

RENO-SPARKS CONVENTION & VISITORS AUTHORITY

February 2020

Room Statistics

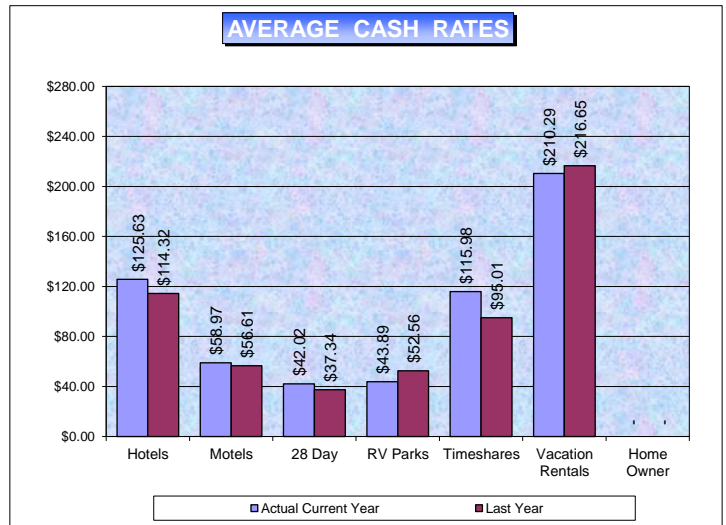
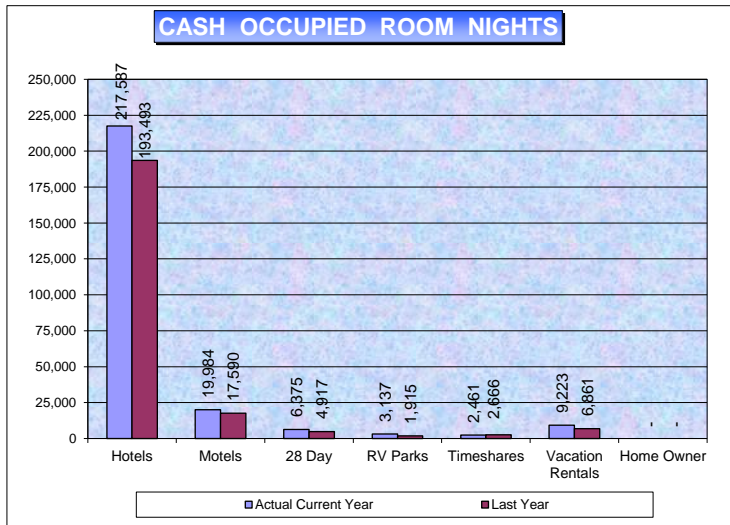
Taxable room revenues for the month of \$31,144,948 are above prior year by \$6,004,436 (23.9%). Cash occupied room nights of 258,767 are above prior year by 31,325 (13.8%). Comp occupied room nights of 72,180 are above prior year by 11,793 (19.5%), and 28-day occupied room nights of 102,866 are below prior year by 14,079 (-12.0%). Total occupied rooms for the month (Cash, Comp, 28-day) are 433,813 (7.2%) above the prior year.

Overall, Washoe County occupancy percentages of 67.8% for the month is 9.2% above the 62.1% level of the prior year. There were 11,722 (-1.8%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$120.36 increased \$9.82 (8.9%), compared to \$110.54 for the prior year.

Year-to-date cash occupied room nights of 2,263,799 are 42,410 (-1.8%) below prior year. Cash average rates year-to-date of \$120.65 are \$4.98 (4.3%) above the prior year. Year-to-date, total taxable room revenues of \$273,134,749 are \$6,375,754 (2.4%) above prior year.

| February 2019 | | | | | | |
|------------------|-----------------|---------------------|-------------------|-----------------|---------------------|-------------|
| Segments | Available Rooms | Cash Occupied Rooms | Average Cash Rate | | Increase (Decrease) | |
| | | | Current Year | Last Year | Amount | % Percent |
| Hotels | 442,757 | 217,587 | \$125.63 | \$114.32 | \$11.31 | 9.9% |
| Motels | 37,941 | 19,984 | \$58.97 | \$56.61 | \$2.36 | 4.2% |
| 28 Day | 79,672 | 6,375 | \$42.02 | \$37.34 | \$4.68 | 12.5% |
| RV Parks | 39,846 | 3,137 | \$43.89 | \$52.56 | (\$8.67) | -16.5% |
| Timeshares | 12,273 | 2,461 | \$115.98 | \$95.01 | \$20.97 | 22.1% |
| Vacation Rentals | 27,570 | 9,223 | \$210.29 | \$216.65 | (\$6.36) | -2.9% |
| Home Owner | - | - | \$0.00 | \$0.00 | - | 0.0% |
| Totals | 640,059 | 258,767 | \$120.36 | \$110.54 | \$9.82 | 8.9% |



Attached please find the detail statistics for each market segment.

Contact:
Robert Chisel
 Director of Finance
rchisel@renotahoeusa.com
 775-827-7626

