,587	(21,416)	-8.3%
Total Available Rooms	661,251	700,260	(39,009)	-5.6%	693,249	(31,998)	-4.6%
<b>Percentage of Occupancy</b>							
Cash	37.4%	36.0%	1.4	3.9%	35.0%	2.4	6.9%
Comp	9.6%	10.1%	(0.5)	-5.0%	10.1%	(0.5)	-5.0%
28 Day	17.4%	16.2%	1.2	7.4%	17.9%	(0.5)	-2.8%
<b>Total Occupancy Percentage</b>	<b>64.4%</b>	<b>62.3%</b>	<b>2.1</b>	<b>3.4%</b>	<b>63.0%</b>	<b>1.4</b>	<b>2.2%</b>
Vacant	35.6%	37.7%	(2.1)	-5.6%	37.0%	(1.4)	-3.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$26,001,303</b>	<b>\$26,076,469</b>	<b>(\$75,166)</b>	<b>-0.3%</b>	<b>\$24,707,239</b>	<b>\$1,294,064</b>	<b>5.2%</b>
Comp	\$6,896,711	\$6,162,598	\$734,113	11.9%	\$6,162,598	\$734,113	11.9%
28 Day	\$3,783,499	\$3,524,607	\$258,892	7.3%	\$3,893,650	(\$110,151)	-2.8%
Total Revenue	\$36,681,513	\$35,763,674	\$917,839	2.6%	\$34,763,487	\$1,918,026	5.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$105.13</b>	<b>\$103.36</b>	<b>\$1.77</b>	<b>1.7%</b>	<b>\$101.82</b>	<b>\$3.31</b>	<b>3.3%</b>
Comp	\$108.30	\$87.30	\$21.00	24.1%	\$88.17	\$20.13	22.8%
28 Day	\$32.88	\$31.16	\$1.72	5.5%	\$31.37	\$1.51	4.8%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics

**November 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	206,993	214,341	(7,348)	-3.4%	204,585	2,408	1.2%
Comp	63,538	70,329	(6,791)	-9.7%	69,633	(6,095)	-8.8%
28 Day	11,890	11,132	758	6.8%	11,718	172	1.5%
<b>Total Occupied Rooms</b>	<b>282,421</b>	<b>295,802</b>	<b>(13,381)</b>	<b>-4.5%</b>	<b>285,936</b>	<b>(3,515)</b>	<b>-1.2%</b>
Vacant	173,813	188,938	(15,125)	-8.0%	185,961	(12,148)	-6.5%
Total Available Rooms	456,234	484,740	(28,506)	-5.9%	471,897	(15,663)	-3.3%
<b>Percentage of Occupancy</b>							
Cash	45.4%	44.2%	1.2	2.7%	43.4%	2.0	4.6%
Comp	13.9%	14.5%	(0.6)	-4.1%	14.8%	(0.9)	-6.1%
28 Day	2.6%	2.3%	0.3	13.0%	2.5%	0.1	4.0%
<b>Total Occupancy Percentage</b>	<b>61.9%</b>	<b>61.0%</b>	<b>0.9</b>	<b>1.5%</b>	<b>60.6%</b>	<b>1.3</b>	<b>2.1%</b>
Vacant	38.1%	39.0%	(0.9)	-2.3%	39.4%	(1.3)	-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>\$23,063,888</b>	<b>\$23,184,660</b>	<b>(\$120,772)</b>	<b>-0.5%</b>	<b>\$21,822,071</b>	<b>\$1,241,817</b>	<b>5.7%</b>
Comp	\$6,889,334	\$6,151,393	\$737,941	12.0%	\$6,151,393	\$737,941	12.0%
28 Day	\$876,060	\$942,715	(\$66,655)	-7.1%	\$942,715	(\$66,655)	-7.1%
Total Revenue	\$30,829,282	\$30,278,768	\$550,514	1.8%	\$28,916,179	\$1,913,103	6.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$111.42</b>	<b>\$108.17</b>	<b>\$3.25</b>	<b>3.0%</b>	<b>\$106.67</b>	<b>\$4.75</b>	<b>4.5%</b>
Comp	\$108.43	\$87.47	\$20.96	24.0%	\$88.34	\$20.09	22.7%
28 Day	\$73.68	\$84.69	(\$11.01)	-13.0%	\$80.45	(\$6.77)	-8.4%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

