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Billings Area COC

For the Month of December 2017



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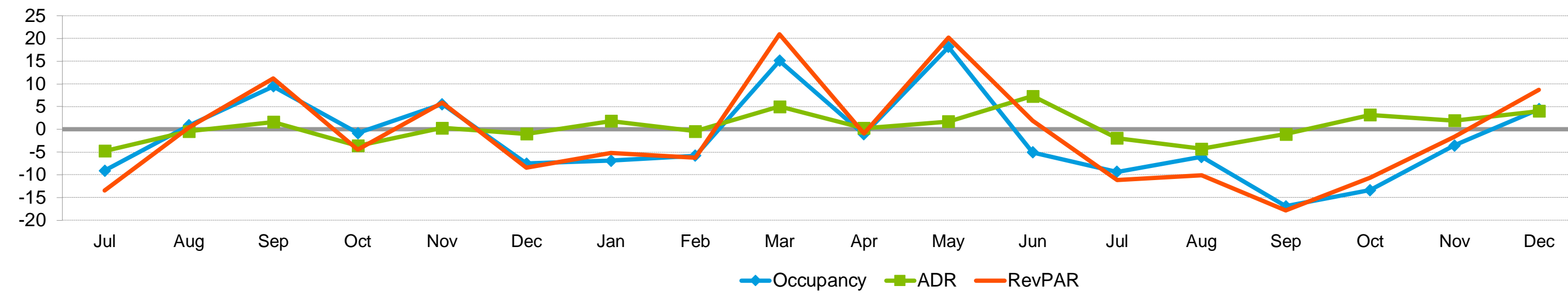
Tab 2 - Trend Billings Area+

Currency: USD - US Dollar

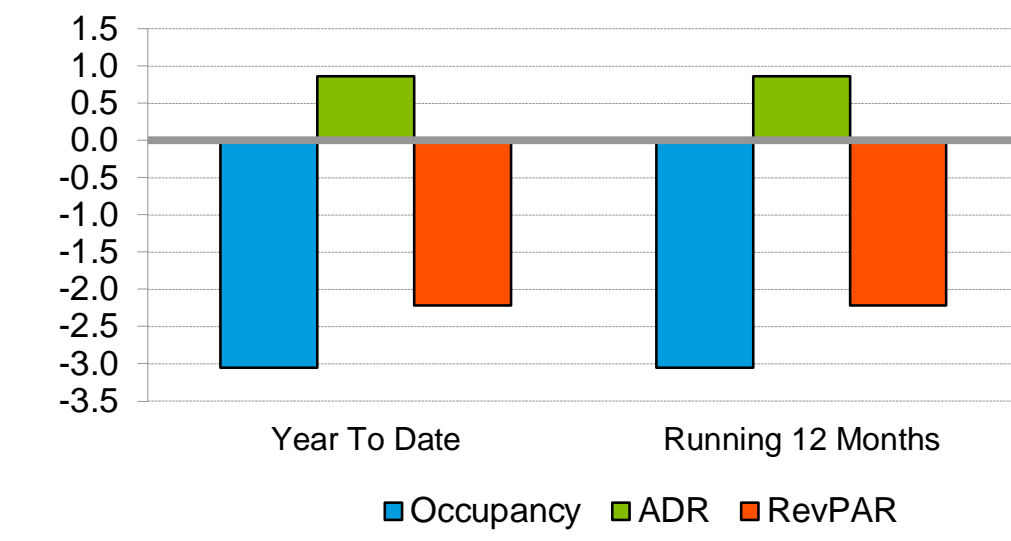
Billings Area COC

For the Month of December 2017

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2016						2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	75.3	76.1	70.6	58.4	45.3	37.9	36.2	47.9	57.6	60.9	73.4	72.2	68.2	71.5	58.6	50.6	43.7	39.6
Last Year	82.8	75.4	64.5	58.9	42.9	41.0	38.9	50.8	50.1	61.6	62.2	76.0	75.3	76.1	70.6	58.4	45.3	37.9
Percent Change	-9.1	0.9	9.5	-0.8	5.6	-7.5	-6.9	-5.8	15.1	-1.1	18.1	-5.1	-9.4	-6.1	-16.9	-13.4	-3.5	4.5