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

February 2020

| Description | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|--|---------------------|---------------------|---------------------|--------------|---------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Taxable Room Revenues | \$31,144,948 | \$27,929,251 | \$3,215,697 | 11.5% | \$25,140,512 | \$6,004,436 | 23.9% |
| Occupied Rooms - Cash | 258,767 | 246,446 | 12,321 | 5.0% | 227,442 | 31,325 | 13.8% |
| Average Rate - Cash | \$120.36 | \$113.33 | \$7.03 | 6.2% | \$110.54 | \$9.82 | 8.9% |
| Occupied Rooms | | | | | | | |
| Cash | 258,767 | 246,446 | 12,321 | 5.0% | 227,442 | 31,325 | 13.8% |
| Comp | 72,180 | 60,990 | 11,190 | 18.3% | 60,387 | 11,793 | 19.5% |
| 28 Day | 102,866 | 105,469 | (2,603) | -2.5% | 116,945 | (14,079) | -12.0% |
| Total Occupied Rooms | 433,813 | 412,905 | 20,908 | 5.1% | 404,774 | 29,039 | 7.2% |
| Percentage of Occupancy | | | | | | | |
| Cash | 40.4% | 36.3% | 4.1 | 11.3% | 34.9% | 5.5 | 15.8% |
| Comp | 11.3% | 9.0% | 2.3 | 25.6% | 9.3% | 2.0 | 21.5% |
| 28 Day | 16.1% | 15.5% | 0.6 | 3.9% | 17.9% | (1.8) | -10.1% |
| Total Percentage of Occupancy | 67.8% | 60.8% | 7.0 | 11.5% | 62.1% | 5.7 | 9.2% |
| Market Segments | | | | | | | |
| Occupied Rooms - Cash | | | | | | | |
| Hotels | 217,587 | 212,667 | 4,920 | 2.3% | 193,493 | 24,094 | 12.5% |
| Motels | 19,984 | 17,590 | 2,394 | 13.6% | 17,590 | 2,394 | 13.6% |
| 28 Day Motels | 6,375 | 4,662 | 1,713 | 36.7% | 4,917 | 1,458 | 29.7% |
| R.V. Parks | 3,137 | 1,915 | 1,222 | 63.8% | 1,915 | 1,222 | 63.8% |
| Vacation Rentals | 9,223 | 6,946 | 2,277 | 32.8% | 6,861 | 2,362 | 34.4% |
| Timehares | 2,461 | 2,666 | (205) | -7.7% | 2,666 | (205) | -7.7% |
| Home Owner Rentals | - | - | - | 0.0% | - | - | 0.0% |
| Total Occupied - Cash | 258,767 | 246,446 | 12,321 | 5.0% | 227,442 | 31,325 | 13.8% |
| Percentage of Occupancy - Cash | | | | | | | |
| Hotels | 49.1% | 45.2% | 3.9 | 8.6% | 43.3% | 5.8 | 13.4% |
| Motels | 52.7% | 44.0% | 8.7 | 19.8% | 48.0% | 4.7 | 9.8% |
| 28 Day Motels | 8.0% | 5.3% | 2.7 | 50.9% | 5.8% | 2.2 | 37.9% |
| R.V. Parks | 7.9% | 3.8% | 4.1 | 107.9% | 3.9% | 4.0 | 102.6% |
| Vacation Rentals | 33.5% | 37.3% | (3.8) | -10.2% | 29.2% | 4.3 | 14.7% |
| Timeshares | 20.1% | 22.0% | (1.9) | -8.6% | 23.9% | (3.8) | -16.3% |
| Home Owner Rentals | 0.0% | 0.0% | 0.0 | 0.0% | 0.0% | 0.0 | 0.0% |
| Total Occupancy Percentage - Cash | 40.4% | 36.3% | 4.1 | 11.3% | 34.9% | 5.5 | 15.8% |
| Average Rates - Cash | | | | | | | |
| Hotels | \$125.63 | \$117.20 | \$8.43 | 7.2% | \$114.32 | \$11.31 | 9.9% |
| Motels | \$58.97 | \$56.61 | \$2.36 | 4.2% | \$56.61 | \$2.36 | 4.2% |
| 28 Day Motels | \$42.02 | \$37.26 | \$4.76 | 12.8% | \$37.34 | \$4.68 | 12.5% |
| R.V. Parks | \$43.89 | \$52.56 | (\$8.67) | -16.5% | \$52.56 | (\$8.67) | -16.5% |
| Vacation Rentals | \$210.29 | \$213.36 | (\$3.07) | -1.4% | \$216.65 | (\$6.36) | -2.9% |
| Timeshares | \$115.98 | \$95.01 | \$20.97 | 22.1% | \$95.01 | \$20.97 | 22.1% |
| Home Owner Rentals | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |

| | | | | | | | |
|-------------------------|----------|----------|--------|------|----------|--------|------|
| Total Cash Average Rate | \$120.36 | \$113.33 | \$7.03 | 6.2% | \$110.54 | \$9.82 | 8.9% |
|-------------------------|----------|----------|--------|------|----------|--------|------|

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|---------------------|---------------------|---------------------|--------------|---------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 258,767 | 246,446 | 12,321 | 5.0% | 227,442 | 31,325 | 13.8% |
| Comp | 72,180 | 60,990 | 11,190 | 18.3% | 60,387 | 11,793 | 19.5% |
| 28 Day | 102,866 | 105,469 | (2,603) | -2.5% | 116,945 | (14,079) | -12.0% |
| Total Occupied Rooms | 433,813 | 412,905 | 20,908 | 5.1% | 404,774 | 29,039 | 7.2% |
| Vacant | 206,246 | 265,665 | (59,419) | -22.4% | 247,007 | (40,761) | -16.5% |
| Total Available Rooms | 640,059 | 678,570 | (38,511) | -5.7% | 651,781 | (11,722) | -1.8% |
| Percentage of Occupancy | | | | | | | |
| Cash | 40.4% | 36.3% | 4.1 | 11.3% | 34.9% | 5.5 | 15.8% |
| Comp | 11.3% | 9.0% | 2.3 | 25.6% | 9.3% | 2.0 | 21.5% |
| 28 Day | 16.1% | 15.5% | 0.6 | 3.9% | 17.9% | (1.8) | -10.1% |
| Total Occupancy Percentage | 67.8% | 60.8% | 7.0 | 11.5% | 62.1% | 5.7 | 9.2% |
| Vacant | 32.2% | 39.2% | (7.0) | -17.9% | 37.9% | (5.7) | -15.0% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$31,144,948 | \$27,929,251 | \$3,215,697 | 11.5% | \$25,140,512 | \$6,004,436 | 23.9% |
| Comp | \$8,287,293 | \$6,405,230 | \$1,882,063 | 29.4% | \$6,405,230 | \$1,882,063 | 29.4% |
| 28 Day | \$3,490,151 | \$3,316,716 | \$173,435 | 5.2% | \$3,568,831 | (\$78,680) | -2.2% |
| Total Revenue | \$42,922,392 | \$37,651,197 | \$5,271,195 | 14.0% | \$35,114,573 | \$7,807,819 | 22.2% |
| Average Rates | | | | | | | |
| Cash | \$120.36 | \$113.33 | \$7.03 | 6.2% | \$110.54 | \$9.82 | 8.9% |
| Comp | \$114.81 | \$105.02 | \$9.79 | 9.3% | \$106.07 | \$8.74 | 8.2% |
| 28 Day | \$33.93 | \$31.45 | \$2.48 | 7.9% | \$30.52 | \$3.41 | 11.2% |

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|---------------------|---------------------|---------------------|--------------|---------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 217,587 | 212,667 | 4,920 | 2.3% | 193,493 | 24,094 | 12.5% |
| Comp | 72,052 | 60,900 | 11,152 | 18.3% | 60,297 | 11,755 | 19.5% |
| 28 Day | 9,308 | 9,290 | 18 | 0.2% | 10,765 | (1,457) | -13.5% |
| Total Occupied Rooms | 298,947 | 282,857 | 16,090 | 5.7% | 264,555 | 34,392 | 13.0% |
| Vacant | 143,810 | 187,377 | (43,567) | -23.3% | 181,948 | (38,138) | -21.0% |
| Total Available Rooms | 442,757 | 470,234 | (27,477) | -5.8% | 446,503 | (3,746) | -0.8% |
| Percentage of Occupancy | | | | | | | |
| Cash | 49.1% | 45.2% | 3.9 | 8.6% | 43.3% | 5.8 | 13.4% |
| Comp | 16.3% | 13.0% | 3.3 | 25.4% | 13.5% | 2.8 | 20.7% |
| 28 Day | 2.1% | 2.0% | 0.1 | 5.0% | 2.4% | (0.3) | -12.5% |
| Total Occupancy Percentage | 67.5% | 60.2% | 7.3 | 12.1% | 59.3% | 8.2 | 13.8% |
| Vacant | 32.5% | 39.8% | (7.3) | -18.3% | 40.7% | (8.2) | -20.1% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$27,336,075 | \$24,923,815 | \$2,412,260 | 9.7% | \$22,120,751 | \$5,215,324 | 23.6% |
| Comp | \$8,279,413 | \$6,398,825 | \$1,880,588 | 29.4% | \$6,398,825 | \$1,880,588 | 29.4% |
| 28 Day | \$660,750 | \$768,798 | (\$108,048) | -14.1% | \$768,798 | (\$108,048) | -14.1% |
| Total Revenue | \$36,276,238 | \$32,091,438 | \$4,184,800 | 13.0% | \$29,288,374 | \$6,987,864 | 23.9% |
| Average Rates | | | | | | | |
| Cash | \$125.63 | \$117.20 | \$8.43 | 7.2% | \$114.32 | \$11.31 | 9.9% |
| Comp | \$114.91 | \$105.07 | \$9.84 | 9.4% | \$106.12 | \$8.79 | 8.3% |
| 28 Day | \$70.99 | \$82.76 | (\$11.77) | -14.2% | \$71.42 | (\$0.43) | -0.6% |

