

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

## March 2021

### Room Statistics

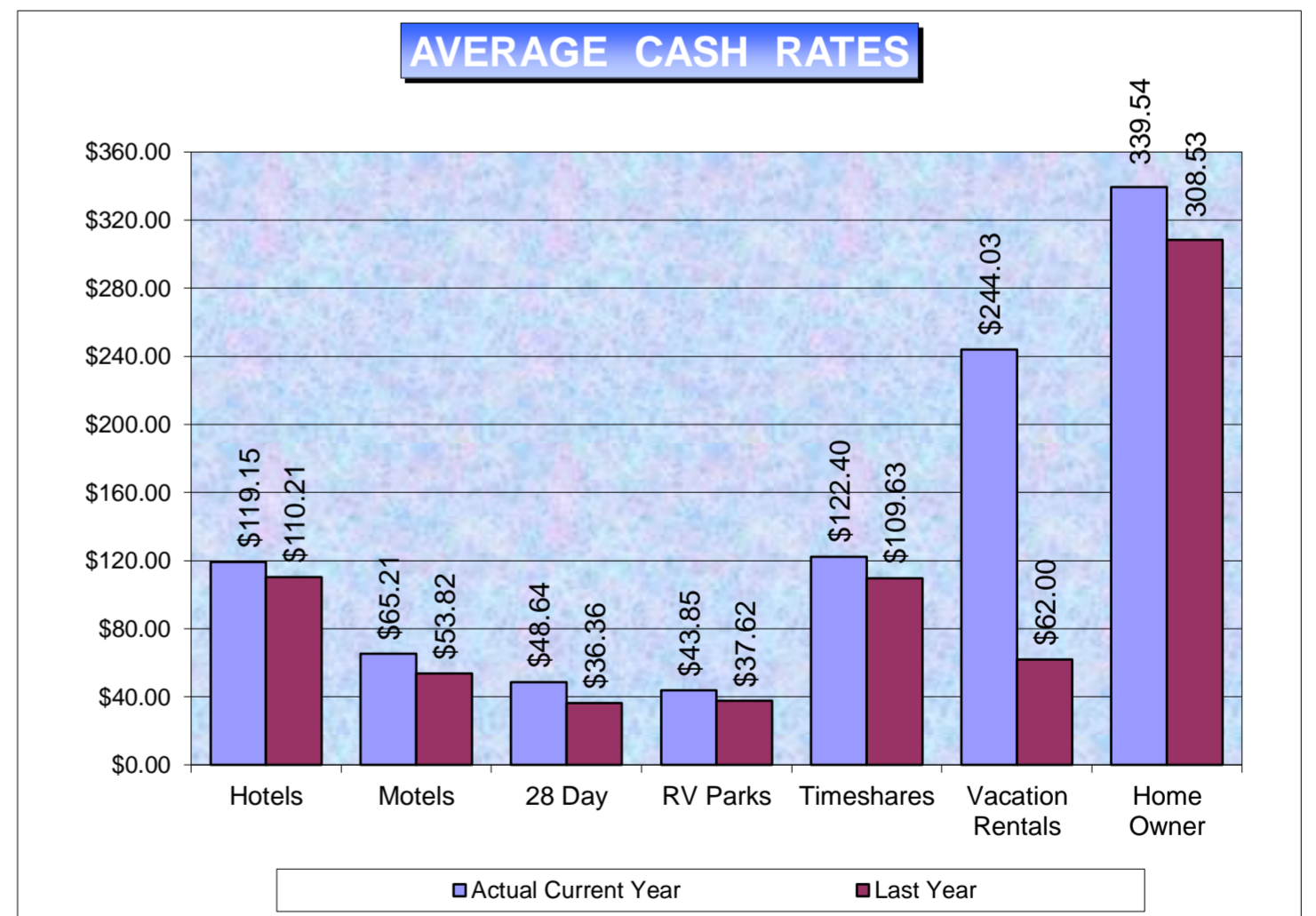
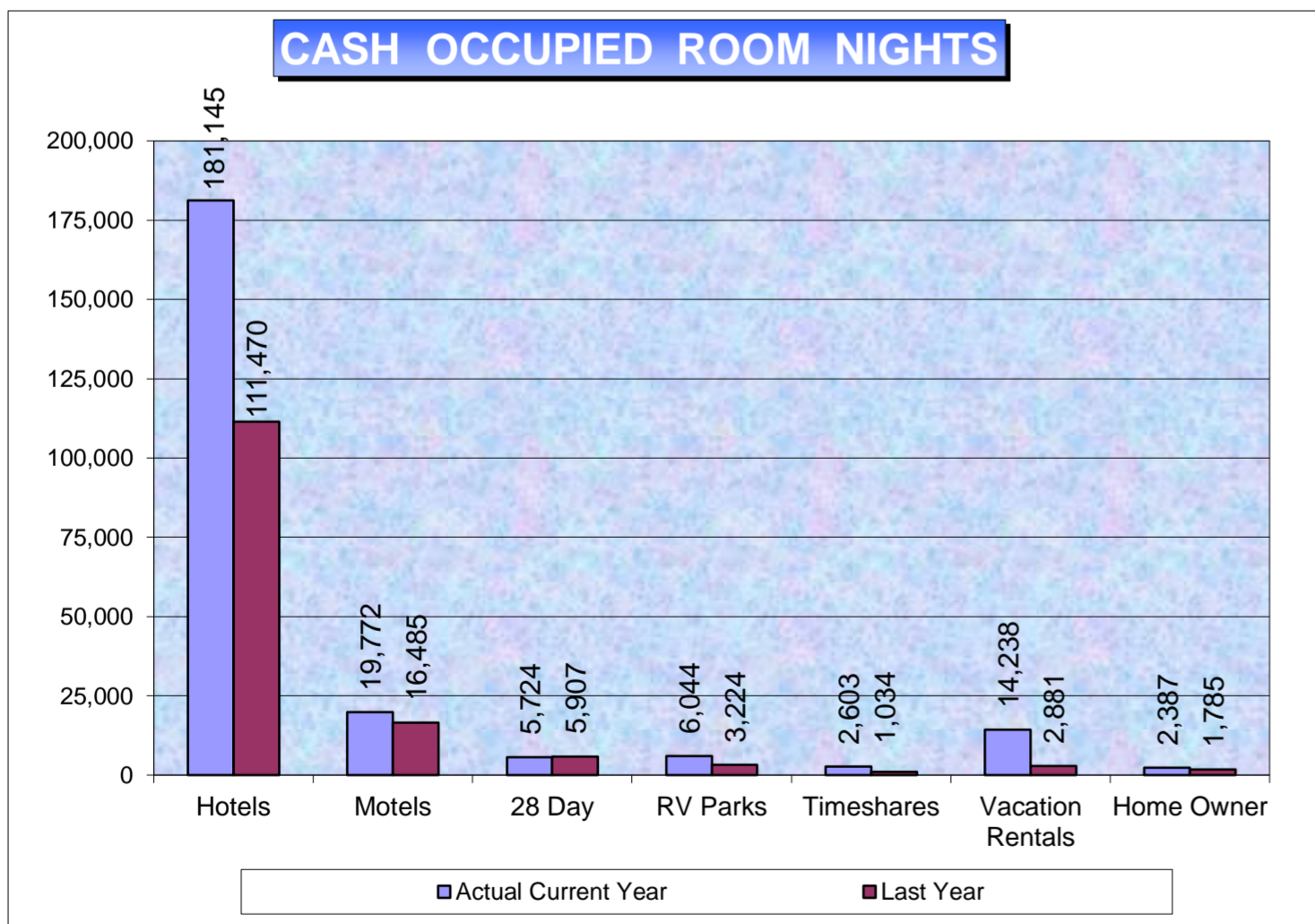
Taxable room revenues for the month of \$28,019,388 are above prior year by \$13,667,804 (95.2%). Cash occupied room nights of 231,913 are above prior year by 89,127 (62.4%). Comp occupied room nights of 68,338 are above prior year by 30,141 (78.9%), and 28-day occupied room nights of 112,530 are above prior year by 3,711 (3.4%). Total occupied rooms for the month (Cash,Comp, 28-day) are 122,979 (42.4%) above the prior year.

