

Date Created: May 16, 2018

Billings Area COC

For the Month of April 2018



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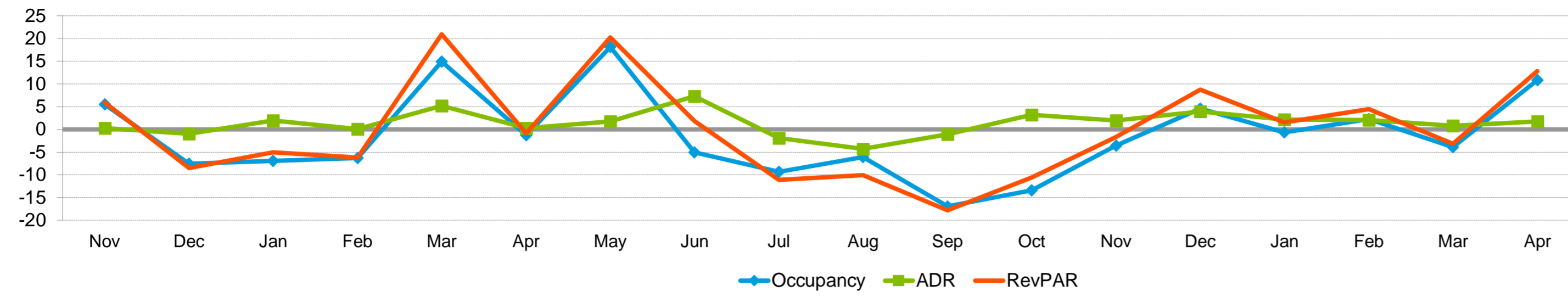
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Tab 2 - Trend Billings Area+

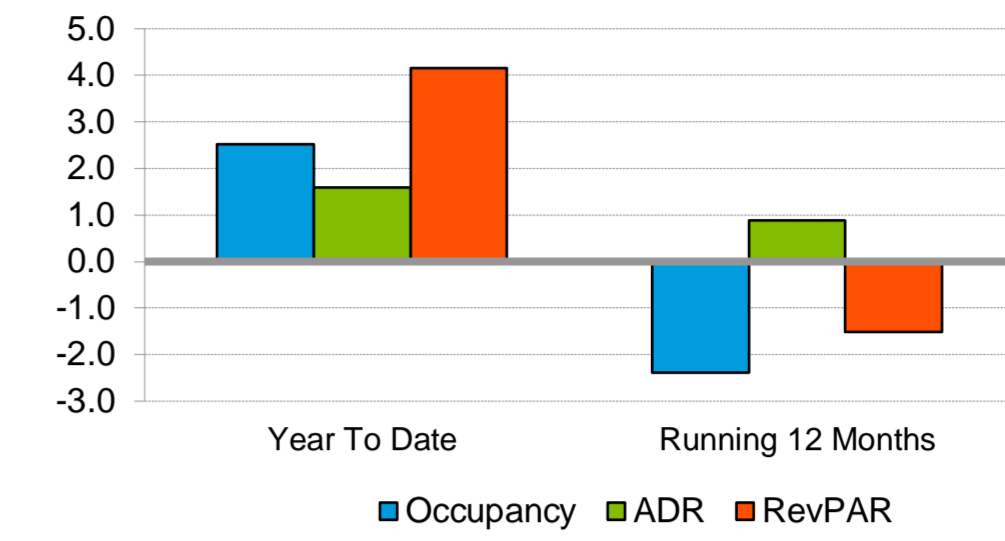
Currency: USD - US Dollar

Billings Area COC
For the Month of April 2018

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2016				2017								2018					
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
This Year	45.3	37.9	36.2	47.6	57.5	60.8	73.4	72.2	68.2	71.5	58.6	50.6	43.7	39.6	35.9	48.7	55.3	67.4
Last Year	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	37.9	36.2	47.6	57.5	60.8
Percent Change	5.6	-7.5	-6.9	-6.3	14.9	-1.2	18.1	-5.1	-9.4	-6.1	-16.9	-13.4	-3.5	4.5	-0.7	2.3	-3.9	10.9

ADR	2016				2017								2018					
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
This Year	88.44	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	88.36	91.65	91.94	90.86
Last Year	88.18	86.49	84.77	89.72	86.70	89.02	91.27	98.38	102.63	106.69	98.63	91.52	88.44	85.61	86.46	89.77	91.25	89.32
Percent Change	0.3	-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	2.2	2.1	0.8	1.7

RevPAR	2016				2017								2018					
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
This Year	40.08	32.42	31.28	42.75	52.50	54.31	68.19	76.20	68.67	73.03	57.23	47.74	39.41	35.25	31.76	44.65	50.85	61.26
Last Year	37.86	35.42	32.94	45.59	43.41	54.81	56.73	74.80	77.28	81.22	69.63	53.43	40.08	32.42	31.28	42.75	52.50	54.31
Percent Change	5.9	-8.5	-5.0	-6.2	20.9	-0.9	20.2	1.9	-11.1	-10.1	-17.8	-10.6	-1.7	8.7	1.5	4.4	-3.1	12.8

Supply	2016				2017								2018					
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
This Year	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	150,040	150,040	135,520	150,040	145,200
Last Year	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	150,071	150,071	135,548	150,071	145,200
Percent Change	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	0.0	0.0	0.0	0.0	0.0

