Date Created: May 18, 2020

# Billings Area COC

For the Month of April 2020

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| Revenue        | 20        | )18       |           | 2019      |           |           |           |            |            |            |           |           |           |           |           | 20        | 20        |           |            | Year To Date |            | Running 12 Months |             |             |  |
|----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|--------------|------------|-------------------|-------------|-------------|--|
| Novenue        | Nov       | Dec       | Jan       | Feb       | Mar       | Apr       | May       | Jun        | Jul        | Aug        | Sep       | Oct       | Nov       | Dec       | Jan       | Feb       | Mar       | Apr       | 2018       | 2019         | 2020       | 2018              | 2019        | 2020        |  |
| This Year      | 7,077,825 | 6,130,011 | 6,206,444 | 6,350,372 | 8,559,520 | 7,317,618 | 8,201,025 | 10,063,396 | 10,632,966 | 11,935,948 | 9,760,306 | 8,761,349 | 6,237,310 | 5,359,438 | 5,171,951 | 6,323,414 | 4,909,015 | 1,984,923 | 27,111,142 | 28,433,954   | 18,389,303 | 96,114,962        | 100,133,349 | 89,341,041  |  |
| Last Year      | 5,735,383 | 5,323,495 | 4,760,714 | 6,004,866 | 7,559,823 | 8,785,739 | 9,194,881 | 9,842,637  | 10,115,433 | 11,176,296 | 9,186,874 | 8,975,438 | 7,077,825 | 6,130,011 | 6,206,444 | 6,350,372 | 8,559,520 | 7,317,618 | 26,389,363 | 27,111,142   | 28,433,954 | 95,967,651        | 96,114,962  | 100,133,349 |  |
| Percent Change | 23.4      | 15.2      | 30.4      | 5.8       | 13.2      | -16.7     | -10.8     | 2.2        | 5.1        | 6.8        | 6.2       | -2.4      | -11.9     | -12.6     | -16.7     | -0.4      | -42.6     | -72.9     | 2.7        | 4.9          | -35.3      | 0.2               | 4.2         | -10.8       |  |
|                |           |           |           |           |           |           |           |            |            |            |           |           |           |           |           |           |           |           |            |              |            |                   |             |             |  |

| Census %             | 20   | 18   |      | 2019 |      |      |      |      |      |      |      |      |      |      |      |      | 2020 |      |  |  |  |  |  |  |
|----------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|--|--|--|--|--|--|
| 0011303 /0           | Nov  | Dec  | Jan  | Feb  | Mar  | Apr  | May  | Jun  | Jul  | Aug  | Sep  | Oct  | Nov  | Dec  | Jan  | Feb  | Mar  | Apr  |  |  |  |  |  |  |
| Census Props         | 52   | 52   | 52   | 52   | 52   | 52   | 52   | 52   | 52   | 52   | 52   | 52   | 52   | 51   | 51   | 51   | 51   | 48   |  |  |  |  |  |  |
| Census Rooms         | 4713 | 4713 | 4713 | 4713 | 4713 | 4713 | 4713 | 4713 | 4713 | 4713 | 4713 | 4713 | 4713 | 4397 | 4397 | 4397 | 4397 | 4048 |  |  |  |  |  |  |
| % Rooms Participants | 85.8 | 85.8 | 85.8 | 85.8 | 85.8 | 85.8 | 85.8 | 85.8 | 85.8 | 85.8 | 85.8 | 85.8 | 79.1 | 84.8 | 84.8 | 84.8 | 84.8 | 83.5 |  |  |  |  |  |  |

#### A blank row indicates insufficient data.

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## Tab 3 - Response Billings Area+

