

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

**April 2020**

## Room Statistics

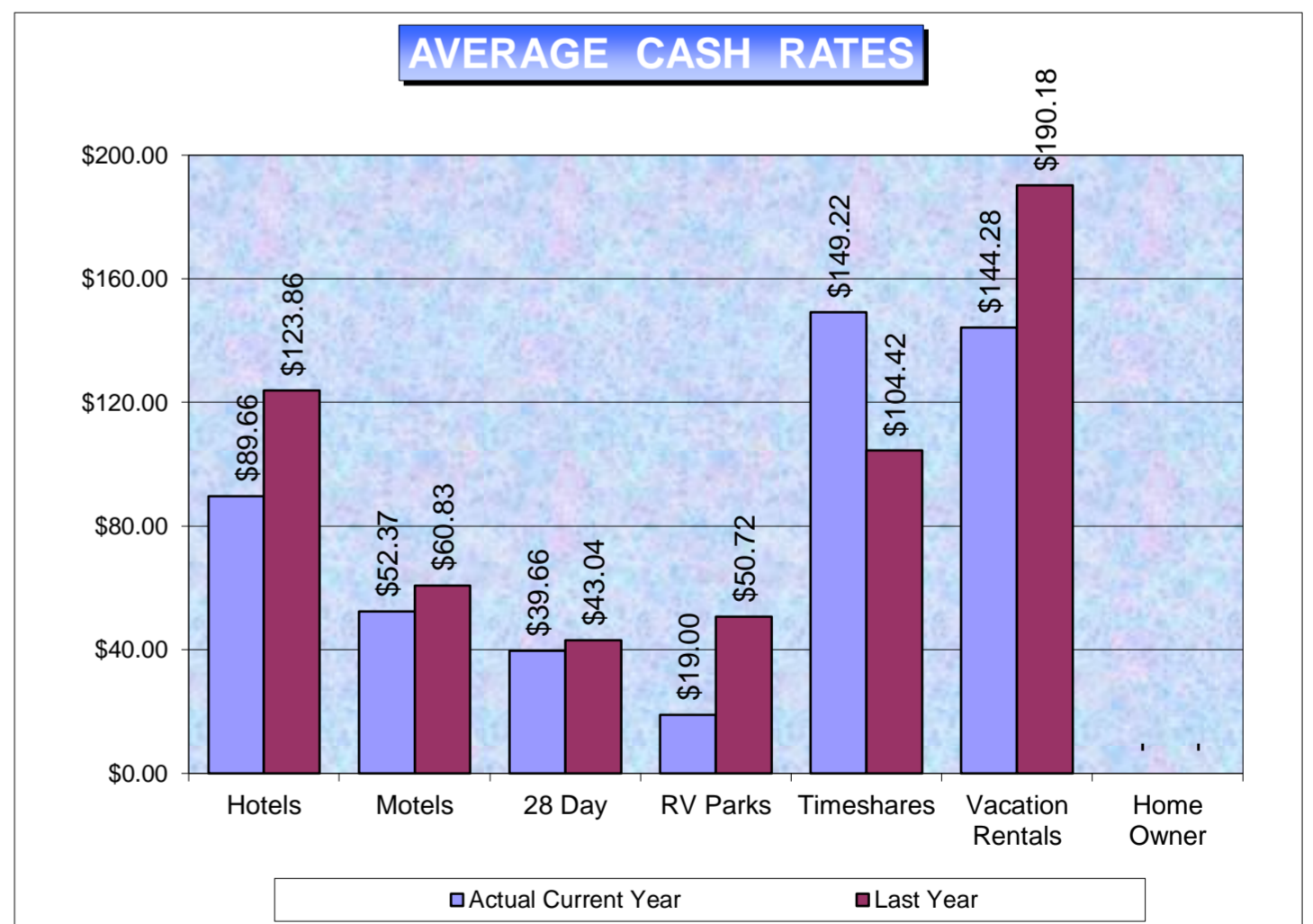
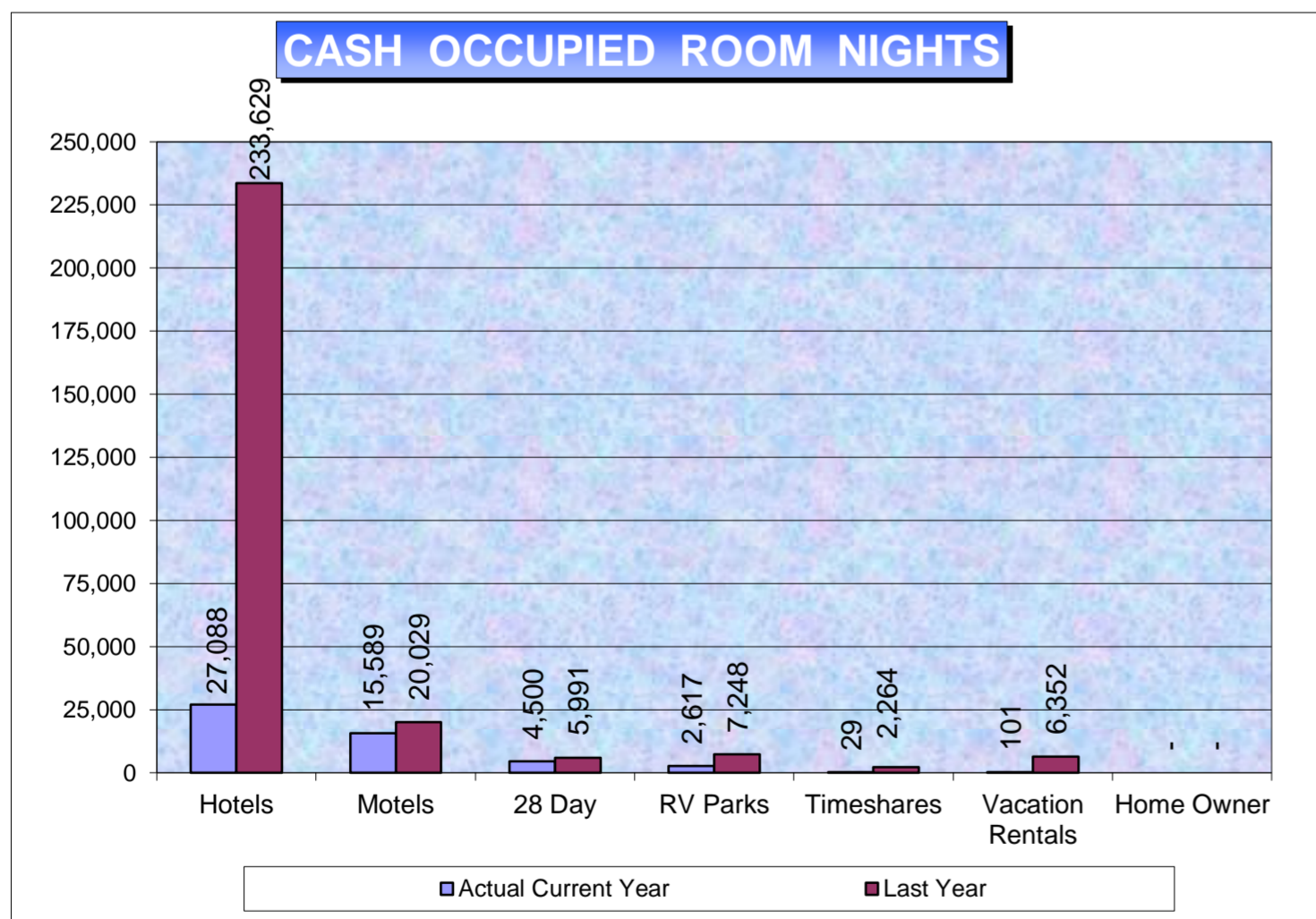
Taxable room revenues for the month of \$3,492,216 are below prior year by \$28,734,209 (-89.2%). Cash occupied room nights of 49,924 are below prior year by 225,589(-81.9%). Comp occupied room nights of 51 are below prior year by 68,541 (-99.9%), and 28-day occupied room nights of 99,792 are below prior year by 20,219 (-16.8%). Total occupied rooms for the month (Cash,Comp, 28-day) are 149,767 (-67.7%) below the prior year.

