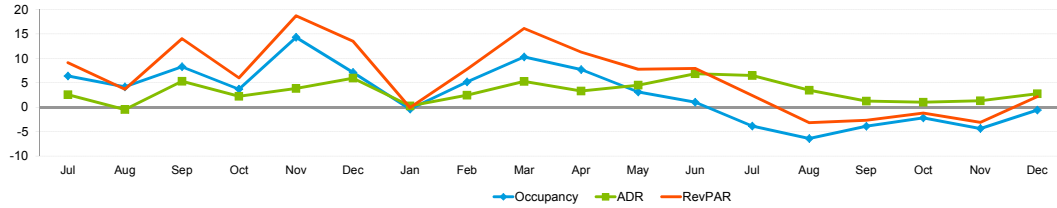


Tab 2 - Trend City Of Santa Fe, NM+

Santa Fe CVB
For the Month of December 2017

Currency: USD - US Dollar

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	82.5	83.7	80.2	77.2	83.7	57.5	40.1	50.5	69.5	62.8	70.7	79.3	79.4	78.4	77.1	75.5	54.8	57.2
Last Year	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	77.2	57.3	57.5
Percent Change	6.4	4.2	8.3	3.7	14.3	7.1	-0.4	5.2	10.3	7.7	3.1	1.0	-3.9	-6.4	-3.9	-2.2	-4.4	-0.6

ADR	2016						2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	138.67	152.60	141.70	139.49	115.99	131.56	98.45	103.65	112.37	115.61	126.20	130.07	147.69	157.92	143.50	140.92	117.53	135.22
Last Year	135.21	153.32	134.54	136.44	111.68	124.16	98.17	101.16	106.72	111.89	120.73	121.70	138.67	152.60	141.70	139.49	115.99	131.56
Percent Change	2.6	-0.5	5.3	2.2	3.9	6.0	0.3	2.5	5.3	3.3	4.5	6.9	6.5	3.5	1.3	1.0	1.3	2.8

RevPAR	2016						2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	114.46	127.78	113.70	107.63	66.50	75.65	39.44	52.34	78.09	72.64	89.27	103.20	117.21	123.75	110.67	106.35	64.44	77.30
Last Year	104.89	123.23	99.69	101.51	56.00	66.64	39.48	48.55	67.24	65.27	82.81	95.58	114.46	127.78	113.70	107.63	66.50	75.65
Percent Change	9.1	3.7	14.1	6.0	18.7	13.5	-0.1	7.8	16.1	11.3	7.8	8.0	2.4	-3.2	-2.7	-1.2	-3.1	2.2

Supply	2016						2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	146,475	146,475	141,630	146,351	141,630	146,351	146,351	132,188	146,351	139,200	143,840	139,200	143,840	143,840	139,200	143,840	139,200	143,840
Last Year	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	146,351	141,630	146,351
Percent Change	-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	-1.7	-1.7	-1.7

Demand	2016						2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	120,900	122,647	113,648	112,917	81,196	84,157	58,632	66,747	101,708	87,467	101,747	110,442	114,150	112,715	107,352	108,547	76,324	82,233
Last Year	113,871	117,978	105,255	109,205	71,231	78,789	58,900	63,498	92,285	82,682	100,472	111,325	120,900	122,647	113,648	112,917	81,196	84,157
Percent Change	6.2	4.0	8.0	3.4	14.0	6.8	-0.5	5.1	10.2	5.8	1.3	-0.8	-5.6	-8.1	-5.5	-3.9	-6.0	-2.3

Revenue	2016						2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
This Year	16,765,210	18,716,029	16,103,518	15,751,250	9,418,025	11,072,034	5,772,389	6,918,578	11,428,719	10,112,143	12,840,181	14,365,307	16,859,335	17,800,039	15,405,010	15,296,859	8,970,104	11,119,215
Last Year	15,395,969	18,087,988	14,160,643	14,900,283	7,955,127	9,782,372	5,782,411	6,423,266	9,848,425	9,251,697	12,130,173	13,548,809	16,765,210	18,716,029	16,103,518	15,751,250	9,418,025	11,072,034
Percent Change	8.9	3.5	13.7	5.7	18.4	13.2	-0.2	7.7	16.0	9.3	5.9	6.0	0.6	-4.9	-4.3	-2.9	-4.8	0.4

