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Billings Area COC

For the Month of June 2018



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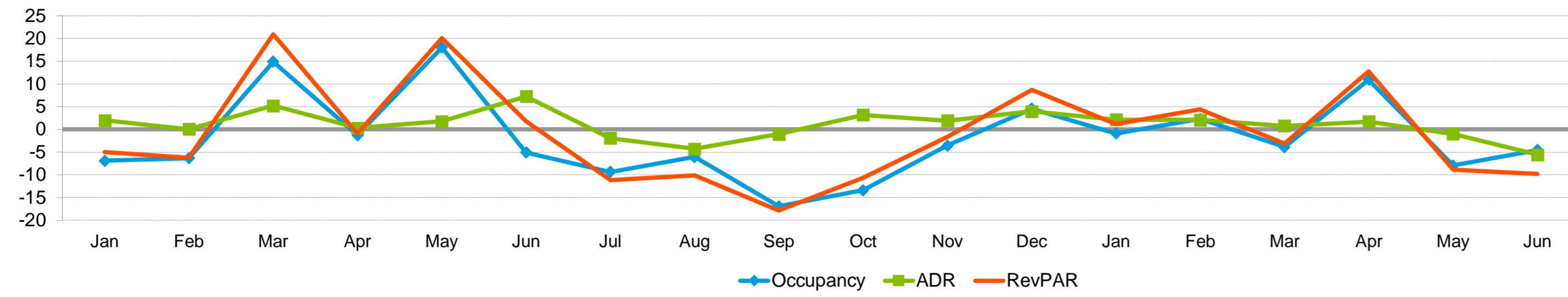
Tab 2 - Trend Billings Area+

Currency: USD - US Dollar

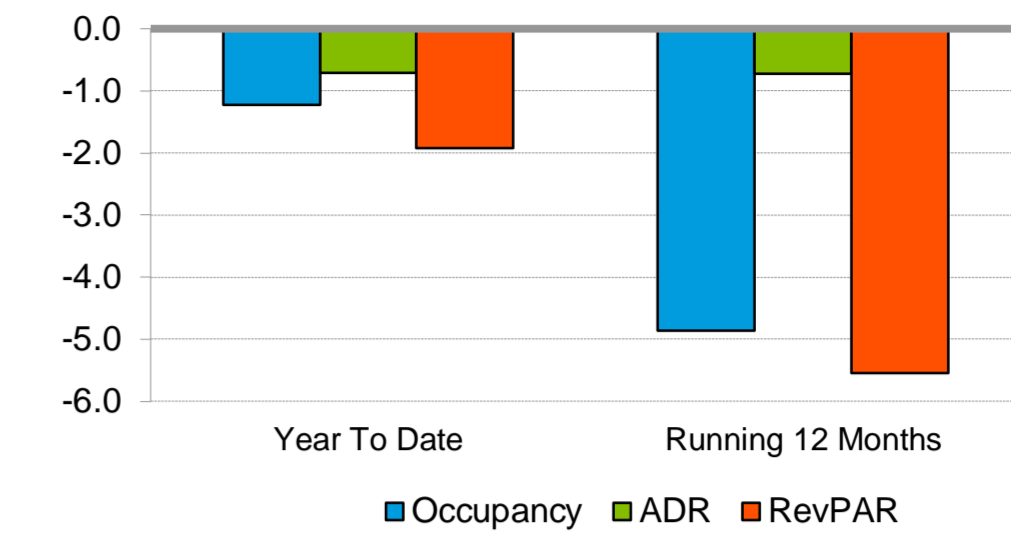
Billings Area COC

For the Month of June 2018

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2017												2018					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	36.2	47.6	57.5	60.8	73.3	72.2	68.2	71.5	58.6	50.6	43.7	39.6	35.9	48.7	55.3	67.4	67.5	68.9
Last Year	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	73.3	72.2
Percent Change	-6.9	-6.3	14.9	-1.2	18.0	-5.1	-9.4	-6.1	-16.9	-13.4	-3.5	4.5	-0.9	2.3	-3.9	10.9	-7.9	-4.6

ADR	2017												2018					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	86.46	89.77	91.25	89.32	92.87	105.55	100.62	102.12	97.60	94.43	90.17	89.02	88.29	91.65	91.94	90.85	91.96	99.71
Last Year	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	92.87	105.55
Percent Change	2.0	0.1	5.2	0.3	1.7	7.3	-2.0	-4.3	-1.0	3.2	2.0	4.0	2.1	2.1	0.8	1.7	-1.0	-5.5

RevPAR	2017												2018					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	31.28	42.75	52.50	54.31	68.12	76.16	68.67	73.03	57.23	47.74	39.41	35.25	31.65	44.65	50.85	61.27	62.10	68.67
Last Year	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	68.12	76.16
Percent Change	-5.0	-6.2	20.9	-0.9	20.1	1.8	-11.1	-10.1	-17.8	-10.6	-1.7	8.7	1.2	4.4	-3.1	12.8	-8.8	-9.8