#### November 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	19,179	19,111	68	0.4%	19,111	68	0.4%
Comp	41	111	(70)	-63.1%	111	(70)	-63.1%
28 Day	3,486	3,288	198	6.0%	3,288	198	6.0%
<b>Total Occupied Rooms</b>	<b>22,706</b>	<b>22,510</b>	<b>196</b>	<b>0.9%</b>	<b>22,510</b>	<b>196</b>	<b>0.9%</b>
Vacant	16,945	18,890	(1,945)	-10.3%	18,457	(1,512)	-8.2%
Total Available Rooms	39,651	41,400	(1,749)	-4.2%	40,967	(1,316)	-3.2%
<b>Percentage of Occupancy</b>							
Cash	48.4%	46.2%	2.2	4.8%	46.6%	1.8	3.9%
Comp	0.1%	0.3%	(0.2)	-66.7%	0.3%	(0.2)	-66.7%
28 Day	8.8%	7.9%	0.9	11.4%	8.0%	0.8	10.0%
<b>Total Occupancy Percentage</b>	<b>57.3%</b>	<b>54.4%</b>	<b>2.9</b>	<b>5.3%</b>	<b>54.9%</b>	<b>2.4</b>	<b>4.4%</b>
Vacant	42.7%	45.6%	(2.9)	-6.4%	45.1%	(2.4)	-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>\$1,018,883</b>	<b>\$1,061,833</b>	<b>(\$42,950)</b>	<b>-4.0%</b>	<b>\$1,061,833</b>	<b>(\$42,950)</b>	<b>-4.0%</b>
Comp	\$3,850	\$6,855	(\$3,005)	-43.8%	\$6,855	(\$3,005)	-43.8%
28 Day	\$155,319	\$138,503	\$16,816	12.1%	\$138,503	\$16,816	12.1%
Total Revenue	\$1,178,052	\$1,207,191	(\$29,139)	-2.4%	\$1,207,191	(\$29,139)	-2.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$53.12</b>	<b>\$55.56</b>	<b>(\$2.44)</b>	<b>-4.4%</b>	<b>\$55.56</b>	<b>(\$2.44)</b>	<b>-4.4%</b>
Comp	\$93.90	\$61.76	\$32.14	52.0%	\$61.76	\$32.14	52.0%
28 Day	\$44.56	\$42.12	\$2.44	5.8%	\$42.12	\$2.44	5.8%

## Reno-Sparks Convention and Visitors Authority

### 28 Day Motel Statistics

**November 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	5,469	6,234	(765)	-12.3%	6,562	(1,093)	-16.7%
Comp	-	30	(30)	-100.0%	30	(30)	-100.0%
28 Day	65,483	59,072	6,411	10.9%	69,497	(4,014)	-5.8%
<b>Total Occupied Rooms</b>	<b>70,952</b>	<b>65,336</b>	<b>5,616</b>	<b>8.6%</b>	<b>76,089</b>	<b>(5,137)</b>	<b>-6.8%</b>
Vacant	14,194	25,234	(11,040)	-43.8%	15,268	(1,074)	-7.0%
Total Available Rooms	85,146	90,570	(5,424)	-6.0%	91,357	(6,211)	-6.8%
<b>Percentage of Occupancy</b>							
Cash	6.4%	6.9%	(0.5)	-7.2%	7.2%	(0.8)	-11.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	76.9%	65.2%	11.7	17.9%	76.1%	0.8	1.1%
<b>Total Occupancy Percentage</b>	<b>83.3%</b>	<b>72.1%</b>	<b>11.2</b>	<b>15.5%</b>	<b>83.3%</b>	<b>-</b>	<b>0.0%</b>
Vacant	16.7%	27.9%	(11.2)	-40.1%	16.7%	-	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>\$218,766</b>	<b>\$240,262</b>	<b>(\$21,496)</b>	<b>-8.9%</b>	<b>\$252,907</b>	<b>(\$34,141)</b>	<b>-13.5%</b>
Comp	\$0	\$500	(\$500)	-100.0%	\$500	(\$500)	-100.0%
28 Day	\$1,681,400	\$1,409,348	\$272,052	19.3%	\$1,712,571	(\$31,171)	-1.8%
Total Revenue	\$1,900,166	\$1,650,110	\$250,056	15.2%	\$1,965,978	(\$65,812)	-3.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$40.00</b>	<b>\$38.54</b>	<b>\$1.46</b>	<b>3.8%</b>	<b>\$38.54</b>	<b>\$1.46</b>	<b>3.8%</b>
Comp	\$0.00	\$16.67	(\$16.67)	-100.0%	\$16.67	(\$16.67)	-100.0%
28 Day	\$25.68	\$23.86	\$1.82	7.6%	\$24.64	\$1.04	4.2%

## Reno-Sparks Convention and Visitors Authority

### RV Park Statistics

**November 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,181	4,278	(97)	-2.3%	4,278	(97)	-2.3%
Comp	102	118	(16)	-13.6%	118	(16)	-13.6%
28 Day	26,524	32,221	(5,697)	-17.7%	32,221	(5,697)	-17.7%
<b>Total Occupied Rooms</b>	<b>30,807</b>	<b>36,617</b>	<b>(5,810)</b>	<b>-15.9%</b>	<b>36,617</b>	<b>(5,810)</b>	<b>-15.9%</b>
Vacant	12,783	15,133	(2,350)	-15.5%	15,463	(2,680)	-17.3%
Total Available Rooms	43,590	51,750	(8,160)	-15.8%	52,080	(8,490)	-16.3%
<b>Percentage of Occupancy</b>							
Cash	9.6%	8.3%	1.3	15.7%	8.2%	1.4	17.1%
Comp	0.2%	0.2%	-	0.0%	0.2%	-	0.0%
28 Day	60.8%	62.3%	(1.5)	-2.4%	61.9%	(1.1)	-1.8%
<b>Total Occupancy Percentage</b>	<b>70.7%</b>	<b>70.8%</b>	<b>(0.1)</b>	<b>-0.1%</b>	<b>70.3%</b>	<b>0.4</b>	<b>0.6%</b>
Vacant	29.3%	29.2%	0.1	0.3%	29.7%	(0.4)	-1.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$148,975</b>	<b>\$137,679</b>	<b>\$11,296</b>	<b>8.2%</b>	<b>\$137,679</b>	<b>\$11,296</b>	<b>8.2%</b>
Comp	\$3,527	\$3,850	(\$323)	-8.4%	\$3,850	(\$323)	-8.4%
28 Day	\$481,319	\$494,901	(\$13,582)	-2.7%	\$560,721	(\$79,402)	-14.2%
Total Revenue	\$633,821	\$636,430	(\$2,609)	-0.4%	\$702,250	(\$68,429)	-9.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$35.63</b>	<b>\$32.18</b>	<b>\$3.45</b>	<b>10.7%</b>	<b>\$32.18</b>	<b>\$3.45</b>	<b>10.7%</b>
Comp	\$34.58	\$32.63	\$1.95	6.0%	\$32.63	\$1.95	6.0%
28 Day	\$18.15	\$15.36	\$2.79	18.2%	\$17.40	\$0.75	4.3%

