

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

## December 2021 Room Statistics Compared to the Prior Year

Taxable room revenues for the month of December 2021 are \$32,018,085 and are above December of the prior year by \$13,678,839 (74.6%). Cash occupied room nights of 238,509 are above prior year by 76,127 (46.9%). Comp occupied room nights of 52,856 are above prior year by 2,843 (5.7%), and 28-day occupied room nights of 98,171 are below prior year by 9,392 (-8.7%). Total occupied rooms for the month of December 2021 (Cash, Comp, 28-day) are (21.7%) above the prior year.

Overall, the Washoe County occupancy percentage of 56.8% for the month is 7.7% above the 49.1% level of the prior year. There were 34,242 (5.3%) more available rooms for the month compared to the prior year.

Overall cash average rates for December 2021 of \$134.24 increased \$21.30 (18.9%), compared to \$112.94 for the prior year.

Year-to-date cash occupied room nights of 1,670,956 are 454,925 (37.4%) above prior year. Cash average rates year-to-date of \$141.83 are \$24.70 (21.1%) above the prior year. Year-to-date, total taxable room revenues of \$236,998,519 are \$94,558,957 (66.4%) above prior year.

## December 2021 Room Statistics Compared to 2019 (Pre-Pandemic)

Taxable room revenues for the month of December 2021 of \$32,018,085 are above December 2019 by \$2,582,494 (8.8%). Cash occupied room nights of 238,509 are below 2019 by 25,889 (-9.8%). Comp occupied room nights of 52,856 are below 2019 by 7,995 (-13.1%), and 28-day occupied room nights of 98,171 are below 2019 by 15,730 (-13.8%). Total occupied rooms for the month of December 2021 (Cash, Comp, 28-day) are 49,614 (-11.3%) below 2019.

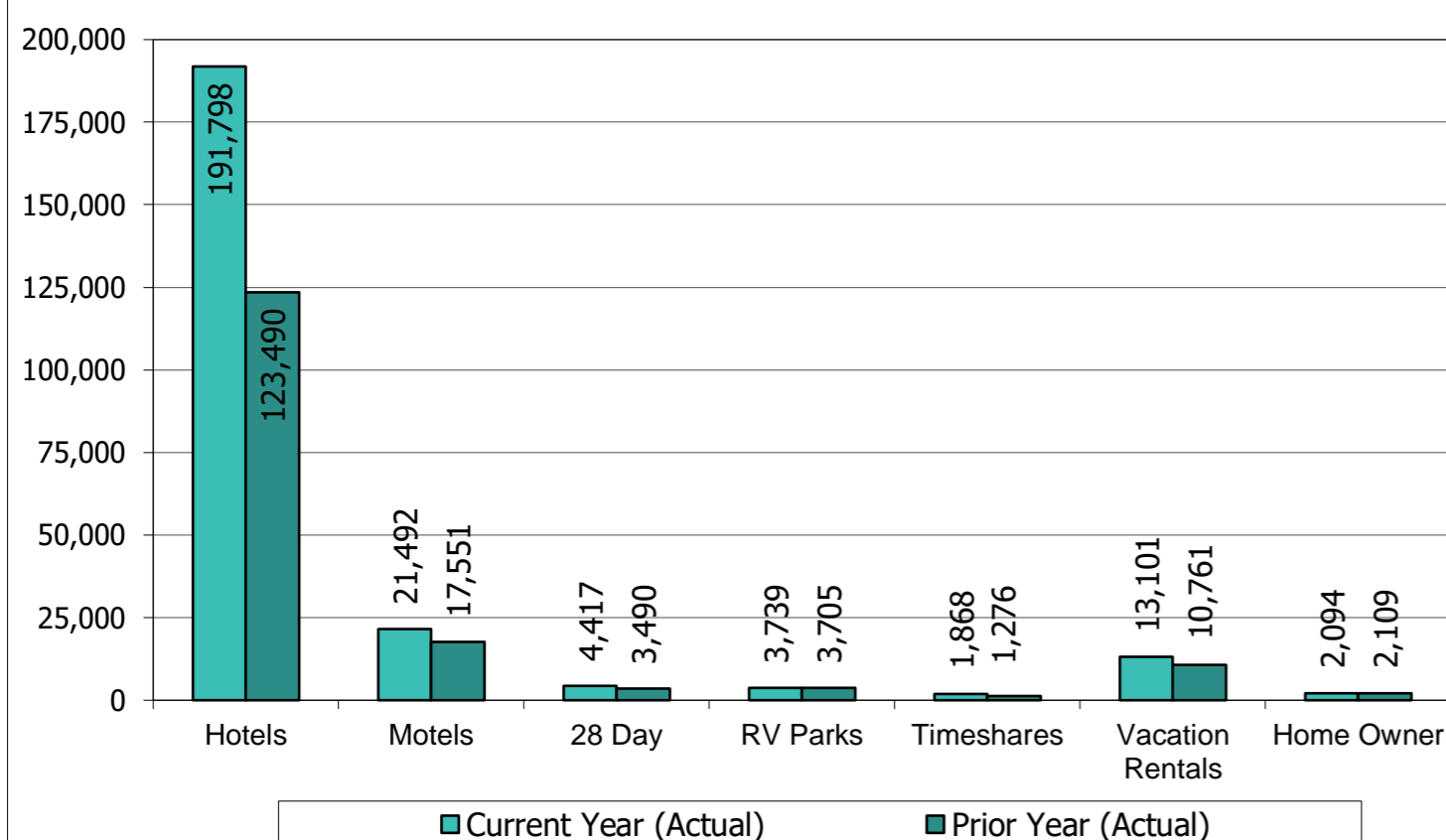
Overall, the Washoe County occupancy percentage of 56.8% for the month is 7.0% below the 61.1% level of 2019. There were 33,181 (-4.6%) less available rooms for the month compared to 2019.

Overall cash average rates for December 2021 of \$134.24 increased \$22.91 (20.6%), compared to \$111.33 for 2019.