Overall, Washoe County occupancy percentages of 63.3% for the month is 19.0% above the 42.9% level of the prior year. There were 1,137 (-0.2%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of March 2021 \$120.82 increased \$20.31 (20.2%), compared to \$100.51 for the prior year.

Year-to-date cash occupied room nights of 1,810,219 are 596,370 (-24.8%) below prior year. Cash average rates year-to-date of \$118.23 are \$1.23 (-1.0%) below the prior year. Year-to-date, total taxable room revenues of \$214,024,855 are \$73,462,273 (-25.6%) below prior year.

March 2021						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	431,448	181,145	\$119.15	\$110.21	\$8.94	8.1%
Motels	36,433	19,772	\$65.21	\$53.82	\$11.39	21.2%
28 Day	81,604	5,724	\$48.64	\$36.36	\$12.28	33.8%
RV Parks	45,353	6,044	\$43.85	\$37.62	\$6.23	16.6%
Timeshares	12,514	2,603	\$122.40	\$109.63	\$12.77	11.6%
Vacation Rentals	31,669	14,238	\$244.03	\$62.00	\$182.03	293.6%
Home Owner	13,339	2,387	\$339.54	\$308.53	31.01	10.1%
<b>Totals</b>	<b>652,360</b>	<b>231,913</b>	<b>\$120.82</b>	<b>\$100.51</b>	<b>\$20.31</b>	<b>20.2%</b>



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

March 2021

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$28,019,388</b>	<b>\$19,825,905</b>	<b>\$8,193,483</b>	<b>41.3%</b>	<b>\$14,351,584</b>	<b>\$13,667,804</b>	<b>95.2%</b>
<b>Occupied Rooms - Cash</b>	<b>231,913</b>	<b>235,188</b>	<b>(3,275)</b>	<b>-1.4%</b>	<b>142,786</b>	<b>89,127</b>	<b>62.4%</b>
<b>Average Rate - Cash</b>	<b>\$120.82</b>	<b>\$84.30</b>	<b>\$36.52</b>	<b>43.3%</b>	<b>\$100.51</b>	<b>\$20.31</b>	<b>20.2%</b>
<b>Occupied Rooms</b>							
Cash	231,913	235,188	(3,275)	-1.4%	142,786	89,127	62.4%
Comp	68,338	68,273	65	0.1%	38,197	30,141	78.9%
28 Day	112,530	116,833	(4,303)	-3.7%	108,819	3,711	3.4%
<b>Total Occupied Rooms</b>	<b>412,781</b>	<b>420,294</b>	<b>(7,513)</b>	<b>-1.8%</b>	<b>289,802</b>	<b>122,979</b>	<b>42.4%</b>
<b>Percentage of Occupancy</b>							
Cash	35.5%	33.6%	1.9	5.7%	21.8%	13.7	62.8%
Comp	10.5%	9.8%	0.7	7.1%	5.8%	4.7	81.0%
28 Day	17.2%	16.7%	0.5	3.0%	16.7%	0.5	3.0%
<b>Total Percentage of Occupancy</b>	<b>63.3%</b>	<b>60.1%</b>	<b>3.2</b>	<b>5.3%</b>	<b>44.3%</b>	<b>19.0</b>	<b>42.9%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	181,145	195,243	(14,098)	-7.2%	111,470	69,675	62.5%
Motels	19,772	16,677	3,095	18.6%	16,485	3,287	19.9%
28 Day Motels	5,724	5,744	(20)	-0.3%	5,907	(183)	-3.1%
R.V. Parks	6,044	3,601	2,443	67.8%	3,224	2,820	87.5%
Vacation Rentals	14,238	8,624	5,614	65.1%	2,881	11,357	394.2%
Timehares	2,603	2,949	(346)	-11.7%	1,034	1,569	151.7%
Home Owner Rentals	2,387	2,350	37	0.0%	1,785	602	0.0%
<b>Total Occupied - Cash</b>	<b>231,913</b>	<b>235,188</b>	<b>(3,275)</b>	<b>-1.4%</b>	<b>142,786</b>	<b>89,127</b>	<b>62.4%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	42.0%	40.6%	1.4	3.4%	25.6%	16.4	64.1%
Motels	54.3%	41.5%	12.8	30.8%	42.6%	11.7	27.5%
28 Day Motels	7.0%	6.8%	0.2	2.9%	7.1%	(0.1)	-1.4%
R.V. Parks	13.3%	8.0%	5.3	66.3%	7.2%	6.1	84.7%
Vacation Rentals	45.0%	40.1%	4.9	12.2%	13.3%	31.7	238.3%
Timeshares	20.8%	22.8%	(2.0)	-8.8%	8.5%	12.3	
Home Owner Rentals	17.9%	15.4%	2.5	16.2%	10.4%	7.5	72.1%
<b>Total Occupancy Percentage - Cash</b>	<b>35.5%</b>	<b>33.6%</b>	<b>1.9</b>	<b>5.7%</b>	<b>21.8%</b>	<b>13.7</b>	<b>62.8%</b>
<b>Average Rates - Cash</b>							
Hotels	\$119.15	\$85.21	\$33.94	39.8%	\$110.21	\$8.94	8.1%
Motels	\$65.21	\$40.41	\$24.80	61.4%	\$53.82	\$11.39	21.2%
28 Day Motels	\$48.64	\$39.52	\$9.12	23.1%	\$36.36	\$12.28	33.8%
R.V. Parks	\$43.85	\$63.12	(\$19.27)	-30.5%	\$37.62	\$6.23	16.6%
Vacation Rentals	\$244.03	\$145.34	\$98.69	67.9%	\$62.00	\$182.03	293.6%
Timeshares	\$122.40	\$67.17	\$55.23	82.2%	\$109.63	\$12.77	11.6%
Home Owner Rentals	\$339.54	\$259.12	\$80.42	0.0%	\$308.53	\$31.01	10.1%
<b>Total Cash Average Rate</b>	<b>\$120.82</b>	<b>\$84.30</b>	<b>\$36.52</b>	<b>43.3%</b>	<b>\$100.51</b>	<b>\$20.31</b>	<b>20.2%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**March 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	231,913	235,188	(3,275)	-1.4%	142,786	89,127	62.4%
Comp	68,338	68,273	65	0.1%	38,197	30,141	78.9%
28 Day	112,530	116,833	(4,303)	-3.7%	108,819	3,711	3.4%
<b>Total Occupied Rooms</b>	<b>412,781</b>	<b>420,294</b>	<b>(7,513)</b>	<b>-1.8%</b>	<b>289,802</b>	<b>122,979</b>	<b>42.4%</b>
Vacant	239,579	279,424	(39,845)	-14.3%	363,695	(124,116)	-34.1%
Total Available Rooms	652,360	699,718	(47,358)	-6.8%	653,497	(1,137)	-0.2%
<b>Percentage of Occupancy</b>							
Cash	35.5%	33.6%	1.9	5.7%	21.8%	13.7	62.8%
Comp	10.5%	9.8%	0.7	7.1%	5.8%	4.7	81.0%
28 Day	17.2%	16.7%	0.5	3.0%	16.7%	0.5	3.0%
<b>Total Occupancy Percentage</b>	<b>63.3%</b>	<b>60.1%</b>	<b>3.2</b>	<b>5.3%</b>	<b>44.3%</b>	<b>19.0</b>	<b>42.9%</b>
Vacant	36.7%	39.9%	(3.2)	-8.0%	55.7%	(19.0)	-34.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$28,019,388</b>	<b>\$19,825,905</b>	<b>\$8,193,483</b>	<b>41.3%</b>	<b>\$14,351,584</b>	<b>\$13,667,804</b>	<b>95.2%</b>
Comp	\$8,212,529	\$4,067,719	\$4,144,810	101.9%	\$4,034,276	\$4,178,253	103.6%
28 Day	\$4,172,565	\$3,045,499	\$1,127,066	37.0%	\$3,400,900	\$771,665	22.7%
Total Revenue	\$40,404,482	\$26,939,122	\$13,465,360	50.0%	\$21,786,760	\$18,617,722	85.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$120.82</b>	<b>\$84.30</b>	<b>\$36.52</b>	<b>43.3%</b>	<b>\$100.51</b>	<b>\$20.31</b>	<b>20.2%</b>
Comp	\$120.18	\$59.58	\$60.60	101.7%	\$105.62	\$14.56	13.8%
28 Day	\$37.08	\$26.07	\$11.01	42.2%	\$31.25	\$5.83	18.7%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics

March 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
<b>Occupied Rooms</b>								
Cash	181,145	195,243	(14,098)	-7.2%	111,470	69,675	62.5%	
Comp	68,250	68,106	144	0.2%	38,108	30,142	79.1%	
28 Day	9,222	11,242	(2,020)	-18.0%	7,922	1,300	16.4%	
<b>Total Occupied Rooms</b>	<b>258,617</b>	<b>274,591</b>	<b>(15,974)</b>	<b>-5.8%</b>	<b>157,500</b>	<b>101,117</b>	<b>64.2%</b>	
Vacant	172,831	206,281	(33,450)	-16.2%	277,798	(104,967)	-37.8%	
Total Available Rooms	431,448	480,872	(49,424)	-10.3%	435,298	(3,850)	-0.9%	
<b>Percentage of Occupancy</b>								
Cash	42.0%	40.6%	1.4	3.4%	25.6%	16.4	64.1%	
Comp	15.8%	14.2%	1.6	11.3%	8.8%	7.0	79.5%	
28 Day	2.1%	2.3%	(0.2)	-8.7%	1.8%	0.3	16.7%	
<b>Total Occupancy Percentage</b>	<b>59.9%</b>	<b>57.1%</b>	<b>2.8</b>	<b>4.9%</b>	<b>36.2%</b>	<b>23.7</b>	<b>65.5%</b>	
Vacant	40.1%	42.9%	(2.8)	-6.5%	63.8%	(23.7)	-37.1%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
<b>Revenue</b>								
<b>Cash - Taxable</b>	<b>\$21,582,944</b>	<b>\$16,637,272</b>	<b>\$4,945,672</b>	<b>29.7%</b>	<b>\$12,285,574</b>	<b>\$9,297,370</b>	<b>75.7%</b>	
Comp	\$8,206,217	\$4,057,433	\$4,148,784	102.3%	\$4,029,452	\$4,176,765	103.7%	
28 Day	\$751,112	\$478,068	\$273,044	57.1%	\$544,055	\$207,057	38.1%	
Total Revenue	\$30,540,273	\$21,172,772	\$9,367,501	44.2%	\$16,859,081	\$13,681,192	81.2%	
<b>Average Rates</b>								
<b>Cash</b>	<b>\$119.15</b>	<b>\$85.21</b>	<b>\$33.94</b>	<b>39.8%</b>	<b>\$110.21</b>	<b>\$8.94</b>	<b>8.1%</b>	
Comp	\$120.24	\$59.58	\$60.66	101.8%	\$105.74	\$14.50	13.7%	
28 Day	\$81.45	\$42.53	\$38.92	91.5%	\$68.68	\$12.77	18.6%	

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

**March 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	19,772	16,677	3,095	18.6%	16,485	3,287	19.9%
Comp	25	59	(34)	-57.6%	31	(6)	-19.4%
28 Day	4,713	2,228	2,485	111.5%	4,223	490	11.6%
<b>Total Occupied Rooms</b>	<b>24,510</b>	<b>18,964</b>	<b>5,546</b>	<b>29.2%</b>	<b>20,739</b>	<b>3,771</b>	<b>18.2%</b>
Vacant	11,923	21,212	(9,289)	-43.8%	17,927	(6,004)	-33.5%
Total Available Rooms	36,433	40,176	(3,743)	-9.3%	38,666	(2,233)	-5.8%
<b>Percentage of Occupancy</b>							
Cash	54.3%	41.5%	12.8	30.8%	42.6%	11.7	27.5%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	12.9%	5.5%	7.4	134.5%	10.9%	2.0	18.3%
<b>Total Occupancy Percentage</b>	<b>67.3%</b>	<b>47.2%</b>	<b>20.1</b>	<b>42.6%</b>	<b>53.6%</b>	<b>13.7</b>	<b>25.6%</b>
Vacant	32.7%	52.8%	(20.1)	-38.1%	46.4%	(13.7)	-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>\$1,289,388</b>	<b>\$673,880</b>	<b>\$615,508</b>	<b>91.3%</b>	<b>\$887,233</b>	<b>\$402,155</b>	<b>45.3%</b>
Comp	\$3,125	\$7,581	(\$4,456)	-58.8%	\$2,890	\$235	8.1%
28 Day	\$243,341	\$88,277	\$155,064	175.7%	\$161,142	\$82,199	51.0%
Total Revenue	\$1,535,854	\$769,738	\$766,116	99.5%	\$1,051,265	\$484,589	46.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$65.21</b>	<b>\$40.41</b>	<b>\$24.80</b>	<b>61.4%</b>	<b>\$53.82</b>	<b>\$11.39</b>	<b>21.2%</b>
Comp	\$125.00	\$128.49	(\$3.49)	-2.7%	\$93.23	\$31.77	34.1%
28 Day	\$51.63	\$39.62	\$12.01	30.3%	\$38.16	\$13.47	35.3%