#### Billings Area COC

For the Month of April 2020

|         |  | 1                            |                | 1                    |                      |           |        | 201 |       |         | 1      | 1 1 | 1     |       |          | 1   | )19 | 1   | 1    | -  | 1 |     |      |            |   |     |      | _    |     |   | _  | <u></u> | <u>-</u>   | 1  |
|---------|--|------------------------------|----------------|----------------------|----------------------|-----------|--------|-----|-------|---------|--------|-----|-------|-------|----------|-----|-----|-----|------|----|---|-----|------|------------|---|-----|------|------|-----|---|----|---------|------------|----|
|         |  |                              |                |                      | Open                 |           | Chg in |     | _     |         |        |     |       |       |          |     |     |     |      |    | . |     |      | _          |   |     |      |      |     |   |    |         |            |    |
| TR Code | Name of Establishment  | City & State                 | Zip Code       |                      | Date                 | Rooms     | Rms    | J   | FN    | I A     | MJ     | J   | AS    | 0     | N        | DJ  | F   | M   | AN   | IJ | J | A   | S    | O N        | D | J   | FI   | ΛΑ   | A M | J | JA | A S     | ) <b>C</b> | D  |
|         | Best Western Plus Clocktower Inn<br>Best Western Plus Kelly Inn & Suites | Billings, MT<br>Billings, MT | 59101<br>59101 | Jul 2010<br>Apr 2011 | Jun 1966<br>Dec 2006 | 126<br>89 |        | •   | •••   | •       | •••    | •   | •     | •     | • •      | ••• | •   | •   | •••  | •  | • | •   |      |            | • | •   | •••• | •    |     |   |    |         | -          | 1  |
|         | Big 5 Motel  | Billings, MT                 | 59101          | Sep 1998             | Jan 1967             | 34        |        | •   | • •   | •       | •••    | •   | ••    | •     | • •      | ••  | •   | • • | • •  | •  | • | • • | •••  | •          | • | •   | • •  | •    |     |   |    |         |            | d. |
|         | Big 5 Motel<br>Billings Hotel & Convention Center                        | Billings, MT                 | 59101          | Feb 2018             | Jun 1967             | 228       | Y      |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      |            |   |     |      |      |     |   |    |         | ÷          | 1  |
|         | Burbon Street Hotel Tower III  | Billings, MT                 | 59101          | Jun 1960             | Jun 1973             | 74        | T      | •   | • •   | •       | •••    | •   | ••    | •     | • •      | ••  | •   | • • | • •  | •  | • | • • | •••  | •          | • | •   | • •  | •    |     |   |    |         |            | d. |
|         | Cherry Tree Inn  | Billings, MT                 | 59101          | Jan 1960             | Jan 1960             | 65        |        |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      |            |   |     |      |      |     |   |    |         |            | 1  |
|         | Closed - Independent Billings Hotel                                      | Billings, MT                 | 59101          | Dec 2019             | Nov 1972             | 0         | V      |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      |            |   |     |      | 1    |     | - |    |         |            | d. |
|         | Closed - Independent Billings Hotel<br>Closed - Independent Rimrock Inn  | Billings, MT                 | 59101          | Sep 2012             | Jun 1939             | 0         | Ŷ      | •   | • •   | •       | • •    | •   | • •   | •     | • •      | • • | •   | • • | • •  | •  | • | • • | • •  | 1          |   |     |      |      |     |   |    |         | 17         | 1  |
|         | Closed - Independent Rimitock Inn<br>Closed - Independent Rimitock Inn   | Billings, MT                 | 59101          | Jan 2018             | Jun 1939             | 0         | V      |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      | -          |   |     |      | 1    |     | - |    |         |            | d. |
|         | Closed - Independent Rimview Inn<br>Closed - Independent Townhouse Motel | Billings, MT                 | 59101          | Apr 2018             | Jun 1975<br>Jun 1959 | 0         | Ŷ      |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      | -          |   |     |      |      |     |   |    |         | 17         | 1  |
|         | Closed Howard Johnson Express Billings                                   | Billings, MT                 | 59101          | Aug 2006             | Jun 1959             | 0         |        |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      | -          |   |     |      | 1    |     | - |    |         |            | d. |
|         | Comfort Suites Billings  | Billings, MT                 | 59101          | Aug 2006<br>Aug 2016 | Aug 2016             | 87        |        |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      |            |   |     |      |      |     |   |    |         |            | 1  |