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**November 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	7,227	5,801	1,426	24.6%	5,578	1,649	29.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	7,697	7,401	296	4.0%	7,401	296	4.0%
<b>Total Occupied Rooms</b>	<b>14,924</b>	<b>13,202</b>	<b>1,722</b>	<b>13.0%</b>	<b>12,979</b>	<b>1,945</b>	<b>15.0%</b>
Vacant	10,515	6,058	4,457	73.6%	11,248	(733)	-6.5%
Total Available Rooms	25,439	19,260	6,179	32.1%	24,227	1,212	5.0%
<b>Percentage of Occupancy</b>							
Cash	28.4%	30.1%	(1.7)	-5.6%	23.0%	5.4	23.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	30.3%	38.4%	(8.1)	-21.1%	30.5%	(0.2)	-0.7%
<b>Total Occupancy Percentage</b>	<b>58.7%</b>	<b>68.5%</b>	<b>(9.8)</b>	<b>-14.3%</b>	<b>53.6%</b>	<b>5.1</b>	<b>9.5%</b>
Vacant	41.3%	31.5%	9.8	31.1%	46.4%	(5.1)	-11.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,397,263</b>	<b>\$1,305,004</b>	<b>\$92,259</b>	<b>7.1%</b>	<b>\$1,285,718</b>	<b>\$111,545</b>	<b>8.7%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$589,401	\$539,140	\$50,261	9.3%	\$539,140	\$50,261	9.3%
Total Revenue	\$1,986,664	\$1,844,144	\$142,520	7.7%	\$1,824,858	\$161,806	8.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$193.34</b>	<b>\$224.96</b>	<b>(\$31.62)</b>	<b>-14.1%</b>	<b>\$230.50</b>	<b>(\$37.16)</b>	<b>-16.1%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$76.58	\$72.85	\$3.73	5.1%	\$72.85	\$3.73	5.1%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**November 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,270	2,531	1,739	68.7%	2,531	1,739	68.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>4,270</b>	<b>2,531</b>	<b>1,739</b>	<b>68.7%</b>	<b>2,531</b>	<b>1,739</b>	<b>68.7%</b>
Vacant	6,921	10,009	(3,088)	-30.9%	10,190	(3,269)	-32.1%
Total Available Rooms	11,191	12,540	(1,349)	-10.8%	12,721	(1,530)	-12.0%
<b>Percentage of Occupancy</b>							
Cash	38.2%	20.2%	18.0	89.1%	19.9%	18.3	92.0%
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>38.2%</b>	<b>20.2%</b>	<b>18.0</b>	<b>89.1%</b>	<b>19.9%</b>	<b>18.3</b>	<b>92.0%</b>
Vacant	61.8%	79.8%	(18.0)	-22.6%	80.1%	(18.3)	-22.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$153,528</b>	<b>\$147,031</b>	<b>\$6,497</b>	<b>4.4%</b>	<b>\$147,031</b>	<b>\$6,497</b>	<b>4.4%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$153,528	\$147,031	\$6,497	4.4%	\$147,031	\$6,497	4.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$35.96</b>	<b>\$58.09</b>	<b>(\$22.13)</b>	<b>-38.1%</b>	<b>\$58.09</b>	<b>(\$22.13)</b>	<b>-38.1%</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 Rental**

