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Billings Area COC

For the Month of November 2018



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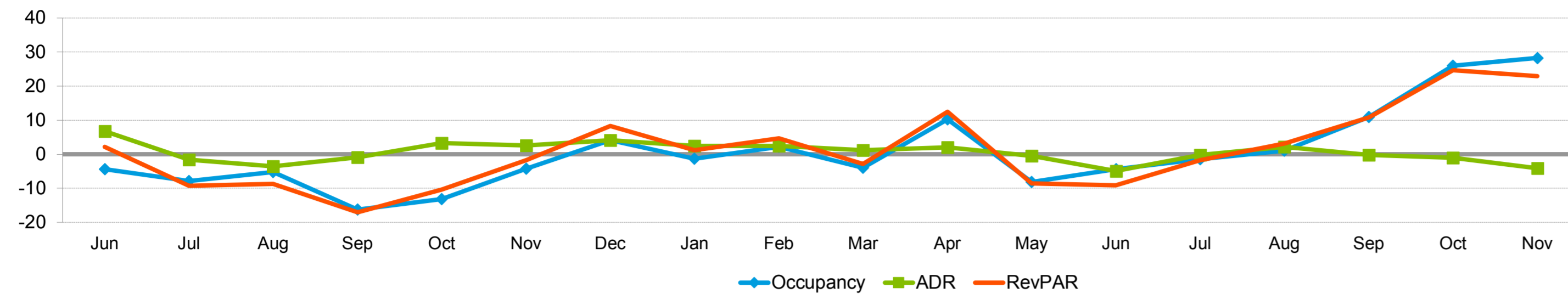
Tab 2 - Trend Billings Area+

Currency: USD - US Dollar

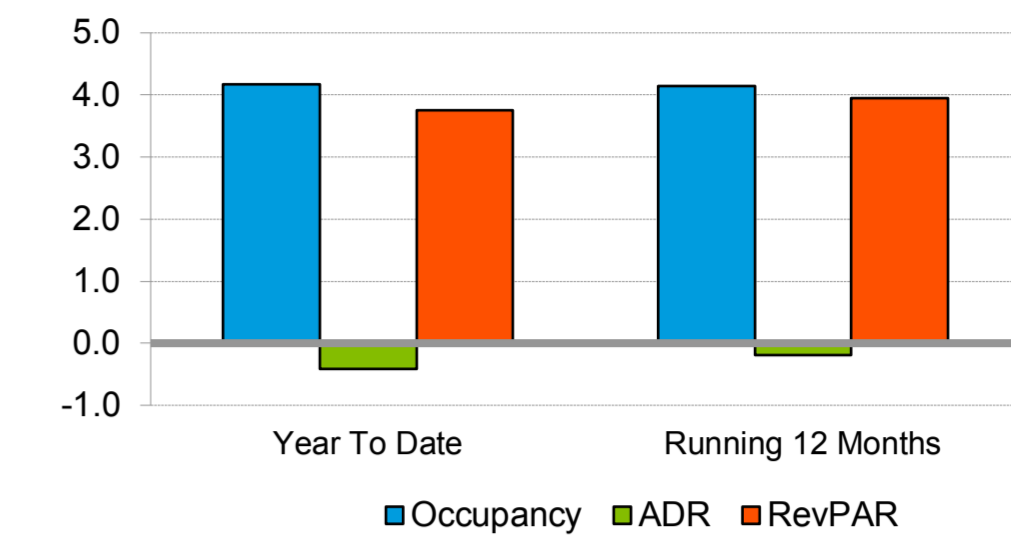
Billings Area COC

For the Month of November 2018

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2017							2018										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	72.8	70.2	72.4	59.7	51.6	44.4	40.4	36.9	49.6	56.0	68.0	68.0	69.6	69.1	73.1	66.3	65.1	57.0
Last Year	76.1	76.1	76.4	71.3	59.5	46.4	38.8	37.4	48.6	58.3	61.7	74.1	72.8	70.2	72.4	59.7	51.6	44.4
Percent Change	-4.3	-7.8	-5.3	-16.3	-13.2	-4.2	4.1	-1.3	2.1	-4.0	10.2	-8.2	-4.4	-1.5	1.0	26.0	28.3	

