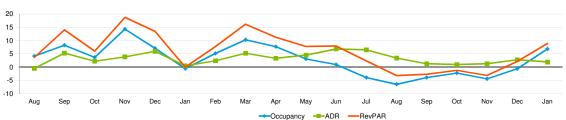
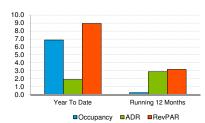
Santa Fe CVB

For the Month of January 2018

Monthly Percent Change



Overall Percent Change



Occupancy (%)			2016								20	017						2018
Occupancy (78)	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
This Year	83.7	80.2	77.2	57.3	57.5	39.9	50.5	69.5	62.8	70.7	79.3	79.4	78.4	77.1	75.5	54.8	57.2	42.7
Last Year	80.4	74.1	74.4	50.1	53.7	40.1	48.0	63.0	58.3	68.6	78.5	82.5	83.7	80.2	77.2	57.3	57.5	39.9
Percent Change	4.2	8.3	3.7	14.3	7.1	-0.5	5.2	10.3	7.7	3.1	1.0	-3.9	-6.4	-3.9	-2.2	-4.4	-0.6	6.9

	Year To Date		7 [R	unning 12 Month	ıs
2016	2017	2018		2016	2017	2018
40.1	39.9	42.7	7 [64.3	66.4	66.5
40.0	40.1	39.9	Ш	61.4	64.3	66.4
0.3	-0.5	6.9		4.7	3.2	0.3

ADR			2016								20	17						2018
ADII	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
This Year	152.60	141.70	139.49	115.99	131.56	98.53	103.65	112.37	115.61	126.20	130.07	147.69	157.92	143.50	140.92	117.53	135.22	100.43
Last Year	153.32	134.54	136.44	111.68	124.16	98.02	101.16	106.72	111.89	120.73	121.70	138.67	152.60	141.70	139.49	115.99	131.56	98.53
Percent Change	-0.5	5.3	2.2	3.9	6.0	0.5	2.5	5.3	3.3	4.5	6.9	6.5	3.5	1.3	1.0	1.3	2.8	1.9

	Year To Date		R	unning 12 Month	ıs
2016	2017	2018	2016	2017	2018
98.02	98.53	100.43	123.28	126.54	130.21
100.57	98.02	98.53	121.39	123.28	126.54
-2.5	0.5	1.9	1.6	2.6	2.9

RevPAR			2016								20	117						2018
HEVI AII	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
This Year	127.78	113.70	107.63	66.50	75.65	39.35	52.34	78.09	72.64	89.27	103.20	117.21	123.75	110.67	106.35	64.44	77.30	42.87
Last Year	123.23	99.69	101.51	56.00	66.64	39.34	48.55	67.24	65.27	82.81	95.58	114.46	127.78	113.70	107.63	66.50	75.65	39.35
Percent Change	3.7	14.1	6.0	18.7	13.5	0.0	7.8	16.1	11.3	7.8	8.0	2.4	-3.2	-2.7	-1.2	-3.1	2.2	8.9

	Year To Date		R	unning 12 Month	ıs
2016	2017	2018	2016	2017	2018
39.34	39.35	42.87	79.24	83.98	86.65
40.23	39.34	39.35	74.52	79.24	83.98
2.2	0.0	0.0	6.2	6.0	2.2

Supply			2016								20	117						2018
1. 1	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
This Year	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	146,351
Last Year	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	146,351
Percent Change	-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	0.0

	Year To Date		R	unning 12 Month	ns
2016	2017	2018	2016	2017	2018
146,475	146,351	146,351	1,728,115	1,724,013	1,700,890
146,816	146,475	146,351	1,698,095	1,728,115	1,724,013
-0.2	an 1	0.0	1.8	-n 2	-13