Reno-Sparks Convention and Visitors Authority

Motel Statistics

February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|--------------------|------------------|---------------------|--------------|------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 19,984 | 17,590 | 2,394 | 13.6% | 17,590 | 2,394 | 13.6% |
| Comp | 41 | 33 | 8 | 24.2% | 33 | 8 | 24.2% |
| 28 Day | 3,608 | 3,236 | 372 | 11.5% | 3,124 | 484 | 15.5% |
| Total Occupied Rooms | 23,633 | 20,859 | 2,774 | 13.3% | 20,747 | 2,886 | 13.9% |
| Vacant | 14,308 | 19,161 | (4,853) | -25.3% | 15,922 | (1,614) | -10.1% |
| Total Available Rooms | 37,941 | 40,020 | (2,079) | -5.2% | 36,669 | 1,272 | 3.5% |
| Percentage of Occupancy | | | | | | | |
| Cash | 52.7% | 44.0% | 8.7 | 19.8% | 48.0% | 4.7 | 9.8% |
| Comp | 0.1% | 0.1% | - | 0.0% | 0.1% | - | 0.0% |
| 28 Day | 9.5% | 8.1% | 1.4 | 17.3% | 8.5% | 1.0 | 11.8% |
| Total Occupancy Percentage | 62.3% | 52.1% | 10.2 | 19.6% | 56.6% | 5.7 | 10.1% |
| Vacant | 37.7% | 47.9% | (10.2) | -21.3% | 43.4% | (5.7) | -13.1% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$1,178,383 | \$995,775 | \$182,608 | 18.3% | \$995,775 | \$182,608 | 18.3% |
| Comp | \$4,895 | \$4,905 | (\$10) | -0.2% | \$4,905 | (\$10) | -0.2% |
| 28 Day | \$155,208 | \$127,585 | \$27,623 | 21.7% | \$124,965 | \$30,243 | 24.2% |
| Total Revenue | \$1,338,486 | \$1,128,265 | \$210,221 | 18.6% | \$1,125,645 | \$212,841 | 18.9% |
| Average Rates | | | | | | | |
| Cash | \$58.97 | \$56.61 | \$2.36 | 4.2% | \$56.61 | \$2.36 | 4.2% |
| Comp | \$119.39 | \$148.64 | (\$29.25) | -19.7% | \$148.64 | (\$29.25) | -19.7% |
| 28 Day | \$43.02 | \$39.43 | \$3.59 | 9.1% | \$40.00 | \$3.02 | 7.6% |

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|------------------|------------------|---------------------|--------------|------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 6,375 | 4,662 | 1,713 | 36.7% | 4,917 | 1,458 | 29.7% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | 58,340 | 54,659 | 3,681 | 6.7% | 64,772 | (6,432) | -9.9% |
| Total Occupied Rooms | 64,715 | 59,321 | 5,394 | 9.1% | 69,689 | (4,974) | -7.1% |
| Vacant | 14,957 | 28,230 | (13,273) | -47.0% | 15,655 | (698) | -4.5% |
| Total Available Rooms | 79,672 | 87,551 | (7,879) | -9.0% | 85,344 | (5,672) | -6.6% |
| Percentage of Occupancy | | | | | | | |
| Cash | 8.0% | 5.3% | 2.7 | 50.9% | 5.8% | 2.2 | 37.9% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 73.2% | 62.4% | 10.8 | 17.3% | 75.9% | (2.7) | -3.6% |
| Total Occupancy Percentage | 81.2% | 67.8% | 13.4 | 19.8% | 81.7% | (0.5) | -0.6% |
| Vacant | 18.8% | 32.2% | (13.4) | -41.6% | 18.3% | 0.5 | 2.7% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$267,866 | \$173,700 | \$94,166 | 54.2% | \$183,608 | \$84,258 | 45.9% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$1,528,200 | \$1,354,969 | \$173,231 | 12.8% | \$1,609,704 | (\$81,504) | -5.1% |
| Total Revenue | \$1,796,066 | \$1,528,669 | \$267,397 | 17.5% | \$1,793,312 | \$2,754 | 0.2% |
| Average Rates | | | | | | | |
| Cash | \$42.02 | \$37.26 | \$4.76 | 12.8% | \$37.34 | \$4.68 | 12.5% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$26.19 | \$24.79 | \$1.40 | 5.6% | \$24.85 | \$1.34 | 5.4% |

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|------------------|------------------|---------------------|---------------|------------------|---------------------|---------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 3,137 | 1,915 | 1,222 | 63.8% | 1,915 | 1,222 | 63.8% |
| Comp | 87 | 57 | 30 | 52.6% | 57 | 30 | 52.6% |
| 28 Day | 23,162 | 30,195 | (7,033) | -23.3% | 30,195 | (7,033) | -23.3% |
| Total Occupied Rooms | 26,386 | 32,167 | (5,781) | -18.0% | 32,167 | (5,781) | -18.0% |
| Vacant | 13,460 | 17,858 | (4,398) | -24.6% | 16,441 | (2,981) | -18.1% |
| Total Available Rooms | 39,846 | 50,025 | (10,179) | -20.3% | 48,608 | (8,762) | -18.0% |
| Percentage of Occupancy | | | | | | | |
| Cash | 7.9% | 3.8% | 4.1 | 107.9% | 3.9% | 4.0 | 102.6% |
| Comp | 0.2% | 0.1% | 0.1 | 100.0% | 0.1% | 0.1 | 100.0% |
| 28 Day | 58.1% | 60.4% | (2.3) | -3.8% | 62.1% | (4.0) | -6.4% |
| Total Occupancy Percentage | 66.2% | 64.3% | 1.9 | 3.0% | 66.2% | - | 0.0% |
| Vacant | 33.8% | 35.7% | (1.9) | -5.3% | 33.8% | - | 0.0% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$137,669 | \$100,651 | \$37,018 | 36.8% | \$100,651 | \$37,018 | 36.8% |
| Comp | \$2,985 | \$1,500 | \$1,485 | 99.0% | \$1,500 | \$1,485 | 99.0% |
| 28 Day | \$440,007 | \$527,290 | (\$87,283) | -16.6% | \$527,290 | (\$87,283) | -16.6% |
| Total Revenue | \$580,661 | \$629,441 | (\$48,780) | -7.7% | \$629,441 | (\$48,780) | -7.7% |
| Average Rates | | | | | | | |
| Cash | \$43.89 | \$52.56 | (\$8.67) | -16.5% | \$52.56 | (\$8.67) | -16.5% |
| Comp | \$34.31 | \$26.32 | \$7.99 | 30.4% | \$26.32 | \$7.99 | 30.4% |
| 28 Day | \$19.00 | \$17.46 | \$1.54 | 8.8% | \$17.46 | \$1.54 | 8.8% |