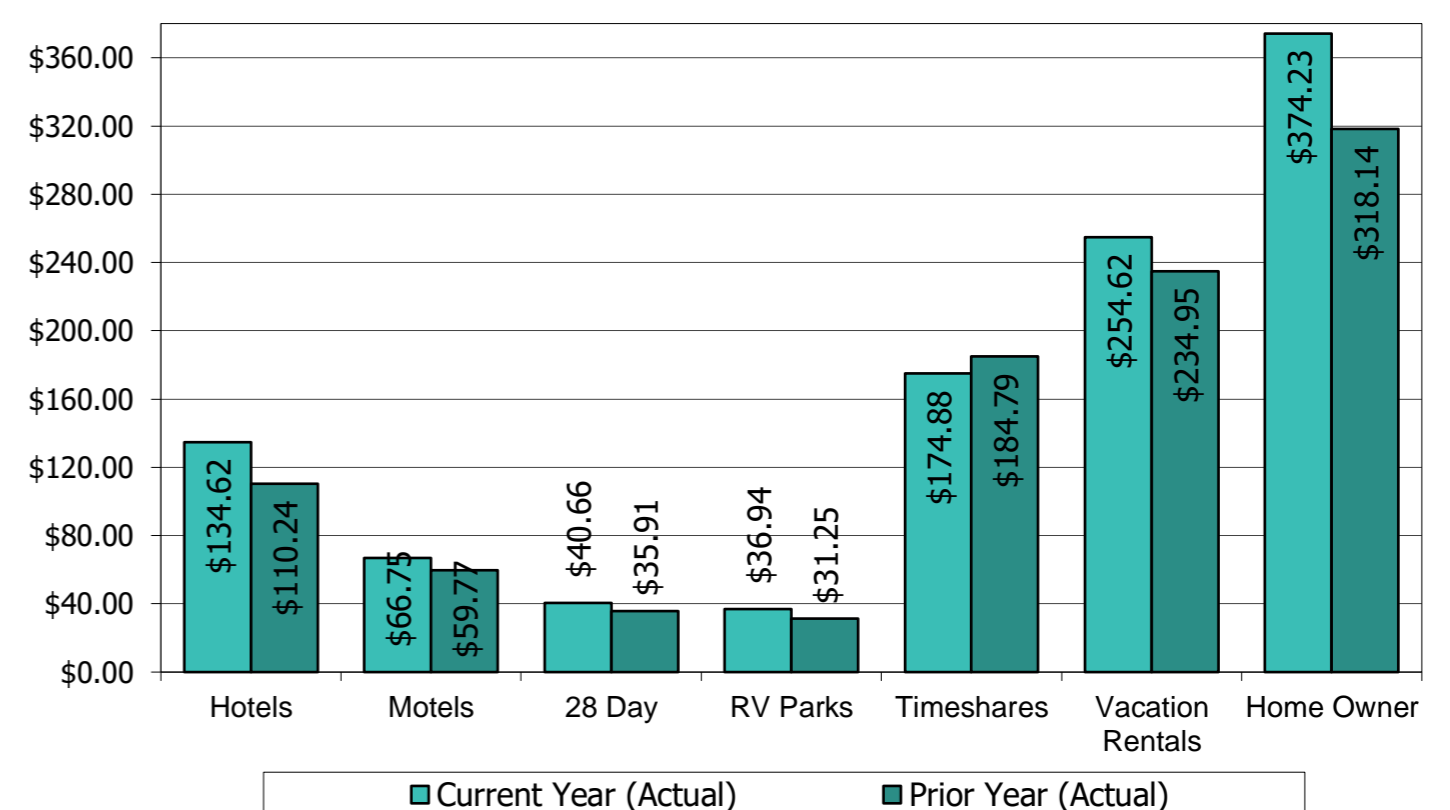
Year-to-date cash occupied room nights of 1,670,956 are (-5.7%) below 2019. Cash average rates year-to-date of \$141.83 is \$20.20 (16.6%) above 2019. Year-to-date, total taxable room revenues of \$236,998,519 are \$21,503,607 (10.0%) above 2019.

December 2021						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Prior Year	\$	%
Hotels	470,788	191,798	\$134.62	\$110.24	\$24.38	22.1%
Motels	38,731	21,492	\$66.75	\$59.77	\$6.98	11.7%
28 Day	73,964	4,417	\$40.66	\$35.91	\$4.75	13.2%
RV Parks	41,447	3,739	\$36.94	\$31.25	\$5.69	18.2%
Timeshares	11,961	1,868	\$174.88	\$184.79	(\$9.91)	-5.4%
Vacation Rentals	30,259	13,101	\$254.62	\$234.95	\$19.67	8.4%
Home Owner	18,598	2,094	374.23	318.14	\$56.09	17.6%
<b>Totals</b>	<b>685,748</b>	<b>238,509</b>	<b>\$134.24</b>	<b>\$112.94</b>	<b>\$21.30</b>	<b>18.9%</b>

**CASH OCCUPIED ROOM NIGHTS**



**AVERAGE CASH RATES**



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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

December 2021

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$32,018,085</b>	<b>\$24,769,934</b>	<b>\$7,248,151</b>	<b>29.3%</b>	<b>\$18,339,246</b>	<b>\$13,678,839</b>	<b>74.6%</b>
<b>Occupied Rooms - Cash</b>	<b>238,509</b>	<b>225,503</b>	<b>13,006</b>	<b>5.8%</b>	<b>162,382</b>	<b>76,127</b>	<b>46.9%</b>
<b>Average Rate - Cash</b>	<b>\$134.24</b>	<b>\$109.84</b>	<b>\$24.40</b>	<b>22.2%</b>	<b>\$112.94</b>	<b>\$21.30</b>	<b>18.9%</b>
<b>Occupied Rooms</b>							
Cash	238,509	225,503	13,006	5.8%	162,382	76,127	46.9%
Comp	52,856	54,829	(1,973)	-3.6%	50,013	2,843	5.7%
28 Day	98,171	107,379	(9,208)	-8.6%	107,563	(9,392)	-8.7%
<b>Total Occupied Rooms</b>	<b>389,536</b>	<b>387,712</b>	<b>1,824</b>	<b>0.5%</b>	<b>319,958</b>	<b>69,578</b>	<b>21.7%</b>
<b>Percentage of Occupancy</b>							
Cash	34.8%	34.5%	0.3	0.9%	24.9%	9.9	39.8%
Comp	7.7%	8.4%	(0.7)	-8.3%	7.7%	-	0.0%
28 Day	14.3%	16.4%	(2.1)	-12.8%	16.5%	(2.2)	-13.3%
<b>Total Percentage of Occupancy</b>	<b>56.8%</b>	<b>59.2%</b>	<b>(2.4)</b>	<b>-4.1%</b>	<b>49.1%</b>	<b>7.7</b>	<b>15.7%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	191,798	186,551	5,247	2.8%	123,490	68,308	55.3%
Motels	21,492	16,798	4,694	27.9%	17,551	3,941	22.5%
28 Day Motels	4,417	3,890	527	13.5%	3,490	927	26.6%
R.V. Parks	3,739	3,520	219	6.2%	3,705	34	0.9%
Vacation Rentals	13,101	11,236	1,865	16.6%	10,761	2,340	21.7%
Timehares	1,868	1,276	592	46.4%	1,276	592	46.4%
Home Owner Rentals	2,094	2,232	(138)	0.0%	2,109	(15)	0.0%
<b>Total Occupied - Cash</b>	<b>238,509</b>	<b>225,503</b>	<b>13,006</b>	<b>5.8%</b>	<b>162,382</b>	<b>76,127</b>	<b>46.9%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	40.7%	44.0%	(3.3)	-7.5%	29.1%	11.6	39.9%
Motels	55.5%	41.8%	13.7	32.8%	42.0%	13.5	32.1%
28 Day Motels	6.0%	4.8%	1.2	25.0%	4.4%	1.6	36.4%
R.V. Parks	9.0%	7.8%	1.2	15.4%	8.2%	0.8	9.8%
Vacation Rentals	43.3%	32.1%	11.2	34.9%	33.7%	9.6	28.5%
Timeshares	15.6%	9.8%	5.8	59.2%	10.6%	5.0	-5.8%
Home Owner Rentals	11.3%	14.3%	(3.0)	-21.0%	12.0%	(0.7)	-5.8%
<b>Total Occupancy Percentage - Cash</b>	<b>34.8%</b>	<b>34.5%</b>	<b>0.3</b>	<b>0.9%</b>	<b>24.9%</b>	<b>9.9</b>	<b>39.8%</b>
<b>Average Rates - Cash</b>							
Hotels	\$134.62	\$106.94	\$27.68	25.9%	\$110.24	\$24.38	22.1%
Motels	\$66.75	\$62.57	\$4.18	6.7%	\$59.77	\$6.98	11.7%
28 Day Motels	\$40.66	\$38.38	\$2.28	5.9%	\$35.91	\$4.75	13.2%
R.V. Parks	\$36.94	\$30.27	\$6.67	22.0%	\$31.25	\$5.69	18.2%
Vacation Rentals	\$254.62	\$238.45	\$16.17	6.8%	\$234.95	\$19.67	8.4%
Timeshares	\$174.88	\$212.51	(\$37.63)	-17.7%	\$184.79	(\$9.91)	-5.4%
Home Owner Rentals	\$374.23	\$252.48	\$121.75	0.0%	\$318.14	\$56.09	17.6%
<b>Total Cash Average Rate</b>	<b>\$134.24</b>	<b>\$109.84</b>	<b>\$24.40</b>	<b>22.2%</b>	<b>\$112.94</b>	<b>\$21.30</b>	<b>18.9%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**December 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	238,509	225,503	13,006	5.8%	162,382	76,127	46.9%
Comp	52,856	54,829	(1,973)	-3.6%	50,013	2,843	5.7%
28 Day	98,171	107,379	(9,208)	-8.6%	107,563	(9,392)	-8.7%
<b>Total Occupied Rooms</b>	<b>389,536</b>	<b>387,712</b>	<b>1,824</b>	<b>0.5%</b>	<b>319,958</b>	<b>69,578</b>	<b>21.7%</b>
Vacant	296,212	266,655	29,557	11.1%	331,548	(35,336)	-10.7%
Total Available Rooms	685,748	654,367	31,381	4.8%	651,506	34,242	5.3%
<b>Percentage of Occupancy</b>							
Cash	34.8%	34.5%	0.3	0.9%	24.9%	9.9	39.8%
Comp	7.7%	8.4%	(0.7)	-8.3%	7.7%	-	0.0%
28 Day	14.3%	16.4%	(2.1)	-12.8%	16.5%	(2.2)	-13.3%
<b>Total Occupancy Percentage</b>	<b>56.8%</b>	<b>59.2%</b>	<b>(2.4)</b>	<b>-4.1%</b>	<b>49.1%</b>	<b>7.7</b>	<b>15.7%</b>
Vacant	43.2%	40.8%	2.4	5.9%	50.9%	(7.7)	-15.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$32,018,085</b>	<b>\$24,769,934</b>	<b>\$7,248,151</b>	<b>29.3%</b>	<b>\$18,339,246</b>	<b>\$13,678,839</b>	<b>74.6%</b>
Comp	\$7,308,275	\$6,025,747	\$1,282,528	21.3%	\$5,665,722	\$1,642,553	29.0%
28 Day	\$3,995,299	\$3,796,749	\$198,550	5.2%	\$3,700,087	\$295,212	8.0%
Total Revenue	\$43,321,659	\$34,592,430	\$8,729,229	25.2%	\$27,705,055	\$15,616,604	56.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$134.24</b>	<b>\$109.84</b>	<b>\$24.40</b>	<b>22.2%</b>	<b>\$112.94</b>	<b>\$21.30</b>	<b>18.9%</b>
Comp	\$138.27	\$109.90	\$28.37	25.8%	\$113.28	\$24.99	22.1%
28 Day	\$40.70	\$35.36	\$5.34	15.1%	\$34.40	\$6.30	18.3%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics

#### December 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	191,798	186,551	5,247	2.8%	123,490	68,308	55.3%
Comp	52,741	54,667	(1,926)	-3.5%	49,906	2,835	5.7%
28 Day	9,185	7,432	1,753	23.6%	6,032	3,153	52.3%
<b>Total Occupied Rooms</b>	<b>253,724</b>	<b>248,650</b>	<b>5,074</b>	<b>2.0%</b>	<b>179,428</b>	<b>74,296</b>	<b>41.4%</b>
Vacant	217,064	175,252	41,812	23.9%	244,474	(27,410)	-11.2%
Total Available Rooms	470,788	423,902	46,886	11.1%	423,902	46,886	11.1%
<b>Percentage of Occupancy</b>							
Cash	40.7%	44.0%	(3.3)	-7.5%	29.1%	11.6	39.9%
Comp	11.2%	12.9%	(1.7)	-13.2%	11.8%	(0.6)	-5.1%
28 Day	2.0%	1.8%	0.2	11.1%	1.4%	0.6	42.9%
<b>Total Occupancy Percentage</b>	<b>53.9%</b>	<b>58.7%</b>	<b>(4.8)</b>	<b>-8.2%</b>	<b>42.3%</b>	<b>11.6</b>	<b>27.4%</b>
Vacant	46.1%	41.3%	4.8	11.6%	57.7%	(11.6)	-20.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$25,819,762</b>	<b>\$19,949,113</b>	<b>\$5,870,649</b>	<b>29.4%</b>	<b>\$13,614,010</b>	<b>\$12,205,752</b>	<b>89.7%</b>
Comp	\$7,297,821	\$6,014,886	\$1,282,935	21.3%	\$5,660,870	\$1,636,951	28.9%
28 Day	\$800,734	\$571,528	\$229,206	40.1%	\$478,213	\$322,521	67.4%
Total Revenue	\$33,918,317	\$26,535,527	\$7,382,790	27.8%	\$19,753,093	\$14,165,224	71.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$134.62</b>	<b>\$106.94</b>	<b>\$27.68</b>	<b>25.9%</b>	<b>\$110.24</b>	<b>\$24.38</b>	<b>22.1%</b>
Comp	\$138.37	\$110.03	\$28.34	25.8%	\$113.43	\$24.94	22.0%
28 Day	\$87.18	\$76.90	\$10.28	13.4%	\$79.28	\$7.90	10.0%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

#### December 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	21,492	16,798	4,694	27.9%	17,551	3,941	22.5%
Comp	64	76	(12)	-15.8%	23	41	178.3%
28 Day	3,284	3,326	(42)	-1.3%	4,006	(722)	-18.0%
<b>Total Occupied Rooms</b>	<b>24,840</b>	<b>20,200</b>	<b>4,640</b>	<b>23.0%</b>	<b>21,580</b>	<b>3,260</b>	<b>15.1%</b>
Vacant	13,891	19,976	(6,085)	-30.5%	20,204	(6,313)	-31.2%
Total Available Rooms	38,731	40,176	(1,445)	-3.6%	41,784	(3,053)	-7.3%
<b>Percentage of Occupancy</b>							
Cash	55.5%	41.8%	13.7	32.8%	42.0%	13.5	32.1%
Comp	0.2%	0.2%	-	0.0%	0.1%	0.1	100.0%
28 Day	8.5%	8.3%	0.2	2.4%	9.6%	(1.1)	-11.5%
<b>Total Occupancy Percentage</b>	<b>64.1%</b>	<b>50.3%</b>	<b>13.8</b>	<b>27.4%</b>	<b>51.6%</b>	<b>12.5</b>	<b>24.2%</b>
Vacant	35.9%	49.7%	(13.8)	-27.8%	48.4%	(12.5)	-25.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,434,495</b>	<b>\$1,051,003</b>	<b>\$383,492</b>	<b>36.5%</b>	<b>\$1,049,098</b>	<b>\$385,397</b>	<b>36.7%</b>
Comp	\$7,820	\$8,983	(\$1,163)	-12.9%	\$2,875	\$4,945	172.0%
28 Day	\$140,663	\$144,171	(\$3,508)	-2.4%	\$182,789	(\$42,126)	-23.0%
Total Revenue	\$1,582,978	\$1,204,157	\$378,821	31.5%	\$1,234,762	\$348,216	28.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$66.75</b>	<b>\$62.57</b>	<b>\$4.18</b>	<b>6.7%</b>	<b>\$59.77</b>	<b>\$6.98</b>	<b>11.7%</b>
Comp	\$122.19	\$118.20	\$3.99	3.4%	\$125.00	(\$2.81)	-2.2%
28 Day	\$42.83	\$43.35	(\$0.52)	-1.2%	\$45.63	(\$2.80)	-6.1%