Overall, Washoe County occupancy percentages of 49.9% for the month is 24.3% below the 65.9% level of the prior year. There were 404,381 (-57.4%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$69.95 decreased \$47.02 (-40.2%), compared to \$116.97 for the prior year.

Year-to-date cash occupied room nights of 2,456,474 are 403,103 (-14.1%) below prior year. Cash average rates year-to-date of \$118.45 are \$3.31 (2.9%) above the prior year. Year-to-date, total taxable room revenues of \$290,965,934 are \$38,277,582 (-11.6%) below prior year.

April 2020						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	105,937	27,088	\$89.66	\$123.86	(\$34.20)	-27.6%
Motels	39,195	15,589	\$52.37	\$60.83	(\$8.46)	-13.9%
28 Day	82,713	4,500	\$39.66	\$43.04	(\$3.38)	-7.9%
RV Parks	43,590	2,617	\$19.00	\$50.72	(\$31.72)	-62.5%
Timeshares	11,918	29	\$149.22	\$104.42	\$44.79	42.9%
Vacation Rentals	16,498	101	\$144.28	\$190.18	(\$45.90)	-24.1%
Home Owner	-	-	\$0.00	\$0.00	-	0.0%
<b>Totals</b>	<b>299,851</b>	<b>49,924</b>	<b>\$69.95</b>	<b>\$116.97</b>	<b>(\$47.02)</b>	<b>-40.2%</b>



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

April 2020

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$3,492,216</b>	<b>\$34,292,610</b>	<b>(\$30,800,394)</b>	<b>-89.8%</b>	<b>\$32,226,425</b>	<b>(\$28,734,209)</b>	<b>-89.2%</b>
<b>Occupied Rooms - Cash</b>	<b>49,924</b>	<b>307,485</b>	<b>(257,561)</b>	<b>-83.8%</b>	<b>275,513</b>	<b>(225,589)</b>	<b>-81.9%</b>
<b>Average Rate - Cash</b>	<b>\$69.95</b>	<b>\$111.53</b>	<b>(\$41.58)</b>	<b>-37.3%</b>	<b>\$116.97</b>	<b>(\$47.02)</b>	<b>-40.2%</b>
<b>Occupied Rooms</b>							
Cash	49,924	307,485	(257,561)	-83.8%	275,513	(225,589)	-81.9%
Comp	51	68,099	(68,048)	-99.9%	68,592	(68,541)	-99.9%
28 Day	99,792	115,330	(15,538)	-13.5%	120,011	(20,219)	-16.8%
<b>Total Occupied Rooms</b>	<b>149,767</b>	<b>490,914</b>	<b>(341,147)</b>	<b>-69.5%</b>	<b>464,116</b>	<b>(314,349)</b>	<b>-67.7%</b>
<b>Percentage of Occupancy</b>							
Cash	16.6%	43.9%	(27.3)	-62.2%	39.1%	(22.5)	-57.5%
Comp	0.0%	9.7%	(9.7)	-100.0%	9.7%	(9.7)	-100.0%
28 Day	33.3%	16.5%	16.8	101.8%	17.0%	16.3	95.9%
<b>Total Percentage of Occupancy</b>	<b>49.9%</b>	<b>70.1%</b>	<b>(20.2)</b>	<b>-28.8%</b>	<b>65.9%</b>	<b>(16.0)</b>	<b>-24.3%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	27,088	265,529	(238,441)	-89.8%	233,629	(206,541)	-88.4%
Motels	15,589	20,423	(4,834)	-23.7%	20,029	(4,440)	-22.2%
28 Day Motels	4,500	5,735	(1,235)	-21.5%	5,991	(1,491)	-24.9%
R.V. Parks	2,617	6,436	(3,819)	-59.3%	7,248	(4,631)	-63.9%
Vacation Rentals	101	4,360	(4,259)	-97.7%	6,352	(6,251)	-98.4%
Timehares	29	5,002	(4,973)	-99.4%	2,264	(2,235)	-98.7%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied - Cash</b>	<b>49,924</b>	<b>307,485</b>	<b>(257,561)</b>	<b>-83.8%</b>	<b>275,513</b>	<b>(225,589)</b>	<b>-81.9%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	25.6%	54.8%	(29.2)	-53.3%	48.6%	(23.0)	-47.3%
Motels	39.8%	49.3%	(9.5)	-19.3%	51.0%	(11.2)	-22.0%
28 Day Motels	5.4%	6.3%	(0.9)	-14.3%	6.3%	(0.9)	-14.3%
R.V. Parks	6.0%	12.4%	(6.4)	-51.6%	14.0%	(8.0)	-57.1%
Vacation Rentals	0.6%	22.6%	(22.0)	-97.3%	24.9%	(24.3)	-97.6%
Timeshares	0.2%	39.9%	(39.7)	-99.5%	18.7%	(18.5)	-99.5%
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>16.6%</b>	<b>43.9%</b>	<b>(27.3)</b>	<b>-62.2%</b>	<b>39.1%</b>	<b>(22.5)</b>	<b>-57.5%</b>
<b>Average Rates - Cash</b>							
Hotels	\$89.66	\$118.40	(\$28.74)	-24.3%	\$123.86	(\$34.20)	-27.6%
Motels	\$52.37	\$57.73	(\$5.36)	-9.3%	\$60.83	(\$8.46)	-13.9%
28 Day Motels	\$39.66	\$42.47	(\$2.81)	-6.6%	\$43.04	(\$3.38)	-7.9%
R.V. Parks	\$19.00	\$46.27	(\$27.27)	-58.9%	\$50.72	(\$31.72)	-62.5%
Vacation Rentals	\$144.28	\$199.34	(\$55.06)	-27.6%	\$190.18	(\$45.90)	-24.1%
Timeshares	\$149.21	\$53.09	\$96.12	181.1%	\$104.42	\$44.79	42.9%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
<b>Total Cash Average Rate</b>	<b>\$69.95</b>	<b>\$111.53</b>	<b>(\$41.58)</b>	<b>-37.3%</b>	<b>\$116.97</b>	<b>(\$47.02)</b>	<b>-40.2%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**April 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	49,924	307,485	(257,561)	-83.8%	275,513	(225,589)	-81.9%
Comp	51	68,099	(68,048)	-99.9%	68,592	(68,541)	-99.9%
28 Day	99,792	115,330	(15,538)	-13.5%	120,011	(20,219)	-16.8%
<b>Total Occupied Rooms</b>	<b>149,767</b>	<b>490,914</b>	<b>(341,147)</b>	<b>-69.5%</b>	<b>464,116</b>	<b>(314,349)</b>	<b>-67.7%</b>
Vacant	150,084	209,346	(59,262)	-28.3%	240,116	(90,032)	-37.5%
Total Available Rooms	299,851	700,260	(400,409)	-57.2%	704,232	(404,381)	-57.4%
<b>Percentage of Occupancy</b>							
Cash	16.6%	43.9%	(27.3)	-62.2%	39.1%	(22.5)	-57.5%
Comp	0.0%	9.7%	(9.7)	-100.0%	9.7%	(9.7)	-100.0%
28 Day	33.3%	16.5%	16.8	101.8%	17.0%	16.3	95.9%
<b>Total Occupancy Percentage</b>	<b>49.9%</b>	<b>70.1%</b>	<b>(20.2)</b>	<b>-28.8%</b>	<b>65.9%</b>	<b>(16.0)</b>	<b>-24.3%</b>
Vacant	50.1%	29.9%	20.2	67.6%	34.1%	16.0	46.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$3,492,216</b>	<b>\$34,292,610</b>	<b>(\$30,800,394)</b>	<b>-89.8%</b>	<b>\$32,226,425</b>	<b>(\$28,734,209)</b>	<b>-89.2%</b>
Comp	\$1,445	\$5,653,481	(\$5,652,036)	-100.0%	\$7,492,348	(\$7,490,903)	-100.0%
28 Day	\$2,941,201	\$3,386,791	(\$445,590)	-13.2%	\$3,521,656	(\$580,455)	-16.5%
Total Revenue	\$6,434,862	\$43,332,882	(\$36,898,020)	-85.2%	\$43,240,429	(\$36,805,567)	-85.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$69.95</b>	<b>\$111.53</b>	<b>(\$41.58)</b>	<b>-37.3%</b>	<b>\$116.97</b>	<b>(\$47.02)</b>	<b>-40.2%</b>
Comp	\$28.33	\$83.02	(\$54.69)	-65.9%	\$109.23	(\$80.90)	-74.1%
28 Day	\$29.47	\$29.37	\$0.10	0.3%	\$29.34	\$0.13	0.4%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics

