RENO-SPARKS CONVENTION & VISITORS AUTHORITY

April 2022 Room Statistics Compared to the Prior Year

Taxable room revenues for the month of April 2022 are \$39,675,858 and are above April of the prior year by \$7,269,033 (22.4%). Cash occupied room nights of 264,696 are above prior year by 20,548 (8.4%). Comp occupied room nights of 59,953 are below prior year by 7,976 (-11.7%), and 28-day occupied room nights of 95,628 are below prior year by 13,368 (-12.3%). Total occupied rooms for the month of April 2022 (Cash, Comp, 28-day) are 796 (-0.2%) below the prior year.

Overall, the Washoe County occupancy percentage of 65.4% for the month is -2.7% below the 67.2% level of the prior year. There were 15,723 (2.5%) more available rooms for the month compared to the prior year.

Overall cash average rates for April 2022 of \$149.89 increased \$17.16 (12.9%), compared to \$132.73 for the prior year.

Year-to-date cash occupied room nights of 2,647,339 are 592,926 (28.9%) above prior year. Cash average rates year-to-date of \$140.26 are \$20.30 (16.9%) above the prior year. Year-to-date, total taxable room revenues of \$371,303,218 are \$124,864,576 (50.7%) above prior year.

April 2022

Room Statistics Compared to 2019* (Pre-Pandemic)

* Comparisons to 2019 are being prepared as a recovery metric.

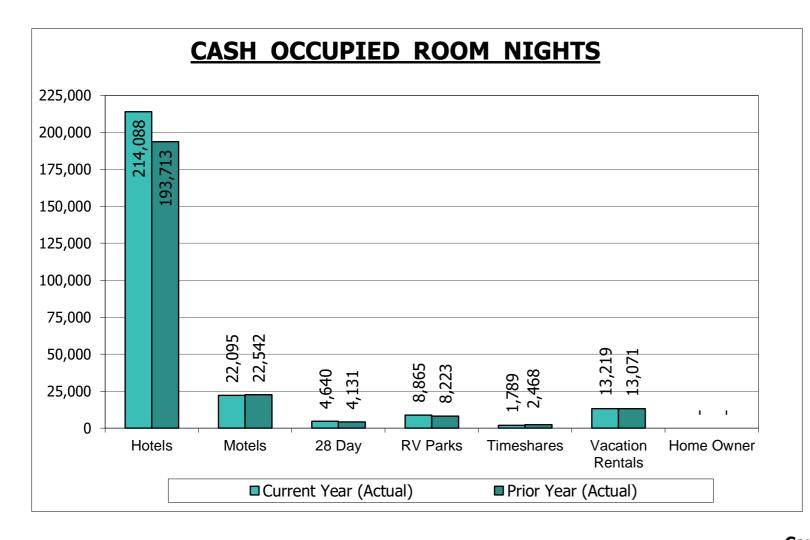
Taxable room revenues for the month of April 2022 of \$39,675,858 are above April 2019 by \$7,448,605 (23.1%). Cash occupied room nights of 264,696 are below 2019 by 10,821 (-3.9%). Comp occupied room nights of 59,953 are below 2019 by 8,639 (-12.6%), and 28-day occupied room nights of 95,628 are below 2019 by 24,332 (-20.3%). Total occupied rooms for the month of April 2022 (Cash, Comp, 28-day) are 43,792 (-9.4%) below 2019.

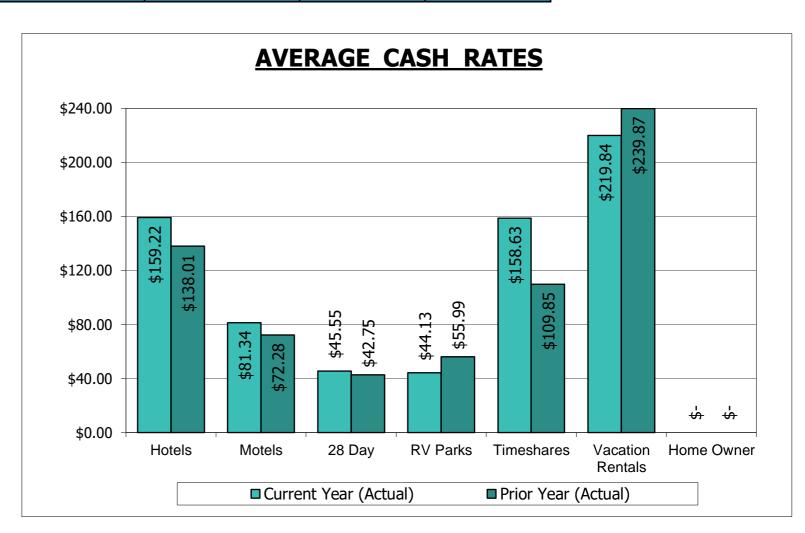
Overall, the Washoe County occupancy percentage of 65.4% for the month is -.08% below the 65.9% level of 2019. There were 61,669 (-8.8%) less available rooms for the month compared to 2019.

Overall cash average rates for April of \$149.89 increased \$32.92 (28.1%), compared to \$116.97 for 2019.

Year-to-date cash occupied room nights of 2,647,339 are (-7.4%) below 2019. Cash average rates year-to-date of \$140.26 is \$25.12 (21.8%) above 2019. Year-to-date, total taxable room revenues of \$371,303,218 are \$42,056,515 (12.8%) above 2019.

| | April 2022 | | | | | | | | | | | | |
|------------------|------------|-----------------------|---------------------|-----------------|----------------|-----------|--|--|--|--|--|--|--|
| | Available | Cash | Average (| Cash Rate | Increase | Decrease) | | | | | | | |
| Segments | Rooms | Occupied Rooms | Current Year | Prior Year | \$ | % | | | | | | | |
| | | | | | | | | | | | | | |
| Hotels | 441,797 | 214,088 | \$159.22 | \$138.01 | \$21.21 | 15.4% | | | | | | | |
| NA . I . I . | 42.260 | 22.005 | +01 24 | ∔ 72.20 | +0.06 | 12 50/ | | | | | | | |
| Motels | 42,260 | 22,095 | \$81.34 | \$72.28 | \$9.06 | 12.5% | | | | | | | |
| 29 Day | 71,665 | 1 610 | \$45.55 | ¢42.75 | ቀን የበ | 6.5% | | | | | | | |
| 28 Day | /1,003 | 4,640 | ρτο.ου | \$42.75 | \$2.80 | 0.570 | | | | | | | |
| RV Parks | 42,720 | 8,865 | \$44.13 | \$55.99 | (\$11.86) | -21.2% | | | | | | | |
| TV T GITTO | 12,720 | 0,005 | Ψ11125 | φυσισσ | (ψ11100) | 211270 | | | | | | | |
| Timeshares | 12,183 | 1,789 | \$158.63 | \$109.85 | \$48.78 | 44.4% | | | | | | | |
| | | , | | | | | | | | | | | |
| Vacation Rentals | 31,638 | 13,219 | \$219.84 | \$239.87 | (\$20.03) | -8.4% | | | | | | | |
| | | | | | | | | | | | | | |
| Home Owner | 300 | - | - | - | - | 0.0% | | | | | | | |
| | | 244 424 | +4.40.00 | | | 40.004 | | | | | | | |
| Totals | 642,563 | 264,696 | \$149.89 | \$132.73 | \$17.16 | 12.9% | | | | | | | |