## Reno-Sparks Convention and Visitors Authority

### 28 Day Motel Statistics

December 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,417	3,890	527	13.5%	3,490	927	26.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	53,952	56,276	(2,324)	-4.1%	59,238	(5,286)	-8.9%
<b>Total Occupied Rooms</b>	<b>58,369</b>	<b>60,166</b>	<b>(1,797)</b>	<b>-3.0%</b>	<b>62,728</b>	<b>(4,359)</b>	<b>-6.9%</b>
Vacant	15,595	21,438	(5,843)	-27.3%	16,362	(767)	-4.7%
Total Available Rooms	73,964	81,604	(7,640)	-9.4%	79,090	(5,126)	-6.5%
<b>Percentage of Occupancy</b>							
Cash	6.0%	4.8%	1.2	25.0%	4.4%	1.6	36.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	72.9%	69.0%	3.9	5.7%	74.9%	(2.0)	-2.7%
<b>Total Occupancy Percentage</b>	<b>78.9%</b>	<b>73.7%</b>	<b>5.2</b>	<b>7.1%</b>	<b>79.3%</b>	<b>(0.4)</b>	<b>-0.5%</b>
Vacant	21.1%	26.3%	(5.2)	-19.8%	20.7%	0.4	1.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$179,596</b>	<b>\$149,298</b>	<b>\$30,298</b>	<b>20.3%</b>	<b>\$125,337</b>	<b>\$54,259</b>	<b>43.3%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,509,599	\$1,468,195	\$41,404	2.8%	\$1,468,195	\$41,404	2.8%
Total Revenue	\$1,689,195	\$1,617,493	\$71,702	4.4%	\$1,593,532	\$95,663	6.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$40.66</b>	<b>\$38.38</b>	<b>\$2.28</b>	<b>5.9%</b>	<b>\$35.91</b>	<b>\$4.75</b>	<b>13.2%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$27.98	\$26.09	\$1.89	7.2%	\$24.78	\$3.20	12.9%

## Reno-Sparks Convention and Visitors Authority

### RV Park Statistics

**December 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	3,739	3,520	219	6.2%	3,705	34	0.9%
Comp	50	86	(36)	-41.9%	84	(34)	-40.5%
28 Day	21,189	26,049	(4,860)	-18.7%	25,791	(4,602)	-17.8%
<b>Total Occupied Rooms</b>	<b>24,978</b>	<b>29,655</b>	<b>(4,677)</b>	<b>-15.8%</b>	<b>29,580</b>	<b>(4,602)</b>	<b>-15.6%</b>
Vacant	16,469	15,388	1,081	7.0%	15,504	965	6.2%
Total Available Rooms	41,447	45,043	(3,596)	-8.0%	45,084	(3,637)	-8.1%
<b>Percentage of Occupancy</b>							
Cash	9.0%	7.8%	1.2	15.4%	8.2%	0.8	9.8%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.2%	(0.1)	-50.0%
28 Day	51.1%	57.8%	(6.7)	-11.6%	57.2%	(6.1)	-10.7%
<b>Total Occupancy Percentage</b>	<b>60.3%</b>	<b>65.8%</b>	<b>(5.5)</b>	<b>-8.4%</b>	<b>65.6%</b>	<b>(5.3)</b>	<b>-8.1%</b>
Vacant	39.7%	34.2%	5.5	16.1%	34.4%	5.3	15.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$138,135</b>	<b>\$106,534</b>	<b>\$31,601</b>	<b>29.7%</b>	<b>\$115,798</b>	<b>\$22,337</b>	<b>19.3%</b>
Comp	\$2,474	\$1,878	\$596	31.7%	\$1,977	\$497	25.1%
28 Day	\$514,421	\$480,312	\$34,109	7.1%	\$522,078	(\$7,657)	-1.5%
Total Revenue	\$655,030	\$588,724	\$66,306	11.3%	\$639,853	\$15,177	2.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$36.94</b>	<b>\$30.27</b>	<b>\$6.67</b>	<b>22.0%</b>	<b>\$31.25</b>	<b>\$5.69</b>	<b>18.2%</b>
Comp	\$49.48	\$21.84	\$27.64	126.6%	\$23.54	\$25.94	110.2%
28 Day	\$24.28	\$18.44	\$5.84	31.7%	\$20.24	\$4.04	20.0%

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**December 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	13,101	11,236	1,865	16.6%	10,761	2,340	21.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,584	12,665	(3,081)	-24.3%	11,013	(1,429)	-13.0%
<b>Total Occupied Rooms</b>	<b>22,685</b>	<b>23,901</b>	<b>(1,216)</b>	<b>-5.1%</b>	<b>21,774</b>	<b>911</b>	<b>4.2%</b>
Vacant	7,574	11,143	(3,569)	-32.0%	10,176	(2,602)	-25.6%
Total Available Rooms	30,259	35,044	(4,785)	-13.7%	31,950	(1,691)	-5.3%
<b>Percentage of Occupancy</b>							
Cash	43.3%	32.1%	11.2	34.9%	33.7%	9.6	28.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	31.7%	36.1%	(4.4)	-12.2%	34.5%	(2.8)	-8.1%
<b>Total Occupancy Percentage</b>	<b>75.0%</b>	<b>68.2%</b>	<b>6.8</b>	<b>10.0%</b>	<b>68.2%</b>	<b>6.8</b>	<b>10.0%</b>
Vacant	25.0%	31.8%	(6.8)	-21.4%	31.8%	(6.8)	-21.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$3,335,794</b>	<b>\$2,679,212</b>	<b>\$656,582</b>	<b>24.5%</b>	<b>\$2,528,257</b>	<b>\$807,537</b>	<b>31.9%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$920,928	\$1,049,820	(\$128,892)	-12.3%	\$912,887	\$8,041	0.9%
Total Revenue	\$4,256,722	\$3,729,032	\$527,690	14.2%	\$3,441,144	\$815,578	23.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$254.62</b>	<b>\$238.45</b>	<b>\$16.17</b>	<b>6.8%</b>	<b>\$234.95</b>	<b>\$19.67</b>	<b>8.4%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$96.09	\$82.89	\$13.20	15.9%	\$82.89	\$13.20	15.9%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**December 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,868	1,276	592	46.4%	1,276	592	46.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>1,868</b>	<b>1,276</b>	<b>592</b>	<b>46.4%</b>	<b>1,276</b>	<b>592</b>	<b>46.4%</b>
Vacant	10,093	11,682	(1,589)	-13.6%	10,789	(696)	-6.5%
Total Available Rooms	11,961	12,958	(997)	-7.7%	12,065	(104)	-0.9%
<b>Percentage of Occupancy</b>							
Cash	15.6%	9.8%	5.8	59.2%	10.6%	5.0	47.2%
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>15.6%</b>	<b>9.8%</b>	<b>5.8</b>	<b>59.2%</b>	<b>10.6%</b>	<b>5.0</b>	<b>47.2%</b>
Vacant	84.4%	90.2%	(5.8)	-6.4%	89.4%	(5.0)	-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>\$326,671</b>	<b>\$271,159</b>	<b>\$55,512</b>	<b>20.5%</b>	<b>\$235,790</b>	<b>\$90,881</b>	<b>38.5%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$326,671	\$271,159	\$55,512	20.5%	\$235,790	\$90,881	38.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$174.88</b>	<b>\$212.51</b>	<b>(\$37.63)</b>	<b>-17.7%</b>	<b>\$184.79</b>	<b>(\$9.91)</b>	<b>-5.4%</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**

