Tab 2 - Trend City Of Santa Fe, NM+

Santa Fe CVB

For the Month of September 2017

25 6.0 20 5.0 15 4.0 10 3.0 2.0 0 1.0 -5 -10 0.0 Year To Date Running 12 Months Aug Oct Dec Feb May Jul Aug ---ADR -RevPAR ■Occupancy ■ADR ■RevPAR 2016 2017 Year To Date Running 12 Months 2017 Aug May Sep 2015 2016 2017 2015 2016 57.5 61.2 69.5 75.1 77.6 80.4 74.1 74.4 50.1 53.7 40.2 48.0 63.0 58.3 68.6 78.5 82.5 83.7 80.2 63.3 65.9 67.2 61.0 65.2 Percent Change -4.7 8.3 3.9 14.7 7.4 -0.4 10.3 7.7 -3.9 -3.9 4.1 2.0 3.0 2.3 2016 2017 Year To Date Running 12 Months Aug 157.92 2016 2017 2016 2017 This Year 111.89 120.73 121.70 138.67 152.60 141.70 139.03 115.91 131.47 98.45 103.65 112.37 115.61 126.20 130.07 147.69 143.50 122.65 125.32 129.51 122.56 125.45 129.63 Last Year 110.24 118.40 123.89 135.21 153.32 134.54 136.45 111.68 124.16 98.17 101.16 106.72 111.89 120.73 121.70 138.67 152.60 141.70 120.74 122.65 125.32 119.64 122.56 125.45 Percent Change 1.5 -1.8 2.6 -0.5 1.9 3.8 5.9 5.3 4.5 6.5 3.5 1.6 2.2 3.3 2.4 2.4 3.3 2.0 5.3 0.3 2.5 3.3 6.9 1.3 Year To Date Running 12 Months RevPAR Aug Sep 2016 This Year 65 27 82 81 95 58 114 46 127 78 113.70 107 51 66 65 75 78 39 44 52 34 78.09 72 64 89 27 103 20 117 21 123 75 110.66 80.79 84 18 87 52 77.63 81 84 86 50 67.45 82.27 93.07 123.23 56.00 39.48 48.55 65.27 127.78 113.70 72.98 Last Year 104.89 99.69 101.52 66.65 67.24 82.81 95.58 114.46 76.43 80.79 84.18 77.63 81.84 Percent Change -3.2 0.7 2.7 9.1 3.7 14.1 5.9 19.0 13.7 -0.1 7.8 16.1 11.3 7.8 8.0 2.4 -3.2 -2.7 5.7 4.2 4.0 6.4 5.7 2016 2017 Year To Date Running 12 Months 2017 2015 2017 Apr May Jun Aug Sep Oct Nov Jan Feb May Jul Aug Sep 2015 2016 2016 139,200 143,840 This Year 141,750 146,475 141,750 146,475 146,475 141,630 146,351 141,630 146,351 146,351 132,188 146,351 139,200 143,840 143,840 139,200 1,292,836 1,289,805 1,274,010 1,729,008 1,725,425 1,708,342 Last Year 142.080 146,816 142,080 146,785 146.785 142.050 146.785 142.050 146,785 146,475 132.300 146,475 141,750 146,475 141.750 146,475 146,475 141,630 1,256,529 1.292.836 1,289,805 1,676,233 1.729.008 1,725,425 Percent Change -0.2 -0.2 -0.2 -0.2 -0.2 -0.3 -0.3 -0.3 -0.3 -0.1 -0.1 -0.1 -1.8 -1.8 -1.8 -1.8 -1.8 -1.7 2.9 -0.2 -1.2 3.1 -0.2 -1.0 2016 2017 Year To Date Running 12 Months May Aug Sep Oct Nov Dec Jul Sep 2015 2016 2017 2015 2016 2017 This Year 112,715 82,682 100,472 111,325 120,900 122,647 113,648 113,168 81,447 84,354 58,632 66,747 101,708 87,467 101,747 110,442 114,150 107,345 851,547 866,357 860,953 1,095,142 1,125,592 1,139,922 86,932 102,019 106,735 113,871 117,978 105,255 109,210 71,231 78,794 58,900 63,498 92,285 82,682 100,472 111,325 120,900 122,647 113,648 795,408 851,547 866,357 1,022,509 1,095,142 1,125,592 Last Year Percent Change -1.5 4.3 6.2 8.0 3.6 14.3 7.1 -0.5 5.1 10.2 5.8 1.3 -0.8 -5.6 -8.1 -5.5 -0.6 2.8 1.3 2016 2017 Year To Date Running 12 Months Aug 2015 2016 2017 2015 2016 2017 This Year 9,251,697 12,130,173 12,078,908 13,548,809 16 765 210 18,716,029 16,103,518 15,734,262 9 440 140 11,090,153 5,772,389 6,918,578 11,428,719 10,112,143 12 840 181 14,365,307 16,859,335 17,800,039 15,403,551 104 445 482 108 569 538 111,500,242 134,223,439 141 209 096 147 764 797 18,716,029 Last Year 9.583.558 13.223.668 15.395.969 18.087.988 14.160.643 14.901.215 7.955.127 9.783.216 5.782.411 6.423.266 9.848.425 9.251.697 12.130.173 13.548.809 16.765.210 16.103.518 96.035.354 104.445.482 108.569.538 122.336.134 134.223.439 141.209.096 Percent Change 13.4 -3.5 0.4 2.5 8.9 3.5 13.7 5.6 18.7 -0.2 16.0 9.3 5.9 6.0 0.6 -4.9 -4.3 8.8 3.9 2.7 9.7 2016 2017 Aug

