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# Billings Area COC

For the Month of December 2019



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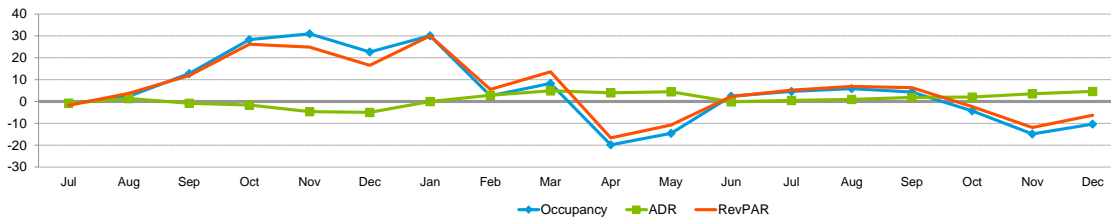
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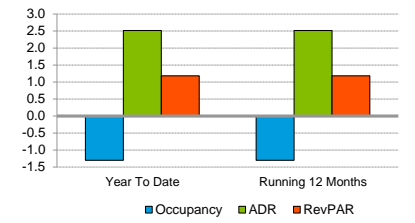
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Billings Area COC  
For the Month of December 2019

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2018						2019											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	69.5	74.1	67.4	66.3	58.2	49.6	48.3	51.2	61.1	54.8	58.5	71.7	72.7	78.4	70.3	63.4	49.5	44.5
Last Year	70.2	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
Percent Change	-1.0	2.4	12.8	28.3	31.0	22.6	30.1	2.6	8.3	-19.8	-14.6	2.4	4.6	5.8	4.3	-4.3	-14.9	-10.4

Year To Date	2017	2018	2019
	2017	57.8	61.3
2018	59.0	57.8	61.3
2019	-2.1	6.2	-1.3

Running 12 Months	2017	2018	2019
	2017	57.8	61.3
2018	59.0	57.8	61.3
2019	-2.1	6.2	-1.3

ADR	2018						2019											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	99.63	103.18	96.42	92.69	86.04	84.54	87.67	93.74	96.12	94.41	96.02	99.33	100.15	104.17	98.24	94.57	89.06	88.41
Last Year	100.40	101.82	97.24	94.23	90.24	88.97	87.70	91.17	91.63	90.82	91.93	99.45	99.63	103.18	96.42	92.69	86.04	84.54
Percent Change	-0.8	1.3	-0.8	-1.6	-4.6	-5.0	0.0	2.8	4.9	4.0	4.4	-0.1	0.5	1.0	1.9	2.0	3.5	4.6

Year To Date	2017	2018	2019
	2017	94.88	93.65
2018	93.99	94.88	93.65
2019	0.9	-1.3	2.5

Running 12 Months	2017	2018	2019
	2017	94.88	93.65
2018	93.99	94.88	93.65
2019	0.9	-1.3	2.5

RevPAR	2018						2019											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	69.21	76.46	64.95	61.43	50.06	41.96	42.35	48.00	58.73	51.77	56.14	71.18	72.78	81.71	69.04	59.97	44.12	39.33
Last Year	70.47	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
Percent Change	-1.8	3.8	11.8	26.2	24.9	16.5	30.0	5.5	13.6	-16.7	-10.8	2.3	5.2	6.9	6.3	-2.4	-11.9	-6.3

Year To Date	2017	2018	2019
	2017	54.80	57.42
2018	55.45	54.80	57.42
2019	-1.2	4.8	1.2

Running 12 Months	2017	2018	2019
	2017	54.80	57.42
2018	55.45	54.80	57.42
2019	-1.2	4.8	1.2

Supply	2018						2019											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	146,165	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
Last Year	147,839	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
Percent Change	-1.1	-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

Year To Date	2017	2018	2019
	2017	1,740,775	1,720,791
2018	1,693,726	1,740,775	1,720,791
2019	2.8	-1.1	-0.6

Running 12 Months	2017	2018	2019
	2017	1,740,775	1,720,791
2018	1,693,726	1,740,775	1,720,791
2019	2.8	-1.1	-0.6

Demand	2018						2019											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	101,533	108,315	95,278	96,833	82,259	72,511	70,577	67,573	89,278	77,530	85,424	101,316	106,179	114,601	99,357	92,650	70,038	60,630
Last Year	103,770	106,999	85,447	76,359	63,559	59,833	54,286	65,871	82,507	96,744	100,021	98,972	101,533	108,315	95,278	96,833	82,259	72,511
Percent Change	-2.2	1.2	11.5	26.8	29.4	21.2	30.0	2.6	8.2	-19.9	-14.6	2.4	4.6	5.8	4.3	-4.3	-14.9	-16.4

Year To Date	2017	2018	2019
	2017	1,005,428	1,055,130
2018	999,304	1,005,428	1,055,130
2019	0.6	4.9	-1.9

Running 12 Months	2017	2018	2019
	2017	1,005,428	1,055,130
2018	999,304	1,005,428	1,055,130
2019	0.6	4.9	-1.9

