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

# <u>September 2024</u> Room Statistics Compared to the Prior Year

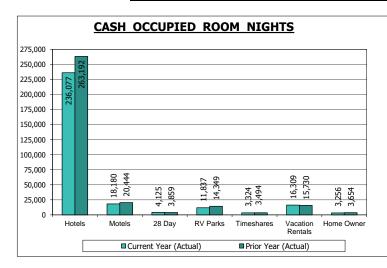
Taxable room revenues for the month of September 2024 are \$43,156,001 and below September of the prior year by \$11,778,713 (-21.4%). Cash occupied room nights of 293,108 are below prior year by 31,614 (-9.7%). Comp occupied room nights of 82,838 are above prior year by 955 (1.2%), and 28-day occupied room nights of 87,812 are below prior year by 592 (-0.7%). Total occupied rooms for the month of September 2024 (Cash, Comp, 28-day) are 31,251 (-6.3%) below the prior year.

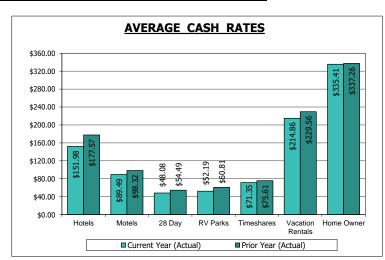
Overall, the Washoe County occupancy percentage of 67.3% for the month is 7.9% below the 73.1% level of the prior year. There were 12,810 (1.9%) more available rooms for the month compared to the prior year.

Overall cash average rates for September 2024 of \$147.24 decreased \$21.93 (-13.0%), compared to \$169.17 for the prior year.

Year-to-date cash occupied room nights of 938,022 are 30,477 (-3.1%) below prior year. Cash average rates year-to-date of \$158.19 are \$9.04 (-5.4%) below the prior year. Year-to-date, total taxable room revenues of \$148,390,316 are (-5.4%) below prior year.

|                  | September 2024 |                       |                     |            |            |            |  |  |  |  |  |
|------------------|----------------|-----------------------|---------------------|------------|------------|------------|--|--|--|--|--|
|                  | Available      | Cash                  | Average (           | Cash Rate  | Increase ( | (Decrease) |  |  |  |  |  |
| Segments         | Rooms          | <b>Occupied Rooms</b> | <b>Current Year</b> | Prior Year | \$         | %          |  |  |  |  |  |
|                  |                |                       |                     |            |            |            |  |  |  |  |  |
| Hotels           | 479,289        | 236,077               | \$151.98            | \$177.57   | (\$25.59)  | -14.4%     |  |  |  |  |  |
|                  |                |                       |                     |            | (1)        |            |  |  |  |  |  |
| Motels           | 34,145         | 18,180                | \$89.49             | \$98.32    | (\$8.83)   | -9.0%      |  |  |  |  |  |
| 20 B             | 67.500         | 4.405                 | +40.00              | ±54.40     | (+6.44)    | 11.00/     |  |  |  |  |  |
| 28 Day           | 67,500         | 4,125                 | \$48.08             | \$54.49    | (\$6.41)   | -11.8%     |  |  |  |  |  |
| RV Parks         | 41,525         | 11,837                | \$52.19             | \$60.81    | (\$8.62)   | -14.2%     |  |  |  |  |  |
| NV Fains         | 71,323         | 11,037                | \$J2.15             | \$00.01    | (\$0.02)   | -17.270    |  |  |  |  |  |
| Timeshares       | 11,436         | 3,324                 | \$71.35             | \$75.61    | (\$4.26)   | -5.6%      |  |  |  |  |  |
| rimeshares       | 11,130         | 3/32 1                | ψ, 1.55             | ψ, 3101    | (4 1120)   | 3.070      |  |  |  |  |  |
| Vacation Rentals | 34,018         | 16,309                | \$214.86            | \$229.56   | (\$14.70)  | -6.4%      |  |  |  |  |  |
|                  | ,              | ,                     | ·                   | ·          | ,          |            |  |  |  |  |  |
| Home Owner       | 21,605         | 3,256                 | 335.41              | 337.26     | (\$1.85)   | -0.5%      |  |  |  |  |  |
|                  |                |                       |                     |            |            |            |  |  |  |  |  |
| Totals           | 689,518        | 293,108               | \$147.24            | \$169.17   | (\$21.93)  | -13.0%     |  |  |  |  |  |





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#### **Combined Room Statistics**

|                                   |              |              | Increase (Decrease) |           |              | Increase (Decrease) |           |
|-----------------------------------|--------------|--------------|---------------------|-----------|--------------|---------------------|-----------|
| Description                       | Actual       | Budget       | \$                  | %         | Last Year    | \$                  | %         |
| Taxable Room Revenues             | \$43,156,001 | \$49,684,313 | (\$6,528,312)       | (13.1%)   | \$54,934,714 | (\$11,778,713)      | (21.4%)   |
| Occupied Rooms - Cash             | 293,108      | 301,763      | (8,655)             | (2.9%)    | 324,722      | (31,614)            | (9.7%)    |
| Average Rate - Cash               | \$147.24     | \$164.65     | (\$17.41)           | (10.6%)   | \$169.17     | (\$21.93)           | (13.0%)   |
| Occupied Rooms                    |              |              |                     |           |              |                     |           |
| Cash                              | 293,108      | 301,763      | (8,655)             | (2.9%)    | 324,722      | (31,614)            | (9.7%)    |
| Comp                              | 82,838       | 84,332       | (1,494)             | (1.8%)    | 81,883       | 955                 | 1.2%      |
| 28 Day                            | 87,812       | 86,652       | 1,160               | 1.3%      | 88,404       | (592)               | (0.7%)    |
| Total Occupied Rooms              | 463,758      | 472,747      | (8,989)             | (1.9%)    | 495,009      | (31,251)            | (6.3%)    |
| Total Occupied Rooms              | 403,756      | 4/2,/4/      | (6,969)             | (1.9%)    | 495,009      | (31,231)            | (6.3%)    |
| Percentage of Occupancy           | 10.50        | 45.007       | (0.5)               | (= 50()   | 40.007       | (= =)               | (44 = 50) |
| Cash                              | 42.5%        | 45.0%        | (2.5)               | (5.6%)    | 48.0%        | (5.5)               | (11.5%)   |
| Comp                              | 12.0%        | 12.6%        | (0.6)               | (4.8%)    | 12.1%        | (0.1)               | (0.8%)    |
| 28 Day                            | 12.7%        | 12.9%        | (0.2)               | (1.6%)    | 13.1%        | (0.4)               | (3.1%)    |
| Total Percentage of Occupancy     | 67.3%        | 70.4%        | (3.1)               | (4.4%)    | 73.1%        | (5.8)               | (7.9%)    |
| Market Segments                   |              |              |                     |           |              |                     |           |
| Occupied Rooms - Cash             |              |              |                     |           |              |                     |           |
| Hotels                            | 236,077      | 242,137      | (6,060)             | (2.5%)    | 263,192      | (27,115)            | (10.3%)   |
| Motels                            | 18,180       | 20,546       | (2,366)             | (11.5%)   | 20,444       | (2,264)             | (11.1%)   |
| 28 Day Motels                     | 4,125        | 3,820        | 305                 | 8.0%      | 3,859        | 266                 | 6.9%      |
| R.V. Parks                        | 11,837       | 11,910       | (73)                | (0.6%)    | 14,349       | (2,512)             | (17.5%)   |
| Vacation Rentals                  | 16,309       | 16,202       | 107                 | 0.7%      | 15,730       | 579                 | 3.7%      |
| Timehares                         | 3,324        | 3,494        | (170)               | (4.9%)    | 3,494        | (170)               | (4.9%)    |
| Home Owner Rentals                | 3,256        | 3,654        | (398)               | 0.0%      | 3,654        | (398)               | 0.0%      |
| Total Occupied - Cash             | 293,108      | 301,763      | (8,655)             | (2.9%)    | 324,722      | (31,614)            | (9.7%)    |
| Percentage of Occupancy - Cash    |              |              |                     |           |              |                     |           |
| Hotels                            | 49.3%        | 52.1%        | (2.8)               | (5.4%)    | 56.7%        | (7.4)               | (13.1%)   |
| Motels                            | 53.2%        | 59.4%        | (6.2)               | (10.4%)   | 59.3%        | (6.1)               | (10.3%)   |
| 28 Day Motels                     | 6.1%         | 5.6%         | 0.5                 | 8.9%      | 5.5%         | 0.6                 | 10.9%     |
| R.V. Parks                        | 28.5%        | 27.8%        | 0.7                 | 2.5%      | 32.2%        | (3.7)               | (11.5%)   |
| Vacation Rentals                  | 48.0%        | 48.6%        | (0.6)               | (1.2%)    | 46.5%        | 1.5                 | 3.2%      |
| Timeshares                        | 29.1%        | 31.2%        | (2.1)               | (6.7%)    | 30.6%        | (1.5)               | (4.9%)    |
| Home Owner Rentals                | 15.0%        | 23.4%        | (8.4)               | (35.9%)   | 19.3%        | (4.3)               | (22.3%)   |
| Total Occupancy Percentage - Cash | 42.5%        | 45.0%        | (2.5)               | (5.6%)    | 48.0%        | (5.5)               | (11.5%)   |
| Average Rates - Cash              |              |              |                     |           |              |                     |           |
| Hotels                            | \$151.98     | \$172.24     | (\$20.26)           | (11.8%)   | \$177.57     | (\$25.59)           | (14.4%)   |
| Motels                            | \$89.49      | \$96.35      | (\$6.86)            | (7.1%)    | \$98.32      | (\$8.83)            | (9.0%)    |
| 28 Day Motels                     | \$48.08      | \$49.17      | (\$1.09)            | (2.2%)    | \$54.49      | (\$6.41)            | (11.8%)   |
| R.V. Parks                        | \$52.19      | \$58.99      | (\$6.80)            | (11.5%)   | \$60.81      | (\$8.62)            | (14.2%)   |
| Vacation Rentals                  | \$214.86     | \$222.67     | (\$7.81)            | (3.5%)    | \$229.56     | (\$14.70)           | (6.4%)    |
| Timeshares                        | \$71.35      | \$75.61      | (\$4.26)            | (5.6%)    | \$75.61      | (\$4.26)            | (5.6%)    |
| Home Owner Rentals                | \$335.41     | \$338.27     | (\$2.86)            | 0.0%      | \$337.26     | (\$1.85)            | (0.5%)    |
| Total Cash Average Rate           | \$147.24     | \$164.65     | (\$17.41)           | (10.6%)   | \$169.17     | (\$21.93)           | (13.0%)   |
| . Jun. Juni Artingo Nato          | Ψ21/127      | Ψ10.133      | (427112)            | (20.0 /0) | Ψ±05.27      | (422.55)            | (25.0 /0) |