Demand			2016								20	17						2018
Demand	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
This Year	122,647	113,648	112,917	81,196	84,157	58,447	66,747	101,708	87,467	101,747	110,442	114,150	112,715	107,352	108,547	76,324	82,231	62,469
Last Year	117,978	105,255	109,205	71,231	78,789	58,783	63,498	92,285	82,682	100,472	111,325	120,900	122,647	113,648	112,917	81,196	84,157	58,447
Percent Change	4.0	8.0	3.4	14.0	6.8	-0.6	5.1	10.2	5.8	1.3	-0.8	-5.6	-8.1	-5.5	-3.9	-6.0	-23	6.9

	Year To Date		R	unning 12 Month	ıs
2016	2017	2018	2016	2017	2018
58,783	58,447	62,469	1,110,830	1,144,174	1,131,899
58,725	58,783	58,447	1,042,479	1,110,830	1,144,174
0.4		0.0	0.0	0.0	

Revenue			2016								20	17						2018
Hevenue	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
This Year	18,716,029	16,103,518	15,751,250	9,418,025	11,072,034	5,758,671	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	11,119,523	6,273,771
Last Year	18,087,988	14,160,643	14,900,283	7,955,127	9,782,372	5,761,767	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	5,758,671
Percent Change	3.5	13.7	5.7	18.4	13.2	-0.1	7.7	16.0	9.3	5.9	6.0	0.6	-4.9	-4.3	-2.9	-4.8	0.4	8.9

	Year To Date		F	Running 12 Month
016	2017	2018	2016	2017
1,767	5,758,671	6,273,771	136,939,297	144,787,107
5,734	5,761,767	5,758,671	126,545,688	136,939,297
0.4	0.4	0.0	0.0	6.7

Concue %	Census % 2016 2017									2018								
Celisus /6	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Census Props	56	56	56	56	56	56	56	56	55	55	55	55	55	55	55	55	55	56
Census Rooms	4725	4721	4721	4721	4721	4721	4721	4721	4640	4640	4640	4640	4640	4640	4640	4640	4640	4721
% Rooms Participants	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	80.6

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Tab 3 - Response City Of Santa Fe, NM+