Demand	2016				2017								2018					
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
This Year	65,800	56,840	54,302	64,542	86,346	88,297	110,170	104,805	102,391	107,292	85,143	75,859	63,467	59,408	53,933	66,020	82,980	97,909
Last Year	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	56,840	54,302	64,542	86,346	88,297
Percent Change	9.7	-3.9	-3.2	-2.6	19.4	2.6	22.8	-1.4	-5.8	-4.2	-15.3	-11.7	-3.5	4.5	-0.7	2.3	-3.9	10.9

Revenue	2016				2017								2018					
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
This Year	5,819,644	4,865,993	4,694,826	5,794,232	7,879,015	7,886,470	10,231,056	11,063,921	10,302,976	10,956,963	8,309,922	7,163,586	5,722,788	5,288,332	4,765,698	6,050,583	7,629,405	8,895,549
Last Year	5,290,055	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
Percent Change	10.0	-4.9	-1.3	-2.6	25.7	3.0	24.9	5.9	-7.7	-8.3	-16.2	-8.8	-1.7	8.7	1.5	4.4	-3.2	12.8

Census %	2016				2017								2018					
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Census Props	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54
Census Rooms	4840	4841	4841	4841	4841	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840
% Rooms Participants	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	79.9	78.8	79.9	79.9	79.9

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Tab 3 - Response Billings Area+

Billings Area COC
 For the Month of April 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: April 2018

	Current Month - April 2018 vs April 2017												Year to Date - April 2018 vs April 2017										Participation					
	Occ %		ADR		RevPAR		Percent Change from April 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	67.9	67.3	130.33	126.20	88.54	84.96	0.9	3.3	4.2	6.4	2.1	3.0	63.2	62.6	128.19	124.78	81.00	78.12	0.9	2.7	3.7	5.8	2.0	3.0	54625	33560	5190660	3895338
Montana	51.2	50.8	86.24	85.57	44.15	43.48	0.8	0.8	1.5	3.2	1.7	2.4	46.8	46.8	85.56	84.91	40.07	39.71	0.2	0.8	0.9	1.9	1.0	1.1	452	229	29610	19713
Billings Area, MT+	67.4	60.8	90.86	89.32	61.26	54.31	10.9	1.7	12.8	12.8	0.0	10.9	51.8	50.5	90.88	89.46	47.08	45.20	2.5	1.6	4.2	4.1	-0.0	2.5	54	36	4840	3868
Bismarck, ND+	52.4	78.9	87.91	86.87	46.09	68.58	-33.6	1.2	-32.8	-32.8	-0.0	-33.6	49.0	67.9	87.62	87.64	42.95	59.54	-27.8	-0.0	-27.9	-27.9	-0.0	-27.9	33	28	3119	2838
Boise, ID+	71.1	76.4	107.31	105.11	76.34	80.32	-6.9	2.1	-5.0	1.1	6.4	-1.0	66.6	70.2	106.63	101.39	71.05	71.20	-5.1	5.2	-0.2	6.2	6.4	1.0	53	41	5507	4887
Bozeman, MT+	59.5	60.8	87.59	89.55	52.08	54.43	-2.2	-2.2	-4.3	-0.6	3.9	1.6	61.9	61.2	86.57	87.69	53.61	53.67	1.2	-1.3	-0.1	3.8	3.9	5.2	31	22	2395	1881
Great Falls, MT+	50.1	55.8	83.31	83.69	41.72	46.70	-10.3	-0.5	-10.7	-5.3	6.1	-4.8	51.1	55.4	86.03	85.28	43.96	47.25	-7.8	0.9	-7.0	-5.6	1.5	-6.4	30	19	2293	1881
Helena, MT+	55.0	60.4	97.66	93.09	53.76	56.21	-8.8	4.9	-4.4	1.6	6.2	-3.2	52.0	56.3	92.75	91.20	48.21	51.38	-7.7	1.7	-6.2	-4.7	1.6	-6.3	20	18	1648	1491
Madison, WI+	65.6	67.1	118.83	115.52	77.91	77.53	-2.3	2.9	0.5	4.2	3.7	1.3	57.6	59.2	108.68	107.50	62.58	63.69	-2.8	1.1	-1.7	0.8	2.6	-0.3	64	54	7414	6929
Missoula, MT+	60.0	60.1	90.52	86.29	54.28	51.82	-0.2	4.9	4.7	2.1	-2.5	-2.6	50.0	48.8	84.30	82.72	42.18	40.39	2.5	1.9	4.4	1.8	-2.5	-0.1	42	24	3130	2202
Rapid City, SD+	39.0	44.2	59.43	63.35	23.19	27.99	-11.7	-6.2	-17.1	-15.3	2.2	-9.7	38.7	41.8	63.88	68.75	24.75	28.73	-7.3	-7.1	-13.9	-12.0	2.2	-5.3	54	34	4727	3780
Sioux Falls, SD+	57.6	58.1	89.47	88.77	51.51	51.55	-0.9	0.8	-0.1	4.1	4.2	3.3	54.8	55.7	88.87	87.33	48.71	48.60	-1.5	1.8	0.2	3.8	3.6	2.0	60	45	5183	4361

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