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# Billings Area COC

For the Month of November 2017



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735 East Main Street, Hendersonville, TN 37075 USA  
T : +1 615 824 8664  
support@str.com www.str.com

Blue Fin Building, 110 Southwark Street, London SE1 0TA  
T : +44 (0)20 7922 1930  
hotelinfo@str.com www.str.com

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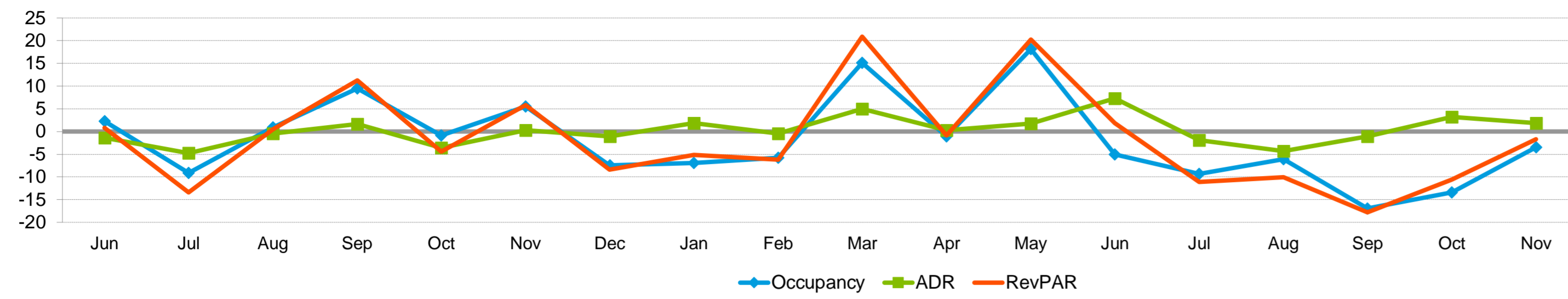
Tab 2 - Trend Billings Area+

Currency: USD - US Dollar

Billings Area COC

For the Month of November 2017

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2016							2017										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	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	71.5	58.6	50.6	43.7
Last Year	74.3	82.8	75.4	64.5	58.9	42.9	41.0	38.9	50.8	50.1	61.6	62.2	76.0	75.3	76.1	70.6	58.4	45.3
Percent Change	2.3	-9.1	0.9	9.5	-0.8	5.6	-7.4	-6.9	-5.8	15.1	-1.1	18.1	-5.1	-9.4	-6.1	-16.9	-13.4	-3.5

ADR	2016							2017										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	98.38	102.63	106.69	98.63	91.52	88.43	85.55	86.32	89.32	91.05	89.23	92.87	105.57	100.62	102.12	97.60	94.43	90.10
Last Year	99.81	107.77	107.12	97.07	94.96	88.18	86.49	84.77	89.72	86.70	89.02	91.27	98.38	102.63	106.69	98.63	91.52	88.43
Percent Change	-1.4	-4.8	-0.4	1.6	-3.6	0.3	-1.1	1.8	-0.4	5.0	0.2	1.7	7.3	-2.0	-4.3	-1.0	3.2	1.9

RevPAR	2016							2017										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	74.80	77.28	81.22	69.63	53.43	40.07	32.44	31.23	42.76	52.49	54.34	68.19	76.20	68.67	73.03	57.23	47.74	39.41
Last Year	74.18	89.26	80.82	62.61	55.90	37.86	35.42	32.94	45.59	43.41	54.81	56.73	74.80	77.28	81.22	69.63	53.43	40.07
Percent Change	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	-17.8	-10.6	-1.7

Supply	2016							2017										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	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	145,200	150,040	145,200
Last Year	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	142,350	147,095	145,200
Percent Change	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	2.0	2.0	0.0

Demand	2016							2017										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	106,241	108,727	111,970	100,494	85,871	65,800	56,901	54,284	64,884	86,507	88,418	110,170	104,805	102,391	107,292	85,143	75,859	63,513
Last Year	103,849	119,603	108,943	90,128	84,997	59,994	59,138	56,110	66,281	72,303	86,042	89,746	106,241	108,727	111,970	100,494	85,871	65,800
Percent Change	2.3	-9.1	2.8	11.5	1.0	9.7	-3.8	-3.3	-2.1	19.6	2.8	22.8	-1.4	-5.8	-4.2	-15.3	-11.7	-3.5

Revenue	2016							2017										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	10,452,432	11,158,477	11,946,585	9,911,405	7,858,747	5,818,644	4,868,046	4,686,041	5,795,504	7,876,713	7,889,737	10,231,056	11,063,921	10,302,976	10,956,963	8,309,922	7,163,586	5,722,282
Last Year	10,365,226	12,889,065	11,670,132	8,748,437	8,071,469	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	9,911,405	7,858,747	5,818,644
Percent Change	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	-16.2	-8.8	-1.7