April 2020

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	27,088	265,529	(238,441)	-89.8%	233,629	(206,541)	-88.4%
Comp	31	67,785	(67,754)	-100.0%	68,037	(68,006)	-100.0%
28 Day	4,584	8,484	(3,900)	-46.0%	9,251	(4,667)	-50.4%
<b>Total Occupied Rooms</b>	<b>31,703</b>	<b>341,798</b>	<b>(310,095)</b>	<b>-90.7%</b>	<b>310,917</b>	<b>(279,214)</b>	<b>-89.8%</b>
Vacant	74,234	142,942	(68,708)	-48.1%	169,762	(95,528)	-56.3%
Total Available Rooms	105,937	484,740	(378,803)	-78.1%	480,679	(374,742)	-78.0%
<b>Percentage of Occupancy</b>							
Cash	25.6%	54.8%	(29.2)	-53.3%	48.6%	(23.0)	-47.3%
Comp	0.0%	14.0%	(14.0)	-100.0%	14.2%	(14.2)	-100.0%
28 Day	4.3%	1.8%	2.5	138.9%	1.9%	2.4	126.3%
<b>Total Occupancy Percentage</b>	<b>29.9%</b>	<b>70.5%</b>	<b>(40.6)</b>	<b>-57.6%</b>	<b>64.7%</b>	<b>(34.8)</b>	<b>-53.8%</b>
Vacant	70.1%	29.5%	40.6	137.6%	35.3%	34.8	98.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,428,822</b>	<b>\$31,437,594</b>	<b>(\$29,008,772)</b>	<b>-92.3%</b>	<b>\$28,938,248</b>	<b>(\$26,509,426)</b>	<b>-91.6%</b>
Comp	\$775	\$5,643,008	(\$5,642,233)	-100.0%	\$7,458,702	(\$7,457,927)	-100.0%
28 Day	\$307,630	\$792,349	(\$484,719)	-61.2%	\$650,368	(\$342,738)	-52.7%
Total Revenue	\$2,737,227	\$37,872,951	(\$35,135,724)	-92.8%	\$37,047,318	(\$34,310,091)	-92.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$89.66</b>	<b>\$118.40</b>	<b>(\$28.74)</b>	<b>-24.3%</b>	<b>\$123.86</b>	<b>(\$34.20)</b>	<b>-27.6%</b>
Comp	\$25.00	\$83.25	(\$58.25)	-70.0%	\$109.63	(\$84.63)	-77.2%
28 Day	\$67.11	\$93.39	(\$26.28)	-28.1%	\$70.30	(\$3.19)	-4.5%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

April 2020

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	15,589	20,423	(4,834)	-23.7%	20,029	(4,440)	-22.2%
Comp	-	106	(106)	-100.0%	273	(273)	-100.0%
28 Day	3,905	3,348	557	16.6%	3,413	492	14.4%
<b>Total Occupied Rooms</b>	<b>19,494</b>	<b>23,877</b>	<b>(4,383)</b>	<b>-18.4%</b>	<b>23,715</b>	<b>(4,221)</b>	<b>-17.8%</b>
Vacant	19,701	17,523	2,178	12.4%	15,566	4,135	26.6%
Total Available Rooms	39,195	41,400	(2,205)	-5.3%	39,281	(86)	-0.2%
<b>Percentage of Occupancy</b>							
Cash	39.8%	49.3%	(9.5)	-19.3%	51.0%	(11.2)	-22.0%
Comp	0.0%	0.3%	(0.3)	-100.0%	0.7%	(0.7)	-100.0%
28 Day	10.0%	8.1%	1.9	23.5%	8.7%	1.3	14.9%
<b>Total Occupancy Percentage</b>	<b>49.7%</b>	<b>57.7%</b>	<b>(8.0)</b>	<b>-13.9%</b>	<b>60.4%</b>	<b>(10.7)</b>	<b>-17.7%</b>
Vacant	50.3%	42.3%	8.0	18.9%	39.6%	10.7	27.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$816,324</b>	<b>\$1,178,961</b>	<b>(\$362,637)</b>	<b>-30.8%</b>	<b>\$1,218,298</b>	<b>(\$401,974)</b>	<b>-33.0%</b>
Comp	\$0	\$3,994	(\$3,994)	-100.0%	\$25,755	(\$25,755)	-100.0%
28 Day	\$150,726	\$123,833	\$26,893	21.7%	\$154,483	(\$3,757)	-2.4%
Total Revenue	\$967,050	\$1,306,788	(\$339,738)	-26.0%	\$1,398,536	(\$431,486)	-30.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$52.37</b>	<b>\$57.73</b>	<b>(\$5.36)</b>	<b>-9.3%</b>	<b>\$60.83</b>	<b>(\$8.46)</b>	<b>-13.9%</b>
Comp	\$0.00	\$37.68	(\$37.68)	-100.0%	\$94.34	(\$94.34)	-100.0%
28 Day	\$38.60	\$36.99	\$1.61	4.4%	\$45.26	(\$6.66)	-14.7%

