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Billings Area COC

For the Month of June 2020



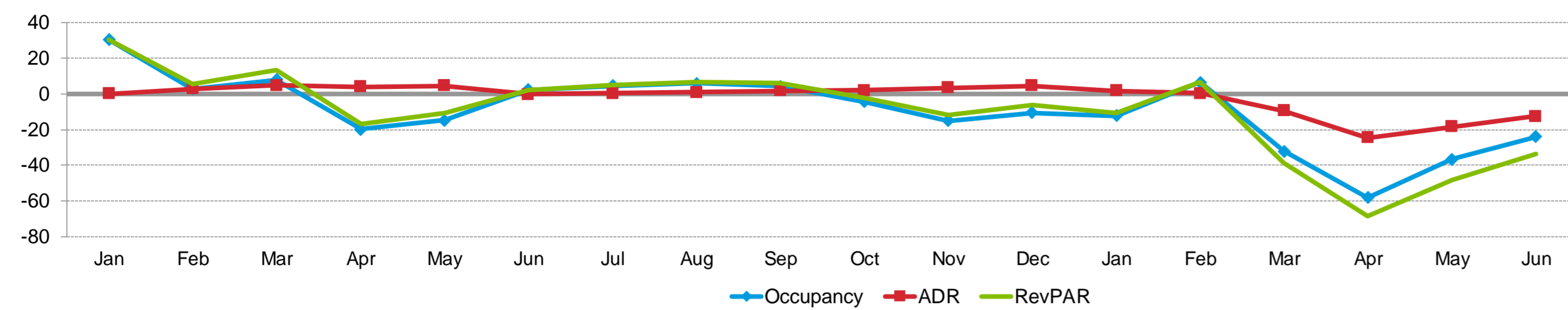
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Corporate North American Headquarters
T : +1 (615) 824 8664
destininfo@str.com www.str.com

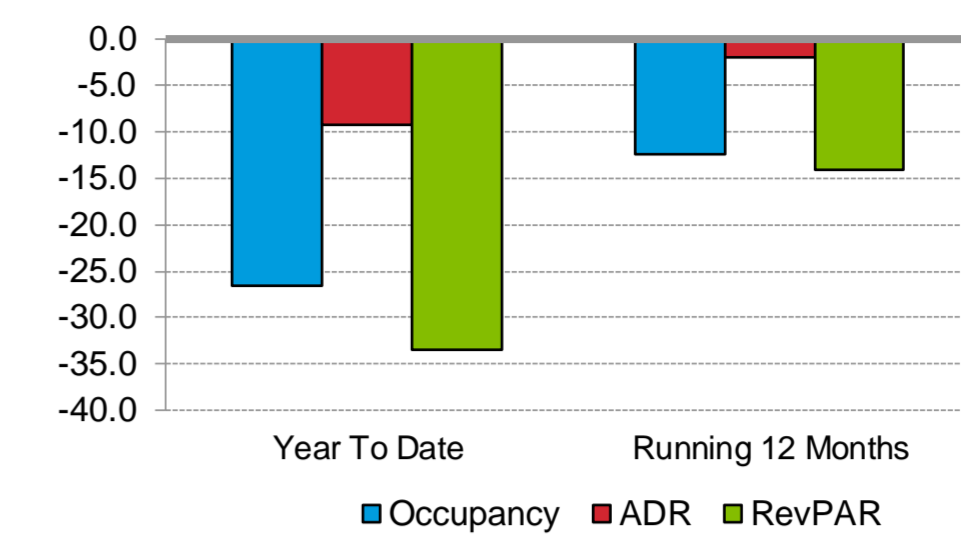
International Headquarters
T : +44 (0)207 922 1930
industryinfo@str.com www.str.com

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Monthly Percent Change



Overall Percent Change



Occupancy (%)	2019												2020					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	48.4	51.4	60.9	54.8	58.4	71.6	72.7	78.4	70.3	63.4	49.5	44.5	42.6	54.7	41.3	23.0	37.0	54.5
Last Year	37.1	49.9	56.5	68.4	68.4	70.0	69.5	74.1	67.4	66.3	58.2	49.6	48.4	51.4	60.9	54.8	58.4	71.6
Percent Change	30.4	2.9	7.9	-19.9	-14.6	2.3	4.6	5.8	4.3	-4.3	-14.9	-10.4	-12.1	6.5	-32.2	-58.1	-36.6	-23.8

