RENO-SPARKS CONVENTION & VISITORS AUTHORITY

November 2025 Room Statistics Compared to the Prior Year

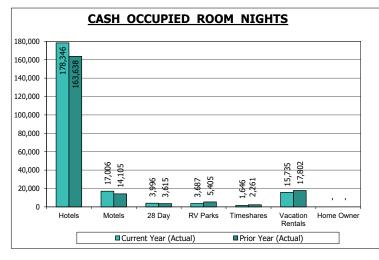
Taxable room revenues for the month of November 2025 are \$27,501,200 and above November of the prior year by \$1,474,634 (5.7%). Cash occupied room nights of 220,416 are above prior year by 13,590 (6.6%). Comp occupied room nights of 66,881 are above prior year by 1,751 (2.7%), and 28-day occupied room nights of 85,089 are above prior year by 2,814 (3.4%). Total occupied rooms for the month of November 2025 (Cash, Comp, 28-day) are 18,155 (5.1%) compared to the prior year.

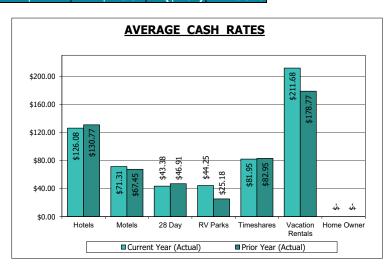
Overall, the Washoe County occupancy percentage of 58.4% for the month is 6.4% above to the 54.9% level of the prior year. There were 7,167 (-1.1%) less available rooms for the month compared to the prior year.

Overall cash average rates for November 2025 of \$124.77 decreased \$1.07 (0.9%), compared to \$125.84 for the prior year.

Year-to-date cash occupied room nights of 1,428,881 are 11,259 (0.8%) above prior year. Cash average rates year-to-date of \$146.76 are \$2.15 (-1.4%) below the prior year. Year-to-date, total taxable room revenues of \$209,697,401 are (-0.7%) below prior year.

| | November 2025 | | | | | | | | | | | |
|------------------|---------------|-----------------------|----------------------|------------|------------|---------------|--|--|--|--|--|--|
| | Available | Cash | Average (| Cash Rate | Increase (| Decrease) | | | | | | |
| Segments | Rooms | Occupied Rooms | Current Year | Prior Year | \$ | % | | | | | | |
| | | | | | | | | | | | | |
| Hotels | 460,432 | 178,346 | \$126.08 | \$130.77 | (\$4.69) | -3.6% | | | | | | |
| | | | | | | | | | | | | |
| Motels | 31,819 | 17,006 | \$71.31 | \$67.45 | \$3.86 | 5.7% | | | | | | |
| 20.5 | 60.044 | 2 224 | h 42 20 | | (+0.50) | = = 0/ | | | | | | |
| 28 Day | 63,241 | 3,996 | \$43.38 | \$46.91 | (\$3.53) | -7.5% | | | | | | |
| RV Parks | 36,960 | 3,687 | \$44.25 | \$25.18 | \$19.07 | 75.7% | | | | | | |
| RV Parks | 30,960 | 3,007 | \$ 44 .25 | \$25.16 | \$19.07 | /5./% | | | | | | |
| Timeshares | 12,086 | 1,646 | \$81.95 | \$82.95 | (\$1.00) | -1.2% | | | | | | |
| Timeshares | 12,000 | 1,010 | φ01.55 | ψ02.33 | (ψ1.00) | 1.270 | | | | | | |
| Vacation Rentals | 33,341 | 15,735 | \$211.68 | \$178.77 | \$32.91 | 18.4% | | | | | | |
| | , | , , , , , | , | | , | | | | | | | |
| Home Owner | - | - | - | - | \$0.00 | 0.0% | | | | | | |
| | | | | | | | | | | | | |
| Totals | 637,879 | 220,416 | \$124.77 | \$125.84 | (\$1.07) | -0.9% | | | | | | |





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Combined Room Statistics

| | | | Increase (Decrease) | | | Increase (Decrease) | |
|-----------------------------------|--------------|--------------|---------------------|---------|--------------|---------------------|----------|
| Description | Actual | Budget | \$ | % | Last Year | \$ | % |
| Taxable Room Revenues | \$27,501,200 | \$24,766,410 | \$2,734,790 | 11.0% | \$26,026,566 | \$1,474,634 | 5.7% |
| Occupied Rooms - Cash | 220,416 | 204,851 | 15,565 | 7.6% | 206,826 | 13,590 | 6.6% |
| Average Rate - Cash | \$124.77 | \$120.90 | \$3.87 | 3.2% | \$125.84 | (\$1.07) | (0.9%) |
| Occupied Rooms | | | | | | | |
| Cash | 220,416 | 204,851 | 15,565 | 7.6% | 206,826 | 13,590 | 6.6% |
| Comp | 66,881 | 66,431 | 450 | 0.7% | 65,130 | 1,751 | 2.7% |
| 28 Day | 85,089 | 82,203 | 2,886 | 3.5% | 82,275 | 2,814 | 3.4% |
| · | | | | | | · | |
| Total Occupied Rooms | 372,386 | 353,486 | 18,900 | 5.3% | 354,231 | 18,155 | 5.1% |
| Percentage of Occupancy | | | | | | | |
| Cash | 34.6% | 31.1% | 3.5 | 11.3% | 32.1% | 2.5 | 7.8% |
| Comp | 10.5% | 10.1% | 0.4 | 4.0% | 10.1% | 0.4 | 4.0% |
| 28 Day | 13.3% | 12.5% | 0.8 | 6.4% | 12.8% | 0.5 | 3.9% |
| Total Percentage of Occupancy | 58.4% | 53.6% | 4.8 | 9.0% | 54.9% | 3.5 | 6.4% |
| Market Segments | | | | | | | |
| Occupied Rooms - Cash | | | | | | | |
| Hotels | 178,346 | 162,002 | 16,344 | 10.1% | 163,638 | 14,708 | 9.0% |
| Motels | 17,006 | 13,823 | 3,183 | 23.0% | 14,105 | 2,901 | 20.6% |
| 28 Day Motels | 3,996 | 3,651 | 345 | 9.4% | 3,615 | 381 | 10.5% |
| R.V. Parks | 3,687 | 5,135 | (1,448) | (28.2%) | 5,405 | (1,718) | (31.8%) |
| Vacation Rentals | 15,735 | 17,980 | (2,245) | (12.5%) | 17,802 | (2,067) | (11.6%) |
| Timehares | 1,646 | 2,261 | (615) | (27.2%) | 2,261 | (615) | (27.2%) |
| Home Owner Rentals | - | - | - | 0.0% | - | - | 0.0% |
| Total Occupied - Cash | 220,416 | 204,851 | 15,565 | 7.6% | 206,826 | 13,590 | 6.6% |
| Percentage of Occupancy - Cash | | | | | | | |
| Hotels | 38.7% | 34.6% | 4.1 | 11.8% | 35.5% | 3.2 | 9.0% |
| Motels | 53.4% | 40.0% | 13.4 | 33.5% | 43.7% | 9.7 | 22.2% |
| 28 Day Motels | 6.3% | 5.3% | 1.0 | 18.9% | 5.7% | 0.6 | 10.5% |
| R.V. Parks | 10.0% | 12.0% | (2.0) | (16.7%) | 13.1% | (3.1) | (23.7%) |
| Vacation Rentals | 47.2% | 53.9% | (6.7) | (12.4%) | 48.8% | (1.6) | (3.3%) |
| Timeshares | 13.6% | 20.2% | (6.6) | (32.7%) | 21.3% | (7.7) | (36.2%) |
| Home Owner Rentals | 0.0% | 0.0% | 0.0 | 0.0% | 0.0% | 0.0 | 0.0% |
| Total Occupancy Percentage - Cash | 34.6% | 31.1% | 3.5 | 11.3% | 32.1% | 2.5 | 7.8% |
| Average Rates - Cash | | | | | | | |
| Hotels | \$126.08 | \$124.89 | \$1.19 | 1.0% | \$130.77 | (\$4.69) | (3.6%) |
| Motels | \$71.31 | \$65.43 | \$5.88 | 9.0% | \$67.45 | \$3.86 | 5.7% |
| 28 Day Motels | \$43.38 | \$45.50 | (\$2.12) | (4.7%) | \$46.91 | (\$3.53) | (7.5%) |
| R.V. Parks | \$44.25 | \$24.68 | \$19.57 | 79.3% | \$25.18 | \$19.07 | 75.7% |
| Vacation Rentals | \$211.68 | \$175.19 | \$36.49 | 20.8% | \$178.77 | \$32.91 | 18.4% |
| Timeshares | \$81.95 | \$82.95 | (\$1.00) | (1.2%) | \$82.95 | (\$1.00) | (1.2%) |
| Home Owner Rentals | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| Total Cash Average Rate | \$124.77 | \$120.90 | \$3.87 | 3.2% | \$125.84 | (\$1.07) | (0.9%) |
| . Jan. Jan. Arolago Nato | ¥22.11,7 | Ψ120.30 | 40.07 | 5.2 /5 | Ψ120.0T | (42.07) | (0.5 /0) |