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|--------------------|--------------------|---------------------|---------------|--------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 9,223 | 6,946 | 2,277 | 32.8% | 6,861 | 2,362 | 34.4% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | 8,448 | 8,089 | 359 | 4.4% | 8,089 | 359 | 4.4% |
| Total Occupied Rooms | 17,671 | 15,035 | 2,636 | 17.5% | 14,950 | 2,721 | 18.2% |
| Vacant | 9,899 | 3,583 | 6,316 | 176.3% | 8,561 | 1,338 | 15.6% |
| Total Available Rooms | 27,570 | 18,618 | 8,952 | 48.1% | 23,511 | 4,059 | 17.3% |
| Percentage of Occupancy | | | | | | | |
| Cash | 33.5% | 37.3% | (3.8) | -10.2% | 29.2% | 4.3 | 14.7% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 30.6% | 43.4% | (12.8) | -29.5% | 34.4% | (3.8) | -11.0% |
| Total Occupancy Percentage | 64.1% | 80.8% | (16.7) | -20.7% | 63.6% | 0.5 | 0.8% |
| Vacant | 35.9% | 19.2% | 16.7 | 87.0% | 36.4% | (0.5) | -1.4% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$1,939,528 | \$1,482,007 | \$457,521 | 30.9% | \$1,486,424 | \$453,104 | 30.5% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$705,986 | \$538,074 | \$167,912 | 31.2% | \$538,074 | \$167,912 | 31.2% |
| Total Revenue | \$2,645,514 | \$2,020,081 | \$625,433 | 31.0% | \$2,024,498 | \$621,016 | 30.7% |
| Average Rates | | | | | | | |
| Cash | \$210.29 | \$213.36 | (\$3.07) | -1.4% | \$216.65 | (\$6.36) | -2.9% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$83.57 | \$66.52 | \$17.05 | 25.6% | \$66.52 | \$17.05 | 25.6% |

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|------------------|------------------|---------------------|--------------|------------------|---------------------|---------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 2,461 | 2,666 | (205) | -7.7% | 2,666 | (205) | -7.7% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | - | - | - | 0.0% | - | - | 0.0% |
| Total Occupied Rooms | 2,461 | 2,666 | (205) | -7.7% | 2,666 | (205) | -7.7% |
| Vacant | 9,812 | 9,456 | 356 | 3.8% | 8,480 | 1,332 | 15.7% |
| Total Available Rooms | 12,273 | 12,122 | 151 | 1.2% | 11,146 | 1,127 | 10.1% |
| Percentage of Occupancy | | | | | | | |
| Cash | 20.1% | 22.0% | (1.9) | -8.6% | 23.9% | (3.8) | -15.9% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| Total Occupancy Percentage | 20.1% | 22.0% | (1.9) | -8.6% | 23.9% | (3.8) | -15.9% |
| Vacant | 79.9% | 78.0% | 1.9 | 2.4% | 76.1% | 3.8 | 5.0% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$285,427 | \$253,303 | \$32,124 | 12.7% | \$253,303 | \$32,124 | 12.7% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| Total Revenue | \$285,427 | \$253,303 | \$32,124 | 12.7% | \$253,303 | \$32,124 | 12.7% |
| Average Rates | | | | | | | |
| Cash | \$115.98 | \$95.01 | \$20.97 | 22.1% | \$95.01 | \$20.97 | 22.1% |
| 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

February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|---------------|---------------|---------------------|-------------|---------------|---------------------|-------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | - | - | - | 0.0% | - | - | 0.0% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | - | - | - | 0.0% | - | - | 0.0% |
| Total Occupied Rooms | - | - | - | 0.0% | - | - | 0.0% |
| Vacant | - | - | - | 0.0% | - | - | 0.0% |
| Total Available Rooms | - | - | - | 0.0% | - | - | 0.0% |
| Percentage of Occupancy | | | | | | | |
| 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% |
| Total Occupancy Percentage | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 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% |
| Revenue | | | | | | | |
| Cash - Taxable | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 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% |
| Average Rates | | | | | | | |
| Cash | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics - Year To Date

February 2020

| Description | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|--------------------------------------|----------------------|----------------------|---------------------|--------------|----------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Taxable Room Revenues | \$273,134,749 | \$272,968,320 | \$166,429 | 0.1% | \$266,758,995 | \$6,375,754 | 2.4% |
| Occupied Rooms - Cash | 2,263,799 | 2,328,251 | (64,452) | -2.8% | 2,306,209 | (42,410) | -1.8% |
| Average Rate - Cash | \$120.65 | \$117.24 | \$3.41 | 2.9% | \$115.67 | \$4.98 | 4.3% |
| Occupied Rooms | | | | | | | |
| Cash | 2,263,799 | 2,328,251 | (64,452) | -2.8% | 2,306,209 | (42,410) | -1.8% |
| Comp | 603,253 | 581,511 | 21,742 | 3.7% | 575,774 | 27,479 | 4.8% |
| 28 Day | 907,810 | 903,274 | 4,536 | 0.5% | 992,656 | (84,846) | -8.5% |
| Total Occupied Rooms | 3,774,862 | 3,813,036 | (38,174) | -1.0% | 3,874,639 | (99,777) | -2.6% |
| Percentage of Occupancy | | | | | | | |
| Cash | 41.2% | 40.4% | 0.8 | 2.0% | 40.6% | 0.6 | 1.5% |
| Comp | 11.0% | 10.1% | 0.9 | 8.9% | 10.1% | 0.9 | 8.9% |
| 28 Day | 16.5% | 15.7% | 0.8 | 5.1% | 17.5% | (1.0) | -5.7% |
| Total Percentage of Occupancy | 68.7% | 66.2% | 2.5 | 3.8% | 68.1% | 0.6 | 0.9% |

