

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

**May 2020**

## Room Statistics

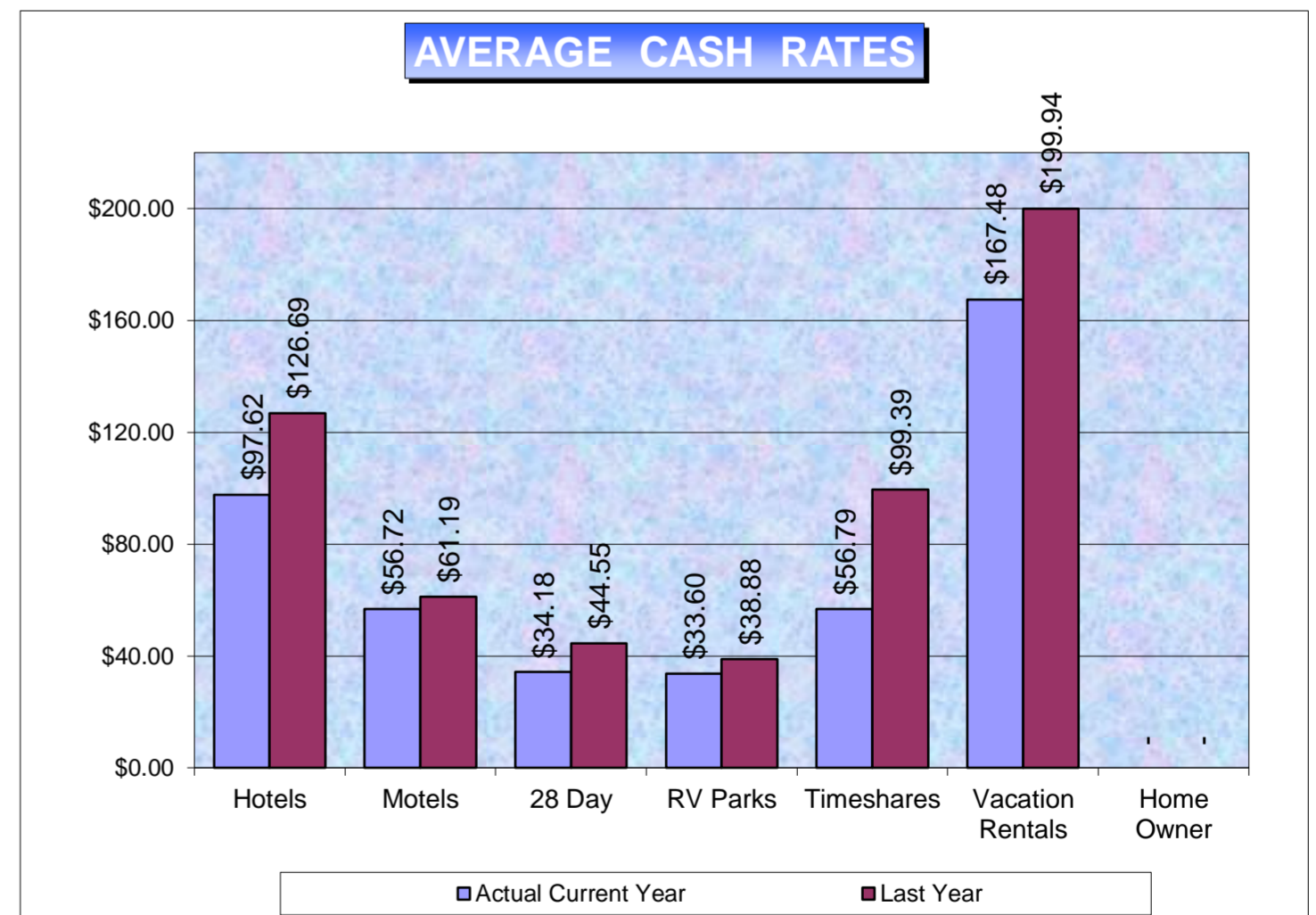
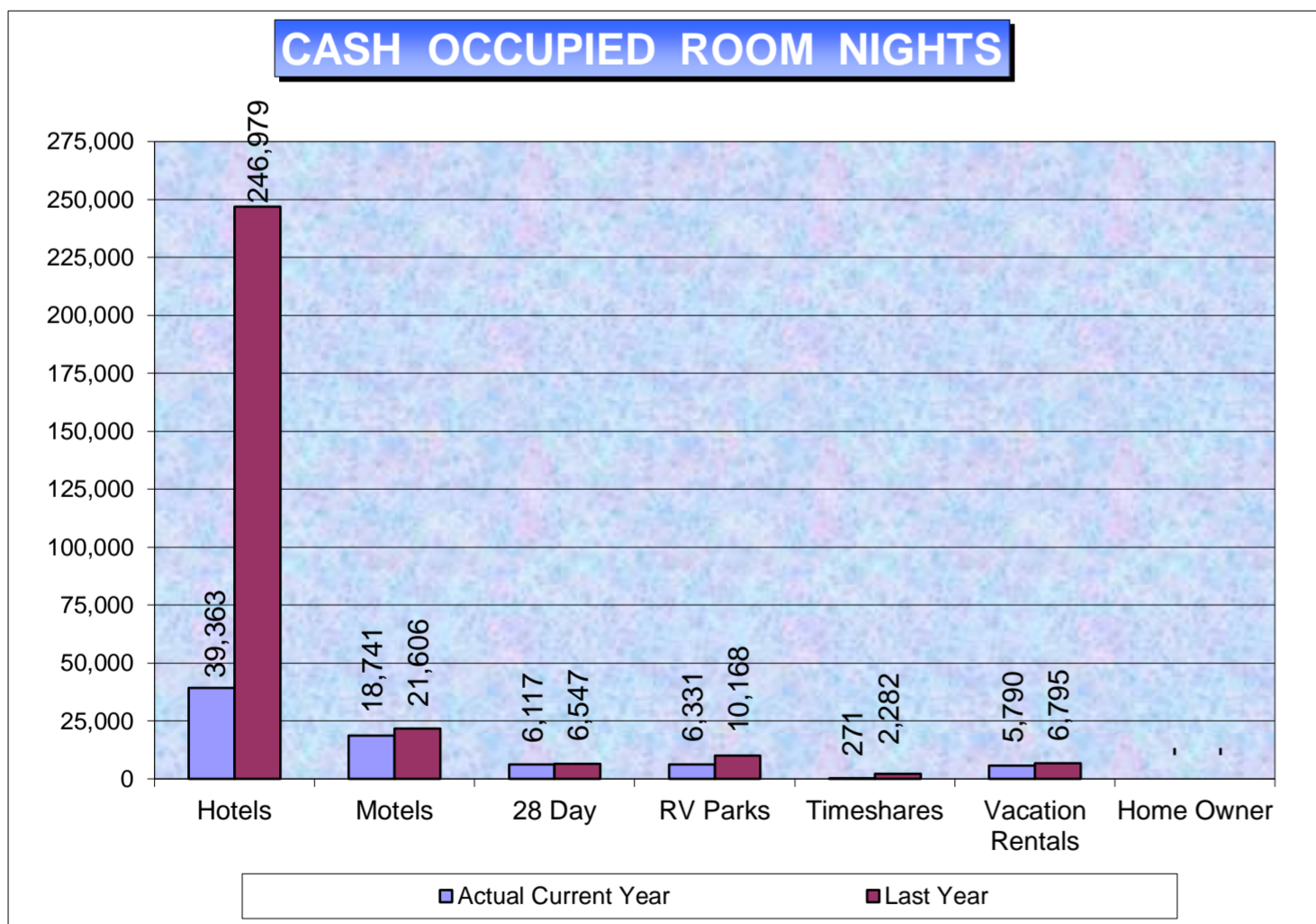
Taxable room revenues for the month of \$6,312,312 are below prior year by \$34,884,475 (-81.9%). Cash occupied room nights of 76,613 are below prior year by 294,377 (-74.0%). Comp occupied room nights of 4 are below prior year by 69,808 (-100.0%), and 28-day occupied room nights of 107,823 are below prior year by 15,158 (-12.3%). Total occupied rooms for the month (Cash,Comp, 28-day) are 184,440 (-62.1%) below the prior year.

