# **RENO-SPARKS CONVENTION & VISITORS AUTHORITY**

# October 2022 Room Statistics Compared to the Prior Year

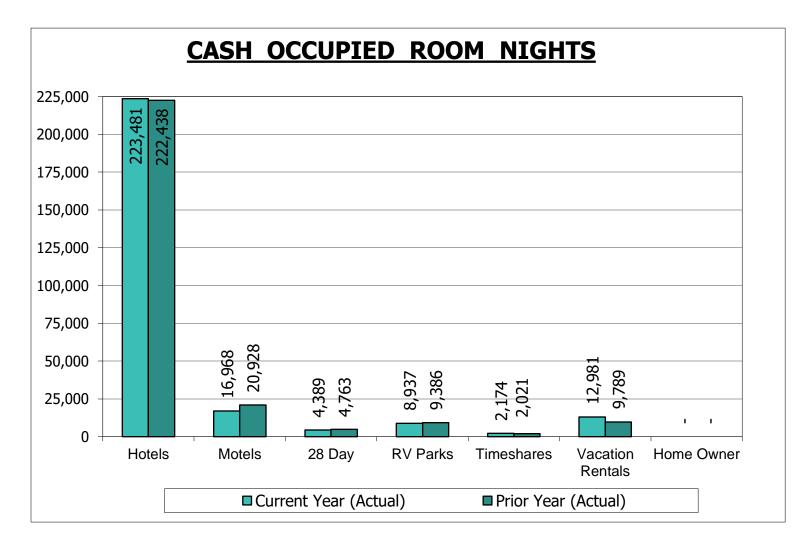
Taxable room revenues for the month of October2022 are \$37,48,639 and are above October of the prior year by \$2,250,973 (6.4%). Cash occupied room nights of 268,930 are below prior year by 395 (-.01%). Comp occupied room nights of 75,854 are above prior year by 10,451 (16.0%), and 28-day occupied room nights of 95,829 are below prior year by 4,638 (-4.6%). Total occupied rooms for the month of October 2022 (Cash, Comp, 28-day) are 5,418 (1.2%) above the prior year.

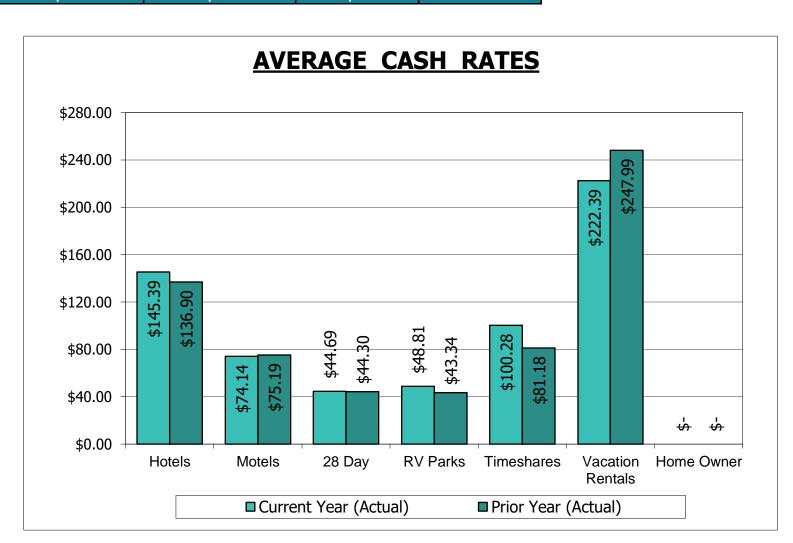
Overall, the Washoe County occupancy percentage of 67.9% for the month is 2.4% above the 65.5% level of the prior year. There were 15,463 (-2.3%) less available rooms for the month compared to the prior year.

Overall cash average rates for October 2022 of \$139.39 increased \$8.56 (6.5%), compared to \$130.83 for the prior year.

Year-to-date cash occupied room nights of 1,182,201 are 17,386 (-1.4%) below prior year. Cash average rates year-to-date of \$158.27 are \$11.32 (7.7%) above the prior year. Year-to-date, total taxable room revenues of \$187,111,488 are \$10,831,708 (6.1%) above prior year.

October 2022												
	Available	Cash	Average (	Cash Rate	Increase (	Decrease)						
Segments	Rooms	<b>Occupied Rooms</b>	<b>Current Year</b>	Prior Year	\$	%						
	450.060	222 404	1445.00	1126.00	10.10	6.20/						
Hotels	453,863	223,481	\$145.39	\$136.90	\$8.49	6.2%						
Matala	25.066	16.060	474 1A	47F 10	(41.05)	1 40/						
Motels	35,066	16,968	\$74.14	\$75.19	(\$1.05)	-1.4%						
28 Day	73,137	4,389	\$44.69	\$44.30	\$0.39	0.9%						
RV Parks	43,710	8,937	\$48.81	\$43.34	\$5.47	12.6%						
Timeshares	12,147	2,174	\$100.28	\$81.18	\$19.10	23.6%						
Vacation Rentals	31,054	12,981	\$222.39	\$247.99	(\$25.60)	-10.3%						
Home Owner	-	-	-	-	-	-						
Totals	648,977	268,930	\$139.39	\$130.83	\$8.56	6.5%						





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#### **Combined Room Statistics**

