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# Billings Area COC

For the Month of July 2019



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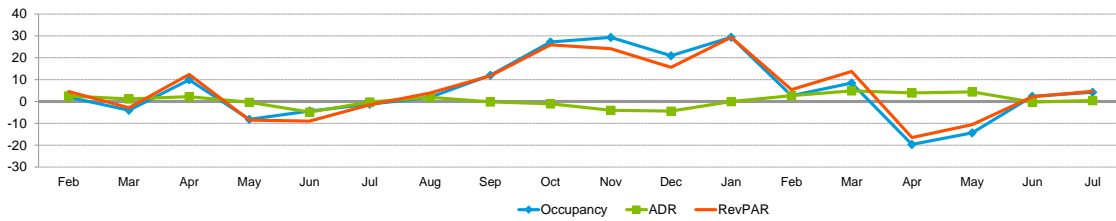
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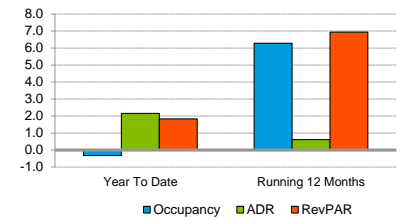
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Billings Area COC  
For the Month of July 2019

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2018												2019					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	49.7	56.1	68.0	68.1	69.7	69.3	73.8	66.9	65.7	57.4	48.9	47.8	51.0	60.9	54.6	58.3	71.4	72.2
Last Year	48.7	58.5	61.8	74.2	72.9	70.2	72.4	59.7	51.6	44.4	40.5	37.0	49.7	56.1	68.0	68.1	69.7	69.3
Percent Change	2.0	-4.0	9.9	-8.2	-4.4	-1.3	1.9	12.0	27.2	29.3	20.9	29.4	2.7	8.5	-19.6	-14.3	2.4	4.2

Year To Date	2017	2018	2019
	2017	60.6	59.8
2018	59.5	60.6	59.8
2019	2.0	-1.5	-0.3

Running 12 Months	2017	2018	2019
	2017	59.7	57.2
2018	58.3	59.7	57.2
2019	2.4	-4.2	6.3

ADR	2018												2019					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	91.77	92.20	91.34	92.37	99.99	100.14	103.77	97.03	93.22	86.62	85.05	88.21	94.24	96.68	94.91	96.40	99.77	100.58
Last Year	89.54	91.10	89.35	92.71	105.08	100.40	101.81	97.23	94.21	90.23	88.96	88.24	91.77	92.20	91.34	92.37	99.99	100.14
Percent Change	2.5	1.2	2.2	-0.4	-4.8	-0.3	1.9	-0.2	-1.0	-4.0	-4.4	0.0	2.7	4.9	3.9	4.4	-0.2	0.4

Year To Date	2017	2018	2019
	2017	94.47	94.32
2018	92.99	94.47	94.32
2019	1.6	-0.2	2.2

Running 12 Months	2017	2018	2019
	2017	94.83	94.78
2018	94.46	94.83	94.78
2019	0.4	-0.1	0.6

RevPAR	2018												2019					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	45.62	51.73	62.07	62.91	69.72	69.40	76.55	64.89	61.26	49.76	41.62	42.20	48.10	58.84	51.83	56.24	71.23	72.65
Last Year	43.64	53.26	55.25	68.76	76.62	70.47	73.68	58.06	48.66	40.08	36.00	32.63	45.62	51.73	62.07	62.91	69.72	69.40
Percent Change	4.6	-2.9	12.3	-8.5	-9.0	-1.5	3.9	11.8	25.9	24.1	15.6	29.4	5.4	13.7	-16.5	-10.6	2.2	4.7

Year To Date	2017	2018	2019
	2017	57.30	56.36
2018	55.30	57.30	56.36
2019	3.6	-1.6	1.8

Running 12 Months	2017	2018	2019
	2017	56.61	54.23
2018	55.05	56.61	54.23
2019	2.8	-4.2	6.9

Supply	2018												2019					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	132,020	146,165	141,450	146,165	141,450	146,165	146,165	141,450	146,103	141,390	146,103	146,103	131,964	146,103	141,390	146,103	141,390	146,103
Last Year	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	146,165	141,450	146,165	141,450	146,165
Percent Change	-1.2	-1.2	-1.1	-1.1	-1.1	-1.1	-1.1	-1.1	-1.1	-1.2	-1.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Year To Date	2017	2018	2019
	2017	1,011,118	999,580
2018	972,656	1,011,118	999,580
2019	4.0	-1.1	0.0

Running 12 Months	2017	2018	2019
	2017	1,732,188	1,729,237
2018	1,674,620	1,732,188	1,729,237
2019	3.4	-0.2	-0.5

Demand	2018												2019					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	65,631	82,014	96,130	99,537	98,633	101,290	107,826	94,586	96,007	81,217	71,490	69,900	67,354	88,909	77,212	85,243	100,951	105,528
Last Year	65,092	86,453	88,468	109,653	104,317	103,770	106,994	85,434	76,351	63,552	59,823	54,042	65,631	82,014	96,130	99,537	98,633	101,290
Percent Change	0.8	-5.1	8.7	-9.2	-5.4	-2.4	0.8	10.7	25.7	27.8	19.5	29.3	2.6	8.4	-19.7	-14.4	2.4	4.2

Year To Date	2017	2018	2019
	2017	613,231	597,277
2018	578,414	613,231	597,277
2019	6.0	-2.6	-0.4