Combined Room Statistics

| | | | Increase (Deci | rease) | | Increase (Decr | ease) |
|-----------------------------|--------------|--------------|----------------|---------|--------------|----------------|--------|
| | Actual | Budget | \$ | % | Last Year | \$ | % |
| Occupied Rooms | | | | | | | |
| Cash | 220,416 | 204,851 | 15,565 | 7.6% | 206,826 | 13,590 | 6.6% |
| Comp | 66,881 | 66,431 | 450 | 0.7% | 65,130 | 1,751 | 2.7% |
| 28 Day | 85,089 | 82,203 | 2,886 | 3.5% | 82,275 | 2,814 | 3.4% |
| Total Occupied Rooms | 372,386 | 353,486 | 18,900 | 5.3% | 354,231 | 18,155 | 5.1% |
| Vacant | 265,493 | 305,804 | (40,311) | (13.2%) | 290,815 | (25,322) | (8.7%) |
| Total Available Rooms | 637,879 | 659,290 | (21,411) | (3.2%) | 645,046 | (7,167) | (1.1%) |
| Percentage of Occupancy | | | | | | | |
| Cash | 34.6% | 31.1% | 3.5 | 11.3% | 32.1% | 2.5 | 7.8% |
| Comp | 10.5% | 10.1% | 0.4 | 4.0% | 10.1% | 0.4 | 4.0% |
| 28 Day | 13.3% | 12.5% | 0.8 | 6.4% | 12.8% | 0.5 | 3.9% |
| Total Occupancy Percentage | 58.4% | 53.6% | 4.8 | 9.0% | 54.9% | 3.5 | 6.4% |
| Vacant | 41.6% | 46.4% | (4.8) | (10.3%) | 45.1% | (3.5) | (7.8%) |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$27,501,200 | \$24,766,410 | \$2,734,790 | 11.0% | \$26,026,566 | \$1,474,634 | 5.7% |
| Comp | \$8,189,089 | \$8,238,141 | (\$49,052) | (0.6%) | \$8,076,891 | \$112,198 | 1.4% |
| 28 Day | \$3,984,714 | \$3,698,352 | \$286,362 | 7.7% | \$3,706,927 | \$277,787 | 7.5% |
| Total Revenue | \$39,675,003 | \$36,702,903 | \$2,972,100 | 8.1% | \$37,810,384 | \$1,864,619 | 4.9% |
| Average Rates | | | | | | | |
| Cash | \$124.77 | \$120.90 | \$3.87 | 3.2% | \$125.84 | (\$1.07) | (0.9%) |
| Comp | \$122.44 | \$124.01 | (\$1.57) | (1.3%) | \$124.01 | (\$1.57) | (1.3%) |
| 28 Day | \$46.83 | \$44.99 | \$1.84 | 4.1% | \$45.06 | \$1.77 | 3.9% |

Hotel Statistics

| | | | Increase (Deci | rease) | | Increase (Decre | Increase (Decrease) | |
|-----------------------------|--------------|--------------|----------------|---------|--------------|-----------------|---------------------|--|
| | Actual | Budget | \$ | % | Last Year | \$ | % | |
| Occupied Rooms | | | | | | | | |
| Cash | 178,346 | 162,002 | 16,344 | 10.1% | 163,638 | 14,708 | 9.0% | |
| Comp | 66,859 | 66,353 | 506 | 0.8% | 65,052 | 1,807 | 2.8% | |
| 28 Day | 8,785 | 7,087 | 1,698 | 24.0% | 7,159 | 1,626 | 22.7% | |
| Total Occupied Rooms | 253,990 | 235,442 | 18,548 | 7.9% | 235,849 | 18,141 | 7.7% | |
| Vacant | 206,442 | 233,398 | (26,956) | (11.5%) | 224,686 | (18,244) | (8.1%) | |
| Total Available Rooms | 460,432 | 468,840 | (8,408) | (1.8%) | 460,535 | (103) | 0.0% | |
| Percentage of Occupancy | | | | | | | | |
| Cash | 38.7% | 34.6% | 4.1 | 11.8% | 35.5% | 3.2 | 9.0% | |
| Comp | 14.5% | 14.2% | 0.3 | 2.1% | 14.1% | 0.4 | 2.8% | |
| 28 Day | 1.9% | 1.5% | 0.4 | 26.7% | 1.6% | 0.3 | 18.8% | |
| Total Occupancy Percentage | 55.2% | 50.2% | 5.0 | 10.0% | 51.2% | 4.0 | 7.8% | |
| Vacant | 44.8% | 49.8% | (5.0) | (10.0%) | 48.8% | (4.0) | (8.2%) | |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% | |
| Revenue | | | | | | | | |
| Cash - Taxable | \$22,486,330 | \$20,231,629 | \$2,254,701 | 11.1% | \$21,399,631 | \$1,086,699 | 5.1% | |
| Comp | \$8,187,617 | \$8,232,422 | (\$44,805) | (0.5%) | \$8,071,171 | \$116,446 | 1.4% | |
| 28 Day | \$955,715 | \$855,734 | \$99,981 | 11.7% | \$864,389 | \$91,326 | 10.6% | |
| Total Revenue | \$31,629,662 | \$29,319,785 | \$2,309,877 | 7.9% | \$30,335,191 | \$1,294,471 | 4.3% | |
| Average Rates | | | | | | | | |
| Cash | \$126.08 | \$124.89 | \$1.19 | 1.0% | \$130.77 | (\$4.69) | (3.6%) | |
| Comp | \$122.46 | \$124.07 | (\$1.61) | (1.3%) | \$124.07 | (\$1.61) | (1.3%) | |
| 28 Day | \$108.79 | \$120.74 | (\$11.95) | (9.9%) | \$120.74 | (\$11.95) | (9.9%) | |
| | | | | | | | | |

