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Billings Area COC

For the Month of January 2020



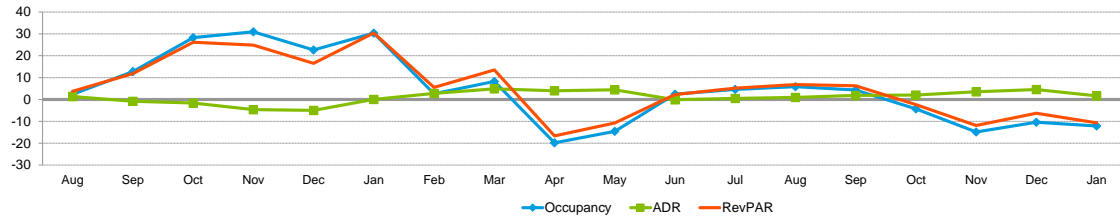
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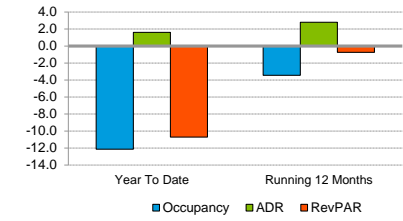
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Monthly Percent Change



Overall Percent Change



	2018					2019												2020
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Occupancy (%)																		
This Year	74.1	67.4	66.3	58.2	49.6	48.4	51.2	61.1	54.8	58.5	71.7	72.7	78.4	70.3	63.4	49.5	44.5	42.6
Last Year	72.4	59.7	51.7	44.4	40.5	37.1	49.9	56.4	68.4	68.4	70.0	69.5	74.1	67.4	66.3	58.2	49.6	48.4
Percent Change	2.4	12.8	28.3	31.0	22.6	30.4	2.6	8.3	-19.8	-14.6	2.4	4.6	5.8	4.3	-4.3	-14.9	-10.4	-12.1
ADR																		
This Year	103.18	96.42	92.69	86.04	84.54	87.71	93.73	96.10	94.40	96.00	99.33	100.14	104.15	98.23	94.56	89.06	88.40	89.12
Last Year	101.82	97.24	94.23	90.24	88.97	87.68	91.17	91.63	90.82	91.93	99.45	99.63	103.18	96.42	92.69	86.04	84.54	87.71
Percent Change	1.3	-0.8	-1.6	-4.6	-5.0	0.0	2.8	4.9	4.0	4.4	-0.1	0.5	0.9	1.9	2.0	3.5	4.6	1.6
RevPAR																		
This Year	76.46	64.95	61.43	50.06	41.96	42.48	47.99	58.73	51.77	56.13	71.17	72.78	81.70	69.03	59.97	44.11	39.32	37.93
Last Year	73.70	58.08	48.67	40.09	36.01	32.57	45.49	51.72	62.11	62.91	69.58	69.21	76.46	64.95	61.43	50.06	41.96	42.48
Percent Change	3.8	11.8	26.2	24.9	16.5	30.4	5.5	13.5	-16.7	-10.8	2.3	5.2	6.8	6.3	-2.4	-11.9	-6.3	-10.7
Supply																		
This Year	146,165	141,450	146,103	141,390	146,103	146,103	131,964	146,103	141,390	146,103	141,390	146,103	146,103	141,390	146,103	141,390	136,307	136,307
Last Year	147,839	143,070	147,839	143,070	147,839	146,165	132,020	146,165	141,450	146,165	141,450	146,165	146,165	141,450	146,103	141,390	146,103	146,103
Percent Change	-1.1	-1.1	-1.2	-1.2	-1.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-6.7	-6.7
Demand																		
This Year	108,315	95,278	96,833	82,259	72,511	70,761	67,573	89,278	77,530	85,424	101,316	106,179	114,601	99,357	92,650	70,038	60,626	58,010
Last Year	106,999	85,447	76,359	63,559	59,833	54,297	65,871	82,507	96,744	100,021	98,972	101,533	108,315	95,278	96,833	82,259	72,511	70,761
Percent Change	1.2	11.5	26.8	29.4	21.2	30.3	2.6	8.2	-19.9	-14.6	2.4	4.6	5.8	4.3	-4.3	-14.9	-16.4	-18.0
Revenue																		
This Year	11,176,298	9,186,875	8,975,440	7,077,825	6,130,011	6,206,443	6,333,314	8,580,022	7,319,177	8,201,027	10,063,394	10,632,966	11,935,947	9,760,304	8,761,350	6,237,310	5,359,439	5,170,083
Last Year	10,894,997	8,308,881	7,185,529	5,735,384	5,323,495	4,760,714	6,005,643	7,560,364	8,785,981	9,194,882	9,842,638	10,115,433	11,176,298	9,186,875	8,975,440	7,077,825	6,130,011	6,206,443
Percent Change	2.6	10.6	24.7	23.4	15.2	30.4	5.5	13.5	-16.7	-10.8	2.2	5.1	6.8	6.2	-2.4	-11.9	-12.6	-16.7
Census %																		
Census Props	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	51	51
Census Rooms	4715	4715	4713	4713	4713	4713	4713	4713	4713	4713	4713	4713	4713	4713	4713	4713	4397	4397
% Rooms Participants	84.0	85.8	85.8	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