#### **Combined Room Statistics**

|                            |              | Increase (Decrease) |               |         | Increase (Decrease) |                |         |
|----------------------------|--------------|---------------------|---------------|---------|---------------------|----------------|---------|
|                            | Actual       | Budget              | \$            | %       | Last Year           | \$             | %       |
| Occupied Rooms             |              |                     |               |         |                     |                |         |
| Cash                       | 293,108      | 301,763             | (8,655)       | (2.9%)  | 324,722             | (31,614)       | (9.7%   |
| Comp                       | 82,838       | 84,332              | (1,494)       | (1.8%)  | 81,883              | 955            | 1.2%    |
| 28 Day                     | 87,812       | 86,652              | 1,160         | 1.3%    | 88,404              | (592)          | (0.7%   |
| Total Occupied Rooms       | 463,758      | 472,747             | (8,989)       | (1.9%)  | 495,009             | (31,251)       | (6.3%)  |
| Vacant                     | 225,760      | 198,343             | 27,417        | 13.8%   | 181,699             | 44,061         | 24.2%   |
| Total Available Rooms      | 689,518      | 671,090             | 18,428        | 2.7%    | 676,708             | 12,810         | 1.9%    |
| Percentage of Occupancy    |              |                     |               |         |                     |                |         |
| Cash                       | 42.5%        | 45.0%               | (2.5)         | (5.6%)  | 48.0%               | (5.5)          | (11.5%  |
| Comp                       | 12.0%        | 12.6%               | (0.6)         | (4.8%)  | 12.1%               | (0.1)          | (0.8%   |
| 28 Day                     | 12.7%        | 12.9%               | (0.2)         | (1.6%)  | 13.1%               | (0.4)          | (3.1%   |
| Total Occupancy Percentage | 67.3%        | 70.4%               | (3.1)         | (4.4%)  | 73.1%               | (5.8)          | (7.9%)  |
| Vacant                     | 32.7%        | 29.6%               | 3.1           | 10.5%   | 26.9%               | 5.8            | 21.6%   |
| Total (must equal 100.0%)  | 100.0%       | 100.0%              | -             | 0.0%    | 100.0%              | -              | 0.0%    |
| Revenue                    |              |                     |               |         |                     |                |         |
| Cash - Taxable             | \$43,156,001 | \$49,684,313        | (\$6,528,312) | (13.1%) | \$54,934,714        | (\$11,778,713) | (21.4%) |
| Comp                       | \$11,923,578 | \$13,294,014        | (\$1,370,436) | (10.3%) | \$12,907,011        | (\$983,433)    | (7.6%   |
| 28 Day                     | \$4,180,470  | \$3,578,593         | \$601,877     | 16.8%   | \$3,625,821         | \$554,649      | 15.3%   |
| Total Revenue              | \$59,260,049 | \$66,556,920        | (\$7,296,871) | (11.0%) | \$71,467,546        | (\$12,207,497) | (17.1%  |
| Average Rates              |              |                     |               |         |                     |                |         |
| Cash                       | \$147.24     | \$164.65            | (\$17.41)     | (10.6%) | \$169.17            | (\$21.93)      | (13.0%) |
| Comp                       | \$143.94     | \$157.64            | (\$13.70)     | (8.7%)  | \$157.63            | (\$13.69)      | (8.7%)  |
| 28 Day                     | \$47.61      | \$41.30             | \$6.31        | 15.3%   | \$41.01             | \$6.60         | 16.1%   |

# **Hotel Statistics**

|                            |              |              | Increase (Decrease) |         |              | Increase (Decrease) |         |
|----------------------------|--------------|--------------|---------------------|---------|--------------|---------------------|---------|
|                            | Actual       | Budget       | \$                  | %       | Last Year    | \$                  | %       |
| Occupied Rooms             |              |              |                     |         |              |                     |         |
| Cash                       | 236,077      | 242,137      | (6,060)             | (2.5%)  | 263,192      | (27,115)            | (10.3%) |
| Comp                       | 82,656       | 84,086       | (1,430)             | (1.7%)  | 81,637       | 1,019               | 1.2%    |
| 28 Day                     | 9,349        | 2,684        | 6,665               | 248.3%  | 2,684        | 6,665               | 248.3%  |
| •                          |              |              |                     |         |              |                     |         |
| Total Occupied Rooms       | 328,082      | 328,907      | (825)               | (0.3%)  | 347,513      | (19,431)            | (5.6%)  |
| Vacant                     | 151,207      | 136,093      | 15,114              | 11.1%   | 116,272      | 34,935              | 30.0%   |
| Total Available Rooms      | 479,289      | 465,000      | 14,289              | 3.1%    | 463,785      | 15,504              | 3.3%    |
| Percentage of Occupancy    |              |              |                     |         |              |                     |         |
| Cash                       | 49.3%        | 52.1%        | (2.8)               | (5.4%)  | 56.7%        | (7.4)               | (13.1%) |
| Comp                       | 17.2%        | 18.1%        | (0.9)               | (5.0%)  | 17.6%        | (0.4)               | (2.3%)  |
| 28 Day                     | 2.0%         | 0.6%         | 1.4                 | 233.3%  | 0.6%         | 1.4                 | 233.3%  |
| Total Occupancy Percentage | 68.5%        | 70.7%        | (2.2)               | (3.1%)  | 74.9%        | (6.4)               | (8.5%)  |
| Vacant                     | 31.5%        | 29.3%        | 2.2                 | 7.5%    | 25.1%        | 6.4                 | 25.5%   |
| Total (must equal 100.0%)  | 100.0%       | 100.0%       | -                   | 0.0%    | 100.0%       | -                   | 0.0%    |
| Revenue                    |              |              |                     |         |              |                     |         |
| Cash - Taxable             | \$35,879,704 | \$41,706,317 | (\$5,826,613)       | (14.0%) | \$46,734,236 | (\$10,854,532)      | (23.2%) |
| Comp                       | \$11,908,109 | \$13,274,674 | (\$1,366,565)       | (10.3%) | \$12,887,670 | (\$979,561)         | (7.6%)  |
| 28 Day                     | \$1,167,258  | \$340,251    | \$827,007           | 243.1%  | \$340,262    | \$826,996           | 243.0%  |
| Total Revenue              | \$48,955,071 | \$55,321,242 | (\$6,366,171)       | (11.5%) | \$59,962,168 | (\$11,007,097)      | (18.4%) |
| Average Rates              |              |              |                     |         |              |                     |         |
| Cash                       | \$151.98     | \$172.24     | (\$20.26)           | (11.8%) | \$177.57     | (\$25.59)           | (14.4%) |
| Comp                       | \$144.07     | \$157.87     | (\$13.80)           | (8.7%)  | \$157.87     | (\$13.80)           | (8.7%)  |
| 28 Day                     | \$124.85     | \$126.77     | (\$1.92)            | (1.5%)  | \$126.77     | (\$1.92)            | (1.5%)  |

# **Motel Statistics**

|                            |             |             | Increase (Decrease) |         |             | Increase (Decrease) |         |
|----------------------------|-------------|-------------|---------------------|---------|-------------|---------------------|---------|
|                            | Actual      | Budget      | \$                  | %       | Last Year   | \$                  | %       |
| Occupied Rooms             |             |             |                     |         | ·           |                     |         |
| Cash                       | 18,180      | 20,546      | (2,366)             | (11.5%) | 20,444      | (2,264)             | (11.1%) |
| Comp                       | 25          | 42          | (17)                | (40.5%) | 42          | (17)                | (40.5%) |
| 28 Day                     | 3,260       | 4,332       | (1,072)             | (24.7%) | 4,332       | (1,072)             | (24.7%) |
|                            |             |             |                     | 4-5-5-1 |             |                     |         |
| Total Occupied Rooms       | 21,465      | 24,920      | (3,455)             | (13.9%) | 24,818      | (3,353)             | (13.5%) |
| Vacant                     | 12,680      | 9,670       | 3,010               | 31.1%   | 9,630       | 3,050               | 31.7%   |
| Total Available Rooms      | 34,145      | 34,590      | (445)               | (1.3%)  | 34,448      | (303)               | (0.9%)  |
| Percentage of Occupancy    |             |             |                     |         |             |                     |         |
| Cash                       | 53.2%       | 59.4%       | (6.2)               | (10.4%) | 59.3%       | (6.1)               | (10.3%) |
| Comp                       | 0.1%        | 0.1%        | -                   | 0.0%    | 0.1%        | -                   | 0.0%    |
| 28 Day                     | 9.5%        | 12.5%       | (3.0)               | (24.0%) | 12.6%       | (3.1)               | (24.6%) |
| Total Occupancy Percentage | 62.9%       | 72.0%       | (9.1)               | (12.6%) | 72.0%       | (9.1)               | (12.6%) |
| Vacant                     | 37.1%       | 28.0%       | 9.1                 | 32.5%   | 28.0%       | 9.1                 | 32.5%   |
| Total (must equal 100.0%)  | 100.0%      | 100.0%      | -                   | 0.0%    | 100.0%      | -                   | 0.0%    |
| Revenue                    |             |             |                     |         |             |                     |         |
| Cash - Taxable             | \$1,626,841 | \$1,979,702 | (\$352,861)         | (17.8%) | \$2,010,135 | (\$383,294)         | (19.1%) |
| Comp                       | \$3,077     | \$5,250     | (\$2,173)           | (41.4%) | \$5,250     | (\$2,173)           | (41.4%) |
| 28 Day                     | \$138,246   | \$196,283   | (\$58,037)          | (29.6%) | \$196,262   | (\$58,016)          | (29.6%) |
| Total Revenue              | \$1,768,164 | \$2,181,235 | (\$413,071)         | (18.9%) | \$2,211,647 | (\$443,483)         | (20.1%) |
| Average Rates              |             |             |                     |         |             |                     |         |
| Cash                       | \$89.49     | \$96.35     | (\$6.86)            | (7.1%)  | \$98.32     | (\$8.83)            | (9.0%)  |
| Comp                       | \$123.08    | \$125.00    | (\$1.92)            | (1.5%)  | \$125.00    | (\$1.92)            | (1.5%)  |
| 28 Day                     | \$42.41     | \$45.31     | (\$2.90)            | (6.4%)  | \$45.31     | (\$2.90)            | (6.4%)  |
|                            |             |             |                     |         |             |                     |         |