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

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# Tab 3 - Response Billings Area+

Billings Area COC

For the Month of November 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: November 2017

	Current Month - November 2017 vs November 2016												Year to Date - November 2017 vs November 2016										Participation					
	Occ %		ADR		RevPAR		Percent Change from November 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	61.5	60.6	122.64	119.92	75.48	72.64	1.6	2.3	3.9	5.9	1.9	3.6	67.1	66.5	127.07	124.49	85.22	82.85	0.8	2.1	2.9	4.7	1.8	2.6	53974	33173	5132329	3838144
Montana	43.2	43.9	86.39	83.26	37.36	36.58	-1.6	3.8	2.1	2.8	0.7	-0.9	59.8	60.4	105.53	102.74	63.15	62.01	-0.8	2.7	1.8	3.2	1.4	0.5	447	217	29085	18669
Billings Area, MT+	43.7	45.3	90.10	88.43	39.41	40.07	-3.5	1.9	-1.7	-1.7	0.0	-3.5	58.3	60.5	95.41	94.75	55.67	57.33	-3.6	0.7	-2.9	0.0	3.0	-0.7	54	36	4840	3868
Bismarck, ND+	48.9	71.2	84.60	88.45	41.35	62.95	-31.3	-4.4	-34.3	-34.3	-0.0	-31.3	63.8	65.8	89.46	91.18	57.05	60.03	-3.1	-1.9	-5.0	-5.0	-0.0	-3.1	33	29	3119	2873
Boise, ID+	62.7	66.3	101.03	97.74	63.39	64.76	-5.3	3.4	-2.1	6.5	8.8	3.0	74.5	77.3	106.96	101.31	79.69	78.36	-3.7	5.6	1.7	8.8	7.0	3.0	53	40	5510	4587
Bozeman, MT+	53.9	52.4	97.62	87.68	52.58	45.95	2.8	11.3	14.4	18.9	3.9	6.8	71.4	72.0	117.10	112.58	83.60	81.03	-0.8	4.0	3.2	5.8	2.5	1.7	31	21	2396	1846
Great Falls, MT+	45.3	46.0	83.90	77.73	38.03	35.75	-1.4	7.9	6.4	6.3	-0.0	-1.5	59.8	59.3	87.48	84.13	52.29	49.92	0.7	4.0	4.8	3.1	-1.5	-0.8	29	18	2161	1749
Helena, MT+	49.4	51.9	91.48	88.20	45.16	45.77	-4.9	3.7	-1.3	-1.3	0.0	-4.9	63.9	60.9	96.12	92.48	61.42	56.31	5.0	3.9	9.1	9.1	0.0	5.0	19	16	1552	1324
Madison, WI+	59.9	61.7	123.96	111.80	74.30	68.93	-2.8	10.9	7.8	11.9	3.8	0.9	66.6	68.6	122.20	117.93	81.43	80.92	-2.9	3.6	0.6	3.6	3.0	0.0	63	55	7260	6973
Missoula, MT+	49.8	50.2	88.03	89.01	43.84	44.68	-0.8	-1.1	-1.9	-4.3	-2.5	-3.3	66.6	65.0	101.59	97.62	67.66	63.50	2.4	4.1	6.6	4.8	-1.6	0.7	42	25	3130	2238
Rapid City, SD+	36.7	37.1	63.57	63.91	23.31	23.72	-1.2	-0.5	-1.7	0.4	2.2	1.0	58.7	60.1	100.01	100.15	58.74	60.19	-2.3	-0.1	-2.4	-0.5	2.0	-0.4	53	33	4625	3678
Sioux Falls, SD+	52.6	56.3	86.43	85.26	45.49	47.99	-6.5	1.4	-5.2	-3.5	1.8	-4.8	62.2	65.2	91.91	89.56	57.19	58.41	-4.6	2.6	-2.1	-1.3	0.8	-3.8	59	45	5067	4288

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**North America:**

735 East Main Street, Hendersonville, TN 37075 USA

T : +1 615 824 8664

[support@str.com](mailto:support@str.com)

**International:**

Blue Fin Building, 110 Southwark Street, London SE1 0TA

T : +44 (0) 20 7922 1930

[hotelinfo@str.com](mailto:hotelinfo@str.com)

**Asia Pacific:**

Thong Teck Building, 15 Scotts Road #08-12, 228 218 Singapore

T: +64 6800 7850

[apinfo@str.com](mailto:apinfo@str.com)

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