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics**

**April 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,500	5,735	(1,235)	-21.5%	5,991	(1,491)	-24.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	59,443	62,138	(2,695)	-4.3%	67,717	(8,274)	-12.2%
<b>Total Occupied Rooms</b>	<b>63,943</b>	<b>67,873</b>	<b>(3,930)</b>	<b>-5.8%</b>	<b>73,708</b>	<b>(9,765)</b>	<b>-13.2%</b>
Vacant	18,770	22,697	(3,927)	-17.3%	21,088	(2,318)	-11.0%
Total Available Rooms	82,713	90,570	(7,857)	-8.7%	94,796	(12,083)	-12.7%
<b>Percentage of Occupancy</b>							
Cash	5.4%	6.3%	(0.9)	-14.3%	6.3%	(0.9)	-14.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	71.9%	68.6%	3.3	4.8%	71.4%	0.5	0.7%
<b>Total Occupancy Percentage</b>	<b>77.3%</b>	<b>74.9%</b>	<b>2.4</b>	<b>3.2%</b>	<b>77.8%</b>	<b>(0.5)</b>	<b>-0.6%</b>
Vacant	22.7%	25.1%	(2.4)	-9.6%	22.2%	0.5	2.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$178,449</b>	<b>\$243,550</b>	<b>(\$65,101)</b>	<b>-26.7%</b>	<b>\$257,853</b>	<b>(\$79,404)</b>	<b>-30.8%</b>
Comp	\$0	\$500	(\$500)	-100.0%	\$0	\$0	0.0%
28 Day	\$1,506,151	\$1,309,995	\$196,156	15.0%	\$1,638,940	(\$132,789)	-8.1%
Total Revenue	\$1,684,600	\$1,554,045	\$130,555	8.4%	\$1,896,793	(\$212,193)	-11.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$39.66</b>	<b>\$42.47</b>	<b>(\$2.81)</b>	<b>-6.6%</b>	<b>\$43.04</b>	<b>(\$3.38)</b>	<b>-7.9%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$25.34	\$21.08	\$4.26	20.2%	\$24.20	\$1.14	4.7%

## Reno-Sparks Convention and Visitors Authority

### RV Park Statistics

April 2020

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,617	6,436	(3,819)	-59.3%	7,248	(4,631)	-63.9%
Comp	20	208	(188)	-90.4%	282	(262)	-92.9%
28 Day	25,037	33,403	(8,366)	-25.0%	31,913	(6,876)	-21.5%
<b>Total Occupied Rooms</b>	<b>27,674</b>	<b>40,047</b>	<b>(12,373)</b>	<b>-30.9%</b>	<b>39,443</b>	<b>(11,769)</b>	<b>-29.8%</b>
Vacant	15,916	11,703	4,213	36.0%	12,427	3,489	28.1%
Total Available Rooms	43,590	51,750	(8,160)	-15.8%	51,870	(8,280)	-16.0%
<b>Percentage of Occupancy</b>							
Cash	6.0%	12.4%	(6.4)	-51.6%	14.0%	(8.0)	-57.1%
Comp	0.0%	0.4%	(0.4)	-100.0%	0.5%	(0.5)	-100.0%
28 Day	57.4%	64.5%	(7.1)	-11.0%	61.5%	(4.1)	-6.7%
<b>Total Occupancy Percentage</b>	<b>63.5%</b>	<b>77.4%</b>	<b>(13.9)</b>	<b>-18.0%</b>	<b>76.0%</b>	<b>(12.5)</b>	<b>-16.4%</b>
Vacant	36.5%	22.6%	13.9	61.5%	24.0%	12.5	52.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$49,722</b>	<b>\$297,800</b>	<b>(\$248,078)</b>	<b>-83.3%</b>	<b>\$367,593</b>	<b>(\$317,871)</b>	<b>-86.5%</b>
Comp	\$670	\$5,979	(\$5,309)	-88.8%	\$7,891	(\$7,221)	-91.5%
28 Day	\$473,576	\$516,662	(\$43,086)	-8.3%	\$518,314	(\$44,738)	-8.6%
Total Revenue	\$523,968	\$820,441	(\$296,473)	-36.1%	\$893,798	(\$369,830)	-41.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$19.00</b>	<b>\$46.27</b>	<b>(\$27.27)</b>	<b>-58.9%</b>	<b>\$50.72</b>	<b>(\$31.72)</b>	<b>-62.5%</b>
Comp	\$33.50	\$28.75	\$4.75	16.5%	\$27.98	\$5.52	19.7%
28 Day	\$18.92	\$15.47	\$3.45	22.3%	\$16.24	\$2.68	16.5%

## Reno-Sparks Convention and Visitors Authority

### Vacation Rental Statistics

April 2020

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	101	4,360	(4,259)	-97.7%	6,352	(6,251)	-98.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	6,823	7,957	(1,134)	-14.3%	7,717	(894)	-11.6%
<b>Total Occupied Rooms</b>	<b>6,924</b>	<b>12,317</b>	<b>(5,393)</b>	<b>-43.8%</b>	<b>14,069</b>	<b>(7,145)</b>	<b>-50.8%</b>
Vacant	9,574	6,943	2,631	37.9%	11,426	(1,852)	-16.2%
Total Available Rooms	16,498	19,260	(2,762)	-14.3%	25,495	(8,997)	-35.3%
<b>Percentage of Occupancy</b>							
Cash	0.6%	22.6%	(22.0)	-97.3%	24.9%	(24.3)	-97.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	41.4%	41.3%	0.1	0.2%	30.3%	11.1	36.6%
<b>Total Occupancy Percentage</b>	<b>42.0%</b>	<b>64.0%</b>	<b>(22.0)</b>	<b>-34.4%</b>	<b>55.2%</b>	<b>(13.2)</b>	<b>-23.9%</b>
Vacant	58.0%	36.0%	22.0	61.1%	44.8%	13.2	29.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$14,572</b>	<b>\$869,138</b>	<b>(\$854,566)</b>	<b>-98.3%</b>	<b>\$1,208,019</b>	<b>(\$1,193,447)</b>	<b>-98.8%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$503,118	\$643,952	(\$140,834)	-21.9%	\$559,551	(\$56,433)	-10.1%
Total Revenue	\$517,690	\$1,513,090	(\$995,400)	-65.8%	\$1,767,570	(\$1,249,880)	-70.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$144.28</b>	<b>\$199.34</b>	<b>(\$55.06)</b>	<b>-27.6%</b>	<b>\$190.18</b>	<b>(\$45.90)</b>	<b>-24.1%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$73.74	\$80.93	(\$7.19)	-8.9%	\$72.51	\$1.23	1.7%



## Reno-Sparks Convention and Visitors Authority

### Timeshare Statistics

April 2020

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	29	5,002	(4,973)	-99.4%	2,264	(2,235)	-98.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>29</b>	<b>5,002</b>	<b>(4,973)</b>	<b>-99.4%</b>	<b>2,264</b>	<b>(2,235)</b>	<b>-98.7%</b>
Vacant	11,889	7,538	4,351	57.7%	9,847	2,042	20.7%
Total Available Rooms	11,918	12,540	(622)	-5.0%	12,111	(193)	-1.6%
<b>Percentage of Occupancy</b>							
Cash	0.2%	39.9%	(39.7)	-99.5%	18.7%	(18.5)	-98.9%
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>0.2%</b>	<b>39.9%</b>	<b>(39.7)</b>	<b>-99.5%</b>	<b>18.7%</b>	<b>(18.5)</b>	<b>-98.9%</b>
Vacant	99.8%	60.1%	39.7	66.1%	81.3%	18.5	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>\$4,327</b>	<b>\$265,567</b>	<b>(\$261,240)</b>	<b>-98.4%</b>	<b>\$236,414</b>	<b>(\$232,087)</b>	<b>-98.2%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$4,327	\$265,567	(\$261,240)	-98.4%	\$236,414	(\$232,087)	-98.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$149.21</b>	<b>\$53.09</b>	<b>\$96.12</b>	<b>181.1%</b>	<b>\$104.42</b>	<b>\$44.79</b>	<b>42.9%</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 Rental

April 2020

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	-	-	-	0.0%	-	-	0.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	-	-	-	<b>0.0%</b>	-	-	<b>0.0%</b>
Vacant	-	-	-	0.0%	-	-	0.0%
Total Available Rooms	-	-	-	0.0%	-	-	0.0%
<b>Percentage of Occupancy</b>							
Cash	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>0.0%</b>	<b>0.0%</b>	-	<b>0.0%</b>	<b>0.0%</b>	-	<b>0.0%</b>
Vacant	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total (must equal 100.0%)	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.0%</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.0%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics - Year To Date