Overall, Washoe County occupancy percentages of 58.6% for the month is 13.2% below the 67.5% level of the prior year. There were 406,892 (-56.4%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$82.39 decreased \$36.11 (-30.5%), compared to \$118.50 for the prior year.

Year-to-date cash occupied room nights of 2,533,119 are 620,835 (-19.7%) below prior year. Cash average rates year-to-date of \$117.36 are \$1.91 (1.7%) above the prior year. Year-to-date, total taxable room revenues of \$297,289,907 are \$66,838,085 (-18.4%) below prior year.

May 2020						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	108,950	39,363	\$97.62	\$126.69	(\$29.07)	-22.9%
Motels	37,556	18,741	\$56.72	\$61.19	(\$4.47)	-7.3%
28 Day	85,686	6,117	\$34.18	\$44.55	(\$10.37)	-23.3%
RV Parks	45,074	6,331	\$33.60	\$38.88	(\$5.28)	-13.6%
Timeshares	12,379	271	\$56.79	\$99.39	(\$42.60)	-42.9%
Vacation Rentals	25,041	5,790	\$167.48	\$199.94	(\$32.46)	-16.2%
Home Owner	-	-	\$0.00	\$0.00	-	0.0%
<b>Totals</b>	<b>314,686</b>	<b>76,613</b>	<b>\$82.39</b>	<b>\$118.50</b>	<b>(\$36.11)</b>	<b>-30.5%</b>



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

May 2020

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$6,312,312</b>	<b>\$36,099,545</b>	<b>(\$29,787,233)</b>	<b>-82.5%</b>	<b>\$34,884,475</b>	<b>(\$28,572,163)</b>	<b>-81.9%</b>
<b>Occupied Rooms - Cash</b>	<b>76,613</b>	<b>324,618</b>	<b>(248,005)</b>	<b>-76.4%</b>	<b>294,377</b>	<b>(217,764)</b>	<b>-74.0%</b>
<b>Average Rate - Cash</b>	<b>\$82.39</b>	<b>\$111.21</b>	<b>(\$28.82)</b>	<b>-25.9%</b>	<b>\$118.50</b>	<b>(\$36.11)</b>	<b>-30.5%</b>
<b>Occupied Rooms</b>							
Cash	76,613	324,618	(248,005)	-76.4%	294,377	(217,764)	-74.0%
Comp	4	75,199	(75,195)	-100.0%	69,808	(69,804)	-100.0%
28 Day	107,823	119,753	(11,930)	-10.0%	122,981	(15,158)	-12.3%
<b>Total Occupied Rooms</b>	<b>184,440</b>	<b>519,570</b>	<b>(335,130)</b>	<b>-64.5%</b>	<b>487,166</b>	<b>(302,726)</b>	<b>-62.1%</b>
<b>Percentage of Occupancy</b>							
Cash	24.3%	44.8%	(20.5)	-45.8%	40.8%	(16.5)	-40.4%
Comp	0.0%	10.4%	(10.4)	-100.0%	9.7%	(9.7)	-100.0%
28 Day	34.3%	16.5%	17.8	107.9%	17.0%	17.3	101.8%
<b>Total Percentage of Occupancy</b>	<b>58.6%</b>	<b>71.7%</b>	<b>(13.1)</b>	<b>-18.3%</b>	<b>67.5%</b>	<b>(8.9)</b>	<b>-13.2%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	39,363	275,093	(235,730)	-85.7%	246,979	(207,616)	-84.1%
Motels	18,741	25,200	(6,459)	-25.6%	21,606	(2,865)	-13.3%
28 Day Motels	6,117	6,155	(38)	-0.6%	6,547	(430)	-6.6%
R.V. Parks	6,331	8,729	(2,398)	-27.5%	10,168	(3,837)	-37.7%
Vacation Rentals	5,790	5,120	670	13.1%	6,795	(1,005)	-14.8%
Timehares	271	4,321	(4,050)	-93.7%	2,282	(2,011)	-88.1%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied - Cash</b>	<b>76,613</b>	<b>324,618</b>	<b>(248,005)</b>	<b>-76.4%</b>	<b>294,377</b>	<b>(217,764)</b>	<b>-74.0%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	36.1%	55.1%	(19.0)	-34.5%	49.9%	(13.8)	-27.7%
Motels	49.9%	55.4%	(5.5)	-9.9%	51.8%	(1.9)	-3.7%
28 Day Motels	7.1%	6.6%	0.5	7.6%	6.9%	0.2	2.9%
R.V. Parks	14.0%	16.3%	(2.3)	-14.1%	20.3%	(6.3)	-31.0%
Vacation Rentals	23.1%	25.7%	(2.6)	-10.1%	24.2%	(1.1)	-4.5%
Timeshares	2.2%	33.3%	(31.1)	-93.4%	18.5%	(16.3)	-88.1%
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>24.3%</b>	<b>44.8%</b>	<b>(20.5)</b>	<b>-45.8%</b>	<b>40.8%</b>	<b>(16.5)</b>	<b>-40.4%</b>
<b>Average Rates - Cash</b>							
Hotels	\$97.62	\$119.31	(\$21.69)	-18.2%	\$126.69	(\$29.07)	-22.9%
Motels	\$56.72	\$54.42	\$2.30	4.2%	\$61.19	(\$4.47)	-7.3%
28 Day Motels	\$34.18	\$44.29	(\$10.11)	-22.8%	\$44.55	(\$10.37)	-23.3%
R.V. Parks	\$33.60	\$40.39	(\$6.79)	-16.8%	\$38.88	(\$5.28)	-13.6%
Vacation Rentals	\$167.48	\$205.90	(\$38.42)	-18.7%	\$199.94	(\$32.46)	-16.2%
Timeshares	\$56.79	\$52.64	\$4.15	7.9%	\$99.39	(\$42.60)	-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>\$82.39</b>	<b>\$111.21</b>	<b>(\$28.82)</b>	<b>-25.9%</b>	<b>\$118.50</b>	<b>(\$36.11)</b>	<b>-30.5%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**May 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	76,613	324,618	(248,005)	-76.4%	294,377	(217,764)	-74.0%
Comp	4	75,199	(75,195)	-100.0%	69,808	(69,804)	-100.0%
28 Day	107,823	119,753	(11,930)	-10.0%	122,981	(15,158)	-12.3%
<b>Total Occupied Rooms</b>	<b>184,440</b>	<b>519,570</b>	<b>(335,130)</b>	<b>-64.5%</b>	<b>487,166</b>	<b>(302,726)</b>	<b>-62.1%</b>
Vacant	130,246	205,108	(74,862)	-36.5%	234,412	(104,166)	-44.4%
Total Available Rooms	314,686	724,678	(409,992)	-56.6%	721,578	(406,892)	-56.4%
<b>Percentage of Occupancy</b>							
Cash	24.3%	44.8%	(20.5)	-45.8%	40.8%	(16.5)	-40.4%
Comp	0.0%	10.4%	(10.4)	-100.0%	9.7%	(9.7)	-100.0%
28 Day	34.3%	16.5%	17.8	107.9%	17.0%	17.3	101.8%
<b>Total Occupancy Percentage</b>	<b>58.6%</b>	<b>71.7%</b>	<b>(13.1)</b>	<b>-18.3%</b>	<b>67.5%</b>	<b>(8.9)</b>	<b>-13.2%</b>
Vacant	41.4%	28.3%	13.1	46.3%	32.5%	8.9	27.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$6,312,312</b>	<b>\$36,099,545</b>	<b>(\$29,787,233)</b>	<b>-82.5%</b>	<b>\$34,884,475</b>	<b>(\$28,572,163)</b>	<b>-81.9%</b>
Comp	\$197	\$6,611,644	(\$6,611,447)	-100.0%	\$8,572,611	(\$8,572,414)	-100.0%
28 Day	\$3,188,569	\$3,680,752	(\$492,183)	-13.4%	\$3,872,934	(\$684,365)	-17.7%
Total Revenue	\$9,501,078	\$46,391,941	(\$36,890,863)	-79.5%	\$47,330,020	(\$37,828,942)	-79.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$82.39</b>	<b>\$111.21</b>	<b>(\$28.82)</b>	<b>-25.9%</b>	<b>\$118.50</b>	<b>(\$36.11)</b>	<b>-30.5%</b>
Comp	\$49.25	\$87.92	(\$38.67)	-44.0%	\$122.80	(\$73.55)	-59.9%
28 Day	\$29.57	\$30.74	(\$1.17)	-3.8%	\$31.49	(\$1.92)	-6.1%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics

May 2020

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	39,363	275,093	(235,730)	-85.7%	246,979	(207,616)	-84.1%
Comp	4	74,835	(74,831)	-100.0%	69,534	(69,530)	-100.0%
28 Day	5,332	10,029	(4,697)	-46.8%	11,765	(6,433)	-54.7%
<b>Total Occupied Rooms</b>	<b>44,699</b>	<b>359,957</b>	<b>(315,258)</b>	<b>-87.6%</b>	<b>328,278</b>	<b>(283,579)</b>	<b>-86.4%</b>
Vacant	64,251	139,289	(75,038)	-53.9%	166,972	(102,721)	-61.5%
Total Available Rooms	108,950	499,246	(390,296)	-78.2%	495,250	(386,300)	-78.0%
<b>Percentage of Occupancy</b>							
Cash	36.1%	55.1%	(19.0)	-34.5%	49.9%	(13.8)	-27.7%
Comp	0.0%	15.0%	(15.0)	-100.0%	14.0%	(14.0)	-100.0%
28 Day	4.9%	2.0%	2.9	145.0%	2.4%	2.5	104.2%
<b>Total Occupancy Percentage</b>	<b>41.0%</b>	<b>72.1%</b>	<b>(31.1)</b>	<b>-43.1%</b>	<b>66.3%</b>	<b>(25.3)</b>	<b>-38.2%</b>
Vacant	59.0%	27.9%	31.1	111.5%	33.7%	25.3	75.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$3,842,429</b>	<b>\$32,821,340</b>	<b>(\$28,978,911)</b>	<b>-88.3%</b>	<b>\$31,290,026</b>	<b>(\$27,447,597)</b>	<b>-87.7%</b>
Comp	\$197	\$6,597,254	(\$6,597,057)	-100.0%	\$8,560,268	(\$8,560,071)	-100.0%
28 Day	\$312,856	\$917,320	(\$604,464)	-65.9%	\$820,931	(\$508,075)	-61.9%
Total Revenue	\$4,155,482	\$40,335,914	(\$36,180,432)	-89.7%	\$40,671,225	(\$36,515,743)	-89.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$97.62</b>	<b>\$119.31</b>	<b>(\$21.69)</b>	<b>-18.2%</b>	<b>\$126.69</b>	<b>(\$29.07)</b>	<b>-22.9%</b>
Comp	\$49.25	\$88.16	(\$38.91)	-44.1%	\$123.11	(\$73.86)	-60.0%
28 Day	\$58.68	\$91.47	(\$32.79)	-35.8%	\$69.78	(\$11.10)	-15.9%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

**May 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	18,741	25,200	(6,459)	-25.6%	21,606	(2,865)	-13.3%
Comp	-	85	(85)	-100.0%	97	(97)	-100.0%
28 Day	3,839	3,856	(17)	-0.4%	3,654	185	5.1%
<b>Total Occupied Rooms</b>	<b>22,580</b>	<b>29,141</b>	<b>(6,561)</b>	<b>-22.5%</b>	<b>25,357</b>	<b>(2,777)</b>	<b>-11.0%</b>
Vacant	14,976	16,367	(1,391)	-8.5%	16,317	(1,341)	-8.2%
Total Available Rooms	37,556	45,508	(7,952)	-17.5%	41,674	(4,118)	-9.9%
<b>Percentage of Occupancy</b>							
Cash	49.9%	55.4%	(5.5)	-9.9%	51.8%	(1.9)	-3.7%
Comp	0.0%	0.2%	(0.2)	-100.0%	0.2%	(0.2)	-100.0%
28 Day	10.2%	8.5%	1.7	20.0%	8.8%	1.4	15.9%
<b>Total Occupancy Percentage</b>	<b>60.1%</b>	<b>64.0%</b>	<b>(3.9)</b>	<b>-6.1%</b>	<b>60.8%</b>	<b>(0.7)</b>	<b>-1.2%</b>
Vacant	39.9%	36.0%	3.9	10.8%	39.2%	0.7	1.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,062,993</b>	<b>\$1,371,360</b>	<b>(\$308,367)</b>	<b>-22.5%</b>	<b>\$1,322,050</b>	<b>(\$259,057)</b>	<b>-19.6%</b>
Comp	\$0	\$2,810	(\$2,810)	-100.0%	\$4,670	(\$4,670)	-100.0%
28 Day	\$167,720	\$158,871	\$8,849	5.6%	\$166,866	\$854	0.5%
Total Revenue	\$1,230,713	\$1,533,041	(\$302,328)	-19.7%	\$1,493,586	(\$262,873)	-17.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$56.72</b>	<b>\$54.42</b>	<b>\$2.30</b>	<b>4.2%</b>	<b>\$61.19</b>	<b>(\$4.47)</b>	<b>-7.3%</b>
Comp	\$0.00	\$33.06	(\$33.06)	-100.0%	\$48.14	(\$48.14)	-100.0%
28 Day	\$43.69	\$41.20	\$2.49	6.0%	\$45.67	(\$1.98)	-4.3%