Running 12 Months	2017	2018	2019
	2017	1,034,040	989,431
2018	975,931	1,034,040	989,431
2019	6.0	-4.3	5.7

Revenue	2018												2019					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
This Year	6,023,087	7,561,331	8,790,347	9,194,578	9,862,116	10,143,537	11,188,777	9,178,137	8,950,164	7,034,880	6,080,346	6,165,837	6,347,437	8,596,144	7,328,430	8,217,238	10,071,563	10,614,380
Last Year	5,828,092	7,876,185	7,904,741	10,165,686	10,961,470	10,418,382	10,892,965	8,306,738	7,193,189	5,734,272	5,322,006	4,768,762	6,023,087	7,561,331	8,790,347	9,194,578	9,862,116	10,143,537
Percent Change	3.3	-4.0	11.1	-9.6	-10.0	-2.6	2.7	10.5	24.4	22.7	14.2	29.3	5.4	13.7	-16.5	-10.6	2.1	4.6

Year To Date	2017	2018	2019
	2017	57,934,903	56,333,758
2018	53,787,084	57,934,903	56,333,758
2019	7.7	-2.8	1.8

Running 12 Months	2017	2018	2019
	2017	98,062,675	93,782,928
2018	92,188,660	98,062,675	93,782,928
2019	6.4	-4.4	6.4

Census %	2018												2019					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Census Props	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52
Census Rooms	47.15	47.15	47.15	47.15	47.15	47.15	47.15	47.15	47.13	47.13	47.13	47.13	47.13	47.13	47.13	47.13	47.13	47.13
% Rooms Participants	84.5	84.5	84.5	84.5	84.5	84.5	82.6	84.5	84.4	84.4	84.4	84.4	84.4	84.4	83.0	83.0	83.0	83.0

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# Tab 4 - Multi-Segment

Currency: USD - US Dollar

Billings Area COC

For the month of: July 2019

	Current Month - July 2019 vs July 2018												Year to Date - July 2019 vs July 2018											Participation					
	Occ %		ADR		RevPAR		Percent Change from July 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	73.8	73.4	135.04	134.12	99.62	98.50	0.4	0.7	1.1	3.1	2.0	2.4	67.1	67.0	131.85	130.44	88.45	87.38	0.1	1.1	1.2	3.2	2.0	2.1	56473	34561	5346987	4009448	
Montana	79.5	77.5	137.78	134.66	109.59	104.31	2.7	2.3	5.1	5.4	0.3	3.0	58.6	57.9	108.03	105.04	63.30	60.86	1.1	2.8	4.0	5.3	1.2	2.3	479	230	31164	19884	
Billings Area, MT+	72.2	69.3	100.58	100.14	72.65	69.40	4.2	0.4	4.7	4.6	-0.0	4.2	59.6	59.8	96.36	94.32	57.39	56.36	-0.3	2.2	1.8	1.8	-0.0	-0.4	52	37	4713	3911	
Bismarck, ND+	69.9	61.6	89.08	89.26	62.27	55.02	13.4	-0.2	13.2	16.8	3.2	17.1	62.1	54.9	88.08	89.69	54.69	49.21	13.2	-1.8	11.1	12.0	0.8	14.1	34	29	3206	2799	
Boise, ID+	82.7	79.2	118.58	110.50	98.05	87.52	4.4	7.3	12.0	11.8	-0.2	4.1	71.3	72.3	113.44	108.89	80.93	78.68	-1.3	4.2	2.9	6.1	3.1	1.8	56	44	5797	5243	
Bozeman, MT+	90.6	90.9	165.07	158.79	149.55	144.41	-0.4	4.0	3.6	3.6	0.0	-0.4	75.9	71.4	118.24	113.96	89.79	81.35	6.4	3.8	10.4	11.5	1.1	7.5	29	22	2339	1912	
Great Falls, MT+	72.3	74.2	95.85	94.09	69.29	69.86	-2.6	1.9	-0.8	-0.8	0.0	-2.6	56.6	58.1	90.51	88.64	51.25	51.51	-2.5	2.1	-0.5	2.0	2.5	-0.1	30	20	2293	1941	
Helena, MT+	74.9	73.6	104.89	102.41	78.53	75.38	1.7	2.4	4.2	4.0	-0.2	1.5	62.9	59.6	99.90	98.67	62.88	58.80	5.6	1.2	6.9	11.0	3.8	9.7	20	17	1645	1408	
Madison, WI+	70.0	74.3	123.61	119.45	86.48	88.77	-5.9	3.5	-2.6	3.5	6.2	0.0	62.7	64.2	118.59	114.46	74.39	73.51	-2.3	3.6	1.2	5.4	4.2	1.7	68	57	7894	7359	
Missoula, MT+	87.8	85.7	133.17	129.25	116.90	110.78	2.4	3.0	5.5	4.9	-0.6	1.8	61.7	63.9	107.23	103.11	66.21	65.91	-3.4	4.0	0.5	1.4	0.9	-2.5	38	23	3044	2201	
Rapid City, SD+	83.2	84.0	131.47	134.64	109.36	113.05	-0.9	-2.3	-3.3	3.5	7.0	6.0	55.0	54.5	93.20	96.51	51.24	52.58	0.9	-3.4	-2.6	-0.1	2.6	3.5	55	36	4823	3865	
Sioux Falls, SD+	78.8	74.7	99.18	97.73	78.11	73.05	5.4	1.5	6.9	8.5	1.5	7.0	64.8	61.7	92.40	91.80	59.87	56.66	5.0	0.7	5.7	7.4	1.6	6.7	60	47	5235	4470	

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