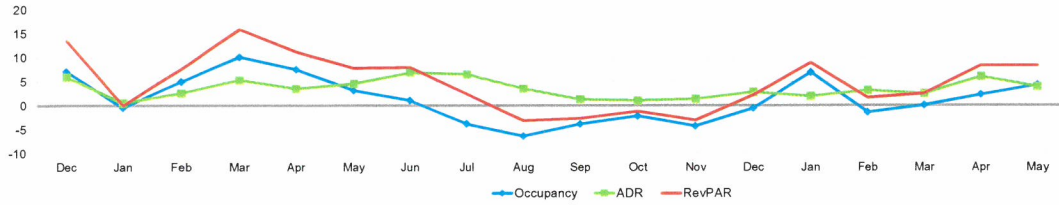


Tab 2 - Trend City Of Santa Fe, NM+

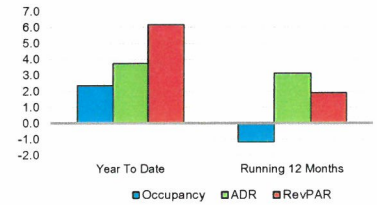
Currency: USD - US Dollar

Santa Fe CVB
For the Month of May 2018

Monthly Percent Change



Overall Percent Change



	2016					2017					2018							
	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Occupancy (%)	57.5	39.9	50.4	69.4	62.7	70.7	79.3	79.4	78.4	77.1	75.5	54.8	57.2	42.7	49.6	69.4	64.1	73.7
This Year	57.5	39.9	50.4	69.4	62.7	70.7	79.3	79.4	78.4	77.1	75.5	54.8	57.2	42.7	49.6	69.4	64.1	73.7
Last Year	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	50.4	69.4	62.7	70.7
Percent Change	7.1	-0.5	5.0	10.1	7.5	3.1	1.0	-3.9	-6.4	-3.9	-2.2	-4.4	-0.6	6.9	-1.5	0.0	2.2	4.3
ADR	131.56	98.53	103.76	112.38	115.80	126.23	130.07	147.69	157.92	143.50	140.92	117.53	135.22	100.43	107.00	115.14	122.73	131.13
This Year	131.56	98.53	103.76	112.38	115.80	126.23	130.07	147.69	157.92	143.50	140.92	117.53	135.22	100.43	107.00	115.14	122.73	131.13
Last Year	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	103.76	112.38	115.80	128.23
Percent Change	6.0	0.5	2.6	5.3	3.6	4.6	6.9	6.5	3.5	1.3	1.0	1.3	2.8	1.9	3.1	2.5	6.0	3.9
RevPAR	75.65	39.35	52.26	77.96	72.61	89.27	103.20	117.21	123.75	110.67	106.35	84.44	77.30	42.87	53.11	79.89	78.66	96.69
This Year	75.65	39.35	52.26	77.96	72.61	89.27	103.20	117.21	123.75	110.67	106.35	84.44	77.30	42.87	53.11	79.89	78.66	96.69
Last Year	66.64	39.34	48.55	67.23	65.27	82.81	95.58	114.46	127.78	113.70	107.63	66.50	75.65	39.35	52.26	77.96	72.61	89.27
Percent Change	13.5	0.0	7.6	15.9	11.2	7.8	8.0	2.4	-3.2	-2.7	-1.2	-3.1	2.2	8.9	1.6	2.5	8.3	8.3
Supply	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	132,188	146,351	141,630	146,351
This Year	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	132,188	146,351	141,630	146,351
Last Year	146,785	146,475	132,300	146,475	141,750	146,475	141,750	146,475	141,630	146,351	141,630	146,351	146,351	146,351	132,188	146,351	139,200	143,840
Percent Change	-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	0.0	0.0	1.7	1.7
Demand	84,157	58,447	66,582	101,524	87,283	101,727	110,442	114,150	112,715	107,352	108,547	76,324	82,231	62,469	65,613	101,551	90,769	107,908
This Year	84,157	58,447	66,582	101,524	87,283	101,727	110,442	114,150	112,715	107,352	108,547	76,324	82,231	62,469	65,613	101,551	90,769	107,908
Last Year	78,789	58,783	63,495	92,282	82,682	100,472	111,325	120,900	122,647	113,648	112,917	81,196	84,157	58,447	66,582	101,524	87,283	101,727
Percent Change	6.8	-0.6	4.9	10.0	5.6	1.2	-0.8	-5.6	-8.1	-5.5	-3.9	-6.0	-2.3	6.9	-1.5	0.0	4.0	6.1
Revenue	11,072,034	5,758,671	6,908,315	11,408,927	10,107,150	12,841,256	14,365,307	16,859,335	17,800,039	15,405,010	16,296,859	8,970,104	11,119,523	6,273,771	7,020,469	11,692,212	11,140,489	14,150,020
This Year	11,072,034	5,758,671	6,908,315	11,408,927	10,107,150	12,841,256	14,365,307	16,859,335	17,800,039	15,405,010	16,296,859	8,970,104	11,119,523	6,273,771	7,020,469	11,692,212	11,140,489	14,150,020
Last Year	9,782,372	5,761,767	6,423,045	9,847,999	9,251,697	12,130,173	13,548,809	16,765,210	16,103,518	15,751,250	9,418,025	11,072,034	5,758,671	6,908,315	7,020,469	11,408,927	10,107,150	12,841,256
Percent Change	13.2	-0.1	7.6	15.9	9.2	5.9	6.0	0.8	-4.9	-4.3	-2.9	-4.8	0.4	8.9	1.6	2.5	10.2	10.2
Census %	56	56	56	56	55	55	55	55	55	55	55	55	55	56	56	56	56	56
Census Propp	56	56	56	56	55	55	55	55	55	55	55	55	55	56	56	56	56	56
Census Rooms	4721	4721	4721	4721	4640	4640	4640	4640	4640	4640	4640	4640	4640	4721	4721	4721	4721	4721
% Rooms Participants	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	80.6	80.6	80.6	80.6