			Increase (De	crease)		Increase (Dec	crease)
Description	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Taxable Room Revenues	\$37,486,639	\$32,195,019	\$5,291,620	16.4%	\$35,235,666	\$2,250,973	6.4%
Occupied Rooms - Cash	268,930	259,159	9,771	3.8%	269,325	(395)	-0.1%
Average Rate - Cash	\$139.39	\$124.23	\$15.16	12.2%	\$130.83	\$8.56	6.5%
Occupied Rooms							
Cash	268,930	259,159	9,771	3.8%	269,325	(395)	-0.1%
Comp	75,854	62,104	13,750	22.1%	65,403	10,451	16.0%
28 Day	95,829	91,743	4,086	4.5%	100,467	(4,638)	-4.6%
Total Occupied Rooms	440,613	413,007	27,606	6.7%	435,195	5,418	1.2%
Percentage of Occupancy							
Cash	41.4%	39.2%	2.2	5.6%	40.5%	0.9	2.2%
Comp	11.7%	9.4%	2.3	24.5%	9.8%	1.9	19.4%
28 Day	14.8%	13.9%	0.9	6.5%	15.1%	(0.3)	-2.0%
Total Percentage of Occupancy	67.9%	62.5%	5.4	8.6%	65.5%	2.4	3.7%
Market Segments				_			_
Occupied Rooms - Cash							
Hotels	223,481	213,302	10,179	4.8%	222,438	1,043	0.5%
Motels	16,968	20,101	(3,133)	-15.6%	20,928	(3,960)	-18.9%
28 Day Motels	4,389	5,610	(1,221)	-21.8%	4,763	(374)	-7.9%
R.V. Parks	8,937	8,877	60	0.7%	9,386	(449)	-4.8%
Vacation Rentals	12,981	9,387	3,594	38.3%	9,789	3,192	32.6%
Timehares	2,174	1,882	292	15.5%	2,021	153	7.6%
Home Owner Rentals		-	-	0.0%	-	-	0.0%
Total Occupied - Cash	268,930	259,159	9,771	3.8%	269,325	(395)	-0.1%
Percentage of Occupancy - Cash							
Hotels	49.2%	45.3%	3.9	8.6%	47.8%	1.4	2.9%
Motels	48.4%	45.4%	3.0	6.6%	55.1%	(6.7)	-12.2%
28 Day Motels	6.0%	7.4%	(1.4)	-18.9%	6.4%	(0.4)	-6.3%
R.V. Parks	20.4%	19.9%	0.5	2.5%	19.7%	0.7	3.6%
Vacation Rentals	41.8%	45.3%	(3.5)	-7.7%	37.2%	4.6	12.4%
Timeshares	17.9%	39.2%	(21.3)	-54.3%	16.7%	1.2	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	41.4%	39.2%	2.2	5.6%	40.5%	0.9	2.2%
Average Rates - Cash							
Hotels	\$145.39	\$130.00	\$15.39	11.8%	\$136.90	\$8.49	6.2%
Motels	\$74.14	\$75.33	(\$1.19)	-1.6%	\$75.19	(\$1.05)	-1.4%
28 Day Motels	\$44.69	\$48.29	(\$3.60)	-7.5%	\$44.30	\$0.39	0.9%
R.V. Parks	\$48.81	\$41.73	\$7.08	17.0%	\$43.34	\$5.47	12.6%
Vacation Rentals	\$222.39	\$230.88	(\$8.49)	-3.7%	\$247.99	(\$25.60)	-10.3%
Timeshares	\$100.28	\$75.58	\$24.70	32.7%	\$81.18	\$19.10	23.5%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$139.39	\$124.23	\$15.16	12.2%	\$130.83	\$8.56	6.5%
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#### **Combined Room Statistics**

			Increase (De	crease)		Increase (De	crease)
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms		·	•			-	
Cash	268,930	259,159	9,771	3.8%	269,325	(395)	-0.1%
Comp	75,854	62,104	13,750	22.1%	65,403	10,451	16.0%
28 Day	95,829	91,743	4,086	4.5%	100,467	(4,638)	-4.6%
Total Occupied Rooms	440,613	413,007	27,606	6.7%	435,195	5,418	1.2%
Vacant	208,364	247,691	(39,327)	-15.9%	229,245	(20,881)	-9.1%
Total Available Rooms	648,977	660,698	(11,721)	-1.8%	664,440	(15,463)	-2.3%
Percentage of Occupancy							
Cash	41.4%	39.2%	2.2	5.6%	40.5%	0.9	2.2%
Comp	11.7%	9.4%	2.3	24.5%	9.8%	1.9	19.4%
28 Day	14.8%	13.9%	0.9	6.5%	15.1%	(0.3)	-2.0%
Total Occupancy Percentage	67.9%	62.5%	5.4	8.6%	65.5%	2.4	3.7%
Vacant	32.1%	37.5%	(5.4)	-14.4%	34.5%	(2.4)	-7.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$37,486,639	\$32,195,019	\$5,291,620	16.4%	\$35,235,666	\$2,250,973	6.4%
Comp	\$10,026,006	\$7,815,213	\$2,210,793	28.3%	\$8,839,885	\$1,186,121	13.4%
28 Day	\$3,726,731	\$3,093,359	\$633,372	20.5%	\$3,926,277	(\$199,546)	-5.1%
Total Revenue	\$51,239,376	\$43,103,591	\$8,135,785	18.9%	\$48,001,828	\$3,237,548	6.7%
Average Rates							
Cash	\$139.39	\$124.23	\$15.16	12.2%	\$130.83	\$8.56	6.5%
Comp	\$132.18	\$125.84	\$6.34	5.0%	\$135.16	(\$2.98)	-2.2%
28 Day	\$38.89	\$33.72	\$5.17	15.3%	\$39.08	(\$0.19)	-0.5%

## **Hotel Statistics**

			Increase (Decrease)			Increase (Decrease)	
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms							
Cash	223,481	213,302	10,179	4.8%	222,438	1,043	0.5%
Comp	75,640	61,904	13,736	22.2%	65,188	10,452	16.0%
28 Day	6,841	8,909	(2,068)	-23.2%	9,475	(2,634)	-27.8%
Total Occupied Rooms	305,962	284,116	21,846	7.7%	297,101	8,861	3.0%
Vacant	147,901	186,340	(38,439)	-20.6%	168,662	(20,761)	-12.3%
Total Available Rooms	453,863	470,456	(16,593)	-3.5%	465,763	(11,900)	-2.6%
Percentage of Occupancy							
Cash	49.2%	45.3%	3.9	8.6%	47.8%	1.4	2.9%
Comp	16.7%	13.2%	3.5	26.5%	14.0%	2.7	19.3%
28 Day	1.5%	1.9%	(0.4)	-21.1%	2.0%	(0.5)	-25.0%
Total Occupancy Percentage	67.4%	60.4%	7.0	11.6%	63.8%	3.6	5.6%
Vacant	32.6%	39.6%	(7.0)	-17.7%	36.2%	(3.6)	-9.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$32,491,425	\$27,729,956	\$4,761,469	17.2%	\$30,452,665	\$2,038,760	6.7%
Comp	\$10,013,399	\$7,801,130	\$2,212,269	28.4%	\$8,823,638	\$1,189,761	13.5%
28 Day	\$844,207	\$858,085	(\$13,878)	-1.6%	\$980,166	(\$135,959)	-13.9%
Total Revenue	\$43,349,031	\$36,389,172	\$6,959,859	19.1%	\$40,256,469	\$3,092,562	7.7%
Average Rates							
Cash	\$145.39	\$130.00	\$15.39	11.8%	\$136.90	\$8.49	6.2%
Comp	\$132.38	\$126.02	\$6.36	5.0%	\$135.36	(\$2.98)	-2.2%
28 Day	\$123.40	\$96.31	\$27.09	28.1%	\$103.45	\$19.95	19.3%

