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# Billings Area COC

For the Month of May 2018



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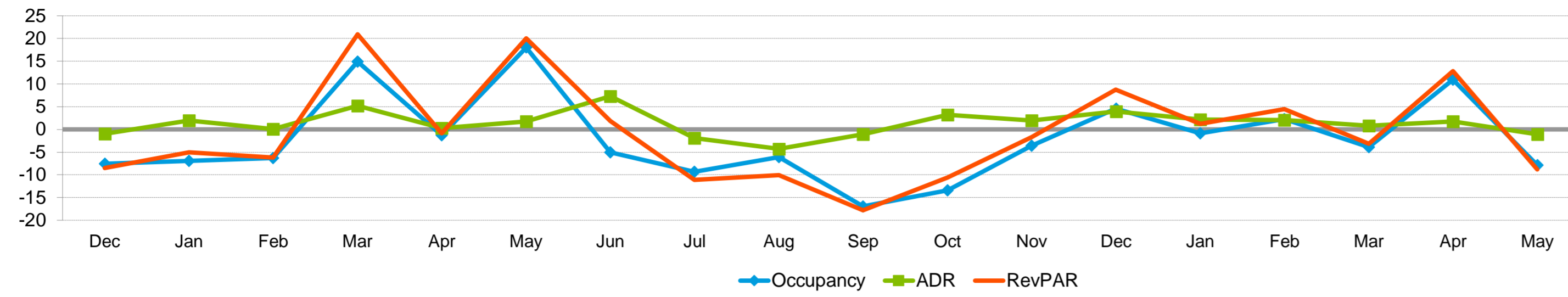
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Tab 2 - Trend Billings Area+

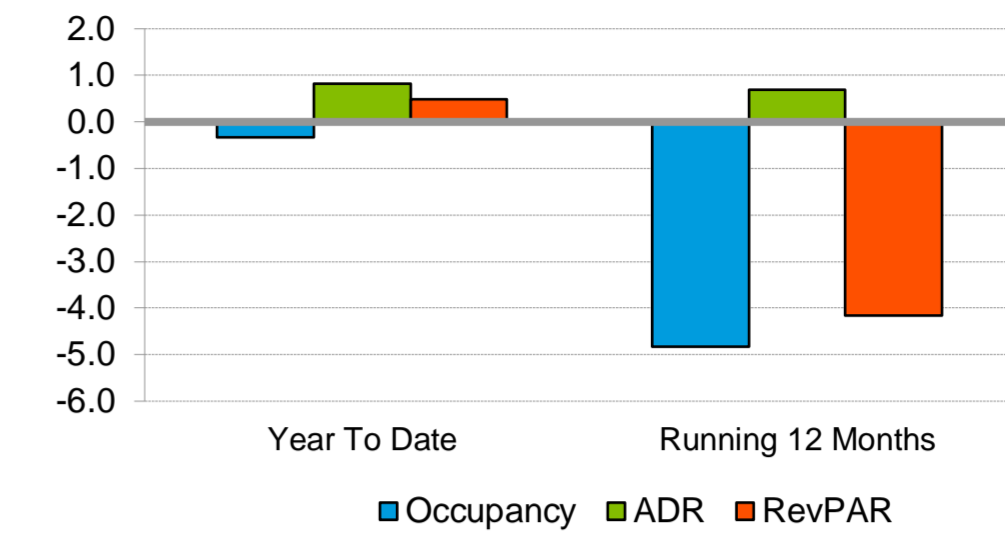
Currency: USD - US Dollar

Billings Area COC  
For the Month of May 2018

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2016					2017					2018							
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
This Year	37.9	36.2	47.6	57.5	60.8	73.3	72.2	68.2	71.5	58.6	50.6	43.7	39.6	35.9	48.7	55.3	67.4	67.6
Last Year	41.0	38.9	50.8	50.1	61.6	62.2	76.0	75.3	76.1	70.6	58.4	45.3	37.9	36.2	47.6	57.5	60.8	73.3
Percent Change	-7.5	-6.9	-6.3	14.9	-1.2	18.0	-5.1	-9.4	-6.1	-16.9	-13.4	-3.5	4.5	-0.9	2.3	-3.9	10.9	-7.8

ADR	2016					2017					2018							
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
This Year	85.61	86.46	89.77	91.25	89.32	92.87	105.57	100.62	102.12	97.60	94.43	90.17	89.02	88.29	91.65	91.94	90.85	91.89
Last Year	86.49	84.77	89.72	86.70	89.02	91.27	98.38	102.63	106.69	98.63	91.52	88.44	85.61	86.46	89.77	91.25	89.32	92.87
Percent Change	-1.0	2.0	0.1	5.2	0.3	1.7	7.3	-2.0	-4.3	-1.0	3.2	2.0	4.0	2.1	2.1	0.8	1.7	-1.1