## Reno-Sparks Convention and Visitors Authority

### 28 Day Motel Statistics

May 2020

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
<b>Occupied Rooms</b>								
Cash	6,117	6,155	(38)	-0.6%	6,547	(430)	-6.6%	
Comp	-	30	(30)	-100.0%	-	-	0.0%	
28 Day	62,805	64,337	(1,532)	-2.4%	70,897	(8,092)	-11.4%	
<b>Total Occupied Rooms</b>	<b>68,922</b>	<b>70,522</b>	<b>(1,600)</b>	<b>-2.3%</b>	<b>77,444</b>	<b>(8,522)</b>	<b>-11.0%</b>	
Vacant	16,764	23,067	(6,303)	-27.3%	16,791	(27)	-0.2%	
Total Available Rooms	85,686	93,589	(7,903)	-8.4%	94,235	(8,549)	-9.1%	
<b>Percentage of Occupancy</b>								
Cash	7.1%	6.6%	0.5	7.6%	6.9%	0.2	2.9%	
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%	
28 Day	73.3%	68.7%	4.6	6.7%	75.2%	(1.9)	-2.5%	
<b>Total Occupancy Percentage</b>	<b>80.4%</b>	<b>75.4%</b>	<b>5.0</b>	<b>6.6%</b>	<b>82.2%</b>	<b>(1.8)</b>	<b>-2.2%</b>	
Vacant	19.6%	24.6%	(5.0)	-20.3%	17.8%	1.8	10.1%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
<b>Revenue</b>								
<b>Cash - Taxable</b>	<b>\$209,066</b>	<b>\$272,585</b>	<b>(\$63,519)</b>	<b>-23.3%</b>	<b>\$291,669</b>	<b>(\$82,603)</b>	<b>-28.3%</b>	
Comp	\$0	\$500	(\$500)	-100.0%	\$0	\$0	0.0%	
28 Day	\$1,475,939	\$1,380,711	\$95,228	6.9%	\$1,770,969	(\$295,030)	-16.7%	
Total Revenue	\$1,685,005	\$1,653,796	\$31,209	1.9%	\$2,062,638	(\$377,633)	-18.3%	
<b>Average Rates</b>								
<b>Cash</b>	<b>\$34.18</b>	<b>\$44.29</b>	<b>(\$10.11)</b>	<b>-22.8%</b>	<b>\$44.55</b>	<b>(\$10.37)</b>	<b>-23.3%</b>	
Comp	\$0.00	\$16.67	(\$16.67)	-100.0%	\$0.00	\$0.00	0.0%	
28 Day	\$23.50	\$21.46	\$2.04	9.5%	\$24.98	(\$1.48)	-5.9%	

## Reno-Sparks Convention and Visitors Authority

### RV Park Statistics

**May 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,331	8,729	(2,398)	-27.5%	10,168	(3,837)	-37.7%
Comp	-	249	(249)	-100.0%	177	(177)	-100.0%
28 Day	25,796	33,061	(7,265)	-22.0%	28,195	(2,399)	-8.5%
<b>Total Occupied Rooms</b>	<b>32,127</b>	<b>42,039</b>	<b>(9,912)</b>	<b>-23.6%</b>	<b>38,540</b>	<b>(6,413)</b>	<b>-16.6%</b>
Vacant	12,947	11,436	1,511	13.2%	11,494	1,453	12.6%
Total Available Rooms	45,074	53,475	(8,401)	-15.7%	50,034	(4,960)	-9.9%
<b>Percentage of Occupancy</b>							
Cash	14.0%	16.3%	(2.3)	-14.1%	20.3%	(6.3)	-31.0%
Comp	0.0%	0.5%	(0.5)	-100.0%	0.4%	(0.4)	-100.0%
28 Day	57.2%	61.8%	(4.6)	-7.4%	56.4%	0.8	1.4%
<b>Total Occupancy Percentage</b>	<b>71.3%</b>	<b>78.6%</b>	<b>(7.3)</b>	<b>-9.3%</b>	<b>77.0%</b>	<b>(5.7)</b>	<b>-7.4%</b>
Vacant	28.7%	21.4%	7.3	34.1%	23.0%	5.7	24.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$212,726</b>	<b>\$352,590</b>	<b>(\$139,864)</b>	<b>-39.7%</b>	<b>\$395,340</b>	<b>(\$182,614)</b>	<b>-46.2%</b>
Comp	\$0	\$11,080	(\$11,080)	-100.0%	\$7,673	(\$7,673)	-100.0%
28 Day	\$462,423	\$548,145	(\$85,722)	-15.6%	\$504,658	(\$42,235)	-8.4%
Total Revenue	\$675,149	\$911,815	(\$236,666)	-26.0%	\$907,671	(\$232,522)	-25.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$33.60</b>	<b>\$40.39</b>	<b>(\$6.79)</b>	<b>-16.8%</b>	<b>\$38.88</b>	<b>(\$5.28)</b>	<b>-13.6%</b>
Comp	\$0.00	\$44.50	(\$44.50)	-100.0%	\$43.35	(\$43.35)	-100.0%
28 Day	\$17.93	\$16.58	\$1.35	8.1%	\$17.90	\$0.03	0.2%

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**May 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	5,790	5,120	670	13.1%	6,795	(1,005)	-14.8%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	10,051	8,470	1,581	18.7%	8,470	1,581	18.7%
<b>Total Occupied Rooms</b>	<b>15,841</b>	<b>13,590</b>	<b>2,251</b>	<b>16.6%</b>	<b>15,265</b>	<b>576</b>	<b>3.8%</b>
Vacant	9,200	6,312	2,888	45.8%	12,811	(3,611)	-28.2%
Total Available Rooms	25,041	19,902	5,139	25.8%	28,076	(3,035)	-10.8%
<b>Percentage of Occupancy</b>							
Cash	23.1%	25.7%	(2.6)	-10.1%	24.2%	(1.1)	-4.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	40.1%	42.6%	(2.5)	-5.9%	30.2%	9.9	32.8%
<b>Total Occupancy Percentage</b>	<b>63.3%</b>	<b>68.3%</b>	<b>(5.0)</b>	<b>-7.3%</b>	<b>54.4%</b>	<b>8.9</b>	<b>16.4%</b>
Vacant	36.7%	31.7%	5.0	15.8%	45.6%	(8.9)	-19.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$969,707</b>	<b>\$1,054,191</b>	<b>(\$84,484)</b>	<b>-8.0%</b>	<b>\$1,358,571</b>	<b>(\$388,864)</b>	<b>-28.6%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$769,631	\$675,705	\$93,926	13.9%	\$609,510	\$160,121	26.3%
Total Revenue	\$1,739,338	\$1,729,896	\$9,442	0.5%	\$1,968,081	(\$228,743)	-11.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$167.48</b>	<b>\$205.90</b>	<b>(\$38.42)</b>	<b>-18.7%</b>	<b>\$199.94</b>	<b>(\$32.46)</b>	<b>-16.2%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$76.57	\$79.78	(\$3.21)	-4.0%	\$71.96	\$4.61	6.4%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**May 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	271	4,321	(4,050)	-93.7%	2,282	(2,011)	-88.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>271</b>	<b>4,321</b>	<b>(4,050)</b>	<b>-93.7%</b>	<b>2,282</b>	<b>(2,011)</b>	<b>-88.1%</b>
Vacant	12,108	8,637	3,471	40.2%	10,027	2,081	20.8%
Total Available Rooms	12,379	12,958	(579)	-4.5%	12,309	70	0.6%
<b>Percentage of Occupancy</b>							
Cash	2.2%	33.3%	(31.1)	-93.4%	18.5%	(16.3)	-88.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>2.2%</b>	<b>33.3%</b>	<b>(31.1)</b>	<b>-93.4%</b>	<b>18.5%</b>	<b>(16.3)</b>	<b>-88.1%</b>
Vacant	97.8%	66.7%	31.1	46.6%	81.5%	16.3	20.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$15,391</b>	<b>\$227,479</b>	<b>(\$212,088)</b>	<b>-93.2%</b>	<b>\$226,819</b>	<b>(\$211,428)</b>	<b>-93.2%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$15,391	\$227,479	(\$212,088)	-93.2%	\$226,819	(\$211,428)	-93.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$56.79</b>	<b>\$52.64</b>	<b>\$4.15</b>	<b>7.9%</b>	<b>\$99.39</b>	<b>(\$42.60)</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**