**November 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

**November 2019**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$186,059,258</b>	<b>\$186,074,091</b>	<b>(\$14,833)</b>	<b>0.0%</b>	<b>\$183,341,129</b>	<b>\$2,718,129</b>	<b>1.5%</b>
<b>Occupied Rooms - Cash</b>	<b>1,507,316</b>	<b>1,557,595</b>	<b>(50,279)</b>	<b>-3.2%</b>	<b>1,555,318</b>	<b>(48,002)</b>	<b>-3.1%</b>
<b>Average Rate - Cash</b>	<b>\$123.44</b>	<b>\$119.46</b>	<b>\$3.98</b>	<b>3.3%</b>	<b>\$117.88</b>	<b>\$5.56</b>	<b>4.7%</b>
<b>Occupied Rooms</b>							
Cash	1,507,316	1,557,595	(50,279)	-3.2%	1,555,318	(48,002)	-3.1%
Comp	403,812	395,006	8,806	2.2%	391,112	12,700	3.2%
28 Day	574,496	565,730	8,766	1.5%	621,375	(46,879)	-7.5%
<b>Total Occupied Rooms</b>	<b>2,485,624</b>	<b>2,518,331</b>	<b>(32,707)</b>	<b>-1.3%</b>	<b>2,567,805</b>	<b>(82,181)</b>	<b>-3.2%</b>
<b>Percentage of Occupancy</b>							
Cash	43.7%	43.1%	0.6	1.4%	43.6%	0.1	0.2%
Comp	11.7%	10.9%	0.8	7.3%	11.0%	0.7	6.4%
28 Day	16.6%	15.7%	0.9	5.7%	17.4%	(0.8)	-4.6%
<b>Total Percentage of Occupancy</b>	<b>72.0%</b>	<b>69.8%</b>	<b>2.2</b>	<b>3.2%</b>	<b>72.0%</b>	<b>-</b>	<b>0.0%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	1,251,384	1,304,898	(53,514)	-4.1%	1,302,082	(50,698)	-3.9%
Motels	110,571	115,666	(5,095)	-4.4%	115,666	(5,095)	-4.4%
28 Day Motels	32,594	33,843	(1,249)	-3.7%	35,623	(3,029)	-8.5%
R.V. Parks	51,526	51,055	471	0.9%	51,055	471	0.9%
Vacation Rentals	40,021	32,278	7,743	24.0%	31,037	8,984	28.9%
Timeshares	16,226	15,678	548	3.5%	15,678	548	3.5%
Home Owner Rentals	4,994	4,177	817	19.6%	4,177	817	19.6%
<b>Total Occupied - Cash</b>	<b>1,507,316</b>	<b>1,557,595</b>	<b>(50,279)</b>	<b>-3.2%</b>	<b>1,555,318</b>	<b>(48,002)</b>	<b>-3.1%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	52.8%	52.6%	0.2	0.4%	54.1%	(1.3)	-2.4%
Motels	53.3%	54.1%	(0.8)	-1.5%	53.1%	0.2	0.4%
28 Day Motels	7.4%	7.3%	0.1	1.4%	7.5%	(0.1)	-1.3%
R.V. Parks	22.4%	18.4%	4.0	21.7%	19.0%	3.4	17.9%
Vacation Rentals	31.4%	32.9%	(1.5)	-4.6%	26.1%	5.3	20.3%
Timeshares	26.8%	24.5%	2.3	9.4%	24.4%	2.4	9.8%
Home Owner Rentals	26.1%	26.7%	(0.6)	-2.2%	27.2%	(1.1)	-4.0%
<b>Total Occupancy Percentage - Cash</b>	<b>43.7%</b>	<b>43.1%</b>	<b>0.6</b>	<b>1.4%</b>	<b>43.6%</b>	<b>0.1</b>	<b>0.2%</b>
<b>Average Rates - Cash</b>							
Hotels	\$130.04	\$126.09	\$3.95	3.1%	\$124.30	\$5.74	4.6%
Motels	\$66.08	\$65.64	\$0.44	0.7%	\$65.64	\$0.44	0.7%
28 Day Motels	\$46.34	\$42.12	\$4.22	10.0%	\$42.12	\$4.22	10.0%
R.V. Parks	\$39.06	\$37.27	\$1.79	4.8%	\$37.27	\$1.79	4.8%
Vacation Rental	\$244.35	\$251.82	(\$7.47)	-3.0%	\$258.02	(\$13.67)	-5.3%
Timeshares	\$79.35	\$81.14	(\$1.79)	-2.2%	\$81.14	(\$1.79)	-2.2%
Home Owner Rentals	\$286.14	\$291.00	(\$4.86)	-1.7%	\$291.00	(\$4.86)	-1.7%
<b>Total Cash Average Rate</b>	<b>\$123.44</b>	<b>\$119.46</b>	<b>\$3.98</b>	<b>3.3%</b>	<b>\$117.88</b>	<b>\$5.56</b>	<b>4.7%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics - Year To Date**

**November 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,507,316	1,557,595	(50,279)	-3.2%	1,555,318	(48,002)	-3.1%
Comp	403,812	395,006	8,806	2.2%	391,112	12,700	3.2%
28 Day	574,496	565,730	8,766	1.5%	621,375	(46,879)	-7.5%
<b>Total Occupied Rooms</b>	<b>2,485,624</b>	<b>2,518,331</b>	<b>(32,707)</b>	<b>-1.3%</b>	<b>2,567,805</b>	<b>(82,181)</b>	<b>-3.2%</b>
Vacant	964,958	1,091,877	(126,919)	-11.6%	999,514	(34,556)	-3.5%
Total Available Rooms	3,450,582	3,610,208	(159,626)	-4.4%	3,567,319	(116,737)	-3.3%
<b>Percentage of Occupancy</b>							
Cash	43.7%	43.1%	0.6	1.4%	43.6%	0.1	0.2%
Comp	11.7%	10.9%	0.8	7.3%	11.0%	0.7	6.4%
28 Day	16.6%	15.7%	0.9	5.7%	17.4%	(0.8)	-4.6%
<b>Total Occupancy Percentage</b>	<b>72.0%</b>	<b>69.8%</b>	<b>2.2</b>	<b>3.2%</b>	<b>72.0%</b>	<b>-</b>	<b>0.0%</b>
Vacant	28.0%	30.2%	(2.2)	-7.3%	28.0%	-	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>\$186,059,258</b>	<b>\$186,074,091</b>	<b>(\$14,833)</b>	<b>0.0%</b>	<b>\$183,341,129</b>	<b>\$2,718,129</b>	<b>1.5%</b>
Comp	\$46,354,658	\$36,352,465	\$10,002,193	27.5%	\$36,352,465	\$10,002,193	27.5%
28 Day	\$19,421,379	\$18,185,011	\$1,236,368	6.8%	\$19,540,362	(\$118,983)	-0.6%
Total Revenue	\$251,835,295	\$240,611,567	\$11,223,728	4.7%	\$239,233,956	\$12,601,339	5.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$123.44</b>	<b>\$119.46</b>	<b>\$3.98</b>	<b>3.3%</b>	<b>\$117.88</b>	<b>\$5.56</b>	<b>4.7%</b>
Comp	\$114.79	\$92.03	\$22.76	24.7%	\$92.95	\$21.84	23.5%
28 Day	\$33.81	\$32.14	\$1.67	5.2%	\$31.45	\$2.36	7.5%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics - Year To Date

