

Santa Fe CVB

For the month of: October 2017

	Current Month - October 2017 vs October 2016											
	Occ %		ADR		RevPAR		Percent Change from October 2016					
	2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
Santa Fe, NM Downtown+	83.6	84.9	195.04	197.01	163.14	167.36	-1.5	-1.0	-2.5	-2.5	0.0	-1.5
Santa Fe, NM Cerrillos+	67.8	69.1	84.90	83.42	57.56	57.64	-1.9	1.8	-0.1	-3.5	-3.4	-5.2
Santa Fe, NM Periphery+												

Year to Date - October 2017 vs October 2016											
Occ %		ADR		RevPAR		Percent Change from YTD 2016					
2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
74.2	72.9	179.03	177.25	132.92	129.25	1.8	1.0	2.8	2.8	0.0	1.8
62.8	63.5	83.02	80.29	52.13	51.01	-1.2	3.4	2.2	-0.4	-2.5	-3.7

Participation			
Properties		Rooms	
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 October 2017

	Current Month - October 2017 vs October 2016								
	Supply			Demand			Revenue		
	2017	2016	% Chg	2017	2016	% Chg	2017	2016	% Chg
Santa Fe, NM Downtown+	63,488	63,488	0.0	53,104	53,933	-1.5	10,357,361	10,625,173	-2.5
Santa Fe, NM Cerrillos+	70,928	73,439	-3.4	48,087	50,739	-5.2	4,082,736	4,232,854	-3.5
Santa Fe, NM Periphery+									

Year to Date - October 2017 vs October 2016								
Supply			Demand			Revenue		
2017	2016	% Chg	2017	2016	% Chg	2017	2016	% Chg
622,592	622,592	0.0	462,246	453,977	1.8	82,754,339	80,469,615	2.8
702,842	721,148	-2.5	441,316	458,218	-3.7	36,638,162	36,788,529	-0.4

Tab 6 - Multi Running

Santa Fe CVB

For the month of: October 2017

	Running 3 Month - October 2017 vs October 2016											
	Occ %		ADR		RevPAR		Percent Change from October 2016					
	2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Rev	Room Avail	Room Sold
Santa Fe, NM Cerrillos+	71.6	75.1	90.29	87.51	64.63	65.70	-4.7	3.2	-1.6	-5.1	-3.5	-8.0
Santa Fe, NM Downtown+	82.4	85.7	206.95	207.51	170.63	177.83	-3.8	-0.3	-4.0	-4.0	0.0	-3.8
Santa Fe, NM Periphery+												

Running 12 Month - October 2017 vs October 2016											
Occ %		ADR		RevPAR		Percent Change from YTD 2016					
2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Rev	Avail	Sold
60.4	60.4	81.99	79.13	49.50	47.76	0.0	3.6	3.7	1.4	-2.1	-2.1
73.0	70.9	177.19	174.73	129.40	123.84	3.0	1.4	4.5	4.7	0.2	3.3

Participation			
Properties		Rooms	
Census	Sample	Census	Sample
27	20	2,288	1,919
23	12	2,048	1,559
6	2	427	245

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