Market Segments

| | | | | | | | |
|--|------------------|------------------|-----------------|--------------|------------------|-----------------|--------------|
| Occupied Rooms - Cash | | | | | | | |
| Hotels | 1,886,380 | 1,963,966 | (77,586) | -4.0% | 1,941,242 | (54,862) | -2.8% |
| Motels | 168,831 | 171,602 | (2,771) | -1.6% | 171,602 | (2,771) | -1.6% |
| 28 Day Motels | 49,745 | 50,602 | (857) | -1.7% | 53,274 | (3,529) | -6.6% |
| R.V. Parks | 59,180 | 57,407 | 1,773 | 3.1% | 57,407 | 1,773 | 3.1% |
| Vacation Rentals | 67,486 | 55,072 | 12,414 | 22.5% | 53,162 | 14,324 | 26.9% |
| Timeshares | 25,264 | 23,741 | 1,523 | 6.4% | 23,687 | 1,577 | 6.7% |
| Home Owner Rentals | 6,913 | 5,861 | 1,052 | 17.9% | 5,835 | 1,078 | 18.5% |
| Total Occupied - Cash | 2,263,799 | 2,328,251 | (64,452) | -2.8% | 2,306,209 | (42,410) | -1.8% |
| Percentage of Occupancy - Cash | | | | | | | |
| Hotels | 50.1% | 49.6% | 0.5 | 1.0% | 50.5% | (0.4) | -0.8% |
| Motels | 51.2% | 50.6% | 0.6 | 1.2% | 52.3% | (1.1) | -2.1% |
| 28 Day Motels | 7.2% | 6.9% | 0.3 | 4.3% | 7.0% | 0.2 | 2.9% |
| R.V. Parks | 16.5% | 13.2% | 3.3 | 25.0% | 13.5% | 3.0 | 22.2% |
| Vacation Rentals | 31.4% | 35.2% | (3.8) | -10.8% | 26.7% | 4.7 | 17.6% |
| Timeshares | 25.8% | 23.3% | 2.5 | 10.7% | 23.3% | 2.5 | 10.7% |
| Home Owner Rentals | 19.1% | 18.7% | 0.4 | 2.1% | 19.3% | (0.2) | -1.0% |
| Total Occupancy Percentage - Cash | 41.2% | 40.4% | 0.8 | 2.0% | 40.6% | 0.6 | 1.5% |
| Average Rates - Cash | | | | | | | |
| Hotels | \$125.85 | \$122.58 | \$3.27 | 2.7% | \$120.85 | \$5.00 | 4.1% |
| Motels | \$62.77 | \$62.56 | \$0.21 | 0.3% | \$62.56 | \$0.21 | 0.3% |
| 28 Day Motels | \$44.60 | \$40.20 | \$4.40 | 10.9% | \$40.21 | \$4.39 | 10.9% |
| R.V. Parks | \$39.81 | \$37.83 | \$1.98 | 5.2% | \$37.83 | \$1.98 | 5.2% |
| Vacation Rental | \$242.90 | \$245.33 | (\$2.43) | -1.0% | \$251.17 | (\$8.27) | -3.3% |
| Timeshares | \$86.23 | \$87.14 | (\$0.91) | -1.0% | \$86.93 | (\$0.70) | -0.8% |
| Home Owner Rentals | \$287.62 | \$291.01 | (\$3.39) | -1.2% | \$289.61 | (\$1.99) | -0.7% |

Total Cash Average Rate

| | | | | | | |
|----------|----------|--------|------|----------|--------|------|
| \$120.65 | \$117.24 | \$3.41 | 2.9% | \$115.67 | \$4.98 | 4.3% |
|----------|----------|--------|------|----------|--------|------|

Reno-Sparks Convention and Visitors Authority
Combined Room Statistics - Year To Date
February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|----------------------|----------------------|---------------------|--------------|----------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 2,263,799 | 2,328,251 | (64,452) | -2.8% | 2,306,209 | (42,410) | -1.8% |
| Comp | 603,253 | 581,511 | 21,742 | 3.7% | 575,774 | 27,479 | 4.8% |
| 28 Day | 907,810 | 903,274 | 4,536 | 0.5% | 992,656 | (84,846) | -8.5% |
| Total Occupied Rooms | 3,774,862 | 3,813,036 | (38,174) | -1.0% | 3,874,639 | (99,777) | -2.6% |
| Vacant | 1,722,364 | 1,947,672 | (225,308) | -11.6% | 1,811,742 | (89,378) | -4.9% |
| Total Available Rooms | 5,497,226 | 5,760,708 | (263,482) | -4.6% | 5,686,381 | (189,155) | -3.3% |
| Percentage of Occupancy | | | | | | | |
| Cash | 41.2% | 40.4% | 0.8 | 2.0% | 40.6% | 0.6 | 1.5% |
| Comp | 11.0% | 10.1% | 0.9 | 8.9% | 10.1% | 0.9 | 8.9% |
| 28 Day | 16.5% | 15.7% | 0.8 | 5.1% | 17.5% | (1.0) | -5.7% |
| Total Occupancy Percentage | 68.7% | 66.2% | 2.5 | 3.8% | 68.1% | 0.6 | 0.9% |
| Vacant | 31.3% | 33.8% | (2.5) | -7.4% | 31.9% | (0.6) | -1.9% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$273,134,749 | \$272,968,320 | \$166,429 | 0.1% | \$266,758,995 | \$6,375,754 | 2.4% |
| Comp | \$68,575,634 | \$55,241,959 | \$13,333,675 | 24.1% | \$55,241,959 | \$13,333,675 | 24.1% |
| 28 Day | \$30,442,044 | \$28,608,070 | \$1,833,974 | 6.4% | \$30,793,722 | (\$351,678) | -1.1% |
| Total Revenue | \$372,152,427 | \$356,818,349 | \$15,334,078 | 4.3% | \$352,794,676 | \$19,357,751 | 5.5% |
| Average Rates | | | | | | | |
| Cash | \$120.65 | \$117.24 | \$3.41 | 2.9% | \$115.67 | \$4.98 | 4.3% |
| Comp | \$113.68 | \$95.00 | \$18.68 | 19.7% | \$95.94 | \$17.74 | 18.5% |
| 28 Day | \$33.53 | \$31.67 | \$1.86 | 5.9% | \$31.02 | \$2.51 | 8.1% |