|         | Days Inn Billings  | Billings, MT                 |                | Mar 1990             |                      | 63        |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | ••  | •   | • • | • •  | •  | • | • • | • •  | •          | • | • • | • •  | •    |     |   | -  | 1       | de la      | d. |
|         |  |                              | 59101          |                      | Mar 1990             |           |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | •   | • •  | •  | • | • • | • •  | · •        | • | • • | • •  | •    |     |   |    |         |            | 4  |
|         | DoubleTree by Hilton Hotel Billings                                      | Billings, MT                 | 59101          | Aug 2016<br>Mar 1949 | Jun 1980             | 289<br>56 |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | • • | • •  | •  | • | • • | • •  | •          | • | • • | • •  | •    |     |   | -  | 4       | 4.         | d. |
|         | Dude Rancher Lodge   | Billings, MT                 | 59101          |                      | Mar 1949             |           |        | 0   | 0 0   | 0       | 0 0    | 0   | 0     | 0     | 0 0      | 0 0 | 0   | 0 0 | 0 0  | 0  | 0 | 0 0 | 0 0  | 0          | 0 | 0 0 | 0 0  | 0    |     |   |    |         | -          | 4  |
| 9998    | Econo Lodge Billings   | Billings, MT                 | 59101          | Feb 2011             | Jan 1982             | 86        |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | • • | • •  | •  | • | • • | • •  | •          | • | • • | • •  | •    |     | - | -  | -       | 4          | d. |
|         | Extended Stay America Billings - West End                                | Billings, MT                 | 59101          | Jul 2003             | Jul 2003             | 104       | .,     | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | •   | • •  | •  | • | •   | • •  | •          | • | • • | • •  | •    |     |   |    |         |            | 4  |
|         | Hampton Inn Billings   | Billings, MT                 | 59101          | Jun 2020             | Jun 2000             | 0         | Y      | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | • • | • •  | •  | • | • • | • •  | •          | • | • • | • •  | 1    |     |   | -  | -       | 4          | d. |
|         | Holiday Inn Express Billings East  | Billings, MT                 | 59101          | Jun 2002             | Jun 2002             | 66        |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | •   | • •  | •  | • | • • | • •  | •          | • | • • | • •  | •    |     |   |    |         |            | 4  |
|         | Home2 Suites by Hilton Billings  | Billings, MT                 | 59101          | Nov 2016             | Nov 2016             | 95        |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | • • | • •  | •  | • | • • | • •  | •          | • | • • | • •  | •    |     |   | _  | _       | 4          | 4  |
|         | Howard Johnson Billings  | Billings, MT                 | 59101          | Dec 2009             | Jun 1972             | 116       |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | •   | • •  | •  | • | •   | • •  | •          | • | • • | • •  | •    |     |   |    |         |            | 4  |
|         | Kelly Inn Billings   | Billings, MT                 | 59101          | May 2011             | Jul 1995             | 80        |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | • • | • •  | •  | • | • • | • •  | , •        | • | • • | • •  | •    |     |   | _  | _       | 1          | 4  |
|         | La Quinta Inns & Suites Billings   | Billings, MT                 | 59101          | Aug 2014             | Aug 2014             | 85        |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | •   | • •  | •  | • | • • | •    | •          | • | • • | • •  | •    |     |   |    |         |            | 4  |
|         | Lazy KT Motel  | Billings, MT                 | 59101          | Jun 1937             | Jun 1937             | 26        |        |     |       |         |        |     |       |       |          |     |     | _   |      |    |   |     |      |            |   |     |      |      |     |   |    |         | 1          |    |
|         | Ledgestone Hotel Billings  | Billings, MT                 | 59101          | Apr 2014             | Apr 2014             | 79        |        |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      |            |   |     |      |      |     |   |    |         |            |    |
|         | Lewis & Clark Inn  | Billings, MT                 | 59101          | Oct 1997             | Jan 1936             | 57        |        |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      |            |   |     |      |      |     |   |    |         |            |    |
|         | Motel 6 Billings - North   | Billings, MT                 | 59101          | May 2010             | Dec 1976             | 116       |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | •   | • •  | •  | • | • • | • •  | <b>ا</b> ا | • | • • | • •  | •    |     |   |    |         |            |    |
| 6462    | Motel 6 Billings - South   | Billings, MT                 | 59101          | May 1974             | May 1974             | 99        |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | • • | • •  | •  | • | • • | • •  | •          | • | • • | • •  | •    |     |   |    |         |            |    |