## Reno-Sparks Convention and Visitors Authority

### 28 Day Motel Statistics

March 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
<b>Occupied Rooms</b>								
Cash	5,724	5,744	(20)	-0.3%	5,907	(183)	-3.1%	
Comp	-	-	-	0.0%	-	-	0.0%	
28 Day	60,184	59,608	576	1.0%	60,652	(468)	-0.8%	
<b>Total Occupied Rooms</b>	<b>65,908</b>	<b>65,352</b>	<b>556</b>	<b>0.9%</b>	<b>66,559</b>	<b>(651)</b>	<b>-1.0%</b>	
Vacant	15,696	18,627	(2,931)	-15.7%	16,949	(1,253)	-7.4%	
Total Available Rooms	81,604	83,979	(2,375)	-2.8%	83,508	(1,904)	-2.3%	
<b>Percentage of Occupancy</b>								
Cash	7.0%	6.8%	0.2	2.9%	7.1%	(0.1)	-1.4%	
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%	
28 Day	73.8%	71.0%	2.8	3.9%	72.6%	1.2	1.7%	
<b>Total Occupancy Percentage</b>	<b>80.8%</b>	<b>77.8%</b>	<b>3.0</b>	<b>3.9%</b>	<b>79.7%</b>	<b>1.1</b>	<b>1.4%</b>	
Vacant	19.2%	22.2%	(3.0)	-13.5%	20.3%	(1.1)	-5.4%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
<b>Revenue</b>								
<b>Cash - Taxable</b>	<b>\$278,407</b>	<b>\$227,010</b>	<b>\$51,397</b>	<b>22.6%</b>	<b>\$214,767</b>	<b>\$63,640</b>	<b>29.6%</b>	
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%	
28 Day	\$1,466,363	\$1,441,890	\$24,473	1.7%	\$1,499,116	(\$32,753)	-2.2%	
Total Revenue	\$1,744,770	\$1,668,900	\$75,870	4.5%	\$1,713,883	\$30,887	1.8%	
<b>Average Rates</b>								
<b>Cash</b>	<b>\$48.64</b>	<b>\$39.52</b>	<b>\$9.12</b>	<b>23.1%</b>	<b>\$36.36</b>	<b>\$12.28</b>	<b>33.8%</b>	
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%	
28 Day	\$24.36	\$24.19	\$0.17	0.7%	\$24.72	(\$0.36)	-1.5%	

## Reno-Sparks Convention and Visitors Authority

### RV Park Statistics

**March 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,044	3,601	2,443	67.8%	3,224	2,820	87.5%
Comp	63	108	(45)	-41.7%	58	5	8.6%
28 Day	26,248	33,902	(7,654)	-22.6%	27,121	(873)	-3.2%
<b>Total Occupied Rooms</b>	<b>32,355</b>	<b>37,611</b>	<b>(5,256)</b>	<b>-14.0%</b>	<b>30,403</b>	<b>1,952</b>	<b>6.4%</b>
Vacant	12,998	7,308	5,690	77.9%	14,640	(1,642)	-11.2%
Total Available Rooms	45,353	44,919	434	1.0%	45,043	310	0.7%
<b>Percentage of Occupancy</b>							
Cash	13.3%	8.0%	5.3	66.3%	7.2%	6.1	84.7%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.1%	-	0.0%
28 Day	57.9%	75.5%	(17.6)	-23.3%	60.2%	(2.3)	-3.8%
<b>Total Occupancy Percentage</b>	<b>71.3%</b>	<b>83.7%</b>	<b>(12.4)</b>	<b>-14.8%</b>	<b>67.5%</b>	<b>3.8</b>	<b>5.6%</b>
Vacant	28.7%	16.3%	12.4	76.1%	32.5%	(3.8)	-11.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$265,012</b>	<b>\$227,311</b>	<b>\$37,701</b>	<b>16.6%</b>	<b>\$121,296</b>	<b>\$143,716</b>	<b>118.5%</b>
Comp	\$3,187	\$2,705	\$482	17.8%	\$1,934	\$1,253	64.8%
28 Day	\$537,972	\$596,738	(\$58,766)	-9.8%	\$489,822	\$48,150	9.8%
Total Revenue	\$806,171	\$826,754	(\$20,583)	-2.5%	\$613,052	\$193,119	31.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$43.85</b>	<b>\$63.12</b>	<b>(\$19.27)</b>	<b>-30.5%</b>	<b>\$37.62</b>	<b>\$6.23</b>	<b>16.6%</b>
Comp	\$50.59	\$25.05	\$25.54	102.0%	\$33.34	\$17.25	51.7%
28 Day	\$20.50	\$17.60	\$2.90	16.5%	\$18.06	\$2.44	13.5%

## Reno-Sparks Convention and Visitors Authority

### Vacation Rental Statistics

**March 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	14,238	8,624	5,614	65.1%	2,881	11,357	394.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	10,287	8,986	1,301	14.5%	7,901	2,386	30.2%
<b>Total Occupied Rooms</b>	<b>24,525</b>	<b>17,610</b>	<b>6,915</b>	<b>39.3%</b>	<b>10,782</b>	<b>13,743</b>	<b>127.5%</b>
Vacant	7,144	3,904	3,240	83.0%	10,948	(3,804)	-34.7%
Total Available Rooms	31,669	21,514	10,155	47.2%	21,730	9,939	45.7%
<b>Percentage of Occupancy</b>							
Cash	45.0%	40.1%	4.9	12.2%	13.3%	31.7	238.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	32.5%	41.8%	(9.3)	-22.2%	36.4%	(3.9)	-10.7%
<b>Total Occupancy Percentage</b>	<b>77.4%</b>	<b>81.9%</b>	<b>(4.5)</b>	<b>-5.5%</b>	<b>49.6%</b>	<b>27.8</b>	<b>56.0%</b>
Vacant	22.6%	18.1%	4.5	24.9%	50.4%	(27.8)	-55.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$3,474,554</b>	<b>\$1,253,408</b>	<b>\$2,221,146</b>	<b>177.2%</b>	<b>\$178,633</b>	<b>\$3,295,921</b>	<b>1845.1%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$977,955	\$367,924	\$610,031	165.8%	\$576,441	\$401,514	69.7%
Total Revenue	\$4,452,509	\$1,621,332	\$2,831,177	174.6%	\$755,074	\$3,697,435	489.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$244.03</b>	<b>\$145.34</b>	<b>\$98.69</b>	<b>67.9%</b>	<b>\$62.00</b>	<b>\$182.03</b>	<b>293.6%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$95.07	\$40.94	\$54.13	132.2%	\$72.96	\$22.11	30.3%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**March 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,603	2,949	(346)	-11.7%	1,034	1,569	151.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>2,603</b>	<b>2,949</b>	<b>(346)</b>	<b>-11.7%</b>	<b>1,034</b>	<b>1,569</b>	<b>151.7%</b>
Vacant	9,911	10,009	(98)	-1.0%	11,133	(1,222)	-11.0%
Total Available Rooms	12,514	12,958	(444)	-3.4%	12,167	347	2.9%
<b>Percentage of Occupancy</b>							
Cash	20.8%	22.8%	(2.0)	-8.8%	8.5%	12.3	144.7%
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>20.8%</b>	<b>22.8%</b>	<b>(2.0)</b>	<b>-8.8%</b>	<b>8.5%</b>	<b>12.3</b>	<b>144.7%</b>
Vacant	79.2%	77.2%	2.0	2.6%	91.5%	(12.3)	-13.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$318,600</b>	<b>\$198,081</b>	<b>\$120,519</b>	<b>60.8%</b>	<b>\$113,357</b>	<b>\$205,243</b>	<b>181.1%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$318,600	\$198,081	\$120,519	60.8%	\$113,357	\$205,243	181.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$122.40</b>	<b>\$67.17</b>	<b>\$55.23</b>	<b>82.2%</b>	<b>\$109.63</b>	<b>\$12.77</b>	<b>11.6%</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**