# 28 Day Motel Statistics

|                             |             | Increase (Decrease) |             |        | Increase (Decrease) |             |         |
|-----------------------------|-------------|---------------------|-------------|--------|---------------------|-------------|---------|
|                             | Actual      | Budget              | \$          | %      | Last Year           | \$          | %       |
| Occupied Rooms              |             |                     |             |        |                     |             |         |
| Cash                        | 4,125       | 3,820               | 305         | 8.0%   | 3,859               | 266         | 6.9%    |
| Comp                        | -           | -                   | -           | 0.0%   | -                   | -           | 0.0%    |
| 28 Day                      | 45,582      | 49,737              | (4,155)     | (8.4%) | 51,480              | (5,898)     | (11.5%) |
| <b>Total Occupied Rooms</b> | 49,707      | 53,557              | (3,850)     | (7.2%) | 55,339              | (5,632)     | (10.2%) |
| Vacant                      | 17,793      | 14,903              | 2,890       | 19.4%  | 14,320              | 3,473       | 24.3%   |
| Total Available Rooms       | 67,500      | 68,460              | (960)       | (1.4%) | 69,659              | (2,159)     | (3.1%)  |
| Percentage of Occupancy     |             |                     |             |        |                     |             |         |
| Cash                        | 6.1%        | 5.6%                | 0.5         | 8.9%   | 5.5%                | 0.6         | 10.9%   |
| Comp                        | 0.0%        | 0.0%                | -           | 0.0%   | 0.0%                | -           | 0.0%    |
| 28 Day                      | 67.5%       | 72.7%               | (5.2)       | (7.2%) | 73.9%               | (6.4)       | (8.7%)  |
| Total Occupancy Percentage  | 73.6%       | 78.2%               | (4.6)       | (5.9%) | 79.4%               | (5.8)       | (7.3%)  |
| Vacant                      | 26.4%       | 21.8%               | 4.6         | 21.1%  | 20.6%               | 5.8         | 28.2%   |
| Total (must equal 100.0%)   | 100.0%      | 100.0%              | -           | 0.0%   | 100.0%              | -           | 0.0%    |
| Revenue                     |             |                     |             |        |                     |             |         |
| Cash - Taxable              | \$198,311   | \$187,838           | \$10,473    | 5.6%   | \$210,278           | (\$11,967)  | (5.7%)  |
| Comp                        | \$0         | \$0                 | \$0         | 0.0%   | \$0                 | \$0         | 0.0%    |
| 28 Day                      | \$1,368,305 | \$1,514,988         | (\$146,683) | (9.7%) | \$1,561,001         | (\$192,696) | (12.3%) |
| Total Revenue               | \$1,566,616 | \$1,702,826         | (\$136,210) | (8.0%) | \$1,771,279         | (\$204,663) | (11.6%) |
| Average Rates               |             |                     |             |        |                     |             |         |
| Cash                        | \$48.08     | \$49.17             | (\$1.09)    | (2.2%) | \$54.49             | (\$6.41)    | (11.8%) |
| Comp                        | \$0.00      | \$0.00              | \$0.00      | 0.0%   | \$0.00              | \$0.00      | 0.0%    |
| 28 Day                      | \$30.02     | \$30.46             | (\$0.44)    | (1.4%) | \$30.32             | (\$0.30)    | (1.0%)  |

# **RV Park Statistics**

|                            |             |             | Increase (Decrease) |         |             | Increase (Decrease) |         |
|----------------------------|-------------|-------------|---------------------|---------|-------------|---------------------|---------|
|                            | Actual      | Budget      | \$                  | %       | Last Year   | \$                  | %       |
| Occupied Rooms             |             |             |                     |         | •           |                     |         |
| Cash                       | 11,837      | 11,910      | (73)                | (0.6%)  | 14,349      | (2,512)             | (17.5%) |
| Comp                       | 151         | 204         | (53)                | (26.0%) | 204         | (53)                | (26.0%) |
| 28 Day                     | 19,775      | 18,997      | 778                 | 4.1%    | 18,997      | 778                 | 4.1%    |
| 20 20,                     | 25,7.75     | 20/337      |                     | 270     | 20/337      | ,,,                 |         |
| Total Occupied Rooms       | 31,763      | 31,111      | 652                 | 2.1%    | 33,550      | (1,787)             | (5.3%)  |
| Vacant                     | 9,762       | 11,729      | (1,967)             | (16.8%) | 11,073      | (1,311)             | (11.8%) |
| Total Available Rooms      | 41,525      | 42,840      | (1,315)             | (3.1%)  | 44,623      | (3,098)             | (6.9%)  |
| Percentage of Occupancy    |             |             |                     |         |             |                     |         |
| Cash                       | 28.5%       | 27.8%       | 0.7                 | 2.5%    | 32.2%       | (3.7)               | (11.5%) |
| Comp                       | 0.4%        | 0.5%        | (0.1)               | (20.0%) | 0.5%        | (0.1)               | (20.0%) |
| 28 Day                     | 47.6%       | 44.3%       | 3.3                 | 7.4%    | 42.6%       | 5.0                 | 11.7%   |
| Total Occupancy Percentage | 76.5%       | 72.6%       | 3.9                 | 5.4%    | 75.2%       | 1.3                 | 1.7%    |
| Vacant                     | 23.5%       | 27.4%       | (3.9)               | (14.2%) | 24.8%       | (1.3)               | (5.2%)  |
| Total (must equal 100.0%)  | 100.0%      | 100.0%      | -                   | 0.0%    | 100.0%      | -                   | 0.0%    |
| Revenue                    |             |             |                     |         |             |                     |         |
| Cash - Taxable             | \$617,793   | \$702,500   | (\$84,707)          | (12.1%) | \$872,594   | (\$254,801)         | (29.2%) |
| Comp                       | \$12,386    | \$14,090    | (\$1,704)           | (12.1%) | \$14,091    | (\$1,705)           | (12.1%) |
| 28 Day                     | \$539,478   | \$502,091   | \$37,387            | 7.4%    | \$502,055   | \$37,423            | 7.5%    |
| Total Revenue              | \$1,169,657 | \$1,218,681 | (\$49,024)          | (4.0%)  | \$1,388,740 | (\$219,083)         | (15.8%) |
| Average Rates              |             |             |                     |         |             |                     |         |
| Cash                       | \$52.19     | \$58.99     | (\$6.80)            | (11.5%) | \$60.81     | (\$8.62)            | (14.2%) |
| Comp                       | \$82.03     | \$69.07     | \$12.96             | 18.8%   | \$69.07     | \$12.96             | 18.8%   |
| 28 Day                     | \$27.28     | \$26.43     | \$0.85              | 3.2%    | \$26.43     | \$0.85              | 3.2%    |
|                            |             |             |                     |         |             |                     |         |

#### **Vacation Rental Statistics**

|                             |             | Increase (Decrease) |             | rease)  |             | Increase (Decrease) |        |
|-----------------------------|-------------|---------------------|-------------|---------|-------------|---------------------|--------|
|                             | Actual      | Budget              | \$          | %       | Last Year   | \$                  | %      |
| Occupied Rooms              |             |                     |             |         |             |                     |        |
| Cash                        | 16,309      | 16,202              | 107         | 0.7%    | 15,730      | 579                 | 3.7%   |
| Comp                        | -           | -                   | -           | 0.0%    | -           | -                   | 0.0%   |
| 28 Day                      | 9,169       | 10,001              | (832)       | (8.3%)  | 10,001      | (832)               | (8.3%) |
| <b>Total Occupied Rooms</b> | 25,478      | 26,203              | (725)       | (2.8%)  | 25,731      | (253)               | (1.0%) |
| Vacant                      | 8,509       | 7,157               | 1,352       | 18.9%   | 8,111       | 398                 | 4.9%   |
| Total Available Rooms       | 33,987      | 33,360              | 627         | 1.9%    | 33,842      | 145                 | 0.4%   |
| Percentage of Occupancy     |             |                     |             |         |             |                     |        |
| Cash                        | 48.0%       | 48.6%               | (0.6)       | (1.2%)  | 46.5%       | 1.5                 | 3.2%   |
| Comp                        | 0.0%        | 0.0%                | -           | 0.0%    | 0.0%        | -                   | 0.0%   |
| 28 Day                      | 27.0%       | 30.0%               | (3.0)       | (10.0%) | 29.6%       | (2.6)               | (8.8%) |
| Total Occupancy Percentage  | 75.0%       | 78.5%               | (3.5)       | (4.5%)  | 76.0%       | (1.0)               | (1.3%) |
| Vacant                      | 25.0%       | 21.5%               | 3.5         | 16.3%   | 24.0%       | 1.0                 | 4.2%   |
| Total (must equal 100.0%)   | 100.0%      | 100.0%              | -           | 0.0%    | 100.0%      | -                   | 0.0%   |
| Revenue                     |             |                     |             |         |             |                     |        |
| Cash - Taxable              | \$3,504,099 | \$3,607,729         | (\$103,630) | (2.9%)  | \$3,610,939 | (\$106,840)         | (3.0%) |
| Comp                        | \$0         | \$0                 | \$0         | 0.0%    | \$0         | \$0                 | 0.0%   |
| 28 Day                      | \$898,710   | \$904,890           | (\$6,180)   | (0.7%)  | \$904,935   | (\$6,225)           | (0.7%) |
| Total Revenue               | \$4,402,809 | \$4,512,619         | (\$109,810) | (2.4%)  | \$4,515,874 | (\$113,065)         | (2.5%) |
| Average Rates               |             |                     |             |         |             |                     |        |
| Cash                        | \$214.86    | \$222.67            | (\$7.81)    | (3.5%)  | \$229.56    | (\$14.70)           | (6.4%) |
| Comp                        | \$0.00      | \$0.00              | \$0.00      | 0.0%    | \$0.00      | \$0.00              | 0.0%   |
| 28 Day                      | \$98.02     | \$90.48             | \$7.54      | 8.3%    | \$90.48     | \$7.54              | 8.3%   |