## **Motel Statistics**

			Increase (De	crease)		Increase (Dec	rease)
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms							
Cash	16,968	20,101	(3,133)	-15.6%	20,928	(3,960)	-18.9%
Comp	20	29	(9)	-30.7%	31	(11)	-35.5%
28 Day	3,239	2,370	869	36.6%	2,546	693	27.2%
Total Occupied Rooms	20,227	22,500	(2,273)	-10.1%	23,505	(3,278)	-13.9%
Vacant	14,839	21,799	(6,960)	-31.9%	14,506	333	2.3%
Total Available Rooms	35,066	44,299	(9,233)	-20.8%	38,011	(2,945)	-7.7%
Percentage of Occupancy							
Cash	48.4%	45.4%	3.0	6.6%	55.1%	(6.7)	-12.2%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	9.2%	5.4%	3.8	70.4%	6.7%	2.5	37.3%
Total Occupancy Percentage	57.7%	50.8%	6.9	13.6%	61.8%	(4.1)	-6.6%
Vacant	42.3%	49.2%	(6.9)	-14.0%	38.2%	4.1	10.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,258,025	\$1,514,222	(\$256,197)	-16.9%	\$1,573,533	(\$315,508)	-20.1%
Comp	\$2,500	\$3,359	(\$859)	-25.6%	\$3,875	(\$1,375)	-35.5%
28 Day	\$137,769	\$82,070	\$55,699	67.9%	\$124,852	\$12,917	10.3%
Total Revenue	\$1,398,294	\$1,599,651	(\$201,357)	-12.6%	\$1,702,260	(\$303,966)	-17.9%
Average Rates							
Cash	\$74.14	\$75.33	(\$1.19)	-1.6%	\$75.19	(\$1.05)	-1.4%
Comp	\$125.00	\$116.38	\$8.62	7.4%	\$125.00	\$0.00	0.0%
28 Day	\$42.53	\$34.62	\$7.91	22.8%	\$49.04	(\$6.51)	-13.3%

# 28 Day Motel Statistics

				crease)		Increase (Decrease)	
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms							
Cash	4,389	5,610	(1,221)	-21.8%	4,763	(374)	-7.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	53,192	52,973	219	0.4%	56,934	(3,742)	-6.6%
Total Occupied Rooms	57,581	58,583	(1,002)	-1.7%	61,697	(4,116)	-6.7%
Vacant	15,556	17,150	(1,594)	-9.3%	12,794	2,762	21.6%
Total Available Rooms	73,137	75,733	(2,596)	-3.4%	74,491	(1,354)	-1.8%
Percentage of Occupancy							
Cash	6.0%	7.4%	(1.4)	-18.9%	6.4%	(0.4)	-6.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	72.7%	69.9%	2.8	4.0%	76.4%	(3.7)	-4.8%
Total Occupancy Percentage	78.7%	77.4%	1.3	1.7%	82.8%	(4.1)	-5.0%
Vacant	21.3%	22.6%	(1.3)	-5.8%	17.2%	4.1	23.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$196,159	\$270,922	(\$74,763)	-27.6%	\$211,023	(\$14,864)	-7.0%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,480,020	\$1,239,651	\$240,369	19.4%	\$1,567,321	(\$87,301)	-5.6%
Total Revenue	\$1,676,179	\$1,510,574	\$165,605	11.0%	\$1,778,344	(\$102,165)	-5.7%
Average Rates							
Cash	\$44.69	\$48.29	(\$3.60)	-7.5%	\$44.30	\$0.39	0.9%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$27.82	\$23.40	\$4.42	18.9%	\$27.53	\$0.29	1.1%

#### **RV Park Statistics**

			Increase (Decrease)			Increase (Decrease)	
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms							
Cash	8,937	8,877	60	0.7%	9,386	(449)	-4.8%
Comp	194	171	23	13.2%	184	10	5.4%
28 Day	22,852	19,045	3,807	20.0%	22,441	411	1.8%
Total Occupied Rooms	31,983	28,094	3,889	13.8%	32,011	(28)	-0.1%
Vacant	11,727	16,577	(4,850)	-29.3%	15,722	(3,995)	-25.4%
Total Available Rooms	43,710	44,671	(961)	-2.2%	47,733	(4,023)	-8.4%
Percentage of Occupancy							
Cash	20.4%	19.9%	0.5	2.5%	19.7%	0.7	3.6%
Comp	0.4%	0.4%	-	0.0%	0.4%	-	0.0%
28 Day	52.3%	42.6%	9.7	22.8%	47.0%	5.3	11.3%
Total Occupancy Percentage	73.2%	62.9%	10.3	16.4%	67.1%	6.1	9.1%
Vacant	26.8%	37.1%	(10.3)	-27.8%	32.9%	(6.1)	-18.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$436,242	\$370,463	\$65,779	17.8%	\$406,816	\$29,426	7.2%
Comp	\$10,107	\$10,724	(\$617)	-5.8%	\$12,372	(\$2,265)	-18.3%
28 Day	\$477,889	\$375,372	\$102,517	27.3%	\$469,706	\$8,183	1.7%
Total Revenue	\$924,238	\$756,559	\$167,679	22.2%	\$888,894	\$35,344	4.0%
Average Rates							
Cash	\$48.81	\$41.73	\$7.08	17.0%	\$43.34	\$5.47	12.6%
Comp	\$52.10	\$62.60	(\$10.50)	-16.8%	\$67.24	(\$15.14)	-22.5%
28 Day	\$20.91	\$19.71	\$1.20	6.1%	\$20.93	(\$0.02)	-0.1%

#### **Vacation Rental Statistics**

			Increase (De	crease)		Increase (De	crease)
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms							
Cash	12,981	9,387	3,594	38.3%	9,789	3,192	32.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,705	8,445	1,260	14.9%	9,071	634	7.0%
Total Occupied Rooms	22,686	17,832	4,854	27.2%	18,860	3,826	20.3%
Vacant	8,368	2,907	5,461	187.9%	7,470	898	12.0%
Total Available Rooms	31,054	20,739	10,315	49.7%	26,330	4,724	17.9%
Percentage of Occupancy							
Cash	41.8%	45.3%	(3.5)	-7.7%	37.2%	4.6	12.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	31.3%	40.7%	(9.4)	-23.1%	34.5%	(3.2)	-9.3%
Total Occupancy Percentage	73.1%	86.0%	(12.9)	-15.0%	71.6%	1.5	2.1%
Vacant	26.9%	14.0%	12.9	92.1%	28.4%	(1.5)	-5.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,886,789	\$2,167,250	\$719,539	33.2%	\$2,427,572	\$459,217	18.9%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$786,846	\$538,181	\$248,665	46.2%	\$784,232	\$2,614	0.3%
Total Revenue	\$3,673,635	\$2,705,431	\$968,204	35.8%	\$3,211,804	\$461,831	14.4%
Average Rates							
Cash	\$222.39	\$230.88	(\$8.49)	-3.7%	\$247.99	(\$25.60)	-10.3%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$81.08	\$63.73	\$17.35	27.2%	\$86.45	(\$5.37)	-6.2%