**November 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,251,384	1,304,898	(53,514)	-4.1%	1,302,082	(50,698)	-3.9%
Comp	401,600	393,375	8,225	2.1%	389,481	12,119	3.1%
28 Day	65,419	56,623	8,796	15.5%	59,603	5,816	9.8%
<b>Total Occupied Rooms</b>	<b>1,718,403</b>	<b>1,754,896</b>	<b>(36,493)</b>	<b>-2.1%</b>	<b>1,751,166</b>	<b>(32,763)</b>	<b>-1.9%</b>
Vacant	649,743	724,712	(74,969)	-10.3%	657,784	(8,041)	-1.2%
Total Available Rooms	2,368,146	2,479,608	(111,462)	-4.5%	2,408,950	(40,804)	-1.7%
<b>Percentage of Occupancy</b>							
Cash	52.8%	52.6%	0.2	0.4%	54.1%	(1.3)	-2.4%
Comp	17.0%	15.9%	1.1	6.9%	16.2%	0.8	4.9%
28 Day	2.8%	2.3%	0.5	21.7%	2.5%	0.3	12.0%
<b>Total Occupancy Percentage</b>	<b>72.6%</b>	<b>70.8%</b>	<b>1.8</b>	<b>2.5%</b>	<b>72.7%</b>	<b>(0.1)</b>	<b>-0.1%</b>
Vacant	27.4%	29.2%	(1.8)	-6.2%	27.3%	0.1	0.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$162,733,694</b>	<b>\$164,537,015</b>	<b>(\$1,803,321)</b>	<b>-1.1%</b>	<b>\$161,849,160</b>	<b>\$884,534</b>	<b>0.5%</b>
Comp	\$46,260,287	\$36,269,633	\$9,990,654	27.5%	\$36,269,633	\$9,990,654	27.5%
28 Day	\$4,914,943	\$4,858,199	\$56,744	1.2%	\$4,858,199	\$56,744	1.2%
Total Revenue	\$213,908,924	\$205,664,847	\$8,244,077	4.0%	\$202,976,992	\$10,931,932	5.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$130.04</b>	<b>\$126.09</b>	<b>\$3.95</b>	<b>3.1%</b>	<b>\$124.30</b>	<b>\$5.74</b>	<b>4.6%</b>
Comp	\$115.19	\$92.20	\$22.99	24.9%	\$93.12	\$22.07	23.7%
28 Day	\$75.13	\$85.80	(\$10.67)	-12.4%	\$81.51	(\$6.38)	-7.8%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics - Year To Date

November 2019

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	110,571	115,666	(5,095)	-4.4%	115,666	(5,095)	-4.4%
Comp	260	432	(172)	-39.8%	432	(172)	-39.8%
28 Day	17,148	18,159	(1,011)	-5.6%	18,159	(1,011)	-5.6%
<b>Total Occupied Rooms</b>	<b>127,979</b>	<b>134,257</b>	<b>(6,278)</b>	<b>-4.7%</b>	<b>134,257</b>	<b>(6,278)</b>	<b>-4.7%</b>
Vacant	79,290	79,611	(321)	-0.4%	83,754	(4,464)	-5.3%
Total Available Rooms	207,269	213,868	(6,599)	-3.1%	218,011	(10,742)	-4.9%
<b>Percentage of Occupancy</b>							
Cash	53.3%	54.1%	(0.8)	-1.5%	53.1%	0.2	0.4%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.2%	(0.1)	-50.0%
28 Day	8.3%	8.5%	(0.2)	-2.4%	8.3%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>61.7%</b>	<b>62.8%</b>	<b>(1.1)</b>	<b>-1.8%</b>	<b>61.6%</b>	<b>0.1</b>	<b>0.2%</b>
Vacant	38.3%	37.2%	1.1	3.0%	38.4%	(0.1)	-0.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$7,306,714</b>	<b>\$7,592,718</b>	<b>(\$286,004)</b>	<b>-3.8%</b>	<b>\$7,592,717</b>	<b>(\$286,003)</b>	<b>-3.8%</b>
Comp	\$25,550	\$28,839	(\$3,289)	-11.4%	\$28,839	(\$3,289)	-11.4%
28 Day	\$804,587	\$759,672	\$44,915	5.9%	\$759,673	\$44,914	5.9%
Total Revenue	\$8,136,851	\$8,381,229	(\$244,378)	-2.9%	\$8,381,229	(\$244,378)	-2.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$66.08</b>	<b>\$65.64</b>	<b>\$0.44</b>	<b>0.7%</b>	<b>\$65.64</b>	<b>\$0.44</b>	<b>0.7%</b>
Comp	\$98.27	\$66.76	\$31.51	47.2%	\$66.76	\$31.51	47.2%
28 Day	\$46.92	\$41.83	\$5.09	12.2%	\$41.83	\$5.09	12.2%