RevPAR	2016					2017					2018							
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
This Year	32.42	31.28	42.75	52.50	54.31	68.12	76.20	68.67	73.03	57.23	47.74	39.41	35.25	31.65	44.65	50.85	61.27	62.11
Last Year	35.42	32.94	45.59	43.41	54.81	56.73	74.80	77.28	81.22	69.63	53.43	40.08	32.42	31.28	42.75	52.50	54.31	68.12
Percent Change	-8.5	-5.0	-6.2	20.9	-0.9	20.1	1.9	-11.1	-10.1	-17.8	-10.6	-1.7	8.7	1.2	4.4	-3.1	12.8	-8.8

Supply	2016					2017					2018							
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
This Year	150,071	150,071	135,548	150,071	145,200	150,040	145,200	150,040	150,040	145,200	150,040	145,200	150,040	150,040	135,520	150,040	145,200	150,040
Last Year	144,398	144,398	130,424	144,398	139,740	144,398	139,740	144,398	147,095	142,350	147,095	145,200	150,071	150,071	135,548	150,071	145,200	150,040
Percent Change	3.9	3.9	3.9	3.9	3.9	3.9	3.9	3.9	2.0	2.0	2.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Demand	2016					2017					2018							
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
This Year	56,840	54,302	64,542	86,346	88,297	110,053	104,805	102,391	107,292	85,143	75,859	63,467	59,408	53,795	66,020	82,980	97,924	101,425
Last Year	59,138	56,110	66,281	72,303	86,042	89,746	106,241	108,727	111,970	100,494	85,871	65,800	56,840	54,302	64,542	86,346	88,297	110,053
Percent Change	-3.9	-3.2	-2.6	19.4	2.6	22.6	-1.4	-5.8	-4.2	-15.3	-11.7	-3.5	4.5	-0.9	2.3	-3.9	10.9	-7.8

Revenue	2016					2017					2018							
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
This Year	4,865,993	4,694,826	5,794,232	7,879,015	7,886,470	10,220,228	11,063,921	10,302,976	10,956,963	8,309,922	7,163,586	5,722,788	5,288,332	4,749,421	6,050,583	7,629,405	8,896,121	9,319,582
Last Year	5,114,929	4,756,260	5,946,646	6,269,018	7,659,720	8,191,391	10,452,432	11,158,477	11,946,585	9,911,405	7,858,747	5,819,644	4,865,993	4,694,826	5,794,232	7,879,015	7,886,470	10,220,228
Percent Change	-4.9	-1.3	-2.6	25.7	3.0	24.8	5.9	-7.7	-8.3	-16.2	-8.8	-1.7	8.7	1.2	4.4	-3.2	12.8	-8.8

Census %	2016					2017					2018							
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Census Props	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54
Census Rooms	4841	4841	4841	4841	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840
% Rooms Participants	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9

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Year To Date	2016			2017			2018		
	2016	2017	2018	2016	2017	2018	2016	2017	2018
Occupancy	52.7	55.2	55.0	58.6	59.5	56.6	-4.4	4.8	-0.3
ADR	88.60	90.39	91.12	95.25	94.75	95.41	-0.8	2.0	0.8
RevPAR	46.67	49.90	50.14	55.86	56.38	54.03	-5.2	6.9	0.5

Running 12 Months	2016			2017			2018		
	2016	2017	2018	2016	2017	2018	2016	2017	2018
Occupancy	58.6	59.5	56.6	62.7	58.6	59.5	-6.5	1.5	-4.8
ADR	93.71	95.25	94.75	99.71	95.25	94.75	1.6	-0.5	0.7
RevPAR	55.86	56.38	54.03	62.71	58.6	56.38	-5.0	0.9	-4.2

Year To Date	2016			2017			2018		
	2016	2017	2018	2016	2017	2018	2016	2017	2018
Supply	703,358	730,930	730,840	1,700,170	1,746,879	1,766,600	1.2	3.9	0.0
Demand	370,482	403,540	402,144	997,134	1,039,483	1,000,509	-3.3	8.9	-0.3
Revenue	32,823,035	36,474,771	36,645,112	94,972,348	98,488,054	95,453,600	-4.0	11.1	0.5