Currency: USD - US Dollar

Overall Percent Change

Census Rooms % Rooms Participants A blank row indicates insufficient data.

4725

81.1

4725

81.1

4725

81 1

4725

81.1

4725

81.1

4721

81 1

4721

79.4

4721

79.4

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4721

78.9

4721

78 Q

4721

78.9

4640

77.3

4640

80.2

4640

80.2

4640

80.2

4640

80.2

4640

80.2

4721

79.4

Monthly Percent Change

Tab 3 - Response City Of Santa Fe, NM+

Santa Fe CVB

For the Month of September 2017

2454 Clo 8288 Clo 1279 Clo 1244 Clo 3564 Clo 8288 Clo	Name of Establishment osed - Fairmont Heritage Place El Corazon De Santa Fe osed - Independent Territorial Inn @ The Marcy	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	J	FN	n A I	мΙЈ	JA	\ s	ON	пр	JE	M	A M	J	JA	s	0 1	1 D	J	F M	1 A	M	J	JA	\ s	0
2454 Clo 8288 Clo 1279 Clo 1244 Clo 3564 Clo 8288 Clo	osed - Independent Territorial Inn @ The Marcy	Santa Fe NM																													
8288 Clo 1279 Clo 1244 Clo 3564 Clo 8288 Clo			87501	Jan 2016	Nov 2011	0	Υ	•	• •	•	•		•	• •	•				П												
1279 Clo 1244 Clo 3564 Clo 8288 Clo		Santa Fe, NM	87501	Dec 2010		0	Υ																								
1244 Clo 3564 Clo 8288 Clo	osed - Independent The Hacienda @ Hotel Santa Fe	Santa Fe, NM	87501	Jan 2016	Jan 2007	0	Υ	•	• •		•	• •	•	• •																	
3564 Clo 8288 Clo	osed Alexanders Inn	Santa Fe, NM	87501	Aug 2001	Jun 1903	0	Y																								
8288 Clo	osed Casa Pueblo Inn	Santa Fe, NM	87501	Feb 2009	Jun 1998	0	Υ																								
	osed Otra Vez En Sante Fe	Santa Fe, NM	87501	Jun 1982	Jun 1930	0	Υ																								
0044 D	osed Pueblo Hermosa	Santa Fe, NM	87501	Aug 1994		0	Υ																								
3214 DIL	ury Plaza Hotel Santa Fe	Santa Fe, NM	87501	Aug 2014	Aug 2014	182		•					•								•			•		•	•	• •		•	Г
1042 EI I	Paradero Bed & Breakfast Inn	Santa Fe, NM	87501			15																									
	dorado Hotel	Santa Fe. NM	87501	Sep 2004	Mar 1986	219																									П
	ort Marcy Hotel Suites	Santa Fe, NM	87501	Jun 1973	Jun 1973	88	Υ																			ı,					
6152 Ga	arrett's Desert Inn	Santa Fe, NM	87501	May 1989	Jun 1966	83	•	0																	_				_		П
	Iton Santa Fe	Santa Fe. NM	87501	Jan 1973	Jan 1973	158																									Н
	otel Chimayo de Santa Fe	Santa Fe, NM	87501	Jun 2000	Jun 1990	56																									П
3250 Ho	otel Santa Fe	Santa Fe, NM	87501	Apr 1991	Apr 1991	162	V																								н
	otel St Francis	Santa Fe, NM	87501	Jun 1923	Jun 1923	79	Y																							1.	
	n & Spa @ Loretto	Santa Fe, NM	87501	Apr 2016	May 1975	136	Y	•	• •	٠,		٠.	•	• •	•	٠.	٠.	•	•	•	•	• •	•	• '	•	•	•		•		Н
							Y	•	• •	• •	•	• •	•	• •	• '	• •	• •	•	•	• •	•	• •	•	• '	•		•	• •	٠.	•	
2826 Inn	n @ Vanessie	Santa Fe, NM	87501	Jun 2012	Jun 2012	18		\perp	_	\perp			\perp	_	\perp						\perp	_			_	_	ш	\perp	_	_	ш