#### **Timeshare Statistics**

			Increase (De	crease)		Increase (Dec	crease)
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms							
Cash	2,174	1,882	292	15.5%	2,021	153	7.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,174	1,882	292	15.5%	2,021	153	7.6%
Vacant	9,973	2,918	7,055	241.7%	10,091	(118)	-1.2%
Total Available Rooms	12,147	4,800	7,347	153.1%	12,112	35	0.3%
Percentage of Occupancy							
Cash	17.9%	39.2%	(21.3)	-54.3%	16.7%	1.2	7.2%
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	17.9%	39.2%	(21.3)	-54.3%	16.7%	1.2	7.2%
Vacant	82.1%	60.8%	21.3	35.0%	83.3%	(1.2)	-1.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$217,999	\$142,205	\$75,794	53.3%	\$164,057	\$53,942	32.9%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$217,999	\$142,205	\$75,794	53.3%	\$164,057	\$53,942	32.9%
Average Rates							
Cash	\$100.28	\$75.58	\$24.70	32.7%	\$81.18	\$19.10	23.5%
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 (D	ecrease)		Increase (De	ecrease)
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms							
Cash	-	-	-	0.0%	-	-	0.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	-	-	-	0.0%	-	-	0.0%
Vacant	-	-	-	0.0%	-	-	0.0%
Total Available Rooms	-	-	-	0.0%	-	-	0.0%
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	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Vacant	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total (must equal 100.0%)	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Revenue							
Cash - Taxable	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
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	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

