

Date Created: Apr 18, 2019

# Billings Area COC

For the Month of March 2019



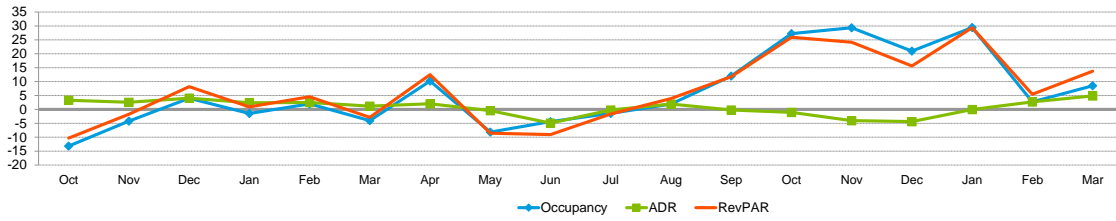
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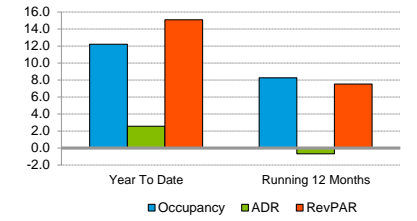
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Monthly Percent Change



Overall Percent Change



Occupancy (%)	2017			2018												2019		
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
This Year	51.6	44.4	40.5	37.0	49.7	56.1	68.0	68.0	69.6	69.2	73.8	66.9	65.7	57.5	48.9	47.9	51.1	60.9
Last Year	59.5	46.4	38.9	37.5	48.7	58.5	61.7	74.1	72.8	70.2	72.4	59.7	51.6	44.4	40.5	37.0	49.7	56.1
Percent Change	-13.2	-4.2	4.0	-1.5	2.0	-4.0	10.2	-8.2	-4.4	-1.4	2.0	12.0	27.3	29.3	20.9	29.4	2.7	8.5

Year To Date	2017	2018	2019	Running 12 Months	2017	2018	2019
	Occupancy	48.2	47.5		53.3	59.3	57.6
ADR	46.5	48.2	47.5	58.2	59.3	57.6	
RevPAR	3.7	-1.4	12.2	1.9	-2.9	8.3	

ADR	2017			2018												2019		
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
This Year	94.21	90.23	88.96	88.24	91.77	92.20	91.19	92.33	99.98	100.16	103.77	97.03	93.22	86.62	85.05	88.21	94.24	96.67
Last Year	91.21	87.98	85.51	86.17	89.54	91.10	89.36	92.74	105.15	100.38	101.81	97.23	94.21	90.23	88.96	88.24	91.77	92.20
Percent Change	3.3	2.6	4.0	2.4	2.5	1.2	2.1	-0.4	-4.9	-0.2	1.9	-0.2	-1.0	-4.0	-4.4	0.0	2.7	4.9

Year To Date	2017	2018	2019	Running 12 Months	2017	2018	2019
	Occupancy	89.29	91.00		93.33	94.29	95.26
ADR	87.34	89.29	91.00	95.58	94.29	95.26	
RevPAR	2.2	1.9	2.6	-1.4	1.0	-0.7	

RevPAR	2017			2018												2019		
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
This Year	48.66	40.08	36.00	32.63	45.62	51.73	62.00	62.81	69.61	69.29	76.57	64.90	61.27	49.77	41.63	42.21	48.11	58.85
Last Year	54.25	40.79	33.27	32.33	43.64	53.26	55.12	68.68	76.55	70.45	73.68	58.06	48.66	40.08	36.00	32.63	45.62	51.73
Percent Change	-10.3	-1.7	8.2	0.9	4.6	-2.9	12.5	-8.5	-9.1	-1.7	3.9	11.8	25.9	24.2	15.6	29.4	5.5	13.8

Year To Date	2017	2018	2019	Running 12 Months	2017	2018	2019
	Occupancy	43.06	43.25		49.78	55.92	54.85
ADR	40.62	43.06	43.25	55.65	55.92	54.85	
RevPAR	6.0	0.4	15.1	0.5	-1.9	7.5	

Supply	2017			2018												2019		
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
This Year	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	146,072
Last Year	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	146,165
Percent Change	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	-0.1

Year To Date	2017	2018	2019	Running 12 Months	2017	2018	2019
	Occupancy	429,300	424,350		424,080	1,710,106	1,735,825
ADR	412,920	429,300	424,350	1,674,620	1,710,106	1,735,825	
RevPAR	4.0	-1.2	-0.1	2.1	1.5	-0.9	

Demand	2017			2018												2019		
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
This Year	76,351	63,552	59,823	54,042	65,631	82,014	96,164	99,422	98,464	101,096	107,826	94,586	96,007	81,217	71,490	69,900	67,354	88,918
Last Year	86,199	66,347	57,536	55,478	65,092	86,453	88,256	109,485	104,160	103,761	106,994	85,434	76,351	63,552	59,823	54,042	65,631	82,014
Percent Change	-11.4	-4.2	4.0	-2.6	0.8	-5.1	9.0	-9.2	-5.5	-2.6	0.8	10.7	25.7	27.8	19.5	29.3	2.6	8.4

Year To Date	2017	2018	2019	Running 12 Months	2017	2018	2019
	Occupancy	207,023	201,687		226,172	1,014,216	999,503
ADR	192,030	207,023	201,687	975,049	1,014,216	999,503	
RevPAR	7.8	-2.6	12.1	4.0	-1.5	7.3	