A blank row indicates insufficient data.

The STR Destination Report is a publication of STR, Inc. and STR Global, Ltd. and is intended solely for use by paid subscribers. Reproduction or distribution of the STR Destination Report, in whole or part, without written permission is prohibited and subject to legal action. If you have received this report and are NOT a subscriber to the STR Destination Report, please contact us immediately. Source: 2018 STR, Inc. / STR Global, Ltd. trading as "STR"

Tab 3 - Response City Of Santa Fe, NM+

Santa Fe CVB

For the Month of May 2018

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2016												2017												2018											
								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
								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.

The STR Destination Report is a publication of STR, Inc. and STR Global, Ltd., and is intended solely for use by paid subscribers. Reproduction or distribution of the STR Destination Report, in whole or part, without written permission is prohibited and subject to legal action. If you have received this report and are NOT a subscriber to the STR Destination Report, please contact us immediately. Source: 2018 STR, Inc. / STR Global, Ltd. trading as "STR".

Tab 4 - Multi-Segment

Santa Fe CVB

For the month of: May 2018

Currency: USD - US Dollar

	Currency		Current Month - May 2018 vs May 2017											
	ISO Code	Rate	Occ %		ADR		RevPAR		Percent Change from May 2017					
			2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
Santa Fe, NM Downtown+	USD	1	80.4	77.3	182.04	172.97	146.35	133.74	4.0	5.2	9.4	9.4	0.0	4.0
Santa Fe, NM Cerrillos+	USD	1	67.4	64.2	81.70	78.76	55.08	50.58	5.0	3.7	8.9	12.8	3.5	8.7
Santa Fe, NM Periphery+	USD	1												

Year to Date - May 2018 vs May 2017											
Occ %		ADR		RevPAR		Percent Change from YTD 2017					
2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
69.6	67.1	155.50	149.47	108.19	100.29	3.7	4.0	7.9	7.9	0.0	3.7
51.5	51.2	75.14	73.18	38.67	37.45	0.6	2.7	3.3	4.7	1.4	2.0

Participation			
Properties		Rooms	
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 May 2018

	Currency		Current Month - May 2018 vs May 2017								
	ISO Code	Rate	Supply			Demand			Revenue		
			2018	2017	% Chg	2018	2017	% Chg	2018	2017	% Chg
Santa Fe, NM Downtown+	USD	1	63,488	63,488	0.0	51,039	49,091	4.0	9,291,379	8,491,145	9.4
Santa Fe, NM Cerrillos+	USD	1	73,439	70,928	3.5	49,513	45,546	8.7	4,045,105	3,587,296	12.8
Santa Fe, NM Periphery+	USD	1									

Year to Date - May 2018 vs May 2017								
Supply			Demand			Revenue		
2018	2017	% Chg	2018	2017	% Chg	2018	2017	% Chg
309,248	309,248	0.0	215,169	207,498	3.7	33,458,965	31,014,554	7.9
357,719	352,778	1.4	184,077	180,520	2.0	13,831,586	13,210,624	4.7

A blank row indicates insufficient data.

The STR Destination Report is a publication of STR, Inc. and STR Global, Ltd., and is intended solely for use by paid subscribers. Reproduction or distribution of the STR Destination Report, in whole or part, without written permission is prohibited and subject to legal action. If you have received this report and are NOT a subscriber to the STR Destination Report, please contact us immediately. Source: 2018 STR, Inc. / STR Global, Ltd. trading as "STR".