## **Combined Room Statistics - Year To Date**

Name	rease)
Occupied Rooms - Cash         1,182,201         1,150,387         31,814         2.8%         1,199,587         (17,386)           Average Rate - Cash         \$158.27         \$139.35         \$18.92         13.6%         \$146.95         \$11.32           Occupied Rooms         1,182,201         \$1,150,387         31,814         2.8%         1,199,587         (17,386)           Comp         370,272         288,008         42,264         15.8%         282,245         28,027           28 Day         376,450         370,014         6,436         1.7%         405,651         (29,201)           Total Occupied Rooms         1,868,923         1,788,409         80,514         4.5%         1,887,483         (18,560)           Percentage of Occupancy           Cash         45.0%         43.4%         1.6         3.7%         45.0%         -           Comp         11.8%         10.1%         1.7         16.8%         10.6%         1.2           28 Day         14.3%         14.0%         0.3         2.1%         15.2%         (0.9)           Total Percentage of Occupancy         71.1%         67.5%         3.6         5.3%         70.8%         0.3 <th< th=""><th>% Percent</th></th<>	% Percent
Average Rate - Cash         \$158.27         \$139.35         \$18.92         13.6%         \$146.95         \$11.32           Occupied Rooms         1,182,201         1,150,387         31,814         2.8%         1,199,587         (17,386)           Comp         310,272         268,008         42,264         15.8%         282,245         28,027           28 Day         376,450         370,014         6,436         1.7%         405,651         (29,201)           Total Occupied Rooms         1,868,923         1,788,409         80,514         4.5%         1,887,483         (18,560)           Percentage of Occupancy           Cash         45.0%         43.4%         1.6         3.7%         45.0%         -           Comp         11.8%         10.1%         1.7         16.6%         10.6%         1.2           Total Percentage of Occupancy         71.1%         67.5%         3.6         5.3%         70.8%         0.3           Market Segments           Occupied Rooms - Cash           Hotels         966,199         934,628         31,571         3.4%         979,694         (13,495)           Motels         78,215         88,207	6.1%
Occupied Rooms         1,182,201         1,150,387         31,814         2.8%         1,199,587         (17,386)           Comp         310,272         268,008         42,284         15.8%         282,245         28,027           28 Day         376,450         370,014         6,436         1.7%         405,651         (29,201)           Total Occupied Rooms         1,868,923         1,788,409         80,514         4.5%         1,887,483         (18,560)           Percentage of Occupancy           Cash         45,0%         43,4%         1.6         3.7%         45,0%         -           Comp         11,8%         10,1%         1.7         16,8%         10,6%         1.2           28 Day         14,3%         14,0%         0.3         2,1%         15,2%         (0,9)           Total Percentage of Occupancy         71,1%         67,5%         3.6         5,3%         70,8%         0.3           Market Segments           Occupied Rooms - Cash           Hotels         966,199         934,628         31,571         3,4%         979,694         (13,495)           Market Segments           Occupied Room	-1.4%
Cash Comp         1,182,201 310,272         1,150,387 268,008         31,814 42,264         2.8% 15.8%         1,199,587 282,245         (17,386) 28,245         220,27           Rough         376,450         370,014         6,436         1.7%         405,651         (29,201)           Total Occupied Rooms         1,868,923         1,788,409         80,514         4.5%         1,887,483         (18,560)           Percentage of Occupancy         45.0%         43.4%         1.6         3.7%         45.0%         -           Comp         11.8%         10.1%         1.7         16.8%         10.6%         1.2           28 Day         14.3%         14.0%         0.3         2.1%         15.2%         (0.9)           Total Percentage of Occupancy         71.1%         67.5%         3.6         5.3%         70.8%         0.3           Market Segments         Occupied Rooms - Cash           Hotels         966,199         934,628         31,571         3.4%         979,694         (13,495)           Motels         78,215         88,207         (9,992)         -11.3%         92,762         (14,547)           28 Day Motels         18,238         24,949         (6,711)         -26.9%         20,1	7.7%
Comp 28 Day         310,272 376,450         268,008 370,014         42,264 6,436         15.8% 1.7%         282,245 28,027 405,651         28,027 (29,201)           Total Occupied Rooms         1,868,923         1,788,409         80,514         4.5%         1,887,483         (18,560)           Percentage of Occupancy         45.0%         43.4%         1.6         3.7%         45.0%         -           Comp         11.8%         10.1%         1.7         16.8%         10.6%         1.2           28 Day         14.3%         14.0%         0.3         2.1%         15.2%         (0.9)           Total Percentage of Occupancy         71.1%         67.5%         3.6         5.3%         70.8%         0.3           Market Segments           Occupied Rooms - Cash           Hotels         966,199         934,628         31.571         3.4%         979,694         (13,495)           Motels         78,215         88,207         (9,992)         -11.3%         92,762         (14,547)           28 Day Motels         18,238         24,949         (6,711)         -26.9%         20,134         (1,896)           R.V. Parks         46,569         49,019         (2,450)         -5	
376,450   370,014   6,436   1.7%   405,651   (29,201)	-1.4%
Total Occupied Rooms	9.9%
Percentage of Occupancy	-7.2%
Cash Comp         45.0% Comp         43.4% 11.6 11.8% 10.1% 11.7 16.8% 10.6% 1.2         45.0% 10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.3         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2         10.6% 1.2 </td <td>-1.0%</td>	-1.0%
Comp 28 Day         11.8% 14.3%         10.1% 1.7 16.8% 15.2%         10.6% 1.2 15.2%         1.2 15.2%         10.6% (0.9)           Total Percentage of Occupancy         71.1%         67.5%         3.6         5.3%         70.8%         0.3           Market Segments           Occupied Rooms - Cash           Hotels         966,199         934,628         31,571         3.4%         979,694         (13,495)           Motels         78,215         88,207         (9,992)         -11.3%         92,762         (14,547)           28 Day Motels         18,238         24,949         (6,711)         -26.9%         20,134         (1,896)           R.V. Parks         46,569         49,019         (2,450)         -5.0%         51,251         (4,682)           Vacation Rentals         60,231         40,735         19,496         47.9%         42,005         18,226           Timeshares         9,294         8,365         929         11.1%         8,985         309           Home Owner Rentals         3,455         4,484         (1,029)         -22.9%         4,756         (1,301)	
Comp 28 Day         11.8% 14.3%         10.1% 1.7 16.8% 15.2%         10.6% 1.2 15.2%         1.2 15.2%         10.6% (0.9)           Total Percentage of Occupancy         71.1%         67.5%         3.6         5.3%         70.8%         0.3           Market Segments           Occupied Rooms - Cash           Hotels         966,199         934,628         31,571         3.4%         979,694         (13,495)           Motels         78,215         88,207         (9,992)         -11.3%         92,762         (14,547)           28 Day Motels         18,238         24,949         (6,711)         -26.9%         20,134         (1,896)           R.V. Parks         46,569         49,019         (2,450)         -5.0%         51,251         (4,682)           Vacation Rentals         60,231         40,735         19,496         47.9%         42,005         18,226           Timeshares         9,294         8,365         929         11.1%         8,985         309           Home Owner Rentals         3,455         4,484         (1,029)         -22.9%         4,756         (1,301)	0.0%
14.3%	11.3%
Market Segments           Occupied Rooms - Cash         966,199         934,628         31,571         3.4%         979,694         (13,495)           Motels         78,215         88,207         (9,992)         -11.3%         92,762         (14,547)           28 Day Motels         18,238         24,949         (6,711)         -26.9%         20,134         (1,896)           R.V. Parks         46,569         49,019         (2,450)         -5.0%         51,251         (4,682)           Vacation Rentals         60,231         40,735         19,496         47.9%         42,005         18,226           Timeshares         9,294         8,365         929         11.1%         8,985         309           Home Owner Rentals         3,455         4,484         (1,029)         -22.9%         4,756         (1,301)	-5.9%
Market Segments           Occupied Rooms - Cash         966,199         934,628         31,571         3.4%         979,694         (13,495)           Motels         78,215         88,207         (9,992)         -11.3%         92,762         (14,547)           28 Day Motels         18,238         24,949         (6,711)         -26.9%         20,134         (1,896)           R.V. Parks         46,569         49,019         (2,450)         -5.0%         51,251         (4,682)           Vacation Rentals         60,231         40,735         19,496         47.9%         42,005         18,226           Timeshares         9,294         8,365         929         11.1%         8,985         309           Home Owner Rentals         3,455         4,484         (1,029)         -22.9%         4,756         (1,301)	0.4%
Occupied Rooms - Cash         966,199         934,628         31,571         3.4%         979,694         (13,495)           Motels         78,215         88,207         (9,992)         -11.3%         92,762         (14,547)           28 Day Motels         18,238         24,949         (6,711)         -26.9%         20,134         (1,896)           R.V. Parks         46,569         49,019         (2,450)         -5.0%         51,251         (4,682)           Vacation Rentals         60,231         40,735         19,496         47.9%         42,005         18,226           Timeshares         9,294         8,365         929         11.1%         8,985         309           Home Owner Rentals         3,455         4,484         (1,029)         -22.9%         4,756         (1,301)	
Hotels         966,199         934,628         31,571         3.4%         979,694         (13,495)           Motels         78,215         88,207         (9,992)         -11.3%         92,762         (14,547)           28 Day Motels         18,238         24,949         (6,711)         -26.9%         20,134         (1,896)           R.V. Parks         46,569         49,019         (2,450)         -5.0%         51,251         (4,682)           Vacation Rentals         60,231         40,735         19,496         47.9%         42,005         18,226           Timeshares         9,294         8,365         929         11.1%         8,985         309           Home Owner Rentals         3,455         4,484         (1,029)         -22.9%         4,756         (1,301)	
Motels       78,215       88,207       (9,992)       -11.3%       92,762       (14,547)         28 Day Motels       18,238       24,949       (6,711)       -26.9%       20,134       (1,896)         R.V. Parks       46,569       49,019       (2,450)       -5.0%       51,251       (4,682)         Vacation Rentals       60,231       40,735       19,496       47.9%       42,005       18,226         Timeshares       9,294       8,365       929       11.1%       8,985       309         Home Owner Rentals       3,455       4,484       (1,029)       -22.9%       4,756       (1,301)	
28 Day Motels       18,238       24,949       (6,711)       -26.9%       20,134       (1,896)         R.V. Parks       46,569       49,019       (2,450)       -5.0%       51,251       (4,682)         Vacation Rentals       60,231       40,735       19,496       47.9%       42,005       18,226         Timeshares       9,294       8,365       929       11.1%       8,985       309         Home Owner Rentals       3,455       4,484       (1,029)       -22.9%       4,756       (1,301)	-1.4%
R.V. Parks       46,569       49,019       (2,450)       -5.0%       51,251       (4,682)         Vacation Rentals       60,231       40,735       19,496       47.9%       42,005       18,226         Timeshares       9,294       8,365       929       11.1%       8,985       309         Home Owner Rentals       3,455       4,484       (1,029)       -22.9%       4,756       (1,301)	-15.7%
Vacation Rentals       60,231       40,735       19,496       47.9%       42,005       18,226         Timeshares       9,294       8,365       929       11.1%       8,985       309         Home Owner Rentals       3,455       4,484       (1,029)       -22.9%       4,756       (1,301)	-9.4%
Timeshares         9,294         8,365         929         11.1%         8,985         309           Home Owner Rentals         3,455         4,484         (1,029)         -22.9%         4,756         (1,301)	-9.1%
Home Owner Rentals 3,455 4,484 (1,029) -22.9% 4,756 (1,301)	43.4%
	3.4%
Total Occupied - Cash 1,182,201 1,150,387 31,814 2.8% 1,199,587 (17,386)	-27.4%
	-1.4%
Percentage of Occupancy - Cash	
Hotels 53.0% 50.1% 2.9 5.8% 52.8% 0.2	0.4%
Motels 54.0% 49.4% 4.6 9.3% 61.9% (7.9)	-12.8%
28 Day Motels 6.2% 8.1% (1.9) -23.5% 6.7% (0.5)	-7.5%
R.V. Parks 26.5% 27.6% (1.1) -4.0% 27.7% (1.2)	-4.3%
Vacation Rentals         48.5%         49.5%         (1.0)         -2.0%         38.7%         9.8	25.3%
Timeshares 19.1% 43.6% (24.5) -56.2% 18.6% 0.5	2.7%
Home Owner Rentals 20.3% 28.7% (8.4) -29.3% 25.6% (5.3)	-20.7%
Total Occupancy Percentage - Cash 45.0% 43.4% 1.6 3.7% 45.0% -	0.0%
Average Rates - Cash	
Hotels \$163.46 \$146.14 \$17.32 11.9% \$153.95 \$9.51	6.2%
Motels \$93.60 \$90.10 \$3.50 3.9% \$91.85 \$1.75	1.9%
28 Day Motels \$49.39 \$54.95 (\$5.56) -10.1% \$47.72 \$1.67	3.5%
R.V. Parks \$53.93 \$42.21 \$11.72 27.8% \$42.97 \$10.96	25.5%
Vacation Rental \$265.43 \$249.01 \$16.42 6.6% \$266.85 (\$1.42)	-0.5%
Timeshares \$125.53 \$94.87 \$30.66 32.3% \$101.90 \$23.63	23.2%
Home Owner Rentals \$374.19 \$312.11 \$62.08 19.9% \$347.35 \$26.84	7.7%
Total Cash Average Rate \$158.27 \$139.35 \$18.92 13.6% \$146.95 \$11.32	7.7%