Reno-Sparks Convention and Visitors Authority

Hotel Statistics - Year To Date

February 2020

i

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|----------------------|----------------------|----------------------|--------------|----------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 1,886,380 | 1,963,966 | (77,586) | -4.0% | 1,941,242 | (54,862) | -2.8% |
| Comp | 600,697 | 579,477 | 21,220 | 3.7% | 573,740 | 26,957 | 4.7% |
| 28 Day | 93,430 | 85,525 | 7,905 | 9.2% | 91,012 | 2,418 | 2.7% |
| Total Occupied Rooms | 2,580,507 | 2,628,968 | (48,461) | -1.8% | 2,605,994 | (25,487) | -1.0% |
| Vacant | 1,183,282 | 1,331,756 | (148,474) | -11.1% | 1,238,036 | (54,754) | -4.4% |
| Total Available Rooms | 3,763,789 | 3,960,724 | (196,935) | -5.0% | 3,844,030 | (80,241) | -2.1% |
| Percentage of Occupancy | | | | | | | |
| Cash | 50.1% | 49.6% | 0.5 | 1.0% | 50.5% | (0.4) | -0.8% |
| Comp | 16.0% | 14.6% | 1.4 | 9.6% | 14.9% | 1.1 | 7.4% |
| 28 Day | 2.5% | 2.2% | 0.3 | 13.6% | 2.4% | 0.1 | 4.2% |
| Total Occupancy Percentage | 68.6% | 66.4% | 2.2 | 3.3% | 67.8% | 0.8 | 1.2% |
| Vacant | 31.4% | 33.6% | (2.2) | -6.5% | 32.2% | (0.8) | -2.5% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$237,403,309 | \$240,742,521 | (\$3,339,212) | -1.4% | \$234,608,391 | \$2,794,918 | 1.2% |
| Comp | \$68,456,717 | \$55,131,879 | \$13,324,838 | 24.2% | \$55,131,879 | \$13,324,838 | 24.2% |
| 28 Day | \$6,945,804 | \$7,238,574 | (\$292,770) | -4.0% | \$7,238,574 | (\$292,770) | -4.0% |
| Total Revenue | \$312,805,830 | \$303,112,974 | \$9,692,856 | 3.2% | \$296,978,844 | \$15,826,986 | 5.3% |
| Average Rates | | | | | | | |
| Cash | \$125.85 | \$122.58 | \$3.27 | 2.7% | \$120.85 | \$5.00 | 4.1% |
| Comp | \$113.96 | \$95.14 | \$18.82 | 19.8% | \$96.09 | \$17.87 | 18.6% |
| 28 Day | \$74.34 | \$84.64 | (\$10.30) | -12.2% | \$79.53 | (\$5.19) | -6.5% |

Reno-Sparks Convention and Visitors Authority

Motel Statistics - Year To Date

February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|---------------------|---------------------|---------------------|--------------|---------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 168,831 | 171,602 | (2,771) | -1.6% | 171,602 | (2,771) | -1.6% |
| Comp | 414 | 604 | (190) | -31.5% | 604 | (190) | -31.5% |
| 28 Day | 28,259 | 28,541 | (282) | -1.0% | 27,569 | 690 | 2.5% |
| Total Occupied Rooms | 197,504 | 200,747 | (3,243) | -1.6% | 199,775 | (2,271) | -1.1% |
| Vacant | 132,063 | 138,701 | (6,638) | -4.8% | 128,222 | 3,841 | 3.0% |
| Total Available Rooms | 329,567 | 339,448 | (9,881) | -2.9% | 327,997 | 1,570 | 0.5% |
| Percentage of Occupancy | | | | | | | |
| Cash | 51.2% | 50.6% | 0.6 | 1.2% | 52.3% | (1.1) | -2.1% |
| Comp | 0.1% | 0.2% | (0.1) | -50.0% | 0.2% | (0.1) | -50.0% |
| 28 Day | 8.6% | 8.4% | 0.2 | 2.4% | 8.4% | 0.2 | 2.4% |
| Total Occupancy Percentage | 59.9% | 59.1% | 0.8 | 1.4% | 60.9% | (1.0) | -1.6% |
| Vacant | 40.1% | 40.9% | (0.8) | -2.0% | 39.1% | 1.0 | 2.6% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$10,597,513 | \$10,734,964 | (\$137,451) | -1.3% | \$10,734,963 | (\$137,450) | -1.3% |
| Comp | \$43,870 | \$48,799 | (\$4,929) | -10.1% | \$48,799 | (\$4,929) | -10.1% |
| 28 Day | \$1,270,475 | \$1,171,323 | \$99,152 | 8.5% | \$1,149,763 | \$120,712 | 10.5% |
| Total Revenue | \$11,911,858 | \$11,955,086 | (\$43,228) | -0.4% | \$11,933,525 | (\$21,667) | -0.2% |
| Average Rates | | | | | | | |
| Cash | \$62.77 | \$62.56 | \$0.21 | 0.3% | \$62.56 | \$0.21 | 0.3% |
| Comp | \$105.97 | \$80.79 | \$25.18 | 31.2% | \$80.79 | \$25.18 | 31.2% |
| 28 Day | \$44.96 | \$41.04 | \$3.92 | 9.6% | \$41.70 | \$3.26 | 7.8% |

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics - Year To Date

February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|--------------------|--------------------|---------------------|--------------|--------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 49,745 | 50,602 | (857) | -1.7% | 53,274 | (3,529) | -6.6% |
| Comp | 663 | 150 | 513 | 342.0% | 150 | 513 | 342.0% |
| 28 Day | 522,693 | 472,872 | 49,821 | 10.5% | 557,649 | (34,956) | -6.3% |
| Total Occupied Rooms | 573,101 | 523,624 | 49,477 | 9.4% | 611,073 | (37,972) | -6.2% |
| Vacant | 122,104 | 213,012 | (90,908) | -42.7% | 146,909 | (24,805) | -16.9% |
| Total Available Rooms | 695,205 | 736,636 | (41,431) | -5.6% | 757,982 | (62,777) | -8.3% |
| Percentage of Occupancy | | | | | | | |
| Cash | 7.2% | 6.9% | 0.3 | 4.3% | 7.0% | 0.2 | 2.9% |
| Comp | 0.1% | 0.0% | 0.1 | 100.0% | 0.0% | 0.1 | 100.0% |
| 28 Day | 75.2% | 64.2% | 11.0 | 17.1% | 73.6% | 1.6 | 2.2% |
| Total Occupancy Percentage | 82.4% | 71.1% | 11.3 | 15.9% | 80.6% | 1.8 | 2.2% |
| Vacant | 17.6% | 28.9% | (11.3) | -39.1% | 19.4% | (1.8) | -9.3% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$2,218,539 | \$2,034,239 | \$184,300 | 9.1% | \$2,142,068 | \$76,471 | 3.6% |
| Comp | \$19,907 | \$2,500 | \$17,407 | 696.3% | \$2,500 | \$17,407 | 696.3% |
| 28 Day | \$13,021,202 | \$11,054,361 | \$1,966,841 | 17.8% | \$13,102,683 | (\$81,481) | -0.6% |
| Total Revenue | \$15,259,648 | \$13,091,100 | \$2,168,548 | 16.6% | \$15,247,251 | \$12,397 | 0.1% |
| Average Rates | | | | | | | |
| Cash | \$44.60 | \$40.20 | \$4.40 | 10.9% | \$40.21 | \$4.39 | 10.9% |
| Comp | \$30.03 | \$16.67 | \$13.36 | 80.1% | \$16.67 | \$13.36 | 80.1% |
| 28 Day | \$24.91 | \$23.38 | \$1.53 | 6.5% | \$23.50 | \$1.41 | 6.0% |

