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Billings Area COC

For the Month of May 2019



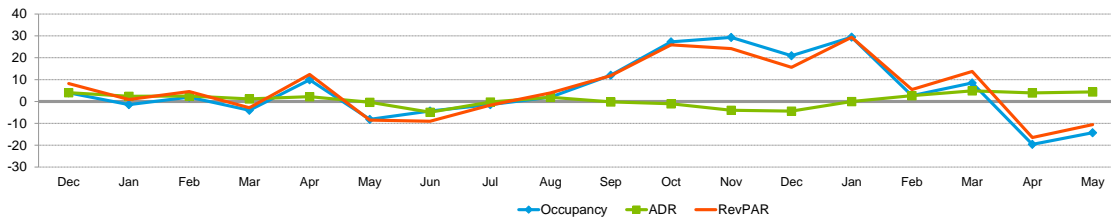
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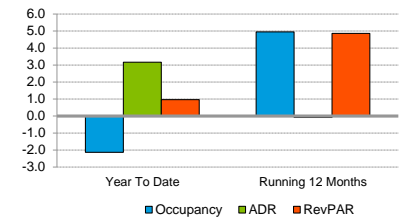
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Monthly Percent Change



Overall Percent Change



Occupancy (%)	2017												2018												2019				
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jan	Feb	Mar	Apr	May						
This Year	40.5	37.0	49.7	56.1	68.0	68.1	69.6	69.2	73.8	66.9	65.7	48.9	47.9	51.1	60.9	54.6	58.4	56.3	55.8	54.6	60.4	57.6	60.4						
Last Year	38.9	37.5	48.7	58.5	61.8	74.2	72.8	70.2	72.4	59.7	51.6	44.4	37.0	49.7	56.1	68.0	68.1	52.7	56.3	55.8	58.7	60.4	57.6						
Percent Change	4.0	-1.5	2.0	-4.0	9.9	-8.2	-4.4	-1.4	2.0	12.0	27.3	29.3	29.4	2.7	8.5	-19.6	-14.3	6.7	-0.8	-2.1	2.8	-4.6	4.9						

ADR	2017												2018												2019				
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jan	Feb	Mar	Apr	May						
This Year	88.96	88.24	91.77	92.20	91.34	92.37	99.98	100.16	103.77	97.03	93.22	86.62	85.05	88.21	94.24	96.68	94.91	96.40	90.23	91.43	94.32	94.36	95.39	95.31					
Last Year	85.51	86.17	89.54	91.10	89.35	92.71	105.15	100.38	101.81	97.23	94.21	90.23	88.96	88.24	91.77	92.20	91.34	92.37	88.75	90.23	91.43	95.38	94.36	95.39					
Percent Change	4.0	2.4	2.5	1.2	2.2	-0.4	-4.9	-0.2	1.9	-0.2	-1.0	-4.0	-4.4	0.0	2.7	4.9	3.9	4.4	1.7	1.3	3.2	-1.1	1.1	-0.1					

RevPAR	2017												2018												2019				
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jan	Feb	Mar	Apr	May						
This Year	36.00	32.63	45.62	51.73	62.07	62.91	69.61	69.29	76.57	64.90	61.27	49.77	41.63	42.21	48.11	58.85	51.84	56.25	50.76	51.03	51.52	56.96	54.92	57.59					
Last Year	33.27	32.33	43.64	53.26	55.25	68.76	76.55	70.45	73.68	58.06	48.66	40.08	36.00	32.63	45.62	51.73	62.07	62.91	46.81	50.76	51.03	55.99	56.96	54.92					
Percent Change	8.2	0.9	4.6	-2.9	12.3	-8.5	-9.1	-1.7	3.9	11.8	25.9	24.2	15.6	29.4	5.5	13.8	-16.5	-10.6	8.4	0.5	1.0	1.7	-3.6	4.9					

Supply	2017												2018												2019				
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jan	Feb	Mar	Apr	May						
This Year	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	141,360	146,072	720,209	711,965	711,512	1,721,147	1,732,531	1,720,124					
Last Year	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	141,450	146,165	692,788	720,209	711,965	1,674,620	1,721,147	1,732,531					
Percent Change	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	-0.1	-0.1	4.0	-1.1	-0.1	2.8	0.7	-0.7					

Demand	2017												2018												2019				
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jan	Feb	Mar	Apr	May						
This Year	59,823	54,042	65,631	82,014	96,130	99,537	98,464	101,096	107,826	94,586	96,007	81,217	71,490	69,900	67,354	88,909	77,212	85,243	405,144	397,354	388,618	1,038,968	997,429	1,039,304					
Last Year	57,536	55,478	65,092	86,453	88,468	109,653	104,160	103,761	106,994	85,434	76,351	63,552	59,823	54,042	65,631	82,014	96,130	99,537	365,399	405,144	397,354	983,084	1,038,968	997,429					
Percent Change	4.0	-2.6	0.8	-5.1	8.7	-9.2	-5.5	-2.6	0.8	10.7	25.7	27.8	19.5	29.3	2.6	8.4	-19.7	-14.4	10.9	-1.9	-2.2	5.7	-4.0	4.2					

