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Billings Area COC

For the Month of February 2019



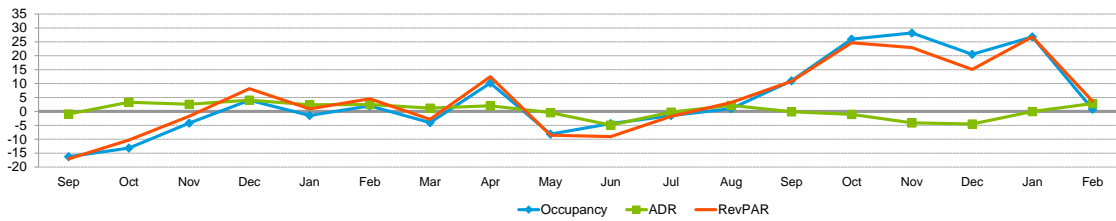
Table Of Contents	1
Trend Billings Area+	2
Response Billings Area+	3
Multi-Segment	4
Help	5

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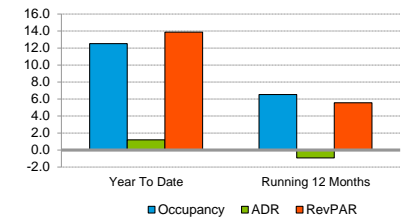
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Monthly Percent Change



Overall Percent Change



Occupancy (%)	2017				2018								2019					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
This Year	59.7	51.6	44.4	40.5	37.0	49.7	56.0	68.0	68.0	69.6	69.1	73.1	66.3	65.1	56.9	48.8	46.9	50.1
Last Year	71.3	59.5	46.4	38.9	37.5	48.7	58.3	61.7	74.1	72.8	70.2	72.4	59.7	51.6	44.4	40.5	37.0	49.7
Percent Change	-16.3	-13.2	-4.2	4.0	-1.5	2.0	-4.0	10.2	-8.2	-4.4	-1.5	1.0	11.0	26.0	28.2	20.5	26.8	0.8

Year To Date		
2017	2018	2019
42.8	43.0	48.4
44.6	42.8	43.0
-3.9	0.4	12.5

Running 12 Months		
2017	2018	2019
58.6	57.8	61.5
59.0	58.6	57.8
-0.6	-1.4	6.5

ADR	2017				2018								2019					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
This Year	97.23	94.21	90.23	88.96	88.24	91.77	92.21	91.19	92.33	99.98	100.13	103.99	97.09	93.23	86.52	84.96	88.23	94.39
Last Year	98.16	91.21	87.98	85.51	86.17	89.54	91.14	89.36	92.74	105.15	100.38	101.81	97.23	94.21	90.23	88.96	88.24	91.77
Percent Change	-0.9	3.3	2.6	4.0	2.4	2.5	1.2	2.1	-0.4	-4.9	-0.3	2.1	-0.1	-1.0	-4.1	-4.5	0.0	2.9

Year To Date		
2017	2018	2019
87.99	90.18	91.26
87.62	87.99	90.18
0.4	2.5	1.2

Running 12 Months		
2017	2018	2019
94.03	95.15	94.28
95.68	94.03	95.15
-1.7	1.2	-0.9

RevPAR	2017				2018								2019					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
This Year	58.06	48.66	40.08	36.00	32.63	45.62	51.63	62.00	62.81	69.61	69.20	76.03	64.35	60.66	49.27	41.44	41.37	47.28
Last Year	70.00	54.25	40.79	33.27	32.33	43.64	53.16	55.12	68.68	76.55	70.45	73.68	58.06	48.66	40.08	36.00	32.63	45.62
Percent Change	-17.1	-10.3	-1.7	8.2	0.9	4.6	-2.9	12.5	-8.5	-9.1	-1.8	3.2	10.8	24.7	22.9	15.1	26.8	3.6

Year To Date		
2017	2018	2019
37.69	38.79	44.18
39.08	37.69	38.79
-3.5	2.9	13.9

Running 12 Months		
2017	2018	2019
55.12	54.97	58.02
56.43	55.12	54.97
-2.3	-0.3	5.6

Supply	2017				2018								2019					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
This Year	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	146,072	146,072	131,936
Last Year	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	147,839	146,165	132,020
Percent Change	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	-1.2	-0.1	-0.1

Year To Date		
2017	2018	2019
281,430	278,185	278,008
270,692	281,430	278,185
4.0	-1.2	-0.1

Running 12 Months		
2017	2018	2019
1,704,464	1,737,530	1,720,400
1,671,799	1,704,464	1,737,530
2.0	1.9	-1.0

Demand	2017				2018								2019					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
This Year	85,434	76,351	63,552	59,823	54,042	65,631	81,848	96,164	99,422	98,464	101,004	106,832	93,726	95,046	80,501	71,241	68,491	66,086
Last Year	100,017	86,199	66,347	57,536	55,478	65,092	86,256	88,256	109,485	104,160	103,761	106,994	85,434	78,354	63,552	59,823	54,042	65,631
Percent Change	-14.6	-11.4	-4.2	4.0	-2.6	0.8	-5.1	9.0	-9.2	-5.5	-2.7	-0.2	9.7	24.5	26.7	19.1	26.7	0.7

Year To Date		
2017	2018	2019
120,570	119,673	134,577
120,733	120,570	119,673
-0.1	-0.7	12.5

Running 12 Months		
2017	2018	2019
999,060	1,003,745	1,058,825
986,005	999,060	1,003,745
1.3	0.5	5.5