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Combined Room Statistics

| | | | Increase (De | crease) | | Increase (De | crease) |
|-----------------------------------|--------------|--------------|--------------|-----------|--------------|--------------|-----------|
| Description | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Taxable Room Revenues | \$39,675,858 | \$27,269,269 | \$12,406,589 | 45.5% | \$32,406,825 | \$7,269,033 | 22.4% |
| Occupied Rooms - Cash | 264,696 | 232,460 | 32,236 | 13.9% | 244,148 | 20,548 | 8.4% |
| Average Rate - Cash | \$149.89 | \$117.31 | \$32.58 | 27.8% | \$132.73 | \$17.16 | 12.9% |
| Occupied Rooms | | | | | | | |
| Cash | 264,696 | 232,460 | 32,236 | 13.9% | 244,148 | 20,548 | 8.4% |
| Comp | 59,953 | 58,956 | 997 | 1.7% | 67,929 | (7,976) | -11.7% |
| 28 Day | 95,628 | 114,924 | (19,296) | -16.8% | 108,996 | (13,368) | -12.3% |
| Total Occupied Rooms | 420,277 | 406,340 | 13,937 | 3.4% | 421,073 | (796) | -0.2% |
| Percentage of Occupancy | | | | | | | |
| Cash | 41.2% | 35.8% | 5.4 | 15.1% | 38.9% | 2.3 | 5.9% |
| Comp | 9.3% | 9.1% | 0.2 | 2.2% | 10.8% | (1.5) | -13.9% |
| 28 Day | 14.9% | 17.7% | (2.8) | -15.8% | 17.4% | (2.5) | -14.4% |
| Total Percentage of Occupancy | 65.4% | 62.6% | 2.8 | 4.5% | 67.2% | (1.8) | -2.7% |
| Market Segments | | | | | | | |
| Occupied Rooms - Cash | | | | | | | |
| Hotels | 214,088 | 186,903 | 27,185 | 14.5% | 193,713 | 20,375 | 10.5% |
| Motels | 22,095 | 17,425 | 4,670 | 26.8% | 22,542 | (447) | -2.0% |
| 28 Day Motels | 4,640 | 4,875 | (235) | -4.8% | 4,131 | 509 | 12.3% |
| R.V. Parks | 8,865 | 6,114 | 2,751 | 45.0% | 8,223 | 642 | 7.8% |
| Vacation Rentals | 13,219 | 12,590 | 629 | 5.0% | 13,071 | 148 | 1.1% |
| Timehares | 1,789 | 4,552 | (2,763) | -60.7% | 2,468 | (679) | -27.5% |
| Home Owner Rentals | - | - | - | 0.0% | - | - | 0.0% |
| Total Occupied - Cash | 264,696 | 232,460 | 32,236 | 13.9% | 244,148 | 20,548 | 8.4% |
| Percentage of Occupancy - Cash | | | | | | | |
| Hotels | 48.5% | 42.7% | 5.8 | 13.6% | 45.7% | 2.8 | 6.1% |
| Motels | 52.3% | 44.8% | 7.5 | 16.7% | 58.2% | (5.9) | -10.1% |
| 28 Day Motels | 6.5% | 6.0% | 0.5 | 8.3% | 5.4% | 1.1 | 20.4% |
| R.V. Parks | 20.8% | 13.6% | 7.2 | 52.9% | 18.7% | 2.1 | 11.2% |
| Vacation Rentals | 41.8% | 37.9% | 3.9 | 10.3% | 40.4% | 1.4 | 3.5% |
| Timeshares | 14.7% | 36.3% | (21.6) | -59.5% | 20.3% | (5.6) | 2.20/ |
| Home Owner Rentals | 0.0% | 0.0% | 0.0 | 0.0% | 0.0% | 0.0 | 0.0% |
| Total Occupancy Percentage - Cash | 41.2% | 35.8% | 5.4 | 15.1% | 38.9% | 2.3 | 5.9% |
| Average Rates - Cash | | | | | | | |
| Hotels | \$159.22 | \$117.67 | \$41.55 | 35.3% | \$138.01 | \$21.21 | 15.4% |
| Motels | \$81.34 | \$62.57 | \$18.77 | 30.0% | \$72.28 | \$9.06 | 12.5% |
| 28 Day Motels | \$45.55 | \$40.97 | \$4.58 | 11.2% | \$42.75 | \$2.80 | 6.5% |
| R.V. Parks | \$44.13 | \$44.81 | (\$0.68) | -1.5% | \$55.99 | (\$11.86) | -21.2% |
| Vacation Rentals | \$219.84 | \$272.78 | (\$52.94) | -19.4% | \$239.87 | (\$20.03) | -8.4% |
| Timeshares | \$158.63 | \$61.05 | \$97.58 | 159.8% | \$109.85 | \$48.78 | 44.4% |
| Home Owner Rentals | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| Total Cash Average Rate | \$149.89 | \$117.31 | \$32.58 | 27.8% | \$132.73 | \$17.16 | 12.9% |

Combined Room Statistics

| | | | Increase (De | ecrease) | | Increase (De | crease) |
|----------------------------|--------------|--------------|--------------|-----------|--------------|--------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 264,696 | 232,460 | 32,236 | 13.9% | 244,148 | 20,548 | 8.4% |
| Comp | 59,953 | 58,956 | 997 | 1.7% | 67,929 | (7,976) | -11.7% |
| 28 Day | 95,628 | 114,924 | (19,296) | -16.8% | 108,996 | (13,368) | -12.3% |
| Total Occupied Rooms | 420,277 | 406,340 | 13,937 | 3.4% | 421,073 | (796) | -0.2% |
| Vacant | 222,286 | 242,927 | (20,641) | -8.5% | 205,767 | 16,519 | 8.0% |
| Total Available Rooms | 642,563 | 649,267 | (6,704) | -1.0% | 626,840 | 15,723 | 2.5% |
| Percentage of Occupancy | | | | | | | |
| Cash | 41.2% | 35.8% | 5.4 | 15.1% | 38.9% | 2.3 | 5.9% |
| Comp | 9.3% | 9.1% | 0.2 | 2.2% | 10.8% | (1.5) | -13.9% |
| 28 Day | 14.9% | 17.7% | (2.8) | -15.8% | 17.4% | (2.5) | -14.4% |
| Total Occupancy Percentage | 65.4% | 62.6% | 2.8 | 4.5% | 67.2% | (1.8) | -2.7% |
| Vacant | 34.6% | 37.4% | (2.8) | -7.5% | 32.8% | 1.8 | 5.5% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$39,675,858 | \$27,269,269 | \$12,406,589 | 45.5% | \$32,406,825 | \$7,269,033 | 22.4% |
| Comp | \$8,337,195 | \$6,107,711 | \$2,229,484 | 36.5% | \$9,186,801 | (\$849,606) | -9.2% |
| 28 Day | \$4,116,495 | \$2,831,960 | \$1,284,535 | 45.4% | \$3,844,737 | \$271,758 | 7.1% |
| Total Revenue | \$52,129,548 | \$36,208,940 | \$15,920,608 | 44.0% | \$45,438,363 | \$6,691,185 | 14.7% |
| Average Rates | | | | | | | |
| Cash | \$149.89 | \$117.31 | \$32.58 | 27.8% | \$132.73 | \$17.16 | 12.9% |
| Comp | \$139.06 | \$103.60 | \$35.46 | 34.2% | \$135.24 | \$3.82 | 2.8% |
| 28 Day | \$43.05 | \$24.64 | \$18.41 | 74.7% | \$35.27 | \$7.78 | 22.1% |
| | | | | | | | |

Hotel Statistics

| | | | Increase (Decrease) | | | Increase (Decrease) | |
|----------------------------|--------------|--------------|---------------------|-----------|--------------|---------------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 214,088 | 186,903 | 27,185 | 14.5% | 193,713 | 20,375 | 10.5% |
| Comp | 59,784 | 58,512 | 1,272 | 2.2% | 67,717 | (7,933) | -11.7% |
| 28 Day | 8,852 | 7,401 | 1,451 | 19.6% | 10,889 | (2,037) | -18.7% |
| Total Occupied Rooms | 282,724 | 252,816 | 29,908 | 11.8% | 272,319 | 10,405 | 3.8% |
| Vacant | 159,073 | 185,132 | (26,059) | -14.1% | 151,515 | 7,558 | 5.0% |
| Total Available Rooms | 441,797 | 437,948 | 3,849 | 0.9% | 423,834 | 17,963 | 4.2% |
| Percentage of Occupancy | | | | | | | |
| Cash | 48.5% | 42.7% | 5.8 | 13.6% | 45.7% | 2.8 | 6.1% |
| Comp | 13.5% | 13.4% | 0.1 | 0.7% | 16.0% | (2.5) | -15.6% |
| 28 Day | 2.0% | 1.7% | 0.3 | 17.6% | 2.6% | (0.6) | -23.1% |
| Total Occupancy Percentage | 64.0% | 57.7% | 6.3 | 10.9% | 64.3% | (0.3) | -0.5% |
| Vacant | 36.0% | 42.3% | (6.3) | -14.9% | 35.7% | 0.3 | 0.8% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$34,086,317 | \$21,993,045 | \$12,093,272 | 55.0% | \$26,734,131 | \$7,352,186 | 27.5% |
| Comp | \$8,323,509 | \$6,093,778 | \$2,229,731 | 36.6% | \$9,171,966 | (\$848,457) | -9.3% |
| 28 Day | \$836,107 | \$375,233 | \$460,874 | 122.8% | \$783,268 | \$52,839 | 6.7% |
| Total Revenue | \$43,245,933 | \$28,462,056 | \$14,783,877 | 51.9% | \$36,689,365 | \$6,556,568 | 17.9% |
| Average Rates | | | | | | | |
| Cash | \$159.22 | \$117.67 | \$41.55 | 35.3% | \$138.01 | \$21.21 | 15.4% |
| Comp | \$139.23 | \$104.15 | \$35.08 | 33.7% | \$135.45 | \$3.78 | 2.8% |
| 28 Day | \$94.45 | \$50.70 | \$43.75 | 86.3% | \$71.93 | \$22.52 | 31.3% |
| | | | | | | | |