| 63853   | My Place Hotel Billings  | Billings, MT                 | 59101          | Jul 2014             | Jul 2014             | 64        |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | •   | • •  | •  | • | • • | • •  | •          | • | • • | • •  | •    |     |   |    |         |            |    |
|         | Northern Hotel   | Billings, MT                 | 59101          | Mar 2013             | Feb 1942             | 160       |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | • • | • •  | •  | • | • • | • •  | •          | • | • • | • •  | •    |     |   |    |         |            |    |
|         | Parkway Motel  | Billings, MT                 | 59101          | Jun 1956             | Jun 1956             | 22        |        |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      |            |   |     |      |      |     |   |    |         |            |    |
|         | Picture Court Motel  | Billings, MT                 | 59101          | Jun 1950             | Jun 1950             | 20        |        |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      |            |   |     |      |      |     |   |    |         |            |    |
| 15324   | Riversage Billings Inn   | Billings, MT                 | 59101          | Feb 1986             | Feb 1986             | 59        |        | 0   | 0 0   | 0       | 0 0    | 0   | 0     | 0     | 0 0      | 0 0 | 0   | 0 0 | 0 0  | 0  | 0 | 0 0 | o o  | ) 0        | 0 | 0 1 | 0 0  | 0    |     |   |    |         |            |    |
|         | Rodeway Inn Billings Logan International Airport Near St Vi              | i Billings, MT               | 59101          | Oct 2010             | Jun 1965             | 45        |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | • • | •  • | •  | • | • • | •  • | •          | • | •   | •  • | , (• |     |   |    |         |            |    |
| 31209   | Sleep Inn Billings   | Billings, MT                 | 59101          | Jun 1995             | Jun 1995             | 74        |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | • • | • •  | •  | • | • • | •  • | •          | • | • • | •  • | •    |     |   |    |         |            |    |
| 8705    | Super 8 Billings   | Billings, MT                 | 59101          | Feb 1982             | Feb 1982             | 106       |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | • • | • •  | •  | • | • • | • •  | , •        | • | • • | • •  | •    |     |   |    |         |            |    |
| 35592   | The Hilltop Inn by Riversage   | Billings, MT                 | 59101          | Jun 1997             | Jun 1997             | 56        |        | 0   | 0 0   | 0       | 0 0    | 0 0 | 0     | 0     | 0 0      | 0 0 | 0   | 0 0 | 0 0  | 0  | 0 | 0 0 | o o  | 0 0        | 0 | 0 1 | 0 0  | 0    |     |   |    |         |            |    |
| 16764   | The Vagas Hotel  | Billings, MT                 | 59101          | Jun 1971             | Jun 1971             | 101       |        |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      |            |   |     |      |      |     |   |    |         | T          | Т  |
| 7384    | Western Inn  | Billings, MT                 | 59101          | Feb 1997             | Jun 1960             | 38        |        |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      |            |   |     |      |      |     |   |    |         |            |    |
| 55679   | Ascend Collection Big Horn Resort  | Billings, MT                 | 59102          | Oct 2012             | Aug 2007             | 108       |        | •   | • •   | •       | • •    | •   | •     | •     | •        | • • | •   | • • | • •  | •  | • | • • | • •  |            | • | • 1 | • •  | •    |     |   |    |         |            |    |
| 28874   | Baymont Inn & Suites Billings  | Billings, MT                 | 59102          | Jan 2016             | Jul 1992             | 60        |        | •   | • •   | •       | • •    | •   | •     | •     | •        | • • | •   | •   | • •  | •  | • | • • |      |            | • | •   | • •  | •    |     |   |    |         |            |    |
| 48741   | Closed Overpass Motel  | Billings, MT                 | 59102          | Jun 2008             | Jun 1955             | 0         |        |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      |            |   |     |      |      |     |   |    |         |            | Т  |
| 31210   | C'mon Inn  | Billings, MT                 | 59102          | May 1995             | May 1995             | 80        |        |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      |            |   |     |      |      |     |   |    |         |            |    |
| 29316   | Fairfield Inn & Suites Billings  | Billings, MT                 | 59102          | Mar 1993             | Mar 1993             | 60        |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | • • | • •  | •  | • | • • | • •  |            | • | • / | • •  | •    |     |   | T  | T       | Т          |    |
