

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

## March 2023

### Room Statistics Compared to the Prior Year

Taxable room revenues for the month of March 2023 are \$33,890,495 and are below March of the prior year by \$1,536,583 (-4.3%). Cash occupied room nights of 260,733 are below prior year by 15,589 (-5.6%). Comp occupied room nights of 56,045 are below prior year by 8,571 (-13.3%), and 28-day occupied room nights of 91,721 are below prior year by 27,529 (-23.1%). Total occupied rooms for the month of March 2023 (Cash, Comp, 28-day) are 51,689 (-11.2%) below the prior year.

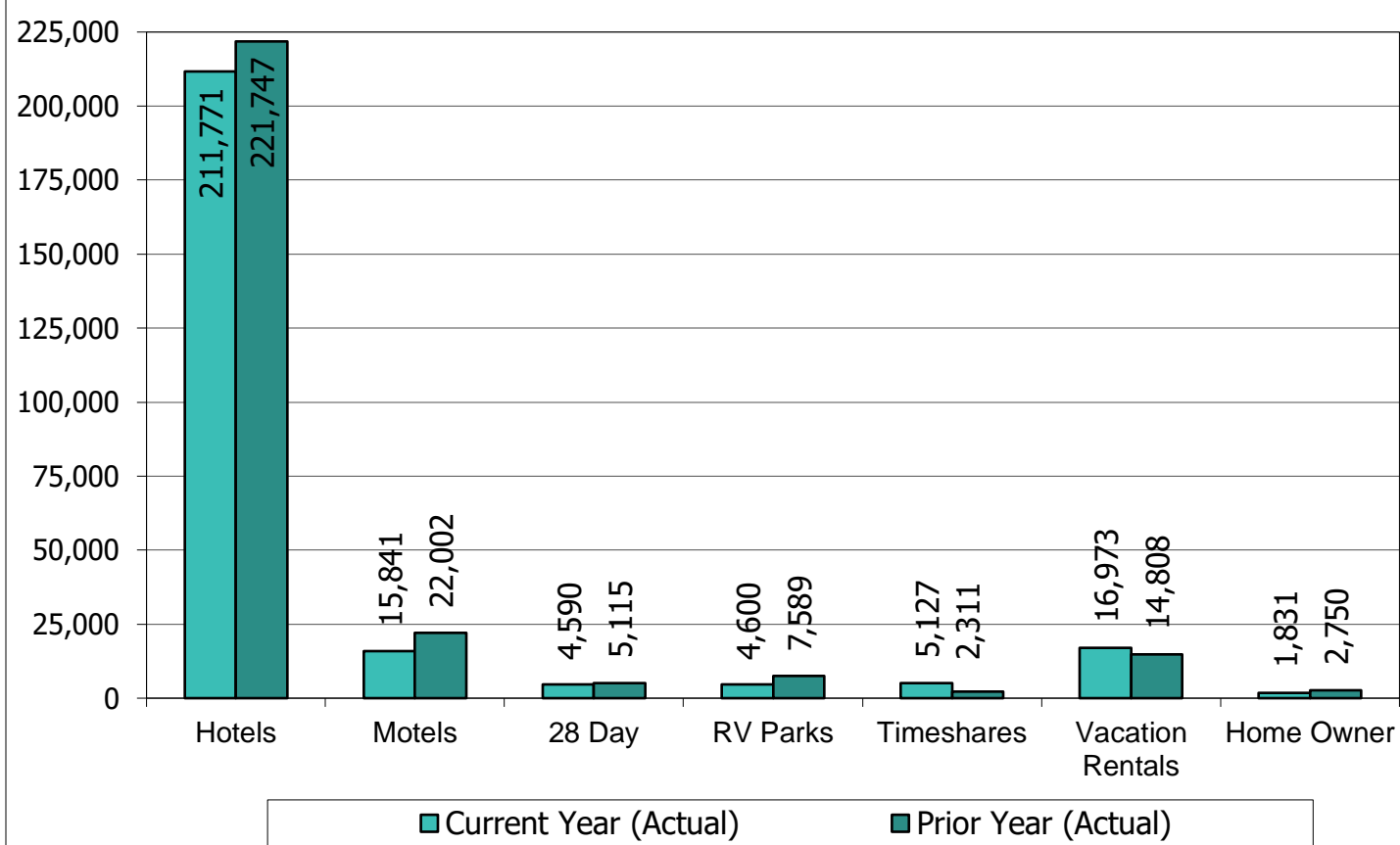
Overall, the Washoe County occupancy percentage of 59.8% for the month is -6.5% below the 66.3% level of the prior year. There were 11,587 (-1.7%) less available rooms for the month compared to the prior year.

Overall cash average rates for March 2023 of \$129.98 increased \$1.77 (1.4%), compared to \$128.21 for the prior year.

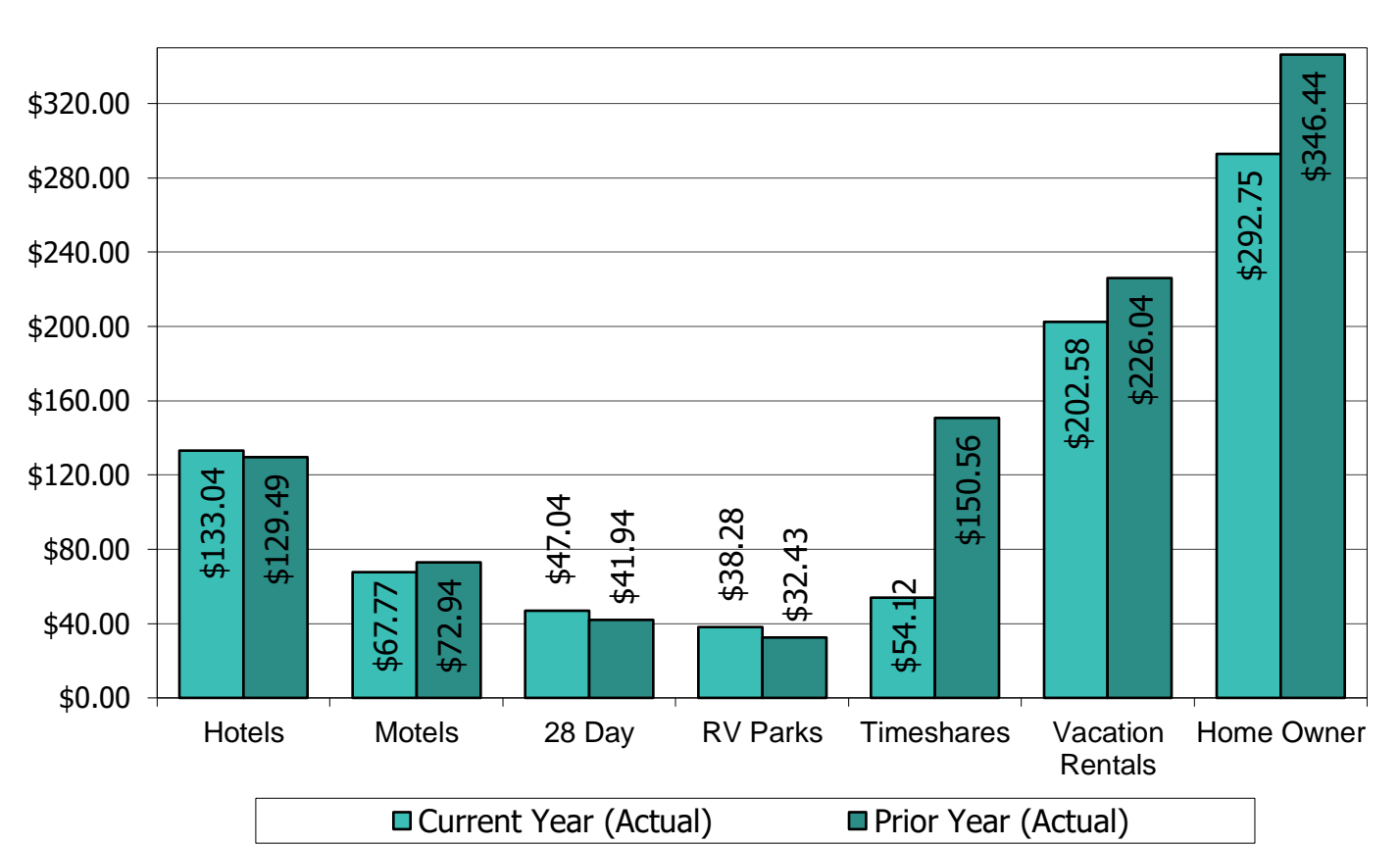
Year-to-date cash occupied room nights of 2,346,629 are 36,116 (-1.5%) below prior year. Cash average rates year-to-date of \$146.14 are \$6.95 (5.0%) above the prior year. Year-to-date, total taxable room revenues of \$342,933,599 are \$11,278,621 (3.4%) above prior year.