Revenue	2017			2018												2019		
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
This Year	7,193,189	5,734,272	5,322,006	4,768,762	6,023,087	7,561,331	8,769,460	9,180,102	9,844,413	10,125,645	11,188,777	9,178,137	8,950,164	7,034,880	6,080,346	6,165,837	6,347,437	8,596,144
Last Year	7,862,311	5,637,258	4,919,737	4,790,347	5,828,092	7,876,185	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	7,561,331
Percent Change	-8.5	-1.8	8.2	-0.2	3.3	-4.0	11.2	-9.6	-10.1	-2.8	2.7	10.5	24.4	22.7	14.2	29.3	5.4	13.7

Year To Date	2017	2018	2019	Running 12 Months	2017	2018	2019
	Occupancy	18,484,624	18,353,180		21,109,418	95,627,541	95,210,217
ADR	16,771,939	18,484,624	18,353,180	93,194,307	95,627,541	95,210,217	
RevPAR	10.2	-0.7	15.0	2.6	-0.4	6.6	

Census %	2017			2018												2019		
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Census Props	53	53	53	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52
Census Rooms	4769	4769	4769	4715	4715	4715	4715	4715	4714	4714	4714	4714	4712	4712	4712	4712	4712	4712
% Rooms Participants	83.5	83.5	83.5	84.5	84.5	84.5	84.5	84.5	84.5	84.5	84.5	84.5	84.4	84.4	84.4	84.4	84.4	84.4

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# Tab 4 - Multi-Segment

Currency: USD - US Dollar

Billings Area COC

For the month of: March 2019

	Current Month - March 2019 vs March 2018												Year to Date - March 2019 vs March 2018											Participation					
	Occ %		ADR		RevPAR		Percent Change from March 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	68.4	68.4	132.66	131.89	90.78	90.27	-0.0	0.6	0.6	2.6	2.0	2.0	61.8	61.5	129.02	127.65	79.68	78.54	0.4	1.1	1.5	3.5	2.0	2.4	54787	34115	5245049	3965052	
Montana	51.6	50.7	90.33	88.22	46.58	44.75	1.7	2.4	4.1	6.1	1.9	3.6	46.9	45.2	88.01	86.09	41.26	38.94	3.6	2.2	6.0	7.7	1.6	5.3	441	229	29220	19787	
Billings Area, MT+	60.9	56.1	96.67	92.20	58.85	51.73	8.5	4.9	13.8	13.7	-0.1	8.4	53.3	47.5	93.33	91.00	49.78	43.25	12.2	2.6	15.1	15.0	-0.1	12.1	52	38	4712	3979	
Bismarck, ND+	60.9	53.1	85.96	88.65	52.36	47.07	14.7	-3.0	11.2	10.9	-0.4	14.3	55.6	48.1	86.21	87.65	47.93	42.12	15.7	-1.6	13.8	13.4	-0.4	15.3	33	29	3108	2851	
Boise, ID+	71.7	74.5	108.91	111.08	78.08	82.77	-3.8	-2.0	-5.7	-1.8	4.1	0.1	62.0	64.2	106.62	106.12	66.13	68.18	-3.5	0.5	-3.0	0.9	4.0	0.4	56	43	5803	5133	
Bozeman, MT+	74.9	68.2	94.13	91.15	70.51	62.18	9.8	3.3	13.4	14.7	1.1	11.0	70.0	63.0	89.97	87.10	63.02	54.86	11.2	3.3	14.9	16.3	1.2	12.6	29	22	2339	1912	
Great Falls, MT+	57.0	60.5	92.92	91.10	52.95	55.14	-5.9	2.0	-4.0	1.9	6.1	-0.1	50.0	51.4	87.98	87.51	43.98	44.97	-2.7	0.5	-2.2	3.8	6.1	3.2	30	20	2293	1941	
Helena, MT+	61.8	57.4	97.09	93.81	60.02	53.89	7.6	3.5	11.4	18.0	5.9	14.0	55.1	50.6	94.58	91.08	52.06	46.07	8.8	3.8	13.0	19.7	6.0	15.3	20	17	1645	1408	
Madison, WI+	60.7	59.3	112.57	107.65	68.31	63.79	2.4	4.6	7.1	9.6	2.3	4.8	55.4	54.9	107.88	104.57	59.78	57.39	1.0	3.2	4.2	6.6	2.3	3.3	65	52	7426	6721	
Missoula, MT+	49.2	56.5	85.69	86.15	42.19	48.66	-12.8	-0.5	-13.3	-10.0	3.8	-9.5	43.8	47.1	83.31	82.03	36.46	38.61	-7.0	1.5	-5.6	-3.8	1.9	-5.3	41	25	3165	2355	
Rapid City, SD+	43.4	43.6	62.11	65.08	26.96	28.40	-0.5	-4.6	-5.0	-4.6	0.5	-0.0	39.3	38.9	63.71	65.69	25.02	25.54	1.0	-3.0	-2.0	-2.2	-0.1	0.9	52	35	4573	3878	
Sioux Falls, SD+	64.5	61.6	91.73	93.01	59.15	57.31	4.7	-1.4	3.2	4.8	1.5	6.2	56.9	54.1	89.51	88.77	50.94	47.99	5.3	0.8	6.1	8.0	1.8	7.1	60	46	5235	4394	

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