Motel Statistics

| | | | Increase (De | crease) | | Increase (Dec | crease) |
|----------------------------|-------------|-------------|--------------|-----------|-------------|---------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 22,095 | 17,425 | 4,670 | 26.8% | 22,542 | (447) | -2.0% |
| Comp | 30 | 232 | (202) | -87.1% | 42 | (12) | -28.6% |
| 28 Day | 2,824 | 3,358 | (534) | -15.9% | 3,360 | (536) | -16.0% |
| Total Occupied Rooms | 24,949 | 21,015 | 3,934 | 18.7% | 25,944 | (995) | -3.8% |
| Vacant | 17,311 | 17,865 | (554) | -3.1% | 12,800 | 4,511 | 35.2% |
| Total Available Rooms | 42,260 | 38,880 | 3,380 | 8.7% | 38,744 | 3,516 | 9.1% |
| Percentage of Occupancy | | | | | | | |
| Cash | 52.3% | 44.8% | 7.5 | 16.7% | 58.2% | (5.9) | -10.1% |
| Comp | 0.1% | 0.6% | (0.5) | -83.3% | 0.1% | - | 0.0% |
| 28 Day | 6.7% | 8.6% | (1.9) | -22.1% | 8.7% | (2.0) | -23.0% |
| Total Occupancy Percentage | 59.0% | 54.1% | 4.9 | 9.1% | 67.0% | (8.0) | -11.9% |
| Vacant | 41.0% | 45.9% | (4.9) | -10.7% | 33.0% | 8.0 | 24.2% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$1,797,100 | \$1,090,250 | \$706,850 | 64.8% | \$1,629,225 | \$167,875 | 10.3% |
| Comp | \$3,750 | \$8,253 | (\$4,503) | -54.6% | \$5,250 | (\$1,500) | -28.6% |
| 28 Day | \$151,606 | \$117,990 | \$33,616 | 28.5% | \$149,323 | \$2,283 | 1.5% |
| Total Revenue | \$1,952,456 | \$1,216,493 | \$735,963 | 60.5% | \$1,783,798 | \$168,658 | 9.5% |
| Average Rates | | | | | | | |
| Cash | \$81.34 | \$62.57 | \$18.77 | 30.0% | \$72.28 | \$9.06 | 12.5% |
| Comp | \$125.00 | \$35.57 | \$89.43 | 251.4% | \$125.00 | \$0.00 | 0.0% |
| 28 Day | \$53.68 | \$35.14 | \$18.54 | 52.8% | \$44.44 | \$9.24 | 20.8% |
| | | | | | | | |

28 Day Motel Statistics

| | | | Increase (Decrease) | | | Increase (Decrease) | |
|----------------------------|-------------|-------------|---------------------|-----------|-------------|---------------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 4,640 | 4,875 | (235) | -4.8% | 4,131 | 509 | 12.3% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | 53,056 | 59,031 | (5,975) | -10.1% | 59,733 | (6,677) | -11.2% |
| Total Occupied Rooms | 57,696 | 63,906 | (6,210) | -9.7% | 63,864 | (6,168) | -9.7% |
| Vacant | 13,969 | 17,698 | (3,729) | -21.1% | 11,976 | 1,993 | 16.6% |
| Total Available Rooms | 71,665 | 81,604 | (9,939) | -12.2% | 75,840 | (4,175) | -5.5% |
| Percentage of Occupancy | | | | | | | |
| Cash | 6.5% | 6.0% | 0.5 | 8.3% | 5.4% | 1.1 | 20.4% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 74.0% | 72.3% | 1.7 | 2.4% | 78.8% | (4.8) | -6.1% |
| Total Occupancy Percentage | 80.5% | 78.3% | 2.2 | 2.8% | 84.2% | (3.7) | -4.4% |
| Vacant | 19.5% | 21.7% | (2.2) | -10.1% | 15.8% | 3.7 | 23.4% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$211,344 | \$199,711 | \$11,633 | 5.8% | \$176,604 | \$34,740 | 19.7% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$1,534,392 | \$1,309,995 | \$224,397 | 17.1% | \$1,519,601 | \$14,791 | 1.0% |
| Total Revenue | \$1,745,736 | \$1,509,706 | \$236,030 | 15.6% | \$1,696,205 | \$49,531 | 2.9% |
| Average Rates | | | | | | | |
| Cash | \$45.55 | \$40.97 | \$4.58 | 11.2% | \$42.75 | \$2.80 | 6.5% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$28.92 | \$22.19 | \$6.73 | 30.3% | \$25.44 | \$3.48 | 13.7% |
| | | | | | | | |

RV Park Statistics

| | | | Increase (De | ecrease) | | Increase (Decrease) | |
|----------------------------|-----------|-----------|--------------|-----------|-----------|---------------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 8,865 | 6,114 | 2,751 | 45.0% | 8,223 | 642 | 7.8% |
| Comp | 139 | 212 | (73) | -34.4% | 170 | (31) | -18.2% |
| 28 Day | 21,505 | 33,737 | (12,232) | -36.3% | 24,995 | (3,490) | -14.0% |
| Total Occupied Rooms | 30,509 | 40,063 | (9,554) | -23.8% | 33,388 | (2,879) | -8.6% |
| Vacant | 12,211 | 4,980 | 7,231 | 145.2% | 10,502 | 1,709 | 16.3% |
| Total Available Rooms | 42,720 | 45,043 | (2,323) | -5.2% | 43,890 | (1,170) | -2.7% |
| Percentage of Occupancy | | | | | | | |
| Cash | 20.8% | 13.6% | 7.2 | 52.9% | 18.7% | 2.1 | 11.2% |
| Comp | 0.3% | 0.5% | (0.2) | -40.0% | 0.4% | (0.1) | -25.0% |
| 28 Day | 50.3% | 74.9% | (24.6) | -32.8% | 56.9% | (6.6) | -11.6% |
| Total Occupancy Percentage | 71.4% | 88.9% | (17.5) | -19.7% | 76.1% | (4.7) | -6.2% |
| Vacant | 28.6% | 11.1% | 17.5 | 157.7% | 23.9% | 4.7 | 19.7% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$391,228 | \$273,976 | \$117,252 | 42.8% | \$460,401 | (\$69,173) | -15.0% |
| Comp | \$9,936 | \$5,680 | \$4,256 | 74.9% | \$9,585 | \$351 | 3.7% |
| 28 Day | \$514,736 | \$475,329 | \$39,407 | 8.3% | \$520,256 | (\$5,520) | -1.1% |
| Total Revenue | \$915,900 | \$754,985 | \$160,915 | 21.3% | \$990,242 | (\$74,342) | -7.5% |
| Average Rates | | | | | | | |
| Cash | \$44.13 | \$44.81 | (\$0.68) | -1.5% | \$55.99 | (\$11.86) | -21.2% |
| Comp | \$71.48 | \$26.79 | \$44.69 | 166.8% | \$56.38 | \$15.10 | 26.8% |
| 28 Day | \$23.94 | \$14.09 | \$9.85 | 69.9% | \$20.81 | \$3.13 | 15.0% |
| | | | | | | | |

Vacation Rental Statistics

| | | | Increase (Decrease) | | | Increase (Decrease) | |
|----------------------------|-------------|-------------|---------------------|-----------|-------------|---------------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | • | | | • | | |
| Cash | 13,219 | 12,590 | 629 | 5.0% | 13,071 | 148 | 1.1% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | 9,191 | 11,397 | (2,206) | -19.4% | 10,019 | (828) | -8.3% |
| Total Occupied Rooms | 22,410 | 23,987 | (1,577) | -6.6% | 23,090 | (680) | -2.9% |
| Vacant | 9,228 | 9,265 | (37) | -0.4% | 9,259 | (31) | -0.3% |
| Total Available Rooms | 31,638 | 33,252 | (1,614) | -4.9% | 32,349 | (711) | -2.2% |
| Percentage of Occupancy | | | | | | | |
| Cash | 41.8% | 37.9% | 3.9 | 10.3% | 40.4% | 1.4 | 3.5% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 29.1% | 34.3% | (5.2) | -15.2% | 31.0% | (1.9) | -6.1% |
| Total Occupancy Percentage | 70.8% | 72.1% | (1.3) | -1.8% | 71.4% | (0.6) | -0.8% |
| Vacant | 29.2% | 27.9% | 1.3 | 4.7% | 28.6% | 0.6 | 2.1% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$2,906,084 | \$3,434,371 | (\$528,287) | -15.4% | \$3,135,355 | (\$229,271) | -7.3% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$1,073,264 | \$553,413 | \$519,851 | 93.9% | \$872,289 | \$200,975 | 23.0% |
| Total Revenue | \$3,979,348 | \$3,987,784 | (\$8,436) | -0.2% | \$4,007,644 | (\$28,296) | -0.7% |
| Average Rates | | | | | | | |
| Cash | \$219.84 | \$272.78 | (\$52.94) | -19.4% | \$239.87 | (\$20.03) | -8.4% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$116.77 | \$48.56 | \$68.21 | 140.5% | \$87.06 | \$29.71 | 34.1% |

Timeshare Statistics

| | | | Increase (De | crease) | | Increase (De | crease) |
|----------------------------|-----------|-----------|--------------|-----------|-----------|--------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 1,789 | 4,552 | (2,763) | -60.7% | 2,468 | (679) | -27.5% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | - | - | - | 0.0% | - | - | 0.0% |
| Total Occupied Rooms | 1,789 | 4,552 | (2,763) | -60.7% | 2,468 | (679) | -27.5% |
| Vacant | 10,394 | 7,988 | 2,406 | 30.1% | 9,715 | 679 | 7.0% |
| Total Available Rooms | 12,183 | 12,540 | (357) | -2.8% | 12,183 | - | 0.0% |
| Percentage of Occupancy | | | | | | | |
| Cash | 14.7% | 36.3% | (21.6) | -59.5% | 20.3% | (5.6) | -27.6% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| Total Occupancy Percentage | 14.7% | 36.3% | (21.6) | -59.5% | 20.3% | (5.6) | -27.6% |
| Vacant | 85.3% | 63.7% | 21.6 | 33.9% | 79.7% | 5.6 | 7.0% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$283,785 | \$277,916 | \$5,869 | 2.1% | \$271,109 | \$12,676 | 4.7% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| Total Revenue | \$283,785 | \$277,916 | \$5,869 | 2.1% | \$271,109 | \$12,676 | 4.7% |
| Average Rates | | | | | | | |
| Cash | \$158.63 | \$61.05 | \$97.58 | 159.8% | \$109.85 | \$48.78 | 44.4% |
| 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% |
| | | | | | | | |

