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Billings Area COC

For the Month of August 2018



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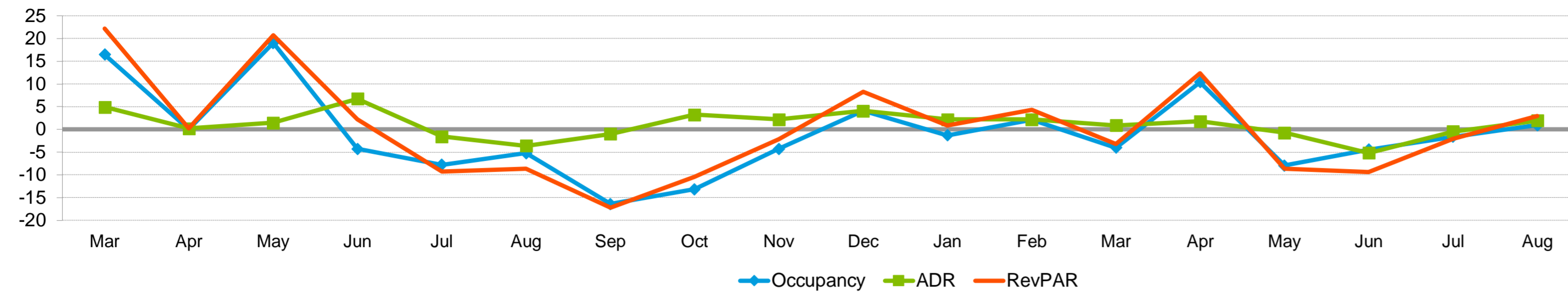
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Tab 2 - Trend Billings Area+

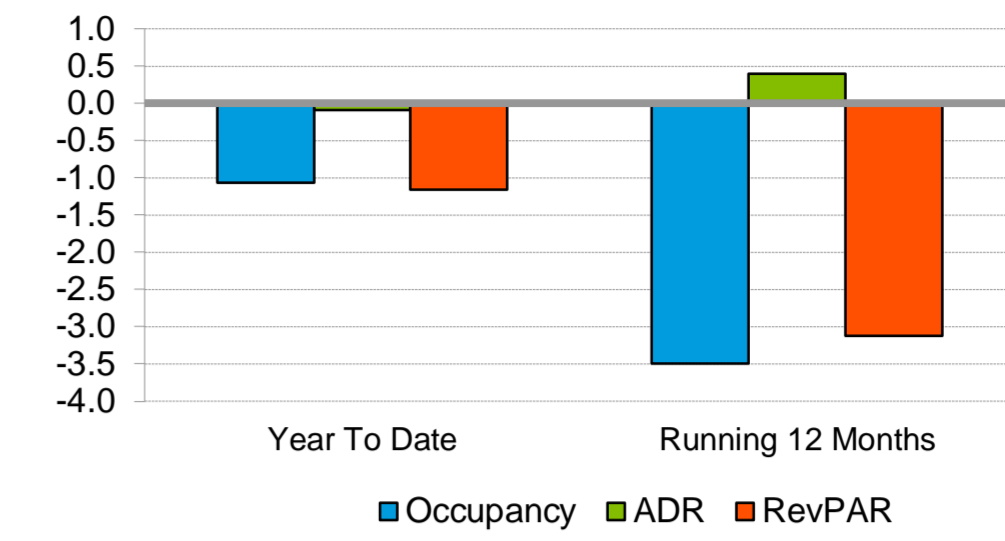
Currency: USD - US Dollar

Billings Area COC
For the Month of August 2018

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2017											2018						
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
This Year	58.3	61.6	74.0	72.8	70.2	72.3	59.5	51.4	44.3	40.3	36.8	49.5	56.0	68.0	68.1	69.5	69.0	73.0
Last Year	50.1	61.6	62.2	76.0	76.1	76.4	71.2	59.3	46.3	38.8	37.3	48.5	58.3	61.6	74.0	72.8	70.2	72.3
Percent Change	16.4	0.0	19.0	-4.3	-7.8	-5.3	-16.4	-13.2	-4.3	4.1	-1.3	2.1	-4.0	10.4	-8.0	-4.4	-1.6	1.0

ADR	2017											2018						
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
This Year	90.96	89.20	92.62	105.02	100.25	101.65	97.16	94.07	90.01	88.82	87.95	91.36	91.78	90.76	91.92	99.58	99.75	103.62
Last Year	86.71	89.03	91.27	98.39	101.88	105.49	98.13	91.14	88.08	85.36	86.04	89.42	90.96	89.20	92.62	105.02	100.25	101.65
Percent Change	4.9	0.2	1.5	6.7	-1.6	-3.6	-1.0	3.2	2.2	4.0	2.2	2.2	0.9	1.8	-0.7	-5.2	-0.5	1.9