# **Timeshare Statistics**

|                            |           |           | Increase (Decrease) |         |            | Increase (Decrease) |         |
|----------------------------|-----------|-----------|---------------------|---------|------------|---------------------|---------|
|                            | Actual    | Budget    | \$                  | %       | Last Year  | \$                  | %       |
| Occupied Rooms             |           |           |                     |         | ·          | ·                   |         |
| Cash                       | 3,324     | 3,494     | (170)               | (4.9%)  | 3,494      | (170)               | (4.9%)  |
| Comp                       | ´-        | · -       | -                   | 0.0%    | , <u> </u> | -                   | 0.0%    |
| 28 Day                     | -         | -         | -                   | 0.0%    | -          | -                   | 0.0%    |
|                            |           |           |                     |         |            |                     |         |
| Total Occupied Rooms       | 3,324     | 3,494     | (170)               | (4.9%)  | 3,494      | (170)               | (4.9%)  |
| Vacant                     | 8,112     | 7,706     | 406                 | 5.3%    | 7,906      | 206                 | 2.6%    |
| Total Available Rooms      | 11,436    | 11,200    | 236                 | 2.1%    | 11,400     | 36                  | 0.3%    |
| Percentage of Occupancy    |           |           |                     |         |            |                     |         |
| Cash                       | 29.1%     | 31.2%     | (2.1)               | (6.7%)  | 30.6%      | (1.5)               | (4.9%)  |
| 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 | 29.1%     | 31.2%     | (2.1)               | (6.7%)  | 30.6%      | (1.5)               | (4.9%)  |
| Vacant                     | 70.9%     | 68.8%     | 2.1                 | 3.1%    | 69.4%      | 1.5                 | 2.2%    |
| Total (must equal 100.0%)  | 100.0%    | 100.0%    | -                   | 0.0%    | 100.0%     | -                   | 0.0%    |
| Revenue                    |           |           |                     |         |            |                     |         |
| Cash - Taxable             | \$237,159 | \$264,181 | (\$27,022)          | (10.2%) | \$264,174  | (\$27,015)          | (10.2%) |
| Comp                       | \$0       | \$0       | \$0                 | 0.0%    | \$0        | \$0                 | 0.0%    |
| 28 Day                     | \$0       | \$0       | \$0                 | 0.0%    | \$0        | \$0                 | 0.0%    |
| Total Revenue              | \$237,159 | \$264,181 | (\$27,022)          | (10.2%) | \$264,174  | (\$27,015)          | (10.2%) |
| Average Rates              |           |           |                     |         |            |                     |         |
| Cash                       | \$71.35   | \$75.61   | (\$4.26)            | (5.6%)  | \$75.61    | (\$4.26)            | (5.6%)  |
| 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 (Dec | crease) |             | Increase (Dec | rease) |
|-----------------------------------|-------------|-------------|---------------|---------|-------------|---------------|--------|
|                                   | Actual      | Budget      | \$            | %       | Last Year   | \$            | %      |
| Occupied Rooms                    |             |             |               |         |             |               |        |
| Cash                              | 3,256       | 3,654       | (398)         | (0.11)  | 3,654       | (398)         | -10.9% |
| Comp                              | 6           | -           | 6             | 1.00    | -           | 6             | 100.0% |
| 28 Day                            | 677         | 901         | (224)         | (0.25)  | 910         | (233)         | -25.6% |
| ,                                 |             |             | , ,           | ` /     |             | ` ,           |        |
| Total Occupied Rooms              | 3,939       | 4,555       | (616)         | (0.14)  | 4,564       | (625)         | -13.7% |
| Vacant                            | 17,697      | 11,085      | 6,612         | 0.60    | 14,387      | 3,310.00      | 23.0%  |
| Total Available Rooms             | 21,636      | 15,640      | 5,996         | 0.38    | 18,951      | 2,685         | 14.2%  |
| Percentage of Occupancy           |             |             |               |         |             |               |        |
| Cash                              | 15.0%       | 23.4%       | (8.40)        | (0.36)  | 19.3%       | (4.30)        | -22.3% |
| Comp                              | 0.0%        | 0.0%        | -             | -       | 0.0%        | -             | 0.0%   |
| 28 Day                            | 3.1%        | 5.8%        | (2.70)        | (0.47)  | 4.8%        | (1.70)        | -35.4% |
| <b>Total Occupancy Percentage</b> | 18.2%       | 29.1%       | (10.90)       | (0.38)  | 24.1%       | (5.90)        | -24.5% |
| Vacant                            | 81.8%       | 70.9%       | 10.90         | 0.15    | 75.9%       | 5.90          | 7.8%   |
| Total (must equal 100.0%)         | 100.0%      | 100.0%      | -             | -       | 100.0%      | -             | 0.0%   |
| Revenue                           |             |             |               |         |             |               |        |
| Cash - Taxable                    | \$1,092,094 | \$1,236,045 | (143,951)     | -11.6%  | \$1,232,358 | (\$140,264)   | -11.4% |
| Comp                              | \$6         | \$0         | 6             | 100.0%  | \$0         | \$6           | 100.0% |
| 28 Day                            | \$68,473    | \$120,090   | (51,617)      | -43.0%  | \$121,306   | (\$52,833)    | -43.6% |
| Total Revenue                     | \$1,160,573 | \$1,356,135 | (195,562)     | -14.4%  | \$1,353,664 | (\$193,091)   | -14.3% |
| Average Rates                     |             |             |               |         |             |               |        |
| Cash                              | \$335.41    | \$338.27    | (\$2.86)      | -0.8%   | \$337.26    | (\$1.85)      | -0.5%  |
| Comp                              | \$1.00      | \$0.00      | \$1.00        | 100.0%  | \$0.00      | \$1.00        | 100.0% |
| 28 Day                            | \$101.14    | \$133.30    | (\$32.16)     | -24.1%  | \$133.30    | (\$32.16)     | -24.1% |
|                                   |             |             |               |         |             |               |        |