## **Combined Room Statistics - Year To Date**

			Increase (Decrease)			Increase (De	crease)
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms						•	
Cash	1,182,201	1,150,387	31,814	2.8%	1,199,587	(17,386)	-1.4%
Comp	310,272	268,008	42,264	15.8%	282,245	28,027	9.9%
28 Day	376,450	370,014	6,436	1.7%	405,651	(29,201)	-7.2%
Total Occupied Rooms	1,868,923	1,788,409	80,514	4.5%	1,887,483	(18,560)	-1.0%
Vacant	758,813	860,087	(101,274)	-11.8%	778,371	(19,558)	-2.5%
Total Available Rooms	2,627,736	2,648,496	(20,760)	-0.8%	2,665,854	(38,118)	-1.4%
Percentage of Occupancy							
Cash	45.0%	43.4%	1.6	3.7%	45.0%	-	0.0%
Comp	11.8%	10.1%	1.7	16.8%	10.6%	1.2	11.3%
28 Day	14.3%	14.0%	0.3	2.1%	15.2%	(0.9)	-5.9%
Total Occupancy Percentage	71.1%	67.5%	3.6	5.3%	70.8%	0.3	0.4%
Vacant	28.9%	32.5%	(3.6)	-11.1%	29.2%	(0.3)	-1.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$187,111,488	\$160,306,821	\$26,804,667	16.7%	\$176,279,780	\$10,831,708	6.1%
Comp	\$45,951,727	\$37,883,545	\$8,068,182	21.3%	\$42,850,609	\$3,101,118	7.2%
28 Day	\$15,071,298	\$13,066,920	\$2,004,378	15.3%	\$16,070,663	(\$999,365)	-6.2%
Total Revenue	\$248,134,513	\$211,257,286	\$36,877,227	17.5%	\$235,201,052	\$12,933,461	5.5%
Average Rates							
Cash	\$158.27	\$139.35	\$18.92	13.6%	\$146.95	\$11.32	7.7%
Comp	\$148.10	\$141.35	\$6.75	4.8%	\$151.82	(\$3.72)	-2.5%
28 Day	\$40.04	\$35.31	\$4.73	13.4%	\$39.62	\$0.42	1.1%

## **Hotel Statistics - Year To Date**

		Increase (Dec		crease)		Increase (Decrease)	
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms							
Cash	966,199	934,628	31,571	3.4%	979,694	(13,495)	-1.4%
Comp	309,499	267,145	42,354	15.9%	281,318	28,181	10.0%
28 Day	27,247	40,103	(12,856)	-32.1%	42,649	(15,402)	-36.1%
Total Occupied Rooms	1,302,945	1,241,877	61,068	4.9%	1,303,661	(716)	-0.1%
Vacant	518,437	624,771	(106,334)	-17.0%	553,243	(34,806)	-6.3%
Total Available Rooms	1,821,382	1,866,648	(45,266)	-2.4%	1,856,904	(35,522)	-1.9%
Percentage of Occupancy							
Cash	53.0%	50.1%	2.9	5.8%	52.8%	0.2	0.4%
Comp	17.0%	14.3%	2.7	18.9%	15.1%	1.9	12.6%
28 Day	1.5%	2.1%	(0.6)	-28.6%	2.3%	(0.8)	-34.8%
Total Occupancy Percentage	71.5%	66.5%	5.0	7.5%	70.2%	1.3	1.9%
Vacant	28.5%	33.5%	(5.0)	-14.9%	29.8%	(1.3)	-4.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$157,931,763	\$136,582,865	\$21,348,898	15.6%	\$150,820,646	\$7,111,117	4.7%
Comp	\$45,896,118	\$37,826,236	\$8,069,882	21.3%	\$42,784,491	\$3,111,627	7.3%
28 Day	\$2,979,130	\$3,769,668	(\$790,538)	-21.0%	\$4,293,908	(\$1,314,778)	-30.6%
Total Revenue	\$206,807,011	\$178,178,769	\$28,628,242	16.1%	\$197,899,045	\$8,907,966	4.5%
Average Rates							
Cash	\$163.46	\$146.14	\$17.32	11.9%	\$153.95	\$9.51	6.2%
Comp	\$148.29	\$141.59	\$6.70	4.7%	\$152.09	(\$3.80)	-2.5%
28 Day	\$109.34	\$94.00	\$15.34	16.3%	\$100.68	\$8.66	8.6%

## **Motel Statistics - Year To Date**

			Increase (De	ecrease)		Increase (De	crease)
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms							
Cash	78,215	88,207	(9,992)	-11.3%	92,762	(14,547)	-15.7%
Comp	102	130	(28)	-21.7%	140	(38)	-27.1%
28 Day	16,308	7,927	8,381	105.7%	8,514	7,794	91.5%
Total Occupied Rooms	94,625	96,264	(1,639)	-1.7%	101,416	(6,791)	-6.7%
Vacant	50,198	82,231	(32,033)	-39.0%	48,340	1,858	3.8%
Total Available Rooms	144,823	178,495	(33,672)	-18.9%	149,756	(4,933)	-3.3%
Percentage of Occupancy							
Cash	54.0%	49.4%	4.6	9.3%	61.9%	(7.9)	-12.8%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	11.3%	4.4%	6.9	156.8%	5.7%	5.6	98.2%
Total Occupancy Percentage	65.3%	53.9%	11.4	21.2%	67.7%	(2.4)	-3.5%
Vacant	34.7%	46.1%	(11.4)	-24.7%	32.3%	2.4	7.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$7,320,946	\$7,947,176	(\$626,230)	-7.9%	\$8,519,912	(\$1,198,966)	-14.1%
Comp	\$12,773	\$12,031	\$742	6.2%	\$13,881	(\$1,108)	-8.0%
28 Day	\$795,685	\$455,087	\$340,598	74.8%	\$545,616	\$250,069	45.8%
Total Revenue	\$8,129,404	\$8,414,294	(\$284,890)	-3.4%	\$9,079,409	(\$950,005)	-10.5%
Average Rates							
Cash	\$93.60	\$90.10	\$3.50	3.9%	\$91.85	\$1.75	1.9%
Comp	\$125.23	\$92.31	\$32.92	35.7%	\$99.15	\$26.08	26.3%
28 Day	\$48.79	\$57.41	(\$8.62)	-15.0%	\$64.08	(\$15.29)	-23.9%