Motel Statistics

| | | | Increase (Dec | rease) | | Increase (Dec | rease) |
|-----------------------------------|-------------|-------------|---------------|---------|-------------|---------------|---------|
| | Actual | Budget | \$ | % | Last Year | \$ | % |
| Occupied Rooms | | | | | | | |
| Cash | 17,006 | 13,823 | 3,183 | 23.0% | 14,105 | 2,901 | 20.6% |
| Comp | 8 | 11 | (3) | (27.3%) | 11 | (3) | (27.3%) |
| 28 Day | 2,501 | 2,939 | (438) | (14.9%) | 2,939 | (438) | (14.9%) |
| Total Occupied Rooms | 19,515 | 16,773 | 2,742 | 16.3% | 17,055 | 2,460 | 14.4% |
| Vacant | 12,304 | 17,817 | (5,513) | (30.9%) | 15,234 | (2,930) | (19.2%) |
| Total Available Rooms | 31,819 | 34,590 | (2,771) | (8.0%) | 32,289 | (470) | (1.5%) |
| Percentage of Occupancy | | | | | | | |
| Cash | 53.4% | 40.0% | 13.4 | 33.5% | 43.7% | 9.7 | 22.2% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 7.9% | 8.5% | (0.6) | (7.1%) | 9.1% | (1.2) | (13.2%) |
| Total Occupancy Percentage | 61.3% | 48.5% | 12.8 | 26.4% | 52.8% | 8.5 | 16.1% |
| Vacant | 38.7% | 51.5% | (12.8) | (24.9%) | 47.2% | (8.5) | (18.0%) |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$1,212,698 | \$904,384 | \$308,314 | 34.1% | \$951,313 | \$261,385 | 27.5% |
| Comp | \$900 | \$1,419 | (\$519) | (36.6%) | \$1,419 | (\$519) | (36.6%) |
| 28 Day | \$94,227 | \$121,763 | (\$27,536) | (22.6%) | \$121,761 | (\$27,534) | (22.6%) |
| Total Revenue | \$1,307,825 | \$1,027,566 | \$280,259 | 27.3% | \$1,074,493 | \$233,332 | 21.7% |
| Average Rates | | | | | | | |
| Cash | \$71.31 | \$65.43 | \$5.88 | 9.0% | \$67.45 | \$3.86 | 5.7% |
| Comp | \$112.50 | \$129.00 | (\$16.50) | (12.8%) | \$129.00 | (\$16.50) | (12.8%) |
| 28 Day | \$37.68 | \$41.43 | (\$3.75) | (9.1%) | \$41.43 | (\$3.75) | (9.1%) |
| 20 20, | 437.00 | VIII | (45.75) | (3.176) | Ψ11.13 | (45.75) | |

28 Day Motel Statistics

| | | | Increase (Dec | rease) | | Increase (Decr | rease) |
|-----------------------------------|-------------|-------------|---------------|---------|-------------|----------------|--------|
| | Actual | Budget | \$ | % | Last Year | \$ | % |
| Occupied Rooms | | - | | | | | |
| Cash | 3,996 | 3,651 | 345 | 9.4% | 3,615 | 381 | 10.5% |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | 43,264 | 43,094 | 170 | 0.4% | 43,094 | 170 | 0.4% |
| Total Occupied Rooms | 47,260 | 46,745 | 515 | 1.1% | 46,709 | 551 | 1.2% |
| Vacant | 15,981 | 21,715 | (5,734) | (26.4%) | 17,116 | (1,135) | (6.6%) |
| Total Available Rooms | 63,241 | 68,460 | (5,219) | (7.6%) | 63,825 | (584) | (0.9%) |
| Percentage of Occupancy | | | | | | | |
| Cash | 6.3% | 5.3% | 1.0 | 18.9% | 5.7% | 0.6 | 10.5% |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 68.4% | 62.9% | 5.5 | 8.7% | 67.5% | 0.9 | 1.3% |
| Total Occupancy Percentage | 74.7% | 68.3% | 6.4 | 9.4% | 73.2% | 1.5 | 2.0% |
| Vacant | 25.3% | 31.7% | (6.4) | (20.2%) | 26.8% | (1.5) | (5.6%) |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$173,365 | \$166,137 | \$7,228 | 4.4% | \$169,596 | \$3,769 | 2.2% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$1,385,171 | \$1,380,301 | \$4,870 | 0.4% | \$1,380,318 | \$4,853 | 0.4% |
| Total Revenue | \$1,558,536 | \$1,546,438 | \$12,098 | 0.8% | \$1,549,914 | \$8,622 | 0.6% |
| Average Rates | | | | | | | |
| Cash | \$43.38 | \$45.50 | (\$2.12) | (4.7%) | \$46.91 | (\$3.53) | (7.5%) |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$32.02 | \$32.03 | (\$0.01) | 0.0% | \$32.03 | (\$0.01) | 0.0% |
| | | | | | | | |

RV Park Statistics

| | | | Increase (Decr | ease) | | Increase (Dec | rease) |
|----------------------------|-----------|-----------|----------------|----------|-----------|---------------|----------|
| | Actual | Budget | \$ | % | Last Year | \$ | % |
| Occupied Rooms | | | | | | | |
| Cash | 3,687 | 5,135 | (1,448) | (28.2%) | 5,405 | (1,718) | (31.8%) |
| Comp | 14 | 67 | (53) | (79.1%) | 67 | (53) | (79.1%) |
| 28 Day | 23,555 | 21,830 | 1,725 | 7.9% | 21,830 | 1,725 | 7.9% |
| Total Occupied Rooms | 27,256 | 27,032 | 224 | 0.8% | 27,302 | (46) | (0.2%) |
| Vacant | 9,704 | 15,808 | (6,104) | (38.6%) | 13,996 | (4,292) | (30.7%) |
| Total Available Rooms | 36,960 | 42,840 | (5,880) | (13.7%) | 41,298 | (4,338) | (10.5%) |
| Percentage of Occupancy | | | | | | | |
| Cash | 10.0% | 12.0% | (2.0) | (16.7%) | 13.1% | (3.1) | (23.7%) |
| Comp | 0.0% | 0.2% | (0.2) | (100.0%) | 0.2% | (0.2) | (100.0%) |
| 28 Day | 63.7% | 51.0% | 12.7 | 24.9% | 52.9% | 10.8 | 20.4% |
| Total Occupancy Percentage | 73.7% | 63.1% | 10.6 | 16.8% | 66.1% | 7.6 | 11.5% |
| Vacant | 26.3% | 36.9% | (10.6) | (28.7%) | 33.9% | (7.6) | (22.4%) |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$163,137 | \$126,707 | \$36,430 | 28.8% | \$136,087 | \$27,050 | 19.9% |
| Comp | \$572 | \$4,301 | (\$3,729) | (86.7%) | \$4,301 | (\$3,729) | (86.7%) |
| 28 Day | \$781,519 | \$596,614 | \$184,905 | 31.0% | \$596,505 | \$185,014 | 31.0% |
| Total Revenue | \$945,228 | \$727,622 | \$217,606 | 29.9% | \$736,893 | \$208,335 | 28.3% |
| Average Rates | | | | | | | |
| Cash | \$44.25 | \$24.68 | \$19.57 | 79.3% | \$25.18 | \$19.07 | 75.7% |
| Comp | \$40.86 | \$64.19 | (\$23.33) | (36.3%) | \$64.19 | (\$23.33) | (36.3%) |
| 28 Day | \$33.18 | \$27.33 | \$5.85 | 21.4% | \$27.33 | \$5.85 | 21.4% |
| | | | | | | | |

Vacation Rental Statistics

| | | | Increase (Dec | rease) | | Increase (Deci | ease) |
|----------------------------|-------------|-------------|---------------|---------|-------------|----------------|---------|
| | Actual | Budget | \$ | % | Last Year | \$ | % |
| Occupied Rooms | | | | | | · | |
| Cash | 15,735 | 17,980 | (2,245) | (12.5%) | 17,802 | (2,067) | (11.6%) |
| Comp | · - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | 6,984 | 7,253 | (269) | (3.7%) | 7,253 | (269) | (3.7%) |
| , | | | ` ' | ` 1 | · | ` ' | . , |
| Total Occupied Rooms | 22,719 | 25,233 | (2,514) | (10.0%) | 25,055 | (2,336) | (9.3%) |
| Vacant | 10,622 | 8,127 | 2,495 | 30.7% | 11,421 | (799) | (7.0%) |
| Total Available Rooms | 33,341 | 33,360 | (19) | (0.1%) | 36,476 | (3,135) | (8.6%) |
| Percentage of Occupancy | | | | | | | |
| Cash | 47.2% | 53.9% | (6.7) | (12.4%) | 48.8% | (1.6) | (3.3%) |
| Comp | 0.0% | 0.0% | - | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 20.9% | 21.7% | (0.8) | (3.7%) | 19.9% | 1.0 | 5.0% |
| Total Occupancy Percentage | 68.1% | 75.6% | (7.5) | (9.9%) | 68.7% | (0.6) | (0.9%) |
| Vacant | 31.9% | 24.4% | 7.5 | 30.7% | 31.3% | 0.6 | 1.9% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$3,330,773 | \$3,150,002 | \$180,771 | 5.7% | \$3,182,392 | \$148,381 | 4.7% |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$768,082 | \$743,940 | \$24,142 | 3.2% | \$743,954 | \$24,128 | 3.2% |
| Total Revenue | \$4,098,855 | \$3,893,943 | \$204,912 | 5.3% | \$3,926,346 | \$172,509 | 4.4% |
| Average Rates | | | | | | | |
| Cash | \$211.68 | \$175.19 | \$36.49 | 20.8% | \$178.77 | \$32.91 | 18.4% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$109.98 | \$102.57 | \$7.41 | 7.2% | \$102.57 | \$7.41 | 7.2% |
| | | | | | | | |