RevPAR	2017											2018						
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
This Year	53.04	54.94	68.50	76.42	70.33	73.54	57.82	48.39	39.90	35.82	32.40	45.27	51.35	61.73	62.57	69.26	68.83	75.68
Last Year	43.42	54.82	56.73	74.80	77.52	80.54	69.85	54.00	40.79	33.08	32.12	43.38	53.04	54.94	68.50	76.42	70.33	73.54
Percent Change	22.1	0.2	20.7	2.2	-9.3	-8.7	-17.2	-10.4	-2.2	8.3	0.9	4.3	-3.2	12.3	-8.7	-9.4	-2.1	2.9

Supply	2017											2018						
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
This Year	150,009	145,140	149,978	145,140	149,978	149,978	145,140	149,978	145,140	149,978	149,978	135,464	149,978	145,140	149,978	145,110	149,947	149,947
Last Year	144,367	139,710	144,367	139,710	144,367	147,064	142,320	147,064	145,170	150,009	150,009	135,492	145,140	149,978	145,140	149,978	149,978	149,978
Percent Change	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	0.0	0.0	0.0

Demand	2017											2018						
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
This Year	87,467	89,402	110,923	105,623	105,211	108,499	86,372	77,150	64,341	60,479	55,246	67,122	83,921	98,709	102,085	100,923	103,470	109,516
Last Year	72,295	86,024	89,726	106,223	109,858	112,286	101,313	87,139	67,231	58,130	56,000	65,738	87,467	89,402	110,923	105,623	105,211	108,499
Percent Change	21.0	3.9	23.6	-0.6	-4.2	-3.4	-14.7	-11.5	-4.3	4.0	-1.3	2.1	-4.1	10.4	-8.0	-4.4	-1.7	0.9

Revenue	2017											2018						
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
This Year	7,955,810	7,974,606	10,273,410	11,092,137	10,547,342	11,029,251	8,391,880	7,257,763	5,791,639	5,371,756	4,858,747	6,131,939	7,701,930	8,959,079	9,384,098	10,050,090	10,321,520	11,348,007
Last Year	6,268,414	7,658,312	8,189,732	10,450,785	11,191,850	11,845,034	9,941,476	7,942,091	5,921,809	4,962,187	4,818,398	5,878,240	7,955,810	7,974,606	10,273,410	11,092,137	10,547,342	11,029,251
Percent Change	26.9	4.1	25.4	6.1	-5.8	-6.9	-15.6	-8.6	-2.2	8.3	0.8	4.3	-3.2	12.3	-8.7	-9.4	-2.1	2.9

Census %	2017											2018						
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Census Props	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54
Census Rooms	4839	4838	4838	4838	4838	4838	4838	4838	4838	4838	4838	4838	4838	4838	4838	4837	4837	4837
% Rooms Participants	82.3	82.3	82.3	82.3	82.3	82.3	82.3	82.3	82.3	82.3	82.3	82.3	82.3	82.3	82.3	79.9	78.1	78.1

Year To Date	2016	2017	2018	Running 12 Months	2016	2017	2018
	Occupancy	61.6	62.0		61.3	58.3	59.2
ADR	63.7	61.6	62.0	61.6	58.3	59.2	
RevPAR	-3.2	0.6	-1.1	-5.3	1.6	-3.5	

Year To Date	2016	2017	2018	Running 12 Months	2016	2017	2018
	Occupancy	94.89	95.45		95.36	94.19	94.31
ADR	96.64	94.89	95.45	94.70	94.19	94.31	
RevPAR	-1.8	0.6	-0.1	-0.5	0.1	0.4	

Year To Date	2016	2017	2018	Running 12 Months	2016	2017	2018
	Occupancy	58.45	59.17		58.49	54.93	55.86
ADR	61.52	58.45	59.17	58.32	54.93	55.86	
RevPAR	-5.0	1.2	-1.2	-5.8	1.7	-3.1	

Year To Date	2016	2017	2018	Running 12 Months	2016	2017	2018
	Supply	1,134,348	1,175,724		1,175,542	1,702,502	1,760,287
Demand	1,123,461	1,134,348	1,175,724	1,669,655	1,702,502	1,760,287	
Revenue	1.0	3.6	0.0	2.0	3.4	0.3	

