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Billings Area COC

For the Month of January 2019



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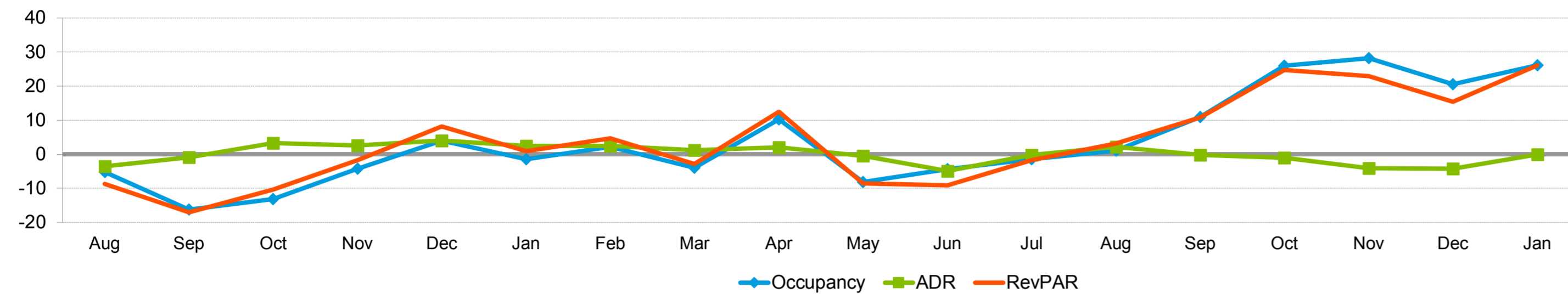
Tab 2 - Trend Billings Area+

Currency: USD - US Dollar

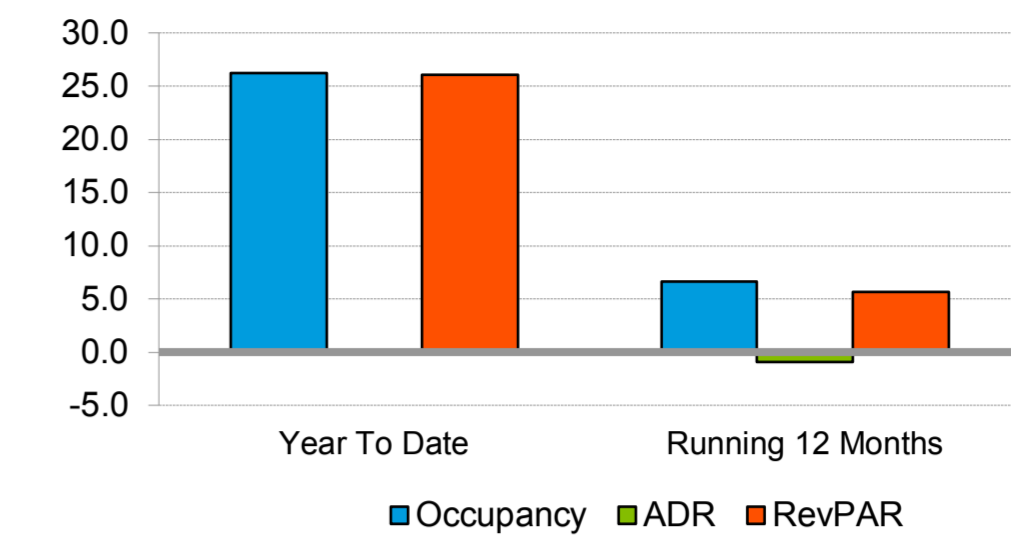
Billings Area COC

For the Month of January 2019

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2017					2018												2019
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
This Year	72.4	59.7	51.6	44.4	40.5	37.0	49.6	56.0	68.0	68.0	69.6	69.1	73.1	66.3	65.1	56.9	48.8	46.7
Last Year	76.4	71.3	59.5	46.4	38.9	37.5	48.6	58.3	61.7	74.1	72.8	70.2	72.4	59.7	51.6	44.4	40.5	37.0
Percent Change	-5.3	-16.3	-13.2	-4.2	4.0	-1.5	2.1	-4.0	10.2	-8.2	-4.4	-1.5	1.0	11.0	26.0	28.2	20.6	26.2

ADR	2017					2018												2019
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
This Year	101.81	97.23	94.21	90.23	88.96	88.24	91.78	92.21	91.19	92.33	99.98	100.13	103.99	97.09	93.23	86.52	85.14	88.18
Last Year	105.60	98.16	91.21	87.98	85.51	86.17	89.58	91.14	89.36	92.74	105.15	100.38	101.81	97.23	94.21	90.23	88.96	88.24
Percent Change	-3.6	-0.9	3.3	2.6	4.0	2.4	2.4	1.2	2.1	-0.4	-4.9	-0.3	2.1	-0.1	-1.0	-4.1	-4.3	-0.1

RevPAR	2017					2018												2019
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
This Year	73.68	58.06	48.66	40.08	36.00	32.63	45.53	51.63	62.00	62.81	69.61	69.20	76.03	64.35	60.66	49.27	41.53	41.14
Last Year	80.67	70.00	54.25	40.79	33.27	32.33	43.52	53.16	55.12	68.68	76.55	70.45	73.68	58.06	48.66	40.08	36.00	32.63
Percent Change	-8.7	-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	15.4	26.1

Supply	2017					2018												2019
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
This Year	147,839	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
Last Year	144,925	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
Percent Change	2.0	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