Santa Fe CVB

For the Month of January 2018

52454 Closed 41279 Closed 41279 Closed 41279 Closed 41244 Closed 43564 Closed 28288 Closed 63214 Drury F 61042 El Para 9104 Eldorac 31850 Fort Million S 28258 Hotel S 28259 Hotel S 3200 Inn & S 62826 Inn @ V 616153 Inn Of 28283 Inn On 6157 La Fon 41245 Las Pail 66140 Luxx B 7414 Motel 6 47765 Old Sad 41280 Pueblo 18538 Rosem 41246 Samuel 41245 Las Pail 41247 Closed 61615 El Rey 616151 El Rey	Marcy Hotel Suites eti's Desert Inn in Santa Fe el Chimayo de Santa Fe el Santa Fe el Santa Fe el Santa Fe for Francis a Spa @ Loretto @ Vanessie Dr The Alameda Dn The Paseo onda On the Plaza	Santa Fe, NM	Zip Code 87501	Aff Date Jan 2016 Dec 2010 Jan 2016 Aug 2001 Feb 2009 Jun 1982 Aug 1994 Aug 2014 Sep 2004 Jun 1973 May 1989 Jan 1973 Jun 2000 Apr 1991 Jun 1923 Apr 2016 Jun 2016	Open Date Nov 2011 Jan 2007 Jun 1903 Jun 1998 Jun 1930 Aug 2014 Mar 1986 Jun 1966 Jun 1973 Jun 1960 Apr 1991 Jun 1990 Apr 1991 Jun 1923	Rooms F 0 0 0 0 0 0 0 0 182 15 219 88 83 158 56	hg in Rms Y Y Y Y Y Y	J F	M .	A M		JA	s	O N	1 D		F M	A .	M J	•	•	S (0 N	•	•	F M A M	JJ	A	s o	N
52454 Closed 41279 Closed 41279 Closed 41279 Closed 41244 Closed 43564 Closed 28288 Closed 63214 Drury F 61042 El Para 9104 Eldorac 31850 Fort Million S 28258 Hotel S 28259 Hotel S 3200 Inn & S 62826 Inn @ V 616153 Inn Of 28283 Inn On 6157 La Fon 41245 Las Pail 66140 Luxx B 7414 Motel 6 47765 Old Sad 41280 Pueblo 18538 Rosem 41246 Samuel 41245 Las Pail 41247 Closed 61615 El Rey 616151 El Rey	ed - Independent Territorial Inn @ The Marcy ed - Independent The Hacienda @ Hotel Santa Fe ed Alexanders Inn ed Casa Pueblo Inn ed Casa Pueblo Inn ed Casa Pueblo Inn ed Casa Pueblo Hermosa y Plaza Hotel Santa Fe aradero Bed & Breakfast Inn rado Hotel Marcy Hotel Suites ett's Desert Inn el Santa Fe el Chimayo de Santa Fe el Tolmayo de Santa Fe el Santa Fe el Tolmayo de Santa Fe el Tolmayo de Santa Fe el Tolmayo de Santa Fe el Santa Fe el Tolmayo de Santa Fe el To	Santa Fe, NM	87501 87501	Dec 2010 Jan 2016 Aug 2001 Feb 2009 Jun 1982 Aug 1994 Aug 2014 Sep 2004 Jun 1973 May 1989 Jan 1973 Jun 2000 Apr 1991 Jun 1923 Apr 2016	Jan 2007 Jun 1903 Jun 1998 Jun 1930 Aug 2014 Mar 1986 Jun 1973 Jun 1966 Jan 1973 Jun 1990 Apr 1991	0 0 0 0 0 0 0 0 182 15 219 88 83 158 56	Y Y Y Y Y						•		•			•		•	•		, .							
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59480 Inn On 16157 La Fon 16157 La Fon 16157 La Fon 1625 La Fon 16	On The Paseo onda On the Plaza Palomas : Boutique Hotel	Santa Fe, NM Santa Fe, NM Santa Fe, NM Santa Fe, NM	87501	Jun 1986	Jun 1986	72																								
16157 La Fon 41245 Las Pai 66140 Luxx B: 7414 Motel 6 47765 Old Sai 41280 Pueblo 18538 Rosew 41246 Santa F 20417 Santa F 20417 Santa F 20417 Santa F 205 F 2	onda On the Plaza Palomas s Boutique Hotel	Santa Fe, NM Santa Fe, NM Santa Fe, NM		Jun 1991	Jun 1991	18								ı İ											Ė					