**March 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,387	2,350	37	1.6%	1,785	602	33.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	1,876	867	1,009	116.4%	1,000	876	87.6%
<b>Total Occupied Rooms</b>	<b>4,263</b>	<b>3,217</b>	<b>1,046</b>	<b>32.5%</b>	<b>2,785</b>	<b>1,478</b>	<b>53.1%</b>
Vacant	9,076	12,083	(3,007)	-24.9%	14,300	(5,224)	-36.5%
Total Available Rooms	13,339	15,300	(1,961)	-12.8%	17,085	(3,746)	-21.9%
<b>Percentage of Occupancy</b>							
Cash	17.9%	15.4%	2.5	16.2%	10.4%	7.5	72.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	14.1%	5.7%	8.4	147.4%	5.9%	8.2	139.0%
<b>Total Occupancy Percentage</b>	<b>32.0%</b>	<b>21.0%</b>	<b>11.0</b>	<b>52.4%</b>	<b>16.3%</b>	<b>15.7</b>	<b>96.3%</b>
Vacant	68.0%	79.0%	(11.0)	-13.9%	83.7%	(15.7)	-18.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$810,483</b>	<b>\$608,943</b>	<b>\$201,540</b>	<b>33.1%</b>	<b>\$550,724</b>	<b>\$259,759</b>	<b>47.2%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$195,822	\$72,602	\$123,220	169.7%	\$130,324	\$65,498	50.3%
Total Revenue	\$1,006,305	\$681,545	\$324,760	47.7%	\$681,048	\$325,257	47.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$339.54</b>	<b>\$259.12</b>	<b>\$80.42</b>	<b>31.0%</b>	<b>\$308.53</b>	<b>\$31.01</b>	<b>10.1%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$104.38	\$83.74	\$20.64	24.6%	\$130.32	(\$25.94)	-19.9%

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics - Year To Date

**March 2021**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$214,024,855</b>	<b>\$125,774,723</b>	<b>\$88,250,132</b>	<b>70.2%</b>	<b>\$287,487,128</b>	<b>(\$73,462,273)</b>	<b>-25.6%</b>
<b>Occupied Rooms - Cash</b>	<b>1,810,219</b>	<b>1,430,709</b>	<b>379,510</b>	<b>26.5%</b>	<b>2,406,589</b>	<b>(596,370)</b>	<b>-24.8%</b>
<b>Average Rate - Cash</b>	<b>\$118.23</b>	<b>\$87.91</b>	<b>\$30.32</b>	<b>34.5%</b>	<b>\$119.46</b>	<b>(\$1.23)</b>	<b>-1.0%</b>
<b>Occupied Rooms</b>							
Cash	1,810,219	1,430,709	379,510	26.5%	2,406,589	(596,370)	-24.8%
Comp	539,883	460,446	79,437	17.3%	641,450	(101,567)	-15.8%
28 Day	965,882	968,246	(2,364)	-0.2%	1,019,641	(53,759)	-5.3%
<b>Total Occupied Rooms</b>	<b>3,315,984</b>	<b>2,859,401</b>	<b>456,583</b>	<b>16.0%</b>	<b>4,067,680</b>	<b>(751,696)</b>	<b>-18.5%</b>
<b>Percentage of Occupancy</b>							
Cash	32.1%	23.4%	8.7	37.2%	39.1%	(7.0)	-17.9%
Comp	9.6%	7.5%	2.1	28.0%	10.4%	(0.8)	-7.7%
28 Day	17.1%	15.8%	1.3	8.2%	16.6%	0.5	3.0%
<b>Total Percentage of Occupancy</b>	<b>58.8%</b>	<b>46.7%</b>	<b>12.1</b>	<b>25.9%</b>	<b>66.1%</b>	<b>(7.3)</b>	<b>-11.0%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	1,401,897	1,119,303	282,594	25.2%	1,997,850	(595,953)	-29.8%
Motels	165,360	99,495	65,865	66.2%	185,316	(19,956)	-10.8%
28 Day Motels	44,559	55,353	(10,794)	-19.5%	55,652	(11,093)	-19.9%
R.V. Parks	65,921	62,781	3,140	5.0%	62,405	3,516	5.6%
Vacation Rentals	105,597	61,675	43,922	71.2%	70,367	35,230	50.1%
Timeshares	17,829	25,940	(8,111)	-31.3%	26,298	(8,469)	-32.2%
Home Owner Rentals	9,056	6,162	2,894	47.0%	8,701	355	4.1%
<b>Total Occupied - Cash</b>	<b>1,810,219</b>	<b>1,430,709</b>	<b>379,510</b>	<b>26.5%</b>	<b>2,406,589</b>	<b>(596,370)</b>	<b>-24.8%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	37.8%	26.3%	11.5	43.7%	47.6%	(9.8)	-20.6%
Motels	48.6%	27.6%	21.0	76.1%	50.1%	(1.5)	-3.0%
28 Day Motels	6.1%	7.5%	(1.4)	-18.7%	7.2%	(1.1)	-15.3%
R.V. Parks	16.5%	15.3%	1.2	7.8%	15.3%	1.2	7.8%
Vacation Rentals	33.7%	32.4%	1.3	4.0%	29.7%	4.0	13.5%
Timeshares	16.5%	22.6%	(6.1)	-27.0%	23.9%	(7.4)	-31.0%
Home Owner Rentals	19.2%	13.2%	6.0	45.5%	16.3%	2.9	17.8%
<b>Total Occupancy Percentage - Cash</b>	<b>32.1%</b>	<b>23.4%</b>	<b>8.7</b>	<b>37.2%</b>	<b>39.1%</b>	<b>(7.0)</b>	<b>-17.9%</b>
<b>Average Rates - Cash</b>							
Hotels	\$118.92	\$90.84	\$28.08	30.9%	\$124.98	(\$6.06)	-4.8%
Motels	\$63.32	\$44.67	\$18.65	41.8%	\$61.97	\$1.35	2.2%
28 Day Motels	\$44.28	\$44.10	\$0.18	0.4%	\$43.72	\$0.56	1.3%
R.V. Parks	\$39.79	\$41.15	(\$1.36)	-3.3%	\$39.70	\$0.09	0.2%
Vacation Rental	\$257.98	\$174.49	\$83.49	47.8%	\$235.50	\$22.48	9.5%
Timeshares	\$114.63	\$84.06	\$30.57	36.4%	\$87.15	\$27.48	31.5%
Home Owner Rentals	\$326.21	\$273.78	\$52.43	19.2%	\$291.89	\$34.32	11.8%
<b>Total Cash Average Rate</b>	<b>\$118.23</b>	<b>\$87.91</b>	<b>\$30.32</b>	<b>34.5%</b>	<b>\$119.46</b>	<b>(\$1.23)</b>	<b>-1.0%</b>

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

**March 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,810,219	1,430,709	379,510	26.5%	2,406,589	(596,370)	-24.8%
Comp	539,883	460,446	79,437	17.3%	641,450	(101,567)	-15.8%
28 Day	965,882	968,246	(2,364)	-0.2%	1,019,641	(53,759)	-5.3%
<b>Total Occupied Rooms</b>	<b>3,315,984</b>	<b>2,859,401</b>	<b>456,583</b>	<b>16.0%</b>	<b>4,067,680</b>	<b>(751,696)</b>	<b>-18.5%</b>
Vacant	2,325,217	3,263,937	(938,720)	-28.8%	2,086,322	238,895	11.5%
Total Available Rooms	5,641,201	6,123,338	(482,137)	-7.9%	6,154,002	(512,801)	-8.3%
<b>Percentage of Occupancy</b>							
Cash	32.1%	23.4%	8.7	37.2%	39.1%	(7.0)	-17.9%
Comp	9.6%	7.5%	2.1	28.0%	10.4%	(0.8)	-7.7%
28 Day	17.1%	15.8%	1.3	8.2%	16.6%	0.5	3.0%
<b>Total Occupancy Percentage</b>	<b>58.8%</b>	<b>46.7%</b>	<b>12.1</b>	<b>25.9%</b>	<b>66.1%</b>	<b>(7.3)</b>	<b>-11.0%</b>
Vacant	41.2%	53.3%	(12.1)	-22.7%	33.9%	7.3	21.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$214,024,855</b>	<b>\$125,774,721</b>	<b>\$88,250,134</b>	<b>70.2%</b>	<b>\$287,487,128</b>	<b>(\$73,462,273)</b>	<b>-25.6%</b>
Comp	\$63,236,567	\$29,706,302	\$33,530,265	112.9%	\$72,609,911	(\$9,373,344)	-12.9%
28 Day	\$33,926,658	\$24,714,919	\$9,211,739	37.3%	\$33,900,520	\$26,138	0.1%
Total Revenue	\$311,188,080	\$180,195,943	\$130,992,137	72.7%	\$393,997,559	(\$82,809,479)	-21.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$118.23</b>	<b>\$87.91</b>	<b>\$30.32</b>	<b>34.5%</b>	<b>\$119.46</b>	<b>(\$1.23)</b>	<b>-1.0%</b>
Comp	\$117.13	\$64.52	\$52.61	81.5%	\$113.20	\$3.93	3.5%
28 Day	\$35.13	\$25.53	\$9.60	37.6%	\$33.25	\$1.88	5.7%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics - Year To Date