**April 2020**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$290,965,934</b>	<b>\$339,021,409</b>	<b>(\$48,055,475)</b>	<b>-14.2%</b>	<b>\$329,243,516</b>	<b>(\$38,277,582)</b>	<b>-11.6%</b>
<b>Occupied Rooms - Cash</b>	<b>2,456,474</b>	<b>2,924,970</b>	<b>(468,496)</b>	<b>-16.0%</b>	<b>2,859,577</b>	<b>(403,103)</b>	<b>-14.1%</b>
<b>Average Rate - Cash</b>	<b>\$118.45</b>	<b>\$115.91</b>	<b>\$2.54</b>	<b>2.2%</b>	<b>\$115.14</b>	<b>\$3.31</b>	<b>2.9%</b>
<b>Occupied Rooms</b>							
Cash	2,456,474	2,924,970	(468,496)	-16.0%	2,859,577	(403,103)	-14.1%
Comp	641,501	714,679	(73,178)	-10.2%	708,793	(67,292)	-9.5%
28 Day	1,119,403	1,136,346	(16,943)	-1.5%	1,242,048	(122,645)	-9.9%
<b>Total Occupied Rooms</b>	<b>4,217,378</b>	<b>4,775,995</b>	<b>(558,617)</b>	<b>-11.7%</b>	<b>4,810,418</b>	<b>(593,040)</b>	<b>-12.3%</b>
<b>Percentage of Occupancy</b>							
Cash	38.1%	40.6%	(2.5)	-6.2%	40.0%	(1.9)	-4.8%
Comp	9.9%	9.9%	-	0.0%	9.9%	-	0.0%
28 Day	17.3%	15.8%	1.5	9.5%	17.4%	(0.1)	-0.6%
<b>Total Percentage of Occupancy</b>	<b>65.4%</b>	<b>66.2%</b>	<b>(0.8)</b>	<b>-1.2%</b>	<b>67.4%</b>	<b>(2.0)</b>	<b>-3.0%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	2,024,938	2,475,872	(450,934)	-18.2%	2,409,640	(384,702)	-16.0%
Motels	200,905	212,871	(11,966)	-5.6%	212,477	(11,572)	-5.4%
28 Day Motels	60,152	62,081	(1,929)	-3.1%	65,276	(5,124)	-7.8%
R.V. Parks	65,022	67,444	(2,422)	-3.6%	68,256	(3,234)	-4.7%
Vacation Rentals	70,468	66,619	3,849	5.8%	66,600	3,868	5.8%
Timeshares	26,327	31,984	(5,657)	-17.7%	29,192	(2,865)	-9.8%
Home Owner Rentals	8,662	8,099	563	7.0%	8,136	526	6.5%
<b>Total Occupied - Cash</b>	<b>2,456,474</b>	<b>2,924,970</b>	<b>(468,496)</b>	<b>-16.0%</b>	<b>2,859,577</b>	<b>(403,103)</b>	<b>-14.1%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	47.0%	49.9%	(2.9)	-5.8%	49.9%	(2.9)	-5.8%
Motels	49.3%	50.2%	(0.9)	-1.8%	52.1%	(2.8)	-5.4%
28 Day Motels	7.0%	6.7%	0.3	4.5%	6.9%	0.1	1.4%
R.V. Parks	14.4%	12.5%	1.9	15.2%	12.9%	1.5	11.6%
Vacation Rentals	27.8%	34.0%	(6.2)	-18.2%	26.5%	1.3	4.9%
Timeshares	21.6%	25.1%	(3.5)	-13.9%	23.1%	(1.5)	-6.5%
Home Owner Rentals	16.3%	17.3%	(1.0)	-5.8%	17.6%	(1.3)	-7.4%
<b>Total Occupancy Percentage - Cash</b>	<b>38.1%</b>	<b>40.6%</b>	<b>(2.5)</b>	<b>-6.2%</b>	<b>40.0%</b>	<b>(1.9)</b>	<b>-4.8%</b>
<b>Average Rates - Cash</b>							
Hotels	\$124.51	\$121.24	\$3.27	2.7%	\$120.35	\$4.16	3.5%
Motels	\$61.23	\$61.24	(\$0.01)	0.0%	\$61.54	(\$0.31)	-0.5%
28 Day Motels	\$43.42	\$40.35	\$3.07	7.6%	\$40.41	\$3.01	7.4%
R.V. Parks	\$38.87	\$39.99	(\$1.12)	-2.8%	\$40.53	(\$1.66)	-4.1%
Vacation Rental	\$235.37	\$236.75	(\$1.38)	-0.6%	\$239.78	(\$4.41)	-1.8%
Timeshares	\$87.22	\$79.79	\$7.43	9.3%	\$86.09	\$1.13	1.3%
Home Owner Rentals	\$291.66	\$282.20	\$9.46	3.4%	\$281.05	\$10.61	3.8%
<b>Total Cash Average Rate</b>	<b>\$118.45</b>	<b>\$115.91</b>	<b>\$2.54</b>	<b>2.2%</b>	<b>\$115.14</b>	<b>\$3.31</b>	<b>2.9%</b>

## Reno-Sparks Convention and Visitors Authority

### Combined Room Statistics - Year To Date

**April 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
<b>Occupied Rooms</b>								
Cash	2,456,474	2,924,970	(468,496)	-16.0%	2,859,577	(403,103)	-14.1%	
Comp	641,501	714,679	(73,178)	-10.2%	708,793	(67,292)	-9.5%	
28 Day	1,119,403	1,136,346	(16,943)	-1.5%	1,242,048	(122,645)	-9.9%	
<b>Total Occupied Rooms</b>	<b>4,217,378</b>	<b>4,775,995</b>	<b>(558,617)</b>	<b>-11.7%</b>	<b>4,810,418</b>	<b>(593,040)</b>	<b>-12.3%</b>	
Vacant	2,236,110	2,434,783	(198,673)	-8.2%	2,330,127	(94,017)	-4.0%	
Total Available Rooms	6,453,488	7,210,778	(757,290)	-10.5%	7,140,545	(687,057)	-9.6%	
<b>Percentage of Occupancy</b>								
Cash	38.1%	40.6%	(2.5)	-6.2%	40.0%	(1.9)	-4.8%	
Comp	9.9%	9.9%	-	0.0%	9.9%	-	0.0%	
28 Day	17.3%	15.8%	1.5	9.5%	17.4%	(0.1)	-0.6%	
<b>Total Occupancy Percentage</b>	<b>65.4%</b>	<b>66.2%</b>	<b>(0.8)</b>	<b>-1.2%</b>	<b>67.4%</b>	<b>(2.0)</b>	<b>-3.0%</b>	
Vacant	34.6%	33.8%	0.8	2.4%	32.6%	2.0	6.1%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
<b>Revenue</b>								
<b>Cash - Taxable</b>	<b>\$290,965,934</b>	<b>\$339,021,409</b>	<b>(\$48,055,475)</b>	<b>-14.2%</b>	<b>\$329,243,516</b>	<b>(\$38,277,582)</b>	<b>-11.6%</b>	
Comp	\$72,611,356	\$67,673,168	\$4,938,188	7.3%	\$69,512,034	\$3,099,322	4.5%	
28 Day	\$36,836,952	\$35,659,750	\$1,177,202	3.3%	\$38,254,272	(\$1,417,320)	-3.7%	
Total Revenue	\$400,414,242	\$442,354,327	(\$41,940,085)	-9.5%	\$437,009,822	(\$36,595,580)	-8.4%	
<b>Average Rates</b>								
<b>Cash</b>	<b>\$118.45</b>	<b>\$115.91</b>	<b>\$2.54</b>	<b>2.2%</b>	<b>\$115.14</b>	<b>\$3.31</b>	<b>2.9%</b>	
Comp	\$113.19	\$94.69	\$18.50	19.5%	\$98.07	\$15.12	15.4%	
28 Day	\$32.91	\$31.38	\$1.53	4.9%	\$30.80	\$2.11	6.9%	