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41246 Santa I 20417 Santa I 43542 The In 1744 The Lo. 8394 Tribute 29757 Villas I 3201 Americ 23918 Closed 16156 Closed 16151 El Rey 37636 Inn @ \(\) 66141 Inn \(\) 52455 Kings F 50069 Pecos 22549 Residel 37083 Santa I 5627 Thunde 45976 Wester 16159 Closed 30304 Baymo 27536 Best W 7835 Closed 29677 Comfor	olo Bonito Bed & Breakfast	Santa Fe, NM	87501	Jun 1985	Jun 1985	18																								
20417 Santa F 43542 The Inr 1744 The Lo 8934 Tribute 29757 Villas D 3201 Americ 23918 Closed 16156 Closed 16156 Closed 16151 El Rey 37636 Inn @ 9 66141 Inn Of 52455 Kings F 50069 Pecos 22549 Residel 37083 Santa F 5627 Thunde 45976 Wester 16159 Closed 30304 Baymo 27536 Best W 7835 Closed 29677 Comfor	ewood Inn Of The Anasazi	Santa Fe, NM	87501	Oct 2005	Jul 1991	58							•		•			•		•	•			•	•				т	
43542 The Inr 1744 The Lose 8934 Tribute 29757 Villas C 3201 Americ 23918 Closed 16156 Closed 16151 El Rey 37636 Inn @ \$ 66141 Inn Of 52455 Kings F 50069 Pecos 22549 Residel 37083 Santa F 5627 Thunde 45976 Wester 16159 Closed 30304 Baymo 27536 Best W 7835 Closed 29677 Comfor 32594 Comfor	a Fe Motel & Inn	Santa Fe, NM	87501	Jun 1950	Jun 1950	23																								
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8934 Tribute 29757 Villas I 3201 Americ 23918 Closed 16156 Closed 16156 Closed 16151 El Rey 37636 Inn @ 8 66141 Inn Of 1 52455 Kings F 50069 Pecos 1 22549 Resided 37083 Santa R 5627 Thunde 45976 Wester 16159 Closed 30304 Baymo 27536 Best W 7835 Closed 29677 Comfor	Inn Of The Five Graces	Santa Fe, NM	87501	Jun 1996	Jun 1996	24		0 0	0 0	0	0 0	0	0 0	0 0	0															
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16156 Closed 16151 El Rey 37636 Inn @ 9 66141 Inn @ 9 66141 Inn @ 1 52455 Kings R 50069 Pecos 22549 Residie 37083 Santa R 5627 Thunda 45976 Wester 16159 Closed 30304 Baymo 27536 Best W 7835 Closed 29677 Comfor	ericas Best Value Inn Lamplighter Inn Of Santa Fe	Santa Fe, NM	87505	Jan 2006	Jun 1962	80																								
16151 El Rey 37636 Inn @ 5 66141 Inn Of 5 52455 Kings F 50069 Pecos 22549 Residel 37083 Santa F 5627 Thunde 45976 Wester 16159 Closed 30304 Baymo 27536 Best W 7835 Closed 29677 Comfor 32594 Comfor	ed Cactus Lodge Motel	Santa Fe, NM	87505	Jul 2005		0	Υ		П				П		П			П			П	т	Т	Т					Т	\Box
37636 Inn @ 5 66141 Inn Of 52455 Kings F 50069 Pecos ; 22549 Residel 37083 Santa F 5627 Thunde 45976 Wester 16159 Closed 30304 Baymo 27536 Best W 7835 Closed 29677 Comfor 32594 Comfor	ed Warren Inn	Santa Fe, NM	87505	Jun 2001		0	Υ																							
66141 Inn Of 52455 Kings F 50069 Pecos 50069 Pecos 22549 Resided 37083 Santa F 5627 Thunde 45976 Wester 16159 Closed 30304 Baymo 27536 Best W 7835 Closed 29677 Comfor 32554 Comfor	ey Inn	Santa Fe, NM	87505	Jun 1930	Jun 1930	86	Υ	0 0	0 0	0	0 •		•		•					•				•	•				Т	\Box
