

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

## September 2020

### Room Statistics

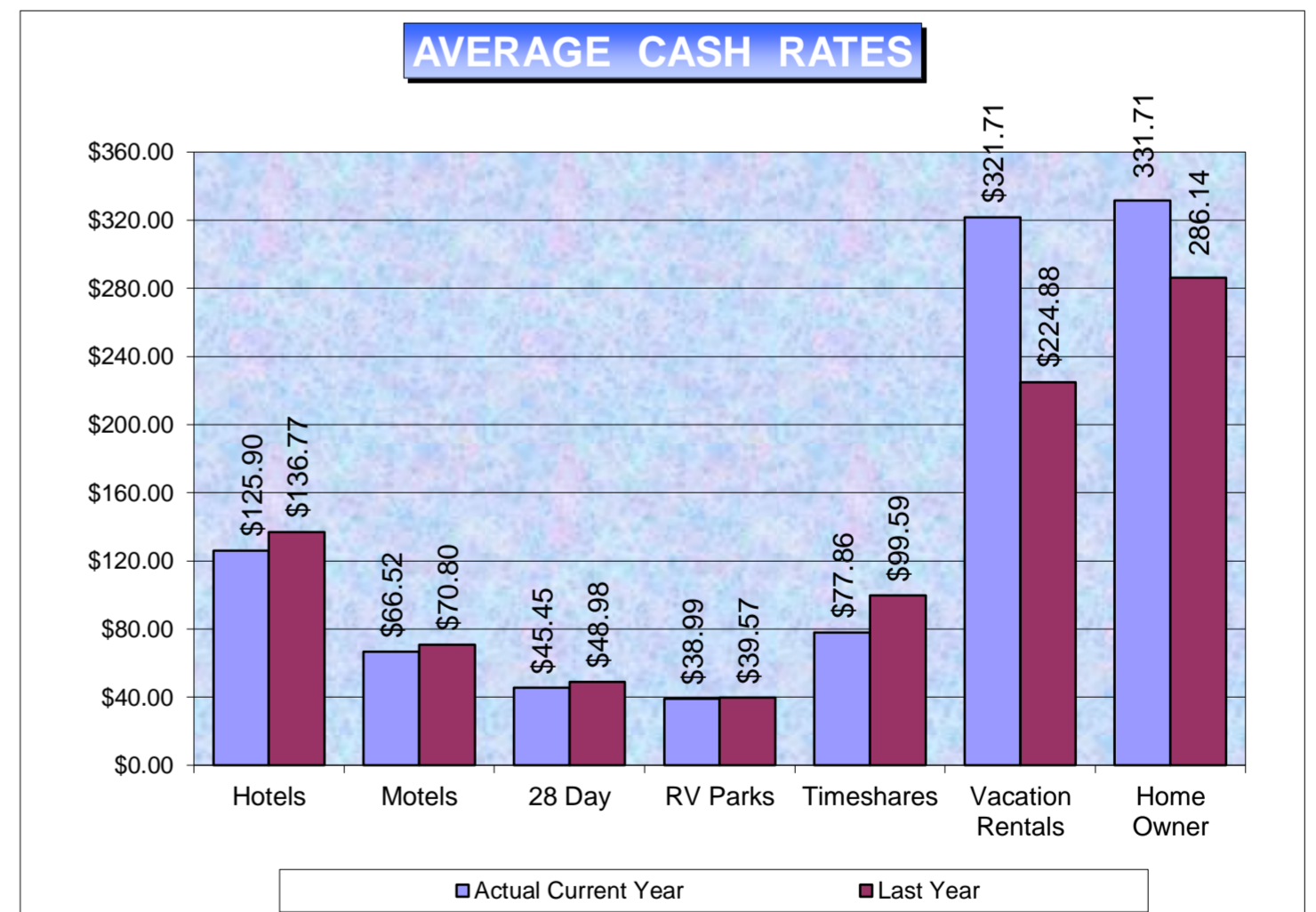
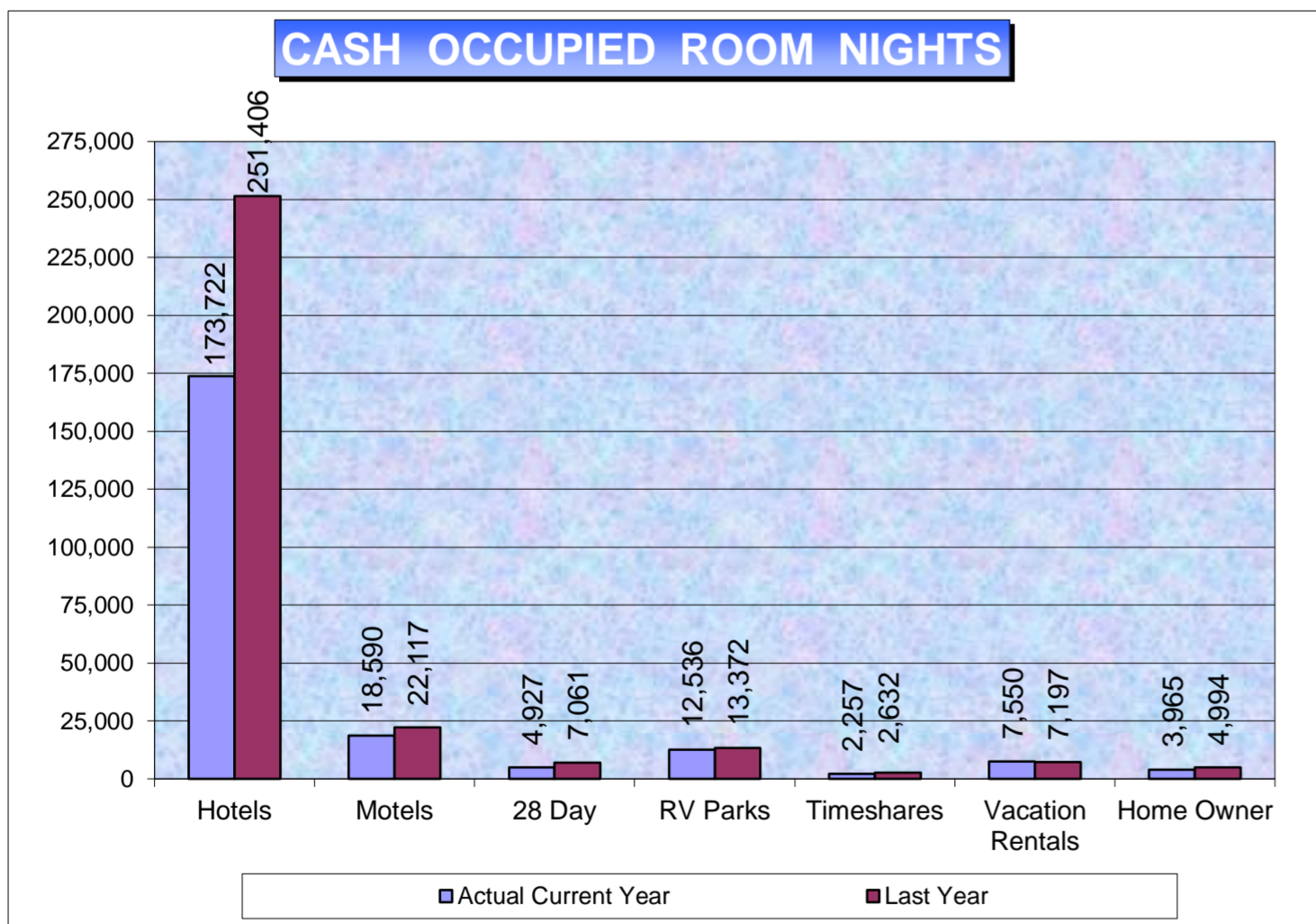
Taxable room revenues for the month of \$27,740,846 are below prior year by \$12,395,295 (-30.9%). Cash occupied room nights of 223,547 are below prior year by 85,232 (-27.6%). Comp occupied room nights of 67,634 are below prior year by 17,315 (-20.4%), and 28-day occupied room nights of 107,539 are below prior year by 7,779 (-6.7%). Total occupied rooms for the month (Cash, Comp, 28-day) are 398,720 (-21.7%) below the prior year.