**March 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,401,897	1,119,303	282,594	25.2%	1,997,850	(595,953)	-29.8%
Comp	537,703	457,793	79,910	17.5%	638,805	(101,102)	-15.8%
28 Day	75,730	70,860	4,870	6.9%	101,352	(25,622)	-25.3%
<b>Total Occupied Rooms</b>	<b>2,015,330</b>	<b>1,647,956</b>	<b>367,374</b>	<b>22.3%</b>	<b>2,738,007</b>	<b>(722,677)</b>	<b>-26.4%</b>
Vacant	1,691,446	2,611,182	(919,736)	-35.2%	1,461,080	230,366	15.8%
Total Available Rooms	3,706,776	4,259,138	(552,362)	-13.0%	4,199,087	(492,311)	-11.7%
<b>Percentage of Occupancy</b>							
Cash	37.8%	26.3%	11.5	43.7%	47.6%	(9.8)	-20.6%
Comp	14.5%	10.7%	3.8	35.5%	15.2%	(0.7)	-4.6%
28 Day	2.0%	1.7%	0.3	17.6%	2.4%	(0.4)	-16.7%
<b>Total Occupancy Percentage</b>	<b>54.4%</b>	<b>38.7%</b>	<b>15.7</b>	<b>40.6%</b>	<b>65.2%</b>	<b>(10.8)</b>	<b>-16.6%</b>
Vacant	45.6%	61.3%	(15.7)	-25.6%	34.8%	10.8	31.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$166,717,524</b>	<b>\$101,676,446</b>	<b>\$65,041,078</b>	<b>64.0%</b>	<b>\$249,688,883</b>	<b>(\$82,971,359)</b>	<b>-33.2%</b>
Comp	\$63,147,285	\$29,628,904	\$33,518,381	113.1%	\$72,486,169	(\$9,338,884)	-12.9%
28 Day	\$6,006,942	\$2,880,045	\$3,126,897	108.6%	\$7,489,859	(\$1,482,917)	-19.8%
Total Revenue	\$235,871,751	\$134,185,396	\$101,686,355	75.8%	\$329,664,911	(\$93,793,160)	-28.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$118.92</b>	<b>\$90.84</b>	<b>\$28.08</b>	<b>30.9%</b>	<b>\$124.98</b>	<b>(\$6.06)</b>	<b>-4.8%</b>
Comp	\$117.44	\$64.72	\$52.72	81.5%	\$113.47	\$3.97	3.5%
28 Day	\$79.32	\$40.64	\$38.68	95.2%	\$73.90	\$5.42	7.3%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics - Year To Date

March 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	165,360	99,495	65,865	66.2%	185,316	(19,956)	-10.8%
Comp	291	217	74	34.1%	1,108	(817)	-73.7%
28 Day	38,430	13,360	25,070	187.6%	32,482	5,948	18.3%
<b>Total Occupied Rooms</b>	<b>204,081</b>	<b>113,072</b>	<b>91,009</b>	<b>80.5%</b>	<b>218,906</b>	<b>(14,825)</b>	<b>-6.8%</b>
Vacant	135,960	247,488	(111,528)	-45.1%	150,777	(14,817)	-9.8%
Total Available Rooms	340,041	360,560	(20,519)	-5.7%	369,683	(29,642)	-8.0%
<b>Percentage of Occupancy</b>							
Cash	48.6%	27.6%	21.0	76.1%	50.1%	(1.5)	-3.0%
Comp	0.1%	0.1%	-	0.0%	0.3%	(0.2)	-66.7%
28 Day	11.3%	3.7%	7.6	205.4%	8.8%	2.5	28.4%
<b>Total Occupancy Percentage</b>	<b>60.0%</b>	<b>31.4%</b>	<b>28.6</b>	<b>91.1%</b>	<b>59.2%</b>	<b>0.8</b>	<b>1.4%</b>
Vacant	40.0%	68.6%	(28.6)	-41.7%	40.8%	(0.8)	-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>\$10,471,365</b>	<b>\$4,444,453</b>	<b>\$6,026,912</b>	<b>135.6%</b>	<b>\$11,484,746</b>	<b>(\$1,013,381)</b>	<b>-8.8%</b>
Comp	\$36,386	\$25,757	\$10,629	41.3%	\$66,667	(\$30,281)	-45.4%
28 Day	\$1,723,274	\$584,741	\$1,138,533	194.7%	\$1,431,616	\$291,658	20.4%
Total Revenue	\$12,231,025	\$5,054,951	\$7,176,074	142.0%	\$12,983,029	(\$752,004)	-5.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$63.32</b>	<b>\$44.67</b>	<b>\$18.65</b>	<b>41.8%</b>	<b>\$61.97</b>	<b>\$1.35</b>	<b>2.2%</b>
Comp	\$125.04	\$118.70	\$6.34	5.3%	\$60.17	\$64.87	107.8%
28 Day	\$44.84	\$43.77	\$1.07	2.4%	\$44.07	\$0.77	1.7%

## Reno-Sparks Convention and Visitors Authority

### 28 Day Motel Statistics - Year To Date

**March 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	44,559	55,353	(10,794)	-19.5%	55,652	(11,093)	-19.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	535,349	577,719	(42,370)	-7.3%	584,241	(48,892)	-8.4%
<b>Total Occupied Rooms</b>	<b>579,908</b>	<b>633,072</b>	<b>(53,164)</b>	<b>-8.4%</b>	<b>639,893</b>	<b>(59,985)</b>	<b>-9.4%</b>
Vacant	146,795	109,194	37,601	34.4%	138,266	8,529	6.2%
Total Available Rooms	726,703	742,266	(15,563)	-2.1%	778,159	(51,456)	-6.6%
<b>Percentage of Occupancy</b>							
Cash	6.1%	7.5%	(1.4)	-18.7%	7.2%	(1.1)	-15.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	73.7%	77.8%	(4.1)	-5.3%	75.1%	(1.4)	-1.9%
<b>Total Occupancy Percentage</b>	<b>79.8%</b>	<b>85.3%</b>	<b>(5.5)</b>	<b>-6.4%</b>	<b>82.2%</b>	<b>(2.4)</b>	<b>-2.9%</b>
Vacant	20.2%	14.7%	5.5	37.4%	17.8%	2.4	13.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,972,921</b>	<b>\$2,441,085</b>	<b>(\$468,164)</b>	<b>-19.2%</b>	<b>\$2,433,306</b>	<b>(\$460,385)</b>	<b>-18.9%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$12,745,177	\$14,349,370	(\$1,604,193)	-11.2%	\$14,534,893	(\$1,789,716)	-12.3%
Total Revenue	\$14,718,098	\$16,790,455	(\$2,072,357)	-12.3%	\$16,968,199	(\$2,250,101)	-13.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$44.28</b>	<b>\$44.10</b>	<b>\$0.18</b>	<b>0.4%</b>	<b>\$43.72</b>	<b>\$0.56</b>	<b>1.3%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$23.81	\$24.84	(\$1.03)	-4.1%	\$24.88	(\$1.07)	-4.3%