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50069 Pecos 22549 Residiel 37083 Santa F 5627 Thunde 45976 Wester 16159 Closed 30304 Baymo 27536 Best W 7835 Closed 29677 Comfor 32594 Comfor	Of The Turquoise Bear	Santa Fe, NM	87505	Jun 1996	Jun 1996	11			П				П		П			П			П	т	Т	Т					Т	\Box
22549 Resider 37083 Santa F 5627 Thunde 45976 Wester 16159 Closed 30304 Baymo 27536 Best W 7835 Closed 29677 Comfor 32594 Comfor		Santa Fe, NM	87505			18																								
37083 Santa F 5627 Thunde 45976 Wester 16159 Closed 30304 Baymo 27536 Best W 7835 Closed 29677 Comfor 32594 Comfor		Santa Fe, NM	87505	Jun 1965	Jun 1965	23	Υ																							
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45976 Wester 16159 Closed 30304 Baymo 27536 Best W 7835 Closed 29677 Comfor 32594 Comfor		Santa Fe, NM	87505	Jun 1998	Jun 1998	123																								
16159 Closed 30304 Baymo 27536 Best W 7835 Closed 29677 Comfor 32594 Comfor		Santa Fe, NM	87505			44																								
30304 Baymo 27536 Best W 7835 Closed 29677 Comfor 32594 Comfor	tern Scene Motel	Santa Fe, NM	87505			32																								
27536 Best W 7835 Closed 29677 Comfor 32594 Comfor	ed Rancho Encantado	Santa Fe, NM	87506	Jan 2002	Jun 1932	0	Υ																							
7835 Closed 29677 Comfor 32594 Comfor	mont Inn & Suites Santa Fe	Santa Fe, NM	87507	Jul 2015	Aug 1994	51	Υ	• •	•	•	• •	•	•	• •	•	• •	•	•	• •	•	•	• •		•	•					
29677 Comfor 32594 Comfor	Western Plus Inn Of Santa Fe	Santa Fe, NM	87507	Apr 2011	Jun 1990	95		• •	•	•	• •	•	•	• •	•	• •	•	•	•	•	•	• •		•	•					
32594 Comfor	ed - Independent Adobe Inn & Studios	Santa Fe, NM	87507	Apr 2013	Jun 1981	0	Υ															_								
		Santa Fe, NM	87507	Jul 1994	Jul 1994	83	Υ	• •	•	•	•	•	•	•	•	•	•	•	•	•	•	• •	•	•	•					
	fort Suites Santa Fe	Santa Fe, NM	87507	Apr 1996	Apr 1996	60		• •	•	•	• •	•	•	• •	•	• •	•	• •	•	•	• •	• •	, •	•	•			ш	_	
	rtyard Santa Fe	Santa Fe, NM	87507	May 1999	Apr 1985	209		• •	•	•	• •	•	•	• •	•	•	•	•	•	•	•	• •		•	•					
	s Inn Santa Fe New Mexico	Santa Fe, NM	87507	Jul 1997	Jun 1965	83		• •	•	•	• •	•	• •	• •	•	• •	•	• •	•	•	• •	• •	. •	•	•			ш	_	
	bletree Santa Fe	Santa Fe, NM	87507	Dec 2011	May 1986	130	.,	• •	•	•	•	•	•	•	•	•	•	•	•	•	•	• •		•	•					
		Santa Fe, NM	87507	Dec 2012	Jun 1990	48	Υ	• •	•	•	• •	•	•	• •	•	• •	•	• •	•	•	•	• •	. •	•	•			ш	_	
	no Lodge Inn & Suites Santa Fe	Santa Fe, NM	87507	Jan 2018	Aug 1994	81	Υ	•	•	•	•	•	•												•					
	no Lodge Inn & Suites Santa Fe iield Inn & Suites Santa Fe	Santa Fe, NM	87507	Dec 2004	Mar 1996	76		• •	•	•	• •	•	•	• •	•	• •	•	•	•	•	•	• •	•	•	٠			ш	_	
	no Lodge Inn & Suites Santa Fe rield Inn & Suites Santa Fe day Inn Express Santa Fe Cerrillos	Santa Fe, NM	87507	May 2010	May 2010	92	.,	• •	•	•	• •	•	•	•	•	•	•	•	•	•	•	• •	•	•	•					
5160 La Quir	no Lodge Inn & Suites Santa Fe ield Inn & Suites Santa Fe day Inn Express Santa Fe Cerrillos tt Place Santa Fe	Santa Fe, NM	87507	Nov 1986	Nov 1986	131	Υ	• •	•	•	• •	•	• •	•	•	• •	•	• •	•	•	• •	• •	•	•	•				_	