Overall, Washoe County occupancy percentages of 60.4% for the month is 16.8% below the 72.6% level of the prior year. There were 41,440 (-5.9%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$124.09 decreased \$5.89 (-4.5%), compared to \$129.98 for the prior year.

Year-to-date cash occupied room nights of 675,595 are 298,705 (-30.7%) below prior year. Cash average rates year-to-date of \$122.29 are \$9.33 (7.1%) below the prior year. Year-to-date, total taxable room revenues of \$82,617,898 are \$45,614,749 (-35.6%) below prior year.

September 2020						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	410,293	173,722	\$125.90	\$136.77	(\$10.87)	-7.9%
Motels	38,325	18,590	\$66.52	\$70.80	(\$4.28)	-6.0%
28 Day	79,452	4,927	\$45.45	\$48.98	(\$3.53)	-7.2%
RV Parks	43,590	12,536	\$38.99	\$39.57	(\$0.58)	-1.5%
Timeshares	11,941	2,257	\$77.86	\$99.59	(\$21.73)	-21.8%
Vacation Rentals	60,974	7,550	\$321.71	\$224.88	\$96.83	43.1%
Home Owner	15,236	3,965	\$331.71	\$286.14	45.57	15.9%
<b>Totals</b>	<b>659,811</b>	<b>223,547</b>	<b>\$124.09</b>	<b>\$129.98</b>	<b>(\$5.89)</b>	<b>-4.5%</b>



Attached please find the detail statistics for each market segment.

**Contact:**  
**Robert Chisel**  
**Director of Finance**  
[rchisel@renotahoeusa.com](mailto:rchisel@renotahoeusa.com)  
 775-827-7626

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

September 2020

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$27,740,846</b>	<b>\$11,164,225</b>	<b>\$16,576,621</b>	<b>148.5%</b>	<b>\$40,136,141</b>	<b>(\$12,395,295)</b>	<b>-30.9%</b>
<b>Occupied Rooms - Cash</b>	<b>223,547</b>	<b>117,800</b>	<b>105,747</b>	<b>89.8%</b>	<b>308,779</b>	<b>(85,232)</b>	<b>-27.6%</b>
<b>Average Rate - Cash</b>	<b>\$124.09</b>	<b>\$94.77</b>	<b>\$29.32</b>	<b>30.9%</b>	<b>\$129.98</b>	<b>(\$5.89)</b>	<b>-4.5%</b>
<b>Occupied Rooms</b>							
Cash	223,547	117,800	105,747	89.8%	308,779	(85,232)	-27.6%
Comp	67,634	38,216	29,418	77.0%	84,949	(17,315)	-20.4%
28 Day	107,539	99,176	8,363	8.4%	115,318	(7,779)	-6.7%
<b>Total Occupied Rooms</b>	<b>398,720</b>	<b>255,192</b>	<b>143,528</b>	<b>56.2%</b>	<b>509,046</b>	<b>(110,326)</b>	<b>-21.7%</b>
<b>Percentage of Occupancy</b>							
Cash	33.9%	16.8%	17.1	101.8%	44.0%	(10.1)	-23.0%
Comp	10.3%	5.5%	4.8	87.3%	12.1%	(1.8)	-14.9%
28 Day	16.3%	14.2%	2.1	14.8%	16.4%	(0.1)	-0.6%
<b>Total Percentage of Occupancy</b>	<b>60.4%</b>	<b>36.5%</b>	<b>23.9</b>	<b>65.5%</b>	<b>72.6%</b>	<b>(12.2)</b>	<b>-16.8%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	173,722	82,342	91,380	111.0%	251,406	(77,684)	-30.9%
Motels	18,590	7,084	11,506	162.4%	22,117	(3,527)	-15.9%
28 Day Motels	4,927	6,926	(1,999)	-28.9%	7,061	(2,134)	-30.2%
R.V. Parks	12,536	13,372	(836)	-6.3%	13,372	(836)	-6.3%
Vacation Rentals	7,550	3,518	4,032	114.6%	7,197	353	4.9%
Timehares	2,257	2,395	(138)	-5.8%	2,632	(375)	-14.2%
Home Owner Rentals	3,965	2,163	1,802	0.0%	4,994	(1,029)	0.0%
<b>Total Occupied - Cash</b>	<b>223,547</b>	<b>117,800</b>	<b>105,747</b>	<b>89.8%</b>	<b>308,779</b>	<b>(85,232)</b>	<b>-27.6%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	42.3%	17.4%	24.9	143.1%	53.7%	(11.4)	-21.2%
Motels	48.5%	18.2%	30.3	166.5%	54.8%	(6.3)	-11.5%
28 Day Motels	6.2%	8.5%	(2.3)	-27.1%	8.3%	(2.1)	-25.3%
R.V. Parks	28.8%	23.6%	5.2	22.0%	26.4%	2.4	9.1%
Vacation Rentals	12.4%	16.9%	(4.5)	-26.6%	28.1%	(15.7)	-55.9%
Timeshares	18.9%	19.1%	(0.2)	-1.0%	22.1%	(3.2)	-14.9%
Home Owner Rentals	26.0%	13.8%	12.2	88.4%	26.1%	(0.1)	-0.4%
<b>Total Occupancy Percentage - Cash</b>	<b>33.9%</b>	<b>16.8%</b>	<b>17.1</b>	<b>101.8%</b>	<b>44.0%</b>	<b>(10.1)</b>	<b>-23.0%</b>
<b>Average Rates - Cash</b>							
Hotels	\$125.90	\$102.57	\$23.33	22.7%	\$136.77	(\$10.87)	-7.9%
Motels	\$66.52	\$55.26	\$11.26	20.4%	\$70.80	(\$4.28)	-6.0%
28 Day Motels	\$45.45	\$49.30	(\$3.85)	-7.8%	\$48.98	(\$3.53)	-7.2%
R.V. Parks	\$38.99	\$39.57	(\$0.58)	-1.5%	\$39.57	(\$0.58)	-1.5%
Vacation Rentals	\$321.71	\$172.52	\$149.19	86.5%	\$224.88	\$96.83	43.1%
Timeshares	\$77.86	\$99.60	(\$21.74)	-21.8%	\$99.59	(\$21.73)	-21.8%
Home Owner Rentals	\$331.71	\$282.36	\$49.35	0.0%	\$286.14	\$45.57	15.9%
<b>Total Cash Average Rate</b>	<b>\$124.09</b>	<b>\$94.77</b>	<b>\$29.32</b>	<b>30.9%</b>	<b>\$129.98</b>	<b>(\$5.89)</b>	<b>-4.5%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**September 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	223,547	117,800	105,747	89.8%	308,779	(85,232)	-27.6%
Comp	67,634	38,216	29,418	77.0%	84,949	(17,315)	-20.4%
28 Day	107,539	99,176	8,363	8.4%	115,318	(7,779)	-6.7%
<b>Total Occupied Rooms</b>	<b>398,720</b>	<b>255,192</b>	<b>143,528</b>	<b>56.2%</b>	<b>509,046</b>	<b>(110,326)</b>	<b>-21.7%</b>
Vacant	261,091	444,718	(183,627)	-41.3%	192,205	68,886	35.8%
Total Available Rooms	659,811	699,910	(40,099)	-5.7%	701,251	(41,440)	-5.9%
<b>Percentage of Occupancy</b>							
Cash	33.9%	16.8%	17.1	101.8%	44.0%	(10.1)	-23.0%
Comp	10.3%	5.5%	4.8	87.3%	12.1%	(1.8)	-14.9%
28 Day	16.3%	14.2%	2.1	14.8%	16.4%	(0.1)	-0.6%
<b>Total Occupancy Percentage</b>	<b>60.4%</b>	<b>36.5%</b>	<b>23.9</b>	<b>65.5%</b>	<b>72.6%</b>	<b>(12.2)</b>	<b>-16.8%</b>
Vacant	39.6%	63.5%	(23.9)	-37.6%	27.4%	12.2	44.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$27,740,846</b>	<b>\$11,164,225</b>	<b>\$16,576,621</b>	<b>148.5%</b>	<b>\$40,136,141</b>	<b>(\$12,395,295)</b>	<b>-30.9%</b>
Comp	\$8,552,620	\$2,565,327	\$5,987,293	233.4%	\$10,225,620	(\$1,673,000)	-16.4%
28 Day	\$4,021,552	\$2,462,366	\$1,559,186	63.3%	\$4,250,285	(\$228,733)	-5.4%
Total Revenue	\$40,315,018	\$16,191,918	\$24,123,100	149.0%	\$54,612,046	(\$14,297,028)	-26.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$124.09</b>	<b>\$94.77</b>	<b>\$29.32</b>	<b>30.9%</b>	<b>\$129.98</b>	<b>(\$5.89)</b>	<b>-4.5%</b>
Comp	\$126.45	\$67.13	\$59.32	88.4%	\$120.37	\$6.08	5.1%
28 Day	\$37.40	\$24.83	\$12.57	50.6%	\$36.86	\$0.54	1.5%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics

**September 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	173,722	82,342	91,380	111.0%	251,406	(77,684)	-30.9%
Comp	67,310	36,934	30,376	82.2%	84,420	(17,110)	-20.3%
28 Day	11,513	7,281	4,232	58.1%	17,143	(5,630)	-32.8%
<b>Total Occupied Rooms</b>	<b>252,545</b>	<b>126,557</b>	<b>125,988</b>	<b>99.6%</b>	<b>352,969</b>	<b>(100,424)</b>	<b>-28.5%</b>
Vacant	157,748	347,653	(189,905)	-54.6%	115,195	42,553	36.9%
Total Available Rooms	410,293	474,210	(63,917)	-13.5%	468,164	(57,871)	-12.4%
<b>Percentage of Occupancy</b>							
Cash	42.3%	17.4%	24.9	143.1%	53.7%	(11.4)	-21.2%
Comp	16.4%	7.8%	8.6	110.3%	18.0%	(1.6)	-8.9%
28 Day	2.8%	1.5%	1.3	86.7%	3.7%	(0.9)	-24.3%
<b>Total Occupancy Percentage</b>	<b>61.6%</b>	<b>26.7%</b>	<b>34.9</b>	<b>130.7%</b>	<b>75.4%</b>	<b>(13.8)</b>	<b>-18.3%</b>
Vacant	38.4%	73.3%	(34.9)	-47.6%	24.6%	13.8	56.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$21,871,614</b>	<b>\$8,446,034</b>	<b>\$13,425,580</b>	<b>159.0%</b>	<b>\$34,385,794</b>	<b>(\$12,514,180)</b>	<b>-36.4%</b>
Comp	\$8,535,521	\$2,549,512	\$5,986,009	234.8%	\$10,198,047	(\$1,662,526)	-16.3%
28 Day	\$960,780	\$330,278	\$630,502	190.9%	\$1,359,571	(\$398,791)	-29.3%
Total Revenue	\$31,367,915	\$11,325,824	\$20,042,091	177.0%	\$45,943,412	(\$14,575,497)	-31.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$125.90</b>	<b>\$102.57</b>	<b>\$23.33</b>	<b>22.7%</b>	<b>\$136.77</b>	<b>(\$10.87)</b>	<b>-7.9%</b>
Comp	\$126.81	\$69.03	\$57.78	83.7%	\$120.80	\$6.01	5.0%
28 Day	\$83.45	\$45.36	\$38.09	84.0%	\$79.31	\$4.14	5.2%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

**September 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	18,590	7,084	11,506	162.4%	22,117	(3,527)	-15.9%
Comp	56	19	37	194.7%	115	(59)	-51.3%
28 Day	4,218	873	3,345	383.2%	3,491	727	20.8%
<b>Total Occupied Rooms</b>	<b>22,864</b>	<b>7,976</b>	<b>14,888</b>	<b>186.7%</b>	<b>25,723</b>	<b>(2,859)</b>	<b>-11.1%</b>
Vacant	15,461	30,904	(15,443)	-50.0%	14,619	842	5.8%
Total Available Rooms	38,325	38,880	(555)	-1.4%	40,342	(2,017)	-5.0%
<b>Percentage of Occupancy</b>							
Cash	48.5%	18.2%	30.3	166.5%	54.8%	(6.3)	-11.5%
Comp	0.1%	0.0%	0.1	100.0%	0.3%	(0.2)	-66.7%
28 Day	11.0%	2.2%	8.8	400.0%	8.7%	2.3	26.4%
<b>Total Occupancy Percentage</b>	<b>59.7%</b>	<b>20.5%</b>	<b>39.2</b>	<b>191.2%</b>	<b>63.8%</b>	<b>(4.1)</b>	<b>-6.4%</b>
Vacant	40.3%	79.5%	(39.2)	-49.3%	36.2%	4.1	11.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,236,676</b>	<b>\$391,462</b>	<b>\$845,214</b>	<b>215.9%</b>	<b>\$1,565,846</b>	<b>(\$329,170)</b>	<b>-21.0%</b>
Comp	\$7,000	\$2,053	\$4,947	241.0%	\$9,424	(\$2,424)	-25.7%
28 Day	\$163,746	\$42,224	\$121,522	287.8%	\$168,896	(\$5,150)	-3.0%
Total Revenue	\$1,407,422	\$435,739	\$971,683	223.0%	\$1,744,166	(\$336,744)	-19.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$66.52</b>	<b>\$55.26</b>	<b>\$11.26</b>	<b>20.4%</b>	<b>\$70.80</b>	<b>(\$4.28)</b>	<b>-6.0%</b>
Comp	\$125.00	\$108.05	\$16.95	15.7%	\$81.95	\$43.05	52.5%
28 Day	\$38.82	\$48.37	(\$9.55)	-19.7%	\$48.38	(\$9.56)	-19.8%