## Reno-Sparks Convention and Visitors Authority

### RV Park Statistics - Year To Date

**March 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	65,921	62,781	3,140	5.0%	62,405	3,516	5.6%
Comp	1,884	2,397	(513)	-21.4%	1,447	437	30.2%
28 Day	217,327	228,507	(11,180)	-4.9%	223,842	(6,515)	-2.9%
<b>Total Occupied Rooms</b>	<b>285,132</b>	<b>293,685</b>	<b>(8,553)</b>	<b>-2.9%</b>	<b>287,694</b>	<b>(2,562)</b>	<b>-0.9%</b>
Vacant	114,292	116,421	(2,129)	-1.8%	119,091	(4,799)	-4.0%
Total Available Rooms	399,424	410,106	(10,682)	-2.6%	406,785	(7,361)	-1.8%
<b>Percentage of Occupancy</b>							
Cash	16.5%	15.3%	1.2	7.8%	15.3%	1.2	7.8%
Comp	0.5%	0.6%	(0.1)	-16.7%	0.4%	0.1	25.0%
28 Day	54.4%	55.7%	(1.3)	-2.3%	55.0%	(0.6)	-1.1%
<b>Total Occupancy Percentage</b>	<b>71.4%</b>	<b>71.6%</b>	<b>(0.2)</b>	<b>-0.3%</b>	<b>70.7%</b>	<b>0.7</b>	<b>1.0%</b>
Vacant	28.6%	28.4%	0.2	0.7%	29.3%	(0.7)	-2.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,623,267</b>	<b>\$2,583,372</b>	<b>\$39,895</b>	<b>1.5%</b>	<b>\$2,477,402</b>	<b>\$145,865</b>	<b>5.9%</b>
Comp	\$51,896	\$48,228	\$3,668	7.6%	\$49,275	\$2,621	5.3%
28 Day	\$4,416,238	\$4,228,448	\$187,790	4.4%	\$4,168,154	\$248,084	6.0%
Total Revenue	\$7,091,401	\$6,860,048	\$231,353	3.4%	\$6,694,831	\$396,570	5.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$39.79</b>	<b>\$41.15</b>	<b>(\$1.36)</b>	<b>-3.3%</b>	<b>\$39.70</b>	<b>\$0.09</b>	<b>0.2%</b>
Comp	\$27.55	\$20.12	\$7.43	36.9%	\$34.05	(\$6.50)	-19.1%
28 Day	\$20.32	\$18.50	\$1.82	9.8%	\$18.62	\$1.70	9.1%



## Reno-Sparks Convention and Visitors Authority

### Vacation Rental Statistics - Year To Date

**March 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	105,597	61,675	43,922	71.2%	70,367	35,230	50.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	93,745	75,669	18,076	23.9%	74,614	19,131	25.6%
<b>Total Occupied Rooms</b>	<b>199,342</b>	<b>137,344</b>	<b>61,998</b>	<b>45.1%</b>	<b>144,981</b>	<b>54,361</b>	<b>37.5%</b>
Vacant	113,722	52,812	60,910	115.3%	91,942	21,780	23.7%
Total Available Rooms	313,064	190,156	122,908	64.6%	236,923	76,141	32.1%
<b>Percentage of Occupancy</b>							
Cash	33.7%	32.4%	1.3	4.0%	29.7%	4.0	13.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	29.9%	39.8%	(9.9)	-24.9%	31.5%	(1.6)	-5.1%
<b>Total Occupancy Percentage</b>	<b>63.7%</b>	<b>72.2%</b>	<b>(8.5)</b>	<b>-11.8%</b>	<b>61.2%</b>	<b>2.5</b>	<b>4.1%</b>
Vacant	36.3%	27.8%	8.5	30.6%	38.8%	(2.5)	-6.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$27,241,898</b>	<b>\$10,761,833</b>	<b>\$16,480,065</b>	<b>153.1%</b>	<b>\$16,571,214</b>	<b>\$10,670,684</b>	<b>64.4%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$8,568,018	\$2,462,303	\$6,105,715	248.0%	\$5,897,934	\$2,670,084	45.3%
Total Revenue	\$35,809,916	\$13,224,136	\$22,585,780	170.8%	\$22,469,148	\$13,340,768	59.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$257.98</b>	<b>\$174.49</b>	<b>\$83.49</b>	<b>47.8%</b>	<b>\$235.50</b>	<b>\$22.48</b>	<b>9.5%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$91.40	\$32.54	\$58.86	180.9%	\$79.05	\$12.35	15.6%

## Reno-Sparks Convention and Visitors Authority

### Timeshare Statistics - Year To Date

**March 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	17,829	25,940	(8,111)	-31.3%	26,298	(8,469)	-32.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>17,829</b>	<b>25,940</b>	<b>(8,111)</b>	<b>-31.3%</b>	<b>26,298</b>	<b>(8,469)</b>	<b>-32.2%</b>
Vacant	90,308	88,592	1,716	1.9%	83,704	6,604	7.9%
Total Available Rooms	108,137	114,532	(6,395)	-5.6%	110,002	(1,865)	-1.7%
<b>Percentage of Occupancy</b>							
Cash	16.5%	22.6%	(6.1)	-27.0%	23.9%	(7.4)	-31.0%
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>16.5%</b>	<b>22.6%</b>	<b>(6.1)</b>	<b>-27.0%</b>	<b>23.9%</b>	<b>(7.4)</b>	<b>-31.0%</b>
Vacant	83.5%	77.4%	6.1	7.9%	76.1%	7.4	9.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,043,698</b>	<b>\$2,180,473</b>	<b>(\$136,775)</b>	<b>-6.3%</b>	<b>\$2,291,810</b>	<b>(\$248,112)</b>	<b>-10.8%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$2,043,698	\$2,180,473	(\$136,775)	-6.3%	\$2,291,810	(\$248,112)	-10.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$114.63</b>	<b>\$84.06</b>	<b>\$30.57</b>	<b>36.4%</b>	<b>\$87.15</b>	<b>\$27.48</b>	<b>31.5%</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	9,056	6,162	2,894	47.0%	8,701	355	4.1%
Comp	5	39	(34)	-87.2%	90	(85)	-94.4%
28 Day	5,301	2,131	3,170	148.8%	3,110	2,191	70.5%
<b>Total Occupied Rooms</b>	<b>14,362</b>	<b>8,332</b>	<b>6,030</b>	<b>72.4%</b>	<b>11,901</b>	<b>2,461</b>	<b>20.7%</b>
Vacant	32,694	38,248	(5,554)	-14.5%	41,462	(8,768)	-21.1%
Total Available Rooms	47,056	46,580	476	1.0%	53,363	(6,307)	-11.8%
<b>Percentage of Occupancy</b>							
Cash	19.2%	13.2%	6.0	45.5%	16.3%	2.9	17.8%
Comp	0.0%	0.1%	(0.1)	-100.0%	0.0%	-	0.0%
28 Day	11.3%	4.6%	6.7	145.7%	0.0%	11.3	100.0%
<b>Total Occupancy Percentage</b>	<b>30.5%</b>	<b>17.9%</b>	<b>12.6</b>	<b>70.4%</b>	<b>0.0%</b>	<b>30.5</b>	<b>100.0%</b>
Vacant	69.5%	82.1%	(12.6)	-15.3%	0.0%	69.5	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>\$2,954,182</b>	<b>\$1,687,059</b>	<b>\$1,267,123</b>	<b>75.1%</b>	<b>\$2,539,767</b>	<b>\$414,415</b>	<b>16.3%</b>
Comp	\$1,000	\$3,413	(\$2,413)	-70.7%	\$7,800	(\$6,800)	-87.2%
28 Day	\$467,009	\$210,012	\$256,997	122.4%	\$378,064	\$88,945	23.5%
Total Revenue	\$3,422,191	\$1,900,484	\$1,521,707	80.1%	\$2,925,631	\$496,560	17.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$326.21</b>	<b>\$273.78</b>	<b>\$52.43</b>	<b>19.2%</b>	<b>\$291.89</b>	<b>\$34.32</b>	<b>11.8%</b>
Comp	\$200.00	\$87.51	\$112.49	128.5%	\$86.67	\$113.33	130.8%
28 Day	\$88.10	\$98.55	(\$10.45)	-10.6%	\$121.56	(\$33.46)	-27.5%