Revenue	2017				2018								2019					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
This Year	8,306,738	7,193,189	5,734,272	5,322,006	4,768,762	6,023,087	7,547,216	8,769,460	9,180,102	9,844,413	10,113,141	11,109,966	9,100,024	8,861,132	6,965,215	6,052,709	6,042,949	6,238,063
Last Year	9,817,266	7,862,311	5,837,258	4,919,737	4,780,347	5,828,092	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	5,322,006	4,768,762	6,023,087
Percent Change	-15.4	-8.5	-1.8	8.2	-0.2	3.3	-4.0	11.2	-9.6	-10.1	-2.9	2.0	9.5	23.2	21.5	13.7	26.7	3.6

Year To Date		
2017	2018	2019
10,608,439	10,791,849	12,281,012
10,578,855	10,608,439	10,791,849
0.3	1.7	13.8

Running 12 Months		
2017	2018	2019
93,944,440	95,510,022	99,824,390
94,344,369	93,944,440	95,510,022
-0.4	1.7	4.5

Census %	2017				2018								2019					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Census Props	53	53	53	53	52	52	52	52	52	52	52	52	52	52	52	52	52	52
Census Rooms	4769	4769	4769	4769	4715	4715	4715	4715	4715	4714	4714	4714	4714	4712	4712	4712	4712	4712
% Rooms Participants	83.5	83.5	83.5	83.5	84.5	84.5	84.5	84.5	84.5	84.5	84.5	84.5	82.0	82.0	82.0	82.0	82.0	82.0

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Tab 4 - Multi-Segment

Currency: USD - US Dollar

Billings Area COC

For the month of: February 2019

	Current Month - February 2019 vs February 2018												Year to Date - February 2019 vs February 2018												Participation			
	Occ %		ADR		RevPAR		Percent Change from February 2018						Occ %		ADR		RevPAR		Percent Change from YTD 2018						Properties		Rooms	
	2019	2018	2019	2018	2019	2018	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2019	2018	2019	2018	2019	2018	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample
United States	62.2	61.7	128.94	126.56	80.15	78.13	0.7	1.9	2.6	4.8	2.1	2.8	58.3	57.9	126.72	125.00	73.82	72.35	0.7	1.4	2.0	4.1	2.1	2.7	54571	34002	5230148	3954086
Montana	46.1	46.5	87.91	86.35	40.54	40.13	-0.8	1.8	1.0	2.9	1.9	1.1	44.3	42.3	86.40	84.75	38.26	35.88	4.6	1.9	6.6	8.2	1.5	6.2	441	222	29189	19200
Billings Area, MT+	50.1	49.7	94.39	91.77	47.28	45.62	0.8	2.9	3.6	3.6	-0.1	0.7	48.4	43.0	91.26	90.18	44.18	38.79	12.5	1.2	13.9	13.8	-0.1	12.5	52	36	4712	3864
Bismarck, ND+	56.7	47.7	86.57	87.27	49.11	41.63	18.9	-0.8	18.0	17.6	-0.4	18.5	52.8	45.4	86.37	87.03	45.60	39.52	16.3	-0.8	15.4	15.0	-0.4	15.9	33	29	3108	2851
Boise, ID+	61.0	64.1	106.77	103.99	65.14	66.67	-4.8	2.7	-2.3	1.6	4.0	-1.0	56.9	58.9	105.09	102.83	59.76	60.52	-3.4	2.2	-1.3	2.7	4.0	0.5	56	44	5803	5282
Bozeman, MT+	71.1	65.5	89.08	86.47	63.30	56.65	8.5	3.0	11.7	13.1	1.3	9.8	67.5	60.2	87.50	84.69	59.09	51.00	12.1	3.3	15.9	17.3	1.3	13.5	29	22	2339	1912
Great Falls, MT+	45.8	49.1	85.58	86.30	39.18	42.37	-6.8	-0.8	-7.5	-1.9	6.1	-1.1	46.3	46.6	84.47	85.06	39.13	39.62	-0.6	-0.7	-1.2	4.8	6.1	5.5	30	19	2293	1881
Helena, MT+	52.5	49.9	92.81	90.76	48.70	45.28	5.2	2.3	7.6	14.0	6.0	11.5	51.6	47.0	92.87	89.32	47.89	41.97	9.7	4.0	14.1	20.9	6.0	16.3	20	17	1645	1408
Madison, WI+	58.6	58.5	109.23	106.66	63.99	62.40	0.1	2.4	2.5	4.9	2.3	2.5	52.7	52.6	105.00	102.75	55.30	54.03	0.2	2.2	2.3	4.7	2.3	2.5	65	54	7426	6891
Missoula, MT+	44.0	44.2	83.54	80.61	36.79	35.63	-0.4	3.6	3.3	7.2	3.8	3.5	40.8	42.1	81.75	79.13	33.37	33.32	-3.1	3.3	0.1	0.9	0.8	-2.3	41	24	3165	2180
Rapid City, SD+	40.1	40.7	67.58	68.39	27.10	27.81	-1.4	-1.2	-2.5	-4.1	-1.6	-3.0	36.8	36.2	64.43	65.86	23.69	23.86	1.5	-2.2	-0.7	-1.2	-0.5	1.0	52	34	4601	3781
Sioux Falls, SD+	57.2	54.6	88.73	88.54	50.75	48.32	4.8	0.2	5.0	6.6	1.5	6.4	52.9	50.0	87.90	85.87	46.48	42.90	5.8	2.4	8.3	10.4	1.9	7.8	61	45	5261	4316

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