## Reno-Sparks Convention and Visitors Authority

### 28 Day Motel Statistics

September 2020

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
<b>Occupied Rooms</b>								
Cash	4,927	6,926	(1,999)	-28.9%	7,061	(2,134)	-30.2%	
Comp	-	-	-	0.0%	-	-	0.0%	
28 Day	58,287	61,440	(3,153)	-5.1%	64,365	(6,078)	-9.4%	
<b>Total Occupied Rooms</b>	<b>63,214</b>	<b>68,366</b>	<b>(5,152)</b>	<b>-7.5%</b>	<b>71,426</b>	<b>(8,212)</b>	<b>-11.5%</b>	
Vacant	16,238	12,904	3,334	25.8%	14,114	2,124	15.0%	
Total Available Rooms	79,452	81,270	(1,818)	-2.2%	85,540	(6,088)	-7.1%	
<b>Percentage of Occupancy</b>								
Cash	6.2%	8.5%	(2.3)	-27.1%	8.3%	(2.1)	-25.3%	
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%	
28 Day	73.4%	75.6%	(2.2)	-2.9%	75.2%	(1.8)	-2.4%	
<b>Total Occupancy Percentage</b>	<b>79.6%</b>	<b>84.1%</b>	<b>(4.5)</b>	<b>-5.4%</b>	<b>83.5%</b>	<b>(3.9)</b>	<b>-4.7%</b>	
Vacant	20.4%	15.9%	4.5	28.3%	16.5%	3.9	23.6%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
<b>Revenue</b>								
<b>Cash - Taxable</b>	<b>\$223,914</b>	<b>\$341,430</b>	<b>(\$117,516)</b>	<b>-34.4%</b>	<b>\$345,830</b>	<b>(\$121,916)</b>	<b>-35.3%</b>	
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%	
28 Day	\$1,332,817	\$1,478,817	(\$146,000)	-9.9%	\$1,540,401	(\$207,584)	-13.5%	
Total Revenue	\$1,556,731	\$1,820,247	(\$263,516)	-14.5%	\$1,886,231	(\$329,500)	-17.5%	
<b>Average Rates</b>								
<b>Cash</b>	<b>\$45.45</b>	<b>\$49.30</b>	<b>(\$3.85)</b>	<b>-7.8%</b>	<b>\$48.98</b>	<b>(\$3.53)</b>	<b>-7.2%</b>	
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%	
28 Day	\$22.87	\$24.07	(\$1.20)	-5.0%	\$23.93	(\$1.06)	-4.4%	

## Reno-Sparks Convention and Visitors Authority

### RV Park Statistics

**September 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
<b>Occupied Rooms</b>								
Cash	12,536	13,372	(836)	-6.3%	13,372	(836)	-6.3%	
Comp	268	1,224	(956)	-78.1%	324	(56)	-17.3%	
28 Day	21,697	21,667	30	0.1%	21,667	30	0.1%	
<b>Total Occupied Rooms</b>	<b>34,501</b>	<b>36,263</b>	<b>(1,762)</b>	<b>-4.9%</b>	<b>35,363</b>	<b>(862)</b>	<b>-2.4%</b>	
Vacant	9,089	20,287	(11,198)	-55.2%	15,220	(6,131)	-40.3%	
Total Available Rooms	43,590	56,550	(12,960)	-22.9%	50,583	(6,993)	-13.8%	
<b>Percentage of Occupancy</b>								
Cash	28.8%	23.6%	5.2	22.0%	26.4%	2.4	9.1%	
Comp	0.6%	2.2%	(1.6)	-72.7%	0.6%	-	0.0%	
28 Day	49.8%	38.3%	11.5	30.0%	42.8%	7.0	16.4%	
<b>Total Occupancy Percentage</b>	<b>79.1%</b>	<b>64.1%</b>	<b>15.0</b>	<b>23.4%</b>	<b>69.9%</b>	<b>9.2</b>	<b>13.2%</b>	
Vacant	20.9%	35.9%	(15.0)	-41.8%	30.1%	(9.2)	-30.6%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
<b>Revenue</b>								
<b>Cash - Taxable</b>	<b>\$488,767</b>	<b>\$529,080</b>	<b>(\$40,313)</b>	<b>-7.6%</b>	<b>\$529,080</b>	<b>(\$40,313)</b>	<b>-7.6%</b>	
Comp	\$10,099	\$10,349	(\$250)	-2.4%	\$10,349	(\$250)	-2.4%	
28 Day	\$449,140	\$397,557	\$51,583	13.0%	\$397,557	\$51,583	13.0%	
Total Revenue	\$948,006	\$936,986	\$11,020	1.2%	\$936,986	\$11,020	1.2%	
<b>Average Rates</b>								
<b>Cash</b>	<b>\$38.99</b>	<b>\$39.57</b>	<b>(\$0.58)</b>	<b>-1.5%</b>	<b>\$39.57</b>	<b>(\$0.58)</b>	<b>-1.5%</b>	
Comp	\$37.68	\$8.46	\$29.22	345.4%	\$31.94	\$5.74	18.0%	
28 Day	\$20.70	\$18.35	\$2.35	12.8%	\$18.35	\$2.35	12.8%	

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**September 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	7,550	3,518	4,032	114.6%	7,197	353	4.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,882	7,418	2,464	33.2%	7,418	2,464	33.2%
<b>Total Occupied Rooms</b>	<b>17,432</b>	<b>10,936</b>	<b>6,496</b>	<b>59.4%</b>	<b>14,615</b>	<b>2,817</b>	<b>19.3%</b>
Vacant	43,542	9,884	33,658	340.5%	10,958	32,584	297.4%
Total Available Rooms	60,974	20,820	40,154	192.9%	25,573	35,401	138.4%
<b>Percentage of Occupancy</b>							
Cash	12.4%	16.9%	(4.5)	-26.6%	28.1%	(15.7)	-55.9%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	16.2%	35.6%	(19.4)	-54.5%	29.0%	(12.8)	-44.1%
<b>Total Occupancy Percentage</b>	<b>28.6%</b>	<b>52.5%</b>	<b>(23.9)</b>	<b>-45.5%</b>	<b>57.2%</b>	<b>(28.6)</b>	<b>-50.0%</b>
Vacant	71.4%	47.5%	23.9	50.3%	42.8%	28.6	66.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,428,911</b>	<b>\$606,927</b>	<b>\$1,821,984</b>	<b>300.2%</b>	<b>\$1,618,472</b>	<b>\$810,439</b>	<b>50.1%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$979,807	\$157,210	\$822,597	523.2%	\$628,840	\$350,967	55.8%
Total Revenue	\$3,408,718	\$764,137	\$2,644,581	346.1%	\$2,247,312	\$1,161,406	51.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$321.71</b>	<b>\$172.52</b>	<b>\$149.19</b>	<b>86.5%</b>	<b>\$224.88</b>	<b>\$96.83</b>	<b>43.1%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$99.15	\$21.19	\$77.96	367.9%	\$84.77	\$14.38	17.0%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**September 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,257	2,395	(138)	-5.8%	2,632	(375)	-14.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>2,257</b>	<b>2,395</b>	<b>(138)</b>	<b>-5.8%</b>	<b>2,632</b>	<b>(375)</b>	<b>-14.2%</b>
Vacant	9,684	10,145	(461)	-4.5%	9,275	409	4.4%
Total Available Rooms	11,941	12,540	(599)	-4.8%	11,907	34	0.3%
<b>Percentage of Occupancy</b>							
Cash	18.9%	19.1%	(0.2)	-1.0%	22.1%	(3.2)	-14.5%
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>18.9%</b>	<b>19.1%</b>	<b>(0.2)</b>	<b>-1.0%</b>	<b>22.1%</b>	<b>(3.2)</b>	<b>-14.5%</b>
Vacant	81.1%	80.9%	0.2	0.2%	77.9%	3.2	4.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$175,737</b>	<b>\$238,542</b>	<b>(\$62,805)</b>	<b>-26.3%</b>	<b>\$262,134</b>	<b>(\$86,397)</b>	<b>-33.0%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$175,737	\$238,542	(\$62,805)	-26.3%	\$262,134	(\$86,397)	-33.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$77.86</b>	<b>\$99.60</b>	<b>(\$21.74)</b>	<b>-21.8%</b>	<b>\$99.59</b>	<b>(\$21.73)</b>	<b>-21.8%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