**Reno-Sparks Convention and Visitors Authority  
Taxable Revenue by District  
March 2021**

Current Month Actual March 2021	Last Year Actual March 2020			Tax District	Year To Date Actual July 2020 - March 2021	Last Year - Year To Date Actual July 2019 - March 2020		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
\$12,950,946	\$7,741,115	\$5,209,831	67.3%	Reno B	\$97,225,340	\$137,798,757	(\$40,573,417)	-29.4%
\$4,661,978	\$2,635,243	\$2,026,736	76.9%	Reno D	\$32,636,870	\$66,738,693	(\$34,101,823)	-51.1%
\$685,749	\$267,235	\$418,513	156.6%	Reno E	\$4,736,555	\$6,078,450	(\$1,341,894)	-22.1%
<b>\$18,298,673</b>	<b>\$10,643,593</b>	<b>\$7,655,081</b>	<b>71.9%</b>	<b>Total Reno</b>	<b>\$134,598,765</b>	<b>\$210,615,899</b>	<b>(\$76,017,134)</b>	<b>-36.1%</b>
<hr/>								
\$117,736	\$72,787	\$44,948	61.8%	Washoe A	\$573,197	\$403,282	\$169,915	42.1%
\$5,268,341	\$1,210,367	\$4,057,974	335.3%	Washoe B	\$46,530,918	\$39,990,049	\$6,540,870	16.4%
<b>\$5,386,077</b>	<b>\$1,283,155</b>	<b>\$4,102,922</b>	<b>319.8%</b>	<b>Total Washoe Co.</b>	<b>\$47,104,116</b>	<b>\$40,393,331</b>	<b>\$6,710,785</b>	<b>16.6%</b>
<hr/>								
<b>\$4,334,638</b>	<b>\$2,424,835</b>	<b>\$1,909,803</b>	<b>78.8%</b>	<b>Sparks</b>	<b>\$32,321,975</b>	<b>\$36,477,899</b>	<b>(\$4,155,924)</b>	<b>-11.4%</b>
<hr/>								
<b>\$28,019,388</b>	<b>\$14,351,584</b>	<b>\$13,667,804</b>	<b>95.2%</b>	<b>Total Taxable Revenue</b>	<b>\$214,024,855</b>	<b>\$287,487,128</b>	<b>(\$73,462,273)</b>	<b>-25.6%</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

**Reno-Sparks Convention and Visitors Authority  
Taxable Occupied Rooms by District  
March 2021**

Current Month Actual March 2021	Last Year Actual March 2020			Tax District	Year To Date Actual July 2020 - March 2021	Last Year - Year To Date Actual July 2019 - March 2020		
	Amount	Increase (Decrease)				Amount	Increase (Decrease)	
		Amount	% Percent			Amount	Amount	% Percent
120,110	78,658	41,452	52.7%	Reno B	938,335	1,199,542	(261,207)	-21.8%
40,823	25,961	14,862	57.2%	Reno D	294,319	592,456	(298,137)	-50.3%
5,961	2,506	3,455	137.9%	Reno E	42,532	47,635	(5,103)	-10.7%
<b>166,894</b>	<b>107,125</b>	<b>59,769</b>	<b>55.8%</b>	<b>Total Reno</b>	<b>1,275,186</b>	<b>1,839,633</b>	<b>(564,447)</b>	<b>-30.7%</b>
1,241	971	270	27.8%	Washoe A	11,994	11,954	40	0.3%
18,630	7,331	11,299	154.1%	Washoe B	154,582	148,526	6,056	4.1%
<b>19,871</b>	<b>8,302</b>	<b>11,569</b>	<b>139.4%</b>	<b>Total Washoe Co.</b>	<b>166,576</b>	<b>160,480</b>	<b>6,096</b>	<b>3.8%</b>
<b>45,148</b>	<b>27,359</b>	<b>17,789</b>	<b>65.0%</b>	<b>Sparks</b>	<b>368,457</b>	<b>406,476</b>	<b>(38,019)</b>	<b>-9.4%</b>
<b>231,913</b>	<b>142,786</b>	<b>89,127</b>	<b>62.4%</b>	<b>Total Taxable Rooms</b>	<b>1,810,219</b>	<b>2,406,589</b>	<b>(596,370)</b>	<b>-24.8%</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  
March 2021**

Current Month Actual March 2021	Last Year Actual March 2020			Tax District	Year To Date Actual July 2020 - March 2021	Last Year - Year To Date Actual July 2019 - March 2020		
	Amount	Increase (Decrease)				Amount	Increase (Decrease)	
		Amount	% Percent			Amount	Amount	% Percent
\$107.83	\$98.41	\$9.41	9.6%	Reno B	\$103.61	\$114.88	-\$11.26	-9.8%
\$114.20	\$101.51	\$12.69	12.5%	Reno D	\$110.89	\$112.65	-\$1.76	-1.6%
\$115.04	\$106.64	\$8.40	7.9%	Reno E	\$111.36	\$127.60	-\$16.24	-12.7%
<b>\$109.64</b>	<b>\$99.36</b>	<b>\$10.29</b>	<b>10.4%</b>	<b>Total Reno</b>	<b>\$105.55</b>	<b>\$114.49</b>	<b>-\$8.94</b>	<b>-7.8%</b>
\$94.87	\$74.96	\$19.91	26.6%	Washoe A	\$47.79	\$33.74	\$14.05	41.7%
\$282.79	\$165.10	\$117.69	71.3%	Washoe B	\$301.01	\$269.25	\$31.77	11.8%
<b>\$271.05</b>	<b>\$154.56</b>	<b>\$116.49</b>	<b>75.4%</b>	<b>Total Washoe Co.</b>	<b>\$282.78</b>	<b>\$251.70</b>	<b>\$31.08</b>	<b>12.3%</b>
<b>\$96.01</b>	<b>\$88.63</b>	<b>\$7.38</b>	<b>8.3%</b>	<b>Sparks</b>	<b>\$87.72</b>	<b>\$89.74</b>	<b>-\$2.02</b>	<b>-2.3%</b>
<b>\$120.82</b>	<b>\$100.51</b>	<b>\$20.31</b>	<b>20.2%</b>	<b>Total Average Daily Rate</b>	<b>\$118.23</b>	<b>\$119.46</b>	<b>-\$1.23</b>	<b>-1.0%</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