ADR	2017							2018										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	105.15	100.38	101.81	97.23	94.21	90.23	89.02	88.35	91.78	92.21	91.19	92.33	99.98	100.13	103.99	97.09	93.23	86.46
Last Year	98.48	102.00	105.60	98.16	91.21	87.98	85.55	86.21	89.58	91.14	89.36	92.74	105.15	100.38	101.81	97.23	94.21	90.23
Percent Change	6.8	-1.6	-3.6	-0.9	3.3	2.6	4.1	2.5	2.4	1.2	2.1	-0.4	-4.9	-0.3	2.1	-0.1	-1.0	-4.2

RevPAR	2017							2018										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	76.55	70.45	73.68	58.06	48.66	40.08	35.93	32.59	45.53	51.63	62.00	62.81	69.61	69.20	76.03	64.35	60.66	49.27
Last Year	74.94	77.65	80.67	70.00	54.25	40.79	33.17	32.22	43.52	53.16	55.12	68.68	76.55	70.45	73.68	58.06	48.66	40.08
Percent Change	2.1	-9.3	-8.7	-17.1	-10.3	-1.7	8.3	1.1	4.6	-2.9	12.5	-8.5	-9.1	-1.8	3.2	10.8	24.7	22.9

Supply	2017							2018										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	143,070	147,839	147,839	143,070	147,839	143,070	147,839	146,165	132,020	146,165	141,450	146,165	141,420	146,134	146,134	141,420	146,072	141,360
Last Year	137,640	142,228	144,925	140,250	144,925	143,100	147,870	147,870	133,560	147,870	143,070	147,839	143,070	147,839	147,839	143,070	147,839	143,070
Percent Change	3.9	3.9	2.0	2.0	2.0	0.0	0.0	-1.2	-1.2	-1.2	-1.1	-1.1	-1.2	-1.2	-1.2	-1.2	-1.2	-1.2

Demand	2017							2018										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	104,160	103,761	106,994	85,434	76,351	63,552	59,673	53,917	65,500	81,848	96,164	99,422	98,464	101,004	106,832	93,726	95,046	80,555
Last Year	104,737	108,278	110,710	100,017	86,199	66,347	57,327	55,270	64,887	86,256	88,256	109,485	104,160	103,761	106,994	85,434	76,351	63,552
Percent Change	-0.6	-4.2	-3.4	-14.6	-11.4	-4.2	4.1	-2.4	0.9	-5.1	9.0	-9.2	-5.5	-2.7	-0.2	9.7	24.5	26.8

Revenue	2017							2018										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	10,952,180	10,415,825	10,892,965	8,306,738	7,193,189	5,734,272	5,311,989	4,763,822	6,011,312	7,547,216	8,769,460	9,180,102	9,844,413	10,113,141	11,109,966	9,100,024	8,861,132	6,964,828
Last Year	10,314,845	11,043,878	11,691,200	9,817,266	7,862,311	5,837,258	4,904,137	4,764,818	5,812,886	7,861,136	7,886,557	10,153,305	10,952,180	10,415,825	10,892,965	8,306,738	7,193,189	5,734,272
Percent Change	6.2	-5.7	-6.8	-15.4	-8.5	-1.8	8.3	0.0	3.4	-4.0	11.2	-9.6	-10.1	-2.9	2.0	9.5	23.2	21.5

Census %	2017							2018										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Census Props	53	53	53	53	53	53	53	52	52	52	52	52	52	52	52	52	52	52
Census Rooms	4769	4769	4769	4769	4769	4769	4769	4715	4715	4715	4715	4715	4714	4714	4714	4714	4712	4712
% Rooms Participants	83.5	83.5	83.5	83.5	83.5	83.5	83.5	84.5	84.5	84.5	84.5	84.5	84.5	82.0	80.2	82.0	82.0	82.0