	n Of The Governors	Santa Fe, NM	87501	Jun 1965	Jun 1965	100		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 0	0 0	0	
	n On The Alameda	Santa Fe, NM	87501	Jun 1986	Jun 1986	72		•	• •	•	•	• •	•	• •	•	• •	• •	•	•	• •	•	• •	•	• •	, •	•	•	• •		•	
	n On The Paseo	Santa Fe, NM	87501	Jun 1991	Jun 1991	18																									П
	Fonda On the Plaza	Santa Fe, NM	87501	Jun 1922	Jun 1922	180	Υ	•	• •	•	•	• •	•	• •	•	• •	• •	•	•	• •	•	• •	•	•		•	•	• •	• •	•	
	is Palomas	Santa Fe, NM	87501			63	Υ																								
	xx Boutique Hotel	Santa Fe, NM	87501	Jun 2010	Jun 2010	16																				T					Г
'414 Mo	otel 6 Santa Fe Plaza Downtown	Santa Fe, NM	87501	May 2010		48																				•	•				
765 Old	d Santa Fe Inn	Santa Fe, NM	87501	Jun 2002	Jun 2002	43		П					П		П						П		\Box			т	П		\neg		г
1280 Pu	ueblo Bonito Bed & Breakfast	Santa Fe, NM	87501	Jun 1985	Jun 1985	18																									
	osewood Inn Of The Anasazi	Santa Fe. NM	87501	Oct 2005	Jul 1991	58																									П
	anta Fe Motel & Inn	Santa Fe. NM	87501	Jun 1950	Jun 1950	23		-	- -				-	- -	- 1			-	-		-	- -				ı.	-		i	i.	
	anta Fe Sage Inn	Santa Fe, NM	87501	Jun 1984	Jun 1984	145	Υ			0		0 0		0 0	0	0 0	0 0		0					0		0	0	0			г
E 42 Th	ne Inn Of The Five Graces	Santa Fe, NM	87501	Jun 1996	Jun 1996	24		-		0 0			-		- 1			-	- '		-		-	0 0		0	0			÷	Н
	ne Lodge Of Santa Fe	Santa Fe, NM	87501	Nov 2005	Jun 1996	125	Υ	0	0 0	0	, 0	0 0	0	0 0	0	0 0	0 0	0	0 0	0	0	0	0		-				-	-	
1/44 Ine	ibute Portfolio La Posada De Santa Fe	Santa Fe, NM Santa Fe, NM	87501		Jun 1976 Jun 1940	125	Y	•	• •	• •	•	٠.	•	٠.	• '	• •	٠.	•	•	٠.	•	• •	•	• '	•	•	•	• •	•	•	Н
				Oct 2016			Y	•	• •		•	• •	•	• •	•	• •	•	•	•	•	•	• •	•	•	•	•	•	• •		•	
	llas De Santa Fe	Santa Fe, NM	87501	Feb 1998	Feb 1994	105		\perp	_						\perp						\perp	_	ш			_	ш	\perp	_		ш
3201 Am	nericas Best Value Inn Lamplighter Inn Of Santa Fe	Santa Fe, NM	87505	Jan 2006	Jun 1962	80																									
3918 Clo	osed Cactus Lodge Motel	Santa Fe, NM	87505	Jul 2005		0	Υ																								
	osed Warren Inn	Santa Fe, NM	87505	Jun 2001		0	Υ																								
	Rey Inn	Santa Fe, NM	87505	Jun 1930	Jun 1930	86	Υ	0	0 0	0 0	0	0 0	0	0 0	0 0	0 0	0 0	0	0	• •	•	• •		•		•	•	• •	• •	•	
0088 Fai	airfield Inn & Suites Santa Fe	Santa Fe, NM	87505	Dec 2017	Aug 1994	0	Υ		• •		•		•	• •		• •		•		• •	•										
	n @ Santa Fe	Santa Fe, NM	87505	Nov 2006	Nov 1998	99		•	• •		•		•	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	
3141 Inn	n Of The Turquoise Bear	Santa Fe, NM	87505	Jun 1996	Jun 1996	11																									
2455 Kin	ngs Rest Court	Santa Fe, NM	87505			18		П					П		П						П		\Box			т	П		\neg		г
	ecos Trail Inn	Santa Fe. NM	87505	Jun 1965	Jun 1965	23	Υ																								
	esidence Inn Santa Fe	Santa Fe, NM	87505	Jul 1986	Jul 1986	120																									г