**Reno-Sparks Convention and Visitors Authority**

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

**November 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	32,594	33,843	(1,249)	-3.7%	35,623	(3,029)	-8.5%
Comp	663	150	513	342.0%	150	513	342.0%
28 Day	333,575	297,918	35,657	12.0%	350,493	(16,918)	-4.8%
<b>Total Occupied Rooms</b>	<b>366,832</b>	<b>331,911</b>	<b>34,921</b>	<b>10.5%</b>	<b>386,266</b>	<b>(19,434)</b>	<b>-5.0%</b>
Vacant	71,726	129,996	(58,270)	-44.8%	86,603	(14,877)	-17.2%
Total Available Rooms	438,558	461,907	(23,349)	-5.1%	472,869	(34,311)	-7.3%
<b>Percentage of Occupancy</b>							
Cash	7.4%	7.3%	0.1	1.4%	7.5%	(0.1)	-1.3%
Comp	0.2%	0.0%	0.2	100.0%	0.0%	0.2	100.0%
28 Day	76.1%	64.5%	11.6	18.0%	74.1%	2.0	2.7%
<b>Total Occupancy Percentage</b>	<b>83.6%</b>	<b>71.9%</b>	<b>11.7</b>	<b>16.3%</b>	<b>81.7%</b>	<b>1.9</b>	<b>2.3%</b>
Vacant	16.4%	28.1%	(11.7)	-41.6%	18.3%	(1.9)	-10.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,510,442</b>	<b>\$1,425,431</b>	<b>\$85,011</b>	<b>6.0%</b>	<b>\$1,500,452</b>	<b>\$9,990</b>	<b>0.7%</b>
Comp	\$19,907	\$2,500	\$17,407	696.3%	\$2,500	\$17,407	696.3%
28 Day	\$8,238,150	\$6,906,195	\$1,331,955	19.3%	\$8,187,925	\$50,225	0.6%
Total Revenue	\$9,768,499	\$8,334,126	\$1,434,373	17.2%	\$9,690,877	\$77,622	0.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$46.34</b>	<b>\$42.12</b>	<b>\$4.22</b>	<b>10.0%</b>	<b>\$42.12</b>	<b>\$4.22</b>	<b>10.0%</b>
Comp	\$30.03	\$16.67	\$13.36	80.1%	\$16.67	\$13.36	80.1%
28 Day	\$24.70	\$23.18	\$1.52	6.6%	\$23.36	\$1.34	5.7%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**November 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	51,526	51,055	471	0.9%	51,055	471	0.9%
Comp	1,199	1,038	161	15.5%	1,038	161	15.5%
28 Day	118,143	151,890	(33,747)	-22.2%	151,890	(33,747)	-22.2%
<b>Total Occupied Rooms</b>	<b>170,868</b>	<b>203,983</b>	<b>(33,115)</b>	<b>-16.2%</b>	<b>203,983</b>	<b>(33,115)</b>	<b>-16.2%</b>
Vacant	58,651	73,022	(14,371)	-19.7%	65,137	(6,486)	-10.0%
Total Available Rooms	229,519	277,005	(47,486)	-17.1%	269,120	(39,601)	-14.7%
<b>Percentage of Occupancy</b>							
Cash	22.4%	18.4%	4.0	21.7%	19.0%	3.4	17.9%
Comp	0.5%	0.4%	0.1	25.0%	0.4%	0.1	25.0%
28 Day	51.5%	54.8%	(3.3)	-6.0%	56.4%	(4.9)	-8.7%
<b>Total Occupancy Percentage</b>	<b>74.4%</b>	<b>73.6%</b>	<b>0.8</b>	<b>1.1%</b>	<b>75.8%</b>	<b>(1.4)</b>	<b>-1.8%</b>
Vacant	25.6%	26.4%	(0.8)	-3.0%	24.2%	1.4	5.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,012,656</b>	<b>\$1,903,021</b>	<b>\$109,635</b>	<b>5.8%</b>	<b>\$1,903,020</b>	<b>\$109,636</b>	<b>5.8%</b>
Comp	\$41,114	\$50,292	(\$9,178)	-18.2%	\$50,292	(\$9,178)	-18.2%
28 Day	\$2,184,605	\$2,467,653	(\$283,048)	-11.5%	\$2,533,473	(\$348,868)	-13.8%
Total Revenue	\$4,238,375	\$4,420,966	(\$182,591)	-4.1%	\$4,486,785	(\$248,410)	-5.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$39.06</b>	<b>\$37.27</b>	<b>\$1.79</b>	<b>4.8%</b>	<b>\$37.27</b>	<b>\$1.79</b>	<b>4.8%</b>
Comp	\$34.29	\$48.45	(\$14.16)	-29.2%	\$48.45	(\$14.16)	-29.2%
28 Day	\$18.49	\$16.25	\$2.24	13.8%	\$16.68	\$1.81	10.9%