Home Owner Rental

| | | | Increase (De | ecrease) | | Increase (De | crease) |
|----------------------------|---------|--------|--------------|-----------|-----------|--------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | - | - | - | 0.0% | - | - | 0.0% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | 200 | - | 200 | 100.0% | - | 200 | 100.0% |
| Total Occupied Rooms | 200 | - | 200 | 100.0% | - | 200 | 100.0% |
| Vacant | 100 | - | 100 | 100.0% | - | 100 | 100.0% |
| Total Available Rooms | 300 | - | 300 | 100.0% | - | 300 | 100.0% |
| Percentage of Occupancy | | | | | | | |
| Cash | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 66.7% | 0.0% | 66.7 | 100.0% | 0.0% | 66.7 | 100.0% |
| Total Occupancy Percentage | 66.7% | 0.0% | 66.7 | 100.0% | 0.0% | 66.7 | 100.0% |
| Vacant | 33.3% | 0.0% | 33.3 | 100.0% | 0.0% | 33.3 | 100.0% |
| Total (must equal 100.0%) | 100.0% | 0.0% | 100.0 | 100.0% | 0.0% | 100.0 | 100.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$6,390 | \$0 | \$6,390 | 100.0% | \$0 | \$6,390 | 100.0% |
| Total Revenue | \$6,390 | \$0 | \$6,390 | 100.0% | \$0 | \$6,390 | 100.0% |
| Average Rates | | | | | | | |
| Cash | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$31.95 | \$0.00 | \$31.95 | 100.0% | \$0.00 | \$31.95 | 100.0% |
| | | | | | | | |