	anta Fe Suites	Santa Fe, NM	87505	Jun 1998	Jun 1998	123																				ı,					
	nunderbird Inn	Santa Fe, NM	87505	0011 1000	1000	44																			_				_		П
	estern Scene Motel	Santa Fe, NM	87505			32																									н
	osed Rancho Encantado	Santa Fe, NM	87506	Jan 2002	Jun 1932	0	Υ																								П
	aymont Inn & Suites Santa Fe	Santa Fe, NM	87507	Jul 2015		51	Y							-	-	_						_	_		-				-	-	н
					Aug 1994		T	•	• •	٠,	•	• •	•	• •	• '	• •	• •	•	•	•	•	• •	•	• '	•	•	•	•	•	•	н
230 Re	est Western Plus Inn Of Santa Fe osed - Independent Adobe Inn & Studios	Santa Fe, NM Santa Fe, NM	87507 87507	Apr 2011 Apr 2013	Jun 1990 Jun 1981	95	Υ	•	•		•	• •	•	• •	•	•	٠.	•	•	•	•	•	•	•	•	•	•	٠.	•	•	L
																														4	П
	omfort Inn Santa Fe	Santa Fe, NM	87507	Jul 1994	Jul 1994	83	Υ	•	• •	•	•	• •	•	• •	•	• •	• •	•	•	•	•	• •	•	•	•	•	•	• •	• •	•	
	omfort Suites Santa Fe	Santa Fe, NM	87507	Apr 1996	Apr 1996	60		•	• •	•	•		•	• •	•	• •	• •	•	•	•	•	• •	•	•	•	•	•	• •	• •	•	П
3199 Co	ourtyard Santa Fe	Santa Fe, NM	87507	May 1999	Apr 1985	209		•	• •	•	•	• •	•	• •	•	• •	• •	•	•	• •	•	• •	•	•		•	•	• •		•	L
	ays Inn Santa Fe New Mexico	Santa Fe, NM	87507	Jul 1997	Jun 1965	83		•	• •	•	•	• •	•	• •		• •	• •	•	•	•	•	• •	•	•		•	•	• •	• •	•	
	oubletree Santa Fe	Santa Fe, NM	87507	Dec 2011	May 1986	130		•	• •		•	• •	•	• •	•	• •	• •	•	•	• •	•	• •	•	•		•	•	• 6	• •	•	Г
	cono Lodge Inn & Suites Santa Fe	Santa Fe, NM	87507	Dec 2012	Jun 1990	48	Υ	•			•		•			• •					•	• •	•			•	•	• •		•	
	oliday Inn Express Santa Fe Cerrillos	Santa Fe, NM	87507	Dec 2004	Mar 1996	76		•	• •	•	•	• •	•	• •		• •	• •	•		•	•	• •	•	•		•	•	• (•	П
502 Hy	yatt Place Santa Fe	Santa Fe, NM	87507	May 2010	May 2010	92							•								•					•	•			•	
160 La	Quinta Inns & Suites Santa Fe	Santa Fe, NM	87507	Nov 1986	Nov 1986	131	Υ																•			•	•			•	Г
	otel 6 Santa Fe	Santa Fe, NM	87507	Jan 1974	Jan 1974	104																									
	otel 6 Santa Fe	Santa Fe, NM	87507	Nov 2012	Jun 1995	76																									П
	otel 6 Santa Fe Cerrillos Road South	Santa Fe, NM	87507	Dec 2006	15311 1000	118																									
	uality Inn Santa Fe	Santa Fe, NM	87507	Mar 2013	May 1987	98																									П
	Jality Inn Santa Fe Iver Saddle Motel	Santa Fe, NM Santa Fe, NM	87507	IVIAI 2013	Ividy 1967	25		•	•		•	•	•	• •	• 1	•	٠,	•	•	•	•	•	•	• '	•	•	•	•	•	·	н
				14 400 :	14 400 :																									4	П
	iper 8 Santa Fe	Santa Fe, NM	87507	Mar 1984	Mar 1984	87		•	• •	•	•		•	• •	•	• •	• •	•	•	•	•	• •	•	•	•	•	•	•	•	•	ш
3969 Tra	anquilla Inn	Santa Fe, NM	87507	Feb 2013	Jun 1990	47																									
			Total Prope	erties:	67	4640				nthly d																					
										nthly a					by S	TR															
										lo dat g in R																					