**Reno-Sparks Convention and Visitors Authority**

**Home Owner Rental**

**September 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	3,965	2,163	1,802	83.3%	4,994	(1,029)	-20.6%
Comp	-	39	(39)	-100.0%	90	(90)	-100.0%
28 Day	1,942	497	1,445	290.7%	1,234	708	57.4%
<b>Total Occupied Rooms</b>	<b>5,907</b>	<b>2,699</b>	<b>3,208</b>	<b>118.9%</b>	<b>6,318</b>	<b>(411)</b>	<b>-6.5%</b>
Vacant	9,329	12,941	(3,612)	-27.9%	12,824	(3,495)	-27.3%
Total Available Rooms	15,236	15,640	(404)	-2.6%	19,142	(3,906)	-20.4%
<b>Percentage of Occupancy</b>							
Cash	26.0%	13.8%	12.2	88.4%	26.1%	(0.1)	-0.4%
Comp	0.0%	0.2%	(0.2)	-100.0%	0.5%	(0.5)	-100.0%
28 Day	12.7%	3.2%	9.5	296.9%	6.4%	6.3	98.4%
<b>Total Occupancy Percentage</b>	<b>38.8%</b>	<b>17.3%</b>	<b>21.5</b>	<b>124.3%</b>	<b>33.0%</b>	<b>5.8</b>	<b>17.6%</b>
Vacant	61.2%	82.7%	(21.5)	-26.0%	67.0%	(5.8)	-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>\$1,315,227</b>	<b>\$610,750</b>	<b>\$704,477</b>	<b>115.3%</b>	<b>\$1,428,985</b>	<b>(\$113,758)</b>	<b>-8.0%</b>
Comp	\$0	\$3,413	(\$3,413)	-100.0%	\$7,800	(\$7,800)	-100.0%
28 Day	\$135,262	\$56,280	\$78,982	140.3%	\$155,020	(\$19,758)	-12.7%
Total Revenue	\$1,450,489	\$670,443	\$780,046	116.3%	\$1,591,805	(\$141,316)	-8.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$331.71</b>	<b>\$282.36</b>	<b>\$49.35</b>	<b>17.5%</b>	<b>\$286.14</b>	<b>\$45.57</b>	<b>15.9%</b>
Comp	\$0.00	\$87.51	(\$87.51)	-100.0%	\$86.67	(\$86.67)	-100.0%
28 Day	\$69.65	\$113.24	(\$43.59)	-38.5%	\$125.62	(\$55.97)	-44.6%

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics - Year To Date

**September 2020**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$82,617,898</b>	<b>\$33,611,529</b>	<b>\$49,006,369</b>	<b>145.8%</b>	<b>\$128,232,647</b>	<b>(\$45,614,749)</b>	<b>-35.6%</b>
<b>Occupied Rooms - Cash</b>	<b>675,595</b>	<b>353,422</b>	<b>322,173</b>	<b>91.2%</b>	<b>974,300</b>	<b>(298,705)</b>	<b>-30.7%</b>
<b>Average Rate - Cash</b>	<b>\$122.29</b>	<b>\$95.10</b>	<b>\$27.19</b>	<b>28.6%</b>	<b>\$131.62</b>	<b>(\$9.33)</b>	<b>-7.1%</b>
<b>Occupied Rooms</b>							
Cash	675,595	353,422	322,173	91.2%	974,300	(298,705)	-30.7%
Comp	186,253	108,182	78,071	72.2%	262,845	(76,592)	-29.1%
28 Day	318,697	306,567	12,130	4.0%	342,378	(23,681)	-6.9%
<b>Total Occupied Rooms</b>	<b>1,180,545</b>	<b>768,171</b>	<b>412,374</b>	<b>53.7%</b>	<b>1,579,523</b>	<b>(398,978)</b>	<b>-25.3%</b>
<b>Percentage of Occupancy</b>							
Cash	35.1%	17.1%	18.0	105.3%	46.2%	(11.1)	-24.0%
Comp	9.7%	5.2%	4.5	86.5%	12.5%	(2.8)	-22.4%
28 Day	16.6%	14.9%	1.7	11.4%	16.2%	0.4	2.5%
<b>Total Percentage of Occupancy</b>	<b>61.4%</b>	<b>37.2%</b>	<b>24.2</b>	<b>65.1%</b>	<b>74.9%</b>	<b>(13.5)</b>	<b>-18.0%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	523,922	248,718	275,204	110.6%	803,681	(279,759)	-34.8%
Motels	57,403	21,124	36,279	171.7%	68,965	(11,562)	-16.8%
28 Day Motels	15,197	20,870	(5,673)	-27.2%	21,005	(5,808)	-27.7%
R.V. Parks	34,193	39,899	(5,706)	-14.3%	39,899	(5,706)	-14.3%
Vacation Rentals	34,341	12,078	22,263	184.3%	26,339	8,002	30.4%
Timeshares	6,574	8,570	(1,996)	-23.3%	9,417	(2,843)	-30.2%
Home Owner Rentals	3,965	2,163	1,802	83.3%	4,994	(1,029)	-20.6%
<b>Total Occupied - Cash</b>	<b>675,595</b>	<b>353,422</b>	<b>322,173</b>	<b>91.2%</b>	<b>974,300</b>	<b>(298,705)</b>	<b>-30.7%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	41.8%	17.4%	24.4	140.2%	55.7%	(13.9)	-25.0%
Motels	51.1%	16.9%	34.2	202.4%	53.7%	(2.6)	-4.8%
28 Day Motels	6.2%	8.4%	(2.2)	-26.2%	8.0%	(1.8)	-22.5%
R.V. Parks	25.6%	27.3%	(1.7)	-6.2%	28.3%	(2.7)	-9.5%
Vacation Rentals	27.3%	18.9%	8.4	44.4%	34.6%	(7.3)	-21.1%
Timeshares	17.9%	22.3%	(4.4)	-19.7%	25.3%	(7.4)	-29.2%
Home Owner Rentals	26.0%	13.8%	12.2	88.4%	26.1%	(0.1)	-0.4%
<b>Total Occupancy Percentage - Cash</b>	<b>35.1%</b>	<b>17.1%</b>	<b>18.0</b>	<b>105.3%</b>	<b>46.2%</b>	<b>(11.1)</b>	<b>-24.0%</b>
<b>Average Rates - Cash</b>							
Hotels	\$124.80	\$104.14	\$20.66	19.8%	\$138.33	(\$13.53)	-9.8%
Motels	\$66.22	\$55.78	\$10.44	18.7%	\$72.93	(\$6.71)	-9.2%
28 Day Motels	\$44.26	\$49.24	(\$4.98)	-10.1%	\$49.13	(\$4.87)	-9.9%
R.V. Parks	\$40.86	\$40.14	\$0.72	1.8%	\$40.14	\$0.72	1.8%
Vacation Rental	\$274.39	\$199.46	\$74.93	37.6%	\$265.73	\$8.66	3.3%
Timeshares	\$95.08	\$102.96	(\$7.88)	-7.7%	\$102.97	(\$7.89)	-7.7%
Home Owner Rentals	\$331.71	\$282.36	\$49.35	17.5%	\$286.14	\$45.57	15.9%
<b>Total Cash Average Rate</b>	<b>\$122.29</b>	<b>\$95.10</b>	<b>\$27.19</b>	<b>28.6%</b>	<b>\$131.62</b>	<b>(\$9.33)</b>	<b>-7.1%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics - Year To Date**