Year To Date		
2018	2019	2020
58.4	57.6	42.3
59.0	58.4	57.6
-1.0	-1.3	-26.7

Running 12 Months		
2018	2019	2020
57.5	60.9	53.4
60.2	57.5	60.9
-4.5	6.1	-12.4

ADR	2019												2020					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	87.71	93.69	96.13	94.40	96.08	99.37	100.14	104.15	98.23	94.56	89.06	88.40	89.17	93.93	87.15	71.15	78.42	87.00
Last Year	87.68	91.15	91.61	90.79	91.91	99.42	99.63	103.18	96.42	92.69	86.04	84.54	87.71	93.69	96.13	94.40	96.08	99.37
Percent Change	0.0	2.8	4.9	4.0	4.5	-0.1	0.5	0.9	1.9	2.0	3.5	4.6	1.7	0.3	-9.3	-24.6	-18.4	-12.4

Year To Date		
2018	2019	2020
92.57	94.97	86.23
93.27	92.57	94.97
-0.7	2.6	-9.2

Running 12 Months		
2018	2019	2020
94.55	94.77	92.92
95.03	94.55	94.77
-0.5	0.2	-2.0

RevPAR	2019												2020					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	42.48	48.12	58.59	51.75	56.14	71.15	72.78	81.70	69.03	59.97	44.11	39.32	37.94	51.36	36.01	16.34	29.04	47.45
Last Year	32.57	45.48	51.72	62.11	62.91	69.58	69.21	76.46	64.95	61.43	50.06	41.96	42.48	48.12	58.59	51.75	56.14	71.15
Percent Change	30.4	5.8	13.3	-16.7	-10.7	2.3	5.2	6.8	6.3	-2.4	-11.9	-6.3	-10.7	6.7	-38.5	-68.4	-48.3	-33.3

Year To Date		
2018	2019	2020
54.07	54.74	36.45
55.04	54.07	54.74
-1.8	1.2	-33.4

Running 12 Months		
2018	2019	2020
54.32	57.75	49.58
57.16	54.32	57.75
-5.0	6.3	-14.2

Supply	2019												2020					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	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	123,116	136,307	121,440	129,208	128,880
Last Year	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	131,964	146,103	141,390	146,103	141,390
Percent Change	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	-6.7	-6.7	-14.1	-11.6	-8.8

Year To Date		
2018	2019	2020
853,415	853,053	775,258
863,279	853,415	853,053
-1.1	0.0	-9.1

Running 12 Months		
2018	2019	2020
1,730,911	1,720,429	1,632,654
1,726,577	1,730,911	1,720,429
0.3	-0.6	-5.1

Demand	2019												2020					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	70,761	67,779	89,042	77,516	85,373	101,243	106,179	114,601	99,357	92,650	70,038	60,626	58,003	67,317	56,327	27,898	47,845	70,287
Last Year	54,297	65,882	82,526	96,769	100,041	98,985	101,533	108,315	95,278	96,833	82,259	72,511	70,761	67,779	89,042	77,516	85,373	101,243
Percent Change	30.3	2.9	7.9	-19.9	-14.7	2.3	4.6	5.8	4.3	-4.3	-14.9	-16.4	-18.0	-0.7	-36.7	-64.0	-44.0	-30.6

Year To Date		
2018	2019	2020
498,500	491,714	327,677
509,461	498,500	491,714
-2.2	-1.4	-33.4

Running 12 Months		
2018	2019	2020
994,467	1,048,443	871,128
1,038,548	994,467	1,048,443
-4.2	5.4	-16.9

Revenue	2019												2020					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	6,206,444	6,350,372	8,559,520	7,317,618	8,202,900	10,060,346	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	3,751,776	6,114,892
Last Year	4,760,714	6,004,866	7,559,823	8,785,739	9,194,579	9,841,399	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	8,202,900	10,060,346
Percent Change	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	-54.3	-39.2

Year To Date		
2018	2019	2020
46,147,120	46,697,200	28,255,972
47,516,516	46,147,120	46,697,200
-2.9	1.2	-39.5

Running 12 Months		
2018	2019	2020
94,023,786	99,359,077	80,943,288
98,688,167	94,023,786	99,359,077
-4.7	5.7	-18.5