March 2023						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Prior Year	\$	%
Hotels	467,895	211,771	\$133.04	\$129.49	\$3.55	2.7%
Motels	35,083	15,841	\$67.77	\$72.94	(\$5.17)	(7.1%)
28 Day	71,254	4,590	\$47.04	\$41.94	\$5.10	12.2%
RV Parks	43,741	4,600	\$38.28	\$32.43	\$5.85	18.0%
Timeshares	12,417	5,127	\$54.12	\$150.56	(\$96.44)	(64.1%)
Vacation Rentals	35,655	16,973	\$202.58	\$226.04	(\$23.46)	(10.4%)
Home Owner	16,827	1,831	292.75	346.44	(53.69)	(15.5%)

**CASH OCCUPIED ROOM NIGHTS**



**AVERAGE CASH RATES**



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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

**March 2023**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Taxable Room Revenues</b>	<b>\$33,890,495</b>	<b>\$27,688,192</b>	<b>\$6,202,303</b>	<b>22.4%</b>	<b>\$35,427,078</b>	<b>(\$1,536,583)</b>	<b>(4.3%)</b>
<b>Occupied Rooms - Cash</b>	<b>260,733</b>	<b>224,995</b>	<b>35,738</b>	<b>15.9%</b>	<b>276,322</b>	<b>(15,589)</b>	<b>(5.6%)</b>
<b>Average Rate - Cash</b>	<b>\$129.98</b>	<b>\$123.06</b>	<b>\$6.92</b>	<b>5.6%</b>	<b>\$128.21</b>	<b>\$1.77</b>	<b>1.4%</b>
<b>Occupied Rooms</b>							
Cash	260,733	224,995	35,738	15.9%	276,322	(15,589)	(5.6%)
Comp	56,045	61,073	(5,028)	(8.2%)	64,616	(8,571)	(13.3%)
28 Day	91,721	105,157	(13,436)	(12.8%)	119,250	(27,529)	(23.1%)
<b>Total Occupied Rooms</b>	<b>408,499</b>	<b>391,225</b>	<b>17,274</b>	<b>4.4%</b>	<b>460,188</b>	<b>(51,689)</b>	<b>(11.2%)</b>
<b>Percentage of Occupancy</b>							
Cash	38.2%	33.3%	4.9	14.7%	39.8%	(1.6)	(4.0%)
Comp	8.2%	9.0%	(0.8)	(8.9%)	9.3%	(1.1)	(11.8%)
28 Day	13.4%	15.6%	(2.2)	(14.1%)	17.2%	(3.8)	(22.1%)
<b>Total Percentage of Occupancy</b>	<b>59.8%</b>	<b>57.9%</b>	<b>1.9</b>	<b>3.3%</b>	<b>66.3%</b>	<b>(6.5)</b>	<b>(9.8%)</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	211,771	175,392	36,379	20.7%	221,747	(9,976)	(4.5%)
Motels	15,841	20,249	(4,408)	(21.8%)	22,002	(6,161)	(28.0%)
28 Day Motels	4,590	5,329	(739)	(13.9%)	5,115	(525)	(10.3%)
R.V. Parks	4,600	5,683	(1,083)	(19.1%)	7,589	(2,989)	(39.4%)
Vacation Rentals	16,973	13,690	3,283	24.0%	14,808	2,165	14.6%
Timehares	5,127	2,423	2,704	111.6%	2,311	2,816	121.9%
Home Owner Rentals	1,831	2,230	(399)	0.0%	2,750	(919)	0.0%
<b>Total Occupied - Cash</b>	<b>260,733</b>	<b>224,995</b>	<b>35,738</b>	<b>15.9%</b>	<b>276,322</b>	<b>(15,589)</b>	<b>(5.6%)</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	45.3%	37.3%	8.0	21.4%	47.5%	(2.2)	(4.6%)
Motels	45.2%	45.7%	(0.5)	(1.1%)	51.2%	(6.0)	(11.7%)
28 Day Motels	6.4%	7.0%	(0.6)	(8.6%)	6.8%	(0.4)	(5.9%)
R.V. Parks	10.5%	12.7%	(2.2)	(17.3%)	17.2%	(6.7)	(39.0%)
Vacation Rentals	47.6%	66.0%	(18.4)	(27.9%)	42.8%	4.8	11.2%
Timeshares	41.3%	50.5%	(9.2)	(18.2%)	19.1%	22.2	
Home Owner Rentals	10.9%	14.4%	(3.5)	(24.3%)	14.9%	(4.0)	(26.8%)
<b>Total Occupancy Percentage - Cash</b>	<b>38.2%</b>	<b>33.3%</b>	<b>4.9</b>	<b>14.7%</b>	<b>39.8%</b>	<b>(1.6)</b>	<b>(4.0%)</b>
<b>Average Rates - Cash</b>							
Hotels	\$133.04	\$124.24	\$8.80	7.1%	\$129.49	\$3.55	2.7%
Motels	\$67.77	\$65.57	\$2.20	3.4%	\$72.94	(\$5.17)	(7.1%)
28 Day Motels	\$47.04	\$45.28	\$1.76	3.9%	\$41.94	\$5.10	12.2%
R.V. Parks	\$38.28	\$42.46	(\$4.18)	(9.8%)	\$32.43	\$5.85	18.0%
Vacation Rentals	\$202.58	\$226.90	(\$24.32)	(10.7%)	\$226.04	(\$23.46)	(10.4%)
Timeshares	\$54.12	\$113.95	(\$59.83)	(52.5%)	\$150.56	(\$96.44)	(64.1%)
Home Owner Rentals	\$292.75	\$316.11	(\$23.36)	0.0%	\$346.44	(\$53.69)	(15.5%)
<b>Total Cash Average Rate</b>	<b>\$129.98</b>	<b>\$123.06</b>	<b>\$6.92</b>	<b>5.6%</b>	<b>\$128.21</b>	<b>\$1.77</b>	<b>1.4%</b>