6490 Motel 6	no Lodge Inn & Suites Santa Fe ield Inn & Suites Santa Fe day Inn Express Santa Fe Cerrillos t Place Santa Fe Juinta Inns & Suites Santa Fe	Santa Fe, NM	87507	Jan 1974	Jan 1974	104		• •	•	•	•	•	•	•	•	• •	•	• •	•	•	•	•	•	•	•					
	no Lodge Inn & Suites Santa Fe iielding Inn & Suites Santa Fe Jay Inn Express Santa Fe Cerrillos tt Place Santa Fe tuinta Inns & Suites Santa Fe Je 6 Santa Fe	Canta Es. Nº 4	87507	Nov 2012	Jun 1995	76		• •	•	•	• •	•	• •	•	•	• •	•	• 1	•	•	• 1	• •	•	•	•			ш	_	
	no Lodge Inn & Suites Santa Fe ield Inn & Suites Santa Fe Jay Inn Express Santa Fe Cerrillos t Place Santa Fe Juinta Inns & Suites Santa Fe el 6 Santa Fe el 6 Santa Fe	Santa Fe, NM	87507	Dec 2006	May 1007	118		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•					
	no Lodge Inn & Suites Santa Fe ield Inn & Suites Santa Fe Jay Inn Express Santa Fe Cerrillos It Place Santa Fe Juinta Inns & Suites Santa Fe el 6 Santa Fe I 6 Santa Fe Cerrillos Road South	Santa Fe, NM	87507	Mar 2013	May 1987	98		• •	•	•	٠.	•	• •	•	•	•	•	• 1	•	•	•	• •	•	•	٠			ш	-	
	no Lodge Inn & Suites Santa Fe iield nn & Suites Santa Fe day Inn Express Santa Fe Cerrillos tt Place Santa Fe tuinta Inns & Suites Santa Fe l 6 Santa Fe l 7 Santa Fe l 8 Santa Fe	Santa Fe, NM Santa Fe, NM	87507	May 100:	May 1001	25																		1						
8/50 Super 8 28969 Trangu	no Lodge Inn & Suites Santa Fe ield Inn & Suites Santa Fe Jay Inn Express Santa Fe Cerrillos It Piace Santa Fe Junta Inne Suites Santa Fe Il 6 Santa Fe Il 7 Santa Fe Il 8 Santa Fe	Santa Fe, NM Santa Fe, NM Santa Fe, NM	87507	Mar 1984 Feb 2013	Mar 1984 Jun 1990	87 47		•	•	•	• •	•	• •	• •		• •	•		• •	•	•	• •	•	•	٠				-	
zosos Iranqu	no Lodge Inn & Suites Santa Fe ield Inn & Suites Santa Fe Jay Inn Express Santa Fe Cerrillos It Place Santa Fe Juinta Inns & Suites Santa Fe el 6 Santa Fe el 6 Santa Fe el 6 Santa Fe Cerrillos Road South lity Inn Santa Fe er Saddle Motel	Santa Fe, NM Santa Fe, NM Santa Fe, NM Santa Fe, NM																						4000						
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	no Lodge Inn & Suites Santa Fe ield Inn & Suites Santa Fe Jay Inn Express Santa Fe Cerrillos It Place Santa Fe Juinta Inns & Suites Santa Fe el 6 Santa Fe el 6 Santa Fe el 6 Santa Fe Cerrillos Road South lity Inn Santa Fe er Saddle Motel	Santa Fe, NM Santa Fe, NM Santa Fe, NM Santa Fe, NM	Total Prope	erties.	67	4721			Month							CTT								_						
	no Lodge Inn & Suites Santa Fe ield Inn & Suites Santa Fe Jay Inn Express Santa Fe Cerrillos It Place Santa Fe Juinta Inns & Suites Santa Fe el 6 Santa Fe el 6 Santa Fe el 6 Santa Fe Cerrillos Road South lity Inn Santa Fe er Saddle Motel	Santa Fe, NM Santa Fe, NM Santa Fe, NM Santa Fe, NM		erties.	6/	4721			Month	ly an	d dail	y dat	a rec	ceive		STR														