ADR	2016						2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	102.63	106.69	98.63	91.52	88.44	85.61	86.32	89.32	91.05	89.23	92.87	105.57	100.62	102.12	97.60	94.43	90.17	89.06
Last Year	107.77	107.12	97.07	94.96	88.18	86.49	84.77	89.72	86.70	89.02	91.27	98.38	102.63	106.69	98.63	91.52	88.44	85.61
Percent Change	-4.8	-0.4	1.6	-3.6	0.3	-1.0	1.8	-0.4	5.0	0.2	1.7	7.3	-2.0	-4.3	-1.0	3.2	2.0	4.0

RevPAR	2016						2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	77.28	81.22	69.63	53.43	40.08	32.42	31.23	42.76	52.49	54.34	68.19	76.20	68.67	73.03	57.23	47.74	39.41	35.24
Last Year	89.26	80.82	62.61	55.90	37.86	35.42	32.94	45.59	43.41	54.81	56.73	74.80	77.28	81.22	69.63	53.43	40.08	32.42
Percent Change	-13.4	0.5	11.2	-4.4	5.9	-8.5	-5.2	-6.2	20.9	-0.9	20.2	1.9	-11.1	-10.1	-17.8	-10.6	-1.7	8.7

Supply	2016						2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	144,398	147,095	142,350	147,095	145,200	150,071	150,071	135,548	150,071	145,200	150,040	145,200	150,040	150,040	145,200	150,040	145,200	150,040
Last Year	144,398	144,398	139,740	144,398	139,740	144,398	144,398	130,424	144,398	139,740	144,398	139,740	144,398	147,095	142,350	147,095	145,200	150,071
Percent Change	0.0	1.9	1.9	1.9	3.9	3.9	3.9	3.9	3.9	3.9	3.9	3.9	3.9	2.0	2.0	2.0	0.0	0.0

Demand	2016						2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	108,727	111,970	100,494	85,871	65,800	56,840	54,284	64,884	86,507	88,418	110,170	104,805	102,391	107,292	85,143	75,859	63,467	59,364
Last Year	119,603	108,943	90,128	84,997	59,994	59,138	56,110	66,281	72,303	86,042	89,746	106,241	108,727	111,970	100,494	85,871	65,800	56,840
Percent Change	-9.1	2.8	11.5	1.0	9.7	-3.9	-3.3	-2.1	19.6	2.8	22.8	-1.4	-5.8	-4.2	-15.3	-11.7	-3.5	4.4

Revenue	2016						2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	11,158,477	11,946,585	9,911,405	7,858,747	5,819,644	4,865,993	4,686,041	5,795,504	7,876,713	7,889,737	10,231,056	11,063,921	10,302,976	10,956,963	8,309,922	7,163,586	5,722,788	5,286,690
Last Year	12,889,065	11,670,132	8,748,437	8,071,469	5,290,055	5,114,929	4,756,260	5,946,575	6,269,018	7,659,641	8,191,391	10,452,432	11,158,477	11,946,585	9,911,405	7,858,747	5,819,644	4,865,993
Percent Change	-13.4	2.4	13.3	-2.6	10.0	-4.9	-1.5	-2.5	25.6	3.0	24.9	5.9	-7.7	-8.3	-16.2	-8.8	-1.7	8.6

Census %	2016						2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Census Props	52	53	53	53	54	54	54	54	54	54	54	54	54	54	54	54	54	54
Census Rooms	4658	4745	4745	4745	4840	4841	4841	4841	4841	4840	4840	4840	4840	4840	4840	4840	4840	4840
% Rooms Participants	79.1	77.7	79.5	79.5	78.0	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9	79.9

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Tab 3 - Response Billings Area+

Billings Area COC

For the Month of December 2017

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2015												2016												2017											
								J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D