Combined Room Statistics - Year To Date

| Cocupied Rooms - Cash 2,647,339 2,474,684 172,655 7.0% 2,054,413 592,926 28.9% | | | | Increase (De | crease) | | Increase (De | crease) |
|--|-----------------------------------|---------------|---------------|--------------|-----------|---------------|---------------|-----------|
| Cocupied Rooms - Cash 2,647,339 2,474,684 172,685 7.0% 2,084,413 592,926 28,89% 24,00% 21,59% 5119,95 320,30 16,99% 20,00% 20, | Description | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| String Rate - Cash | Taxable Room Revenues | \$371,303,218 | \$285,776,170 | \$85,527,048 | 29.9% | \$246,438,642 | \$124,864,576 | 50.7% |
| Cacupied Rooms 2,647,339 | Occupied Rooms - Cash | 2,647,339 | 2,474,684 | 172,655 | 7.0% | 2,054,413 | 592,926 | 28.9% |
| Camb | Average Rate - Cash | \$140.26 | \$115.48 | \$24.78 | 21.5% | \$119.96 | \$20.30 | 16.9% |
| Comp | Occupied Rooms | | | | | | | |
| Comp | Cash | 2,647,339 | 2,474,684 | 172,655 | 7.0% | 2,054,413 | 592,926 | 28.9% |
| Percentage of Occupancy Cash 4,282,035 4,170,356 111,679 2,7% 3,737,462 544,573 14,69% Percentage of Occupancy Cash 40,2% 50,9% 50,9% 50,0% 50 | Comp | 638,740 | 610,168 | 28,572 | 4.7% | 607,812 | 30,928 | 5.1% |
| Percentage of Occupancy | 28 Day | 995,956 | 1,085,504 | (89,548) | -8.2% | 1,075,237 | (79,281) | -7.4% |
| Cash Comp 9.7% 9.8% 1.4 3.8% 32.8% 7.4 22.6% Comp 9.7% 9.8% 0.1 1.0% 1.0% 1.0% 1.7.2% 1.7.2% 2.1 1.2.2% 1.7.2% 2.2.8% 1.5.1% 1.7.2% 1 | Total Occupied Rooms | 4,282,035 | 4,170,356 | 111,679 | 2.7% | 3,737,462 | 544,573 | 14.6% |
| See | Percentage of Occupancy | | | | | | | |
| Total Percentage of Occupancy | Cash | 40.2% | 38.8% | 1.4 | 3.6% | 32.8% | 7.4 | 22.6% |
| Narket Segments | Comp | 9.7% | 9.6% | 0.1 | 1.0% | 9.7% | - | 0.0% |
| Market Segments | 28 Day | 15.1% | 17.0% | (1.9) | -11.2% | 17.2% | (2.1) | -12.2% |
| Cocupied Rooms - Cash | Total Percentage of Occupancy | 65.0% | 65.5% | (0.5) | -0.8% | 59.6% | 5.4 | 9.1% |
| Hotels | Market Segments | | | | | | | |
| Hotels | Occupied Rooms - Cash | | | | | | | |
| Motels | - | 2 143 104 | 2 028 767 | 11/1 227 | 5 6% | 1 505 610 | 547 404 | 3/1/30/ |
| 28 Day Motels | | | | • | | | · · | |
| R.V. Parks Vacation Rentals 124,422 120,508 3,914 3,2% 118,773 5,649 4,8% 124,422 120,508 3,914 3,2% 118,773 5,649 4,8% 1,8% 120,277 1,481) -6,5% 20,297 949 4,7% 1,7% 1,8% 1,963 7,7% 1,8% 1,997 636 7,1% Total Occupied - Cash 2,647,339 2,474,684 172,655 7,0% 2,054,413 592,926 28,9% Percentage of Occupancy - Cash Hotels 47,0% Motels 55,7% 46,1% 9,6 20,8% 49,7% 6,0 12,1% 28 Day Motels 6,6% 5,2% 1,3 25,0% 4,8% 1,7 3,24% 1,91% 1,7 3,24 | | | · | • | | · · | · | |
| Vacation Rentals | • | | · · | · | | | · | |
| Timeshares | | · I I I | · | · | | · · | • | |
| Home Owner Rentals | | | | | | | | |
| Percentage of Occupancy - Cash A7.0% A8.4% A7.0% A8.6% A8.4 A7.0% A8.4% A7.0% A8.4% A7.0% A8.4% A7.0% A8.6% A8.4 A7.0% A8.4% A7.0% A8.4% A7.0% A8.6% A8.4 A7.0% A8.6% A8.6% A8.4 A7.0% A8.6% A8.6% A8.4 A7.6% A8.6% A8.6% A8.4 A7.6% A8.6% | | | | · · · | | · · | | 7.1% |
| Percentage of Occupancy - Cash Hotels | Total Occupied - Cash | 2.647.339 | 2.474.684 | 172.655 | 7.0% | 2.054.413 | 592.926 | 28.9% |
| Hotels 47.0% 48.4% (1.4) -2.9% 38.6% 8.4 21.8% Motels 55.7% 46.1% 9.6 20.8% 49.7% 6.0 12.1% 28 Day Motels 6.5% 6.5% 5.2% 1.3 25.0% 4.8% 1.7 35.4% R.V. Parks 19.1% 14.7% 4.4 29.9% 16.7% 2.4 14.4% Vacation Rentals 41.5% 35.7% 5.8 16.2% 34.3% 7.2 21.0% Timeshares 17.8% 17.8% 0.0 0.0% 16.9% 0.9 5.3% Home Owner Rentals 16.8% 19.0% (2.2) -11.6% 19.2% (2.4) -12.5% 10.4% 10.4% 10.4% 10.4% 10.5% | • | | _,, | , | | _,, | 302,023 | |
| Motels 55.7% 46.1% 9.6 20.8% 49.7% 6.0 12.1% 28 Day Motels 6.5% 5.2% 1.3 25.0% 4.8% 1.7 35.4% R.V. Parks 19.1% 14.7% 4.4 29.9% 16.7% 2.4 14.4% Vacation Rentals 41.5% 35.7% 5.8 16.2% 34.3% 7.2 21.0% Timeshares 17.8% 17.8% 0.0 0.0% 16.9% 0.9 5.3% Home Owner Rentals 16.8% 19.0% (2.2) -11.6% 19.2% (2.4) -12.5% Total Occupancy Percentage - Cash 40.2% 38.8% 1.4 3.6% 32.8% 7.4 22.6% Average Rates - Cash 40.2% \$144.64 \$115.06 \$29.58 25.7% \$121.24 \$23.40 19.3% Motels \$79.74 \$60.50 \$19.24 31.8% \$64.16 \$15.58 24.3% 28 Day Motels \$44.55 \$41.59 \$2.96 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<> | | | | | | | | |
| 28 Day Motels 6.5% | | | | | | | | |
| R.V. Parks Vacation Rentals 19.1% Vacation Rentals 19.1% Vacation Rentals 11.8% 11.8% 17.8% 17.8% 10.0 10.0% 16.9% 19.2% 16.9% 19.2% 16.9% 19.2% 16.9% 19.2% 16.9% 19.2% 16.9% 19.2% 16.9% 19.2% 16.9% 19.2% | | | | | | | | |
| Vacation Rentals 41.5% 35.7% 5.8 16.2% 34.3% 7.2 21.0% Timeshares 17.8% 17.8% 0.0 0.0% 16.9% 0.9 5.3% Home Owner Rentals 16.8% 19.0% (2.2) -11.6% 19.2% (2.4) -12.5% Total Occupancy Percentage - Cash Hotels \$144.64 \$115.06 \$29.58 25.7% \$121.24 \$23.40 19.3% Motels \$79.74 \$60.50 \$19.24 31.8% \$64.16 \$15.58 24.3% 28 Day Motels \$44.55 \$41.59 \$2.96 7.1% \$39.09 \$5.46 14.0% R.V. Parks \$41.53 \$39.94 \$1.59 4.0% \$41.59 \$0.06 -0.1% Vacation Rental \$258.13 \$262.42 (\$4.29) -1.6% \$255.85 \$2.28 0.9% Timeshares \$131.90 \$109.54 \$22.36 20.4% \$114.05 \$17.85 15.7% Home Owner Rentals | • | | | | | | | |
| Timeshares 17.8% 17.8% 17.8% 0.0 0.0% 16.9% 0.9 5.3% Home Owner Rentals 16.8% 19.0% (2.2) -11.6% 19.2% 0.9 5.3% Total Occupancy Percentage - Cash Average Rates - Cash 40.2% 38.8% 1.4 3.6% 32.8% 7.4 22.6% Average Rates - Cash 40.2% \$144.64 \$115.06 \$29.58 25.7% \$121.24 \$23.40 19.3% Motels \$79.74 \$60.50 \$19.24 31.8% \$64.16 \$15.58 24.3% 28 Day Motels \$44.55 \$41.59 \$2.96 7.1% \$39.09 \$5.46 14.0% R.V. Parks \$41.53 \$39.94 \$1.59 4.0% \$41.59 \$20.06 -0.1% Vacation Rental \$258.13 \$262.42 \$(\$4.29) -1.6% \$255.85 \$2.28 0.9% Timeshares \$131.90 \$109.54 \$22.36 20.4% \$114.05 \$17.85 15.7% | | | | | | | | |
| Home Owner Rentals | | | | | | | | |
| Average Rates - Cash 40.2% 38.8% 1.4 3.6% 32.8% 7.4 22.6% Average Rates - Cash Hotels \$144.64 \$115.06 \$29.58 25.7% \$121.24 \$23.40 19.3% Motels \$79.74 \$60.50 \$19.24 31.8% \$64.16 \$15.58 24.3% 28 Day Motels \$44.55 \$41.59 \$2.96 7.1% \$39.09 \$5.46 14.0% R.V. Parks \$41.53 \$39.94 \$1.59 4.0% \$41.59 \$(\$0.06) -0.1% Vacation Rental \$258.13 \$262.42 (\$4.29) -1.6% \$255.85 \$2.28 0.9% Timeshares \$131.90 \$109.54 \$22.36 20.4% \$114.05 \$17.85 15.7% Home Owner Rentals \$355.02 \$296.56 \$58.46 19.7% \$327.92 \$27.10 8.3% | | | | | | | | |
| Average Rates - Cash Hotels \$144.64 \$115.06 \$29.58 25.7% \$121.24 \$23.40 19.3% Motels \$79.74 \$60.50 \$19.24 31.8% \$64.16 \$15.58 24.3% 28 Day Motels \$44.55 \$41.59 \$2.96 7.1% \$39.09 \$5.46 14.0% R.V. Parks \$41.53 \$39.94 \$1.59 4.0% \$41.59 \$(\$0.06) -0.1% Vacation Rental \$258.13 \$262.42 (\$4.29) -1.6% \$255.85 \$2.28 0.9% Timeshares \$131.90 \$109.54 \$22.36 20.4% \$114.05 \$17.85 15.7% Home Owner Rentals \$355.02 \$296.56 \$58.46 19.7% \$327.92 \$27.10 8.3% | Home Owner Rentals | 16.8% | 19.0% | (2.2) | -11.6% | 19.2% | (2.4) | -12.5% |
| Hotels \$144.64 \$115.06 \$29.58 25.7% \$121.24 \$23.40 19.3% Motels \$79.74 \$60.50 \$19.24 31.8% \$64.16 \$15.58 24.3% 28 Day Motels \$44.55 \$41.59 \$2.96 7.1% \$39.09 \$5.46 14.0% R.V. Parks \$41.53 \$39.94 \$1.59 4.0% \$41.59 \$0.06) -0.1% Vacation Rental \$258.13 \$262.42 (\$4.29) -1.6% \$255.85 \$2.28 0.9% Timeshares \$131.90 \$109.54 \$22.36 20.4% \$114.05 \$17.85 15.7% Home Owner Rentals \$355.02 \$296.56 \$58.46 19.7% \$327.92 \$27.10 8.3% | Total Occupancy Percentage - Cash | 40.2% | 38.8% | 1.4 | 3.6% | 32.8% | 7.4 | 22.6% |
| Motels \$79.74 \$60.50 \$19.24 31.8% \$64.16 \$15.58 24.3% 28 Day Motels \$44.55 \$44.55 \$41.59 \$2.96 7.1% \$39.09 \$5.46 14.0% R.V. Parks \$41.53 \$39.94 \$1.59 4.0% \$41.59 \$0.06) -0.1% Vacation Rental \$258.13 \$262.42 (\$4.29) -1.6% \$255.85 \$2.28 0.9% Timeshares \$131.90 \$109.54 \$22.36 20.4% \$114.05 \$17.85 15.7% Home Owner Rentals \$355.02 \$296.56 \$58.46 19.7% \$327.92 \$27.10 8.3% | Average Rates - Cash | | | | | | | |
| Motels \$79.74 \$60.50 \$19.24 31.8% \$64.16 \$15.58 24.3% 28 Day Motels \$44.55 \$44.55 \$41.59 \$2.96 7.1% \$39.09 \$5.46 14.0% R.V. Parks \$41.53 \$39.94 \$1.59 4.0% \$41.59 \$0.06) -0.1% Vacation Rental \$258.13 \$262.42 (\$4.29) -1.6% \$255.85 \$2.28 0.9% Timeshares \$131.90 \$109.54 \$22.36 20.4% \$114.05 \$17.85 15.7% Home Owner Rentals \$355.02 \$296.56 \$58.46 19.7% \$327.92 \$27.10 8.3% | _ | \$144.64 | \$115.06 | \$29.58 | 25.7% | \$121.24 | \$23.40 | 19.3% |
| 28 Day Motels \$44.55 \$41.59 \$2.96 7.1% \$39.09 \$5.46 14.0% R.V. Parks \$41.53 \$39.94 \$1.59 4.0% \$41.59 \$0.06 -0.1% Vacation Rental \$258.13 \$262.42 (\$4.29) -1.6% \$255.85 \$2.28 0.9% Timeshares \$131.90 \$109.54 \$22.36 20.4% \$114.05 \$17.85 15.7% Home Owner Rentals \$355.02 \$296.56 \$58.46 19.7% \$327.92 \$27.10 8.3% | | | | | | · · | | 24.3% |
| R.V. Parks \$41.53 \$39.94 \$1.59 4.0% \$41.59 (\$0.06) -0.1% Vacation Rental \$258.13 \$262.42 (\$4.29) -1.6% \$255.85 \$2.28 0.9% Timeshares \$131.90 \$109.54 \$22.36 20.4% \$114.05 \$17.85 15.7% Home Owner Rentals \$355.02 \$296.56 \$58.46 19.7% \$327.92 \$27.10 8.3% | 28 Day Motels | | \$41.59 | | | \$39.09 | \$5.46 | 14.0% |
| Vacation Rental \$258.13 \$262.42 (\$4.29) -1.6% \$255.85 \$2.28 0.9% Timeshares \$131.90 \$109.54 \$22.36 20.4% \$114.05 \$17.85 15.7% Home Owner Rentals \$355.02 \$296.56 \$58.46 19.7% \$327.92 \$27.10 8.3% | • | \$41.53 | \$39.94 | \$1.59 | 4.0% | \$41.59 | (\$0.06) | -0.1% |
| Timeshares \$131.90 \$109.54 \$22.36 20.4% \$114.05 \$17.85 15.7% Home Owner Rentals \$355.02 \$296.56 \$58.46 19.7% \$327.92 \$27.10 8.3% | Vacation Rental | \$258.13 | | | | \$255.85 | ` ' | 0.9% |
| Home Owner Rentals \$355.02 \$296.56 \$58.46 19.7% \$327.92 \$27.10 8.3% | Timeshares | | | · · | | | | 15.7% |
| Total Cash Average Rate \$140.26 \$115.48 \$24.78 21.5% \$119.96 \$20.30 16.9% | Home Owner Rentals | | | | | \$327.92 | | 8.3% |
| | Total Cash Average Rate | \$140.26 | \$115.48 | \$24.78 | 21.5% | \$119.96 | \$20.30 | 16.9% |