Revenue	2017												2018												2019				
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jan	Feb	Mar	Apr	May						
This Year	5,322,006	4,768,762	6,023,087	7,561,331	8,780,347	9,194,578	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	7,328,430	8,217,238	36,555,051	36,328,105	36,655,086	98,041,546	95,145,280	99,057,448					
Last Year	4,919,737	4,780,347	5,828,092	7,876,185	7,904,741	10,165,686	10,952,180	10,415,825	10,892,865	8,306,738	7,193,189	5,734,272	5,322,006	4,768,762	6,023,087	7,561,331	8,780,347	9,194,578	32,428,361	36,555,051	36,328,105	93,766,384	98,041,546	95,145,280					
Percent Change	8.2	-0.2	3.3	-4.0	11.1	-9.6	-10.1	-2.8	2.7	10.5	24.4	22.7	14.2	29.3	5.4	13.7	-16.5	-10.6	12.7	-0.6	0.9	4.6	-3.0	4.1					

Census %	2017												2018												2019				
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jan	Feb	Mar	Apr	May						
Census Props	53	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52					
Census Rooms	4769	4715	4715	4715	4715	4715	4714	4714	4714	4714	4712	4712	4712	4712	4712	4712	4712	4712	4712	4712	4712	4712	4712	4712					
% Rooms Participants	83.5	84.5	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	84.4	84.4	84.4	84.4	84.4	84.4	84.4	83.0					

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Tab 4 - Multi-Segment

Currency: USD - US Dollar

Billings Area COC

For the month of: May 2019

	Current Month - May 2019 vs May 2018												Year to Date - May 2019 vs May 2018											Participation				
	Occ %		ADR		RevPAR		Percent Change from May 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	68.7	68.1	132.43	130.29	91.01	88.75	0.9	1.6	2.5	4.6	2.0	2.9	64.4	64.1	130.42	128.88	84.02	82.67	0.4	1.2	1.6	3.7	2.0	2.5	56206	34428	5323033	3996391
Montana	60.8	62.4	103.89	99.71	63.12	62.21	-2.6	4.2	1.5	3.2	1.7	-0.9	50.5	50.1	92.43	89.84	46.71	44.99	0.9	2.9	3.8	5.4	1.5	2.4	475	234	30849	20079
Billings Area, MT+	58.4	68.1	96.40	92.37	56.25	62.91	-14.3	4.4	-10.6	-10.6	-0.1	-14.4	54.6	55.8	94.32	91.43	51.52	51.03	-2.1	3.2	1.0	0.9	-0.1	-2.2	52	37	4712	3910
Bismarck, ND+	62.4	59.3	88.74	94.10	55.40	55.78	5.3	-5.7	-0.7	-0.6	0.1	5.4	58.5	51.4	86.95	89.29	50.91	45.86	14.0	-2.6	11.0	10.8	-0.2	13.8	33	29	3108	2851
Boise, ID+	76.1	76.5	113.55	110.05	86.43	84.21	-0.5	3.2	2.6	6.8	4.1	3.5	66.9	67.8	109.14	107.16	72.98	72.67	-1.4	1.8	0.4	4.5	4.0	2.6	56	44	5798	5244
Bozeman, MT+	73.4	68.8	117.66	107.62	86.32	74.05	6.6	9.3	16.6	18.0	1.3	8.0	70.1	63.5	96.50	91.89	67.60	58.31	10.4	5.0	15.9	17.4	1.2	11.8	29	22	2339	1912
Great Falls, MT+	54.4	59.3	90.72	88.87	49.35	52.70	-8.3	2.1	-6.4	-6.4	0.0	-8.3	51.5	52.8	88.18	87.06	45.39	45.96	-2.5	1.3	-1.3	2.3	3.6	1.0	30	20	2293	1941
Helena, MT+	64.2	62.1	102.30	104.21	65.67	64.75	3.3	-1.8	1.4	6.4	4.9	8.4	58.1	54.0	96.81	95.34	56.22	51.49	7.5	1.5	9.2	14.1	4.5	12.3	20	17	1645	1408
Madison, WI+	65.9	67.2	132.23	123.60	87.16	83.02	-1.9	7.0	5.0	9.5	4.3	2.4	59.1	59.6	116.57	112.21	68.91	66.86	-0.8	3.9	3.1	6.5	3.3	2.5	67	56	7752	7217
Missoula, MT+	69.6	74.3	108.77	106.42	75.66	79.08	-6.4	2.2	-4.3	-2.2	2.3	-4.3	52.3	55.3	92.73	90.82	48.52	50.24	-5.4	2.1	-3.4	-1.2	2.3	-3.2	39	23	3162	2201
Rapid City, SD+	58.8	60.5	80.03	85.22	47.06	51.58	-2.8	-6.1	-8.7	-3.9	5.3	2.3	44.2	43.4	67.34	70.21	29.74	30.50	1.6	-4.1	-2.5	-1.4	1.1	2.8	55	37	4823	4097
Sioux Falls, SD+	68.1	61.8	93.46	89.68	63.62	55.43	10.1	4.2	14.8	16.5	1.5	11.8	60.1	56.4	90.15	89.12	54.16	50.25	6.5	1.2	7.8	9.6	1.7	8.3	60	46	5235	4394

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