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Tab 4 - Multi-Segment

Currency: USD - US Dollar

Billings Area COC

For the month of: December 2017

	Current Month - December 2017 vs December 2016												Year to Date - December 2017 vs December 2016										Participation					
	Occ %		ADR		RevPAR		Percent Change from December 2016						Occ %		ADR		RevPAR		Percent Change from YTD 2016						Properties		Rooms	
	2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample
United States	54.0	52.8	121.86	119.22	65.85	62.98	2.3	2.2	4.6	6.6	2.0	4.3	65.9	65.4	126.72	124.13	83.57	81.15	0.9	2.1	3.0	4.9	1.8	2.7	53892	33278	5135428	3842606
Montana	37.7	37.2	82.96	81.13	31.30	30.22	1.3	2.2	3.6	4.6	1.0	2.3	58.0	58.4	104.31	101.60	60.46	59.31	-0.7	2.7	1.9	3.3	1.3	0.6	447	223	29103	19187
Billings Area, MT+	39.6	37.9	89.06	85.61	35.24	32.42	4.5	4.0	8.7	8.6	-0.0	4.4	56.7	58.5	95.04	94.23	53.93	55.16	-3.1	0.9	-2.2	0.5	2.8	-0.4	54	36	4840	3868
Bismarck, ND+	40.9	61.2	83.62	87.88	34.21	53.79	-33.1	-4.9	-36.4	-36.4	-0.0	-33.2	61.8	65.4	89.15	90.93	55.10	59.50	-5.6	-2.0	-7.4	-7.4	-0.0	-5.6	33	30	3119	2963
Boise, ID+	52.5	54.6	95.07	90.00	49.90	49.17	-3.9	5.6	1.5	10.4	8.8	4.5	72.6	75.4	106.21	100.60	77.08	75.83	-3.7	5.6	1.6	8.9	7.1	3.1	53	41	5510	4703
Bozeman, MT+	54.2	52.7	83.16	81.60	45.05	43.02	2.7	1.9	4.7	8.8	3.9	6.8	69.9	70.3	114.84	110.61	80.29	77.80	-0.6	3.8	3.2	5.9	2.6	2.0	31	21	2396	1846
Great Falls, MT+	38.3	40.2	81.72	77.66	31.27	31.20	-4.7	5.2	0.2	0.2	-0.0	-4.8	57.9	57.7	87.16	83.76	50.51	48.35	0.4	4.1	4.5	3.0	-1.4	-1.0	29	18	2161	1749
Helena, MT+	39.1	41.3	86.25	83.20	33.68	34.35	-5.4	3.7	-1.9	-1.9	0.0	-5.4	61.8	59.2	95.59	91.93	59.07	54.44	4.3	4.0	8.5	8.5	0.0	4.3	19	16	1552	1324
Madison, WI+	43.3	44.4	95.98	96.91	41.58	42.98	-2.3	-1.0	-3.3	-1.1	2.3	-0.1	64.6	66.5	120.70	116.72	78.02	77.65	-2.8	3.4	0.5	3.4	2.9	0.0	63	54	7260	6913
Missoula, MT+	39.0	36.5	77.96	77.85	30.37	28.38	6.8	0.1	7.0	4.3	-2.5	4.2	64.3	62.6	100.39	96.65	64.53	60.53	2.6	3.9	6.6	4.8	-1.7	0.9	42	25	3130	2238
Rapid City, SD+	35.7	36.7	70.32	72.07	25.12	26.42	-2.6	-2.4	-4.9	-2.9	2.2	-0.5	56.8	58.1	98.43	98.66	55.89	57.34	-2.3	-0.2	-2.5	-0.6	2.0	-0.4	53	33	4625	3678
Sioux Falls, SD+	45.5	45.8	81.37	81.72	37.00	37.45	-0.8	-0.4	-1.2	0.6	1.8	1.0	60.8	63.6	91.24	89.09	55.46	56.63	-4.4	2.4	-2.1	-1.2	0.9	-3.5	59	45	5067	4288

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