**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics - Year To Date**

**November 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	40,021	32,278	7,743	24.0%	31,037	8,984	28.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	38,977	39,823	(846)	-2.1%	39,823	(846)	-2.1%
<b>Total Occupied Rooms</b>	<b>78,998</b>	<b>72,101</b>	<b>6,897</b>	<b>9.6%</b>	<b>70,860</b>	<b>8,138</b>	<b>11.5%</b>
Vacant	48,499	26,125	22,374	85.6%	47,899	600	1.3%
Total Available Rooms	127,497	98,226	29,271	29.8%	118,759	8,738	7.4%
<b>Percentage of Occupancy</b>							
Cash	31.4%	32.9%	(1.5)	-4.6%	26.1%	5.3	20.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	30.6%	40.5%	(9.9)	-24.4%	33.5%	(2.9)	-8.7%
<b>Total Occupancy Percentage</b>	<b>62.0%</b>	<b>73.4%</b>	<b>(11.4)</b>	<b>-15.5%</b>	<b>59.7%</b>	<b>2.3</b>	<b>3.9%</b>
Vacant	38.0%	26.6%	11.4	42.9%	40.3%	(2.3)	-5.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$9,779,313</b>	<b>\$8,128,237</b>	<b>\$1,651,076</b>	<b>20.3%</b>	<b>\$8,008,113</b>	<b>\$1,771,200</b>	<b>22.1%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$3,124,074	\$3,049,329	\$74,745	2.5%	\$3,049,329	\$74,745	2.5%
Total Revenue	\$12,903,387	\$11,177,566	\$1,725,821	15.4%	\$11,057,442	\$1,845,945	16.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$244.35</b>	<b>\$251.82</b>	<b>(\$7.47)</b>	<b>-3.0%</b>	<b>\$258.02</b>	<b>(\$13.67)</b>	<b>-5.3%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$80.15	\$76.57	\$3.58	4.7%	\$76.57	\$3.58	4.7%

## Reno-Sparks Convention and Visitors Authority

### Timeshare Statistics - Year To Date

**November 2019**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	16,226	15,678	548	3.5%	15,678	548	3.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>16,226</b>	<b>15,678</b>	<b>548</b>	<b>3.5%</b>	<b>15,678</b>	<b>548</b>	<b>3.5%</b>
Vacant	44,225	48,276	(4,051)	-8.4%	48,578	(4,353)	-9.0%
Total Available Rooms	60,451	63,954	(3,503)	-5.5%	64,256	(3,805)	-5.9%
<b>Percentage of Occupancy</b>							
Cash	26.8%	24.5%	2.3	9.4%	24.4%	2.4	9.8%
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>26.8%</b>	<b>24.5%</b>	<b>2.3</b>	<b>9.4%</b>	<b>24.4%</b>	<b>2.4</b>	<b>9.8%</b>
Vacant	73.2%	75.5%	(2.3)	-3.0%	75.6%	(2.4)	-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>\$1,287,454</b>	<b>\$1,272,153</b>	<b>\$15,301</b>	<b>1.2%</b>	<b>\$1,272,151</b>	<b>\$15,303</b>	<b>1.2%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$1,287,454	\$1,272,153	\$15,301	1.2%	\$1,272,151	\$15,303	1.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$79.35</b>	<b>\$81.14</b>	<b>(\$1.79)</b>	<b>-2.2%</b>	<b>\$81.14</b>	<b>(\$1.79)</b>	<b>-2.2%</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	4,994	4,177	817	19.6%	4,177	817	19.6%
Comp	90	11	79	718.2%	11	79	718.2%
28 Day	1,234	1,317	(83)	-6.3%	1,407	(173)	-12.3%
<b>Total Occupied Rooms</b>	<b>6,318</b>	<b>5,505</b>	<b>813</b>	<b>14.8%</b>	<b>5,595</b>	<b>723</b>	<b>12.9%</b>
Vacant	12,824	10,135	2,689	26.5%	9,759	3,065	31.4%
Total Available Rooms	19,142	15,640	3,502	22.4%	15,354	3,788	24.7%
<b>Percentage of Occupancy</b>							
Cash	26.1%	26.7%	(0.6)	-2.2%	27.2%	(1.1)	-4.0%
Comp	0.5%	0.1%	0.4	400.0%	0.0%	0.5	100.0%
28 Day	6.4%	8.4%	(2.0)	-23.8%	0.0%	6.4	100.0%
<b>Total Occupancy Percentage</b>	<b>33.0%</b>	<b>35.2%</b>	<b>(2.2)</b>	<b>-6.3%</b>	<b>0.0%</b>	<b>33.0</b>	<b>100.0%</b>
Vacant	67.0%	64.8%	2.2	3.4%	0.0%	67.0	100.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	0.0%	100.0	100.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,428,985</b>	<b>\$1,215,516</b>	<b>\$213,469</b>	<b>17.6%</b>	<b>\$1,215,516</b>	<b>\$213,469</b>	<b>17.6%</b>
Comp	\$7,800	\$1,201	\$6,599	549.5%	\$1,201	\$6,599	549.5%
28 Day	\$155,020	\$143,963	\$11,057	7.7%	\$151,763	\$3,257	2.1%
Total Revenue	\$1,591,805	\$1,360,680	\$231,125	17.0%	\$1,368,480	\$223,325	16.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$286.14</b>	<b>\$291.00</b>	<b>(\$4.86)</b>	<b>-1.7%</b>	<b>\$291.00</b>	<b>(\$4.86)</b>	<b>-1.7%</b>
Comp	\$86.67	\$109.18	(\$22.51)	-20.6%	\$109.18	(\$22.51)	-20.6%
28 Day	\$125.62	\$109.31	\$16.31	14.9%	\$107.86	\$17.76	16.5%