## 28 Day Motel Statistics - Year To Date

			Increase (De	ecrease)		Increase (De	ecrease)
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms			-			-	
Cash	18,238	24,949	(6,711)	-26.9%	20,134	(1,896)	-9.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	216,348	214,828	1,520	0.7%	231,556	(15,208)	-6.6%
Total Occupied Rooms	234,586	239,777	(5,191)	-2.2%	251,690	(17,104)	-6.8%
Vacant	61,337	68,958	(7,621)	-11.1%	47,067	14,270	30.3%
Total Available Rooms	295,923	308,735	(12,812)	-4.1%	298,757	(2,834)	-0.9%
Percentage of Occupancy							
Cash	6.2%	8.1%	(1.9)	-23.5%	6.7%	(0.5)	-7.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	73.1%	69.6%	3.5	5.0%	77.5%	(4.4)	-5.7%
Total Occupancy Percentage	79.3%	77.7%	1.6	2.1%	84.2%	(4.9)	-5.8%
Vacant	20.7%	22.3%	(1.6)	-7.2%	15.8%	4.9	31.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$900,684	\$1,370,984	(\$470,300)	-34.3%	\$960,716	(\$60,032)	-6.2%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$6,162,660	\$4,731,240	\$1,431,420	30.3%	\$6,187,239	(\$24,579)	-0.4%
Total Revenue	\$7,063,344	\$6,102,224	\$961,120	15.8%	\$7,147,955	(\$84,611)	-1.2%
Average Rates							
Cash	\$49.39	\$54.95	(\$5.56)	-10.1%	\$47.72	\$1.67	3.5%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$28.48	\$22.02	\$6.46	29.3%	\$26.72	\$1.76	6.6%

#### **RV Park Statistics - Year To Date**

			Increase (De	ecrease)		Increase (De	crease)
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms						-	
Cash	46,569	49,019	(2,450)	-5.0%	51,251	(4,682)	-9.1%
Comp	666	733	(67)	-9.1%	787	(121)	-15.4%
28 Day	82,309	73,143	9,166	12.5%	86,368	(4,059)	-4.7%
Total Occupied Rooms	129,544	122,895	6,649	5.4%	138,406	(8,862)	-6.4%
Vacant	46,200	54,596	(8,396)	-15.4%	46,721	(521)	-1.1%
Total Available Rooms	175,744	177,491	(1,747)	-1.0%	185,127	(9,383)	-5.1%
Percentage of Occupancy							
Cash	26.5%	27.6%	(1.1)	-4.0%	27.7%	(1.2)	-4.3%
Comp	0.4%	0.4%	-	0.0%	0.4%	-	0.0%
28 Day	46.8%	41.2%	5.6	13.6%	46.7%	0.1	0.2%
Total Occupancy Percentage	73.7%	69.2%	4.5	6.5%	74.8%	(1.1)	-1.5%
Vacant	26.3%	30.8%	(4.5)	-14.6%	25.2%	1.1	4.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,511,544	\$2,069,316	\$442,228	21.4%	\$2,202,073	\$309,471	14.1%
Comp	\$41,886	\$45,277	(\$3,391)	-7.5%	\$52,237	(\$10,351)	-19.8%
28 Day	\$1,942,039	\$1,471,393	\$470,646	32.0%	\$1,829,493	\$112,546	6.2%
Total Revenue	\$4,495,469	\$3,585,987	\$909,482	25.4%	\$4,083,803	\$411,666	10.1%
Average Rates							
Cash	\$53.93	\$42.21	\$11.72	27.8%	\$42.97	\$10.96	25.5%
Comp	\$62.89	\$61.80	\$1.09	1.8%	\$66.37	(\$3.48)	-5.2%
28 Day	\$23.59	\$20.12	\$3.47	17.2%	\$21.18	\$2.41	11.4%

## **Vacation Rental Statistics - Year To Date**

Occupied Rooms Cash Comp 28 Day Total Occupied Rooms	60,231 - 33,223 93,454	40,735 - 33,010 73,745	Increase (De Amount 19,496 - 213	% Percent  47.9%  0.0%  0.6%	42,005 -	Amount 18,226	% Percent 43.4%
Cash Comp 28 Day  Total Occupied Rooms	33,223	33,010	-	0.0%	42,005 -	18,226	
Comp 28 Day  Total Occupied Rooms	33,223	33,010	-	0.0%	42,005 -	18,226	
28 Day  Total Occupied Rooms			- 213		-		0.00/
28 Day  Total Occupied Rooms			213	0.6%		-	0.0%
-	93,454	73,745		0.070	35,456	(2,233)	-6.3%
Vacant			19,709	26.7%	77,461	15,993	20.6%
Vacant	30,675	8,542	22,133	259.1%	31,018	(343)	-1.1%
Total Available Rooms	124,129	82,287	41,842	50.8%	108,479	15,650	14.4%
Percentage of Occupancy							
Cash	48.5%	49.5%	(1.0)	-2.0%	38.7%	9.8	25.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	26.8%	40.1%	(13.3)	-33.2%	32.7%	(5.9)	-18.0%
Total Occupancy Percentage	75.3%	89.6%	(14.3)	-16.0%	71.4%	3.9	5.5%
Vacant	24.7%	10.4%	14.3	137.5%	28.6%	(3.9)	-13.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$15,987,014	\$10,143,527	\$5,843,487	57.6%	\$11,208,917	\$4,778,097	42.6%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$3,069,277	\$2,518,802	\$550,475	21.9%	\$3,069,118	\$159	0.0%
Total Revenue	\$19,056,291	\$12,662,328	\$6,393,963	50.5%	\$14,278,035	\$4,778,256	33.5%
Average Rates							
Cash	\$265.43	\$249.01	\$16.42	6.6%	\$266.85	(\$1.42)	-0.5%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$92.38	\$76.31	\$16.07	21.1%	\$86.56	\$5.82	6.7%

## **Timeshare Statistics - Year To Date**

			Increase (De	ecrease)		Increase (De	ecrease)
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms			•		•	•	
Cash	9,294	8,365	929	11.1%	8,985	309	3.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	9,294	8,365	929	11.1%	8,985	309	3.4%
Vacant	39,446	10,835	28,611	264.1%	39,289	157	0.4%
Total Available Rooms	48,740	19,200	29,540	153.9%	48,274	466	1.0%
Percentage of Occupancy							
Cash	19.1%	43.6%	(24.5)	-56.2%	18.6%	0.5	2.7%
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	19.1%	43.6%	(24.5)	-56.2%	18.6%	0.5	2.7%
Vacant	80.9%	56.4%	24.5	43.4%	81.4%	(0.5)	-0.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,166,711	\$793,553	\$373,158	47.0%	\$915,543	\$251,168	27.4%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$1,166,711	\$793,553	\$373,158	47.0%	\$915,543	\$251,168	27.4%
Average Rates							
Cash	\$125.53	\$94.87	\$30.66	32.3%	\$101.90	\$23.63	23.2%
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 Rentals - Year To Date**