Census %	2016						2017											
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Census Props	56	56	56	56	56	56	56	56	56	55	55	55	55	55	55	55	55	55
Census Rooms	4725	4725	4721	4721	4721	4721	4721	4721	4721	4640	4640	4640	4640	4640	4640	4640	4640	4640
% Rooms Participants	81.1	81.1	81.1	79.4	79.4	79.4	78.9	78.9	78.9	77.3	80.2	80.2	80.2	80.2	80.2	80.2	80.2	80.2

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Tab 3 - Response City Of Santa Fe, NM+

Santa Fe CVB

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
Total Properties:																																											
						67	4640	<ul style="list-style-type: none"> ○ - Monthly data received by STR ● - Monthly and daily data received by STR Blank - No data received by STR Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report 																																			

A blank row indicates insufficient data.

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Tab 4 - Multi-Segment

Santa Fe CVB

For the month of: December 2017

	Currency		Current Month - December 2017 vs December 2016											
	ISO Code	Rate	Occ %		ADR		RevPAR		Percent Change from December 2016					
			2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
Santa Fe, NM Downtown+	USD	1.00000000	64.2	65.8	187.29	180.82	120.16	118.95	-2.5	3.6	1.0	1.0	0.0	-2.5
Santa Fe, NM Cerrillos+	USD	1.00000000	50.8	50.0	79.34	78.19	40.27	39.11	1.5	1.5	3.0	-0.6	-3.4	-2.0
Santa Fe, NM Periphery+	USD	1.00000000												

	Year to Date - December 2017 vs December 2016											Participation				
	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	Census	Sample	Census	Sample
	72.8	71.9	177.68	175.70	129.36	126.32	1.3	1.1	2.4	2.4	0.0	1.3	23	12	2048	1559
	60.2	61.0	82.08	79.64	49.42	48.61	-1.3	3.1	1.7	-1.1	-2.7	-4.0	27	20	2288	1919
													6	2	427	245

Tab 5 - Multi-Seg Raw

Santa Fe CVB

For the Month of December 2017

	Currency		Current Month - December 2017 vs December 2016								
	ISO Code	Rate	Supply			Demand			Revenue		
			2017	2016	% Chg	2017	2016	% Chg	2017	2016	% Chg
Santa Fe, NM Downtown+	USD	1.00000000	63,488	63,488	0.0	40,732	41,765	-2.5	7,628,803	7,552,100	1.0
Santa Fe, NM Cerrillos+	USD	1.00000000	70,928	73,439	-3.4	35,998	36,732	-2.0	2,856,072	2,872,096	-0.6
Santa Fe, NM Periphery+	USD	1.00000000									

	Year to Date - December 2017 vs December 2016								
	Supply			Demand			Revenue		
	2017	2016	% Chg	2017	2016	% Chg	2017	2016	% Chg
	747,520	747,520	0.0	544,253	537,411	1.3	96,701,928	94,424,423	2.4
	842,410	865,657	-2.7	507,196	528,323	-4.0	41,629,042	42,077,720	-1.1

Tab 6 - Multi Running

Santa Fe CVB

For the month of: December 2017

	Currency		Running 3 Month - December 2017 vs December 2016											
	ISO Code	Rate	Occ %		ADR		RevPAR		Percent Change from December 2016					
			2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
Santa Fe, NM Cerrillos+	USD	1.00000000	54.1	55.4	79.62	78.80	43.11	43.69	-2.4	1.0	-1.3	-4.7	-3.4	-5.7
Santa Fe, NM Downtown+	USD	1.00000000	71.7	72.9	179.89	178.94	129.00	130.46	-1.6	0.5	-1.1	-1.1	0.0	-1.6
Santa Fe, NM Periphery+	USD	1.00000000												

	Running 12 Month - December 2017 vs December 2016											Participation				
	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	Census	Sample	Census	Sample
	60.2	61.0	82.08	79.64	49.42	48.61	-1.3	3.1	1.7	-1.1	-2.7	-4.0	27	20	2,288	1,919
	72.8	71.9	177.68	175.70	129.36	126.32	1.3	1.1	2.4	2.4	0.0	1.3	23	12	2,048	1,559
													6	2	427	245

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