**December 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,094	2,232	(138)	-6.2%	2,109	(15)	-0.7%
Comp	1	-	1	100.0%	-	1	100.0%
28 Day	977	1,631	(654)	-40.1%	1,483	(506)	-34.1%
<b>Total Occupied Rooms</b>	<b>3,072</b>	<b>3,864</b>	<b>(792)</b>	<b>-20.5%</b>	<b>3,592</b>	<b>(520)</b>	<b>-14.5%</b>
Vacant	15,526	11,776	3,750	31.8%	14,039	1,487	10.6%
Total Available Rooms	18,598	15,640	2,958	18.9%	17,631	967	5.5%
<b>Percentage of Occupancy</b>							
Cash	11.3%	14.3%	(3.0)	-21.0%	12.0%	(0.7)	-5.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	5.3%	10.4%	(5.1)	-49.0%	8.4%	(3.1)	-36.9%
<b>Total Occupancy Percentage</b>	<b>16.5%</b>	<b>24.7%</b>	<b>(8.2)</b>	<b>-33.2%</b>	<b>20.4%</b>	<b>(3.9)</b>	<b>-19.1%</b>
Vacant	83.5%	75.3%	8.2	10.9%	79.6%	3.9	4.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$783,632</b>	<b>\$563,615</b>	<b>\$220,017</b>	<b>39.0%</b>	<b>\$670,956</b>	<b>\$112,676</b>	<b>16.8%</b>
Comp	\$160	\$0	\$160	100.0%	\$0	\$160	100.0%
28 Day	\$108,954	\$82,723	\$26,231	31.7%	\$135,925	(\$26,971)	-19.8%
Total Revenue	\$892,746	\$646,338	\$246,408	38.1%	\$806,881	\$85,865	10.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$374.23</b>	<b>\$252.48</b>	<b>\$121.75</b>	<b>48.2%</b>	<b>\$318.14</b>	<b>\$56.09</b>	<b>17.6%</b>
Comp	\$160.00	\$0.00	\$160.00	100.0%	\$0.00	\$160.00	100.0%
28 Day	\$111.52	\$50.71	\$60.81	119.9%	\$91.66	\$19.86	21.7%

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics - Year To Date

**December 2021**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$236,998,519</b>	<b>\$185,572,527</b>	<b>\$51,425,992</b>	<b>27.7%</b>	<b>\$142,439,562</b>	<b>\$94,558,957</b>	<b>66.4%</b>
<b>Occupied Rooms - Cash</b>	<b>1,670,956</b>	<b>1,606,930</b>	<b>64,026</b>	<b>4.0%</b>	<b>1,216,031</b>	<b>454,925</b>	<b>37.4%</b>
<b>Average Rate - Cash</b>	<b>\$141.83</b>	<b>\$115.48</b>	<b>\$26.35</b>	<b>22.8%</b>	<b>\$117.13</b>	<b>\$24.70</b>	<b>21.1%</b>
<b>Occupied Rooms</b>							
Cash	1,670,956	1,606,930	64,026	4.0%	1,216,031	454,925	37.4%
Comp	396,329	391,770	4,559	1.2%	358,533	37,796	10.5%
28 Day	591,184	648,904	(57,720)	-8.9%	644,987	(53,803)	-8.3%
<b>Total Occupied Rooms</b>	<b>2,658,469</b>	<b>2,647,604</b>	<b>10,865</b>	<b>0.4%</b>	<b>2,219,551</b>	<b>438,918</b>	<b>19.8%</b>
<b>Percentage of Occupancy</b>							
Cash	41.9%	42.0%	(0.1)	-0.2%	32.0%	9.9	30.9%
Comp	9.9%	10.2%	(0.3)	-2.9%	9.4%	0.5	5.3%
28 Day	14.8%	17.0%	(2.2)	-12.9%	17.0%	(2.2)	-12.9%
<b>Total Percentage of Occupancy</b>	<b>66.7%</b>	<b>69.2%</b>	<b>(2.5)</b>	<b>-3.6%</b>	<b>58.4%</b>	<b>8.3</b>	<b>14.2%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	1,361,147	1,328,144	33,003	2.5%	941,614	419,533	44.6%
Motels	134,626	117,427	17,199	14.6%	116,506	18,120	15.6%
28 Day Motels	28,861	25,047	3,814	15.2%	21,999	6,862	31.2%
R.V. Parks	60,192	49,728	10,464	21.0%	52,345	7,847	15.0%
Vacation Rentals	66,671	69,098	(2,427)	-3.5%	65,868	803	1.2%
Timeshares	12,619	11,090	1,529	13.8%	11,090	1,529	13.8%
Home Owner Rentals	6,840	6,396	444	6.9%	6,609	231	3.5%
<b>Total Occupied - Cash</b>	<b>1,670,956</b>	<b>1,606,930</b>	<b>64,026</b>	<b>4.0%</b>	<b>1,216,031</b>	<b>454,925</b>	<b>37.4%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	49.0%	52.9%	(3.9)	-7.4%	37.9%	11.1	29.3%
Motels	59.9%	48.1%	11.8	24.5%	47.1%	12.8	27.2%
28 Day Motels	6.5%	5.1%	1.4	27.5%	4.6%	1.9	41.3%
R.V. Parks	22.9%	18.4%	4.5	24.5%	19.6%	3.3	16.8%
Vacation Rentals	39.5%	34.3%	5.2	15.2%	30.3%	9.2	30.4%
Timeshares	17.6%	14.4%	3.2	22.2%	15.4%	2.2	14.3%
Home Owner Rentals	18.5%	20.4%	(1.9)	-9.3%	19.7%	(1.2)	-6.1%
<b>Total Occupancy Percentage - Cash</b>	<b>41.9%</b>	<b>42.0%</b>	<b>(0.1)</b>	<b>-0.2%</b>	<b>32.0%</b>	<b>9.9</b>	<b>30.9%</b>
<b>Average Rates - Cash</b>							
Hotels	\$147.30	\$116.49	\$30.81	26.4%	\$119.31	\$27.99	23.5%
Motels	\$83.76	\$60.21	\$23.55	39.1%	\$63.15	\$20.61	32.6%
28 Day Motels	\$45.73	\$41.68	\$4.05	9.7%	\$37.17	\$8.56	23.0%
R.V. Parks	\$42.24	\$37.61	\$4.63	12.3%	\$38.83	\$3.41	8.8%
Vacation Rental	\$262.93	\$254.91	\$8.02	3.1%	\$252.18	\$10.75	4.3%
Timeshares	\$110.59	\$117.36	(\$6.77)	-5.8%	\$102.05	\$8.54	8.4%
Home Owner Rentals	\$355.37	\$306.69	\$48.68	15.9%	\$324.07	\$31.30	9.7%
<b>Total Cash Average Rate</b>	<b>\$141.83</b>	<b>\$115.48</b>	<b>\$26.35</b>	<b>22.8%</b>	<b>\$117.13</b>	<b>\$24.70</b>	<b>21.1%</b>