	Year To Date			Running 12 Months		
	2018	2019	2020	2018	2019	2020
Occupancy	37.1	48.4	42.6	57.7	62.3	60.1
ADR	37.5	37.1	48.4	58.8	57.7	62.3
RevPAR	-1.0	30.4	-12.1	-1.8	7.8	-3.4
Supply	146,165	146,103	136,307	1,739,070	1,720,729	1,700,653
Demand	54,297	70,761	58,010	1,004,247	1,071,605	1,022,582
Revenue	4,760,714	6,206,443	5,170,083	95,373,556	100,257,833	98,354,333

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Tab 4 - Multi-Segment

Currency: USD - US Dollar

Billings Area COC

For the month of: January 2020

	Current Month - January 2020 vs January 2019													Year to Date - January 2020 vs January 2019													Participation			
	Occ %		ADR		RevPAR		Percent Change from January 2019						Occ %		ADR		RevPAR		Percent Change from YTD 2019						Properties		Rooms			
	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample		
United States	55.1	54.6	126.06	124.34	69.47	67.95	0.8	1.4	2.2	4.4	2.1	3.0	55.1	54.6	126.06	124.34	69.47	67.95	0.8	1.4	2.2	4.4	2.1	3.0	55599	34986	5331710	4052535		
Montana	42.7	42.4	88.80	85.17	37.94	36.11	0.8	4.3	5.1	4.9	-0.1	0.6	42.7	42.4	88.80	85.17	37.94	36.11	0.8	4.3	5.1	4.9	-0.1	0.6	451	228	29325	19398		
Billings Area, MT+	42.6	48.4	89.12	87.71	37.93	42.48	-12.1	1.6	-10.7	-16.7	-6.7	-18.0	42.6	48.4	89.12	87.71	37.93	42.48	-12.1	1.6	-10.7	-16.7	-6.7	-18.0	51	38	4397	3728		
Bismarck, ND+	49.5	48.9	84.77	85.52	41.95	41.84	1.1	-0.9	0.2	3.4	3.2	4.3	49.5	48.9	84.77	85.52	41.95	41.84	1.1	-0.9	0.2	3.4	3.2	4.3	34	30	3206	2949		
Boise, ID+	56.1	53.6	107.38	102.64	60.23	55.06	4.6	4.6	9.4	9.4	-0.0	4.5	56.1	53.6	107.38	102.64	60.23	55.06	4.6	4.6	9.4	9.4	-0.0	4.5	56	43	5799	5180		
Bozeman, MT+	66.8	63.0	90.81	86.96	60.70	54.79	6.1	4.4	10.8	10.8	0.0	6.1	66.8	63.0	90.81	86.96	60.70	54.79	6.1	4.4	10.8	10.8	0.0	6.1	29	24	2334	2011		
Great Falls, MT+	46.9	46.7	86.92	83.87	40.78	39.13	0.6	3.6	4.2	4.2	-0.0	0.5	46.9	46.7	86.92	83.87	40.78	39.13	0.6	3.6	4.2	4.2	-0.0	0.5	30	20	2292	1940		
Helena, MT+	45.0	50.7	91.43	92.95	41.17	47.15	-11.2	-1.6	-12.7	-12.7	0.0	-11.2	45.0	50.7	91.43	92.95	41.17	47.15	-11.2	-1.6	-12.7	-12.7	0.0	-11.2	20	17	1645	1408		
Madison, WI+	46.7	47.3	100.95	100.21	47.13	47.39	-1.3	0.7	-0.6	5.7	6.3	4.9	46.7	47.3	100.95	100.21	47.13	47.39	-1.3	0.7	-0.6	5.7	6.3	4.9	68	56	7892	7146		
Missoula, MT+	40.1	37.6	82.83	79.28	33.22	29.83	6.6	4.5	11.4	11.7	0.3	6.9	40.1	37.6	82.83	79.28	33.22	29.83	6.6	4.5	11.4	11.7	0.3	6.9	38	24	3043	2263		
Rapid City, SD+	31.8	33.9	57.90	61.02	18.42	20.66	-6.1	-5.1	-10.9	-6.9	4.4	-1.9	31.8	33.9	57.90	61.02	18.42	20.66	-6.1	-5.1	-10.9	-6.9	4.4	-1.9	53	37	4674	4043		
Sioux Falls, SD+	53.3	49.2	88.02	86.70	46.95	42.63	8.5	1.5	10.1	13.7	3.3	12.0	53.3	49.2	88.02	86.70	46.95	42.63	8.5	1.5	10.1	13.7	3.3	12.0	61	48	5325	4533		

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