Timeshare Statistics

| | Actual | Budget | | | | | |
|----------------------------|-----------|-----------|------------|---------|-----------|------------|---------|
| | | Duuyet | \$ | % | Last Year | \$ | % |
| Occupied Rooms | | | | | | | |
| Cash | 1,646 | 2,261 | (615) | (27.2%) | 2,261 | (615) | (27.2%) |
| Comp | - | - | - | 0.0% | - | - | 0.0% |
| 28 Day | - | - | - | 0.0% | - | - | 0.0% |
| Total Occupied Rooms | 1,646 | 2,261 | (615) | (27.2%) | 2,261 | (615) | (27.2%) |
| Vacant | 10,440 | 8,939 | 1,501 | 16.8% | 8,362 | 2,078 | 24.9% |
| Total Available Rooms | 12,086 | 11,200 | 886 | 7.9% | 10,623 | 1,463 | 13.8% |
| Percentage of Occupancy | | | | | | | |
| Cash | 13.6% | 20.2% | (6.6) | (32.7%) | 21.3% | (7.7) | (36.2%) |
| 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 | 13.6% | 20.2% | (6.6) | (32.7%) | 21.3% | (7.7) | (36.2%) |
| Vacant | 86.4% | 79.8% | 6.6 | 8.3% | 78.7% | 7.7 | 9.8% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$134,897 | \$187,550 | (\$52,653) | (28.1%) | \$187,547 | (\$52,650) | (28.1%) |
| Comp | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$0 | \$0 | \$0 | 0.0% | \$0 | \$0 | 0.0% |
| Total Revenue | \$134,897 | \$187,550 | (\$52,653) | (28.1%) | \$187,547 | (\$52,650) | (28.1%) |
| Average Rates | | | | | | | |
| Cash | \$81.95 | \$82.95 | (\$1.00) | (1.2%) | \$82.95 | (\$1.00) | (1.2%) |
| 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 Rental

| | | | Increase (Decrease) | | | Increase (Decrease) | |
|----------------------------|--------|--------|---------------------|------|------------|---------------------|------|
| | Actual | Budget | \$ | % | Last Year | \$ | % |
| Occupied Rooms | | | | | | | |
| Cash | - | - | - | - | - | - | 0.0% |
| Comp | - | - | - | - | - | - | 0.0% |
| 28 Day | - | - | - | - | - | - | 0.0% |
| Total Occupied Rooms | - | - | - | - | - | - | 0.0% |
| Vacant | - | - | - | - | - | - | 0.0% |
| Total Available Rooms | - | - | - | - | - | - | 0.0% |
| Percentage of Occupancy | | | | | | | |
| Cash | 0.0% | 0.0% | - | - | 0.0% | - | 0.0% |
| Comp | 0.0% | 0.0% | - | - | 0.0% | - | 0.0% |
| 28 Day | 0.0% | 0.0% | - | - | 0.0% | - | 0.0% |
| Total Occupancy Percentage | 0.0% | 0.0% | - | - | 0.0% | - | 0.0% |
| Vacant | 0.0% | 0.0% | - | - | 0.0% | - | 0.0% |
| Total (must equal 100.0%) | 0.0% | 0.0% | - | - | 0.0% | - | 0.0% |
| Revenue | | | | | | | |
| Cash - Taxable | \$0 | \$0 | - | 0.0% | \$0 | \$0 | 0.0% |
| Comp | \$0 | \$0 | - | 0.0% | \$0 | \$0 | 0.0% |
| 28 Day | \$0 | \$0 | - | 0.0% | \$0 | \$0 | 0.0% |
| Total Revenue | \$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

| | | | Increase (Decre | ease) | | Increase (Decre | ease) |
|-----------------------------------|---------------|----------------|-----------------|---------|---------------|-----------------|---------|
| Description | Actual | Budget | \$ | % | Prior Year | \$ | % |
| Taxable Room Revenues | \$209,697,401 | \$198,204,406 | \$11,492,995 | 5.8% | \$211,101,837 | (\$1,404,436) | (0.7%) |
| Occupied Rooms - Cash | 1,428,881 | 1,386,626 | 42,255 | 3.0% | 1,417,622 | 11,259 | 0.8% |
| Average Rate - Cash | \$146.76 | \$142.94 | \$3.82 | 2.7% | \$148.91 | (\$2.15) | (1.4%) |
| Occupied Rooms | | | | | | | |
| Cash | 1,428,881 | 1,386,626 | 42,255 | 3.0% | 1,417,622 | 11,259 | 0.8% |
| Comp | 398,247 | 412,208 | (13,961) | (3.4%) | 402,565 | (4,318) | (1.1%) |
| 28 Day | 429,116 | 424,485 | 4,631 | 1.1% | 434,246 | (5,130) | (1.2%) |
| Total Occupied Rooms | 2,256,244 | 2,223,319 | 32,925 | 1.5% | 2,254,433 | 1,811 | 0.1% |
| Percentage of Occupancy | | | | | | | |
| Cash | 42.7% | 41.2% | 1.5 | 3.6% | 42.1% | 0.6 | 1.4% |
| Comp | 11.9% | 12.2% | (0.3) | (2.5%) | 12.0% | (0.1) | (0.8%) |
| 28 Day | 12.8% | 12.6% | 0.2 | 1.6% | 12.9% | (0.1) | (0.8%) |
| Total Percentage of Occupancy | 67.4% | 66.0% | 1.4 | 2.1% | 67.0% | 0.4 | 0.6% |
| Market Segments | | | | | | | |
| Occupied Rooms - Cash | | | | | | | |
| Hotels | 1,168,082 | 1,118,506 | 49,576 | 4.4% | 1,147,075 | 21,007 | 1.8% |
| Motels | 93,501 | 87,571 | 5,930 | 6.8% | 89,536 | 3,965 | 4.4% |
| 28 Day Motels | 22,684 | 20,368 | 2,316 | 11.4% | 20,166 | 2,518 | 12.5% |
| R.V. Parks | 39,810 | 48,758 | (8,948) | (18.4%) | 50,224 | (10,414) | (20.7%) |
| Vacation Rentals | 89,994 | 92,715 | (2,721) | (2.9%) | 91,797 | (1,803) | (2.0%) |
| Timeshares | 11,616 | 15,371 | (3,755) | (24.4%) | 15,371 | (3,755) | (24.4%) |
| Home Owner Rentals | 3,194 | 3,338 | (144) | (4.3%) | 3,453 | (259) | (7.5%) |
| Total Occupied - Cash | 1,428,881 | 1,386,626 | 42,255 | 3.0% | 1,417,622 | 11,259 | 0.8% |
| Percentage of Occupancy - Cash | | | | | | | |
| Hotels | 49.2% | 46.9% | 2.3 | 4.9% | 48.3% | 0.9 | 1.9% |
| Motels | 52.2% | 49.6% | 2.6 | 5.2% | 51.9% | 0.3 | 0.6% |
| 28 Day Motels | 7.0% | 5.8% | 1.2 | 20.7% | 5.9% | 1.1 | 18.6% |
| R.V. Parks | 19.2% | 22.3% | (3.1) | (13.9%) | 23.4% | (4.2) | (17.9%) |
| Vacation Rentals | 49.6% | 54.5% | (4.9) | (9.0%) | 50.1% | (0.5) | (1.0%) |
| Timeshares | 21.3% | 29.6% | (8.3) | (28.0%) | 27.0% | (5.7) | (21.1%) |
| Home Owner Rentals | 13.0% | 21.3% | (8.3) | (39.0%) | 14.8% | (1.8) | (12.2%) |
| Total Occupancy Percentage - Cash | 42.7% | 41.2% | 1.5 | 3.6% | 42.1% | 0.6 | 1.4% |
| Average Rates - Cash | | | | | | | |
| Hotels | \$149.36 | \$147.30 | \$2.06 | 1.4% | \$153.91 | (\$4.55) | (3.0%) |
| Motels | \$95.60 | \$84.93 | \$10.67 | 12.6% | \$87.12 | \$8.48 | 9.7% |
| 28 Day Motels | \$47.00 | \$49.15 | (\$2.15) | (4.4%) | \$50.07 | (\$3.07) | (6.1%) |
| R.V. Parks | \$60.73 | \$48.43 | \$12.30 | 25.4% | \$49.49 | \$11.24 | 22.7% |
| Vacation Rental | \$231.09 | \$220.48 | \$10.61 | 4.8% | \$226.99 | \$4.10 | 1.8% |
| Timeshares | \$76.32 | \$81.87 | (\$5.55) | (6.8%) | \$81.86 | (\$5.54) | (6.8%) |
| Home Owner Rentals | \$353.34 | \$284.93 | \$68.41 | 24.0% | \$336.69 | \$16.65 | 4.9% |
| Total Cash Average Rate | \$146.76 | \$142.94 | \$3.82 | 2.7% | \$148.91 | (\$2.15) | (1.4%) |
| iotai Casii Avelaye Rate | \$140.70 | 7142.34 | \$3.0Z | 2.770 | \$140.31 | (\$2.13) | (1.4%) |