Reno-Sparks Convention and Visitors Authority

RV Park Statistics - Year To Date

February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|--------------------|--------------------|---------------------|---------------|--------------------|---------------------|---------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 59,180 | 57,407 | 1,773 | 3.1% | 57,407 | 1,773 | 3.1% |
| Comp | 1,389 | 1,269 | 120 | 9.5% | 1,269 | 120 | 9.5% |
| 28 Day | 194,605 | 248,295 | (53,690) | -21.6% | 248,295 | (53,690) | -21.6% |
| Total Occupied Rooms | 255,174 | 306,971 | (51,797) | -16.9% | 306,971 | (51,797) | -16.9% |
| Vacant | 104,277 | 127,009 | (22,732) | -17.9% | 118,389 | (14,112) | -11.9% |
| Total Available Rooms | 359,451 | 433,980 | (74,529) | -17.2% | 425,360 | (65,909) | -15.5% |
| Percentage of Occupancy | | | | | | | |
| Cash | 16.5% | 13.2% | 3.3 | 25.0% | 13.5% | 3.0 | 22.2% |
| Comp | 0.4% | 0.3% | 0.1 | 33.3% | 0.3% | 0.1 | 33.3% |
| 28 Day | 54.1% | 57.2% | (3.1) | -5.4% | 58.4% | (4.3) | -7.4% |
| Total Occupancy Percentage | 71.0% | 70.7% | 0.3 | 0.4% | 72.2% | (1.2) | -1.7% |
| Vacant | 29.0% | 29.3% | (0.3) | -1.0% | 27.8% | 1.2 | 4.3% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$2,356,060 | \$2,171,682 | \$184,378 | 8.5% | \$2,171,680 | \$184,380 | 8.5% |
| Comp | \$47,340 | \$57,580 | (\$10,240) | -17.8% | \$57,580 | (\$10,240) | -17.8% |
| 28 Day | \$3,635,329 | \$4,038,348 | (\$403,019) | -10.0% | \$4,189,439 | (\$554,110) | -13.2% |
| Total Revenue | \$6,038,729 | \$6,267,610 | (\$228,881) | -3.7% | \$6,418,699 | (\$379,970) | -5.9% |
| Average Rates | | | | | | | |
| Cash | \$39.81 | \$37.83 | \$1.98 | 5.2% | \$37.83 | \$1.98 | 5.2% |
| Comp | \$34.08 | \$45.37 | (\$11.29) | -24.9% | \$45.37 | (\$11.29) | -24.9% |
| 28 Day | \$18.68 | \$16.26 | \$2.42 | 14.9% | \$16.87 | \$1.81 | 10.7% |

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics - Year To Date

February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|---------------------|---------------------|---------------------|---------------|---------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 67,486 | 55,072 | 12,414 | 22.5% | 53,162 | 14,324 | 26.9% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | 66,713 | 66,082 | 631 | 1.0% | 66,082 | 631 | 1.0% |
| Total Occupied Rooms | 134,199 | 121,154 | 13,045 | 10.8% | 119,244 | 14,955 | 12.5% |
| Vacant | 80,994 | 35,494 | 45,500 | 128.2% | 80,073 | 921 | 1.2% |
| Total Available Rooms | 215,193 | 156,648 | 58,545 | 37.4% | 199,317 | 15,876 | 8.0% |
| Percentage of Occupancy | | | | | | | |
| Cash | 31.4% | 35.2% | (3.8) | -10.8% | 26.7% | 4.7 | 17.6% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 31.0% | 42.2% | (11.2) | -26.5% | 33.2% | (2.2) | -6.6% |
| Total Occupancy Percentage | 62.4% | 77.3% | (14.9) | -19.3% | 59.8% | 2.6 | 4.3% |
| Vacant | 37.6% | 22.7% | 14.9 | 65.6% | 40.2% | (2.6) | -6.5% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$16,392,581 | \$13,510,563 | \$2,882,018 | 21.3% | \$13,352,962 | \$3,039,619 | 22.8% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$5,321,494 | \$4,886,298 | \$435,196 | 8.9% | \$4,886,298 | \$435,196 | 8.9% |
| Total Revenue | \$21,714,075 | \$18,396,861 | \$3,317,214 | 18.0% | \$18,239,260 | \$3,474,815 | 19.1% |
| Average Rates | | | | | | | |
| Cash | \$242.90 | \$245.33 | (\$2.43) | -1.0% | \$251.17 | (\$8.27) | -3.3% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$79.77 | \$73.94 | \$5.83 | 7.9% | \$73.94 | \$5.83 | 7.9% |

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics - Year To Date

February 2020

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|--------------------|--------------------|---------------------|--------------|--------------------|---------------------|--------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 25,264 | 23,741 | 1,523 | 6.4% | 23,687 | 1,577 | 6.7% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | - | - | - | 0.0% | - | - | 0.0% |
| Total Occupied Rooms | 25,264 | 23,741 | 1,523 | 6.4% | 23,687 | 1,577 | 6.7% |
| Vacant | 72,571 | 78,251 | (5,680) | -7.3% | 77,835 | (5,264) | -6.8% |
| Total Available Rooms | 97,835 | 101,992 | (4,157) | -4.1% | 101,522 | (3,687) | -3.6% |
| Percentage of Occupancy | | | | | | | |
| Cash | 25.8% | 23.3% | 2.5 | 10.7% | 23.3% | 2.5 | 10.7% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| Total Occupancy Percentage | 25.8% | 23.3% | 2.5 | 10.7% | 23.3% | 2.5 | 10.7% |
| Vacant | 74.2% | 76.7% | (2.5) | -3.3% | 76.7% | (2.5) | -3.3% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$2,178,453 | \$2,068,735 | \$109,718 | 5.3% | \$2,059,059 | \$119,394 | 5.8% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| Total Revenue | \$2,178,453 | \$2,068,735 | \$109,718 | 5.3% | \$2,059,059 | \$119,394 | 5.8% |
| Average Rates | | | | | | | |
| Cash | \$86.23 | \$87.14 | (\$0.91) | -1.0% | \$86.93 | (\$0.70) | -0.8% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |

Reno-Sparks Convention and Visitors Authority

Home Owner Rentals - Year To Date

| | Actual | Budget | Increase (Decrease) | | Last Year | Increase (Decrease) | |
|-----------------------------------|--------------------|--------------------|---------------------|--------------|--------------------|---------------------|---------------|
| | | | Amount | % Percent | | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 6,913 | 5,861 | 1,052 | 17.9% | 5,835 | 1,078 | 18.5% |
| Comp | 90 | 11 | 79 | 718.2% | 11 | 79 | 718.2% |
| 28 Day | 2,110 | 1,959 | 151 | 7.7% | 2,049 | 61 | 3.0% |
| Total Occupied Rooms | 9,113 | 7,831 | 1,282 | 16.4% | 7,895 | 1,218 | 15.4% |
| Vacant | 27,073 | 23,449 | 3,624 | 15.5% | 22,278 | 4,795 | 21.5% |
| Total Available Rooms | 36,186 | 31,280 | 4,906 | 15.7% | 30,173 | 6,013 | 19.9% |
| Percentage of Occupancy | | | | | | | |
| Cash | 19.1% | 18.7% | 0.4 | 2.1% | 19.3% | (0.2) | -1.0% |
| Comp | 0.2% | 0.0% | 0.2 | 100.0% | 0.0% | 0.2 | 100.0% |
| 28 Day | 5.8% | 6.3% | (0.5) | -7.9% | 0.0% | 5.8 | 100.0% |
| Total Occupancy Percentage | 25.2% | 25.0% | 0.2 | 0.8% | 0.0% | 25.2 | 100.0% |
| Vacant | 74.8% | 75.0% | (0.2) | -0.3% | 0.0% | 74.8 | 100.0% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 0.0% | 100.0 | 100.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$1,988,294 | \$1,705,616 | \$282,678 | 16.6% | \$1,689,872 | \$298,422 | 17.7% |
| Comp | \$7,800 | \$1,201 | \$6,599 | 549.5% | \$1,201 | \$6,599 | 549.5% |
| 28 Day | \$247,740 | \$219,166 | \$28,574 | 13.0% | \$226,965 | \$20,775 | 9.2% |
| Total Revenue | \$2,243,834 | \$1,925,983 | \$317,851 | 16.5% | \$1,918,038 | \$325,796 | 17.0% |
| Average Rates | | | | | | | |
| Cash | \$287.62 | \$291.01 | (\$3.39) | -1.2% | \$289.61 | (\$1.99) | -0.7% |
| Comp | \$86.67 | \$109.18 | (\$22.51) | -20.6% | \$109.18 | (\$22.51) | -20.6% |
| 28 Day | \$117.41 | \$111.88 | \$5.53 | 4.9% | \$110.77 | \$6.64 | 6.0% |