			Increase (De	ecrease)		Increase (De	crease)
	Actual	Budget	Amount	% Percent	Last Year	Amount	% Percent
Occupied Rooms					_		
Cash	3,455	4,484	(1,029)	-22.9%	4,756	(1,301)	-27.4%
Comp	5	-	5	100.0%	-	5	100.0%
28 Day	1,015	1,004	11	1.1%	1,108	(93)	-8.4%
Total Occupied Rooms	4,475	5,487	(1,012)	-18.4%	5,864	(1,389)	-23.7%
Vacant	12,520	10,153	2,367	23.3%	12,693	(173)	-1.4%
Total Available Rooms	16,995	15,640	1,355	8.7%	18,557	(1,562)	-8.4%
Percentage of Occupancy							
Cash	20.3%	28.7%	(8.4)	-29.3%	25.6%	(5.3)	-20.7%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	6.0%	6.4%	(0.4)	-6.3%	0.0%	6.0	100.0%
Total Occupancy Percentage	26.3%	35.1%	(8.8)	-25.1%	0.0%	26.3	100.0%
Vacant	73.7%	64.9%	8.8	13.6%	0.0%	73.7	100.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	0.0%	100.0	100.0%
Revenue							
Cash - Taxable	\$1,292,826	\$1,399,399	(\$106,573)	-7.6%	\$1,651,973	(\$359,147)	-21.7%
Comp	\$950	\$0	\$950	100.0%	\$0	\$950	100.0%
28 Day	\$122,507	\$120,730	\$1,777	1.5%	\$145,289	(\$22,782)	-15.7%
Total Revenue	\$1,416,283	\$1,520,129	(\$103,846)	-6.8%	\$1,797,262	(\$380,979)	-21.2%
Average Rates							
Cash	\$374.19	\$312.11	\$62.08	19.9%	\$347.35	\$26.84	7.7%
Comp	\$190.00	\$0.00	\$190.00	100.0%	\$0.00	\$190.00	100.0%
28 Day	\$120.70	\$120.29	\$0.41	0.3%	\$131.13	(\$10.43)	-8.0%

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

Current	L	ast Year Actual			Year To Date	Last Yea	r - Year To Date	Actual
Month Actual		October			Actual	Ju	ly - October 202	21
October		Increase (I	Decrease)		July - October		Increase (	Decrease)
2022	Amount	Amount	% Percent	Tax District	2022	Amount	Amount	% Percent
\$18,126,023	\$17,067,267	\$1,058,756	6.2%	Reno B	\$86,171,202	\$82,465,297	\$3,705,905	4.5%
\$9,253,013	\$8,683,946	\$569,069	6.6%	Reno D	\$42,694,895	\$42,093,684	\$601,211	1.4%
\$1,155,637	\$969,713	\$185,924	19.2%	Reno E	\$4,694,363	\$3,942,007	\$752,357	19.1%
\$28,534,674	\$26,720,926	\$1,813,749	6.8%	Total Reno	\$133,560,460	\$128,500,987	\$5,059,473	3.9%
\$68,820 \$4,066,576	\$63,249 \$3,750,470	\$5,571 \$316,105	8.8% 8.4%	Washoe A Washoe B	\$368,982 \$29,960,390	\$346,670 \$24,044,020	\$22,313 \$5,916,371	6.4% 24.6%
\$4,135,395	\$3,813,719	\$321,676	8.4%	Total Washoe Co.	\$30,329,373	\$24,390,689	\$5,938,683	24.3%
\$4,816,570	\$4,701,021	\$115,549	2.5%	Sparks	\$23,221,656	\$23,388,104	(\$166,448)	-0.7%
\$37,486,639	\$35,235,666	\$2,250,973	6.4%	Total Taxable Revenue	\$187,111,488	\$176,279,780	\$10,831,708	6.1%

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 October 2022

Current Month Actual	L	ast Year Actual October 2021			Year To Date Actual		r - Year To Date ly - October 202	
October		Increase (D			July - October		Increase (E	
2022	Amount	Amount	% Percent	Tax District	2022	Amount	Amount	% Percent
129,792	131,880	(2,088)	-1.6%	Reno B	568,311	575,427	(7,116)	-1.2%
74,732	72,385	2,347	3.2%	Reno D	319,261	330,386	(11,125)	-3.4%
6,891	6,715	176	2.6%	Reno E	28,396	27,183	1,213	4.5%
211,415	210,980	435	0.2%	Total Reno	915,968	932,996	(17,028)	-1.8%
211,410	210,300	400	0.270	rotal Nono	310,000	302,330	(17,020)	1.070
1,743	1,760	(17)	-1.0%	Washoe A	7,156	7,284	(128)	-1.8%
13,576	13,602	(26)	-0.2%	Washoe B	73,697	66,320	7,377	11.1%
15,319	15,362	(43)	-0.3%	Total Washoe Co.	80,853	73,604	7,249	9.8%
42,196	42,983	(787)	-1.8%	Sparks	185,380	192,987	(7,607)	-3.9%
12,100		(1.01)	1.570	opario	1.00,000	102,007	(1,001)	0.070
268,930	269,325	(395)	-0.1%	<b>Total Taxable Rooms</b>	1,182,201	1,199,587	(17,386)	-1.4%

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 October 2022

Current	L	ast Year Actual			Year To Date	Last Yea	r - Year To Date	Actual
Month Actual		October 2021			Actual	Jul	y - October 202	1
October		Increase (D	Decrease)		July - October		Increase (D	
2022	Amount	Amount	% Percent	Tax District	2022	Amount	Amount	% Percent
\$139.65	\$129.42	\$10.24	7.9%	Reno B	\$151.63	\$143.31	\$8.32	5.8%
\$123.82	\$119.97	\$3.85	3.2%	Reno D	\$133.73	\$127.41	\$6.32	5.0%
\$167.70	\$144.41	\$23.29	16.1%	Reno E	\$165.32	\$145.02	\$20.30	14.0%
\$134.97	\$126.65	\$8.32	6.6%	Total Reno	\$145.81	\$137.73	\$8.08	5.9%
\$39.48	\$35.94	\$3.55	9.9%	Washoe A	\$51.56	\$47.59	\$3.97	8.3%
\$299.54	\$275.73	\$23.81	8.6%	Washoe B	\$406.53	\$362.55	\$43.99	12.1%
\$269.95	\$248.26	\$21.70	8.7%	Total Washoe Co.	\$375.12	\$331.38	\$43.74	13.2%
\$114.15	\$109.37	\$4.78	4.4%	Sparks	\$125.27	\$121.19	\$4.08	3.4%
\$139.39	\$130.83	\$8.56	6.5%	Total Average Daily Rate	\$158.27	\$146.95	\$11.32	7.7%

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