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Santa Fe CVB

For the month of: January 2018

		Current Month - January 2018 vs January 2017													
	Occ	: %	AD	R	RevF	PAR	Percent Change from January 2017								
										Room	Room	Room			
	2018	2017	2018	2017	2018	2017	Осс	ADR	RevPAR	Rev	Avail	Sold			
Santa Fe, NM Downtown+	52.0	47.3	126.89	124.60	65.95	58.90	10.0	1.8	12.0	12.0	0.0	10.0			
Santa Fe, NM Cerrillos+	34.8	33.8	67.17	67.12	23.39	22.67	3.1	0.1	3.2	3.2	0.0	3.1			
Santa Fe, NM Periphery+															

Year to Date - January 2018 vs January 2017											
Осс	Occ % ADR RevPAR Percent Change from YTD 2017										
						_			Room	Room	Room
2018	2017	2018	2017	2018	2017	Осс	ADR	RevPAR	Rev	Avail	Sold
52.0	47.3	126.89	124.60	65.95	58.90	10.0	1.8	12.0	12.0	0.0	10.0
34.8	33.8	67.17	67.12	23.39	22.67	3.1	0.1	3.2	3.2	0.0	3.1

Participation										
Prope	erties	Roc	oms							
Census	Sample	Census	Sample							
23	12	2048	1559							
28	21	2369	2000							
6	2	427	245							

Tab 5 - Multi-Seg Raw Santa Fe CVB

For the Month of January 2018

			Curren	t Month -	January	2018 vs	January 201	7	
		Supply			Demand		F	Revenue	
	2018	2017	% Chg	2018	2017	% Chg	2018	2017	% Chg
Santa Fe, NM Downtown+	63,488	63,488	0.0	32,996	30,010	10.0	4,186,927	3,739,136	12.0
Santa Fe, NM Cerrillos+	73,439	73,439	0.0	25,572	24,803	3.1	1,717,611	1,664,722	3.2
Santa Fe. NM Peripherv+									

Year to Date - January 2018 vs January 2017													
Su	pply			Demand		Revenue							
2018	2017	CI	2018	2017	% Chg	2018	2017	% Chg					
63,488	63,488	#	32,996	30,010	10.0	4,186,927	3,739,136	12.0					
73,439	73,439	#	25,572	24,803	3.1	1,717,611	1,664,722	3.2					
		П											

Tab 6 - Multi Running Santa Fe CVB

For the month of: January 2018

anuary 2018 vs January 2017									Rı	unning 12	2 Month	
	Occ %		ADR		RevPAR	cent Ch	ange from Jan	uary 2017				
	2018	2017	2018	2017	2018	2017	Осс	ADR	RevPAR	Rev	Avail	Sold
Santa Fe, NM Cerrillos+	42.9	43.5	73.35	73.27	31.50	31.91	-1.4	0.1	-1.3	-3.5	-2.3	-3.6
Santa Fe, NM Downtown+	61.0	60.2	157.69	155.97	96.25	93.91	1.4	1.1	2.5	2.5	0.0	1.4
Santa Fe. NM Peripherv+												

anuary 20	018 vs J	anuary 20	17								
Occ %		ADR		RevPAR r	cent Ch	ange from	YTD 20	17			
2018	2017	2018	2017	2018	2017	Осс	ADR	RevPAR	Rev	Avail	Sold
60.3	60.9	82.06	79.69	49.47	48.55	-1.0	3.0	1.9	-0.8	-2.7	-3.
73.2	72.0	177.54	175.45	129.95	126.41	1.6	1.2	2.8	2.8	0.0	1.6

	articipatio	n		
ı	Properties	i	Rooms	
	Census	Sample	Census	Sample
	28	21	2,369	2,000
	23	12	2,048	1,559
		_	107	0.45

A blank row indicates insufficient data.

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