**May 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

**May 2020**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$297,289,907</b>	<b>\$375,120,954</b>	<b>(\$77,831,047)</b>	<b>-20.7%</b>	<b>\$364,127,992</b>	<b>(\$66,838,085)</b>	<b>-18.4%</b>
<b>Occupied Rooms - Cash</b>	<b>2,533,119</b>	<b>3,249,588</b>	<b>(716,469)</b>	<b>-22.0%</b>	<b>3,153,954</b>	<b>(620,835)</b>	<b>-19.7%</b>
<b>Average Rate - Cash</b>	<b>\$117.36</b>	<b>\$115.44</b>	<b>\$1.92</b>	<b>1.7%</b>	<b>\$115.45</b>	<b>\$1.91</b>	<b>1.7%</b>
<b>Occupied Rooms</b>							
Cash	2,533,119	3,249,588	(716,469)	-22.0%	3,153,954	(620,835)	-19.7%
Comp	641,505	789,878	(148,373)	-18.8%	778,601	(137,096)	-17.6%
28 Day	1,227,688	1,256,099	(28,411)	-2.3%	1,365,029	(137,341)	-10.1%
<b>Total Occupied Rooms</b>	<b>4,402,312</b>	<b>5,295,565</b>	<b>(893,253)</b>	<b>-16.9%</b>	<b>5,297,584</b>	<b>(895,272)</b>	<b>-16.9%</b>
<b>Percentage of Occupancy</b>							
Cash	37.4%	41.0%	(3.6)	-8.8%	40.1%	(2.7)	-6.7%
Comp	9.5%	10.0%	(0.5)	-5.0%	9.9%	(0.4)	-4.0%
28 Day	18.1%	15.8%	2.3	14.6%	17.4%	0.7	4.0%
<b>Total Percentage of Occupancy</b>	<b>65.0%</b>	<b>66.7%</b>	<b>(1.7)</b>	<b>-2.5%</b>	<b>67.4%</b>	<b>(2.4)</b>	<b>-3.6%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	2,064,301	2,750,965	(686,664)	-25.0%	2,656,619	(592,318)	-22.3%
Motels	219,646	238,071	(18,425)	-7.7%	234,083	(14,437)	-6.2%
28 Day Motels	66,269	68,236	(1,967)	-2.9%	71,823	(5,554)	-7.7%
R.V. Parks	71,353	76,173	(4,820)	-6.3%	78,424	(7,071)	-9.0%
Vacation Rentals	76,258	71,739	4,519	6.3%	73,395	2,863	3.9%
Timeshares	26,598	36,305	(9,707)	-26.7%	31,474	(4,876)	-15.5%
Home Owner Rentals	8,694	8,099	595	7.3%	8,136	558	6.9%
<b>Total Occupied - Cash</b>	<b>2,533,119</b>	<b>3,249,588</b>	<b>(716,469)</b>	<b>-22.0%</b>	<b>3,153,954</b>	<b>(620,835)</b>	<b>-19.7%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	46.8%	50.4%	(3.6)	-7.1%	49.9%	(3.1)	-6.2%
Motels	49.3%	50.7%	(1.4)	-2.8%	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%	12.9%	1.5	11.6%	13.5%	0.9	6.7%
Vacation Rentals	27.4%	33.3%	(5.9)	-17.7%	26.3%	1.1	4.2%
Timeshares	19.8%	25.8%	(6.0)	-23.3%	22.7%	(2.9)	-12.8%
Home Owner Rentals	16.3%	17.3%	(1.0)	-5.8%	17.6%	(1.3)	-7.4%
<b>Total Occupancy Percentage - Cash</b>	<b>37.4%</b>	<b>41.0%</b>	<b>(3.6)</b>	<b>-8.8%</b>	<b>40.1%</b>	<b>(2.7)</b>	<b>-6.7%</b>
<b>Average Rates - Cash</b>							
Hotels	\$123.99	\$121.05	\$2.94	2.4%	\$120.94	\$3.05	2.5%
Motels	\$60.84	\$60.52	\$0.32	0.5%	\$61.51	(\$0.67)	-1.1%
28 Day Motels	\$42.57	\$40.70	\$1.87	4.6%	\$40.79	\$1.78	4.4%
R.V. Parks	\$38.40	\$40.03	(\$1.63)	-4.1%	\$40.32	(\$1.92)	-4.8%
Vacation Rental	\$230.21	\$234.55	(\$4.34)	-1.9%	\$236.09	(\$5.88)	-2.5%
Timeshares	\$86.91	\$76.56	\$10.35	13.5%	\$87.05	(\$0.14)	-0.2%
Home Owner Rentals	\$291.93	\$282.20	\$9.73	3.4%	\$281.05	\$10.88	3.9%
<b>Total Cash Average Rate</b>	<b>\$117.36</b>	<b>\$115.44</b>	<b>\$1.92</b>	<b>1.7%</b>	<b>\$115.45</b>	<b>\$1.91</b>	<b>1.7%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics - Year To Date**

**May 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,533,119	3,249,588	(716,469)	-22.0%	3,153,954	(620,835)	-19.7%
Comp	641,505	789,878	(148,373)	-18.8%	778,601	(137,096)	-17.6%
28 Day	1,227,688	1,256,099	(28,411)	-2.3%	1,365,029	(137,341)	-10.1%
<b>Total Occupied Rooms</b>	<b>4,402,312</b>	<b>5,295,565</b>	<b>(893,253)</b>	<b>-16.9%</b>	<b>5,297,584</b>	<b>(895,272)</b>	<b>-16.9%</b>
Vacant	2,366,200	2,639,891	(273,691)	-10.4%	2,564,539	(198,339)	-7.7%
Total Available Rooms	6,768,512	7,935,456	(1,166,944)	-14.7%	7,862,123	(1,093,611)	-13.9%
<b>Percentage of Occupancy</b>							
Cash	37.4%	41.0%	(3.6)	-8.8%	40.1%	(2.7)	-6.7%
Comp	9.5%	10.0%	(0.5)	-5.0%	9.9%	(0.4)	-4.0%
28 Day	18.1%	15.8%	2.3	14.6%	17.4%	0.7	4.0%
<b>Total Occupancy Percentage</b>	<b>65.0%</b>	<b>66.7%</b>	<b>(1.7)</b>	<b>-2.5%</b>	<b>67.4%</b>	<b>(2.4)</b>	<b>-3.6%</b>
Vacant	35.0%	33.3%	1.7	5.1%	32.6%	2.4	7.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$297,289,907</b>	<b>\$375,120,954</b>	<b>(\$77,831,047)</b>	<b>-20.7%</b>	<b>\$364,127,992</b>	<b>(\$66,838,085)</b>	<b>-18.4%</b>
Comp	\$72,611,553	\$74,284,812	(\$1,673,259)	-2.3%	\$78,084,645	(\$5,473,092)	-7.0%
28 Day	\$40,030,292	\$39,340,502	\$689,790	1.8%	\$42,127,206	(\$2,096,914)	-5.0%
Total Revenue	\$409,931,752	\$488,746,268	(\$78,814,516)	-16.1%	\$484,339,843	(\$74,408,091)	-15.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$117.36</b>	<b>\$115.44</b>	<b>\$1.92</b>	<b>1.7%</b>	<b>\$115.45</b>	<b>\$1.91</b>	<b>1.7%</b>
Comp	\$113.19	\$94.05	\$19.14	20.4%	\$100.29	\$12.90	12.9%
28 Day	\$32.61	\$31.32	\$1.29	4.1%	\$30.86	\$1.75	5.7%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics - Year To Date

