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Billings Area COC

For the Month of August 2017



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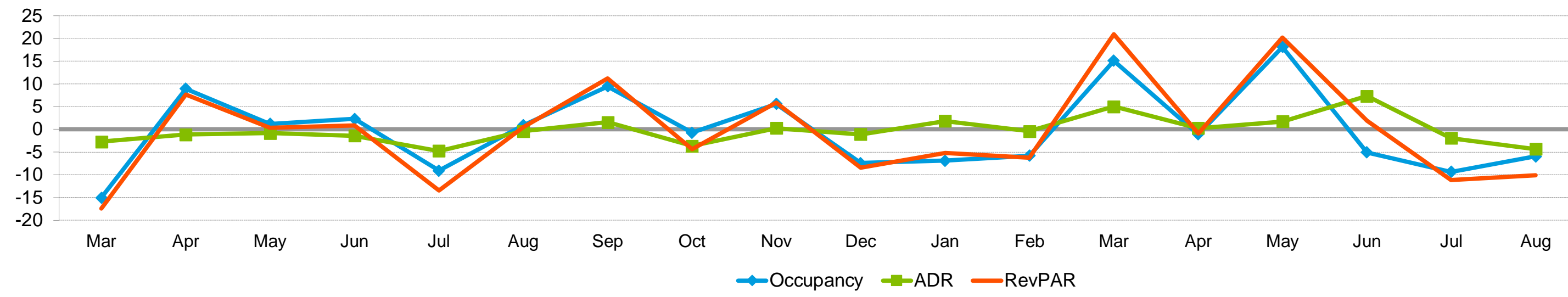
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Tab 2 - Trend Billings Area+

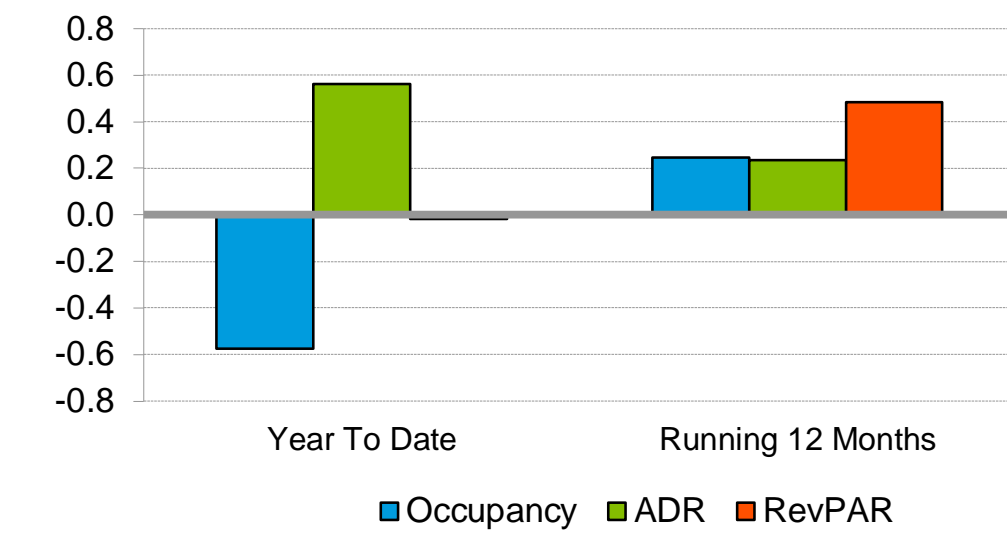
Billings Area COC
For the Month of August 2017

Currency: USD - US Dollar

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2016											2017							
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
This Year	50.1	61.6	62.2	76.0	75.3	76.1	70.6	58.4	45.3	37.9	36.2	47.9	57.6	60.9	73.4	72.2	68.2	71.6	
Last Year	59.0	56.5	61.4	74.3	82.8	75.4	64.5	58.8	42.9	41.0	38.9	50.8	50.1	61.6	62.2	76.0	75.3	76.1	
Percent Change	-15.1	9.0	1.2	2.3	-9.1	0.9	9.5	-0.7	5.6	-7.4	-6.9	-5.8	15.1	-1.1	18.1	-5.1	-9.4	-6.0	