Year To Date	2016	2017	2018	Running 12 Months	2016	2017	2018
	Demand	698,804	728,863		720,992	992,996	1,042,676
Revenue	715,221	698,804	728,863	1,028,259	992,996	1,042,676	
Census %	-2.3	4.3	-1.1	-3.4	5.0	-3.2	

Year To Date	2016	2017	2018	Running 12 Months	2016	2017	2018
	Revenue	66,307,232	69,569,194		68,755,410	93,526,872	98,336,757
Census %	69,117,118	66,307,232	69,569,194	97,376,754	93,526,872	98,336,757	
Census %	-4.1	4.9	-1.2	-4.0	5.1	-2.8	

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Tab 3 - Response Billings Area+

Billings Area COC

For the Month of August 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: August 2018

	Current Month - August 2018 vs August 2017												Year to Date - August 2018 vs August 2017												Participation			
	Occ %		ADR		RevPAR		Percent Change from August 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	71.4	70.6	130.71	127.77	93.37	90.23	1.2	2.3	3.5	5.6	2.1	3.2	67.6	67.1	130.24	126.92	88.07	85.11	0.8	2.6	3.5	5.6	2.0	2.9	55790	33627	5268529	3910143
Montana	77.9	81.1	131.12	129.62	102.19	105.13	-3.9	1.2	-2.8	-1.4	1.5	-2.5	60.7	61.5	108.83	107.29	66.10	66.01	-1.3	1.4	0.1	1.2	1.1	-0.2	483	228	31290	19625
Billings Area, MT+	73.0	72.3	103.62	101.65	75.68	73.54	1.0	1.9	2.9	2.9	-0.0	0.9	61.3	62.0	95.36	95.45	58.49	59.17	-1.1	-0.1	-1.2	-1.2	-0.0	-1.1	54	35	4837	3779
Bismarck, ND+	63.7	63.8	90.40	90.65	57.63	57.87	-0.1	-0.3	-0.4	-0.4	-0.0	-0.2	55.8	66.6	89.75	89.72	50.10	59.77	-16.2	0.0	-16.2	-16.2	-0.0	-16.2	33	28	3119	2801
Boise, ID+	82.5	82.8	113.40	119.40	93.52	98.88	-0.4	-5.0	-5.4	2.1	7.9	7.4	73.9	75.8	109.99	107.01	81.24	81.16	-2.6	2.8	0.1	6.4	6.3	3.5	55	44	5746	5242
Bozeman, MT+	91.1	88.4	160.29	153.23	146.07	135.53	3.0	4.6	7.8	9.1	1.2	4.3	73.8	72.6	120.39	118.37	88.86	85.97	1.6	1.7	3.4	5.7	2.2	3.9	31	22	2426	1912
Great Falls, MT+	73.2	75.8	92.95	94.71	68.07	71.78	-3.4	-1.9	-5.2	0.6	6.1	2.5	60.1	62.4	89.28	88.36	53.64	55.15	-3.7	1.0	-2.7	1.0	3.8	-0.1	30	19	2293	1881
Helena, MT+	73.6	78.5	101.75	101.32	74.86	79.49	-6.2	0.4	-5.8	0.0	6.2	-0.4	61.5	65.5	99.07	96.17	60.98	62.98	-6.0	3.0	-3.2	-0.7	2.6	-3.6	20	17	1648	1411
Madison, WI+	83.9	75.9	146.24	126.05	122.62	95.69	10.5	16.0	28.1	31.1	2.3	13.0	66.8	66.3	119.59	114.51	79.83	75.95	0.7	4.4	5.1	7.7	2.5	3.1	65	54	7431	6874
Missoula, MT+	88.0	93.7	133.88	124.46	117.78	116.66	-6.1	7.6	1.0	-0.9	-1.8	-7.9	66.7	67.1	107.57	102.49	71.76	68.74	-0.5	5.0	4.4	2.4	-1.9	-2.5	42	24	3101	2180
Rapid City, SD+	79.8	82.1	132.07	135.76	105.41	111.39	-2.7	-2.7	-5.4	-3.3	2.2	-0.6	57.7	59.5	102.88	105.35	59.35	62.72	-3.1	-2.3	-5.4	-3.3	2.2	-1.0	54	35	4707	3875
Sioux Falls, SD+	73.1	70.6	94.82	93.67	69.35	66.10	3.7	1.2	4.9	7.3	2.3	6.0	63.1	62.9	92.13	92.46	58.17	58.12	0.5	-0.4	0.1	3.5	3.4	3.9	60	44	5183	4273

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