| 58007   | Hampton by Hilton Inn & Suites Billings West I-90                        | Billings, MT                 | 59102          | Jun 2020             | Dec 2008             | 0         | Y      | •   | • •   | •       | • •    | •   | •     | •     | •        | • • | •   | •   | • •  | •  | • | • • |      |            | • | •   | • •  | ,    |     |   |    |         |            |    |
| 56658   | Hilton Garden Inn Billings   | Billings, MT                 | 59102          | Jun 2020             | Jan 2008             | 0         | Y      | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | • • | • •  | •  | • | • • |      |            | • | • 1 | • •  | ,    |     |   | T  | T       | T          |    |
| 62373   | Holiday Inn Express & Suites Billings West                               | Billings, MT                 | 59102          | Jan 2015             | Jan 2015             | 89        |        | •   | • •   | •       | • •    | •   | •     | •     | •        | • • | •   | •   | • •  | •  | • | • • |      |            | • | • / | • •  | •    |     |   |    |         |            |    |
|         | Homewood Suites by Hilton Billings                                       | Billings, MT                 | 59102          | Aug 2014             | Aug 2014             | 110       |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | •   | • •  | •  | • | • • |      |            | • | •   | • •  | •    |     |   |    | T       | Т          | 1  |
|         | Quality Inn Homestead Park Billings                                      | Billings, MT                 | 59102          | Oct 1986             | Oct 1986             | 118       |        | •   | • •   | •       | • •    | •   | •     | •     | •        | • • | •   | •   | • •  | •  | • |     |      |            | • | •   | • •  | •    |     |   |    |         |            |    |
|         | Residence Inn Billings   | Billings, MT                 | 59102          | Sep 2007             | Sep 2007             | 92        |        | •   | • •   | •       | • •    | •   | •     | •     | • •      | • • | •   | •   | • •  | •  | • | • • |      |            | • | •   |      | •    |     |   |    | T       | Т          |    |
|         | SpringHill Suites Billings   | Billings, MT                 | 59102          | Sep 2004             | Sep 2004             | 79        |        | •   |       | •       | • •    | •   |       | •     | •        |     | •   | •   |      |    |   |     |      |            | • | •   |      |      |     |   |    |         |            |    |
|         | SureStay Plus Hotel Billings   | Billings, MT                 | 59102          | Aug 2018             | Dec 2006             | 87        |        | •   | • •   | •       | • •    | •   | •     | •     | •        | • • | •   | •   |      |    | • |     |      |            | • | •   |      | •    |     |   |    | T       | Т          | 1  |
|         | TownePlace Suites Billings   | Billings, MT                 | 59102          | Apr 2015             | Apr 2015             | 91        |        |     |       | •       | • •    |     | •     | •     |          |     | •   | •   |      |    |   |     |      |            |   | •   |      |      |     |   |    |         |            |    |
|         | Western Executive Inn  | Billings, MT                 | 59102          | Oct 2003             | Oct 2003             | 40        |        |     |       |         | -      |     | -     |       |          |     |     |     |      | -  |   |     |      |            |   |     |      | 1    |     |   |    |         | T          |    |
|         | Boothill Inn & Suites  | Billings, MT                 | 59105          | Sep 2000             | Sep 2000             | 69        |        |     |       |         |        |     |       |       |          |     |     |     | •    | 0  |   |     |      |            |   |     |      |      |     |   |    |         |            |    |
|         | Closed Airport Metra Inn   | Billings, MT                 | 59105          | Jun 2001             | 2000                 | 03        |        |     |       |         | -      |     |       |       |          | -   |     |     | - 0  | ľ  |   |     |      | -          |   |     |      | -    |     |   |    | 1       | T          |    |
|         | Country Inn & Suites Billings  | Billings, MT                 | 59105          | Dec 2002             | Dec 2002             | 67        |        |     |       |         |        |     |       |       |          |     |     |     |      |    |   |     |      |            |   |     |      |      |     |   |    |         |            |    |
|         | Heights Inn Motel  | Billings, MT                 | 59105          |                      | Jun 1980             | 33        |        |     |       |         | -      |     | •     |       |          |     |     | -   |      |    |   |     |      | -          |   |     |      |      |     |   |    |         | T          |    |
|         |  | Dimi193, W11                 | Total Prope    |                      | 58                   |           |        |     | - Mc: | atbly ( | data r |     | od by | , OTE | <b>D</b> |     |     |     |      |    |   |     |      |            |   |     |      |      |     |   |    |         |            | 4  |

#### Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report

#### A blank row indicates insufficient data.

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|                    | Current Month - April 2020 vs April 2019 |      |       |        |        |       |                                |       |        |       |       |       |           | Year to Date - April 2020 vs April 2019 |        |        |                              |       |       |       |        |       |        |       |        |        | Participation |         |  |  |  |  |
|--------------------|--|------|-------|--------|--------|-------|--------------------------------|-------|--------|-------|-------|-------|-----------|---|--------|--------|------------------------------|-------|-------|-------|--------|-------|--------|-------|--------|--------|---------------|---------|--|--|--|--|
|                    | Occ                                      | %    | ADR   |        | RevPAR |       | Percent Change from April 2019 |       |        |       |       |       | Occ % ADR |   |        | RevP   | Percent Change from YTD 2019 |       |       |       |        |       | erties | Roo   | ms     |        |               |         |  |  |  |  |
|                    |  |      |       |        |        |       | -                              |       |        | Room  | Room  | Room  |           |   |        |        |                              |       |       |       |        | Room  | Room   | Room  |        |        |               |         |  |  |  |  |
|                    | 2020                                     | 2019 | 2020  | 2019   | 2020   | 2019  | Occ                            | ADR   | RevPAR | Rev   | Avail | Sold  | 2020      | 2019                                    | 2020   | 2019   | 2020                         | 2019  | Occ   | ADR   | RevPAR | Rev   | Avaii  | Sold  | Census | Sample | Census        | Sample  |  |  |  |  |
| United States      | 24.5                                     | 67.8 | 73.23 | 131.73 | 17.93  | 89.36 | -63.9                          | -44.4 | -79.9  | -82.4 | -12.1 | -68.3 | 45.7      | 63.2                                    | 117.75 | 129.66 | 53.84                        | 81.95 | -27.7 | -9.2  | -34.3  | -35.3 | -1.5   | -28.8 | 52441  | 31081  | 4643629       | 3349257 |  |  |  |  |
|                    |  |      |       |        |        |       |                                |       |        |       |       |       |           |   |        |        |                              |       |       |       |        |       |        |       |        |        |               |         |  |  |  |  |
| Montana            | 21.0                                     | 50.3 | 70.09 | 89.67  | 14.71  | 45.07 | -58.2                          | -21.8 | -67.4  | -69.5 | -6.6  | -61.0 | 37.8      | 47.6                                    | 86.47  | 88.67  | 32.69                        | 42.17 | -20.5 | -2.5  | -22.5  | -24.0 | -2.0   | -22.1 | 435    | 205    | 27925         | 17664   |  |  |  |  |
|                    |  |      |       |        |        |       |                                |       |        |       |       |       |           |   |        |        |                              |       |       |       |        |       |        |       |        |        |               |         |  |  |  |  |
| Billings Area, MT+ | 23.0                                     | 54.8 | 71.11 | 94.40  | 16.34  | 51.75 | -58.1                          | -24.7 | -68.4  | -72.9 | -14.1 | -64.0 | 40.5      | 53.9                                    | 87.75  | 93.20  | 35.56                        | 50.28 | -24.9 | -5.8  | -29.3  | -35.3 | -8.6   | -31.3 | 48     | 35     | 4048          | 3379    |  |  |  |  |