## Reno-Sparks Convention and Visitors Authority

### Combined Room Statistics

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	260,733	224,995	35,738	15.9%	276,322	(15,589)	(5.6%)
Comp	56,045	61,073	(5,028)	(8.2%)	64,616	(8,571)	(13.3%)
28 Day	91,721	105,157	(13,436)	(12.8%)	119,250	(27,529)	(23.1%)
<b>Total Occupied Rooms</b>	<b>408,499</b>	<b>391,225</b>	<b>17,274</b>	<b>4.4%</b>	<b>460,188</b>	<b>(51,689)</b>	<b>(11.2%)</b>
Vacant	274,373	284,943	(10,570)	(3.7%)	234,271	40,102	17.1%
Total Available Rooms	682,872	676,168	6,704	1.0%	694,459	(11,587)	(1.7%)
<b>Percentage of Occupancy</b>							
Cash	38.2%	33.3%	4.9	14.7%	39.8%	(1.6)	(4.0%)
Comp	8.2%	9.0%	(0.8)	(8.9%)	9.3%	(1.1)	(11.8%)
28 Day	13.4%	15.6%	(2.2)	(14.1%)	17.2%	(3.8)	(22.1%)
<b>Total Occupancy Percentage</b>	<b>59.8%</b>	<b>57.9%</b>	<b>1.9</b>	<b>3.3%</b>	<b>66.3%</b>	<b>(6.5)</b>	<b>(9.8%)</b>
Vacant	40.2%	42.1%	(1.9)	(4.5%)	33.7%	6.5	19.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$33,890,495</b>	<b>\$27,688,192</b>	<b>\$6,202,303</b>	<b>22.4%</b>	<b>\$35,427,078</b>	<b>(\$1,536,583)</b>	<b>(4.3%)</b>
Comp	\$7,868,244	\$6,833,053	\$1,035,191	15.1%	\$8,447,490	(\$579,246)	(6.9%)
28 Day	\$3,761,358	\$3,707,552	\$53,806	1.5%	\$5,758,852	(\$1,997,494)	(34.7%)
Total Revenue	\$45,520,097	\$38,228,797	\$7,291,300	19.1%	\$49,633,420	(\$4,113,323)	(8.3%)
<b>Average Rates</b>							
<b>Cash</b>	<b>\$129.98</b>	<b>\$123.06</b>	<b>\$6.92</b>	<b>5.6%</b>	<b>\$128.21</b>	<b>\$1.77</b>	<b>1.4%</b>
Comp	\$140.39	\$111.88	\$28.51	25.5%	\$130.73	\$9.66	7.4%
28 Day	\$41.01	\$35.26	\$5.75	16.3%	\$48.29	(\$7.28)	(15.1%)

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics

**February 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	211,771	175,392	36,379	20.7%	221,747	(9,976)	(4.5%)
Comp	55,931	60,986	(5,055)	(8.3%)	64,469	(8,538)	(13.2%)
28 Day	5,158	8,672	(3,514)	(40.5%)	28,412	(23,254)	(81.8%)
<b>Total Occupied Rooms</b>	<b>272,860</b>	<b>245,049</b>	<b>27,811</b>	<b>11.3%</b>	<b>314,628</b>	<b>(41,768)</b>	<b>(13.3%)</b>
Vacant	195,035	225,407	(30,372)	(13.5%)	152,428	42,607	28.0%
Total Available Rooms	467,895	470,456	(2,561)	(0.5%)	467,056	839	0.2%
<b>Percentage of Occupancy</b>							
Cash	45.3%	37.3%	8.0	21.4%	47.5%	(2.2)	(4.6%)
Comp	12.0%	13.0%	(1.0)	(7.7%)	13.8%	(1.8)	(13.0%)
28 Day	1.1%	1.8%	(0.7)	(38.9%)	6.1%	(5.0)	(82.0%)
<b>Total Occupancy Percentage</b>	<b>58.3%</b>	<b>52.1%</b>	<b>6.2</b>	<b>11.9%</b>	<b>67.4%</b>	<b>(9.1)</b>	<b>(13.5%)</b>
Vacant	41.7%	47.9%	(6.2)	(12.9%)	32.6%	9.1	27.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$28,173,054</b>	<b>\$21,790,697</b>	<b>\$6,382,357</b>	<b>29.3%</b>	<b>\$28,713,624</b>	<b>(\$540,570)</b>	<b>(1.9%)</b>
Comp	\$7,859,710	\$6,826,932	\$1,032,778	15.1%	\$8,438,924	(\$579,214)	(6.9%)
28 Day	\$529,923	\$657,562	(\$127,639)	(19.4%)	\$2,375,257	(\$1,845,334)	(77.7%)
Total Revenue	\$36,562,687	\$29,275,191	\$7,287,496	24.9%	\$39,527,805	(\$2,965,118)	(7.5%)
<b>Average Rates</b>							
<b>Cash</b>	<b>\$133.04</b>	<b>\$124.24</b>	<b>\$8.80</b>	<b>7.1%</b>	<b>\$129.49</b>	<b>\$3.55</b>	<b>2.7%</b>
Comp	\$140.53	\$111.94	\$28.59	25.5%	\$130.90	\$9.63	7.4%
28 Day	\$102.74	\$75.83	\$26.91	35.5%	\$83.60	\$19.14	22.9%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	15,841	20,249	(4,408)	(21.8%)	22,002	(6,161)	(28.0%)
Comp	23	29	(6)	(20.3%)	24	(1)	(4.2%)
28 Day	4,435	4,388	47	1.1%	3,233	1,202	37.2%
<b>Total Occupied Rooms</b>	<b>20,299</b>	<b>24,665</b>	<b>(4,366)</b>	<b>(17.7%)</b>	<b>25,259</b>	<b>(4,960)</b>	<b>(19.6%)</b>
Vacant	14,784	19,634	(4,850)	(24.7%)	17,737	(2,953)	(16.6%)
Total Available Rooms	35,083	44,299	(9,216)	(20.8%)	42,996	(7,913)	(18.4%)
<b>Percentage of Occupancy</b>							
Cash	45.2%	45.7%	(0.5)	(1.1%)	51.2%	(6.0)	(11.7%)
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	12.6%	9.9%	2.7	27.3%	7.5%	5.1	68.0%
<b>Total Occupancy Percentage</b>	<b>57.9%</b>	<b>55.7%</b>	<b>2.2</b>	<b>3.9%</b>	<b>58.7%</b>	<b>(0.8)</b>	<b>(1.4%)</b>
Vacant	42.1%	44.3%	(2.2)	(5.0%)	41.3%	0.8	1.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,073,612</b>	<b>\$1,327,641</b>	<b>(\$254,029)</b>	<b>(19.1%)</b>	<b>\$1,604,908</b>	<b>(\$531,296)</b>	<b>(33.1%)</b>
Comp	\$2,875	\$3,359	(\$484)	(14.4%)	\$2,959	(\$84)	(2.8%)
28 Day	\$226,808	\$210,911	\$15,897	7.5%	\$152,670	\$74,138	48.6%
Total Revenue	\$1,303,295	\$1,541,910	(\$238,615)	(15.5%)	\$1,760,537	(\$457,242)	(26.0%)
<b>Average Rates</b>							
<b>Cash</b>	<b>\$67.77</b>	<b>\$65.57</b>	<b>\$2.20</b>	<b>3.4%</b>	<b>\$72.94</b>	<b>(\$5.17)</b>	<b>(7.1%)</b>
Comp	\$125.00	\$116.38	\$8.62	7.4%	\$123.29	\$1.71	1.4%
28 Day	\$51.14	\$48.07	\$3.07	6.4%	\$47.22	\$3.92	8.3%

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics**

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	4,590	5,329	(739)	(13.9%)	5,115	(525)	(10.3%)
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	51,018	56,031	(5,013)	(8.9%)	55,042	(4,024)	(7.3%)
<b>Total Occupied Rooms</b>	<b>55,608</b>	<b>61,360</b>	<b>(5,752)</b>	<b>(9.4%)</b>	<b>60,157</b>	<b>(4,549)</b>	<b>(7.6%)</b>
Vacant	15,646	14,373	1,273	8.9%	14,897	749	5.0%
Total Available Rooms	71,254	75,733	(4,479)	(5.9%)	75,054	(3,800)	(5.1%)
<b>Percentage of Occupancy</b>							
Cash	6.4%	7.0%	(0.6)	(8.6%)	6.8%	(0.4)	(5.9%)
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	71.6%	74.0%	(2.4)	(3.2%)	73.3%	(1.7)	(2.3%)
<b>Total Occupancy Percentage</b>	<b>78.0%</b>	<b>81.0%</b>	<b>(3.0)</b>	<b>(3.7%)</b>	<b>80.2%</b>	<b>(2.2)</b>	<b>(2.7%)</b>
Vacant	22.0%	19.0%	3.0	15.8%	19.8%	2.2	11.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$215,924</b>	<b>\$241,320</b>	<b>(\$25,396)</b>	<b>(10.5%)</b>	<b>\$214,522</b>	<b>\$1,402</b>	<b>0.7%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,536,757	\$1,328,255	\$208,502	15.7%	\$1,581,186	(\$44,429)	(2.8%)
Total Revenue	\$1,752,681	\$1,569,574	\$183,107	11.7%	\$1,795,708	(\$43,027)	(2.4%)
<b>Average Rates</b>							
<b>Cash</b>	<b>\$47.04</b>	<b>\$45.28</b>	<b>\$1.76</b>	<b>3.9%</b>	<b>\$41.94</b>	<b>\$5.10</b>	<b>12.2%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$30.12	\$23.71	\$6.41	27.0%	\$28.73	\$1.39	4.8%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics**