Combined Room Statistics - Year To Date

| | | | Increase (Decr | ease) | |
|-----------------------------------|---------------|---------------|----------------|--------|---------------|
| | Actual | Budget | \$ | % | Prior Year |
| Occupied Rooms | | · | | | • |
| Cash | 1,428,881 | 1,386,626 | 42,255 | 3.0% | 1,417,622 |
| Comp | 398,247 | 412,208 | (13,961) | (3.4%) | 402,565 |
| 28 Day | 429,116 | 424,485 | 4,631 | 1.1% | 434,246 |
| Total Occupied Rooms | 2,256,244 | 2,223,319 | 32,925 | 1.5% | 2,254,433 |
| Vacant | 1,089,504 | 1,145,612 | (56,108) | (4.9%) | 1,111,761 |
| Total Available Rooms | 3,345,748 | 3,368,931 | (23,183) | (0.7%) | 3,366,194 |
| Percentage of Occupancy | | | | | |
| Cash | 42.7% | 41.2% | 1.5 | 3.6% | 42.1% |
| Comp | 11.9% | 12.2% | (0.3) | (2.5%) | 12.0% |
| 28 Day | 12.8% | 12.6% | 0.2 | 1.6% | 12.9% |
| Total Occupancy Percentage | 67.4% | 66.0% | 1.4 | 2.1% | 67.0% |
| Vacant | 32.6% | 34.0% | (1.4) | (4.1%) | 33.0% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | 100.0% |
| Revenue | | | | | |
| Cash - Taxable | \$209,697,401 | \$198,204,406 | \$11,492,995 | 5.8% | \$211,101,837 |
| Comp | \$54,453,565 | \$55,539,209 | (\$1,085,644) | (2.0%) | \$54,218,794 |
| 28 Day | \$19,658,965 | \$19,344,747 | \$314,218 | 1.6% | \$20,459,552 |
| Total Revenue | \$283,809,931 | \$273,088,362 | \$10,721,569 | 3.9% | \$285,780,183 |
| Average Rates | | | | | |
| Cash | \$146.76 | \$142.94 | \$3.82 | 2.7% | \$148.91 |
| Comp | \$136.73 | \$134.74 | \$1.99 | 1.5% | \$134.68 |
| 28 Day | \$45.81 | \$45.57 | \$0.24 | 0.5% | \$47.12 |
| | | | | | |

| | Increase (D | ecrease) |
|---------------|---------------|----------|
| Prior Year | \$ | % |
| 1,417,622 | 11,259 | 0.8% |
| 402,565 | (4,318) | (1.1%) |
| 434,246 | (5,130) | (1.2%) |
| 2,254,433 | 1,811 | 0.1% |
| 1,111,761 | (22,257) | (2.0%) |
| 3,366,194 | (20,446) | (0.6%) |
| 42.1% | 0.6 | 1.4% |
| 12.0% | (0.1) | (0.8%) |
| 12.9% | (0.1) | (0.8%) |
| 67.0% | 0.4 | 0.6% |
| 33.0% | (0.4) | (1.2%) |
| 100.0% | - | 0.0% |
| \$211,101,837 | (\$1,404,436) | (0.7%) |
| \$54,218,794 | \$234,771 | 0.4% |
| \$20,459,552 | (\$800,587) | (3.9%) |
| \$285,780,183 | (\$1,970,252) | (0.7%) |
| \$148.91 | (\$2.15) | (1.4%) |
| \$134.68 | \$2.05 | 1.5% |
| \$47.12 | (\$1.31) | (2.8%) |

Hotel Statistics - Year To Date

| | | | Increase (Decrease) | | |
|----------------------------|---------------|---------------|---------------------|---------|--|
| | Actual | Budget | \$ | % | |
| Occupied Rooms | | | | | |
| Cash | 1,168,082 | 1,118,506 | 49,576 | 4.4% | |
| Comp | 397,586 | 411,435 | (13,849) | (3.4%) | |
| 28 Day | 36,663 | 31,380 | 5,283 | 16.8% | |
| Total Occupied Rooms | 1,602,331 | 1,561,321 | 41,010 | 2.6% | |
| /acant | 774,007 | 825,795 | (51,788) | (6.3%) | |
| Total Available Rooms | 2,376,338 | 2,387,116 | (10,778) | (0.5%) | |
| Percentage of Occupancy | | | | | |
| Cash | 49.2% | 46.9% | 2.3 | 4.9% | |
| Comp | 16.7% | 17.2% | (0.5) | (2.9% | |
| 28 Day | 1.5% | 1.3% | 0.2 | 15.4% | |
| Total Occupancy Percentage | 67.4% | 65.4% | 2.0 | 3.1% | |
| /acant | 32.6% | 34.6% | (2.0) | (5.8%) | |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | |
| Revenue | | | | | |
| Cash - Taxable | \$174,462,575 | \$164,753,543 | \$9,709,032 | 5.9% | |
| Comp | \$54,398,771 | \$55,478,160 | (\$1,079,389) | (1.9%) | |
| 28 Day | \$3,934,530 | \$3,764,355 | \$170,175 | 4.5% | |
| Total Revenue | \$232,795,876 | \$223,996,057 | \$8,799,819 | 3.9% | |
| Average Rates | | | | | |
| Cash | \$149.36 | \$147.30 | \$2.06 | 1.4% | |
| Comp | \$136.82 | \$134.84 | \$1.98 | 1.5% | |
| 28 Day | \$107.32 | \$119.96 | (\$12.64) | (10.5%) | |

| 21,007 (4,200) (4,100) | 1.8% (1.0%) (10.1%) |
|------------------------------|---|
| 21,007 (4,200) | 1.8% (1.0%) |
| (4,200) | (1.0%) |
| (4,200) | (1.0%) |
| (4,100) | (10.1%) |
| | , , , |
| 12,707 | 0.8% |
| (10,630) | (1.4%) |
| 2,077 | 0.1% |
| 0.9 | 1.9% |
| | (1.2%) |
| (0.2) | (11.8%) |
| 0.4 | 0.6% |
| (0.4) | (1.2%) |
| - | 0.0% |
| (\$2,085,318) | (1.2%) |
| \$241,033 | 0.4% |
| (\$911,748) | (18.8%) |
| (\$2,756,033) | (1.2%) |
| (\$4.55) | (3.0%) |
| \$2.03 | 1.5% |
| (\$11.57) | (9.7%) |
| | 2,077 0.9 (0.2) (0.2) 0.4 (0.4) - (\$2,085,318) \$241,033 (\$911,748) (\$2,756,033) |