Combined Room Statistics - Year To Date

| | | | Increase (De | crease) | | Increase (Decrease) | |
|----------------------------|---------------|---------------|---------------|-----------|---------------|---------------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 2,647,339 | 2,474,684 | 172,655 | 7.0% | 2,054,413 | 592,926 | 28.9% |
| Comp | 638,740 | 610,168 | 28,572 | 4.7% | 607,812 | 30,928 | 5.1% |
| 28 Day | 995,956 | 1,085,504 | (89,548) | -8.2% | 1,075,237 | (79,281) | -7.4% |
| Total Occupied Rooms | 4,282,035 | 4,170,356 | 111,679 | 2.7% | 3,737,462 | 544,573 | 14.6% |
| Vacant | 2,310,474 | 2,200,267 | 110,207 | 5.0% | 2,531,457 | (220,983) | -8.7% |
| Total Available Rooms | 6,592,509 | 6,370,624 | 221,885 | 3.5% | 6,268,919 | 323,590 | 5.2% |
| Percentage of Occupancy | | | | | | | |
| Cash | 40.2% | 38.8% | 1.4 | 3.6% | 32.8% | 7.4 | 22.6% |
| Comp | 9.7% | 9.6% | 0.1 | 1.0% | 9.7% | - | 0.0% |
| 28 Day | 15.1% | 17.0% | (1.9) | -11.2% | 17.2% | (2.1) | -12.2% |
| Total Occupancy Percentage | 65.0% | 65.5% | (0.5) | -0.8% | 59.6% | 5.4 | 9.1% |
| Vacant | 35.0% | 34.5% | 0.5 | 1.4% | 40.4% | (5.4) | -13.4% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$371,303,218 | \$285,776,170 | \$85,527,048 | 29.9% | \$246,438,642 | \$124,864,576 | 50.7% |
| Comp | \$89,949,272 | \$66,846,542 | \$23,102,730 | 34.6% | \$72,423,368 | \$17,525,904 | 24.2% |
| 28 Day | \$41,398,578 | \$36,538,820 | \$4,859,758 | 13.3% | \$37,833,876 | \$3,564,702 | 9.4% |
| Total Revenue | \$502,651,068 | \$389,161,532 | \$113,489,536 | 29.2% | \$356,695,886 | \$145,955,182 | 40.9% |
| Average Rates | | | | | | | |
| Cash | \$140.26 | \$115.48 | \$24.78 | 21.5% | \$119.96 | \$20.30 | 16.9% |
| Comp | \$140.82 | \$109.55 | \$31.27 | 28.5% | \$119.15 | \$21.67 | 18.2% |
| 28 Day | \$41.57 | \$33.66 | \$7.91 | 23.5% | \$35.19 | \$6.38 | 18.1% |
| | | | | | | | |

Hotel Statistics - Year To Date

| | | | Increase (De | ecrease) | | Increase (De | crease) |
|----------------------------|---------------|---------------|---------------|-----------|---------------|---------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | - | - | | | - | |
| Cash | 2,143,104 | 2,028,767 | 114,337 | 5.6% | 1,595,610 | 547,494 | 34.3% |
| Comp | 637,042 | 607,158 | 29,884 | 4.9% | 605,420 | 31,622 | 5.2% |
| 28 Day | 114,624 | 92,904 | 21,720 | 23.4% | 86,619 | 28,005 | 32.3% |
| Total Occupied Rooms | 2,894,770 | 2,728,829 | 165,941 | 6.1% | 2,287,649 | 607,121 | 26.5% |
| Vacant | 1,663,464 | 1,462,956 | 200,508 | 13.7% | 1,842,961 | (179,497) | -9.7% |
| Total Available Rooms | 4,558,234 | 4,191,785 | 366,449 | 8.7% | 4,130,610 | 427,624 | 10.4% |
| Percentage of Occupancy | | | | | | | |
| Cash | 47.0% | 48.4% | (1.4) | -2.9% | 38.6% | 8.4 | 21.8% |
| Comp | 14.0% | 14.5% | (0.5) | -3.4% | 14.7% | (0.7) | -4.8% |
| 28 Day | 2.5% | 2.2% | 0.3 | 13.6% | 2.1% | 0.4 | 19.0% |
| Total Occupancy Percentage | 63.5% | 65.1% | (1.6) | -2.5% | 55.4% | 8.1 | 14.6% |
| Vacant | 36.5% | 34.9% | 1.6 | 4.6% | 44.6% | (8.1) | -18.2% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$309,976,994 | \$233,427,359 | \$76,549,635 | 32.8% | \$193,451,656 | \$116,525,338 | 60.2% |
| Comp | \$89,827,142 | \$66,708,230 | \$23,118,912 | 34.7% | \$72,319,251 | \$17,507,891 | 24.2% |
| 28 Day | \$10,664,768 | \$6,469,472 | \$4,195,296 | 64.8% | \$6,790,209 | \$3,874,559 | 57.1% |
| Total Revenue | \$410,468,904 | \$306,605,061 | \$103,863,843 | 33.9% | \$272,561,116 | \$137,907,788 | 50.6% |
| Average Rates | | | | | | | |
| Cash | \$144.64 | \$115.06 | \$29.58 | 25.7% | \$121.24 | \$23.40 | 19.3% |
| Comp | \$141.01 | \$109.87 | \$31.14 | 28.3% | \$119.45 | \$21.56 | 18.0% |
| 28 Day | \$93.04 | \$69.64 | \$23.40 | 33.6% | \$78.39 | \$14.65 | 18.7% |
| | | | | | | | |

Motel Statistics - Year To Date

| | | | Increase (De | ecrease) | | Increase (De | crease) |
|----------------------------|--------------|--------------|--------------|-----------|--------------|--------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 218,608 | 184,855 | 33,753 | 18.3% | 199,470 | 19,138 | 9.6% |
| Comp | 327 | 830 | (503) | -60.6% | 333 | (6) | -1.8% |
| 28 Day | 26,910 | 34,000 | (7,090) | -20.9% | 41,790 | (14,880) | -35.6% |
| Total Occupied Rooms | 245,845 | 219,685 | 26,160 | 11.9% | 241,593 | 4,252 | 1.8% |
| Vacant | 146,509 | 181,051 | (34,542) | -19.1% | 160,146 | (13,637) | -8.5% |
| Total Available Rooms | 392,354 | 400,736 | (8,382) | -2.1% | 401,739 | (9,385) | -2.3% |
| Percentage of Occupancy | | | | | | | |
| Cash | 55.7% | 46.1% | 9.6 | 20.8% | 49.7% | 6.0 | 12.1% |
| Comp | 0.1% | 0.2% | (0.1) | -50.0% | 0.1% | - | 0.0% |
| 28 Day | 6.9% | 8.5% | (1.6) | -18.8% | 10.4% | (3.5) | -33.7% |
| Total Occupancy Percentage | 62.7% | 54.8% | 7.9 | 14.4% | 60.1% | 2.6 | 4.3% |
| Vacant | 37.3% | 45.2% | (7.9) | -17.5% | 39.9% | (2.6) | -6.5% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$17,431,042 | \$11,184,320 | \$6,246,722 | 55.9% | \$12,798,856 | \$4,632,186 | 36.2% |
| Comp | \$37,080 | \$83,789 | (\$46,709) | -55.7% | \$41,636 | (\$4,556) | -10.9% |
| 28 Day | \$1,408,325 | \$1,425,636 | (\$17,311) | -1.2% | \$1,872,597 | (\$464,272) | -24.8% |
| Total Revenue | \$18,876,447 | \$12,693,745 | \$6,182,702 | 48.7% | \$14,713,089 | \$4,163,358 | 28.3% |
| Average Rates | | | | | | | |
| Cash | \$79.74 | \$60.50 | \$19.24 | 31.8% | \$64.16 | \$15.58 | 24.3% |
| Comp | \$113.39 | \$100.95 | \$12.44 | 12.3% | \$125.03 | (\$11.64) | -9.3% |
| 28 Day | \$52.33 | \$41.93 | \$10.40 | 24.8% | \$44.81 | \$7.52 | 16.8% |
| | | | | | | | |

28 Day Motel Statistics - Year To Date

| | | | Increase (De | ecrease) | | Increase (De | crease) |
|----------------------------|--------------|--------------|--------------|-----------|--------------|--------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | | | | | | |
| Cash | 47,303 | 42,545 | 4,758 | 11.2% | 37,122 | 10,181 | 27.4% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | 549,405 | 574,413 | (25,008) | -4.4% | 595,082 | (45,677) | -7.7% |
| Total Occupied Rooms | 596,708 | 616,958 | (20,250) | -3.3% | 632,204 | (35,496) | -5.6% |
| Vacant | 135,509 | 199,082 | (63,573) | -31.9% | 147,385 | (11,876) | -8.1% |
| Total Available Rooms | 732,217 | 816,040 | (83,823) | -10.3% | 779,589 | (47,372) | -6.1% |
| Percentage of Occupancy | | | | | | | |
| Cash | 6.5% | 5.2% | 1.3 | 25.0% | 4.8% | 1.7 | 35.4% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 75.0% | 70.4% | 4.6 | 6.5% | 76.3% | (1.3) | -1.7% |
| Total Occupancy Percentage | 81.5% | 75.6% | 5.9 | 7.8% | 81.1% | 0.4 | 0.5% |
| Vacant | 18.5% | 24.4% | (5.9) | -24.2% | 18.9% | (0.4) | -2.1% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$2,107,583 | \$1,769,531 | \$338,052 | 19.1% | \$1,451,259 | \$656,324 | 45.2% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$15,156,199 | \$13,965,541 | \$1,190,658 | 8.5% | \$14,264,777 | \$891,422 | 6.2% |
| Total Revenue | \$17,263,782 | \$15,735,072 | \$1,528,710 | 9.7% | \$15,716,036 | \$1,547,746 | 9.8% |
| Average Rates | | | | | | | |
| Cash | \$44.55 | \$41.59 | \$2.96 | 7.1% | \$39.09 | \$5.46 | 14.0% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$27.59 | \$24.31 | \$3.28 | 13.5% | \$23.97 | \$3.62 | 15.1% |
| | | | | | | | |