## Reno-Sparks Convention and Visitors Authority

### Combined Room Statistics - Year To Date

**December 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,670,956	1,606,930	64,026	4.0%	1,216,031	454,925	37.4%
Comp	396,329	391,770	4,559	1.2%	358,533	37,796	10.5%
28 Day	591,184	648,904	(57,720)	-8.9%	644,987	(53,803)	-8.3%
<b>Total Occupied Rooms</b>	<b>2,658,469</b>	<b>2,647,604</b>	<b>10,865</b>	<b>0.4%</b>	<b>2,219,551</b>	<b>438,918</b>	<b>19.8%</b>
Vacant	1,329,157	1,178,206	150,951	12.8%	1,579,820	(250,663)	-15.9%
Total Available Rooms	3,987,626	3,825,810	161,816	4.2%	3,799,371	188,255	5.0%
<b>Percentage of Occupancy</b>							
Cash	41.9%	42.0%	(0.1)	-0.2%	32.0%	9.9	30.9%
Comp	9.9%	10.2%	(0.3)	-2.9%	9.4%	0.5	5.3%
28 Day	14.8%	17.0%	(2.2)	-12.9%	17.0%	(2.2)	-12.9%
<b>Total Occupancy Percentage</b>	<b>66.7%</b>	<b>69.2%</b>	<b>(2.5)</b>	<b>-3.6%</b>	<b>58.4%</b>	<b>8.3</b>	<b>14.2%</b>
Vacant	33.3%	30.8%	2.5	8.1%	41.6%	(8.3)	-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>\$236,998,519</b>	<b>\$185,572,527</b>	<b>\$51,425,992</b>	<b>27.7%</b>	<b>\$142,439,562</b>	<b>\$94,558,957</b>	<b>66.4%</b>
Comp	\$57,861,044	\$43,947,418	\$13,913,626	31.7%	\$42,229,529	\$15,631,515	37.0%
28 Day	\$23,644,482	\$23,043,232	\$601,250	2.6%	\$22,335,884	\$1,308,598	5.9%
Total Revenue	\$318,504,045	\$252,563,177	\$65,940,868	26.1%	\$207,004,975	\$111,499,070	53.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$141.83</b>	<b>\$115.48</b>	<b>\$26.35</b>	<b>22.8%</b>	<b>\$117.13</b>	<b>\$24.70</b>	<b>21.1%</b>
Comp	\$145.99	\$112.18	\$33.81	30.1%	\$117.78	\$28.21	24.0%
28 Day	\$40.00	\$35.51	\$4.49	12.6%	\$34.63	\$5.37	15.5%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics - Year To Date

**December 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,361,147	1,328,144	33,003	2.5%	941,614	419,533	44.6%
Comp	395,144	389,620	5,524	1.4%	356,631	38,513	10.8%
28 Day	60,461	59,580	881	1.5%	52,671	7,790	14.8%
<b>Total Occupied Rooms</b>	<b>1,816,752</b>	<b>1,777,344</b>	<b>39,408</b>	<b>2.2%</b>	<b>1,350,916</b>	<b>465,836</b>	<b>34.5%</b>
Vacant	960,728	734,473	226,255	30.8%	1,135,255	(174,527)	-15.4%
Total Available Rooms	2,777,480	2,511,817	265,663	10.6%	2,486,171	291,309	11.7%
<b>Percentage of Occupancy</b>							
Cash	49.0%	52.9%	(3.9)	-7.4%	37.9%	11.1	29.3%
Comp	14.2%	15.5%	(1.3)	-8.4%	14.3%	(0.1)	-0.7%
28 Day	2.2%	2.4%	(0.2)	-8.3%	2.1%	0.1	4.8%
<b>Total Occupancy Percentage</b>	<b>65.4%</b>	<b>70.8%</b>	<b>(5.4)</b>	<b>-7.6%</b>	<b>54.3%</b>	<b>11.1</b>	<b>20.4%</b>
Vacant	34.6%	29.2%	5.4	18.5%	45.7%	(11.1)	-24.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$200,503,358</b>	<b>\$154,711,176</b>	<b>\$45,792,182</b>	<b>29.6%</b>	<b>\$112,347,221</b>	<b>\$88,156,137</b>	<b>78.5%</b>
Comp	\$57,774,198	\$43,848,903	\$13,925,295	31.8%	\$42,157,146	\$15,617,052	37.0%
28 Day	\$5,938,481	\$4,502,174	\$1,436,307	31.9%	\$4,213,915	\$1,724,566	40.9%
Total Revenue	\$264,216,037	\$203,062,253	\$61,153,784	30.1%	\$158,718,282	\$105,497,755	66.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$147.30</b>	<b>\$116.49</b>	<b>\$30.81</b>	<b>26.4%</b>	<b>\$119.31</b>	<b>\$27.99</b>	<b>23.5%</b>
Comp	\$146.21	\$112.54	\$33.67	29.9%	\$118.21	\$28.00	23.7%
28 Day	\$98.22	\$75.57	\$22.65	30.0%	\$80.00	\$18.22	22.8%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics - Year To Date

December 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	134,626	117,427	17,199	14.6%	116,506	18,120	15.6%
Comp	225	444	(219)	-49.3%	225	-	0.0%
28 Day	14,150	20,578	(6,428)	-31.2%	24,835	(10,685)	-43.0%
<b>Total Occupied Rooms</b>	<b>149,001</b>	<b>138,449</b>	<b>10,552</b>	<b>7.6%</b>	<b>141,566</b>	<b>7,435</b>	<b>5.3%</b>
Vacant	75,862	105,471	(29,609)	-28.1%	105,803	(29,941)	-28.3%
Total Available Rooms	224,863	243,920	(19,057)	-7.8%	247,369	(22,506)	-9.1%
<b>Percentage of Occupancy</b>							
Cash	59.9%	48.1%	11.8	24.5%	47.1%	12.8	27.2%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.1%	-	0.0%
28 Day	6.3%	8.4%	(2.1)	-25.0%	10.0%	(3.7)	-37.0%
<b>Total Occupancy Percentage</b>	<b>66.3%</b>	<b>56.8%</b>	<b>9.5</b>	<b>16.7%</b>	<b>57.2%</b>	<b>9.1</b>	<b>15.9%</b>
Vacant	33.7%	43.2%	(9.5)	-22.0%	42.8%	(9.1)	-21.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$11,276,499</b>	<b>\$7,070,492</b>	<b>\$4,206,007</b>	<b>59.5%</b>	<b>\$7,357,468</b>	<b>\$3,919,031</b>	<b>53.3%</b>
Comp	\$24,326	\$57,431	(\$33,105)	-57.6%	\$28,136	(\$3,810)	-13.5%
28 Day	\$798,120	\$867,846	(\$69,726)	-8.0%	\$1,004,817	(\$206,697)	-20.6%
Total Revenue	\$12,098,945	\$7,995,769	\$4,103,176	51.3%	\$8,390,421	\$3,708,524	44.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$83.76</b>	<b>\$60.21</b>	<b>\$23.55</b>	<b>39.1%</b>	<b>\$63.15</b>	<b>\$20.61</b>	<b>32.6%</b>
Comp	\$108.12	\$129.35	(\$21.23)	-16.4%	\$125.05	(\$16.93)	-13.5%
28 Day	\$56.40	\$42.17	\$14.23	33.7%	\$40.46	\$15.94	39.4%