Motel Statistics - Year To Date

| | | | Increase (Decrease) | |
|---------------------------|-------------|-------------|---------------------|--------|
| | Actual | Budget | \$ | % |
| Occupied Rooms | | | • | |
| Cash | 93,501 | 87,571 | 5,930 | 6.89 |
| Comp | 100 | 133 | (33) | (24.8% |
| 28 Day | 13,140 | 15,806 | (2,666) | (16.9% |
| Total Occupied Rooms | 106,741 | 103,510 | 3,231 | 3.1% |
| acant (acant | 72,397 | 72,899 | (502) | (0.7% |
| otal Available Rooms | 179,138 | 176,409 | 2,729 | 1.5% |
| Percentage of Occupancy | | | | |
| ash | 52.2% | 49.6% | 2.6 | 5.29 |
| Comp | 0.1% | 0.1% | - | 0.0% |
| 8 Day | 7.3% | 9.0% | (1.7) | (18.9% |
| otal Occupancy Percentage | 59.6% | 58.7% | 0.9 | 1.5% |
| acant /acant | 40.4% | 41.3% | (0.9) | (2.2% |
| otal (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% |
| Revenue | | | | |
| Cash - Taxable | \$8,938,677 | \$7,437,622 | \$1,501,055 | 20.2% |
| omp | \$10,416 | \$16,583 | (\$6,167) | (37.2% |
| 8 Day | \$523,472 | 725,075.80 | (\$201,604) | (27.8% |
| Total Revenue | \$9,472,565 | \$8,179,281 | \$1,293,284 | 15.8% |
| Average Rates | | | | |
| Cash | \$95.60 | \$84.93 | \$10.67 | 12.6% |
| Comp | \$104.16 | \$124.68 | (\$20.52) | (16.5% |
| 28 Day | \$39.84 | \$45.87 | (\$6.03) | (13.1% |

| | Increase (Decr | |
|-------------|----------------|----------|
| Prior Year | \$ | % |
| 00 536 | 2.065 | 4.40/ |
| 89,536 | 3,965 | 4.4% |
| 133 | (33) | (24.8%) |
| 15,806 | (2,666) | (16.9%) |
| 105,475 | 1,266 | 1.2% |
| 67,105 | 5,292 | 7.9% |
| 172,580 | 6,558 | 3.8% |
| 51.9% | 0.3 | 0.6% |
| 0.1% | - | 0.0% |
| 9.2% | (1.9) | (20.7%) |
| 5.270 | (1.5) | (20.770) |
| 61.1% | (1.5) | (2.5%) |
| 38.9% | 1.5 | 3.9% |
| 100.0% | - | 0.0% |
| \$7,800,769 | \$1,137,908 | 14.6% |
| \$16,583 | (\$6,167) | (37.2%) |
| \$725,078 | (\$201,606) | (27.8%) |
| \$8,542,430 | \$930,135 | 10.9% |
| \$87.12 | \$8.48 | 9.7% |
| \$124.68 | (\$20.52) | (16.5%) |
| \$45.87 | (\$6.03) | (13.1%) |
| | | |

28 Day Motel Statistics - Year To Date

| | | | Increase (Dec | rease) |
|-----------------------------------|-------------|-------------|---------------|---------|
| | Actual | Budget | \$ | % |
| Occupied Rooms | | | | |
| Cash | 22,684 | 20,368 | 2,316 | 11.4% |
| Comp | - | - | - | 0.0% |
| 28 Day | 222,796 | 230,813 | (8,017) | (3.5%) |
| Total Occupied Rooms | 245,480 | 251,181 | (5,701) | (2.3%) |
| Vacant | 77,089 | 97,965 | (20,876) | (21.3%) |
| Total Available Rooms | 322,569 | 349,146 | (26,577) | (7.6%) |
| Percentage of Occupancy | | | | |
| Cash | 7.0% | 5.8% | 1.2 | 20.7% |
| Comp | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 69.1% | 66.1% | 3.0 | 4.5% |
| Total Occupancy Percentage | 76.1% | 71.9% | 4.2 | 5.8% |
| Vacant | 23.9% | 28.1% | (4.2) | (14.9%) |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% |
| Revenue | | | | |
| Cash - Taxable | \$1,066,203 | \$1,001,098 | \$65,105 | 6.5% |
| Comp | \$0 | \$0 | \$0 | 0.0% |
| 28 Day | \$7,319,864 | \$7,270,343 | \$49,521 | 0.7% |
| Total Revenue | \$8,386,067 | \$8,271,442 | \$114,625 | 1.4% |
| Average Rates | | | | |
| Cash | \$47.00 | \$49.15 | (\$2.15) | (4.4%) |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$32.85 | \$31.50 | \$1.35 | 4.3% |

| | Increase (D | ecrease) |
|-------------|-------------|----------|
| Prior Year | \$ | % |
| 20,166 | 2,518 | 12.5% |
| - | - | 0.0% |
| 230,813 | (8,017) | (3.5%) |
| 250,979 | (5,499) | (2.2%) |
| 89,894 | (12,805) | (14.2%) |
| 340,873 | (18,304) | (5.4%) |
| 5.9% | 1.1 | 18.6% |
| 0.0% | - | 0.0% |
| 67.7% | 1.4 | 2.1% |
| 73.6% | 2.5 | 3.4% |
| 26.4% | (2.5) | (9.5%) |
| 100.0% | - | 0.0% |
| \$1,009,650 | \$56,553 | 5.6% |
| \$0 | \$0 | 0.0% |
| \$7,269,939 | \$49,925 | 0.7% |
| \$8,279,589 | \$106,478 | 1.3% |
| \$50.07 | (\$3.07) | (6.1%) |
| \$0.00 | \$0.00 | 0.0% |
| \$31.50 | \$1.35 | 4.3% |

RV Park Statistics - Year To Date

| | | | Increase (Decrease) | | |
|----------------------------|-------------|-------------|---------------------|---------|--|
| | Actual | Budget | \$ | % | |
| Occupied Rooms | | | | | |
| Cash | 39,810 | 48,758 | (8,948) | (18.4%) | |
| Comp | 561 | 640 | (79) | (12.3%) | |
| 28 Day | 114,020 | 104,773 | 9,247 | 8.8% | |
| Total Occupied Rooms | 154,391 | 154,171 | 220 | 0.1% | |
| Vacant | 52,540 | 64,313 | (11,773) | (18.3%) | |
| Total Available Rooms | 206,931 | 218,484 | (11,553) | (5.3%) | |
| Percentage of Occupancy | | | | | |
| Cash | 19.2% | 22.3% | (3.1) | (13.9%) | |
| Comp | 0.3% | 0.3% | - | 0.0% | |
| 28 Day | 55.1% | 48.0% | 7.1 | 14.8% | |
| Total Occupancy Percentage | 74.6% | 70.6% | 4.0 | 5.7% | |
| Vacant | 25.4% | 29.4% | (4.0) | (13.6%) | |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% | |
| Revenue | | | | | |
| Cash - Taxable | \$2,417,832 | \$2,361,358 | \$56,474 | 2.4% | |
| Comp | \$44,378 | \$44,467 | (\$89) | (0.2%) | |
| 28 Day | \$3,361,731 | \$2,897,929 | \$463,802 | 16.0% | |
| Total Revenue | \$5,823,941 | \$5,303,753 | \$520,188 | 9.8% | |
| Average Rates | | | | | |
| Cash | \$60.73 | \$48.43 | \$12.30 | 25.4% | |
| Comp | \$79.11 | \$69.48 | \$9.63 | 13.9% | |
| 28 Day | \$29.48 | \$27.66 | \$1.82 | 6.6% | |