RV Park Statistics - Year To Date

| | | | Increase (De | ecrease) | | Increase (De | crease) |
|----------------------------|-------------|-------------|--------------|-----------|-------------|--------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | | - | | | - | |
| Cash | 83,023 | 66,419 | 16,604 | 25.0% | 74,144 | 8,879 | 12.0% |
| Comp | 1,369 | 2,180 | (811) | -37.2% | 2,054 | (685) | -33.3% |
| 28 Day | 207,574 | 260,095 | (52,521) | -20.2% | 242,322 | (34,748) | -14.3% |
| Total Occupied Rooms | 291,966 | 328,694 | (36,728) | -11.2% | 318,520 | (26,554) | -8.3% |
| Vacant | 141,691 | 121,736 | 19,955 | 16.4% | 124,794 | 16,897 | 13.5% |
| Total Available Rooms | 433,657 | 450,430 | (16,773) | -3.7% | 443,314 | (9,657) | -2.2% |
| Percentage of Occupancy | | | | | | | |
| Cash | 19.1% | 14.7% | 4.4 | 29.9% | 16.7% | 2.4 | 14.4% |
| Comp | 0.3% | 0.5% | (0.2) | -40.0% | 0.5% | (0.2) | -40.0% |
| 28 Day | 47.9% | 57.7% | (9.8) | -17.0% | 54.7% | (6.8) | -12.4% |
| Total Occupancy Percentage | 67.3% | 73.0% | (5.7) | -7.8% | 71.8% | (4.5) | -6.3% |
| Vacant | 32.7% | 27.0% | 5.7 | 21.1% | 28.2% | 4.5 | 16.0% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$3,447,841 | \$2,652,697 | \$795,144 | 30.0% | \$3,083,668 | \$364,173 | 11.8% |
| Comp | \$84,491 | \$54,523 | \$29,968 | 55.0% | \$61,481 | \$23,010 | 37.4% |
| 28 Day | \$4,866,235 | \$4,587,834 | \$278,401 | 6.1% | \$4,936,494 | (\$70,259) | -1.4% |
| Total Revenue | \$8,398,567 | \$7,295,054 | \$1,103,513 | 15.1% | \$8,081,643 | \$316,924 | 3.9% |
| Average Rates | | | | | | | |
| Cash | \$41.53 | \$39.94 | \$1.59 | 4.0% | \$41.59 | (\$0.06) | -0.1% |
| Comp | \$61.72 | \$25.01 | \$36.71 | 146.8% | \$29.93 | \$31.79 | 106.2% |
| 28 Day | \$23.44 | \$17.64 | \$5.80 | 32.9% | \$20.37 | \$3.07 | 15.1% |
| | | | | | | | |

Vacation Rental Statistics - Year To Date

| | | | Increase (Decrease) | | | Increase (Decrease) | |
|----------------------------|--------------|--------------|---------------------|-----------|--------------|---------------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | | <u> </u> | | | | |
| Cash | 124,422 | 120,508 | 3,914 | 3.2% | 118,773 | 5,649 | 4.8% |
| Comp | - | - | , - | 0.0% | - | · - | 0.0% |
| 28 Day | 93,479 | 119,371 | (25,892) | -21.7% | 104,092 | (10,613) | -10.2% |
| Total Occupied Rooms | 217,901 | 239,879 | (21,978) | -9.2% | 222,865 | (4,964) | -2.2% |
| Vacant | 81,671 | 97,255 | (15,584) | -16.0% | 123,524 | (41,853) | -33.9% |
| Total Available Rooms | 299,572 | 337,134 | (37,562) | -11.1% | 346,389 | (46,817) | -13.5% |
| Percentage of Occupancy | | | | | | | |
| Cash | 41.5% | 35.7% | 5.8 | 16.2% | 34.3% | 7.2 | 21.0% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 31.2% | 35.4% | (4.2) | -11.9% | 30.1% | 1.1 | 3.7% |
| Total Occupancy Percentage | 72.7% | 71.2% | 1.5 | 2.1% | 64.3% | 8.4 | 13.1% |
| Vacant | 27.3% | 28.8% | (1.5) | -5.2% | 35.7% | (8.4) | -23.5% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$32,117,510 | \$31,624,294 | \$493,216 | 1.6% | \$30,388,090 | \$1,729,420 | 5.7% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$8,907,986 | \$9,773,195 | (\$865,209) | -8.9% | \$9,499,406 | (\$591,420) | -6.2% |
| Total Revenue | \$41,025,496 | \$41,397,489 | (\$371,993) | -0.9% | \$39,887,496 | \$1,138,000 | 2.9% |
| Average Rates | | | | | | | |
| Cash | \$258.13 | \$262.42 | (\$4.29) | -1.6% | \$255.85 | \$2.28 | 0.9% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$95.29 | \$81.87 | \$13.42 | 16.4% | \$91.26 | \$4.03 | 4.4% |

Timeshare Statistics - Year To Date

| Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
|-------------|---|---|---|--|--|--|
| <u> </u> | | | | | | |
| | | | | | | |
| 21,246 | 22,727 | (1,481) | -6.5% | 20,297 | 949 | 4.7% |
| - | - | - | 0.0% | - | - | 0.0% |
| - | - | - | 0.0% | - | - | 0.0% |
| 21,246 | 22,727 | (1,481) | -6.5% | 20,297 | 949 | 4.7% |
| 97,928 | 105,022 | (7,094) | -6.8% | 100,023 | (2,095) | -2.1% |
| 119,174 | 127,749 | (8,575) | -6.7% | 120,320 | (1,146) | -1.0% |
| | | | | | | |
| 17.8% | 17.8% | - | 0.0% | 16.9% | 0.9 | 5.3% |
| 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 17.8% | 17.8% | - | 0.0% | 16.9% | 0.9 | 5.3% |
| 82.2% | 82.2% | - | 0.0% | 83.1% | (0.9) | -1.1% |
| 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| | | | | | | |
| \$2,802,318 | \$2,489,573 | \$312,745 | 12.6% | \$2,314,808 | \$487,510 | 21.1% |
| \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| \$2,802,318 | \$2,489,573 | \$312,745 | 12.6% | \$2,314,808 | \$487,510 | 21.1% |
| | | | | | | |
| \$131.90 | \$109.54 | \$22.36 | 20.4% | \$114.05 | \$17.85 | 15.7% |
| \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| | 21,246 97,928 119,174 17.8% 0.0% 0.0% 17.8% 82.2% 100.0% \$2,802,318 \$0 \$0 \$0 \$131.90 \$0.00 | 21,246 22,727 97,928 105,022 119,174 127,749 17.8% 0.0% 0.0% 0.0% 0.0% 0.0% 17.8% 17.8% 82.2% 82.2% 100.0% 100.0% \$2,802,318 \$2,489,573 \$0 \$0 \$2,802,318 \$2,489,573 \$131.90 \$109.54 \$0.00 \$0.00 | 21,246 22,727 (1,481) 97,928 105,022 (7,094) 119,174 127,749 (8,575) 17.8% 17.8% - 0.0% 0.0% - 0.0% 0.0% - 17.8% 17.8% - 82.2% - - 100.0% 100.0% - \$2,802,318 \$2,489,573 \$312,745 \$0 \$0 \$0 \$2,802,318 \$2,489,573 \$312,745 \$131.90 \$109.54 \$22.36 \$0.00 \$0.00 \$0.00 | - - - 0.0% 21,246 22,727 (1,481) -6.5% 97,928 105,022 (7,094) -6.8% 119,174 127,749 (8,575) -6.7% 17.8% 17.8% - 0.0% 0.0% 0.0% - 0.0% 0.0% - 0.0% - 17.8% 17.8% - 0.0% 82.2% 82.2% - 0.0% 100.0% 100.0% - 0.0% \$2,802,318 \$2,489,573 \$312,745 12.6% \$0 \$0 \$0 \$0 \$2,802,318 \$2,489,573 \$312,745 12.6% \$131.90 \$109.54 \$22.36 20.4% \$0.00 \$0.00 \$0.00 0.0% | - - - 0.0% - 21,246 22,727 (1,481) -6.5% 20,297 97,928 105,022 (7,094) -6.8% 100,023 119,174 127,749 (8,575) -6.7% 120,320 17.8% 17.8% - 0.0% 0.0% 0.0% 0.0% 0.0% - 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 16.9% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% \$2,314,808 \$2,802,318 \$2,489,573 \$312,745 12.6% \$2,314,808 \$2,314,808 \$2,314,808 \$2,314,808 \$3,00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 | - - - 0.0% - - 21,246 22,727 (1,481) -6.5% 20,297 949 97,928 105,022 (7,094) -6.8% 100,023 (2,095) 119,174 127,749 (8,575) -6.7% 120,320 (1,146) 17.8% 17.8% - 0.0% 0.0% 0.0% - 0.0% 0.0% - 0.0% 0.0% - - 0.0% 0.0% - 0.0% 0.0% - - 17.8% 17.8% - 0.0% 16.9% 0.9 - 17.8% 17.8% - 0.0% 0.0% 0.0% - 82.2% - 0.0% 83.1% (0.9) 100.0% - 0.0% 83.1% (0.9) \$2,802,318 \$2,489,573 \$312,745 12.6% \$2,314,808 \$487,510 \$2,802,318 \$2,489,573 \$312,745 12.6% \$2,314,808 |