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

|                                       |                     |                     | Increase (Decr      | ease)              | Increase (De        |                      | ecrease)           |  |
|---------------------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|----------------------|--------------------|--|
| Description                           | Actual              | Budget              | \$                  | %                  | Prior Year          | \$                   | %                  |  |
| Taxable Room Revenues                 | \$148,390,316       | \$145,739,567       | \$2,650,749         | 1.8%               | \$161,965,610       | (\$13,575,294)       | (8.4%)             |  |
| Occupied Rooms - Cash                 | 938,022             | 895,445             | 42,577              | 4.8%               | 968,499             | (30,477)             | (3.1%)             |  |
| Average Rate - Cash                   | \$158.19            | \$162.76            | (\$4.57)            | (2.8%)             | \$167.23            | (\$9.04)             | (5.4%)             |  |
| Occupied Rooms                        |                     |                     |                     |                    |                     |                      |                    |  |
| Cash                                  | 938,022             | 895,445             | 42,577              | 4.8%               | 968,499             | (30,477)             | (3.1%)             |  |
| Comp                                  | 261,626             | 258,325             | 3,301               | 1.3%               | 248,462             | 13,164               | 5.3%               |  |
| 28 Day                                | 260,825             | 261,055             | (230)               | (0.1%)             | 271,957             | (11,132)             | (4.1%)             |  |
| Total Occupied Rooms                  | 1,460,473           | 1,414,824           | 45,649              | 3.2%               | 1,488,918           | (28,445)             | (1.9%)             |  |
| Percentage of Occupancy               |                     |                     |                     |                    |                     |                      |                    |  |
| Cash                                  | 46.0%               | 44.3%               | 1.7                 | 3.8%               | 48.1%               | (2.1)                | (4.4%)             |  |
| Comp                                  | 12.8%               | 12.8%               | - (0.1)             | 0.0%               | 12.3%               | 0.5                  | 4.1%               |  |
| 28 Day                                | 12.8%               | 12.9%               | (0.1)               | (0.8%)             | 13.5%               | (0.7)                | (5.2%)             |  |
| Total Percentage of Occupancy         | 71.6%               | 70.0%               | 1.6                 | 2.3%               | 73.9%               | (2.3)                | (3.1%)             |  |
| Market Segments                       |                     |                     |                     |                    |                     |                      |                    |  |
| Occupied Rooms - Cash                 |                     |                     |                     |                    |                     |                      |                    |  |
| Hotels                                | 759,396             | 714,296             | 45,100              | 6.3%               | 787,813             | (28,417)             | (3.6%)             |  |
| Motels                                | 58,182              | 60,082              | (1,900)             | (3.2%)             | 59,240              | (1,058)              | (1.8%)             |  |
| 28 Day Motels                         | 12,929              | 12,966              | (37)                | (0.3%)             | 13,188              | (259)                | (2.0%)             |  |
| R.V. Parks                            | 35,711              | 35,268              | 443                 | 1.3%               | 37,027              | (1,316)              | (3.6%)             |  |
| Vacation Rentals<br>Timeshares        | 58,362<br>10,186    | 57,610<br>11,569    | 752                 | 1.3%               | 55,932<br>11,645    | 2,430                | 4.3%               |  |
| Home Owner Rentals                    | 3,256               | 3,654               | (1,383)<br>(398)    | (12.0%)<br>(10.9%) | 3,654               | (1,459)<br>(398)     | (12.5%)<br>(10.9%) |  |
| Total Occupied - Cash                 | 938,022             | 895,445             | 42,577              | 4.8%               | 968,499             | (30,477)             | (3.1%)             |  |
| ·                                     |                     | 555, 115            |                     |                    | 552, 552            | (25,111)             | (=== :=)           |  |
| Percentage of Occupancy - Cash Hotels | 52.9%               | 50.1%               | 2.8                 | 5.6%               | 56.4%               | (3.5)                | (6.2%)             |  |
| Motels                                | 56.3%               | 56.6%               | (0.3)               | (0.5%)             | 57.3%               | (1.0)                | (1.7%)             |  |
| 28 Day Motels                         | 6.2%                | 6.2%                | 0.0                 | 0.0%               | 6.1%                | 0.1                  | 1.6%               |  |
| R.V. Parks                            | 27.7%               | 26.8%               | 0.9                 | 3.4%               | 28.0%               | (0.3)                | (1.1%)             |  |
| Vacation Rentals                      | 53.3%               | 56.3%               | (3.0)               | (5.3%)             | 52.0%               | 1.3                  | 2.5%               |  |
| Timeshares                            | 29.2%               | 39.1%               | (9.9)               | (25.3%)            | 32.1%               | (2.9)                | (9.0%)             |  |
| Home Owner Rentals                    | 15.0%               | 23.4%               | (8.4)               | (35.9%)            | 19.3%               | (4.3)                | (22.3%)            |  |
| Total Occupancy Percentage - Cash     | 46.0%               | 44.3%               | 1.7                 | 3.8%               | 48.1%               | (2.1)                | (4.4%)             |  |
| Average Rates - Cash                  |                     |                     |                     |                    |                     |                      |                    |  |
| Hotels                                | \$162.94            | \$168.56            | (\$5.62)            | (3.3%)             | \$173.17            | (\$10.23)            | (5.9%)             |  |
| Motels                                | \$95.16             | \$97.07             | (\$1.91)            | (2.0%)             | \$98.74             | (\$3.58)             | (3.6%)             |  |
| 28 Day Motels                         | \$50.60             | \$48.73             | \$1.87              | 3.8%               | \$50.33             | \$0.27               | 0.5%               |  |
| R.V. Parks                            | \$56.57             | \$63.14<br>\$253.81 | (\$6.57)            | (10.4%)            | \$63.53<br>\$261.65 | (\$6.96)             | (11.0%)            |  |
| Vacation Rental<br>Timeshares         | \$248.13<br>\$85.35 | \$253.81<br>\$68.01 | (\$5.68)<br>\$17.34 | (2.2%)<br>25.5%    | \$261.65<br>\$69.45 | (\$13.52)<br>\$15.90 | (5.2%)<br>22.9%    |  |
| Home Owner Rentals                    | \$335.41            | \$338.27            | (\$2.86)            | (0.8%)             | \$337.26            | (\$1.85)             | (0.5%)             |  |
| Total Cash Average Rate               | \$158.19            | \$162.76            | (\$4.57)            | (2.8%)             | \$167.23            | (\$9.04)             | (5.4%)             |  |
| iotai Cash Average Kate               | \$158.19            | \$102./0            | (\$4.57)            | (2.8%)             | \$107.23            | (\$9.04)             | (5.4%)             |  |

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

|                             |               |               | Increase (Decrease) |         |
|-----------------------------|---------------|---------------|---------------------|---------|
|                             | Actual        | Budget        | \$                  | %       |
| Occupied Rooms              |               |               |                     |         |
| Cash                        | 938,022       | 895,445       | 42,577              | 4.8%    |
| Comp                        | 261,626       | 258,325       | 3,301               | 1.3%    |
| 28 Day                      | 260,825       | 261,055       | (230)               | (0.1%)  |
| <b>Total Occupied Rooms</b> | 1,460,473     | 1,414,824     | 45,649              | 3.2%    |
| Vacant                      | 579,647       | 606,116       | (26,469)            | (4.4%)  |
| Total Available Rooms       | 2,040,120     | 2,020,940     | 19,180              | 0.9%    |
| Percentage of Occupancy     |               |               |                     |         |
| Cash                        | 46.0%         | 44.3%         | 1.7                 | 3.8%    |
| Comp                        | 12.8%         | 12.8%         | -                   | 0.0%    |
| 28 Day                      | 12.8%         | 12.9%         | (0.1)               | (0.8%)  |
| Total Occupancy Percentage  | 71.6%         | 70.0%         | 1.6                 | 2.3%    |
| Vacant                      | 28.4%         | 30.0%         | (1.6)               | (5.3%)  |
| Total (must equal 100.0%)   | 100.0%        | 100.0%        | -                   | 0.0%    |
| Revenue                     |               |               |                     |         |
| Cash - Taxable              | \$148,390,316 | \$145,739,567 | \$2,650,749         | 1.8%    |
| Comp                        | \$36,608,972  | \$40,328,590  | (\$3,719,618)       | (9.2%)  |
| 28 Day                      | \$12,305,789  | \$11,115,350  | \$1,190,439         | 8.1%    |
| Total Revenue               | \$197,305,077 | \$197,183,507 | \$121,570           | 0.1%    |
| Average Rates               |               |               |                     |         |
| Cash                        | \$158.19      | \$162.76      | (\$4.57)            | (2.8%)  |
| Comp                        | \$139.93      | \$156.12      | (\$16.19)           | (10.4%) |
| 28 Day                      | \$47.18       | #REF!         | #REF!               | #REF!   |
|                             |               |               |                     |         |

|                | Increase (Decrease) |         |  |  |  |
|----------------|---------------------|---------|--|--|--|
| Prior Year     | \$                  | %       |  |  |  |
|                |                     |         |  |  |  |
| 968,499        | (30,477)            | (3.1%)  |  |  |  |
| 248,462        | 13,164              | 5.3%    |  |  |  |
| 271,957        | (11,132)            | (4.1%)  |  |  |  |
| 1,488,918      | (28,445)            | (1.9%)  |  |  |  |
| 524,843        | 54,804              | 10.4%   |  |  |  |
| 2,013,761      | 26,359              | 1.3%    |  |  |  |
| 40.40/         | (2.4)               | (4.40() |  |  |  |
| 48.1%<br>12.3% | (2.1)<br>0.5        | (4.4%)  |  |  |  |
| 12.3%          |                     | 4.1%    |  |  |  |
| 13.5%          | (0.7)               | (5.2%)  |  |  |  |
| 73.9%          | (2.3)               | (3.1%)  |  |  |  |
| 26.1%          | 2.3                 | 8.8%    |  |  |  |
| 100.0%         | -                   | 0.0%    |  |  |  |
| \$161,965,610  | (\$13,575,294)      | (8.4%)  |  |  |  |
| \$38,783,076   | (\$2,174,104)       | (5.6%)  |  |  |  |
| \$11,384,794   | \$920,995           | 8.1%    |  |  |  |
| \$212,133,480  | (\$14,828,403)      | (7.0%)  |  |  |  |
| \$167.23       | (\$9.04)            | (5.4%)  |  |  |  |
| \$156.09       | (\$16.16)           | (10.4%) |  |  |  |
| \$41.86        | \$5.32              | 12.7%   |  |  |  |
|                |                     |         |  |  |  |

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

|                           |               |               | Increase (Deci | rease)  |               |
|---------------------------|---------------|---------------|----------------|---------|---------------|
|                           | Actual        | Budget        | \$             | %       | Prior Year    |
| Occupied Rooms            |               |               |                |         |               |
| Cash                      | 759,396       | 714,296       | 45,100         | 6.3%    | 787,813       |
| Comp                      | 261,068       | 257,675       | 3,393          | 1.3%    | 247,81        |
| 8 Day                     | 24,502        | 11,795        | 12,707         | 107.7%  | 11,546        |
| otal Occupied Rooms       | 1,044,966     | 983,765       | 61,201         | 6.2%    | 1,047,171     |
| acant                     | 389,652       | 442,235       | (52,583)       | (11.9%) | 350,339       |
| otal Available Rooms      | 1,434,618     | 1,426,000     | 8,618          | 0.6%    | 1,397,510     |
| ercentage of Occupancy    |               |               |                |         |               |
| ash . ,                   | 52.9%         | 50.1%         | 2.8            | 5.6%    | 56.49         |
| omp                       | 18.2%         | 18.1%         | 0.1            | 0.6%    | 17.7          |
| B Day                     | 1.7%          | 0.8%          | 0.9            | 112.5%  | 0.89          |
| otal Occupancy Percentage | 72.8%         | 69.0%         | 3.8            | 5.5%    | 74.99         |
| acant                     | 27.2%         | 31.0%         | (3.8)          | (12.3%) | 25.10         |
| otal (must equal 100.0%)  | 100.0%        | 100.0%        | -              | 0.0%    | 100.0         |
| evenue                    |               |               |                |         |               |
| ash - Taxable             | \$123,736,183 | \$120,404,030 | \$3,332,153    | 2.8%    | \$136,423,878 |
| omp                       | \$36,563,772  | \$40,280,871  | (\$3,717,099)  | (9.2%)  | \$38,735,35   |
| 3 Day                     | \$2,817,482   | \$1,443,715   | \$1,373,767    | 95.2%   | \$1,413,27    |
| otal Revenue              | \$163,117,437 | \$162,128,616 | \$988,821      | 0.6%    | \$176,572,50  |
| verage Rates              |               |               |                |         |               |
| ash                       | \$162.94      | \$168.56      | (\$5.62)       | (3.3%)  | \$173.17      |
| omp                       | \$140.05      | \$156.32      | (\$16.27)      | (10.4%) | \$156.3       |
| 8 Day                     | \$114.99      | \$122.40      | (\$7.41)       | (6.1%)  | \$122.4       |