Census %	2019												2020					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Census Props	52	52	52	52	52	52	52	52	52	52	52	51	51	51	51	48	49	50
Census Rooms	4713	4713	4713	4713	4713	4713	4713	4713	4713	4713	4713	4397	4397	4397	4397	4048	4168	4296
% Rooms Participants	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	83.9	84.4

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Tab 4 - Multi-Segment

Currency: USD - US Dollar

Billings Area COC

For the month of: June 2020

	Current Month - June 2020 vs June 2019												Year to Date - June 2020 vs June 2019											Participation				
	Occ %		ADR		RevPAR		Percent Change from June 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	42.2	73.3	92.15	134.58	38.88	98.69	-42.5	-31.5	-60.6	-63.1	-6.2	-46.1	43.1	65.8	109.04	131.08	47.02	86.30	-34.5	-16.8	-45.5	-47.8	-4.1	-37.2	55702	33760	5007449	3681521
Montana	49.7	75.3	97.24	125.59	48.36	94.62	-34.0	-22.6	-48.9	-50.7	-3.5	-36.3	38.5	54.6	88.10	100.45	33.94	54.82	-29.4	-12.3	-38.1	-39.8	-2.8	-31.4	480	224	30476	19114
Billings Area, MT+	54.5	71.6	87.00	99.37	47.45	71.15	-23.8	-12.4	-33.3	-39.2	-8.8	-30.6	42.3	57.6	86.23	94.97	36.45	54.74	-26.7	-9.2	-33.4	-39.5	-9.1	-33.4	50	37	4296	3627
Bismarck, ND+	45.6	71.2	75.63	90.73	34.52	64.57	-35.9	-16.6	-46.5	-47.3	-1.4	-36.8	39.6	60.4	79.71	87.16	31.55	52.66	-34.5	-8.5	-40.1	-39.0	1.9	-33.2	33	30	3162	2969
Boise, ID+	54.3	83.2	86.24	125.69	46.86	104.53	-34.7	-31.4	-55.2	-56.9	-3.9	-37.2	46.7	69.9	98.09	112.50	45.83	78.66	-33.2	-12.8	-41.7	-43.7	-3.4	-35.5	53	43	5478	5097
Bozeman, MT+	56.3	90.0	109.65	154.46	61.76	138.96	-37.4	-29.0	-55.6	-55.6	0.0	-37.4	52.1	72.7	93.66	108.97	48.83	79.17	-28.2	-14.0	-38.3	-39.2	-1.4	-29.3	29	24	2334	2011
Great Falls, MT+	43.3	66.4	79.98	93.62	34.66	62.20	-34.8	-14.6	-44.3	-49.4	-9.2	-40.8	39.3	53.9	81.16	89.27	31.89	48.13	-27.1	-9.1	-33.7	-37.3	-5.3	-31.0	27	18	2082	1763
Helena, MT+	44.6	73.2	99.50	105.43	44.35	77.14	-39.1	-5.6	-42.5	-42.5	0.0	-39.1	34.8	59.4	89.42	97.50	31.12	57.92	-41.4	-8.3	-46.3	-46.3	0.0	-41.4	20	18	1645	1519
Madison, WI+	33.5	72.8	73.72	121.68	24.70	88.58	-54.0	-39.4	-72.1	-74.4	-8.1	-57.7	36.5	61.5	91.49	117.69	33.37	72.42	-40.7	-22.3	-53.9	-54.9	-2.1	-42.0	64	53	7254	6768
Missoula, MT+	56.3	84.1	89.33	124.82	50.33	104.97	-33.0	-28.4	-52.0	-52.0	0.0	-33.0	39.4	57.2	82.77	99.91	32.58	57.11	-31.1	-17.2	-43.0	-44.4	-2.5	-32.9	38	24	3043	2263
Rapid City, SD+	54.8	78.0	84.28	119.79	46.15	93.40	-29.8	-29.6	-50.6	-51.8	-2.6	-31.6	35.4	49.7	65.70	81.36	23.24	40.44	-28.8	-19.3	-42.5	-43.3	-1.4	-29.8	54	37	4700	4038
Sioux Falls, SD+	45.5	73.9	79.71	93.62	36.29	69.22	-38.4	-14.9	-47.6	-44.9	5.2	-35.2	40.7	62.2	82.67	90.52	33.62	56.30	-34.6	-8.7	-40.3	-38.6	2.8	-32.8	63	50	5506	4714

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