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics - Year To Date

**April 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,024,938	2,475,872	(450,934)	-18.2%	2,409,640	(384,702)	-16.0%
Comp	638,836	712,125	(73,289)	-10.3%	705,998	(67,162)	-9.5%
28 Day	105,936	104,716	1,220	1.2%	111,534	(5,598)	-5.0%
<b>Total Occupied Rooms</b>	<b>2,769,710</b>	<b>3,292,713</b>	<b>(523,003)</b>	<b>-15.9%</b>	<b>3,227,172</b>	<b>(457,462)</b>	<b>-14.2%</b>
Vacant	1,535,314	1,664,387	(129,073)	-7.8%	1,604,296	(68,982)	-4.3%
Total Available Rooms	4,305,024	4,957,100	(652,076)	-13.2%	4,831,468	(526,444)	-10.9%
<b>Percentage of Occupancy</b>							
Cash	47.0%	49.9%	(2.9)	-5.8%	49.9%	(2.9)	-5.8%
Comp	14.8%	14.4%	0.4	2.8%	14.6%	0.2	1.4%
28 Day	2.5%	2.1%	0.4	19.0%	2.3%	0.2	8.7%
<b>Total Occupancy Percentage</b>	<b>64.3%</b>	<b>66.4%</b>	<b>(2.1)</b>	<b>-3.2%</b>	<b>66.8%</b>	<b>(2.5)</b>	<b>-3.7%</b>
Vacant	35.7%	33.6%	2.1	6.3%	33.2%	2.5	7.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$252,117,705</b>	<b>\$300,172,847</b>	<b>(\$48,055,142)</b>	<b>-16.0%</b>	<b>\$289,993,335</b>	<b>(\$37,875,630)</b>	<b>-13.1%</b>
Comp	\$72,486,944	\$67,537,275	\$4,949,669	7.3%	\$69,352,968	\$3,133,976	4.5%
28 Day	\$7,797,489	\$8,827,703	(\$1,030,214)	-11.7%	\$8,685,722	(\$888,233)	-10.2%
Total Revenue	\$332,402,138	\$376,537,825	(\$44,135,687)	-11.7%	\$368,032,025	(\$35,629,887)	-9.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$124.51</b>	<b>\$121.24</b>	<b>\$3.27</b>	<b>2.7%</b>	<b>\$120.35</b>	<b>\$4.16</b>	<b>3.5%</b>
Comp	\$113.47	\$94.84	\$18.63	19.6%	\$98.23	\$15.24	15.5%
28 Day	\$73.61	\$84.30	(\$10.69)	-12.7%	\$77.88	(\$4.27)	-5.5%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics - Year To Date

**April 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	200,905	212,871	(11,966)	-5.6%	212,477	(11,572)	-5.4%
Comp	445	808	(363)	-44.9%	975	(530)	-54.4%
28 Day	36,387	35,602	785	2.2%	34,566	1,821	5.3%
<b>Total Occupied Rooms</b>	<b>237,737</b>	<b>249,281</b>	<b>(11,544)</b>	<b>-4.6%</b>	<b>248,018</b>	<b>(10,281)</b>	<b>-4.1%</b>
Vacant	169,691	174,347	(4,656)	-2.7%	159,792	9,899	6.2%
Total Available Rooms	407,428	423,628	(16,200)	-3.8%	407,810	(382)	-0.1%
<b>Percentage of Occupancy</b>							
Cash	49.3%	50.2%	(0.9)	-1.8%	52.1%	(2.8)	-5.4%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.2%	(0.1)	-50.0%
28 Day	8.9%	8.4%	0.5	6.0%	8.5%	0.4	4.7%
<b>Total Occupancy Percentage</b>	<b>58.4%</b>	<b>58.8%</b>	<b>(0.4)</b>	<b>-0.7%</b>	<b>60.8%</b>	<b>(2.4)</b>	<b>-3.9%</b>
Vacant	41.6%	41.2%	0.4	1.0%	39.2%	2.4	6.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$12,301,070</b>	<b>\$13,037,059</b>	<b>(\$735,989)</b>	<b>-5.6%</b>	<b>\$13,076,394</b>	<b>(\$775,324)</b>	<b>-5.9%</b>
Comp	\$46,760	\$65,428	(\$18,668)	-28.5%	\$87,189	(\$40,429)	-46.4%
28 Day	\$1,582,343	\$1,442,285	\$140,058	9.7%	\$1,448,755	\$133,588	9.2%
Total Revenue	\$13,930,173	\$14,544,772	(\$614,599)	-4.2%	\$14,612,338	(\$682,165)	-4.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$61.23</b>	<b>\$61.24</b>	<b>(\$0.01)</b>	<b>0.0%</b>	<b>\$61.54</b>	<b>(\$0.31)</b>	<b>-0.5%</b>
Comp	\$105.08	\$80.98	\$24.10	29.8%	\$89.42	\$15.66	17.5%
28 Day	\$43.49	\$40.51	\$2.98	7.4%	\$41.91	\$1.58	3.8%

**Reno-Sparks Convention and Visitors Authority**

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

**April 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	60,152	62,081	(1,929)	-3.1%	65,276	(5,124)	-7.8%
Comp	663	150	513	342.0%	150	513	342.0%
28 Day	643,684	594,618	49,066	8.3%	696,106	(52,422)	-7.5%
<b>Total Occupied Rooms</b>	<b>704,499</b>	<b>656,849</b>	<b>47,650</b>	<b>7.3%</b>	<b>761,532</b>	<b>(57,033)</b>	<b>-7.5%</b>
Vacant	157,823	263,946	(106,123)	-40.2%	185,035	(27,212)	-14.7%
Total Available Rooms	862,322	920,795	(58,473)	-6.4%	946,567	(84,245)	-8.9%
<b>Percentage of Occupancy</b>							
Cash	7.0%	6.7%	0.3	4.5%	6.9%	0.1	1.4%
Comp	0.1%	0.0%	0.1	100.0%	0.0%	0.1	100.0%
28 Day	74.6%	64.6%	10.0	15.5%	73.5%	1.1	1.5%
<b>Total Occupancy Percentage</b>	<b>81.7%</b>	<b>71.3%</b>	<b>10.4</b>	<b>14.6%</b>	<b>80.5%</b>	<b>1.2</b>	<b>1.5%</b>
Vacant	18.3%	28.7%	(10.4)	-36.2%	19.5%	(1.2)	-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>\$2,611,755</b>	<b>\$2,504,799</b>	<b>\$106,956</b>	<b>4.3%</b>	<b>\$2,637,873</b>	<b>(\$26,118)</b>	<b>-1.0%</b>
Comp	\$19,907	\$3,000	\$16,907	563.6%	\$2,500	\$17,407	696.3%
28 Day	\$16,041,044	\$13,806,246	\$2,234,798	16.2%	\$16,453,637	(\$412,593)	-2.5%
Total Revenue	\$18,672,706	\$16,314,045	\$2,358,661	14.5%	\$19,094,010	(\$421,304)	-2.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$43.42</b>	<b>\$40.35</b>	<b>\$3.07</b>	<b>7.6%</b>	<b>\$40.41</b>	<b>\$3.01</b>	<b>7.4%</b>
Comp	\$30.03	\$20.00	\$10.03	50.2%	\$16.67	\$13.36	80.1%
28 Day	\$24.92	\$23.22	\$1.70	7.3%	\$23.64	\$1.28	5.4%