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	4,600	5,683	(1,083)	(19.1%)	7,589	(2,989)	(39.4%)
Comp	83	59	24	41.5%	122	(39)	(32.0%)
28 Day	21,865	24,437	(2,572)	(10.5%)	21,234	631	3.0%
<b>Total Occupied Rooms</b>	<b>26,548</b>	<b>30,179</b>	<b>(3,631)</b>	<b>(12.0%)</b>	<b>28,945</b>	<b>(2,397)</b>	<b>(8.3%)</b>
Vacant	17,193	14,492	2,701	18.6%	15,199	1,994	13.1%
Total Available Rooms	43,741	44,671	(930)	(2.1%)	44,144	(403)	(0.9%)
<b>Percentage of Occupancy</b>							
Cash	10.5%	12.7%	(2.2)	(17.3%)	17.2%	(6.7)	(39.0%)
Comp	0.2%	0.1%	0.1	100.0%	0.3%	(0.1)	(33.3%)
28 Day	50.0%	54.7%	(4.7)	(8.6%)	48.1%	1.9	4.0%
<b>Total Occupancy Percentage</b>	<b>60.7%</b>	<b>67.6%</b>	<b>(6.9)</b>	<b>(10.2%)</b>	<b>65.6%</b>	<b>(4.9)</b>	<b>(7.5%)</b>
Vacant	39.3%	32.4%	6.9	21.3%	34.4%	4.9	14.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$176,074</b>	<b>\$241,295</b>	<b>(\$65,221)</b>	<b>(27.0%)</b>	<b>\$246,131</b>	<b>(\$70,057)</b>	<b>(28.5%)</b>
Comp	\$4,549	\$2,763	\$1,786	64.7%	\$5,208	(\$659)	(12.7%)
28 Day	\$600,084	\$466,390	\$133,694	28.7%	\$565,798	\$34,286	6.1%
Total Revenue	\$780,707	\$710,448	\$70,259	9.9%	\$817,137	(\$36,430)	(4.5%)
<b>Average Rates</b>							
<b>Cash</b>	<b>\$38.28</b>	<b>\$42.46</b>	<b>(\$4.18)</b>	<b>(9.8%)</b>	<b>\$32.43</b>	<b>\$5.85</b>	<b>18.0%</b>
Comp	\$54.81	\$47.10	\$7.71	16.4%	\$42.69	\$12.12	28.4%
28 Day	\$27.44	\$19.09	\$8.35	43.7%	\$26.65	\$0.79	3.0%

## Reno-Sparks Convention and Visitors Authority

### Vacation Rental Statistics

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	16,973	13,690	3,283	24.0%	14,808	2,165	14.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,111	9,883	(1,772)	(17.9%)	10,192	(2,081)	(20.4%)
<b>Total Occupied Rooms</b>	<b>25,084</b>	<b>23,572</b>	<b>1,512</b>	<b>6.4%</b>	<b>25,000</b>	<b>84</b>	<b>0.3%</b>
Vacant	10,571	(2,833)	13,404	(473.1%)	9,584	987	10.3%
Total Available Rooms	35,655	20,739	14,916	71.9%	34,584	1,071	3.1%
<b>Percentage of Occupancy</b>							
Cash	47.6%	66.0%	(18.4)	(27.9%)	42.8%	4.8	11.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	22.7%	47.7%	(25.0)	(52.4%)	29.5%	(6.8)	(23.1%)
<b>Total Occupancy Percentage</b>	<b>70.4%</b>	<b>113.7%</b>	<b>(43.3)</b>	<b>(38.1%)</b>	<b>72.3%</b>	<b>(1.9)</b>	<b>(2.6%)</b>
Vacant	29.6%	-13.7%	43.3	(316.1%)	27.7%	1.9	6.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$3,438,344</b>	<b>\$3,106,235</b>	<b>\$332,109</b>	<b>10.7%</b>	<b>\$3,347,235</b>	<b>\$91,109</b>	<b>2.7%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$729,820	\$874,708	(\$144,888)	(16.6%)	\$962,868	(\$233,048)	(24.2%)
Total Revenue	\$4,168,164	\$3,980,942	\$187,222	4.7%	\$4,310,103	(\$141,939)	(3.3%)
<b>Average Rates</b>							
<b>Cash</b>	<b>\$202.58</b>	<b>\$226.90</b>	<b>(\$24.32)</b>	<b>(10.7%)</b>	<b>\$226.04</b>	<b>(\$23.46)</b>	<b>(10.4%)</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$89.98	\$88.51	\$1.47	1.7%	\$94.47	(\$4.49)	(4.8%)



## Reno-Sparks Convention and Visitors Authority

### Timeshare Statistics

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	5,127	2,423	2,704	111.6%	2,311	2,816	121.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>5,127</b>	<b>2,423</b>	<b>2,704</b>	<b>111.6%</b>	<b>2,311</b>	<b>2,816</b>	<b>121.9%</b>
Vacant	7,290	2,377	4,913	206.7%	9,796	(2,506)	(25.6%)
Total Available Rooms	12,417	4,800	7,617	158.7%	12,107	310	2.6%
<b>Percentage of Occupancy</b>							
Cash	41.3%	50.5%	(9.2)	(18.2%)	19.1%	22.2	116.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>41.3%</b>	<b>50.5%</b>	<b>(9.2)</b>	<b>(18.2%)</b>	<b>19.1%</b>	<b>22.2</b>	<b>116.2%</b>
Vacant	58.7%	49.5%	9.2	18.6%	80.9%	(22.2)	(27.4%)
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$277,457</b>	<b>\$276,156</b>	<b>\$1,301</b>	<b>0.5%</b>	<b>\$347,944</b>	<b>(\$70,487)</b>	<b>(20.3%)</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$277,457	\$276,156	\$1,301	0.5%	\$347,944	(\$70,487)	(20.3%)
<b>Average Rates</b>							
<b>Cash</b>	<b>\$54.12</b>	<b>\$113.95</b>	<b>(\$59.83)</b>	<b>(52.5%)</b>	<b>\$150.56</b>	<b>(\$96.44)</b>	<b>(64.1%)</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

## Reno-Sparks Convention and Visitors Authority

### Home Owner Rental

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	1,831	2,230	(399)	(0.18)	2,750.00	(919.00)	(0.33)
Comp	8	-	8	1.00	1.00	7.00	7.00
28 Day	1,134	1,747	(613)	(0.35)	1,137.00	(3.00)	(0.00)
<b>Total Occupied Rooms</b>	<b>2,973</b>	<b>3,976</b>	<b>(1,003)</b>	<b>(0.25)</b>	<b>3,888.00</b>	<b>(915.00)</b>	<b>(0.24)</b>
Vacant	13,854	11,494	2,360	0.21	14,630.00	(776.00)	(0.05)
Total Available Rooms	16,827	15,470	1,357	0.09	18,518.00	(1,691.00)	(0.09)
<b>Percentage of Occupancy</b>							
Cash	0.11	0.14	(3.50)	(0.24)	0.15	(4.00)	(0.27)
Comp	-	-	-	-	-	-	-
28 Day	0.07	0.11	(4.60)	(0.41)	0.06	0.60	0.10
<b>Total Occupancy Percentage</b>	<b>0.18</b>	<b>0.26</b>	<b>(8.00)</b>	<b>(0.31)</b>	<b>0.21</b>	<b>(3.30)</b>	<b>(0.16)</b>
Vacant	0.82	0.74	8.00	0.11	0.79	3.30	0.04
Total (must equal 100.0%)	1.00	1.00	-	-	1.00	-	-
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>536,030.00</b>	<b>704,848.57</b>	<b>(168,818.57)</b>	<b>(0.24)</b>	<b>952,714.00</b>	<b>(416,684.00)</b>	<b>(0.44)</b>
Comp	1,110.00	-	1,110.00	1.00	399.00	711.00	1.78
28 Day	137,966.00	169,726.43	(31,760.43)	(0.19)	121,073.00	16,893.00	0.14
Total Revenue	675,106.00	874,575.01	(199,469.01)	(0.23)	1,074,186.00	(399,080.00)	(0.37)
<b>Average Rates</b>							
<b>Cash</b>	<b>292.75</b>	<b>316.11</b>	<b>(23.36)</b>	<b>(0.07)</b>	<b>346.44</b>	<b>(53.69)</b>	<b>(0.16)</b>
Comp	138.75	-	138.75	1.00	399.00	(260.25)	(0.65)
28 Day	121.66	97.18	24.48	0.25	106.48	15.18	0.14