ADR	2016											2017							
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
This Year	86.70	89.02	91.27	98.38	102.63	106.69	98.61	91.48	88.41	85.55	86.32	89.32	91.05	89.23	92.87	105.57	100.62	102.05	
Last Year	89.13	90.06	92.03	99.81	107.77	107.12	97.07	94.97	88.18	86.49	84.77	89.72	86.70	89.02	91.27	98.38	102.63	106.69	
Percent Change	-2.7	-1.2	-0.8	-1.4	-4.8	-0.4	1.6	-3.7	0.3	-1.1	1.8	-0.4	5.0	0.2	1.7	7.3	-2.0	-4.4	

RevPAR	2016											2017							
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
This Year	43.41	54.81	56.73	74.80	77.28	81.22	69.60	53.43	40.09	32.44	31.23	42.76	52.49	54.34	68.19	76.20	68.67	73.03	
Last Year	52.56	50.89	56.52	74.18	89.26	80.82	62.58	55.88	37.86	35.42	32.94	45.59	43.41	54.81	56.73	74.80	77.28	81.22	
Percent Change	-17.4	7.7	0.4	0.8	-13.4	0.5	11.2	-4.4	5.9	-8.4	-5.2	-6.2	20.9	-0.9	20.2	1.9	-11.1	-10.1	

Supply	2016											2017							
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
This Year	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	145,200	150,040	150,040	
Last Year	141,577	139,740	144,398	139,740	144,398	144,398	139,740	144,398	139,740	144,398	144,398	130,424	144,398	139,740	144,398	139,740	144,398	147,095	
Percent Change	2.0	0.0	0.0	0.0	0.0	1.9	1.9	1.9	3.9	3.9	3.9	3.9	3.9	3.9	3.9	3.9	3.9	2.0	

Demand	2016											2017							
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
This Year	72,303	86,042	89,746	106,241	108,727	111,970	100,470	85,908	65,834	56,901	54,284	64,884	86,507	88,418	110,170	104,805	102,391	107,381	
Last Year	83,482	78,970	88,685	103,849	119,603	108,943	90,090	84,963	59,994	59,138	56,110	66,281	72,303	86,042	89,746	106,241	108,727	111,970	
Percent Change	-13.4	9.0	1.2	2.3	-9.1	2.8	11.5	1.1	9.7	-3.8	-3.3	-2.1	19.6	2.8	22.8	-1.4	-5.8	-4.1	

Revenue	2016											2017							
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
This Year	6,269,018	7,659,641	8,191,391	10,452,432	11,158,477	11,946,585	9,907,348	7,858,793	5,820,394	4,868,046	4,686,041	5,795,504	7,876,713	7,889,737	10,231,056	11,063,921	10,302,976	10,957,931	
Last Year	7,440,867	7,111,886	8,161,826	10,365,226	12,889,065	11,670,132	8,745,158	8,068,624	5,290,055	5,114,929	4,756,260	5,946,575	6,269,018	7,659,641	8,191,391	10,452,432	11,158,477	11,946,585	
Percent Change	-15.7	7.7	0.4	0.8	-13.4	2.4	13.3	-2.6	10.0	-4.8	-1.5	-2.5	25.6	3.0	24.9	5.9	-7.7	-8.3	

Census %	2016											2017							
	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Census Props	52	52	52	52	52	53	53	53	54	54	54	54	54	54	54	54	54	54	
Census Rooms	4658	4658	4658	4658	4658	4745	4745	4745	4840	4841	4841	4841	4841	4840	4840	4840	4840	4840	
% Rooms Participants	79.1	79.1	79.1	79.1	79.1	77.7	79.5	79.5	78.0	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	

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Tab 3 - Response Billings Area+