## Reno-Sparks Convention and Visitors Authority

### 28 Day Motel Statistics - Year To Date

**December 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	28,861	25,047	3,814	15.2%	21,999	6,862	31.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	338,142	351,167	(13,025)	-3.7%	361,045	(22,903)	-6.3%
<b>Total Occupied Rooms</b>	<b>367,003</b>	<b>376,214</b>	<b>(9,211)</b>	<b>-2.4%</b>	<b>383,044</b>	<b>(16,041)</b>	<b>-4.2%</b>
Vacant	77,880	113,410	(35,530)	-31.3%	92,329	(14,449)	-15.6%
Total Available Rooms	444,883	489,624	(44,741)	-9.1%	475,373	(30,490)	-6.4%
<b>Percentage of Occupancy</b>							
Cash	6.5%	5.1%	1.4	27.5%	4.6%	1.9	41.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	76.0%	71.7%	4.3	6.0%	75.9%	0.1	0.1%
<b>Total Occupancy Percentage</b>	<b>82.5%</b>	<b>76.8%</b>	<b>5.7</b>	<b>7.4%</b>	<b>80.6%</b>	<b>1.9</b>	<b>2.4%</b>
Vacant	17.5%	23.2%	(5.7)	-24.6%	19.4%	(1.9)	-9.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,319,911</b>	<b>\$1,043,916</b>	<b>\$275,995</b>	<b>26.4%</b>	<b>\$817,682</b>	<b>\$502,229</b>	<b>61.4%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$9,115,755	\$8,444,394	\$671,361	8.0%	\$8,477,399	\$638,356	7.5%
Total Revenue	\$10,435,666	\$9,488,310	\$947,356	10.0%	\$9,295,081	\$1,140,585	12.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$45.73</b>	<b>\$41.68</b>	<b>\$4.05</b>	<b>9.7%</b>	<b>\$37.17</b>	<b>\$8.56</b>	<b>23.0%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$26.96	\$24.05	\$2.91	12.1%	\$23.48	\$3.48	14.8%

## Reno-Sparks Convention and Visitors Authority

### RV Park Statistics - Year To Date

**December 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	60,192	49,728	10,464	21.0%	52,345	7,847	15.0%
Comp	959	1,706	(747)	-43.8%	1,672	(713)	-42.6%
28 Day	122,084	142,639	(20,555)	-14.4%	141,122	(19,038)	-13.5%
<b>Total Occupied Rooms</b>	<b>183,235</b>	<b>194,073</b>	<b>(10,838)</b>	<b>-5.6%</b>	<b>195,139</b>	<b>(11,904)</b>	<b>-6.1%</b>
Vacant	79,976	76,185	3,791	5.0%	72,315	7,661	10.6%
Total Available Rooms	263,211	270,258	(7,047)	-2.6%	267,454	(4,243)	-1.6%
<b>Percentage of Occupancy</b>							
Cash	22.9%	18.4%	4.5	24.5%	19.6%	3.3	16.8%
Comp	0.4%	0.6%	(0.2)	-33.3%	0.6%	(0.2)	-33.3%
28 Day	46.4%	52.8%	(6.4)	-12.1%	52.8%	(6.4)	-12.1%
<b>Total Occupancy Percentage</b>	<b>69.6%</b>	<b>71.8%</b>	<b>(2.2)</b>	<b>-3.1%</b>	<b>73.0%</b>	<b>(3.4)</b>	<b>-4.7%</b>
Vacant	30.4%	28.2%	2.2	7.8%	27.0%	3.4	12.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,542,521</b>	<b>\$1,870,114</b>	<b>\$672,407</b>	<b>36.0%</b>	<b>\$2,032,733</b>	<b>\$509,788</b>	<b>25.1%</b>
Comp	\$62,360	\$41,084	\$21,276	51.8%	\$43,247	\$19,113	44.2%
28 Day	\$2,767,056	\$2,604,625	\$162,431	6.2%	\$2,818,035	(\$50,979)	-1.8%
Total Revenue	\$5,371,937	\$4,515,823	\$856,114	19.0%	\$4,894,015	\$477,922	9.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$42.24</b>	<b>\$37.61</b>	<b>\$4.63</b>	<b>12.3%</b>	<b>\$38.83</b>	<b>\$3.41</b>	<b>8.8%</b>
Comp	\$65.03	\$24.08	\$40.95	170.1%	\$25.87	\$39.16	151.4%
28 Day	\$22.67	\$18.26	\$4.41	24.2%	\$19.97	\$2.70	13.5%



## Reno-Sparks Convention and Visitors Authority

### Vacation Rental Statistics - Year To Date

**December 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	66,671	69,098	(2,427)	-3.5%	65,868	803	1.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	54,262	71,172	(16,910)	-23.8%	61,889	(7,627)	-12.3%
<b>Total Occupied Rooms</b>	<b>120,933</b>	<b>140,271</b>	<b>(19,338)</b>	<b>-13.8%</b>	<b>127,757</b>	<b>(6,824)</b>	<b>-5.3%</b>
Vacant	47,643	61,469	(13,826)	-22.5%	89,756	(42,113)	-46.9%
Total Available Rooms	168,576	201,740	(33,164)	-16.4%	217,513	(48,937)	-22.5%
<b>Percentage of Occupancy</b>							
Cash	39.5%	34.3%	5.2	15.2%	30.3%	9.2	30.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	32.2%	35.3%	(3.1)	-8.8%	28.5%	3.7	13.0%
<b>Total Occupancy Percentage</b>	<b>71.7%</b>	<b>69.5%</b>	<b>2.2</b>	<b>3.2%</b>	<b>58.7%</b>	<b>13.0</b>	<b>22.1%</b>
Vacant	28.3%	30.5%	(2.2)	-7.2%	41.3%	(13.0)	-31.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$17,529,994</b>	<b>\$17,613,814</b>	<b>(\$83,820)</b>	<b>-0.5%</b>	<b>\$16,610,861</b>	<b>\$919,133</b>	<b>5.5%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$4,770,827	\$6,383,110	(\$1,612,283)	-25.3%	\$5,550,531	(\$779,704)	-14.0%
Total Revenue	\$22,300,821	\$23,996,924	(\$1,696,103)	-7.1%	\$22,161,392	\$139,429	0.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$262.93</b>	<b>\$254.91</b>	<b>\$8.02</b>	<b>3.1%</b>	<b>\$252.18</b>	<b>\$10.75</b>	<b>4.3%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$87.92	\$89.69	(\$1.77)	-2.0%	\$89.69	(\$1.77)	-2.0%

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**December 2021**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	12,619	11,090	1,529	13.8%	11,090	1,529	13.8%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>12,619</b>	<b>11,090</b>	<b>1,529</b>	<b>13.8%</b>	<b>11,090</b>	<b>1,529</b>	<b>13.8%</b>
Vacant	58,931	66,081	(7,150)	-10.8%	60,868	(1,937)	-3.2%
Total Available Rooms	71,550	77,171	(5,621)	-7.3%	71,958	(408)	-0.6%
<b>Percentage of Occupancy</b>							
Cash	17.6%	14.4%	3.2	22.2%	15.4%	2.2	14.3%
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>17.6%</b>	<b>14.4%</b>	<b>3.2</b>	<b>22.2%</b>	<b>15.4%</b>	<b>2.2</b>	<b>14.3%</b>
Vacant	82.4%	85.6%	(3.2)	-3.7%	84.6%	(2.2)	-2.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,395,536</b>	<b>\$1,301,557</b>	<b>\$93,979</b>	<b>7.2%</b>	<b>\$1,131,788</b>	<b>\$263,748</b>	<b>23.3%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$1,395,536	\$1,301,557	\$93,979	7.2%	\$1,131,788	\$263,748	23.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$110.59</b>	<b>\$117.36</b>	<b>(\$6.77)</b>	<b>-5.8%</b>	<b>\$102.05</b>	<b>\$8.54</b>	<b>8.4%</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	6,840	6,396	444	6.9%	6,609	231	3.5%
Comp	1	-	1	100.0%	5	(4)	-80.0%
28 Day	2,085	3,768	(1,683)	-44.7%	3,425	(1,340)	-39.1%
<b>Total Occupied Rooms</b>	<b>8,926</b>	<b>10,163</b>	<b>(1,237)</b>	<b>-12.2%</b>	<b>10,039</b>	<b>(1,113)</b>	<b>-11.1%</b>
Vacant	28,137	21,117	7,020	33.2%	23,494	4,643	19.8%
Total Available Rooms	37,063	31,280	5,783	18.5%	33,533	3,530	10.5%
<b>Percentage of Occupancy</b>							
Cash	18.5%	20.4%	(1.9)	-9.3%	19.7%	(1.2)	-6.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	5.6%	12.0%	(6.4)	-53.3%	0.0%	5.6	100.0%
<b>Total Occupancy Percentage</b>	<b>24.1%</b>	<b>32.5%</b>	<b>(8.4)</b>	<b>-25.8%</b>	<b>0.0%</b>	<b>24.1</b>	<b>100.0%</b>
Vacant	75.9%	67.5%	8.4	12.4%	0.0%	75.9	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>\$2,430,700</b>	<b>\$1,961,458</b>	<b>\$469,242</b>	<b>23.9%</b>	<b>\$2,141,809</b>	<b>\$288,891</b>	<b>13.5%</b>
Comp	\$160	\$0	\$160	100.0%	\$1,000	(\$840)	-84.0%
28 Day	\$254,243	\$241,083	\$13,160	5.5%	\$271,187	(\$16,944)	-6.2%
Total Revenue	\$2,685,103	\$2,202,541	\$482,562	21.9%	\$2,413,996	\$271,107	11.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$355.37</b>	<b>\$306.69</b>	<b>\$48.68</b>	<b>15.9%</b>	<b>\$324.07</b>	<b>\$31.30</b>	<b>9.7%</b>
Comp	\$160.00	\$0.00	\$160.00	100.0%	\$200.00	(\$40.00)	-20.0%
28 Day	\$121.94	\$63.99	\$57.95	90.6%	\$79.18	\$42.76	54.0%