## Reno-Sparks Convention and Visitors Authority

### RV Park Statistics - Year To Date

**April 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	65,022	67,444	(2,422)	-3.6%	68,256	(3,234)	-4.7%
Comp	1,467	1,585	(118)	-7.4%	1,659	(192)	-11.6%
28 Day	248,879	315,600	(66,721)	-21.1%	314,110	(65,231)	-20.8%
<b>Total Occupied Rooms</b>	<b>315,368</b>	<b>384,629</b>	<b>(69,261)</b>	<b>-18.0%</b>	<b>384,025</b>	<b>(68,657)</b>	<b>-17.9%</b>
Vacant	135,007	154,576	(19,569)	-12.7%	146,804	(11,797)	-8.0%
Total Available Rooms	450,375	539,205	(88,830)	-16.5%	530,829	(80,454)	-15.2%
<b>Percentage of Occupancy</b>							
Cash	14.4%	12.5%	1.9	15.2%	12.9%	1.5	11.6%
Comp	0.3%	0.3%	-	0.0%	0.3%	-	0.0%
28 Day	55.3%	58.5%	(3.2)	-5.5%	59.2%	(3.9)	-6.6%
<b>Total Occupancy Percentage</b>	<b>70.0%</b>	<b>71.3%</b>	<b>(1.3)</b>	<b>-1.8%</b>	<b>72.3%</b>	<b>(2.3)</b>	<b>-3.2%</b>
Vacant	30.0%	28.7%	1.3	4.5%	27.7%	2.3	8.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,527,124</b>	<b>\$2,696,793</b>	<b>(\$169,669)</b>	<b>-6.3%</b>	<b>\$2,766,585</b>	<b>(\$239,461)</b>	<b>-8.7%</b>
Comp	\$49,945	\$66,264	(\$16,319)	-24.6%	\$68,176	(\$18,231)	-26.7%
28 Day	\$4,641,730	\$5,151,748	(\$510,018)	-9.9%	\$5,304,492	(\$662,762)	-12.5%
Total Revenue	\$7,218,799	\$7,914,805	(\$696,006)	-8.8%	\$8,139,253	(\$920,454)	-11.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$38.87</b>	<b>\$39.99</b>	<b>(\$1.12)</b>	<b>-2.8%</b>	<b>\$40.53</b>	<b>(\$1.66)</b>	<b>-4.1%</b>
Comp	\$34.05	\$41.81	(\$7.76)	-18.6%	\$41.09	(\$7.04)	-17.1%
28 Day	\$18.65	\$16.32	\$2.33	14.3%	\$16.89	\$1.76	10.4%



**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics - Year To Date**

**April 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	70,468	66,619	3,849	5.8%	66,600	3,868	5.8%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	81,437	83,025	(1,588)	-1.9%	82,785	(1,348)	-1.6%
<b>Total Occupied Rooms</b>	<b>151,905</b>	<b>149,644</b>	<b>2,261</b>	<b>1.5%</b>	<b>149,385</b>	<b>2,520</b>	<b>1.7%</b>
Vacant	101,516	46,166	55,350	119.9%	101,959	(443)	-0.4%
Total Available Rooms	253,421	195,810	57,611	29.4%	251,344	2,077	0.8%
<b>Percentage of Occupancy</b>							
Cash	27.8%	34.0%	(6.2)	-18.2%	26.5%	1.3	4.9%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	32.1%	42.4%	(10.3)	-24.3%	32.9%	(0.8)	-2.4%
<b>Total Occupancy Percentage</b>	<b>59.9%</b>	<b>76.4%</b>	<b>(16.5)</b>	<b>-21.6%</b>	<b>59.4%</b>	<b>0.5</b>	<b>0.8%</b>
Vacant	40.1%	23.6%	16.5	69.9%	40.6%	(0.5)	-1.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$16,585,786</b>	<b>\$15,772,376</b>	<b>\$813,410</b>	<b>5.2%</b>	<b>\$15,969,563</b>	<b>\$616,223</b>	<b>3.9%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$6,401,053	\$6,143,457	\$257,596	4.2%	\$6,059,056	\$341,997	5.6%
Total Revenue	\$22,986,839	\$21,915,833	\$1,071,006	4.9%	\$22,028,619	\$958,220	4.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$235.37</b>	<b>\$236.75</b>	<b>(\$1.38)</b>	<b>-0.6%</b>	<b>\$239.78</b>	<b>(\$4.41)</b>	<b>-1.8%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$78.60	\$74.00	\$4.60	6.2%	\$73.19	\$5.41	7.4%

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**April 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	26,327	31,984	(5,657)	-17.7%	29,192	(2,865)	-9.8%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>26,327</b>	<b>31,984</b>	<b>(5,657)</b>	<b>-17.7%</b>	<b>29,192</b>	<b>(2,865)</b>	<b>-9.8%</b>
Vacant	95,593	95,506	87	0.1%	97,121	(1,528)	-1.6%
Total Available Rooms	121,920	127,490	(5,570)	-4.4%	126,313	(4,393)	-3.5%
<b>Percentage of Occupancy</b>							
Cash	21.6%	25.1%	(3.5)	-13.9%	23.1%	(1.5)	-6.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>21.6%</b>	<b>25.1%</b>	<b>(3.5)</b>	<b>-13.9%</b>	<b>23.1%</b>	<b>(1.5)</b>	<b>-6.5%</b>
Vacant	78.4%	74.9%	3.5	4.7%	76.9%	1.5	2.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,296,137</b>	<b>\$2,551,973</b>	<b>(\$255,836)</b>	<b>-10.0%</b>	<b>\$2,513,143</b>	<b>(\$217,006)</b>	<b>-8.6%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$2,296,137	\$2,551,973	(\$255,836)	-10.0%	\$2,513,143	(\$217,006)	-8.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$87.22</b>	<b>\$79.79</b>	<b>\$7.43</b>	<b>9.3%</b>	<b>\$86.09</b>	<b>\$1.13</b>	<b>1.3%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