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Tab 3 - Response Billings Area+

Billings Area COC

For the Month of November 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: November 2018

	Current Month - November 2018 vs November 2017												Year to Date - November 2018 vs November 2017										Participation					
	Occ %		ADR		RevPAR		Percent Change from November 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	61.7	61.5	124.22	122.79	76.69	75.48	0.4	1.2	1.6	3.7	2.0	2.5	67.3	67.0	130.23	127.11	87.71	85.17	0.5	2.5	3.0	5.0	2.0	2.5	54633	33765	5219740	3928257
Montana	47.4	42.9	85.82	86.70	40.69	37.18	10.6	-1.0	9.4	11.0	1.4	12.1	60.3	59.9	106.67	105.63	64.29	63.25	0.6	1.0	1.6	2.7	1.0	1.7	444	226	29227	19486
Billings Area, MT+	57.0	44.4	86.46	90.23	49.27	40.08	28.3	-4.2	22.9	21.5	-1.2	26.8	61.8	59.3	94.88	95.27	58.60	56.48	4.2	-0.4	3.7	2.5	-1.2	3.0	52	36	4712	3864
Bismarck, ND+	51.3	46.5	87.33	85.85	44.78	39.91	10.3	1.7	12.2	11.7	-0.4	9.8	57.0	63.5	89.64	89.57	51.11	56.91	-10.3	0.1	-10.2	-10.5	-0.3	-10.6	33	27	3106	2698
Boise, ID+	63.2	61.9	103.78	101.41	65.54	62.78	2.0	2.3	4.4	8.6	4.0	6.1	73.2	74.3	110.08	106.89	80.58	79.45	-1.5	3.0	1.4	7.5	6.0	4.4	55	44	5733	5229
Bozeman, MT+	61.7	53.6	96.22	98.36	59.34	52.75	15.0	-2.2	12.5	13.9	1.3	16.4	73.5	71.6	119.17	118.15	87.58	84.55	2.7	0.9	3.6	5.7	2.0	4.8	29	22	2339	1912
Great Falls, MT+	49.3	45.3	82.58	84.33	40.71	38.17	8.9	-2.1	6.6	13.2	6.1	15.6	59.0	60.0	87.99	87.67	51.91	52.62	-1.7	0.4	-1.3	3.0	4.4	2.6	30	19	2293	1881
Helena, MT+	48.1	49.4	91.27	91.63	43.86	45.26	-2.7	-0.4	-3.1	2.9	6.2	3.3	60.7	64.0	98.15	96.14	59.60	61.49	-5.1	2.1	-3.1	0.4	3.6	-1.7	20	17	1648	1411
Madison, WI+	58.8	60.6	111.88	122.68	65.81	74.32	-2.9	-8.8	-11.4	-9.4	2.3	-0.7	67.5	67.2	122.77	121.08	82.86	81.42	0.4	1.4	1.8	4.2	2.4	2.8	65	54	7427	6892
Missoula, MT+	49.8	50.1	90.96	88.58	45.31	44.40	-0.6	2.7	2.0	0.1	-1.9	-2.5	66.6	66.8	107.49	102.13	71.62	68.26	-0.3	5.3	4.9	2.9	-2.0	-2.3	40	24	2990	2180
Rapid City, SD+	36.3	36.6	58.60	63.70	21.27	23.31	-0.8	-8.0	-8.7	-6.7	2.2	1.4	57.9	58.9	97.45	100.34	56.47	59.07	-1.6	-2.9	-4.4	-2.3	2.2	0.6	53	35	4676	3875
Sioux Falls, SD+	57.2	52.6	87.65	86.44	50.12	45.50	8.6	1.4	10.1	12.7	2.3	11.1	63.5	62.1	91.33	91.76	57.96	57.02	2.1	-0.5	1.6	4.8	3.1	5.3	60	45	5183	4316

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