| | Increase (E | |
|---------------------------|--------------------------|-----------------------|
| Prior Year | \$ | % |
| 50,224 | (10,414) | (20.7%) |
| 640 | (79) | (12.3%) |
| 104,773 | 9,247 | 8.8% |
| | | |
| 155,637 | (1,246) | (0.8%) |
| 59,237 | (6,697) | (11.3%) |
| 214,874 | (7,943) | (3.7%) |
| | | |
| 23.4% | (4.2) | (17.9%) |
| 0.3% | - | 0.0% |
| 48.8% | 6.3 | 12.9% |
| 72.4% | 2.2 | 3.0% |
| 27.6% | (2.2) | (8.0%) |
| 100.0% | - | 0.0% |
| \$2,485,751 | (\$67,919) | (2.7%) |
| \$44,467 | (\$89) | (0.2%) |
| \$2,897,902 | \$463,829 | 16.0% |
| \$5,428,120 | \$395,821 | 7.3% |
| | *** ** | 22 70/ |
| \$49.49 \$69.48 | \$11.24 \$9.63 | 22.7% 13.9% |
| \$69.48 \$27.66 | \$9.63 \$1.82 | 6.6% |
| | | |

Vacation Rental Statistics - Year To Date

| | | | Increase (Dec | rease) |
|-----------------------------------|--------------|--------------|---------------|--------|
| | Actual | Budget | \$ | % |
| Occupied Rooms | | | | |
| Cash | 89,994 | 92,715 | (2,721) | (2.9%) |
| Comp | - | - | - | 0.0% |
| 28 Day | 41,497 | 40,864 | 633 | 1.5% |
| Total Occupied Rooms | 131,491 | 133,579 | (2,088) | (1.6%) |
| Vacant | 50,073 | 36,557 | 13,516 | 37.0% |
| Total Available Rooms | 181,564 | 170,136 | 11,428 | 6.7% |
| Percentage of Occupancy | | | | |
| Cash | 49.6% | 54.5% | (4.9) | (9.0%) |
| Comp | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 22.9% | 24.0% | (1.1) | (4.6%) |
| Total Occupancy Percentage | 72.4% | 78.5% | (6.1) | (7.8%) |
| Vacant | 27.6% | 21.5% | 6.1 | 28.4% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% |
| Revenue | | | | |
| Cash - Taxable | \$20,797,010 | \$20,441,385 | \$355,625 | 1.7% |
| Comp | \$0 | \$0 | \$0 | 0.0% |
| 28 Day | \$4,396,508 | \$4,580,010 | (\$183,502) | (4.0%) |
| Total Revenue | \$25,193,518 | \$25,021,395 | \$172,123 | 0.7% |
| Average Rates | | | | |
| Cash | \$231.09 | \$220.48 | \$10.61 | 4.8% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$105.95 | \$112.08 | (\$6.13) | (5.5%) |

| | Increase (E | Decrease) |
|--------------|-------------|--------------|
| Prior Year | \$ | % |
| | (4.000) | (0.00() |
| 91,797 | (1,803) | (2.0%) |
| 40,864 | 633 | 0.0% 1.5% |
| 40,004 | 033 | 1.5 /0 |
| 132,661 | (1,170) | (0.9%) |
| | | |
| 50,596 | (523) | (1.0%) |
| 183,257 | (1,693) | (0.9%) |
| | | |
| 50.1% | (0.5) | (1.0%) |
| 0.0% | - | 0.0% |
| 22.3% | 0.6 | 2.7% |
| | | |
| 72.4% | - | 0.0% |
| 27.6% | | 0.0% |
| 27.0% | - | 0.0% |
| 100.0% | - | 0.0% |
| | | |
| \$20,836,848 | (\$39,838) | (0.2%) |
| \$0 | \$0 | 0.0% |
| \$4,579,979 | (\$183,471) | (4.0%) |
| | | |
| \$25,416,827 | (\$223,309) | (0.9%) |
| | | |
| \$226.99 | \$4.10 | 1.8% |
| \$0.00 | \$0.00 | 0.0% |
| \$112.08 | (\$6.13) | (5.5%) |
| | | |

Timeshare Statistics - Year To Date

| | | | Increase (Decrease) | |
|----------------------------|-----------|-------------|---------------------|--------|
| | Actual | Budget | \$ | % |
| Occupied Rooms | | | | |
| Cash | 11,616 | 15,371 | (3,755) | (24.4% |
| Comp | - | - | - | 0.09 |
| 28 Day | - | - | - | 0.09 |
| Total Occupied Rooms | 11,616 | 15,371 | (3,755) | (24.4% |
| acant (acant | 42,976 | 36,629 | 6,347 | 17.3% |
| otal Available Rooms | 54,592 | 52,000 | 2,592 | 5.0% |
| Percentage of Occupancy | | | | |
| Cash | 21.3% | 29.6% | (8.3) | (28.0% |
| Comp | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 0.0% | 0.0% | - | 0.0% |
| Total Occupancy Percentage | 21.3% | 29.6% | (8.3) | (28.0% |
| /acant | 78.7% | 70.4% | 8.3 | 11.8% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% |
| Revenue | | | | |
| Cash - Taxable | \$886,528 | \$1,258,375 | (\$371,847) | (29.5% |
| omp | \$0 | \$0 | \$0 | 0.0% |
| 8 Day | \$0 | \$0 | \$0 | 0.0% |
| Total Revenue | \$886,528 | \$1,258,375 | (\$371,847) | (29.5% |
| Average Rates | | | | |
| Cash | \$76.32 | \$81.87 | (\$5.55) | (6.8% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$0.00 | \$0.00 | \$0.00 | 0.09 |

| | Increase (Decr | ease) |
|-------------|----------------|----------|
| Prior Year | \$ | % |
| 15,371 | (3,755) | (24.4%) |
| - | - | 0.0% |
| 378 | (378) | (100.0%) |
| 15,749 | (4,133) | (26.2%) |
| 41,257 | 1,719 | 4.2% |
| 57,006 | (2,414) | (4.2%) |
| 27.0% | (5.7) | (21.1%) |
| 0.0% | - | 0.0% |
| 0.7% | (0.7) | (100.0%) |
| 27.6% | (6.3) | (22.8%) |
| 72.4% | 6.3 | 8.7% |
| 100.0% | - | 0.0% |
| \$1,258,337 | (\$371,809) | (29.5%) |
| \$0 | \$0 | 0.0% |
| \$33,345 | (\$33,345) | (100.0%) |
| \$1,291,682 | (\$405,154) | (31.4%) |
| \$81.86 | (\$5.54) | (6.8%) |
| \$0.00 | \$0.00 | 0.0% |
| \$88.21 | (\$88.21) | (100.0%) |

Home Owner Rentals - Year To Date

| | | | Increase (Decr | |
|----------------------------|-------------|-------------|----------------|---------------|
| | Actual | Budget | \$ | % |
| Occupied Rooms | 2.404 | 2 220 | (4.44) | (4.20() |
| Cash | 3,194 | 3,338 | (144) | (4.3%) |
| Comp 28 Day | 1,000 | - 849 | - 151 | 0.0% 17.8% |
| 26 Day | 1,000 | 049 | 151 | 17.0% |
| Total Occupied Rooms | 4,194 | 4,187 | 7 | 0.2% |
| Vacant | 20,422 | 11,453 | 8,969 | 78.3% |
| Total Available Rooms | 24,616 | 15,640 | 8,976 | 57.4% |
| Percentage of Occupancy | | | | |
| Cash | 13.0% | 21.3% | (8.3) | (39.0%) |
| Comp | 0.0% | 0.0% | - | 0.0% |
| 28 Day | 4.1% | 5.4% | (1.3) | (24.1%) |
| Total Occupancy Percentage | 17.0% | 26.8% | (9.8) | (36.6%) |
| Vacant | 83.0% | 73.2% | 9.8 | 13.4% |
| Total (must equal 100.0%) | 100.0% | 100.0% | - | 0.0% |
| Revenue | | | | |
| Cash - Taxable | \$1,128,576 | \$951,026 | \$177,550 | 18.7% |
| Comp | \$0 | \$0 | \$0 | 0.0% |
| 28 Day | \$122,860 | \$107,033 | \$15,827 | 14.8% |
| Total Revenue | \$1,251,436 | \$1,058,059 | \$193,377 | 18.3% |
| Average Rates | | | | |
| Cash | \$353.34 | \$284.93 | \$68.41 | 24.0% |
| Comp | \$0.00 | \$0.00 | \$0.00 | 0.0% |
| 28 Day | \$122.86 | \$126.07 | (\$3.21) | (2.5%) |