## Reno-Sparks Convention and Visitors Authority

### Home Owner Rentals - Year To Date

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	8,662	8,099	563	7.0%	8,136	526	6.5%
Comp	90	11	79	718.2%	11	79	718.2%
28 Day	3,080	2,785	295	10.6%	2,947	133	4.5%
<b>Total Occupied Rooms</b>	<b>11,832</b>	<b>10,895</b>	<b>937</b>	<b>8.6%</b>	<b>11,094</b>	<b>738</b>	<b>6.7%</b>
Vacant	41,166	35,855	5,311	14.8%	35,120	6,046	17.2%
Total Available Rooms	52,998	46,750	6,248	13.4%	46,214	6,784	14.7%
<b>Percentage of Occupancy</b>							
Cash	16.3%	17.3%	(1.0)	-5.8%	17.6%	(1.3)	-7.4%
Comp	0.2%	0.0%	0.2	100.0%	0.0%	0.2	100.0%
28 Day	5.8%	6.0%	(0.2)	-3.3%	0.0%	5.8	100.0%
<b>Total Occupancy Percentage</b>	<b>22.3%</b>	<b>23.3%</b>	<b>(1.0)</b>	<b>-4.3%</b>	<b>0.0%</b>	<b>22.3</b>	<b>100.0%</b>
Vacant	77.7%	76.7%	1.0	1.3%	0.0%	77.7	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>\$2,526,357</b>	<b>\$2,285,562</b>	<b>\$240,795</b>	<b>10.5%</b>	<b>\$2,286,623</b>	<b>\$239,734</b>	<b>10.5%</b>
Comp	\$7,800	\$1,201	\$6,599	549.5%	\$1,201	\$6,599	549.5%
28 Day	\$373,293	\$288,311	\$84,982	29.5%	\$302,610	\$70,683	23.4%
Total Revenue	\$2,907,450	\$2,575,074	\$332,376	12.9%	\$2,590,434	\$317,016	12.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$291.66</b>	<b>\$282.20</b>	<b>\$9.46</b>	<b>3.4%</b>	<b>\$281.05</b>	<b>\$10.61</b>	<b>3.8%</b>
Comp	\$86.67	\$109.18	(\$22.51)	-20.6%	\$109.18	(\$22.51)	-20.6%
28 Day	\$121.20	\$103.52	\$17.68	17.1%	\$102.68	\$18.52	18.0%

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

Current Month Actual April 2020	Last Year Actual April 2019			Tax District	Year To Date Actual July 2019 - April 2020	Last Year - Year To Date Actual July 2018 - April 2019		
	Amount	Increase (Decrease) Amount % Percent				Amount	Increase (Decrease) Amount % Percent	
\$2,044,533	\$15,678,004	(\$13,633,471)	-87.0%	Reno B	\$139,843,289	\$151,994,197	(\$12,150,908)	-8.0%
\$322,242	\$9,394,831	(\$9,072,588)	-96.6%	Reno D	\$67,060,935	\$88,225,717	(\$21,164,783)	-24.0%
\$72,767	\$732,095	(\$659,328)	-90.1%	Reno E	\$6,151,217	\$6,554,639	(\$403,422)	-6.2%
<b>\$2,439,541</b>	<b>\$25,804,930</b>	<b>(\$23,365,387)</b>	<b>-90.5%</b>	<b>Total Reno</b>	<b>\$213,055,440</b>	<b>\$246,774,553</b>	<b>(\$33,719,113)</b>	<b>-13.7%</b>
\$16,909	\$30,156	(\$13,246)	-43.9%	Washoe A	\$420,192	\$362,199	\$57,993	16.0%
\$26,188	\$2,216,115	(\$2,189,927)	-98.8%	Washoe B	\$40,002,826	\$42,897,494	(\$2,894,668)	-6.7%
<b>\$43,098</b>	<b>\$2,246,271</b>	<b>(\$2,203,173)</b>	<b>-98.1%</b>	<b>Total Washoe Co.</b>	<b>\$40,423,018</b>	<b>\$43,259,694</b>	<b>(\$2,836,676)</b>	<b>-6.6%</b>
<b>\$1,009,577</b>	<b>\$4,175,224</b>	<b>(\$3,165,647)</b>	<b>-75.8%</b>	<b>Sparks</b>	<b>\$37,487,476</b>	<b>\$39,209,270</b>	<b>(\$1,721,794)</b>	<b>-4.4%</b>
<b>\$3,492,216</b>	<b>\$32,226,425</b>	<b>(\$28,734,209)</b>	<b>-89.2%</b>	<b>Total Taxable Revenue</b>	<b>\$290,965,934</b>	<b>\$329,243,516</b>	<b>(\$38,277,582)</b>	<b>-11.6%</b>

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

**Reno-Sparks Convention and Visitors Authority  
Taxable Occupied Rooms by District  
April 2020**

Current Month Actual April 2020	Last Year Actual April 2019			Tax District	Year To Date Actual July 2019 - April 2020	Last Year - Year To Date Actual July 2018 - April 2019		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
30,648	131,916	(101,268)	-76.8%	Reno B	1,230,190	1,366,618	(136,428)	-10.0%
3,183	82,529	(79,346)	-96.1%	Reno D	595,639	806,991	(211,352)	-26.2%
1,003	5,288	(4,285)	-81.0%	Reno E	48,638	52,382	(3,744)	-7.1%
<b>34,834</b>	<b>219,733</b>	<b>(184,899)</b>	<b>-84.1%</b>	<b>Total Reno</b>	<b>1,874,467</b>	<b>2,225,991</b>	<b>(351,524)</b>	<b>-15.8%</b>
851	1,214	(363)	-29.9%	Washoe A	12,805	13,594	(789)	-5.8%
186	11,182	(10,996)	-98.3%	Washoe B	148,673	163,983	(15,310)	-9.3%
<b>1,037</b>	<b>12,396</b>	<b>(11,359)</b>	<b>-91.6%</b>	<b>Total Washoe Co.</b>	<b>161,478</b>	<b>177,577</b>	<b>(16,099)</b>	<b>-9.1%</b>
<b>14,053</b>	<b>43,384</b>	<b>(29,331)</b>	<b>-67.6%</b>	<b>Sparks</b>	<b>420,529</b>	<b>456,009</b>	<b>(35,480)</b>	<b>-7.8%</b>
<b>49,924</b>	<b>275,513</b>	<b>(225,589)</b>	<b>-81.9%</b>	<b>Total Taxable Rooms</b>	<b>2,456,474</b>	<b>2,859,577</b>	<b>(403,103)</b>	<b>-14.1%</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  
April 2020**

Current Month Actual April 2020	Last Year Actual April 2019			Tax District	Year To Date Actual July 2019 - April 2020	Last Year - Year To Date Actual July 2018 - April 2019		
	Amount	Increase (Decrease)				Amount	Increase (Decrease)	
		Amount	% Percent			Amount	Amount	% Percent
\$66.71	\$118.85	-\$52.14	-43.9%	Reno B	\$113.68	\$111.22	\$2.46	2.2%
\$101.24	\$113.84	-\$12.60	-11.1%	Reno D	\$112.59	\$109.33	\$3.26	3.0%
\$72.55	\$138.44	-\$65.90	-47.6%	Reno E	\$126.47	\$125.13	\$1.34	1.1%
<b>\$70.03</b>	<b>\$117.44</b>	<b>-\$47.40</b>	<b>-40.4%</b>	<b>Total Reno</b>	<b>\$113.66</b>	<b>\$110.86</b>	<b>\$2.80</b>	<b>2.5%</b>
\$19.87	\$24.84	-\$4.97	-20.0%	Washoe A	\$32.81	\$26.64	\$6.17	23.2%
\$140.80	\$198.19	-\$57.39	-29.0%	Washoe B	\$269.07	\$261.60	\$7.47	2.9%
<b>\$41.56</b>	<b>\$181.21</b>	<b>-\$139.65</b>	<b>-77.1%</b>	<b>Total Washoe Co.</b>	<b>\$251.64</b>	<b>\$243.61</b>	<b>\$8.03</b>	<b>3.3%</b>
<b>\$71.84</b>	<b>\$96.24</b>	<b>-\$24.40</b>	<b>-25.4%</b>	<b>Sparks</b>	<b>\$89.14</b>	<b>\$85.98</b>	<b>\$3.16</b>	<b>3.7%</b>
<b>\$69.95</b>	<b>\$116.97</b>	<b>-\$47.02</b>	<b>-40.2%</b>	<b>Total Average Daily Rate</b>	<b>\$118.45</b>	<b>\$115.14</b>	<b>\$3.31</b>	<b>2.9%</b>

Tax District	Location
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