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

Current Month Actual November 2019	Last Year Actual November 2018			Tax District	Year To Date Actual July 2019 - November 2019	Last Year - Year To Date Actual July 2018 - November 2018		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
\$13,739,956	\$11,280,716	\$2,459,239	21.8%	Reno B	\$88,739,918	\$82,993,813	\$5,746,105	6.9%
\$5,801,779	\$6,970,669	(\$1,168,888)	-16.8%	Reno D	\$43,793,691	\$49,475,465	(\$5,681,773)	-11.5%
\$610,350	\$566,248	\$44,103	7.8%	Reno E	\$3,784,858	\$3,400,339	\$384,520	11.3%
<b>\$20,152,085</b>	<b>\$18,817,633</b>	<b>\$1,334,454</b>	<b>7.1%</b>	<b>Total Reno</b>	<b>\$136,318,467</b>	<b>\$135,869,616</b>	<b>\$448,851</b>	<b>0.3%</b>
\$32,936	\$36,701	(\$3,765)	-10.3%	Washoe A	\$242,805	\$244,810	(\$2,005)	-0.8%
\$2,425,462	\$2,559,379	(\$133,917)	-5.2%	Washoe B	\$26,699,414	\$25,882,909	\$816,506	3.2%
<b>\$2,458,398</b>	<b>\$2,596,080</b>	<b>(\$137,682)</b>	<b>-5.3%</b>	<b>Total Washoe Co.</b>	<b>\$26,942,219</b>	<b>\$26,127,719</b>	<b>\$814,500</b>	<b>3.1%</b>
<b>\$3,390,820</b>	<b>\$3,293,524</b>	<b>\$97,296</b>	<b>3.0%</b>	<b>Sparks</b>	<b>\$22,798,571</b>	<b>\$21,343,795</b>	<b>\$1,454,776</b>	<b>6.8%</b>
<b>\$26,001,303</b>	<b>\$24,707,239</b>	<b>\$1,294,064</b>	<b>5.2%</b>	<b>Total Taxable Revenue</b>	<b>\$186,059,258</b>	<b>\$183,341,129</b>	<b>\$2,718,129</b>	<b>1.5%</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  
November 2019**

Current Month Actual November 2019	Last Year Actual November 2018			Tax District	Year To Date Actual July 2019 - November 2019	Last Year - Year To Date Actual July 2018 - November 2018		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
127,339	114,139	13,200	11.6%	Reno B	744,750	732,604	12,146	1.7%
57,687	67,541	(9,854)	-14.6%	Reno D	382,697	454,353	(71,656)	-15.8%
5,369	4,905	464	9.5%	Reno E	29,188	26,964	2,224	8.2%
<b>190,395</b>	<b>186,585</b>	<b>3,810</b>	<b>2.0%</b>	<b>Total Reno</b>	<b>1,156,635</b>	<b>1,213,921</b>	<b>(57,286)</b>	<b>-4.7%</b>
1,365	1,436	(71)	-4.9%	Washoe A	8,010	8,070	(60)	-0.7%
14,493	13,652	841	6.2%	Washoe B	92,985	89,548	3,437	3.8%
<b>15,858</b>	<b>15,088</b>	<b>770</b>	<b>5.1%</b>	<b>Total Washoe Co.</b>	<b>100,995</b>	<b>97,618</b>	<b>3,377</b>	<b>3.5%</b>
<b>41,066</b>	<b>40,972</b>	<b>94</b>	<b>0.2%</b>	<b>Sparks</b>	<b>249,686</b>	<b>243,779</b>	<b>5,907</b>	<b>2.4%</b>
<b>247,319</b>	<b>242,645</b>	<b>4,674</b>	<b>1.9%</b>	<b>Total Taxable Rooms</b>	<b>1,507,316</b>	<b>1,555,318</b>	<b>(48,002)</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  
Average Daily Rate by District  
November 2019**

Current Month Actual November 2019	Last Year Actual November 2018			Tax District	Year To Date Actual July 2019 - November 2019	Last Year - Year To Date Actual July 2018 - November 2018		
	Amount	Increase (Decrease)				Amount	Increase (Decrease)	
		Amount	% Percent			Amount	Amount	% Percent
\$107.90	\$98.83	\$9.07	9.2%	Reno B	\$119.15	\$113.29	\$5.87	5.2%
\$100.57	\$103.21	-\$2.63	-2.6%	Reno D	\$114.43	\$108.89	\$5.54	5.1%
\$113.68	\$115.44	-\$1.76	-1.5%	Reno E	\$129.67	\$126.11	\$3.57	2.8%
<b>\$105.84</b>	<b>\$100.85</b>	<b>\$4.99</b>	<b>4.9%</b>	<b>Total Reno</b>	<b>\$117.86</b>	<b>\$111.93</b>	<b>\$5.93</b>	<b>5.3%</b>
\$24.13	\$25.56	-\$1.43	-5.6%	Washoe A	\$30.31	\$30.34	-\$0.02	-0.1%
\$167.35	\$187.47	-\$20.12	-10.7%	Washoe B	\$287.14	\$289.04	-\$1.90	-0.7%
<b>\$155.03</b>	<b>\$172.06</b>	<b>-\$17.04</b>	<b>-9.9%</b>	<b>Total Washoe Co.</b>	<b>\$266.77</b>	<b>\$267.65</b>	<b>-\$0.88</b>	<b>-0.3%</b>
<b>\$82.57</b>	<b>\$80.38</b>	<b>\$2.19</b>	<b>2.7%</b>	<b>Sparks</b>	<b>\$91.31</b>	<b>\$87.55</b>	<b>\$3.76</b>	<b>4.3%</b>
<b>\$105.13</b>	<b>\$101.82</b>	<b>\$3.31</b>	<b>3.3%</b>	<b>Total Average Daily Rate</b>	<b>\$123.44</b>	<b>\$117.88</b>	<b>\$5.56</b>	<b>4.7%</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