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics - Year To Date

**March 2023**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Taxable Room Revenues</b>	<b>\$342,933,599</b>	<b>\$296,523,369</b>	<b>\$46,410,230</b>	<b>15.7%</b>	<b>\$331,654,978</b>	<b>\$11,278,621</b>	<b>3.4%</b>
<b>Occupied Rooms - Cash</b>	<b>2,346,629</b>	<b>2,240,913</b>	<b>105,716</b>	<b>4.7%</b>	<b>2,382,745</b>	<b>(36,116)</b>	<b>(1.5%)</b>
<b>Average Rate - Cash</b>	<b>\$146.14</b>	<b>\$132.32</b>	<b>\$13.82</b>	<b>10.4%</b>	<b>\$139.19</b>	<b>\$6.95</b>	<b>5.0%</b>
<b>Occupied Rooms</b>							
Cash	2,346,629	2,240,913	105,716	4.7%	2,382,745	(36,116)	(1.5%)
Comp	598,171	549,313	48,858	8.9%	578,787	19,384	3.3%
28 Day	829,995	829,284	711	0.1%	912,161	(82,166)	(9.0%)
<b>Total Occupied Rooms</b>	<b>3,774,795</b>	<b>3,619,510</b>	<b>155,285</b>	<b>4.3%</b>	<b>3,873,693</b>	<b>(98,898)</b>	<b>(2.6%)</b>
<b>Percentage of Occupancy</b>							
Cash	39.8%	38.0%	1.8	4.7%	40.0%	(0.2)	(0.5%)
Comp	10.2%	9.3%	0.9	9.7%	9.7%	0.5	5.2%
28 Day	14.1%	14.1%	-	0.0%	15.3%	(1.2)	(7.8%)
<b>Total Percentage of Occupancy</b>	<b>64.1%</b>	<b>61.4%</b>	<b>2.7</b>	<b>4.4%</b>	<b>65.0%</b>	<b>(0.9)</b>	<b>(1.4%)</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	1,917,154	1,800,912	116,242	6.5%	1,928,987	(11,833)	(0.6%)
Motels	151,664	190,789	(39,125)	(20.5%)	196,513	(44,849)	(22.8%)
28 Day Motels	38,432	46,404	(7,972)	(17.2%)	42,628	(4,196)	(9.8%)
R.V. Parks	64,158	69,051	(4,893)	(7.1%)	74,221	(10,063)	(13.6%)
Vacation Rentals	143,516	106,581	36,935	34.7%	111,203	32,313	29.1%
Timeshares	24,278	18,386	5,892	32.0%	19,457	4,821	24.8%
Home Owner Rentals	7,427	8,790	(1,363)	(15.5%)	9,736	(2,309)	(23.7%)
<b>Total Occupied - Cash</b>	<b>2,346,629</b>	<b>2,240,913</b>	<b>105,716</b>	<b>4.7%</b>	<b>2,382,745</b>	<b>(36,116)</b>	<b>(1.5%)</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	47.0%	43.3%	3.7	8.5%	46.9%	0.1	0.2%
Motels	48.0%	48.4%	(0.4)	(0.8%)	56.1%	(8.1)	(14.4%)
28 Day Motels	5.9%	6.8%	(0.9)	(13.2%)	6.4%	(0.5)	(7.8%)
R.V. Parks	16.5%	17.5%	(1.0)	(5.7%)	18.6%	(2.1)	(11.3%)
Vacation Rentals	49.1%	58.1%	(9.0)	(15.5%)	41.5%	7.6	18.3%
Timeshares	22.6%	42.6%	(20.0)	(46.9%)	18.2%	4.4	24.2%
Home Owner Rentals	14.2%	18.8%	(4.6)	(24.5%)	17.1%	(2.9)	(17.0%)
<b>Total Occupancy Percentage - Cash</b>	<b>39.8%</b>	<b>38.0%</b>	<b>1.8</b>	<b>4.7%</b>	<b>40.0%</b>	<b>(0.2)</b>	<b>(0.5%)</b>
<b>Average Rates - Cash</b>							
Hotels	\$148.54	\$136.19	\$12.35	9.1%	\$143.03	\$5.51	3.9%
Motels	\$81.54	\$77.86	\$3.68	4.7%	\$79.56	\$1.98	2.5%
28 Day Motels	\$47.38	\$48.11	(\$0.73)	(1.5%)	\$44.41	\$2.97	6.7%
R.V. Parks	\$51.27	\$41.25	\$10.02	24.3%	\$41.18	\$10.09	24.5%
Vacation Rental	\$247.98	\$247.07	\$0.91	0.4%	\$262.69	(\$14.71)	(5.6%)
Timeshares	\$109.11	\$117.47	(\$8.36)	(7.1%)	\$129.44	(\$20.33)	(15.7%)
Home Owner Rentals	\$330.11	\$321.70	\$8.41	2.6%	\$354.10	(\$23.99)	(6.8%)
<b>Total Cash Average Rate</b>	<b>\$146.14</b>	<b>\$132.32</b>	<b>\$13.82</b>	<b>10.4%</b>	<b>\$139.19</b>	<b>\$6.95</b>	<b>5.0%</b>

## Reno-Sparks Convention and Visitors Authority

### Combined Room Statistics - Year To Date

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	2,346,629	2,240,913	105,716	4.7%	2,382,745	(36,116)	(1.5%)
Comp	598,171	549,313	48,858	8.9%	578,787	19,384	3.3%
28 Day	829,995	829,284	711	0.1%	912,161	(82,166)	(9.0%)
<b>Total Occupied Rooms</b>	<b>3,774,795</b>	<b>3,619,510</b>	<b>155,285</b>	<b>4.3%</b>	<b>3,873,693</b>	<b>(98,898)</b>	<b>(2.6%)</b>
Vacant	2,115,390	2,278,954	(163,564)	(7.2%)	2,085,799	29,591	1.4%
Total Available Rooms	5,890,185	5,898,464	(8,279)	(0.1%)	5,959,492	(69,307)	(1.2%)
<b>Percentage of Occupancy</b>							
Cash	39.8%	38.0%	1.8	4.7%	40.0%	(0.2)	(0.5%)
Comp	10.2%	9.3%	0.9	9.7%	9.7%	0.5	5.2%
28 Day	14.1%	14.1%	-	0.0%	15.3%	(1.2)	(7.8%)
<b>Total Occupancy Percentage</b>	<b>64.1%</b>	<b>61.4%</b>	<b>2.7</b>	<b>4.4%</b>	<b>65.0%</b>	<b>(0.9)</b>	<b>(1.4%)</b>
Vacant	35.9%	38.6%	(2.7)	(7.0%)	35.0%	0.9	2.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$342,933,599</b>	<b>\$296,523,369</b>	<b>\$46,410,230</b>	<b>15.7%</b>	<b>\$331,654,978</b>	<b>\$11,278,621</b>	<b>3.4%</b>
Comp	\$86,110,064	\$71,516,267	\$14,593,797	20.4%	\$81,612,077	\$4,497,987	5.5%
28 Day	\$32,933,935	\$29,782,779	\$3,151,156	10.6%	\$37,489,235	(\$4,555,300)	(12.2%)
Total Revenue	\$461,977,598	\$397,822,416	\$64,155,182	16.1%	\$450,756,290	\$11,221,308	2.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$146.14</b>	<b>\$132.32</b>	<b>\$13.82</b>	<b>10.4%</b>	<b>\$139.19</b>	<b>\$6.95</b>	<b>5.0%</b>
Comp	\$143.96	\$130.19	\$13.77	10.6%	\$141.01	\$2.95	2.1%
28 Day	\$39.68	\$35.91	\$3.77	10.5%	\$41.10	(\$1.42)	(3.5%)