| Bismarck, ND+      | 19.4                                     | 63.1 | 69.01 | 86.33  | 13.38  | 54.44 | -69.3                          | -20.1 | -75.4  | -75.0 | 1.7   | -68.7 | 40.4      | 57.2                                    | 82.13  | 85.78  | 33.14                        | 49.07 | -29.5 | -4.3  | -32.5  | -30.6 | 2.8    | -27.5 | 33     | 29     | 3162          | 2909    |  |  |  |  |
| Boise, ID+         | 20.6                                     | 72.5 | 73.07 | 110.66 | 15.06  | 80.25 | -71.6                          | -34.0 | -81.2  | -82.9 | -9.0  | -74.1 | 47.9      | 65.1                                    | 105.04 | 107.76 | 50.31                        | 70.14 | -26.4 | -2.5  | -28.3  | -29.9 | -2.3   | -28.1 | 50     | 40     | 5186          | 4805    |  |  |  |  |
| Bozeman, MT+       | 25.9                                     | 66.4 | 72.68 | 93.24  | 18.82  | 61.91 | -61.0                          | -22.0 | -69.6  | -71.7 | -6.9  | -63.7 | 56.4      | 68.4                                    | 90.65  | 91.56  | 51.11                        | 62.60 | -17.5 | -1.0  | -18.4  | -19.8 | -1.7   | -19.0 | 27     | 21     | 2172          | 1779    |  |  |  |  |
| Great Falls, MT+   | 23.3                                     | 52.9 | 70.28 | 86.06  | 16.36  | 45.50 | -56.0                          | -18.3 | -64.0  | -68.9 | -13.4 | -61.9 | 40.1      | 50.7                                    | 82.82  | 87.48  | 33.22                        | 44.34 | -20.9 | -5.3  | -25.1  | -27.6 | -3.4   | -23.5 | 26     | 17     | 1985          | 1666    |  |  |  |  |
| Helena, MT+        | 16.8                                     | 60.7 | 72.82 | 97.07  | 12.25  | 58.92 | -72.3                          | -25.0 | -79.2  | -79.2 | 0.0   | -72.3 | 36.2      | 56.4                                    | 89.34  | 95.31  | 32.36                        | 53.74 | -35.8 | -6.3  | -39.8  | -39.8 | 0.0    | -35.8 | 20     | 17     | 1645          | 1408    |  |  |  |  |
| Madison, WI+       | 20.9                                     | 63.0 | 67.36 | 121.74 | 14.08  | 76.71 | -66.8                          | -44.7 | -81.6  | -82.7 | -5.9  | -68.8 | 39.7      | 57.4                                    | 98.63  | 111.82 | 39.11                        | 64.15 | -30.9 | -11.8 | -39.0  | -37.1 | 3.2    | -28.7 | 63     | 51     | 7297          | 6585    |  |  |  |  |
| Missoula, MT+      | 19.7                                     | 59.3 | 67.65 | 92.84  | 13.33  | 55.02 | -66.7                          | -27.1 | -75.8  | -77.0 | -5.1  | -68.5 | 36.6      | 47.6                                    | 81.48  | 85.97  | 29.82                        | 40.96 | -23.2 | -5.2  | -27.2  | -30.0 | -3.8   | -26.1 | 38     | 24     | 3043          | 2263    |  |  |  |  |
| Rapid City, SD+    | 18.9                                     | 42.2 | 47.67 | 58.23  | 9.02   | 24.60 | -55.2                          | -18.1 | -63.3  | -66.5 | -8.6  | -59.0 | 30.6      | 39.8                                    | 59.58  | 62.00  | 18.26                        | 24.65 | -22.9 | -3.9  | -25.9  | -25.5 | 0.6    | -22.5 | 49     | 33     | 4180          | 3549    |  |  |  |  |
| Sioux Falls, SD+   | 19.0                                     | 60.1 | 62.55 | 87.94  | 11.86  | 52.84 | -68.4                          | -28.9 | -77.6  | -77.2 | 1.7   | -67.9 | 42.8      | 57.7                                    | 86.11  | 88.74  | 36.88                        | 51.21 | -25.8 | -3.0  | -28.0  | -26.4 | 2.1    | -24.2 | 61     | 48     | 5325          | 4533    |  |  |  |  |

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