**May 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,064,301	2,750,965	(686,664)	-25.0%	2,656,619	(592,318)	-22.3%
Comp	638,840	786,960	(148,120)	-18.8%	775,532	(136,692)	-17.6%
28 Day	111,268	114,745	(3,477)	-3.0%	123,299	(12,031)	-9.8%
<b>Total Occupied Rooms</b>	<b>2,814,409</b>	<b>3,652,670</b>	<b>(838,261)</b>	<b>-22.9%</b>	<b>3,555,450</b>	<b>(741,041)</b>	<b>-20.8%</b>
Vacant	1,599,565	1,803,676	(204,111)	-11.3%	1,771,268	(171,703)	-9.7%
Total Available Rooms	4,413,974	5,456,346	(1,042,372)	-19.1%	5,326,718	(912,744)	-17.1%
<b>Percentage of Occupancy</b>							
Cash	46.8%	50.4%	(3.6)	-7.1%	49.9%	(3.1)	-6.2%
Comp	14.5%	14.4%	0.1	0.7%	14.6%	(0.1)	-0.7%
28 Day	2.5%	2.1%	0.4	19.0%	2.3%	0.2	8.7%
<b>Total Occupancy Percentage</b>	<b>63.8%</b>	<b>66.9%</b>	<b>(3.1)</b>	<b>-4.6%</b>	<b>66.7%</b>	<b>(2.9)</b>	<b>-4.3%</b>
Vacant	36.2%	33.1%	3.1	9.4%	33.3%	2.9	8.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$255,960,134</b>	<b>\$332,994,187</b>	<b>(\$77,034,053)</b>	<b>-23.1%</b>	<b>\$321,283,361</b>	<b>(\$65,323,227)</b>	<b>-20.3%</b>
Comp	\$72,487,141	\$74,134,529	(\$1,647,388)	-2.2%	\$77,913,236	(\$5,426,095)	-7.0%
28 Day	\$8,110,345	\$9,745,023	(\$1,634,678)	-16.8%	\$9,506,653	(\$1,396,308)	-14.7%
Total Revenue	\$336,557,620	\$416,873,739	(\$80,316,119)	-19.3%	\$408,703,250	(\$72,145,630)	-17.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$123.99</b>	<b>\$121.05</b>	<b>\$2.94</b>	<b>2.4%</b>	<b>\$120.94</b>	<b>\$3.05</b>	<b>2.5%</b>
Comp	\$113.47	\$94.20	\$19.27	20.5%	\$100.46	\$13.01	13.0%
28 Day	\$72.89	\$84.93	(\$12.04)	-14.2%	\$77.10	(\$4.21)	-5.5%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics - Year To Date

May 2020

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	219,646	238,071	(18,425)	-7.7%	234,083	(14,437)	-6.2%
Comp	445	893	(448)	-50.2%	1,072	(627)	-58.5%
28 Day	40,658	39,458	1,200	3.0%	38,220	2,438	6.4%
<b>Total Occupied Rooms</b>	<b>260,749</b>	<b>278,422</b>	<b>(17,673)</b>	<b>-6.3%</b>	<b>273,375</b>	<b>(12,626)</b>	<b>-4.6%</b>
Vacant	184,391	190,714	(6,323)	-3.3%	176,109	8,282	4.7%
Total Available Rooms	445,140	469,136	(23,996)	-5.1%	449,484	(4,344)	-1.0%
<b>Percentage of Occupancy</b>							
Cash	49.3%	50.7%	(1.4)	-2.8%	52.1%	(2.8)	-5.4%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.2%	(0.1)	-50.0%
28 Day	9.1%	8.4%	0.7	8.3%	8.5%	0.6	7.1%
<b>Total Occupancy Percentage</b>	<b>58.6%</b>	<b>59.3%</b>	<b>(0.7)</b>	<b>-1.2%</b>	<b>60.8%</b>	<b>(2.2)</b>	<b>-3.6%</b>
Vacant	41.4%	40.7%	0.7	1.7%	39.2%	2.2	5.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$13,364,064</b>	<b>\$14,408,419</b>	<b>(\$1,044,355)</b>	<b>-7.2%</b>	<b>\$14,398,445</b>	<b>(\$1,034,381)</b>	<b>-7.2%</b>
Comp	\$46,760	\$68,238	(\$21,478)	-31.5%	\$91,859	(\$45,099)	-49.1%
28 Day	\$1,750,062	\$1,601,156	\$148,906	9.3%	\$1,615,621	\$134,441	8.3%
Total Revenue	\$15,160,886	\$16,077,813	(\$916,927)	-5.7%	\$16,105,925	(\$945,039)	-5.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$60.84</b>	<b>\$60.52</b>	<b>\$0.32</b>	<b>0.5%</b>	<b>\$61.51</b>	<b>(\$0.67)</b>	<b>-1.1%</b>
Comp	\$105.08	\$76.41	\$28.67	37.5%	\$85.69	\$19.39	22.6%
28 Day	\$43.04	\$40.58	\$2.46	6.1%	\$42.27	\$0.77	1.8%