|               | Increase (I    | Decrease) |
|---------------|----------------|-----------|
| Prior Year    | \$             | %         |
|               |                |           |
| 787,813       | (28,417)       | (3.6%)    |
| 247,812       | 13,256         | 5.3%      |
| 11,546        | 12,956         | 112.2%    |
| 1,047,171     | (2,205)        | (0.2%)    |
| 350,339       | 39,313         | 11.2%     |
| 1,397,510     | 37,108         | 2.7%      |
|               |                |           |
| 56.4%         | (3.5)          | (6.2%)    |
| 17.7%         | 0.5            | 2.8%      |
| 0.8%          | 0.9            | 112.5%    |
| 74.9%         | (2.1)          | (2.8%)    |
| 25.1%         | 2.1            | 8.4%      |
| 100.0%        | -              | 0.0%      |
| \$136,423,878 | (\$12,687,695) | (9.3%)    |
| \$38,735,354  | (\$2,171,582)  | (5.6%)    |
| \$1,413,273   | \$1,404,209    | 99.4%     |
| \$176,572,505 | (\$13,455,068) | (7.6%)    |
| \$173.17      | (\$10.23)      | (5.9%)    |
| \$156.31      | (\$16.26)      | (10.4%)   |
| \$122.40      | (\$7.41)       | (6.1%)    |
|               |                |           |

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

|                            |             | Increase (Decrease) |             | Increase (Decrease) | rease) |
|----------------------------|-------------|---------------------|-------------|---------------------|--------|
|                            | Actual      | Budget              | \$          | %                   |        |
| Occupied Rooms             |             |                     |             |                     |        |
| Cash                       | 58,182      | 60,082              | (1,900)     | (3.2%)              |        |
| Comp                       | 109         | 105                 | 4           | 3.8%                |        |
| 28 Day                     | 9,615       | 12,891              | (3,276)     | (25.4%)             |        |
| Total Occupied Rooms       | 67,906      | 73,078              | (5,172)     | (7.1%)              |        |
| Vacant                     | 35,371      | 32,998              | 2,373       | 7.2%                |        |
| Total Available Rooms      | 103,277     | 106,076             | (2,799)     | (2.6%)              |        |
| Percentage of Occupancy    |             |                     |             |                     |        |
| Cash                       | 56.3%       | 56.6%               | (0.3)       | (0.5%)              |        |
| Comp                       | 0.1%        | 0.1%                | -           | 0.0%                |        |
| 28 Day                     | 9.3%        | 12.2%               | (2.9)       | (23.8%)             |        |
| Total Occupancy Percentage | 65.8%       | 68.9%               | (3.1)       | (4.5%)              |        |
| Vacant                     | 34.2%       | 31.1%               | 3.1         | 10.0%               |        |
| Total (must equal 100.0%)  | 100.0%      | 100.0%              | -           | 0.0%                |        |
| Revenue                    |             |                     |             |                     |        |
| Cash - Taxable             | \$5,536,853 | \$5,832,496         | (\$295,643) | (5.1%)              |        |
| Comp                       | \$13,539    | \$13,126            | \$413       | 3.1%                |        |
| 28 Day                     | \$474,264   | \$591,883           | (\$117,619) | (19.9%)             |        |
| Total Revenue              | \$6,024,656 | \$6,437,505         | (\$412,849) | (6.4%)              |        |
| Average Rates              |             |                     |             |                     |        |
| Cash                       | \$95.16     | \$97.07             | (\$1.91)    | (2.0%)              |        |
| Comp                       | \$124.21    | \$125.01            | (\$0.80)    | (0.6%               |        |
| 28 Day                     | \$49.33     | \$45.91             | \$3.42      | 7.4%                |        |

|             | Increase (Decr | ease)   |
|-------------|----------------|---------|
| Prior Year  | \$             | %       |
| 59,240      | (1,058)        | (1.8%)  |
| 105         | 4              | 3.8%    |
| 12,874      | (3,259)        | (25.3%) |
| 72,219      | (4,313)        | (6.0%)  |
| 31,227      | 4,144          | 13.3%   |
| 103,446     | (169)          | (0.2%)  |
| 57.3%       | (1.0)          | (1.7%)  |
| 0.1%        | -              | 0.0%    |
| 12.4%       | (3.1)          | (25.0%) |
| 69.8%       | (4.0)          | (5.7%)  |
| 30.2%       | 4.0            | 13.2%   |
| 100.0%      | -              | 0.0%    |
| \$5,849,584 | (\$312,731)    | (5.3%)  |
| \$13,126    | \$413          | 3.1%    |
| \$590,419   | (\$116,155)    | (19.7%) |
| \$6,453,129 | (\$428,473)    | (6.6%)  |
| \$98.74     | (\$3.58)       | (3.6%)  |
| \$125.01    | (\$0.80)       | (0.6%)  |
| \$45.86     | \$3.47         | 7.6%    |

# 28 Day Motel Statistics - Year To Date

|                                   |             | Increase (Decrease) |             | rease) |            |  |
|-----------------------------------|-------------|---------------------|-------------|--------|------------|--|
|                                   | Actual      | Budget              | \$          | %      | Prior Year |  |
| Occupied Rooms                    |             |                     |             |        |            |  |
| Cash                              | 12,929      | 12,966              | (37)        | (0.3%) | 13,18      |  |
| Comp                              | -           | -                   | -           | 0.0%   | -          |  |
| 28 Day                            | 141,874     | 153,912             | (12,038)    | (7.8%) | 158,80     |  |
| <b>Total Occupied Rooms</b>       | 154,803     | 166,878             | (12,075)    | (7.2%) | 171,994    |  |
| Vacant                            | 52,490      | 43,066              | 9,424       | 21.9%  | 45,93      |  |
| Total Available Rooms             | 207,293     | 209,944             | (2,651)     | (1.3%) | 217,92     |  |
| Percentage of Occupancy           |             |                     |             |        |            |  |
| Cash                              | 6.2%        | 6.2%                | -           | 0.0%   | 6.1        |  |
| Comp                              | 0.0%        | 0.0%                | -           | 0.0%   | 0.0        |  |
| 28 Day                            | 68.4%       | 73.3%               | (4.9)       | (6.7%) | 72.9       |  |
| <b>Total Occupancy Percentage</b> | 74.7%       | 79.5%               | (4.8)       | (6.0%) | 78.9       |  |
| Vacant                            | 25.3%       | 20.5%               | 4.8         | 23.4%  | 21.1       |  |
| Total (must equal 100.0%)         | 100.0%      | 100.0%              | -           | 0.0%   | 100.0      |  |
| Revenue                           |             |                     |             |        |            |  |
| Cash - Taxable                    | \$654,206   | \$631,834           | \$22,372    | 3.5%   | \$663,79   |  |
| Comp                              | \$0         | \$0                 | \$0         | 0.0%   | \$         |  |
| 28 Day                            | \$4,398,652 | \$4,519,330         | (\$120,678) | (2.7%) | \$4,649,69 |  |
| Total Revenue                     | \$5,052,858 | \$5,151,164         | (\$98,306)  | (1.9%) | \$5,313,48 |  |
| Average Rates                     |             |                     |             |        |            |  |
| Cash                              | \$50.60     | \$48.73             | \$1.87      | 3.8%   | \$50.33    |  |
| Comp                              | \$0.00      | \$0.00              | \$0.00      | 0.0%   | \$0.0      |  |
| 28 Day                            | \$31.00     | \$29.36             | \$1.64      | 5.6%   | \$29.2     |  |
|                                   |             |                     |             |        |            |  |

| Increase (Decrease) |                  |            |  |  |
|---------------------|------------------|------------|--|--|
| Prior Year          | s Increase (Decr | ease)<br>% |  |  |
| Filor real          | Ψ                | 70         |  |  |
| 13,188              | (259)            | (2.0%)     |  |  |
| -                   | -                | 0.0%       |  |  |
| 158,806             | (16,932)         | (10.7%)    |  |  |
| 171,994             | (17,191)         | (10.0%)    |  |  |
| 45,934              | 6,556            | 14.3%      |  |  |
| 217,928             | (10,635)         | (4.9%)     |  |  |
| 6.1%                | 0.1              | 1.6%       |  |  |
| 0.0%                | -                | 0.0%       |  |  |
| 72.9%               | (4.5)            | (6.2%)     |  |  |
| 78.9%               | (4.2)            | (5.3%)     |  |  |
| 21.1%               | 4.2              | 19.9%      |  |  |
| 100.0%              | -                | 0.0%       |  |  |
| \$663, <b>7</b> 95  | (\$9,589)        | (1.4%)     |  |  |
| \$0                 | \$0              | 0.0%       |  |  |
| \$4,649,690         | (\$251,038)      | (5.4%)     |  |  |
| \$5,313,485         | (\$260,627)      | (4.9%)     |  |  |
| \$50.33             | \$0.27           | 0.5%       |  |  |
| \$0.00              | \$0.00           | 0.0%       |  |  |
| \$29.28             | \$1.72           | 5.9%       |  |  |