**Reno-Sparks Convention and Visitors Authority
Taxable Revenue by District
February 2020**

| Current Month Actual February 2020 | Last Year Actual February 2019 | | | Tax District | Year To Date Actual July 2019 - February 2020 | Last Year - Year To Date Actual July 2018 - February 2019 | | |
|---|-----------------------------------|--------------------|----------------------------------|------------------------------|--|--|--------------------|-------------|
| | Amount | Amount | Increase (Decrease) % Percent | | | Amount | Amount | % Percent |
| \$15,456,988 | \$12,047,967 | \$3,409,022 | 28.3% | Reno B | \$130,057,595 | \$120,973,240 | \$9,084,356 | 7.5% |
| \$7,434,003 | \$6,051,732 | \$1,382,272 | 22.8% | Reno D | \$64,103,450 | \$71,473,552 | (\$7,370,103) | -10.3% |
| \$760,922 | \$586,460 | \$174,462 | 29.7% | Reno E | \$5,811,214 | \$5,148,372 | \$662,842 | 12.9% |
| \$23,651,913 | \$18,686,159 | \$4,965,755 | 26.6% | Total Reno | \$199,972,259 | \$197,595,164 | \$2,377,095 | 1.2% |
| \$19,814 | \$15,498 | \$4,315 | 27.8% | Washoe A | \$330,495 | \$310,198 | \$20,297 | 6.5% |
| \$3,425,101 | \$3,270,264 | \$154,837 | 4.7% | Washoe B | \$38,778,931 | \$37,396,796 | \$1,382,135 | 3.7% |
| \$3,444,915 | \$3,285,762 | \$159,153 | 4.8% | Total Washoe Co. | \$39,109,426 | \$37,706,994 | \$1,402,432 | 3.7% |
| \$4,048,120 | \$3,168,590 | \$879,529 | 27.8% | Sparks | \$34,053,063 | \$31,456,836 | \$2,596,227 | 8.3% |
| \$31,144,948 | \$25,140,512 | \$6,004,436 | 23.9% | Total Taxable Revenue | \$273,134,749 | \$266,758,995 | \$6,375,754 | 2.4% |

| <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
February 2020**

| Current Month Actual February 2020 | Last Year Actual February 2019 | | | Tax District | Year To Date Actual July 2019 - February 2020 | Last Year - Year To Date Actual July 2018 - February 2019 | | |
|---|-----------------------------------|---------------|----------------------------------|----------------------------|--|--|-----------------|--------------|
| | Amount | Amount | Increase (Decrease) % Percent | | | Amount | Amount | % Percent |
| 129,704 | 113,119 | 16,585 | 14.7% | Reno B | 1,120,883 | 1,091,824 | 29,059 | 2.7% |
| 63,705 | 55,596 | 8,109 | 14.6% | Reno D | 566,495 | 655,459 | (88,964) | -13.6% |
| 5,906 | 4,479 | 1,427 | 31.9% | Reno E | 45,129 | 41,389 | 3,740 | 9.0% |
| 199,315 | 173,194 | 26,121 | 15.1% | Total Reno | 1,732,507 | 1,788,672 | (56,165) | -3.1% |
| 838 | 756 | 82 | 10.8% | Washoe A | 10,983 | 11,148 | (165) | -1.5% |
| 14,262 | 15,313 | (1,051) | -6.9% | Washoe B | 141,192 | 137,056 | 4,136 | 3.0% |
| 15,100 | 16,069 | (969) | -6.0% | Total Washoe Co. | 152,175 | 148,204 | 3,971 | 2.7% |
| 44,352 | 38,179 | 6,173 | 16.2% | Sparks | 379,117 | 369,333 | 9,784 | 2.6% |
| 258,767 | 227,442 | 31,325 | 13.8% | Total Taxable Rooms | 2,263,799 | 2,306,209 | (42,410) | -1.8% |

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

**Reno-Sparks Convention and Visitors Authority
Average Daily Rate by District
February 2020**

| Current Month Actual January 2020 | Last Year Actual January 2019 | | | Tax District | Year To Date Actual July 2019 - January 2020 | Last Year - Year To Date Actual July 2018 - January 2019 | | |
|--|----------------------------------|----------------|----------------------------------|---------------------------------|---|---|---------------|-------------|
| | Amount | Amount | Increase (Decrease) % Percent | | | Amount | Amount | % Percent |
| \$119.17 | \$106.51 | \$12.66 | 11.9% | Reno B | \$116.03 | \$110.80 | \$5.23 | 4.7% |
| \$116.69 | \$108.85 | \$7.84 | 7.2% | Reno D | \$113.16 | \$109.04 | \$4.11 | 3.8% |
| \$128.84 | \$130.94 | -\$2.10 | -1.6% | Reno E | \$128.77 | \$124.39 | \$4.38 | 3.5% |
| \$118.67 | \$107.89 | \$10.77 | 10.0% | Total Reno | \$115.42 | \$110.47 | \$4.95 | 4.5% |
| \$23.64 | \$20.50 | \$3.14 | 15.3% | Washoe A | \$30.09 | \$27.83 | \$2.27 | 8.1% |
| \$240.16 | \$213.56 | \$26.59 | 12.5% | Washoe B | \$274.65 | \$272.86 | \$1.80 | 0.7% |
| \$228.14 | \$204.48 | \$23.66 | 11.6% | Total Washoe Co. | \$257.00 | \$254.43 | \$2.58 | 1.0% |
| \$91.27 | \$82.99 | \$8.28 | 10.0% | Sparks | \$89.82 | \$85.17 | \$4.65 | 5.5% |
| \$120.36 | \$110.54 | \$9.82 | 8.9% | Total Average Daily Rate | \$120.65 | \$115.67 | \$4.98 | 4.3% |

| <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 |