**Reno-Sparks Convention and Visitors Authority**

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

**May 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	66,269	68,236	(1,967)	-2.9%	71,823	(5,554)	-7.7%
Comp	663	180	483	268.3%	150	513	342.0%
28 Day	706,489	658,955	47,534	7.2%	767,003	(60,514)	-7.9%
<b>Total Occupied Rooms</b>	<b>773,421</b>	<b>727,371</b>	<b>46,050</b>	<b>6.3%</b>	<b>838,976</b>	<b>(65,555)</b>	<b>-7.8%</b>
Vacant	174,587	287,013	(112,426)	-39.2%	201,826	(27,239)	-13.5%
Total Available Rooms	948,008	1,014,384	(66,376)	-6.5%	1,040,802	(92,794)	-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	74.5%	65.0%	9.5	14.6%	73.7%	0.8	1.1%
<b>Total Occupancy Percentage</b>	<b>81.6%</b>	<b>71.7%</b>	<b>9.9</b>	<b>13.8%</b>	<b>80.6%</b>	<b>1.0</b>	<b>1.2%</b>
Vacant	18.4%	28.3%	(9.9)	-35.0%	19.4%	(1.0)	-5.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,820,821</b>	<b>\$2,777,384</b>	<b>\$43,437</b>	<b>1.6%</b>	<b>\$2,929,542</b>	<b>(\$108,721)</b>	<b>-3.7%</b>
Comp	\$19,907	\$3,500	\$16,407	468.8%	\$2,500	\$17,407	696.3%
28 Day	\$17,516,984	\$15,186,957	\$2,330,027	15.3%	\$18,224,606	(\$707,622)	-3.9%
Total Revenue	\$20,357,712	\$17,967,841	\$2,389,871	13.3%	\$21,156,648	(\$798,936)	-3.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$42.57</b>	<b>\$40.70</b>	<b>\$1.87</b>	<b>4.6%</b>	<b>\$40.79</b>	<b>\$1.78</b>	<b>4.4%</b>
Comp	\$30.03	\$19.44	\$10.59	54.5%	\$16.67	\$13.36	80.1%
28 Day	\$24.79	\$23.05	\$1.74	7.5%	\$23.76	\$1.03	4.3%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**May 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	71,353	76,173	(4,820)	-6.3%	78,424	(7,071)	-9.0%
Comp	1,467	1,834	(367)	-20.0%	1,836	(369)	-20.1%
28 Day	274,675	348,661	(73,986)	-21.2%	342,305	(67,630)	-19.8%
<b>Total Occupied Rooms</b>	<b>347,495</b>	<b>426,668</b>	<b>(79,173)</b>	<b>-18.6%</b>	<b>422,565</b>	<b>(75,070)</b>	<b>-17.8%</b>
Vacant	147,954	166,012	(18,058)	-10.9%	158,298	(10,344)	-6.5%
Total Available Rooms	495,449	592,680	(97,231)	-16.4%	580,863	(85,414)	-14.7%
<b>Percentage of Occupancy</b>							
Cash	14.4%	12.9%	1.5	11.6%	13.5%	0.9	6.7%
Comp	0.3%	0.3%	-	0.0%	0.3%	-	0.0%
28 Day	55.4%	58.8%	(3.4)	-5.8%	58.9%	(3.5)	-5.9%
<b>Total Occupancy Percentage</b>	<b>70.1%</b>	<b>72.0%</b>	<b>(1.9)</b>	<b>-2.6%</b>	<b>72.7%</b>	<b>(2.6)</b>	<b>-3.6%</b>
Vacant	29.9%	28.0%	1.9	6.8%	27.3%	2.6	9.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,739,850</b>	<b>\$3,049,383</b>	<b>(\$309,533)</b>	<b>-10.2%</b>	<b>\$3,161,925</b>	<b>(\$422,075)</b>	<b>-13.3%</b>
Comp	\$49,945	\$77,344	(\$27,399)	-35.4%	\$75,849	(\$25,904)	-34.2%
28 Day	\$5,104,153	\$5,699,893	(\$595,740)	-10.5%	\$5,809,150	(\$704,997)	-12.1%
Total Revenue	\$7,893,948	\$8,826,620	(\$932,672)	-10.6%	\$9,046,924	(\$1,152,976)	-12.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$38.40</b>	<b>\$40.03</b>	<b>(\$1.63)</b>	<b>-4.1%</b>	<b>\$40.32</b>	<b>(\$1.92)</b>	<b>-4.8%</b>
Comp	\$34.05	\$42.17	(\$8.12)	-19.3%	\$41.31	(\$7.26)	-17.6%
28 Day	\$18.58	\$16.35	\$2.23	13.6%	\$16.97	\$1.61	9.5%



## Reno-Sparks Convention and Visitors Authority

### Vacation Rental Statistics - Year To Date

**May 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	76,258	71,739	4,519	6.3%	73,395	2,863	3.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	91,488	91,495	(7)	0.0%	91,255	233	0.3%
<b>Total Occupied Rooms</b>	<b>167,746</b>	<b>163,234</b>	<b>4,512</b>	<b>2.8%</b>	<b>164,650</b>	<b>3,096</b>	<b>1.9%</b>
Vacant	110,716	52,478	58,238	111.0%	114,770	(4,054)	-3.5%
Total Available Rooms	278,462	215,712	62,750	29.1%	279,420	(958)	-0.3%
<b>Percentage of Occupancy</b>							
Cash	27.4%	33.3%	(5.9)	-17.7%	26.3%	1.1	4.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	32.9%	42.4%	(9.5)	-22.4%	32.7%	0.2	0.6%
<b>Total Occupancy Percentage</b>	<b>60.2%</b>	<b>75.7%</b>	<b>(15.5)</b>	<b>-20.5%</b>	<b>58.9%</b>	<b>1.3</b>	<b>2.2%</b>
Vacant	39.8%	24.3%	15.5	63.8%	41.1%	(1.3)	-3.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$17,555,493</b>	<b>\$16,826,567</b>	<b>\$728,926</b>	<b>4.3%</b>	<b>\$17,328,134</b>	<b>\$227,359</b>	<b>1.3%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$7,170,684	\$6,819,162	\$351,522	5.2%	\$6,668,566	\$502,118	7.5%
Total Revenue	\$24,726,177	\$23,645,729	\$1,080,448	4.6%	\$23,996,700	\$729,477	3.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$230.21</b>	<b>\$234.55</b>	<b>(\$4.34)</b>	<b>-1.9%</b>	<b>\$236.09</b>	<b>(\$5.88)</b>	<b>-2.5%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$78.38	\$74.53	\$3.85	5.2%	\$73.08	\$5.30	7.3%

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**May 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	26,598	36,305	(9,707)	-26.7%	31,474	(4,876)	-15.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>26,598</b>	<b>36,305</b>	<b>(9,707)</b>	<b>-26.7%</b>	<b>31,474</b>	<b>(4,876)</b>	<b>-15.5%</b>
Vacant	107,701	104,143	3,558	3.4%	107,148	553	0.5%
Total Available Rooms	134,299	140,448	(6,149)	-4.4%	138,622	(4,323)	-3.1%
<b>Percentage of Occupancy</b>							
Cash	19.8%	25.8%	(6.0)	-23.3%	22.7%	(2.9)	-12.8%
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>19.8%</b>	<b>25.8%</b>	<b>(6.0)</b>	<b>-23.3%</b>	<b>22.7%</b>	<b>(2.9)</b>	<b>-12.8%</b>
Vacant	80.2%	74.2%	6.0	8.1%	77.3%	2.9	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>\$2,311,528</b>	<b>\$2,779,452</b>	<b>(\$467,924)</b>	<b>-16.8%</b>	<b>\$2,739,962</b>	<b>(\$428,434)</b>	<b>-15.6%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$2,311,528	\$2,779,452	(\$467,924)	-16.8%	\$2,739,962	(\$428,434)	-15.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$86.91</b>	<b>\$76.56</b>	<b>\$10.35</b>	<b>13.5%</b>	<b>\$87.05</b>	<b>(\$0.14)</b>	<b>-0.2%</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	8,694	8,099	595	7.3%	8,136	558	6.9%
Comp	90	11	79	718.2%	11	79	718.2%
28 Day	3,110	2,785	325	11.7%	2,947	163	5.5%
<b>Total Occupied Rooms</b>	<b>11,894</b>	<b>10,895</b>	<b>999</b>	<b>9.2%</b>	<b>11,094</b>	<b>800</b>	<b>7.2%</b>
Vacant	41,286	35,855	5,431	15.1%	35,120	6,166	17.6%
Total Available Rooms	53,180	46,750	6,430	13.8%	46,214	6,966	15.1%
<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>22.4%</b>	<b>23.3%</b>	<b>(0.9)</b>	<b>-3.9%</b>	<b>0.0%</b>	<b>22.4</b>	<b>100.0%</b>
Vacant	77.6%	76.7%	0.9	1.2%	0.0%	77.6	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>\$2,538,017</b>	<b>\$2,285,562</b>	<b>\$252,455</b>	<b>11.0%</b>	<b>\$2,286,623</b>	<b>\$251,394</b>	<b>11.0%</b>
Comp	\$7,800	\$1,201	\$6,599	549.5%	\$1,201	\$6,599	549.5%
28 Day	\$378,064	\$288,311	\$89,753	31.1%	\$302,610	\$75,454	24.9%
Total Revenue	\$2,923,881	\$2,575,074	\$348,807	13.5%	\$2,590,434	\$333,447	12.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$291.93</b>	<b>\$282.20</b>	<b>\$9.73</b>	<b>3.4%</b>	<b>\$281.05</b>	<b>\$10.88</b>	<b>3.9%</b>
Comp	\$86.67	\$109.18	(\$22.51)	-20.6%	\$109.18	(\$22.51)	-20.6%
28 Day	\$121.56	\$103.52	\$18.04	17.4%	\$102.68	\$18.88	18.4%