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics - Year To Date

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	1,917,154	1,800,912	116,242	6.5%	1,928,987	(11,833)	(0.6%)
Comp	596,872	547,940	48,932	8.9%	577,258	19,614	3.4%
28 Day	53,064	81,435	(28,371)	(34.8%)	105,774	(52,710)	(49.8%)
<b>Total Occupied Rooms</b>	<b>2,567,090</b>	<b>2,430,287</b>	<b>136,803</b>	<b>5.6%</b>	<b>2,612,019</b>	<b>(44,929)</b>	<b>(1.7%)</b>
Vacant	1,511,204	1,727,937	(216,733)	(12.5%)	1,504,418	6,786	0.5%
Total Available Rooms	4,078,294	4,158,224	(79,930)	(1.9%)	4,116,437	(38,143)	(0.9%)
<b>Percentage of Occupancy</b>							
Cash	47.0%	43.3%	3.7	8.5%	46.9%	0.1	0.2%
Comp	14.6%	13.2%	1.4	10.6%	14.0%	0.6	4.3%
28 Day	1.3%	2.0%	(0.7)	(35.0%)	2.6%	(1.3)	(50.0%)
<b>Total Occupancy Percentage</b>	<b>62.9%</b>	<b>58.4%</b>	<b>4.5</b>	<b>7.7%</b>	<b>63.5%</b>	<b>(0.6)</b>	<b>(0.9%)</b>
Vacant	37.1%	41.6%	(4.5)	(10.8%)	36.5%	0.6	1.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$284,766,722</b>	<b>\$245,266,776</b>	<b>\$39,499,946</b>	<b>16.1%</b>	<b>\$275,893,826</b>	<b>\$8,872,896</b>	<b>3.2%</b>
Comp	\$86,017,085	\$71,423,597	\$14,593,488	20.4%	\$81,503,633	\$4,513,452	5.5%
28 Day	\$5,621,754	\$7,195,067	(\$1,573,313)	(21.9%)	\$9,829,069	(\$4,207,315)	(42.8%)
Total Revenue	\$376,405,561	\$323,885,439	\$52,520,122	16.2%	\$367,226,528	\$9,179,033	2.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$148.54</b>	<b>\$136.19</b>	<b>\$12.35</b>	<b>9.1%</b>	<b>\$143.03</b>	<b>\$5.51</b>	<b>3.9%</b>
Comp	\$144.11	\$130.35	\$13.76	10.6%	\$141.19	\$2.92	2.1%
28 Day	\$105.94	\$88.35	\$17.59	19.9%	\$92.93	\$13.01	14.0%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics - Year To Date

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	151,664	190,789	(39,125)	(20.5%)	196,513	(44,849)	(22.8%)
Comp	233	283	(50)	(17.7%)	297	(64)	(21.5%)
28 Day	35,815	23,802	12,013	50.5%	24,086	11,729	48.7%
<b>Total Occupied Rooms</b>	<b>187,712</b>	<b>214,874</b>	<b>(27,162)</b>	<b>(12.6%)</b>	<b>220,896</b>	<b>(33,184)</b>	<b>(15.0%)</b>
Vacant	128,011	179,400	(51,389)	(28.6%)	129,198	(1,187)	(0.9%)
Total Available Rooms	315,723	394,274	(78,551)	(19.9%)	350,094	(34,371)	(9.8%)
<b>Percentage of Occupancy</b>							
Cash	48.0%	48.4%	(0.4)	(0.8%)	56.1%	(8.1)	(14.4%)
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	11.3%	6.0%	5.3	88.3%	6.9%	4.4	63.8%
<b>Total Occupancy Percentage</b>	<b>59.5%</b>	<b>54.5%</b>	<b>5.0</b>	<b>9.2%</b>	<b>63.1%</b>	<b>(3.6)</b>	<b>(5.7%)</b>
Vacant	40.5%	45.5%	(5.0)	(11.0%)	36.9%	3.6	9.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$12,366,421</b>	<b>\$14,855,209</b>	<b>(\$2,488,788)</b>	<b>(16.8%)</b>	<b>\$15,633,942</b>	<b>(\$3,267,521)</b>	<b>(20.9%)</b>
Comp	\$29,178	\$29,800	(\$622)	(2.1%)	\$33,330	(\$4,152)	(12.5%)
28 Day	\$1,683,888	\$1,150,017	\$533,871	46.4%	\$1,256,719	\$427,169	34.0%
Total Revenue	\$14,079,487	\$16,035,026	(\$1,955,539)	(12.2%)	\$16,923,991	(\$2,844,504)	(16.8%)
<b>Average Rates</b>							
<b>Cash</b>	<b>\$81.54</b>	<b>\$77.86</b>	<b>\$3.68</b>	<b>4.7%</b>	<b>\$79.56</b>	<b>\$1.98</b>	<b>2.5%</b>
Comp	\$125.23	\$105.29	\$19.94	18.9%	\$112.22	\$13.01	11.6%
28 Day	\$47.02	\$48.32	(\$1.30)	(2.7%)	\$52.18	(\$5.16)	(9.9%)

## Reno-Sparks Convention and Visitors Authority

### 28 Day Motel Statistics - Year To Date

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	38,432	46,404	(7,972)	(17.2%)	42,628	(4,196)	(9.8%)
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	472,667	465,211	7,456	1.6%	496,924	(24,257)	(4.9%)
<b>Total Occupied Rooms</b>	<b>511,099</b>	<b>511,615</b>	<b>(516)</b>	<b>(0.1%)</b>	<b>539,552</b>	<b>(28,453)</b>	<b>(5.3%)</b>
Vacant	144,305	166,013	(21,708)	(13.1%)	121,590	22,715	18.7%
Total Available Rooms	655,404	677,628	(22,224)	(3.3%)	661,142	(5,738)	(0.9%)
<b>Percentage of Occupancy</b>							
Cash	5.9%	6.8%	(0.9)	(13.2%)	6.4%	(0.5)	(7.8%)
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	72.1%	68.7%	3.4	4.9%	75.2%	(3.1)	(4.1%)
<b>Total Occupancy Percentage</b>	<b>78.0%</b>	<b>75.5%</b>	<b>2.5</b>	<b>3.3%</b>	<b>81.6%</b>	<b>(3.6)</b>	<b>(4.4%)</b>
Vacant	22.0%	24.5%	(2.5)	(10.2%)	18.4%	3.6	19.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,820,810</b>	<b>\$2,232,311</b>	<b>(\$411,501)</b>	<b>(18.4%)</b>	<b>\$1,893,162</b>	<b>(\$72,352)</b>	<b>(3.8%)</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$13,616,707	\$10,646,457	\$2,970,250	27.9%	\$13,635,224	(\$18,517)	(0.1%)
Total Revenue	\$15,437,517	\$12,878,768	\$2,558,749	19.9%	\$15,528,386	(\$90,869)	(0.6%)
<b>Average Rates</b>							
<b>Cash</b>	<b>\$47.38</b>	<b>\$48.11</b>	<b>(\$0.73)</b>	<b>(1.5%)</b>	<b>\$44.41</b>	<b>\$2.97</b>	<b>6.7%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$28.81	\$22.89	\$5.92	25.9%	\$27.44	\$1.37	5.0%