**September 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	675,595	353,422	322,173	91.2%	974,300	(298,705)	-30.7%
Comp	186,253	108,182	78,071	72.2%	262,845	(76,592)	-29.1%
28 Day	318,697	306,567	12,130	4.0%	342,378	(23,681)	-6.9%
<b>Total Occupied Rooms</b>	<b>1,180,545</b>	<b>768,171</b>	<b>412,374</b>	<b>53.7%</b>	<b>1,579,523</b>	<b>(398,978)</b>	<b>-25.3%</b>
Vacant	741,902	1,295,411	(553,509)	-42.7%	528,276	213,626	40.4%
Total Available Rooms	1,922,447	2,063,582	(141,135)	-6.8%	2,107,799	(185,352)	-8.8%
<b>Percentage of Occupancy</b>							
Cash	35.1%	17.1%	18.0	105.3%	46.2%	(11.1)	-24.0%
Comp	9.7%	5.2%	4.5	86.5%	12.5%	(2.8)	-22.4%
28 Day	16.6%	14.9%	1.7	11.4%	16.2%	0.4	2.5%
<b>Total Occupancy Percentage</b>	<b>61.4%</b>	<b>37.2%</b>	<b>24.2</b>	<b>65.1%</b>	<b>74.9%</b>	<b>(13.5)</b>	<b>-18.0%</b>
Vacant	38.6%	62.8%	(24.2)	-38.5%	25.1%	13.5	53.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$82,617,898</b>	<b>\$33,611,529</b>	<b>\$49,006,369</b>	<b>145.8%</b>	<b>\$128,232,647</b>	<b>(\$45,614,749)</b>	<b>-35.6%</b>
Comp	\$22,606,834	\$7,242,918	\$15,363,916	212.1%	\$30,869,655	(\$8,262,821)	-26.8%
28 Day	\$11,124,498	\$7,446,794	\$3,677,704	49.4%	\$11,880,460	(\$755,962)	-6.4%
Total Revenue	\$116,349,230	\$48,301,241	\$68,047,989	140.9%	\$170,982,762	(\$54,633,532)	-32.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$122.29</b>	<b>\$95.10</b>	<b>\$27.19</b>	<b>28.6%</b>	<b>\$131.62</b>	<b>(\$9.33)</b>	<b>-7.1%</b>
Comp	\$121.38	\$66.95	\$54.43	81.3%	\$117.44	\$3.94	3.4%
28 Day	\$34.91	\$24.29	\$10.62	43.7%	\$34.70	\$0.21	0.6%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics - Year To Date

#### September 2020

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	523,922	248,718	275,204	110.6%	803,681	(279,759)	-34.8%
Comp	185,388	106,391	78,997	74.3%	261,113	(75,725)	-29.0%
28 Day	25,944	17,201	8,743	50.8%	41,824	(15,880)	-38.0%
<b>Total Occupied Rooms</b>	<b>735,254</b>	<b>372,310</b>	<b>362,944</b>	<b>97.5%</b>	<b>1,106,618</b>	<b>(371,364)</b>	<b>-33.6%</b>
Vacant	518,643	1,053,024	(534,381)	-50.7%	335,644	182,999	54.5%
Total Available Rooms	1,253,897	1,425,334	(171,437)	-12.0%	1,442,262	(188,365)	-13.1%
<b>Percentage of Occupancy</b>							
Cash	41.8%	17.4%	24.4	140.2%	55.7%	(13.9)	-25.0%
Comp	14.8%	7.5%	7.3	97.3%	18.1%	(3.3)	-18.2%
28 Day	2.1%	1.2%	0.9	75.0%	2.9%	(0.8)	-27.6%
<b>Total Occupancy Percentage</b>	<b>58.6%</b>	<b>26.1%</b>	<b>32.5</b>	<b>124.5%</b>	<b>76.7%</b>	<b>(18.1)</b>	<b>-23.6%</b>
Vacant	41.4%	73.9%	(32.5)	-44.0%	23.3%	18.1	77.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$65,383,711</b>	<b>\$25,901,922</b>	<b>\$39,481,789</b>	<b>152.4%</b>	<b>\$111,172,171</b>	<b>(\$45,788,460)</b>	<b>-41.2%</b>
Comp	\$22,562,874	\$7,207,513	\$15,355,361	213.0%	\$30,797,275	(\$8,234,401)	-26.7%
28 Day	\$2,046,594	\$740,584	\$1,306,010	176.3%	\$3,134,950	(\$1,088,356)	-34.7%
Total Revenue	\$89,993,179	\$33,850,019	\$56,143,160	165.9%	\$145,104,396	(\$55,111,217)	-38.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$124.80</b>	<b>\$104.14</b>	<b>\$20.66</b>	<b>19.8%</b>	<b>\$138.33</b>	<b>(\$13.53)</b>	<b>-9.8%</b>
Comp	\$121.71	\$67.75	\$53.96	79.6%	\$117.95	\$3.76	3.2%
28 Day	\$78.89	\$43.05	\$35.84	83.3%	\$74.96	\$3.93	5.2%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics - Year To Date

**September 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	57,403	21,124	36,279	171.7%	68,965	(11,562)	-16.8%
Comp	112	39	73	187.2%	829	(717)	-86.5%
28 Day	12,733	2,306	10,427	452.2%	9,832	2,901	29.5%
<b>Total Occupied Rooms</b>	<b>70,248</b>	<b>23,469</b>	<b>46,779</b>	<b>199.3%</b>	<b>79,626</b>	<b>(9,378)</b>	<b>-11.8%</b>
Vacant	42,137	101,219	(59,082)	-58.4%	48,894	(6,757)	-13.8%
Total Available Rooms	112,385	124,688	(12,303)	-9.9%	128,520	(16,135)	-12.6%
<b>Percentage of Occupancy</b>							
Cash	51.1%	16.9%	34.2	202.4%	53.7%	(2.6)	-4.8%
Comp	0.1%	0.0%	0.1	100.0%	0.6%	(0.5)	-83.3%
28 Day	11.3%	1.8%	9.5	527.8%	7.7%	3.6	46.8%
<b>Total Occupancy Percentage</b>	<b>62.5%</b>	<b>18.8%</b>	<b>43.7</b>	<b>232.4%</b>	<b>62.0%</b>	<b>0.5</b>	<b>0.8%</b>
Vacant	37.5%	81.2%	(43.7)	-53.8%	38.0%	(0.5)	-1.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$3,801,108</b>	<b>\$1,178,402</b>	<b>\$2,622,706</b>	<b>222.6%</b>	<b>\$5,029,444</b>	<b>(\$1,228,336)</b>	<b>-24.4%</b>
Comp	\$14,000	\$3,950	\$10,050	254.4%	\$36,537	(\$22,537)	-61.7%
28 Day	\$489,707	\$111,971	\$377,736	337.4%	\$476,361	\$13,346	2.8%
Total Revenue	\$4,304,815	\$1,294,323	\$3,010,492	232.6%	\$5,542,342	(\$1,237,527)	-22.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$66.22</b>	<b>\$55.78</b>	<b>\$10.44</b>	<b>18.7%</b>	<b>\$72.93</b>	<b>(\$6.71)</b>	<b>-9.2%</b>
Comp	\$125.00	\$101.28	\$23.72	23.4%	\$44.07	\$80.93	183.6%
28 Day	\$38.46	\$48.56	(\$10.10)	-20.8%	\$48.45	(\$9.99)	-20.6%