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

Current Month Actual May 2020	Last Year Actual May 2019			Tax District	Year To Date Actual July 2019 - May 2020	Last Year - Year To Date Actual July 2018 - May 2019		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
\$3,027,849	\$18,376,653	(\$15,348,803)	-83.5%	Reno B	\$142,871,139	\$170,370,850	(\$27,499,711)	-16.1%
\$526,446	\$8,767,082	(\$8,240,636)	-94.0%	Reno D	\$67,587,380	\$96,992,799	(\$29,405,419)	-30.3%
\$254,316	\$679,985	(\$425,670)	-62.6%	Reno E	\$6,405,532	\$7,234,624	(\$829,092)	-11.5%
<b>\$3,808,611</b>	<b>\$27,823,720</b>	<b>(\$24,015,108)</b>	<b>-86.3%</b>	<b>Total Reno</b>	<b>\$216,864,051</b>	<b>\$274,598,273</b>	<b>(\$57,734,222)</b>	<b>-21.0%</b>
\$35,508	\$51,672	(\$16,164)	-31.3%	Washoe A	\$455,700	\$413,872	\$41,829	10.1%
\$891,132	\$2,762,581	(\$1,871,449)	-67.7%	Washoe B	\$40,905,619	\$45,660,075	(\$4,754,457)	-10.4%
<b>\$926,640</b>	<b>\$2,814,253</b>	<b>(\$1,887,613)</b>	<b>-67.1%</b>	<b>Total Washoe Co.</b>	<b>\$41,361,319</b>	<b>\$46,073,947</b>	<b>(\$4,712,628)</b>	<b>-10.2%</b>
<b>\$1,577,061</b>	<b>\$4,246,501</b>	<b>(\$2,669,440)</b>	<b>-62.9%</b>	<b>Sparks</b>	<b>\$39,064,537</b>	<b>\$43,455,771</b>	<b>(\$4,391,234)</b>	<b>-10.1%</b>
<b>\$6,312,312</b>	<b>\$34,884,475</b>	<b>(\$28,572,163)</b>	<b>-81.9%</b>	<b>Total Taxable Revenue</b>	<b>\$297,289,907</b>	<b>\$364,127,991</b>	<b>(\$66,838,084)</b>	<b>-18.4%</b>

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

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

Current Month Actual May 2020	Last Year Actual May 2019			Tax District	Year To Date Actual July 2019 - May 2020	Last Year - Year To Date Actual July 2018 - May2019		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
40,669	146,544	(105,875)	-72.2%	Reno B	1,270,859	1,513,162	(242,303)	-16.0%
6,425	80,233	(73,808)	-92.0%	Reno D	602,064	887,224	(285,160)	-32.1%
2,480	5,352	(2,872)	-53.7%	Reno E	51,118	57,734	(6,616)	-11.5%
<b>49,574</b>	<b>232,129</b>	<b>(182,555)</b>	<b>-78.6%</b>	<b>Total Reno</b>	<b>1,924,041</b>	<b>2,458,120</b>	<b>(534,079)</b>	<b>-21.7%</b>
1,288	1,764	(476)	-27.0%	Washoe A	14,093	15,358	(1,265)	-8.2%
5,355	12,902	(7,547)	-58.5%	Washoe B	154,060	176,885	(22,825)	-12.9%
<b>6,643</b>	<b>14,666</b>	<b>(8,023)</b>	<b>-54.7%</b>	<b>Total Washoe Co.</b>	<b>168,153</b>	<b>192,243</b>	<b>(24,090)</b>	<b>-12.5%</b>
<b>20,396</b>	<b>47,582</b>	<b>(27,186)</b>	<b>-57.1%</b>	<b>Sparks</b>	<b>440,925</b>	<b>503,591</b>	<b>(62,666)</b>	<b>-12.4%</b>
<b>76,613</b>	<b>294,377</b>	<b>(217,764)</b>	<b>-74.0%</b>	<b>Total Taxable Rooms</b>	<b>2,533,119</b>	<b>3,153,954</b>	<b>(620,835)</b>	<b>-19.7%</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

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

Current Month Actual May 2020	Last Year Actual May 2019			Tax District	Year To Date Actual July 2019 - May 2020	Last Year - Year To Date Actual July 2018 - May 2019		
	Amount	Increase (Decrease)				Amount	Increase (Decrease)	
		Amount	% Percent			Amount	Amount	% Percent
\$74.45	\$125.40	-\$50.95	-40.6%	Reno B	\$112.42	\$112.59	-\$0.17	-0.2%
\$81.94	\$109.27	-\$27.33	-25.0%	Reno D	\$112.26	\$109.32	\$2.94	2.7%
\$102.55	\$127.05	-\$24.51	-19.3%	Reno E	\$125.31	\$125.31	\$0.00	0.0%
<b>\$76.83</b>	<b>\$119.86</b>	<b>-\$43.04</b>	<b>-35.9%</b>	<b>Total Reno</b>	<b>\$112.71</b>	<b>\$111.71</b>	<b>\$1.00</b>	<b>0.9%</b>
\$27.57	\$29.29	-\$1.72	-5.9%	Washoe A	\$32.34	\$26.95	\$5.39	20.0%
\$166.41	\$214.12	-\$47.71	-22.3%	Washoe B	\$265.52	\$258.13	\$7.38	2.9%
<b>\$139.49</b>	<b>\$191.89</b>	<b>-\$52.40</b>	<b>-27.3%</b>	<b>Total Washoe Co.</b>	<b>\$245.97</b>	<b>\$239.67</b>	<b>\$6.31</b>	<b>2.6%</b>
<b>\$77.32</b>	<b>\$89.25</b>	<b>-\$11.92</b>	<b>-13.4%</b>	<b>Sparks</b>	<b>\$88.60</b>	<b>\$86.29</b>	<b>\$2.30</b>	<b>2.7%</b>
<b>\$82.39</b>	<b>\$118.50</b>	<b>-\$36.11</b>	<b>-30.5%</b>	<b>Total Average Daily Rate</b>	<b>\$117.36</b>	<b>\$115.45</b>	<b>\$1.91</b>	<b>1.7%</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