Revenue	2018						2019											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	10,115,433	11,176,298	9,186,875	8,975,440	7,077,825	6,130,011	6,187,180	6,334,401	8,581,308	7,319,396	8,202,164	10,063,593	10,633,628	11,938,362	9,761,130	8,762,189	6,237,865	5,360,293
Last Year	10,418,382	10,894,997	8,308,881	7,195,529	5,735,384	5,323,495	4,761,144	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
Percent Change	-2.9	2.6	10.6	24.7	23.4	15.2	30.0	5.5	13.5	-16.7	-10.8	2.2	5.1	6.8	6.3	-2.4	-11.9	-12.6

Year To Date	2017	2018	2019
	2017	95,393,189	98,812,534
2018	93,920,730	95,393,189	98,812,534
2019	1.6	3.6	0.6

Running 12 Months	2017	2018	2019
	2017	95,393,189	98,812,534
2018	93,920,730	95,393,189	98,812,534
2019	1.6	3.6	0.6

Census %	2018						2019											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Census Props	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	52	51
Census Rooms	4715	4715	4715	4713	4713	4713	4713	4713	4713	4713	4713	4713	4713	4713	4713	4713	4713	4397
% Rooms Participants	85.8	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

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# Tab 4 - Multi-Segment

Currency: USD - US Dollar

Billings Area COC

For the month of: December 2019

	Current Month - December 2019 vs December 2018												Year to Date - December 2019 vs December 2018											Participation				
	Occ %		ADR		RevPAR		Percent Change from December 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	54.4	54.1	126.84	124.32	69.00	67.23	0.6	2.0	2.6	4.8	2.1	2.8	66.1	66.1	131.21	129.97	86.76	85.96	-0.0	1.0	0.9	3.0	2.0	2.0	55661	34943	5333016	4052803
Montana	40.8	41.0	87.67	83.81	35.80	34.38	-0.5	4.6	4.1	3.7	-0.4	-0.9	58.9	58.6	108.49	105.64	63.94	61.93	0.5	2.7	3.3	4.2	1.0	1.5	453	225	29377	19154
Billings Area, MT+	44.5	49.6	88.41	84.54	39.33	41.96	-10.4	4.6	-6.3	-12.6	-6.7	-16.4	60.5	61.3	96.01	93.65	58.10	57.42	-1.3	2.5	1.2	0.6	-0.6	-1.9	51	38	4397	3728
Bismarck, ND+	49.2	45.7	80.21	84.69	39.47	38.67	7.7	-5.3	2.1	5.3	3.2	11.1	61.9	56.0	87.04	88.62	53.88	49.61	10.6	-1.8	8.6	10.6	1.8	12.6	34	31	3206	3013
Boise, ID+	51.4	49.9	102.90	99.99	52.93	49.87	3.1	2.9	6.1	6.1	-0.0	3.1	70.3	70.8	113.75	109.06	79.93	77.25	-0.8	4.3	3.5	5.3	1.7	0.9	56	43	5799	5180
Bozeman, MT+	62.5	60.4	90.92	85.84	56.86	51.86	3.5	5.9	9.6	9.6	0.0	3.5	74.4	72.0	121.63	116.34	90.44	83.80	3.2	4.5	7.9	8.6	0.6	3.9	29	23	2334	1898
Great Falls, MT+	42.4	41.2	83.79	81.22	35.49	33.44	2.9	3.2	6.1	6.1	-0.0	2.8	56.5	57.5	89.33	87.66	50.45	50.38	-1.7	1.9	0.1	1.6	1.4	-0.3	30	20	2292	1940
Helena, MT+	38.3	40.3	88.07	86.17	33.76	34.72	-4.9	2.2	-2.8	-2.8	0.0	-4.9	61.0	58.8	98.82	97.41	60.28	57.31	3.7	1.4	5.2	7.4	2.1	5.9	20	17	1645	1408
Madison, WI+	44.5	44.1	99.20	96.12	44.17	42.42	0.9	3.2	4.1	10.6	6.3	7.2	63.2	65.4	125.05	121.30	78.97	79.37	-3.5	3.1	-0.5	4.5	5.0	1.4	68	57	7893	7358
Missoula, MT+	40.8	39.7	83.50	80.38	34.09	31.94	2.7	3.9	6.7	7.1	0.3	3.1	62.5	64.5	107.91	105.63	67.42	68.12	-3.1	2.2	-1.0	-0.5	0.6	-2.6	38	24	3043	2263
Rapid City, SD+	37.4	37.3	65.73	66.49	24.61	24.81	0.3	-1.2	-0.8	3.6	4.4	4.8	55.8	56.1	93.05	95.20	51.92	53.43	-0.6	-2.3	-2.8	0.8	3.8	3.2	53	38	4674	4138
Sioux Falls, SD+	49.6	45.1	85.29	83.93	42.27	37.84	9.9	1.6	11.7	15.3	3.3	13.5	65.3	61.8	91.82	90.72	59.99	56.10	5.7	1.2	6.9	9.1	2.0	7.8	61	48	5325	4533

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