**Reno-Sparks Convention and Visitors Authority**

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

**September 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	15,197	20,870	(5,673)	-27.2%	21,005	(5,808)	-27.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	181,125	197,550	(16,425)	-8.3%	200,475	(19,350)	-9.7%
<b>Total Occupied Rooms</b>	<b>196,322</b>	<b>218,420</b>	<b>(22,098)</b>	<b>-10.1%</b>	<b>221,480</b>	<b>(25,158)</b>	<b>-11.4%</b>
Vacant	48,633	30,808	17,825	57.9%	42,253	6,380	15.1%
Total Available Rooms	244,955	249,228	(4,273)	-1.7%	263,733	(18,778)	-7.1%
<b>Percentage of Occupancy</b>							
Cash	6.2%	8.4%	(2.2)	-26.2%	8.0%	(1.8)	-22.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	73.9%	79.3%	(5.4)	-6.8%	76.0%	(2.1)	-2.8%
<b>Total Occupancy Percentage</b>	<b>80.1%</b>	<b>87.6%</b>	<b>(7.5)</b>	<b>-8.6%</b>	<b>84.0%</b>	<b>(3.9)</b>	<b>-4.6%</b>
Vacant	19.9%	12.4%	7.5	60.5%	16.0%	3.9	24.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$672,632</b>	<b>\$1,027,594</b>	<b>(\$354,962)</b>	<b>-34.5%</b>	<b>\$1,031,994</b>	<b>(\$359,362)</b>	<b>-34.8%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$4,201,351	\$4,842,574	(\$641,223)	-13.2%	\$4,904,159	(\$702,808)	-14.3%
Total Revenue	\$4,873,983	\$5,870,168	(\$996,185)	-17.0%	\$5,936,153	(\$1,062,170)	-17.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$44.26</b>	<b>\$49.24</b>	<b>(\$4.98)</b>	<b>-10.1%</b>	<b>\$49.13</b>	<b>(\$4.87)</b>	<b>-9.9%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$23.20	\$24.51	(\$1.31)	-5.3%	\$24.46	(\$1.26)	-5.2%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**September 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	34,193	39,899	(5,706)	-14.3%	39,899	(5,706)	-14.3%
Comp	753	1,713	(960)	-56.0%	813	(60)	-7.4%
28 Day	66,145	65,666	479	0.7%	65,666	479	0.7%
<b>Total Occupied Rooms</b>	<b>101,091</b>	<b>107,278</b>	<b>(6,187)</b>	<b>-5.8%</b>	<b>106,378</b>	<b>(5,287)</b>	<b>-5.0%</b>
Vacant	32,585	39,110	(6,525)	-16.7%	34,477	(1,892)	-5.5%
Total Available Rooms	133,676	146,388	(12,712)	-8.7%	140,855	(7,179)	-5.1%
<b>Percentage of Occupancy</b>							
Cash	25.6%	27.3%	(1.7)	-6.2%	28.3%	(2.7)	-9.5%
Comp	0.6%	1.2%	(0.6)	-50.0%	0.6%	-	0.0%
28 Day	49.5%	44.9%	4.6	10.2%	46.6%	2.9	6.2%
<b>Total Occupancy Percentage</b>	<b>75.6%</b>	<b>73.3%</b>	<b>2.3</b>	<b>3.1%</b>	<b>75.5%</b>	<b>0.1</b>	<b>0.1%</b>
Vacant	24.4%	26.7%	(2.3)	-8.6%	24.5%	(0.1)	-0.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,397,263</b>	<b>\$1,601,374</b>	<b>(\$204,111)</b>	<b>-12.7%</b>	<b>\$1,601,374</b>	<b>(\$204,111)</b>	<b>-12.7%</b>
Comp	\$29,960	\$28,042	\$1,918	6.8%	\$28,043	\$1,917	6.8%
28 Day	\$1,317,627	\$1,234,584	\$83,043	6.7%	\$1,234,585	\$83,042	6.7%
Total Revenue	\$2,744,850	\$2,864,000	(\$119,150)	-4.2%	\$2,864,002	(\$119,152)	-4.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$40.86</b>	<b>\$40.14</b>	<b>\$0.72</b>	<b>1.8%</b>	<b>\$40.14</b>	<b>\$0.72</b>	<b>1.8%</b>
Comp	\$39.79	\$16.37	\$23.42	143.1%	\$34.49	\$5.30	15.4%
28 Day	\$19.92	\$18.80	\$1.12	6.0%	\$18.80	\$1.12	6.0%



## Reno-Sparks Convention and Visitors Authority

### Vacation Rental Statistics - Year To Date

**September 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	34,341	12,078	22,263	184.3%	26,339	8,002	30.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	30,808	23,347	7,461	32.0%	23,347	7,461	32.0%
<b>Total Occupied Rooms</b>	<b>65,149</b>	<b>35,425</b>	<b>29,724</b>	<b>83.9%</b>	<b>49,686</b>	<b>15,463</b>	<b>31.1%</b>
Vacant	60,413	28,423	31,990	112.5%	26,369	34,044	129.1%
Total Available Rooms	125,562	63,848	61,714	96.7%	76,055	49,507	65.1%
<b>Percentage of Occupancy</b>							
Cash	27.3%	18.9%	8.4	44.4%	34.6%	(7.3)	-21.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	24.5%	36.6%	(12.1)	-33.1%	30.7%	(6.2)	-20.2%
<b>Total Occupancy Percentage</b>	<b>51.9%</b>	<b>55.5%</b>	<b>(3.6)</b>	<b>-6.5%</b>	<b>65.3%</b>	<b>(13.4)</b>	<b>-20.5%</b>
Vacant	48.1%	44.5%	3.6	8.1%	34.7%	13.4	38.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$9,422,913</b>	<b>\$2,409,089</b>	<b>\$7,013,824</b>	<b>291.1%</b>	<b>\$6,999,010</b>	<b>\$2,423,903</b>	<b>34.6%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$2,933,957	\$460,801	\$2,473,156	536.7%	\$1,975,385	\$958,572	48.5%
Total Revenue	\$12,356,870	\$2,869,890	\$9,486,980	330.6%	\$8,974,395	\$3,382,475	37.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$274.39</b>	<b>\$199.46</b>	<b>\$74.93</b>	<b>37.6%</b>	<b>\$265.73</b>	<b>\$8.66</b>	<b>3.3%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$95.23	\$19.74	\$75.49	382.4%	\$84.61	\$10.62	12.6%

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**September 2020**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,574	8,570	(1,996)	-23.3%	9,417	(2,843)	-30.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>6,574</b>	<b>8,570</b>	<b>(1,996)</b>	<b>-23.3%</b>	<b>9,417</b>	<b>(2,843)</b>	<b>-30.2%</b>
Vacant	30,162	29,886	276	0.9%	27,815	2,347	8.4%
Total Available Rooms	36,736	38,456	(1,720)	-4.5%	37,232	(496)	-1.3%
<b>Percentage of Occupancy</b>							
Cash	17.9%	22.3%	(4.4)	-19.7%	25.3%	(7.4)	-29.2%
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>17.9%</b>	<b>22.3%</b>	<b>(4.4)</b>	<b>-19.7%</b>	<b>25.3%</b>	<b>(7.4)</b>	<b>-29.2%</b>
Vacant	82.1%	77.7%	4.4	5.7%	74.7%	7.4	9.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$625,044</b>	<b>\$882,398</b>	<b>(\$257,354)</b>	<b>-29.2%</b>	<b>\$969,669</b>	<b>(\$344,625)</b>	<b>-35.5%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$625,044	\$882,398	(\$257,354)	-29.2%	\$969,669	(\$344,625)	-35.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$95.08</b>	<b>\$102.96</b>	<b>(\$7.88)</b>	<b>-7.7%</b>	<b>\$102.97</b>	<b>(\$7.89)</b>	<b>-7.7%</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	3,965	2,163	1,802	83.3%	4,994	(1,029)	-20.6%
Comp	-	39	(39)	-100.0%	90	(90)	-100.0%
28 Day	1,942	497	1,445	290.7%	1,234	708	57.4%
<b>Total Occupied Rooms</b>	<b>5,907</b>	<b>2,699</b>	<b>3,208</b>	<b>118.9%</b>	<b>6,318</b>	<b>(411)</b>	<b>-6.5%</b>
Vacant	9,329	12,941	(3,612)	-27.9%	12,824	(3,495)	-27.3%
Total Available Rooms	15,236	15,640	(404)	-2.6%	19,142	(3,906)	-20.4%
<b>Percentage of Occupancy</b>							
Cash	26.0%	13.8%	12.2	88.4%	26.1%	(0.1)	-0.4%
Comp	0.0%	0.2%	(0.2)	-100.0%	0.0%	-	0.0%
28 Day	12.7%	3.2%	9.5	296.9%	0.0%	12.7	100.0%
<b>Total Occupancy Percentage</b>	<b>38.8%</b>	<b>17.3%</b>	<b>21.5</b>	<b>124.3%</b>	<b>0.0%</b>	<b>38.8</b>	<b>100.0%</b>
Vacant	61.2%	82.7%	(21.5)	-26.0%	0.0%	61.2	100.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	0.0%	100.0	100.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,315,227</b>	<b>\$610,750</b>	<b>\$704,477</b>	<b>115.3%</b>	<b>\$1,428,985</b>	<b>(\$113,758)</b>	<b>-8.0%</b>
Comp	\$0	\$3,413	(\$3,413)	-100.0%	\$7,800	(\$7,800)	-100.0%
28 Day	\$135,262	\$56,280	\$78,982	140.3%	\$155,020	(\$19,758)	-12.7%
Total Revenue	\$1,450,489	\$670,443	\$780,046	116.3%	\$1,591,805	(\$141,316)	-8.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$331.71</b>	<b>\$282.36</b>	<b>\$49.35</b>	<b>17.5%</b>	<b>\$286.14</b>	<b>\$45.57</b>	<b>15.9%</b>
Comp	\$0.00	\$87.51	(\$87.51)	-100.0%	\$86.67	(\$86.67)	-100.0%
28 Day	\$69.65	\$113.24	(\$43.59)	-38.5%	\$125.62	(\$55.97)	-44.6%