| | Increase (Decre | |
|-------------|-----------------|----------|
| Prior Year | \$ | % |
| 3,453 | (259) | (7.5%) |
| 5, 155 | (6) | (100.0%) |
| 849 | 151 | 17.8% |
| 4,308 | (114) | (2.6%) |
| | | |
| 19,035 | 1,387 | 7.3% |
| 23,343 | 1,273 | 5.5% |
| 14.8% | (1.8) | (12.2%) |
| 0.0% | - | 0.0% |
| 3.6% | 0.5 | 13.9% |
| 18.5% | (1.5) | (8.1%) |
| 81.5% | 1.5 | 1.8% |
| 100.0% | - | 0.0% |
| \$1,162,589 | (\$34,013) | (2.9%) |
| \$6 | (\$6) | (100.0%) |
| \$107,031 | \$15,829 | 14.8% |
| \$1,269,626 | (\$18,190) | (1.4%) |
| \$336.69 | \$16.65 | 4.9% |
| \$1.00 | (\$1.00) | (100.0%) |
| \$126.07 | (\$3.21) | (2.5%) |
| | | |

Reno-Sparks Convention and Visitors Authority Taxable Revenue by District November 2025

| | 2025 | 2024 | Increase (Decre | ease) | Year to Date | Prior Year | | Increase (Decre | ase) |
|-----------------------|------------------|------------------|-----------------|--------|----------------------|----------------------|----|-----------------|--------|
| | November | November | \$ | % | July - November 2025 | July - November 2024 | | \$ | % |
| Reno B | \$ 14,117,261 | \$ 12,830,023 | \$ 1,287,239 | 10.0% | \$ 106,100,946 | \$ 100,976,627 | \$ | 5,124,319 | 5.1% |
| Reno D | \$ 5,281,624 | \$ 5,417,075 | \$ (135,450) | -2.5% | \$ 43,270,279 | \$ 44,355,595 | \$ | (1,085,315) | -2.4% |
| Reno E | \$ 1,151,876 | \$ 1,073,433 | \$ 78,444 | 7.3% | \$ 7,219,458 | \$ 6,089,125 | \$ | 1,130,333 | 18.6% |
| Total Reno | \$ 20,550,762 | \$ 19,320,531 | \$ 1,230,232 | 6.4% | \$ 156,590,683 | \$ 151,421,346 | \$ | 5,169,336 | 3.4% |
| Washoe A | \$ 176,507 | \$ 128,798 | \$ 47,709 | 37.0% | \$ 1,269,782 | \$ 814,824 | \$ | 454,958 | 55.8% |
| Washoe B | \$ 2,733,891 | \$ 3,073,973 | \$ (340,083) | -11.1% | \$ 24,923,179 | \$ 33,802,056 | \$ | (8,878,878) | -26.3% |
| Total Washoe County | \$ 2,910,397 | \$ 3,202,771 | \$ (292,373) | -9.1% | \$ 26,192,961 | \$ 34,616,880 | \$ | (8,423,919) | -24.3% |
| Sparks | \$ 4,040,041 | \$ 3,503,265 | \$ 536,776 | 15.3% | \$ 26,913,758 | \$ 25,063,610 | \$ | 1,850,147 | 7.4% |
| Total Taxable Revenue | \$ 27,501,200 | \$ 26,026,566 | \$ 1,474,634 | 5.7% | \$ 209,697,401 | \$ 211,101,837 | \$ | (1,404,436) | -0.7% |

| 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 November 2025

| | 2025 | 2024 | Increase (Dec | rease) | Year to Date | Prior Year | Increase (Decrease) | | | |
|---------------------|----------|----------|---------------|--------|----------------------|----------------------|---------------------|---------|--|--|
| | November | November | # | % | July - November 2025 | July - November 2024 | # | % | | |
| Reno B | 113,217 | 103,838 | 9,379 | 9.0% | 726,990 | 704,527 | 22,463 | 3.2% | | |
| Reno D | 45,500 | 45,121 | 379 | 0.8% | 327,022 | 343,594 | (16,572) | (4.8%) | | |
| Reno E | 9,361 | 8,590 | 771 | 9.0% | 52,228 | 47,613 | 4,615 | 9.7% | | |
| Total Reno | 168,078 | 157,549 | 10,529 | 6.7% | 1,106,240 | 1,095,734 | 10,506 | 1.0% | | |
| Washoe A | 2,150 | 1,711 | 439 | 25.7% | 12,289 | 9,504 | 2,785 | 29.3% | | |
| Washoe B | 10,364 | 10,925 | (561) | (5.1%) | 78,259 | 92,235 | (13,976) | (15.2%) | | |
| Total Washoe County | 12,514 | 12,636 | (122) | (1.0%) | 90,548 | 101,739 | (11,191) | (11.0%) | | |
| Sparks | 39,824 | 36,641 | 3,183 | 8.7% | 232,093 | 220,149 | 11,944 | 5.4% | | |
| Total Taxable Rooms | 220,416 | 206,826 | 13,590 | 6.6% | 1,428,881 | 1,417,622 | 11,259 | 0.8% | | |

| 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 November 2025

| | | 2025 | 2025 2024 Increase (Decrease | | Increase (Decrease | =) | Year to Date | Prior Year | | | Increase (Decrease) | | | |
|----------------------------|------|----------|------------------------------|----------|--------------------|------------|--------------|----------------------|----|----------------------|---------------------|---------|--------|--|
| | | November | | November | | \$ | % | July - November 2025 | | July - November 2024 | | \$ | % | |
| Reno B | \$ | 124.69 | \$ | 123.56 | \$ | 1.13 | 0.9% | \$ 145.95 | \$ | 143.33 | \$ | 2.62 | 1.8% | |
| Reno D | \$ | 116.08 | \$ | 120.06 | \$ | (3.98) | -3.3% | \$ 132.32 | \$ | 129.09 | \$ | 3.22 | 2.5% | |
| Reno E | \$ | 123.05 | \$ | 124.96 | \$ | (1.91) | -1.5% | \$ 138.23 | \$ | 127.89 | \$ | 10.34 | 8.1% | |
| Total Reno | \$ | 122.27 | \$ | 122.63 | \$ | (0.36) | -0.3% | \$ 141.55 | \$ | 138.19 | \$ | 3.36 | 2.4% | |
| Washoe A | \$ | 82.10 | \$ | 75.28 | \$ | 6.82 | 9.1% | \$ 103.33 | \$ | 85.73 | \$ | 17.59 | 20.5% | |
| Washoe B | \$ | 263.79 | \$ | 281.37 | \$ | (17.58) | -6.2% | \$ 318.47 | \$ | 366.48 | \$ | (48.01) | -13.1% | |
| Total Washoe County | \$ | 232.57 | \$ | 253.46 | \$ | (20.89) | -8.2% | \$ 289.27 | \$ | 340.25 | \$ | (50.98) | -15.0% | |
| Sparks | _\$_ | 101.45 | \$ | 95.61 | \$ | 5.84 | 6.1% | \$ 115.96 | \$ | 113.85 | \$ | 2.11 | 1.9% | |
| Total Average Daily Rate | \$ | 124.77 | \$ | 125.84 | \$ | (1.07) | -0.9% | \$ 146.76 | \$ | 148.91 | \$ | (2.15) | -1.4% | |

| 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 |