## Reno-Sparks Convention and Visitors Authority

### RV Park Statistics - Year To Date

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	64,158	69,051	(4,893)	(7.1%)	74,221	(10,063)	(13.6%)
Comp	1,047	1,090	(43)	(4.0%)	1,230	(183)	(14.9%)
28 Day	190,341	176,314	14,027	8.0%	197,867	(7,526)	(3.8%)
<b>Total Occupied Rooms</b>	<b>255,546</b>	<b>246,455</b>	<b>9,091</b>	<b>3.7%</b>	<b>273,318</b>	<b>(17,772)</b>	<b>(6.5%)</b>
Vacant	132,811	148,627	(15,816)	(10.6%)	126,535	6,276	5.0%
Total Available Rooms	388,357	395,082	(6,725)	(1.7%)	399,853	(11,496)	(2.9%)
<b>Percentage of Occupancy</b>							
Cash	16.5%	17.5%	(1.0)	(5.7%)	18.6%	(2.1)	(11.3%)
Comp	0.3%	0.3%	-	0.0%	0.3%	-	0.0%
28 Day	49.0%	44.6%	4.4	9.9%	49.5%	(0.5)	(1.0%)
<b>Total Occupancy Percentage</b>	<b>65.8%</b>	<b>62.4%</b>	<b>3.4</b>	<b>5.4%</b>	<b>68.4%</b>	<b>(2.6)</b>	<b>(3.8%)</b>
Vacant	34.2%	37.6%	(3.4)	(9.0%)	31.6%	2.6	8.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$3,289,644</b>	<b>\$2,848,253</b>	<b>\$441,391</b>	<b>15.5%</b>	<b>\$3,056,612</b>	<b>\$233,032</b>	<b>7.6%</b>
Comp	\$61,735	\$62,871	(\$1,136)	(1.8%)	\$74,555	(\$12,820)	(17.2%)
28 Day	\$4,789,788	\$3,717,066	\$1,072,722	28.9%	\$4,558,187	\$231,601	5.1%
Total Revenue	\$8,141,167	\$6,628,190	\$1,512,977	22.8%	\$7,689,354	\$451,813	5.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$51.27</b>	<b>\$41.25</b>	<b>\$10.02</b>	<b>24.3%</b>	<b>\$41.18</b>	<b>\$10.09</b>	<b>24.5%</b>
Comp	\$58.96	\$57.67	\$1.29	2.2%	\$60.61	(\$1.65)	(2.7%)
28 Day	\$25.16	\$21.08	\$4.08	19.4%	\$23.04	\$2.12	9.2%



## Reno-Sparks Convention and Visitors Authority

### Vacation Rental Statistics - Year To Date

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	143,516	106,581	36,935	34.7%	111,203	32,313	29.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	75,100	78,862	(3,762)	(4.8%)	84,288	(9,188)	(10.9%)
<b>Total Occupied Rooms</b>	<b>218,616</b>	<b>185,443</b>	<b>33,173</b>	<b>17.9%</b>	<b>195,491</b>	<b>23,125</b>	<b>11.8%</b>
Vacant	73,911	(2,137)	76,048	(3558.1%)	72,443	1,468	2.0%
Total Available Rooms	292,527	183,306	109,221	59.6%	267,934	24,593	9.2%
<b>Percentage of Occupancy</b>							
Cash	49.1%	58.1%	(9.0)	(15.5%)	41.5%	7.6	18.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	25.7%	43.0%	(17.3)	(40.2%)	31.5%	(5.8)	(18.4%)
<b>Total Occupancy Percentage</b>	<b>74.7%</b>	<b>101.2%</b>	<b>(26.5)</b>	<b>(26.2%)</b>	<b>73.0%</b>	<b>1.7</b>	<b>2.3%</b>
Vacant	25.3%	-1.2%	26.5	(2208.3%)	27.0%	(1.7)	(6.3%)
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$35,589,365</b>	<b>\$26,333,447</b>	<b>\$9,255,918</b>	<b>35.1%</b>	<b>\$29,211,426</b>	<b>\$6,377,939</b>	<b>21.8%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$6,848,508	\$6,689,277	\$159,231	2.4%	\$7,834,721	(\$986,213)	(12.6%)
Total Revenue	\$42,437,873	\$33,022,725	\$9,415,148	28.5%	\$37,046,147	\$5,391,726	14.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$247.98</b>	<b>\$247.07</b>	<b>\$0.91</b>	<b>0.4%</b>	<b>\$262.69</b>	<b>(\$14.71)</b>	<b>(5.6%)</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$91.19	\$84.82	\$6.37	7.5%	\$92.95	(\$1.76)	(1.9%)

## Reno-Sparks Convention and Visitors Authority

### Timeshare Statistics - Year To Date

**March 2023**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	24,278	18,386	5,892	32.0%	19,457	4,821	24.8%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>24,278</b>	<b>18,386</b>	<b>5,892</b>	<b>32.0%</b>	<b>19,457</b>	<b>4,821</b>	<b>24.8%</b>
Vacant	83,181	24,814	58,367	235.2%	87,534	(4,353)	(5.0%)
Total Available Rooms	107,459	43,200	64,259	148.7%	106,991	468	0.4%
<b>Percentage of Occupancy</b>							
Cash	22.6%	42.6%	(20.0)	(46.9%)	18.2%	4.4	24.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>22.6%</b>	<b>42.6%</b>	<b>(20.0)</b>	<b>(46.9%)</b>	<b>18.2%</b>	<b>4.4</b>	<b>24.2%</b>
Vacant	77.4%	57.4%	20.0	34.8%	81.8%	(4.4)	(5.4%)
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,648,928</b>	<b>\$2,159,785</b>	<b>\$489,143</b>	<b>22.6%</b>	<b>\$2,518,534</b>	<b>\$130,394</b>	<b>5.2%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$2,648,928	\$2,159,785	\$489,143	22.6%	\$2,518,534	\$130,394	5.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$109.11</b>	<b>\$117.47</b>	<b>(\$8.36)</b>	<b>(7.1%)</b>	<b>\$129.44</b>	<b>(\$20.33)</b>	<b>(15.7%)</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

## Reno-Sparks Convention and Visitors Authority

### Home Owner Rentals - Year To Date

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
<b>Occupied Rooms</b>							
Cash	7,427	8,790	(1,363)	(15.5%)	9,736	(2,309)	(23.7%)
Comp	19	-	19	100.0%	2	17	850.0%
28 Day	3,008	3,660	(652)	(17.8%)	3,222	(214)	(6.6%)
<b>Total Occupied Rooms</b>	<b>10,454</b>	<b>12,449</b>	<b>(1,995)</b>	<b>(16.0%)</b>	<b>12,960</b>	<b>(2,506)</b>	<b>(19.3%)</b>
Vacant	41,967	34,301	7,666	22.4%	44,081	(2,114)	(4.8%)
Total Available Rooms	52,421	46,750	5,671	12.1%	57,041	(4,620)	(8.1%)
<b>Percentage of Occupancy</b>							
Cash	14.2%	18.8%	(4.6)	(24.5%)	17.1%	(2.9)	(17.0%)
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	5.7%	7.8%	(2.1)	(26.9%)	0.0%	5.7	100.0%
<b>Total Occupancy Percentage</b>	<b>19.9%</b>	<b>26.6%</b>	<b>(6.7)</b>	<b>(25.2%)</b>	<b>0.0%</b>	<b>19.9</b>	<b>100.0%</b>
Vacant	80.1%	73.4%	6.7	9.1%	0.0%	80.1	100.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	0.0%	100.0	100.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,451,709</b>	<b>\$2,827,589</b>	<b>(\$375,880)</b>	<b>(13.3%)</b>	<b>\$3,447,476</b>	<b>(\$995,767)</b>	<b>(28.9%)</b>
Comp	\$2,066	\$0	\$2,066	100.0%	\$559	\$1,507	269.6%
28 Day	\$373,290	\$384,894	(\$11,604)	(3.0%)	\$375,315	(\$2,025)	(0.5%)
Total Revenue	\$2,827,065	\$3,212,483	(\$385,418)	(12.0%)	\$3,823,350	(\$996,285)	(26.1%)
<b>Average Rates</b>							
<b>Cash</b>	<b>\$330.11</b>	<b>\$321.70</b>	<b>\$8.41</b>	<b>2.6%</b>	<b>\$354.10</b>	<b>(\$23.99)</b>	<b>(6.8%)</b>
Comp	\$108.74	\$0.00	\$108.74	100.0%	\$279.50	(\$170.76)	(61.1%)
28 Day	\$124.10	\$105.17	\$18.93	18.0%	\$116.49	\$7.61	6.5%