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

|                            |             |             | Increase (Dec | rease)  |
|----------------------------|-------------|-------------|---------------|---------|
|                            | Actual      | Budget      | \$            | %       |
| Occupied Rooms             |             |             |               |         |
| Cash                       | 35,711      | 35,268      | 443           | 1.3%    |
| Comp                       | 443         | 545         | (102)         | (18.7%) |
| 28 Day                     | 60,047      | 52,264      | 7,783         | 14.9%   |
| Total Occupied Rooms       | 96,201      | 88,077      | 8,124         | 9.2%    |
| Vacant                     | 32,595      | 43,299      | (10,704)      | (24.7%) |
| Total Available Rooms      | 128,796     | 131,376     | (2,580)       | (2.0%)  |
| Percentage of Occupancy    |             |             |               |         |
| Cash                       | 27.7%       | 26.8%       | 0.9           | 3.4%    |
| Comp                       | 0.3%        | 0.4%        | (0.1)         | (25.0%) |
| 28 Day                     | 46.6%       | 39.8%       | 6.8           | 17.1%   |
| Total Occupancy Percentage | 74.7%       | 67.0%       | 7.7           | 11.5%   |
| Vacant                     | 25.3%       | 33.0%       | (7.7)         | (23.3%) |
| Total (must equal 100.0%)  | 100.0%      | 100.0%      | -             | 0.0%    |
| Revenue                    |             |             |               |         |
| Cash - Taxable             | \$2,020,348 | \$2,226,676 | (\$206,328)   | (9.3%)  |
| Comp                       | \$31,655    | \$34,594    | (\$2,939)     | (8.5%)  |
| 28 Day                     | \$1,665,286 | \$1,406,647 | \$258,639     | 18.4%   |
| Total Revenue              | \$3,717,289 | \$3,667,917 | \$49,372      | 1.3%    |
| Average Rates              |             |             |               |         |
| Cash                       | \$56.57     | \$63.14     | (\$6.57)      | (10.4%) |
| Comp                       | \$71.46     | \$63.47     | \$7.99        | 12.6%   |
| 28 Day                     | \$27.73     | \$26.91     | \$0.82        | 3.0%    |

|             | Increase (D | ecrease) |
|-------------|-------------|----------|
| Prior Year  | \$          | %        |
| 37,027      | (1,316)     | (3.6%)   |
| 545         | (102)       | (18.7%)  |
| 58,061      | 1,986       | 3.4%     |
| 95,633      | 568         | 0.6%     |
| 36,472      | (3,877)     | (10.6%)  |
| 132,105     | (3,309)     | (2.5%)   |
| 28.0%       | (0.3)       | (1.1%)   |
| 0.4%        | (0.1)       | (25.0%)  |
| 44.0%       | 2.6         | 5.9%     |
| 72.4%       | 2.3         | 3.2%     |
| 27.6%       | (2.3)       | (8.3%)   |
| 100.0%      | -           | 0.0%     |
| \$2,352,422 | (\$332,074) | (14.1%)  |
| \$34,596    | (\$2,941)   | (8.5%)   |
| \$1,548,518 | \$116,768   | 7.5%     |
| \$3,935,536 | (\$218,247) | (5.5%)   |
| \$63.53     | (\$6.96)    | (11.0%)  |
| \$63.48     | \$7.98      | 12.6%    |
| \$26.67     | \$1.06      | 4.0%     |

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

|                            |              |              | Increase (Dec | rease)  |
|----------------------------|--------------|--------------|---------------|---------|
|                            | Actual       | Budget       | \$            | %       |
| Occupied Rooms             |              |              |               |         |
| Cash                       | 58,362       | 57,610       | 752           | 1.3%    |
| Comp                       | -            | -            | -             | 0.0%    |
| 28 Day                     | 24,110       | 29,292       | (5,182)       | (17.7%) |
| Total Occupied Rooms       | 82,472       | 86,902       | (4,430)       | (5.1%)  |
| Vacant                     | 27,044       | 15,402       | 11,642        | 75.6%   |
| Total Available Rooms      | 109,516      | 102,304      | 7,212         | 7.0%    |
| Percentage of Occupancy    |              |              |               |         |
| Cash                       | 53.3%        | 56.3%        | (3.0)         | (5.3%)  |
| Comp                       | 0.0%         | 0.0%         | -             | 0.0%    |
| 28 Day                     | 22.0%        | 28.6%        | (6.6)         | (23.1%) |
| Total Occupancy Percentage | 75.3%        | 84.9%        | (9.6)         | (11.3%) |
| Vacant                     | 24.7%        | 15.1%        | 9.6           | 63.6%   |
| Total (must equal 100.0%)  | 100.0%       | 100.0%       | -             | 0.0%    |
| Revenue                    |              |              |               |         |
| Cash - Taxable             | \$14,481,240 | \$14,621,731 | (\$140,491)   | (1.0%)  |
| Comp                       | \$0          | \$0          | \$0           | 0.0%    |
| 28 Day                     | \$2,848,287  | \$3,033,685  | (\$185,398)   | (6.1%)  |
| Total Revenue              | \$17,329,527 | \$17,655,416 | (\$325,889)   | (1.8%)  |
| Average Rates              |              |              |               |         |
| Cash                       | \$248.13     | \$253.81     | (\$5.68)      | (2.2%)  |
| Comp                       | \$0.00       | \$0.00       | \$0.00        | 0.0%    |
| 28 Day                     | \$118.14     | \$103.57     | \$14.57       | 14.1%   |
|                            |              |              |               |         |

|              | Increase (Decr | ease)   |
|--------------|----------------|---------|
| Prior Year   | \$             | %       |
| 55,932       | 2,430          | 4.3%    |
| -            | 2,730          | 0.0%    |
| 29,292       | (5,182)        | (17.7%) |
| 85,224       | (2,752)        | (3.2%)  |
| 22,337       | 4,707          | 21.1%   |
| 107,561      | 1,955          | 1.8%    |
| 52.0%        | 1.3            | 2.5%    |
| 0.0%         | 1.5            | 0.0%    |
| 27.2%        | (5.2)          | (19.1%) |
| 79.2%        | (3.9)          | (4.9%)  |
| 20.8%        | 3.9            | 18.8%   |
| 100.0%       | -              | 0.0%    |
| \$14,634,789 | (\$153,549)    | (1.0%)  |
| \$0          | \$0            | 0.0%    |
| \$3,033,748  | (\$185,461)    | (6.1%)  |
| \$17,668,537 | (\$339,010)    | (1.9%)  |
| \$261.65     | (\$13.52)      | (5.2%)  |
| \$0.00       | \$0.00         | 0.0%    |
| \$103.57     | \$14.57        | 14.1%   |

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

|                            |           |           | Increase (Decrease) |         |
|----------------------------|-----------|-----------|---------------------|---------|
|                            | Actual    | Budget    | \$                  | %       |
| Occupied Rooms             |           |           |                     |         |
| Cash                       | 10,186    | 11,569    | (1,383)             | (12.0%) |
| Comp                       | -         | -         | -                   | 0.0%    |
| 28 Day                     | -         | -         | -                   | 0.0%    |
| Total Occupied Rooms       | 10,186    | 11,569    | (1,383)             | (12.0%) |
| Vacant                     | 24,736    | 18,031    | 6,705               | 37.2%   |
| Total Available Rooms      | 34,922    | 29,600    | 5,322               | 18.0%   |
| Percentage of Occupancy    |           |           |                     |         |
| Cash                       | 29.2%     | 39.1%     | (9.9)               | (25.3%) |
| Comp                       | 0.0%      | 0.0%      | -                   | 0.0%    |
| 28 Day                     | 0.0%      | 0.0%      | -                   | 0.0%    |
| Total Occupancy Percentage | 29.2%     | 39.1%     | (9.9)               | (25.3%) |
| Vacant                     | 70.8%     | 60.9%     | 9.9                 | 16.3%   |
| Total (must equal 100.0%)  | 100.0%    | 100.0%    | -                   | 0.0%    |
| Revenue                    |           |           |                     |         |
| Cash - Taxable             | \$869,392 | \$786,755 | \$82,637            | 10.5%   |
| Comp                       | \$0       | \$0       | \$0                 | 0.0%    |
| 28 Day                     | \$33,345  | \$0       | \$33,345            | 100.0%  |
| Total Revenue              | \$902,737 | \$786,755 | \$115,982           | 14.7%   |
| Average Rates              |           |           |                     |         |
| Cash                       | \$85.35   | \$68.01   | \$17.34             | 25.5%   |
| Comp                       | \$0.00    | \$0.00    | \$0.00              | 0.0%    |
| 28 Day                     | \$0.00    | \$0.00    | \$0.00              | 0.0%    |

|            | Increase (Decr | ease)    |
|------------|----------------|----------|
| Prior Year | \$             | %        |
| 11,645     | (1,459)        | (12.5%)  |
| · -        | -              | 0.0%     |
| 468        | (468)          | (100.0%) |
| 12,113     | (1,927)        | (15.9%)  |
| 24,147     | 589            | 2.4%     |
| 36,260     | (1,338)        | (3.7%)   |
| 32.1%      | (2.9)          | (9.0%)   |
| 0.0%       | -              | 0.0%     |
| 1.3%       | (1.3)          | (100.0%) |
| 33.4%      | (4.2)          | (12.6%)  |
| 66.6%      | 4.2            | 6.3%     |
| 100.0%     | -              | 0.0%     |
| \$808,784  | \$60,608       | 7.5%     |
| \$0        | \$0            | 0.0%     |
| \$27,840   | \$5,505        | 19.8%    |
| \$836,624  | \$66,113       | 7.9%     |
| \$69.45    | \$15.90        | 22.9%    |
| \$0.00     | \$0.00         | 0.0%     |
| \$59.49    | (\$59.49)      | (100.0%) |