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

Current Month Actual September 2020	Last Year Actual September 2019			Tax District	Year To Date Actual July - September 2020	Last Year - Year To Date Actual July - September 2019		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	Increase (Decrease) % Percent
\$13,011,890	\$19,437,175	(\$6,425,286)	-33.1%	Reno B	\$37,091,754	\$58,797,357	(\$21,705,603)	-36.9%
\$4,148,711	\$9,168,739	(\$5,020,027)	-54.8%	Reno D	\$12,205,398	\$30,224,143	(\$18,018,744)	-59.6%
\$540,157	\$768,765	(\$228,608)	-29.7%	Reno E	\$1,626,943	\$2,425,772	(\$798,829)	-32.9%
<b>\$17,700,758</b>	<b>\$29,374,680</b>	<b>(\$11,673,921)</b>	<b>-39.7%</b>	<b>Total Reno</b>	<b>\$50,924,095</b>	<b>\$91,447,271</b>	<b>(\$40,523,176)</b>	<b>-44.3%</b>
\$150,014	\$59,421	\$90,593	152.5%	Washoe A	\$230,452	\$151,344	\$79,109	52.3%
\$5,695,806	\$5,758,005	(\$62,199)	-1.1%	Washoe B	\$19,508,528	\$21,335,445	(\$1,826,917)	-8.6%
<b>\$5,845,820</b>	<b>\$5,817,427</b>	<b>\$28,393</b>	<b>0.5%</b>	<b>Total Washoe Co.</b>	<b>\$19,738,980</b>	<b>\$21,486,788</b>	<b>(\$1,747,808)</b>	<b>-8.1%</b>
<b>\$4,194,268</b>	<b>\$4,944,034</b>	<b>(\$749,766)</b>	<b>-15.2%</b>	<b>Sparks</b>	<b>\$11,954,824</b>	<b>\$15,298,586</b>	<b>(\$3,343,763)</b>	<b>-21.9%</b>
<b>\$27,740,846</b>	<b>\$40,136,141</b>	<b>(\$12,395,295)</b>	<b>-30.9%</b>	<b>Total Taxable Revenue</b>	<b>\$82,617,898</b>	<b>\$128,232,647</b>	<b>(\$45,614,749)</b>	<b>-35.6%</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  
September 2020**

Current Month Actual September 2020	Last Year Actual September 2019			Tax District	Year To Date Actual July - September 2020	Last Year - Year To Date Actual July - September 2019		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
118,812	155,542	(36,730)	-23.6%	Reno B	352,307	472,068	(119,761)	-25.4%
35,923	73,082	(37,159)	-50.8%	Reno D	110,371	253,777	(143,406)	-56.5%
4,387	5,631	(1,244)	-22.1%	Reno E	14,071	17,921	(3,850)	-21.5%
<b>159,122</b>	<b>234,255</b>	<b>(75,133)</b>	<b>-32.1%</b>	<b>Total Reno</b>	<b>476,749</b>	<b>743,766</b>	<b>(267,017)</b>	<b>-35.9%</b>
1,679	1,499	180	12.0%	Washoe A	4,484	4,622	(138)	-3.0%
17,060	20,939	(3,879)	-18.5%	Washoe B	58,767	65,044	(6,277)	-9.7%
<b>18,739</b>	<b>22,438</b>	<b>(3,699)</b>	<b>-16.5%</b>	<b>Total Washoe Co.</b>	<b>63,251</b>	<b>69,666</b>	<b>(6,415)</b>	<b>-9.2%</b>
<b>45,686</b>	<b>52,086</b>	<b>(6,400)</b>	<b>-12.3%</b>	<b>Sparks</b>	<b>135,595</b>	<b>160,868</b>	<b>(25,273)</b>	<b>-15.7%</b>
<b>223,547</b>	<b>308,779</b>	<b>(85,232)</b>	<b>-27.6%</b>	<b>Total Taxable Rooms</b>	<b>675,595</b>	<b>974,300</b>	<b>(298,705)</b>	<b>-30.7%</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  
September 2020**

Current Month Actual September 2020	Last Year Actual September 2019			Tax District	Year To Date Actual July 2020 - September 2020	Last Year - Year To Date Actual July 2018 - September 2019		
	Amount	Increase (Decrease)				Amount	Amount	% Percent
		Amount	% Percent				Amount	% Percent
\$109.52	\$124.96	-\$15.45	-12.4%	Reno B	\$105.28	\$124.55	-\$19.27	-15.5%
\$115.49	\$125.46	-\$9.97	-7.9%	Reno D	\$110.59	\$119.10	-\$8.51	-7.1%
\$123.13	\$136.52	-\$13.40	-9.8%	Reno E	\$115.62	\$135.36	-\$19.74	-14.6%
<b>\$111.24</b>	<b>\$125.40</b>	<b>-\$14.16</b>	<b>-11.3%</b>	<b>Total Reno</b>	<b>\$106.82</b>	<b>\$122.95</b>	<b>-\$16.14</b>	<b>-13.1%</b>
\$89.35	\$39.64	\$49.71	125.4%	Washoe A	\$51.39	\$32.74	\$18.65	57.0%
\$333.87	\$274.99	\$58.88	21.4%	Washoe B	\$331.96	\$328.02	\$3.95	1.2%
<b>\$311.96</b>	<b>\$259.27</b>	<b>\$52.69</b>	<b>20.3%</b>	<b>Total Washoe Co.</b>	<b>\$312.07</b>	<b>\$308.43</b>	<b>\$3.65</b>	<b>1.2%</b>
<b>\$91.81</b>	<b>\$94.92</b>	<b>-\$3.11</b>	<b>-3.3%</b>	<b>Sparks</b>	<b>\$88.17</b>	<b>\$95.10</b>	<b>-\$6.93</b>	<b>-7.3%</b>
<b>\$124.09</b>	<b>\$129.98</b>	<b>-\$5.89</b>	<b>-4.5%</b>	<b>Total Average Daily Rate</b>	<b>\$122.29</b>	<b>\$131.62</b>	<b>-\$9.33</b>	<b>-7.1%</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