A blank row indicates insufficient data.

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Tab 4 - Multi-Segment Currency: USD - US Dollar

Santa Fe CVB

For the month of: September 2017

		Current Month - September 2017 vs September 2016														
	Осс	%	AD	R	Revi	PAR	Per	rcent Ch	ange fro	m September 2016						
	2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold				
Santa Fe, NM Downtown+	83.6	86.1	200.02	202.73	167.22	174.49	-2.9	-1.3	-4.2	-4.2	0.0	-2.9				
Santa Fe, NM Cerrillos+	70.8	75.0	87.69	85.43	62.09	64.03	-5.5	2.6	-3.0	-6.4	-3.4	-8.8				
Santa Fe, NM Periphery+																

	Year to Date - September 2017 vs September 2016																
Occ % ADR RevPAR							Percent Change from YTD 2016										
2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold						
73.2	71.6	176.95	174.59	129.49	124.92	2.3	1.3	3.7	3.7	0.0	2.3						
62.2	62.9	82.79	79.90	51.52	50.26	-1.1	3.6	2.5	-0.0	-2.4	-3.5						

	Part	icipation	
Prope	erties	Roc	oms
Census	Sample	Census	Sample
23	12	2048	1559
27	20	2288	1919
6	2	427	245

Tab 5 - Multi-Seg Raw Santa Fe CVB

For the Month of September 2017

		Current Month - September 2017 vs September 2016														
		Supply			Demand		Revenue									
	2017	2016	% Chg	2017	2016	% Chg	2017	2016	% Chg							
Santa Fe, NM Downtown+	61,440	61,440	0.0	51,365	52,882	-2.9	######	######	-4.2							
Santa Fe, NM Cerrillos+	68,640	71,070	-3.4	48,601	53,269	-8.8	######	######	-6.4							
Santa Fe, NM Periphery+																

Year to Date - September 2017 vs September 2016														
Su	ipply			Demand		Revenue								
2017	2016	С	2017	2016	% Chg	2017	2016	% Chg						
559,104	559,104	#	409,142	400,044	2.3	######	######	3.7						
631,914	647,709	#	393,222	407,479	-3.5	######	######	-0.0						

Tab 6 - Multi Running Santa Fe CVB

For the month of: September 2017

		Running 3 Month - September 2017 vs September 2016 Occ % ADR RevPAR Percent Change from September 2016												Running 12 Month - September 2017 vs September 2016												Participation																								
	Occ %		Occ %		Occ %		Occ %		Occ %		Occ %		Occ %		Occ %		Occ %		Occ %		Occ %		Occ %		ΑI	DR .	RevF	PAR	Pe	rcent Cl	nange from	n Septer	nber 201	6	Oce	c %	AD	R	Revi	PAR		Percent	t Change	from YT	D 2016		Prope	rties	Rooi	ms
	2017	2016	2017	2016	2017	2016	Осс	ADR	RevPAR	Rev	Avail	Sold	2017	2016	2017	2016	2017	2016	Осс	ADR	RevPAR	Rev	Avail	Sold	Census	Sample	Census	Sample																						
Santa Fe, NM Cerrillos+	75.9	79.9	93.09	89.18	70.68	71.28	-5.0	4.4	-0.8	-4.3	-3.5	-8.4	60.5	60.2	81.85	78.79	49.54	47.43	0.5	3.9	4.4	2.5	-1.9	-1.3	27	20	2,288	1,919																						
Santa Fe, NM Downtown+	80.2	84.4	213.63	209.15	171.41	176.45	-4.9	2.1	-2.9	-2.9	0.0	-4.9	73.2	70.7	177.33	174.14	129.72	123.07	3.5	1.8	5.4	5.7	0.3	3.8	23	12	2,048	1,559																						
Santa Fe, NM Periphery+																									6	2	427	245																						