Billings Area COC

For the Month of August 2017

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2015												2016												2017											
								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 2017

	Current Month - August 2017 vs August 2016												Year to Date - August 2017 vs August 2016										Participation					
	Occ %		ADR		RevPAR		Percent Change from August 2016						Occ %		ADR		RevPAR		Percent Change from YTD 2016						Properties		Rooms	
	2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample
United States	70.7	70.1	127.69	125.64	90.31	88.08	0.9	1.6	2.5	4.4	1.9	2.8	67.1	66.8	126.95	124.31	85.21	83.01	0.5	2.1	2.7	4.5	1.8	2.4	54956	33054	5166745	3818501
Montana	81.0	79.4	129.71	123.32	105.06	97.96	2.0	5.2	7.3	8.2	0.9	2.9	61.4	61.0	107.34	104.44	65.95	63.68	0.8	2.8	3.6	5.1	1.5	2.3	481	226	30800	19264
Billings Area, MT+	71.6	76.1	102.05	106.69	73.03	81.22	-6.0	-4.4	-10.1	-8.3	2.0	-4.1	61.1	61.5	95.72	95.18	58.50	58.51	-0.6	0.6	-0.0	3.7	3.7	3.1	54	36	4840	3868
Bismarck, ND+	63.8	75.3	90.63	89.29	57.87	67.24	-15.2	1.5	-13.9	-13.9	0.0	-15.2	66.6	61.1	89.70	91.21	59.78	55.76	9.0	-1.7	7.2	7.2	0.0	9.0	33	30	3120	2964
Boise, ID+	83.6	86.9	120.28	104.05	100.57	90.45	-3.8	15.6	11.2	17.1	5.3	1.3	76.0	77.9	107.16	100.80	81.43	78.48	-2.4	6.3	3.8	10.7	6.7	4.2	52	39	5325	4380
Bozeman, MT+	88.6	90.3	153.14	145.06	135.61	130.97	-1.9	5.6	3.5	7.6	3.9	1.9	72.7	72.7	118.37	113.96	86.07	82.82	0.0	3.9	3.9	6.0	2.0	2.0	31	21	2396	1846
Great Falls, MT+	75.2	73.5	94.69	89.21	71.18	65.54	2.3	6.1	8.6	8.4	-0.2	2.1	62.2	60.5	88.21	85.20	54.82	51.57	2.7	3.5	6.3	4.1	-2.0	0.6	29	18	2162	1750
Helena, MT+	78.6	69.7	101.29	94.78	79.61	66.06	12.8	6.9	20.5	20.5	0.0	12.8	65.4	60.4	96.16	92.53	62.90	55.91	8.2	3.9	12.5	12.5	0.0	8.2	19	16	1552	1324
Madison, WI+	75.3	78.2	127.15	116.31	95.69	90.91	-3.7	9.3	5.3	9.3	3.9	0.0	65.7	67.4	115.57	112.11	75.96	75.61	-2.6	3.1	0.5	3.2	2.7	0.1	63	54	7264	6881
Missoula, MT+	93.8	84.9	124.40	113.71	116.65	96.51	10.5	9.4	20.9	17.8	-2.5	7.7	67.1	65.7	102.50	97.89	68.77	64.29	2.1	4.7	7.0	5.5	-1.3	0.8	43	25	3159	2238
Rapid City, SD+	81.5	78.7	135.54	136.76	110.51	107.60	3.6	-0.9	2.7	4.9	2.2	5.9	59.4	60.5	104.98	105.42	62.31	63.80	-1.9	-0.4	-2.3	-0.5	1.9	-0.1	54	33	4657	3679
Sioux Falls, SD+	70.8	75.2	93.88	94.44	66.49	70.98	-5.8	-0.6	-6.3	-4.6	1.8	-4.1	62.9	65.7	92.64	90.38	58.26	59.39	-4.3	2.5	-1.9	-1.5	0.4	-3.9	59	45	5067	4288

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