#### **Home Owner Rentals - Year To Date**

|                                   |             |             | Increase (I | ecrease) |             |  |  |
|-----------------------------------|-------------|-------------|-------------|----------|-------------|--|--|
|                                   | Actual      | Budget      | \$          | %        | Prior Year  |  |  |
| Occupied Rooms                    |             |             |             |          |             |  |  |
| Cash                              | 3,256       | 3,654       | (398)       | (10.9%)  | 3,654       |  |  |
| Comp                              | 6           | -           | 6           | 100.0%   | -           |  |  |
| 28 Day                            | 677         | 901         | (224)       | (24.9%)  | 910         |  |  |
| Total Occupied Rooms              | 3,939       | 4,555       | (616)       | (13.5%)  | 4,564       |  |  |
| Vacant                            | 17,759      | 11,085      | 6,674       | 60.2%    | 14,387      |  |  |
| Total Available Rooms             | 21,698      | 15,640      | 6,058       | 38.7%    | 18,951      |  |  |
| Percentage of Occupancy           |             |             |             |          |             |  |  |
| Cash                              | 15.0%       | 23.4%       | (8.4)       | (35.9%)  | 19.39       |  |  |
| Comp                              | 0.0%        | 0.0%        | -           | 0.0%     | 0.09        |  |  |
| 28 Day                            | 3.1%        | 5.8%        | (2.7)       | (46.6%)  | 4.89        |  |  |
| <b>Total Occupancy Percentage</b> | 18.2%       | 29.1%       | (10.9)      | (37.5%)  | 24.19       |  |  |
| Vacant                            | 81.8%       | 70.9%       | 10.9        | 15.4%    | 75.99       |  |  |
| Total (must equal 100.0%)         | 100.0%      | 100.0%      | -           | 0.0%     | 100.09      |  |  |
| Revenue                           |             |             |             |          |             |  |  |
| Cash - Taxable                    | \$1,092,094 | \$1,236,045 | (\$143,951) | (11.6%)  | \$1,232,358 |  |  |
| Comp                              | \$6         | \$0         | \$6         | 100.0%   | \$0         |  |  |
| 28 Day                            | \$68,473    | \$120,090   | (\$51,617)  | (43.0%)  | \$121,306   |  |  |
| Total Revenue                     | \$1,160,573 | \$1,356,135 | (\$195,562) | (14.4%)  | \$1,353,664 |  |  |
| Average Rates                     |             |             |             |          |             |  |  |
| Cash                              | \$335.41    | \$338.27    | (\$2.86)    | (0.8%)   | \$337.26    |  |  |
| Comp                              | \$1.00      | \$0.00      | \$1.00      | 100.0%   | \$0.00      |  |  |
| 28 Day                            | \$101.14    | \$133.30    | (\$32.16)   | (24.1%)  | \$133.30    |  |  |
|                                   |             |             |             |          |             |  |  |

|             | Increase (D | ecrease) |
|-------------|-------------|----------|
| Prior Year  | \$          | %        |
|             |             |          |
| 3,654       | (398)       | (10.9%)  |
| -           | 6           | 100.0%   |
| 910         | (233)       | (25.6%)  |
| 4,564       | (625)       | (13.7%)  |
| 14,387      | 3,372       | 23.4%    |
| 18,951      | 2,747       | 14.5%    |
| 19.3%       | (4.3)       | (22.3%)  |
| 0.0%        | -           | 0.0%     |
| 4.8%        | 3.1         | 100.0%   |
| 24.1%       | 18.2        | 100.0%   |
|             |             |          |
| 75.9%       | 81.8        | 100.0%   |
| 100.0%      | -           | 0.0%     |
| \$1,232,358 | (\$140,264) | (11.4%)  |
| \$0         | \$6         | 100.0%   |
| \$121,306   | (\$52,833)  | (43.6%)  |
| \$1,353,664 | (\$193,091) | (14.3%)  |
| \$337.26    | (\$1.85)    | (0.5%)   |
| \$0.00      | \$1.00      | 100.0%   |
| \$133.30    | (\$32.16)   | (24.1%)  |
|             |             |          |

# Reno-Sparks Convention and Visitors Authority Taxable Revenue by District September 2024

|                       | September        | September        | Increase (Decre    | ease)  | Year to Date          | Prior Year            |    | Increase (Decrease) |        |  |
|-----------------------|------------------|------------------|--------------------|--------|-----------------------|-----------------------|----|---------------------|--------|--|
|                       | 2024             | 2023             | \$                 | %      | July - September 2024 | July - September 2024 |    | \$                  | %      |  |
| Reno B                | \$<br>21,444,633 | \$<br>26,897,285 | \$<br>(5,452,653)  | -20.3% | \$<br>69,661,868      | \$<br>75,373,446      | \$ | (5,711,578)         | -7.6%  |  |
| Reno D                | \$<br>8,693,545  | \$<br>13,548,151 | \$<br>(4,854,605)  | -35.8% | \$<br>30,671,246      | \$<br>37,456,915      | \$ | (6,785,669)         | -18.1% |  |
| Reno E                | \$<br>1,328,546  | \$<br>1,275,589  | \$<br>52,957       | 4.2%   | \$<br>3,731,953       | \$<br>4,160,437       | \$ | (428,484)           | -10.3% |  |
| Total Reno            | \$<br>31,466,724 | \$<br>41,721,025 | \$<br>(10,254,300) | -24.6% | \$<br>104,065,067     | \$<br>116,990,798     | \$ | (12,925,731)        | -11.0% |  |
| Washoe A              | \$<br>252,489    | \$<br>161,006    | \$<br>91,483       | 56.8%  | \$<br>535,458         | \$<br>320,049         | \$ | 215,409             | 67.3%  |  |
| Washoe B              | \$<br>6,689,594  | \$<br>7,112,230  | \$<br>(422,636)    | -5.9%  | \$<br>27,038,426      | \$<br>25,975,990      | \$ | 1,062,437           | 4.1%   |  |
| Total Washoe County   | \$<br>6,942,084  | \$<br>7,273,236  | \$<br>(331,152)    | -4.6%  | \$<br>27,573,884      | \$<br>26,296,038      | \$ | 1,277,846           | 4.9%   |  |
| Sparks                | \$<br>4,747,196  | \$<br>5,940,452  | \$<br>(1,193,257)  | -20.1% | \$<br>16,751,365      | \$<br>18,678,773      | \$ | (1,927,408)         | -10.3% |  |
| Total Taxable Revenue | \$<br>43,156,001 | \$<br>54,934,714 | \$<br>(11,778,713) | -21.4% | \$<br>148,390,316     | \$<br>161,965,610     | \$ | (13,575,294)        | -8.4%  |  |

| 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 (excluding Incline Village) |
| Washoe B     | Incline Village                           |

# Reno-Sparks Convention and Visitors Authority Taxable Occupied Rooms by District September 2024

|                     | September | September | Increase (Decre | ease)   | Year to Date          | Prior Year            | Increase (Decre | ease)   |
|---------------------|-----------|-----------|-----------------|---------|-----------------------|-----------------------|-----------------|---------|
|                     | 2024      | 2023      | #               | %       | July - September 2024 | July - September 2023 | #               | %       |
| Reno B              | 150,325   | 162,044   | (11,719)        | (7.2%)  | 467,683               | 472,396               | (4,713)         | (1.0%)  |
| Reno D              | 68,207    | 88,062    | (19,855)        | (22.5%) | 229,783               | 260,737               | (30,954)        | (11.9%) |
| Reno E              | 9,988     | 7,423     | 2,565           | 34.6%   | 28,935                | 24,927                | 4,008           | 16.1%   |
| Total Reno          | 228,520   | 257,529   | (29,009)        | (11.3%) | 726,401               | 758,060               | (31,659)        | (4.2%)  |
| Washoe A            | 2,185     | 2,962     | (777)           | (26.2%) | 5,878                 | 6,204                 | (326)           | (5.3%)  |
| Washoe B            | 20,010    | 21,098    | (1,088)         | (5.2%)  | 66,772                | 66,652                | 120             | 0.2%    |
| Total Washoe County | 22,195    | 24,060    | (1,865)         | (7.8%)  | 72,650                | 72,856                | (206)           | (0.3%)  |
| Sparks              | 42,393    | 43,133    | (740)           | (1.7%)  | 138,971               | 137,583               | 1,388           | 1.0%    |
| Total Taxable Rooms | 293,108   | 324,722   | (31,614)        | (9.7%)  | 938,022               | 968,499               | (30,477)        | (3.1%)  |

| 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 September 2024

|                            | September    | September    | Increase (Decrease | e)     |   | Year to Date          | Prior Year            | Increa  | se (Decreas | e)     |
|----------------------------|--------------|--------------|--------------------|--------|---|-----------------------|-----------------------|---------|-------------|--------|
|                            | 2024         | 2023         | \$                 | %      |   | July - September 2024 | July - September 2023 | \$      |             | %      |
| Reno B                     | \$<br>142.66 | \$<br>165.99 | \$<br>(23.33)      | -14.1% |   | \$ 148.95             | \$<br>159.56          | \$      | (10.60)     | -6.6%  |
| Reno D                     | \$<br>127.46 | 153.85       | (26.39)            | -17.2% |   | \$ 133.48             | 143.66                |         | (10.18)     | -7.1%  |
| Reno E                     | \$<br>133.01 | \$<br>171.84 | (38.83)            | -22.6% |   | \$ 128.98             | 166.90                |         | (37.93)     | -22.7% |
| Total Reno                 | \$<br>137.70 | \$<br>162.01 | \$<br>(24.31)      | -15.0% | _ | \$ 143.26             | \$<br>154.33          | \$<br>i | (11.07)     | -7.2%  |
| Washoe A                   | \$<br>115.56 | \$<br>54.36  | \$<br>61.20        | 112.6% |   | \$ 91.10              | \$<br>51.59           | \$      | 39.51       | 76.6%  |
| Washoe B                   | \$<br>334.31 | \$<br>337.10 | \$<br>(2.79)       | -0.8%  |   | \$ 404.94             | \$<br>389.73          | \$      | 15.21       | 3.9%   |
| <b>Total Washoe County</b> | \$<br>312.78 | \$<br>302.30 | \$<br>10.48        | 3.5%   | _ | \$ 379.54             | \$<br>360.93          | \$<br>i | 18.61       | 5.2%   |
| Sparks                     | \$<br>111.98 | \$<br>137.72 | \$<br>(25.74)      | -18.7% | _ | \$ 120.54             | \$<br>135.76          | \$      | (15.23)     | -11.2% |
| Total Average Daily Rate   | \$<br>147.24 | \$<br>169.17 | \$<br>(21.93)      | -13.0% | _ | \$ 158.19             | \$<br>167.23          | \$      | (9.04)      | -5.4%  |

| 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              |