Running 12 Months	2016			2017			2018		
	2016	2017	2018	2016	2017	2018	2016	2017	2018
Supply	1,639,675	1,700,170	1,746,879	1,639,675	1,700,170	1,746,879	3.7	2.7	1.1
Demand	1,028,840	997,134	1,039,483	1,028,840	997,134	1,039,483	-3.1	4.2	-3.7
Revenue	96,417,258	94,972,348	98,488,054	96,417,258	94,972,348	98,488,054	-1.5	3.7	-3.1



# Tab 3 - Response Billings Area+

Billings Area COC

For the Month of May 2018

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2016												2017												2018											
								J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D

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# Tab 4 - Multi-Segment

Currency: USD - US Dollar

Billings Area COC

For the month of: May 2018

	Current Month - May 2018 vs May 2017												Year to Date - May 2018 vs May 2017										Participation					
	Occ %		ADR		RevPAR		Percent Change from May 2017						Occ %		ADR		RevPAR		Percent Change from YTD 2017						Properties		Rooms	
	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample
United States	68.2	67.7	129.90	126.60	88.59	85.77	0.7	2.6	3.3	5.4	2.0	2.7	64.2	63.7	128.57	125.19	82.57	79.72	0.8	2.7	3.6	5.7	2.0	2.9	55514	33701	5235890	3908176
Montana	62.6	63.1	99.40	98.45	62.22	62.09	-0.8	1.0	0.2	1.1	0.9	0.1	50.2	50.2	89.23	88.53	44.80	44.49	-0.1	0.8	0.7	1.7	1.0	0.9	477	228	30620	19589
Billings Area, MT+	67.6	73.3	91.89	92.87	62.11	68.12	-7.8	-1.1	-8.8	-8.8	0.0	-7.8	55.0	55.2	91.12	90.39	50.14	49.90	-0.3	0.8	0.5	0.5	-0.0	-0.3	54	36	4840	3868
Bismarck, ND+	58.6	67.7	93.71	90.96	54.94	61.56	-13.4	3.0	-10.7	-10.8	-0.0	-13.4	51.1	67.9	89.15	88.32	45.57	59.95	-24.7	0.9	-24.0	-24.0	-0.0	-24.7	33	28	3119	2739
Boise, ID+	76.6	77.2	110.49	106.25	84.61	82.01	-0.8	4.0	3.2	6.7	3.4	2.6	68.1	71.7	107.74	102.49	73.39	73.47	-5.0	5.1	-0.1	5.7	5.8	0.5	53	43	5507	5106
Bozeman, MT+	68.8	69.2	106.75	109.95	73.42	76.12	-0.7	-2.9	-3.5	-3.6	-0.0	-0.7	63.3	62.9	91.06	92.87	57.67	58.42	0.7	-1.9	-1.3	1.8	3.1	3.8	31	22	2395	1881
Great Falls, MT+	59.2	56.9	88.65	84.96	52.48	48.35	4.0	4.3	8.5	15.1	6.1	10.3	52.8	55.7	86.65	85.21	45.77	47.48	-5.2	1.7	-3.6	-1.3	2.4	-2.9	30	19	2293	1881
Helena, MT+	62.1	66.4	104.15	97.06	64.71	64.45	-6.4	7.3	0.4	1.4	1.0	-5.5	54.2	58.4	95.22	92.57	51.58	54.06	-7.2	2.9	-4.6	-3.2	1.5	-5.9	19	17	1568	1411
Madison, WI+	67.2	66.3	123.50	121.14	83.03	80.29	1.4	1.9	3.4	5.8	2.3	3.8	59.6	60.7	112.18	110.61	66.85	67.16	-1.8	1.4	-0.5	2.1	2.5	0.6	65	55	7482	6997
Missoula, MT+	73.9	74.0	105.51	100.92	77.94	74.72	-0.2	4.5	4.3	4.3	0.0	-0.2	54.9	53.9	90.15	87.75	49.51	47.30	1.9	2.7	4.7	2.6	-2.0	-0.1	42	24	3130	2188
Rapid City, SD+	60.2	60.1	84.77	86.02	50.99	51.74	0.0	-1.5	-1.5	0.7	2.2	2.2	43.2	45.6	69.90	73.47	30.21	33.50	-5.2	-4.9	-9.8	-7.9	2.2	-3.2	55	35	4758	3875
Sioux Falls, SD+	61.7	62.9	89.80	91.14	55.41	57.33	-1.9	-1.5	-3.4	0.7	4.2	2.2	56.2	57.1	89.09	88.19	50.09	50.39	-1.6	1.0	-0.6	3.1	3.7	2.0	60	45	5183	4361

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