**Reno-Sparks Convention and Visitors Authority  
Taxable Revenue by District  
March 2023**

	March 2023		March 2022		Increase (Decrease)		Year to Date July 2022 - March 2023	Prior Year July 2021 - March 2022	Increase (Decrease)	
	\$		\$		\$	%			\$	%
Reno B	\$ 16,395,233		\$ 17,636,600		\$ (1,241,367)	-7.0%	\$ 158,949,363	\$ 153,983,547	\$ 4,965,816	3.2%
Reno D	\$ 7,822,676		\$ 6,621,522		\$ 1,201,155	18.1%	\$ 75,966,231	\$ 74,429,018	\$ 1,537,213	2.1%
Reno E	\$ 1,113,352		\$ 1,144,126		\$ (30,774)	-2.7%	\$ 9,736,392	\$ 8,487,138	\$ 1,249,254	14.7%
<b>Total Reno</b>	<b>\$ 25,331,260</b>		<b>\$ 25,402,248</b>		<b>\$ (70,986)</b>	<b>-0.3%</b>	<b>\$ 244,651,986</b>	<b>\$ 236,899,703</b>	<b>\$ 7,752,283</b>	<b>3.3%</b>
Washoe A	\$ 85,584		\$ 152,391		\$ (66,806)	-43.8%	\$ 689,410	\$ 760,251	\$ (70,841)	-9.3%
Washoe B	\$ 3,729,802		\$ 4,951,344		\$ (1,221,542)	-24.7%	\$ 53,223,384	\$ 49,747,474	\$ 3,475,910	7.0%
<b>Total Washoe County</b>	<b>\$ 3,815,386</b>		<b>\$ 5,103,735</b>		<b>\$ (1,288,348)</b>	<b>-25.2%</b>	<b>\$ 53,912,794</b>	<b>\$ 50,507,725</b>	<b>\$ 3,405,069</b>	<b>6.7%</b>
<b>Sparks</b>	<b>\$ 4,743,848</b>		<b>\$ 4,921,095</b>		<b>\$ (177,247)</b>	<b>-3.6%</b>	<b>\$ 44,368,819</b>	<b>\$ 44,247,550</b>	<b>\$ 121,269</b>	<b>0.3%</b>
<b>Total Taxable Revenue</b>	<b>\$ 33,890,495</b>		<b>\$ 35,427,078</b>		<b>\$ (1,536,583)</b>	<b>-4.3%</b>	<b>\$ 342,933,599</b>	<b>\$ 331,654,978</b>	<b>\$ 11,278,621</b>	<b>3.4%</b>

Tax District	Location
Reno B	Suburban Reno
Reno D	Downtown Reno
Reno E	1 Mile Radius from Downtown
Sparks	City of Sparks
Washoe A	Washoe County (excluding Incline Village)
Washoe B	Incline Village

**Reno-Sparks Convention and Visitors Authority  
Taxable Occupied Rooms by District  
March 2023**

	March 2023	March 2022	Increase (Decrease)		Year to Date July 2022 - March 2023	Prior Year July 2021 - March 2022	Increase (Decrease)	
			\$	%			\$	%
Reno B	124,778	134,461	(9,683)	(7.2%)	1,134,345	1,147,630	(13,285)	(1.2%)
Reno D	65,640	67,891	(2,251)	(3.3%)	599,004	618,556	(19,552)	(3.2%)
Reno E	7,795	8,194	(399)	(4.9%)	63,137	60,372	2,765	4.6%
<b>Total Reno</b>	<b>198,213</b>	<b>210,546</b>	<b>(12,333)</b>	<b>(5.9%)</b>	<b>1,796,486</b>	<b>1,826,558</b>	<b>(30,072)</b>	<b>(1.6%)</b>
Washoe A	2,105	1,732	373	21.5%	14,302	14,778	(476)	(3.2%)
Washoe B	16,891	17,250	(359)	(2.1%)	152,101	149,186	2,915	2.0%
<b>Total Washoe County</b>	<b>18,996</b>	<b>18,982</b>	<b>14</b>	<b>0.1%</b>	<b>166,403</b>	<b>163,964</b>	<b>2,439</b>	<b>1.5%</b>
<b>Sparks</b>	<b>43,524</b>	<b>46,794</b>	<b>(3,270)</b>	<b>(7.0%)</b>	<b>383,740</b>	<b>392,223</b>	<b>(8,483)</b>	<b>(2.2%)</b>
<b>Total Taxable Rooms</b>	<b>260,733</b>	<b>276,322</b>	<b>(15,589)</b>	<b>(5.6%)</b>	<b>2,346,629</b>	<b>2,382,745</b>	<b>(36,116)</b>	<b>(1.5%)</b>

Tax District	Location
Reno B	Suburban Reno
Reno D	Downtown Reno
Reno E	1 Mile Radius from Downtown
Sparks	City of Sparks
Washoe A	Washoe County (excluding Incline Village)
Washoe B	Incline Village

**Reno-Sparks Convention and Visitors Authority  
Average Daily Rate by District  
March 2023**

	March 2023		March 2022		Increase (Decrease)		Year to Date		Prior Year		Increase (Decrease)			
					\$	%	July 2022 - March 2023	July 2021 - March 2022			\$	%		
Reno B	\$	131.40	\$	131.17	\$	0.23	0.2%	\$	140.12	\$	134.18	\$	5.95	4.4%
Reno D	\$	119.18	\$	97.53	\$	21.64	22.2%	\$	126.82	\$	120.33	\$	6.49	5.4%
Reno E	\$	142.83	\$	139.63	\$	3.20	2.3%	\$	154.21	\$	140.58	\$	13.63	9.7%
<b>Total Reno</b>	<b>\$</b>	<b>127.80</b>	<b>\$</b>	<b>120.65</b>	<b>\$</b>	<b>7.15</b>	<b>5.9%</b>	<b>\$</b>	<b>136.18</b>	<b>\$</b>	<b>129.70</b>	<b>\$</b>	<b>6.49</b>	<b>5.0%</b>
Washoe A	\$	40.66	\$	87.99	\$	(47.33)	-53.8%	\$	48.20	\$	51.44	\$	(3.24)	-6.3%
Washoe B	\$	220.82	\$	287.03	\$	(66.22)	-23.1%	\$	349.92	\$	333.46	\$	16.46	4.9%
<b>Total Washoe County</b>	<b>\$</b>	<b>200.85</b>	<b>\$</b>	<b>268.87</b>	<b>\$</b>	<b>(68.02)</b>	<b>-25.3%</b>	<b>\$</b>	<b>323.99</b>	<b>\$</b>	<b>308.04</b>	<b>\$</b>	<b>15.95</b>	<b>5.2%</b>
<b>Sparks</b>	<b>\$</b>	<b>108.99</b>	<b>\$</b>	<b>105.17</b>	<b>\$</b>	<b>3.83</b>	<b>3.6%</b>	<b>\$</b>	<b>115.62</b>	<b>\$</b>	<b>112.81</b>	<b>\$</b>	<b>2.81</b>	<b>2.5%</b>
<b>Total Average Daily Rate</b>	<b>\$</b>	<b>129.98</b>	<b>\$</b>	<b>128.21</b>	<b>\$</b>	<b>1.77</b>	<b>1.4%</b>	<b>\$</b>	<b>146.14</b>	<b>\$</b>	<b>139.19</b>	<b>\$</b>	<b>6.95</b>	<b>5.0%</b>

Tax District	Location
Reno B	Suburban Reno
Reno D	Downtown Reno
Reno E	1 Mile Radius from Downtown
Sparks	City of Sparks
Washoe A	Washoe County except Incline
Washoe B	Incline Village