Home Owner Rentals - Year To Date

| | | | Increase (De | crease) | | Increase (De | crease) |
|----------------------------|-------------|-------------|--------------|-----------|-------------|--------------|-----------|
| | Actual | Budget | Amount | % Percent | Last Year | Amount | % Percent |
| Occupied Rooms | | | - | | | - | |
| Cash | 9,633 | 8,863 | 770 | 8.7% | 8,997 | 636 | 7.1% |
| Comp | 2 | - | 2 | 100.0% | 5 | (3) | -60.0% |
| 28 Day | 3,964 | 4,721 | (757) | -16.0% | 5,332 | (1,368) | -25.7% |
| Total Occupied Rooms | 13,599 | 13,584 | 15 | 0.1% | 14,334 | (735) | -5.1% |
| Vacant | 43,702 | 33,166 | 10,536 | 31.8% | 32,624 | 11,078 | 34.0% |
| Total Available Rooms | 57,301 | 46,750 | 10,551 | 22.6% | 46,958 | 10,343 | 22.0% |
| Percentage of Occupancy | | | | | | | |
| Cash | 16.8% | 19.0% | (2.2) | -11.6% | 19.2% | (2.4) | -12.5% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 6.9% | 10.1% | (3.2) | -31.7% | 0.0% | 6.9 | 100.0% |
| Total Occupancy Percentage | 23.7% | 29.1% | (5.4) | -18.6% | 0.0% | 23.7 | 100.0% |
| Vacant | 76.3% | 70.9% | 5.4 | 7.6% | 0.0% | 76.3 | 100.0% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 0.0% | 100.0 | 100.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$3,419,930 | \$2,628,396 | \$791,534 | 30.1% | \$2,950,305 | \$469,625 | 15.9% |
| Comp | \$559 | \$0 | \$559 | 100.0% | \$1,000 | (\$441) | -44.1% |
| 28 Day | \$395,065 | \$317,142 | \$77,923 | 24.6% | \$470,393 | (\$75,328) | -16.0% |
| Total Revenue | \$3,815,554 | \$2,945,538 | \$870,016 | 29.5% | \$3,421,698 | \$393,856 | 11.5% |
| Average Rates | | | | | | | |
| Cash | \$355.02 | \$296.56 | \$58.46 | 19.7% | \$327.92 | \$27.10 | 8.3% |
| Comp | \$279.50 | \$0.00 | \$279.50 | 100.0% | \$200.00 | \$79.50 | 39.8% |
| 28 Day | \$99.66 | \$67.17 | \$32.49 | 48.4% | \$88.22 | \$11.44 | 13.0% |
| | | | | | | | |

Reno-Sparks Convention and Visitors Authority Taxable Revenue by District April 2022

| Current | Last Year Actual | | | | Year To Date | Last Ye | ar - Year To Date | Actual |
|---------------------|---------------------|--------------------|-----------|-----------------------|----------------------|---------------------|----------------------|-----------|
| Month Actual | | April 2021 | | | Actual | Ju | ly 2020 - April 20 | 22 |
| April | | Increase (E | Decrease) | | July 2021 - | Increase (Decrea | | Decrease) |
| 2022 | Amount | Amount | % Percent | Tax District | April 2022 | Amount | Amount | % Percent |
| | | | | | | | | |
| \$19,489,993 | \$15,574,772 | \$3,915,221 | 25.1% | Reno B | \$173,464,377 | \$112,804,881 | \$60,659,496 | 53.8% |
| \$10,103,892 | \$7,009,108 | \$3,094,785 | 44.2% | Reno D | \$84,532,910 | \$39,645,977 | \$44,886,933 | 113.2% |
| \$1,065,894 | \$752,558 | \$313,336 | 41.6% | Reno E | \$9,549,883 | \$5,489,113 | \$4,060,769 | 74.0% |
| \$30,659,779 | \$23,336,438 | \$7,323,343 | 31.4% | Total Reno | \$267,547,170 | \$157,939,972 | \$109,607,198 | 69.4% |
| 400,000, 110 | 4 =0,000,100 | 41 ,020,010 | 011170 | | Ψ=01,011,110 | 4 101,000,01 | 4 100,001,100 | 33.173 |
| | | | | | | | | |
| Ф74 C45 | £42.004 | #20.000 | 70.00/ | Machae A | \$024.00C | # 040,000 | #040.044 | 25.20/ |
| \$74,645 | \$43,684 | \$30,960 | 70.9% | Washoe A | \$834,896 | \$616,882 | \$218,014 | 35.3% |
| \$3,490,034 | \$3,971,493 | (\$481,459) | -12.1% | Washoe B | \$53,222,201 | \$50,504,602 | \$2,717,599 | 5.4% |
| \$3,564,678 | \$4,015,177 | (\$450,499) | -11.2% | Total Washoe Co. | \$54,057,097 | \$51,121,484 | \$2,935,613 | 5.7% |
| | | | | | | | | |
| \$5,451,400 | \$5,055,211 | \$396,189 | 7.8% | Sparks | \$49,698,950 | \$37,377,186 | \$12,321,764 | 33.0% |
| | | | | | | | | |
| **** | #00 400 S05 | #7.000.000 | 00.40/ | Total Tanak la Ban | #074 000 04 7 | *** | \$404 004 FFF | 50 70 |
| \$39,675,858 | \$32,406,825 | \$7,269,033 | 22.4% | Total Taxable Revenue | \$371,303,217 | \$246,438,640 | \$124,864,577 | 50.7% |

| Tax District | <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 April2022

| Current Month Actual | L | Last Year Actual April 2021 | | | Year To Date Actual | | r - Year To Date / 2020 - April 20 | |
|-------------------------|---------|-----------------------------|-----------|---------------------|------------------------|------------------|---------------------------------------|-----------|
| April | | Increase (E | • | | July 2021 - | | Increase (I | Decrease) |
| 2022 | Amount | Amount | % Percent | Tax District | April 2022 | Amount | Amount | % Percent |
| | | | | | | | | |
| 128,208 | 121,222 | 6,986 | 5.8% | Reno B | 1,275,734 | 1,059,595 | 216,139 | 20.4% |
| 68,291 | 54,842 | 13,449 | 24.5% | Reno D | 686,847 | 349,161 | 337,686 | 96.7% |
| 7,137 | 6,054 | 1,083 | 17.9% | Reno E | 67,538 | 48,586 | 18,952 | 39.0% |
| 203,636 | 182,118 | 21,518 | 11.8% | Total Reno | 2,030,119 | 1,457,342 | 572,777 | 39.3% |
| | | , | | | _,,,,,,,, | -, · · · · · · · | • · -, · · · | |
| | | | | | | | | |
| 1,838 | 1,409 | 429 | 30.4% | Washoe A | 16,616 | 13,403 | 3,213 | 24.0% |
| 13,482 | 15,072 | (1,590) | -10.5% | Washoe B | 162,641 | 169,662 | (7,021) | -4.1% |
| 15,320 | 16,481 | (1,161) | -7.0% | Total Washoe Co. | 179,257 | 183,065 | (3,808) | -2.1% |
| 45,740 | 45,549 | 191 | 0.4% | Sparks | 437,963 | 414,006 | 23,957 | 5.8% |
| | | | | | | | | |
| 264,696 | 244,148 | 20,548 | 8.4% | Total Taxable Rooms | 2,647,339 | 2,054,413 | 592,926 | 28.9% |

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

Reno-Sparks Convention and Visitors Authority Average Daily Rate by District April 2022

| Current | Last Year Actual | | | | | Year To Date | Last Year - Year To Date Actual | | | |
|--------------------|------------------|---------------------------|-----------|--------------------------|-----------------------|--------------|---------------------------------|-----------|--|--|
| Month Actual April | | April 2021 Increase (E | locrosco) | | Actual July 2021 - | July | 2020 - April 20 Increase (I | | | |
| 2022 | Amount | Amount | % Percent | Tax District | April 2022 | Amount | Amount | % Percent | | |
| | | | | | | | | | | |
| \$152.02 | \$128.48 | \$23.54 | 18.3% | Reno B | \$135.97 | \$106.46 | \$29.51 | 27.7% | | |
| \$147.95 | \$127.81 | \$20.15 | 15.8% | Reno D | \$123.07 | \$113.55 | \$9.53 | 8.4% | | |
| \$149.35 | \$124.31 | \$25.04 | 20.1% | Reno E | \$141.40 | \$112.98 | \$28.42 | 25.2% | | |
| \$150.56 | \$128.14 | \$22.42 | 17.5% | Total Reno | \$131.79 | \$108.38 | \$23.41 | 21.6% | | |
| | | | | | | | | | | |
| \$40.61 | \$31.00 | \$9.61 | 31.0% | Washoe A | \$50.25 | \$46.03 | \$4.22 | 9.2% | | |
| \$258.87 | \$263.50 | -\$4.64 | -1.8% | Washoe B | \$327.24 | \$297.68 | \$29.56 | 9.9% | | |
| \$232.68 | \$243.62 | -\$10.94 | -4.5% | Total Washoe Co. | \$301.56 | \$279.25 | \$22.31 | 8.0% | | |
| \$119.18 | \$110.98 | \$8.20 | 7.4% | Sparks | \$113.48 | \$90.28 | \$23.20 | 25.7% | | |
| \$149.89 | \$132.73 | \$17.16 | 12.9% | Total Average Daily Rate | \$140.26 | \$119.96 | \$20.30 | 16.9% | | |

| Tax District | <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 |
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