Demand	2017					2018												2019
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
This Year	106,994	85,434	76,351	63,552	59,823	54,042	65,500	81,848	96,164	99,422	98,464	101,004	106,832	93,726	95,046	80,501	71,261	68,148
Last Year	110,710	100,017	86,199	66,347	57,536	55,478	64,887	86,256	88,256	109,485	104,160	103,761	106,994	85,434	76,351	63,552	59,823	54,042
Percent Change	-3.4	-14.6	-11.4	-4.2	4.0	-2.6	0.9	-5.1	9.0	-9.2	-5.5	-2.7	-0.2	9.7	24.5	26.7	19.1	26.1

Revenue	2017					2018												2019
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
This Year	10,892,965	8,306,738	7,193,189	5,734,272	5,322,006	4,768,762	6,011,312	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	6,066,944	6,009,557
Last Year	11,691,200	9,817,266	7,862,311	5,837,258	4,919,737	4,780,347	5,812,886	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
Percent Change	-6.8	-15.4	-8.5	-1.8	8.2	-0.2	3.4	-4.0	11.2	-9.6	-10.1	-2.9	2.0	9.5	23.2	21.5	14.0	26.0

Census %	2017					2018												2019
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Census Props	53	53	53	53	53	52	52	52	52	52	52	52	52	52	52	52	52	52
Census Rooms	4769	4769	4769	4769	4769	4715	4715	4715	4715	4715	4714	4714	4714	4714	4712	4712	4712	4712
% Rooms Participants	83.5	83.5	83.5	83.5	83.5	84.5	84.5	84.5	84.5	84.5	84.5	82.0	80.2	82.0	82.0	80.5	80.5	80.5

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Tab 3 - Response Billings Area+

Billings Area COC

For the Month of January 2019

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2017												2018												2019											
								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: January 2019

	Current Month - January 2019 vs January 2018												Year to Date - January 2019 vs January 2018												Participation			
	Occ %		ADR		RevPAR		Percent Change from January 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	54.8	54.4	124.39	123.37	68.13	67.12	0.7	0.8	1.5	3.6	2.0	2.7	54.8	54.4	124.39	123.37	68.13	67.12	0.7	0.8	1.5	3.6	2.0	2.7	54467	33900	5221651	3941140
Montana	42.6	38.6	84.79	83.01	36.16	32.05	10.4	2.1	12.8	14.3	1.3	11.9	42.6	38.6	84.79	83.01	36.16	32.05	10.4	2.1	12.8	14.3	1.3	11.9	440	222	29034	19262
Billings Area, MT+	46.7	37.0	88.18	88.24	41.14	32.63	26.2	-0.1	26.1	26.0	-0.1	26.1	46.7	37.0	88.18	88.24	41.14	32.63	26.2	-0.1	26.1	26.0	-0.1	26.1	52	35	4712	3795
Bismarck, ND+	49.3	43.3	86.14	86.80	42.43	37.62	13.7	-0.8	12.8	12.4	-0.4	13.3	49.3	43.3	86.14	86.80	42.43	37.62	13.7	-0.8	12.8	12.4	-0.4	13.3	33	29	3108	2851
Boise, ID+	53.6	54.2	103.58	102.05	55.55	55.31	-1.0	1.5	0.4	4.5	4.0	3.0	53.6	54.2	103.58	102.05	55.55	55.31	-1.0	1.5	0.4	4.5	4.0	3.0	55	42	5733	5049
Bozeman, MT+	64.5	55.4	85.78	82.78	55.32	45.90	16.3	3.6	20.5	22.0	1.3	17.8	64.5	55.4	85.78	82.78	55.32	45.90	16.3	3.6	20.5	22.0	1.3	17.8	29	22	2339	1912
Great Falls, MT+	46.8	44.3	83.50	83.83	39.09	37.14	5.7	-0.4	5.2	11.7	6.1	12.1	46.8	44.3	83.50	83.83	39.09	37.14	5.7	-0.4	5.2	11.7	6.1	12.1	30	19	2293	1881
Helena, MT+	50.7	44.4	92.93	87.86	47.14	38.97	14.4	5.8	21.0	28.2	6.0	21.2	50.7	44.4	92.93	87.86	47.14	38.97	14.4	5.8	21.0	28.2	6.0	21.2	20	17	1645	1408
Madison, WI+	47.3	47.2	100.28	98.38	47.46	46.48	0.2	1.9	2.1	4.4	2.3	2.5	47.3	47.2	100.28	98.38	47.46	46.48	0.2	1.9	2.1	4.4	2.3	2.5	65	54	7426	6891
Missoula, MT+	37.8	40.2	79.78	77.66	30.13	31.24	-6.1	2.7	-3.6	-5.4	-1.9	-7.9	37.8	40.2	79.78	77.66	30.13	31.24	-6.1	2.7	-3.6	-5.4	-1.9	-7.9	40	24	2990	2180
Rapid City, SD+	33.9	32.1	60.90	62.91	20.65	20.21	5.6	-3.2	2.2	4.5	2.3	7.9	33.9	32.1	60.90	62.91	20.65	20.21	5.6	-3.2	2.2	4.5	2.3	7.9	53	35	4677	3876
Sioux Falls, SD+	48.9	45.7	86.98	82.92	42.57	37.90	7.1	4.9	12.3	14.9	2.3	9.5	48.9	45.7	86.98	82.92	42.57	37.90	7.1	4.9	12.3	14.9	2.3	9.5	60	45	5183	4316

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