Supply	2017												2018					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	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	150,040	145,170
Last Year	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	150,040	145,200
Percent Change	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	0.0	0.0

Demand	2017												2018					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	54,302	64,542	86,346	88,297	110,053	104,764	102,391	107,292	85,143	75,859	63,467	59,408	53,795	66,020	82,980	97,924	101,319	99,971
Last Year	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	110,053	104,764
Percent Change	-3.2	-2.6	19.4	2.6	22.6	-1.4	-5.8	-4.2	-15.3	-11.7	-3.5	4.5	-0.9	2.3	-3.9	10.9	-7.9	-4.6

Revenue	2017												2018					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	4,694,826	5,794,232	7,879,015	7,886,470	10,220,228	11,057,865	10,302,976	10,956,963	8,309,922	7,163,586	5,722,788	5,288,332	4,749,421	6,050,583	7,629,405	8,896,121	9,317,621	9,968,392
Last Year	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	10,220,228	11,057,865
Percent Change	-1.3	-2.6	25.7	3.0	24.8	5.8	-7.7	-8.3	-16.2	-8.8	-1.7	8.7	1.2	4.4	-3.2	12.8	-8.8	-9.9

Census %	2017												2018					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Census Props	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54	54
Census Rooms	4841	4841	4841	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840	4840	4839
% Rooms Participants	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	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 June 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: June 2018

	Current Month - June 2018 vs June 2017												Year to Date - June 2018 vs June 2017										Participation					
	Occ %		ADR		RevPAR		Percent Change from June 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	74.5	73.3	132.66	128.99	98.85	94.49	1.7	2.8	4.6	6.7	2.0	3.7	65.9	65.3	129.36	125.90	85.29	82.20	1.0	2.7	3.8	5.8	2.0	3.0	55689	33446	5250635	3892636
Montana	75.1	74.9	121.66	116.77	91.40	87.50	0.3	4.2	4.5	5.3	0.8	1.1	54.5	54.5	96.98	95.27	52.87	51.95	-0.0	1.8	1.8	2.7	0.9	0.9	481	226	31100	19414
Billings Area, MT+	68.9	72.2	99.71	105.55	68.67	76.16	-4.6	-5.5	-9.8	-9.9	-0.0	-4.6	57.3	58.0	92.85	93.51	53.21	54.25	-1.2	-0.7	-1.9	-1.9	-0.0	-1.2	54	36	4839	3867
Bismarck, ND+	65.0	65.2	91.88	94.33	59.68	61.46	-0.3	-2.6	-2.9	-2.9	-0.0	-0.3	53.5	67.4	89.74	89.29	47.99	60.20	-20.7	0.5	-20.3	-20.3	-0.0	-20.7	33	28	3119	2838
Boise, ID+	87.0	84.4	114.37	111.73	99.52	94.34	3.1	2.4	5.5	11.2	5.4	8.6	71.3	73.8	109.10	104.27	77.79	76.99	-3.4	4.6	1.0	6.8	5.7	2.1	54	42	5614	5003
Bozeman, MT+	90.8	87.8	143.34	136.51	130.17	119.90	3.4	5.0	8.6	8.5	-0.0	3.3	67.9	67.1	102.67	102.57	69.69	68.87	1.1	0.1	1.2	3.8	2.5	3.7	31	22	2395	1881
Great Falls, MT+	67.0	67.3	88.61	88.15	59.37	59.29	-0.4	0.5	0.1	6.2	6.1	5.6	55.2	57.6	87.06	85.78	48.09	49.44	-4.1	1.5	-2.7	0.2	3.0	-1.3	30	18	2293	1814
Helena, MT+	72.7	75.7	107.12	101.40	77.93	76.81	-4.0	5.6	1.5	2.5	1.0	-3.0	57.2	61.3	97.71	94.37	55.93	57.83	-6.6	3.5	-3.3	-1.9	1.4	-5.3	19	17	1568	1411
Madison, WI+	76.8	78.0	118.04	118.24	90.68	92.17	-1.5	-0.2	-1.6	0.6	2.3	0.8	62.5	63.6	113.40	112.19	70.85	71.37	-1.8	1.1	-0.7	1.7	2.5	0.7	65	55	7481	6996
Missoula, MT+	85.0	82.2	115.40	104.60	98.05	85.99	3.3	10.3	14.0	11.9	-1.8	1.4	59.9	58.5	96.04	91.64	57.49	53.65	2.2	4.8	7.2	5.1	-2.0	0.2	42	24	3101	2180
Rapid City, SD+	79.5	80.4	126.14	126.53	100.27	101.73	-1.1	-0.3	-1.4	0.7	2.2	1.0	49.3	51.4	85.07	87.34	41.91	44.90	-4.2	-2.6	-6.7	-4.6	2.2	-2.1	55	34	4758	3780
Sioux Falls, SD+	75.0	75.5	95.94	102.80	71.96	77.62	-0.7	-6.7	-7.3	-3.4	4.2	3.5	59.3	60.2	90.53	91.23	53.73	54.91	-1.4	-0.8	-2.1	1.6	3.8	2.3	60	44	5183	4273

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