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

Current Month Actual December 2021	Last Year Actual December			Tax District	Year To Date Actual July 2021 - December 2021	Last Year - Year To Date Actual July 2020 - December 2020		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
\$14,249,826	\$8,159,267	\$6,090,559	74.6%	Reno B	\$110,611,274	\$64,978,677	\$45,632,597	70.2%
\$6,703,541	\$2,420,826	\$4,282,716	176.9%	Reno D	\$55,300,531	\$21,341,676	\$33,958,855	159.1%
\$804,823	\$385,516	\$419,306	108.8%	Reno E	\$5,578,295	\$2,981,856	\$2,596,439	87.1%
<b>\$21,758,189</b>	<b>\$10,965,609</b>	<b>\$10,792,581</b>	<b>98.4%</b>	<b>Total Reno</b>	<b>\$171,490,100</b>	<b>\$89,302,209</b>	<b>\$82,187,891</b>	<b>92.0%</b>
\$90,333	\$95,608	(\$5,275)	-5.5%	Washoe A	\$497,491	\$403,770	\$93,722	23.2%
\$6,050,991	\$4,565,087	\$1,485,904	32.5%	Washoe B	\$33,673,519	\$31,323,144	\$2,350,375	7.5%
<b>\$6,141,324</b>	<b>\$4,660,695</b>	<b>\$1,480,629</b>	<b>31.8%</b>	<b>Total Washoe Co.</b>	<b>\$34,171,010</b>	<b>\$31,726,913</b>	<b>\$2,444,097</b>	<b>7.7%</b>
<b>\$4,118,572</b>	<b>\$2,712,941</b>	<b>\$1,405,630</b>	<b>51.8%</b>	<b>Sparks</b>	<b>\$31,337,410</b>	<b>\$21,410,440</b>	<b>\$9,926,970</b>	<b>46.4%</b>
<b>\$32,018,085</b>	<b>\$18,339,246</b>	<b>\$13,678,839</b>	<b>74.6%</b>	<b>Total Taxable Revenue</b>	<b>\$236,998,519</b>	<b>\$142,439,562</b>	<b>\$94,558,957</b>	<b>66.4%</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  
December 2021**

Current Month Actual December 2021	Last Year Actual December 2020			Tax District	Year To Date Actual July 2021 - December 2021	Last Year - Year To Date Actual July 2020 - December 2020		
	Amount	Increase (Decrease)				Amount	Increase (Decrease)	
		Amount	% Percent			Amount	Amount	% Percent
117,040	84,176	32,864	39.0%	Reno B	806,450	631,520	174,930	27.7%
55,551	23,212	32,339	139.3%	Reno D	446,705	195,478	251,227	128.5%
6,381	3,787	2,594	68.5%	Reno E	39,586	27,094	12,492	46.1%
<b>178,972</b>	<b>111,175</b>	<b>67,797</b>	<b>61.0%</b>	<b>Total Reno</b>	<b>1,292,741</b>	<b>854,092</b>	<b>438,649</b>	<b>51.4%</b>
1,468	1,333	135	10.1%	Washoe A	10,621	8,823	1,798	20.4%
18,449	15,392	3,057	19.9%	Washoe B	97,763	103,349	(5,586)	-5.4%
<b>19,917</b>	<b>16,725</b>	<b>3,192</b>	<b>19.1%</b>	<b>Total Washoe Co.</b>	<b>108,384</b>	<b>112,172</b>	<b>(3,788)</b>	<b>-3.4%</b>
<b>39,620</b>	<b>34,482</b>	<b>5,138</b>	<b>14.9%</b>	<b>Sparks</b>	<b>269,831</b>	<b>249,767</b>	<b>20,064</b>	<b>8.0%</b>
<b>238,509</b>	<b>162,382</b>	<b>76,127</b>	<b>46.9%</b>	<b>Total Taxable Rooms</b>	<b>1,670,956</b>	<b>1,216,031</b>	<b>454,925</b>	<b>37.4%</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  
Average Daily Rate by District  
December 2021**

Current Month Actual December 2021	Last Year Actual December 2020			Tax District	Year To Date Actual July 2021 - December 2021	Last Year - Year To Date Actual July 2020 - December 2020		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
\$121.75	\$96.93	\$24.82	25.6%	Reno B	\$137.16	\$102.89	\$34.27	33.3%
\$120.67	\$104.29	\$16.38	15.7%	Reno D	\$123.80	\$109.18	\$14.62	13.4%
\$126.13	\$101.80	\$24.33	23.9%	Reno E	\$140.92	\$110.06	\$30.86	28.0%
<b>\$121.57</b>	<b>\$98.63</b>	<b>\$22.94</b>	<b>23.3%</b>	<b>Total Reno</b>	<b>\$132.66</b>	<b>\$89.97</b>	<b>\$42.68</b>	<b>47.4%</b>
<hr/>								
\$61.53	\$71.72	-\$10.19	-14.2%	Washoe A	\$46.84	\$45.76	\$1.08	2.4%
\$327.98	\$296.59	\$31.40	10.6%	Washoe B	\$347.79	\$303.08	\$44.71	14.8%
<b>\$308.35</b>	<b>\$278.67</b>	<b>\$29.68</b>	<b>10.7%</b>	<b>Total Washoe Co.</b>	<b>\$315.28</b>	<b>\$282.84</b>	<b>\$32.44</b>	<b>11.5%</b>
<hr/>								
<b>\$103.95</b>	<b>\$78.68</b>	<b>\$25.27</b>	<b>32.1%</b>	<b>Sparks</b>	<b>\$116.14</b>	<b>\$85.72</b>	<b>\$30.42</b>	<b>35.5%</b>
<hr/>								
<b>\$134.24</b>	<b>\$112.94</b>	<b>\$21.30</b>	<b>18.9%</b>	<b>Total Average Daily Rate</b>	<b>\$141.83</b>	<b>\$117.13</b>	<b>\$24.70</b>	<b>21.1%</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