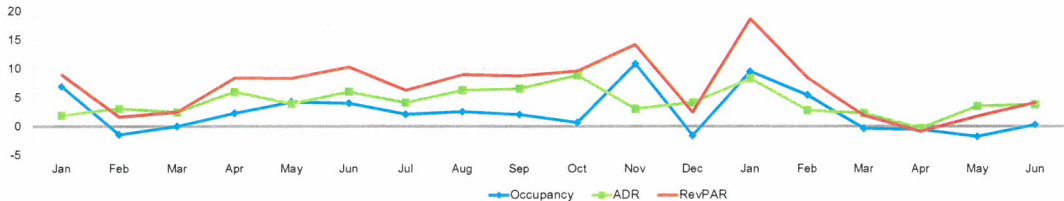


Tab 2 - Trend City Of Santa Fe, NM+

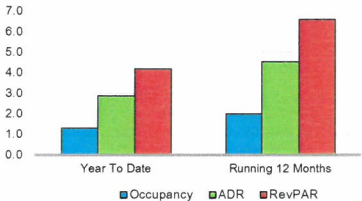
Santa Fe CVB
For the Month of June 2019

Currency: USD - US Dollar

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2018												2019						Year To Date			Running 12 Months		
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2017	2018	2019	2017	2018	2019
This Year	42.8	49.8	69.5	64.2	73.8	82.6	81.1	80.4	78.9	76.1	69.9	56.3	46.8	52.5	69.2	63.9	72.5	82.8	62.2	63.9	64.7	67.8	67.2	68.6
Last Year	40.0	50.5	69.5	62.8	70.8	79.4	79.4	78.5	77.3	75.6	55.0	57.3	42.8	49.8	69.5	64.2	73.8	82.6	59.6	62.2	63.9	64.1	67.8	67.2
Percent Change	6.9	-1.4	0.0	2.2	4.2	4.0	2.1	2.5	2.0	0.7	10.8	-1.6	9.5	5.5	-0.4	-0.5	-1.8	0.3	4.4	2.8	1.3	5.7	-0.8	2.0
ADR	2018												2019						Year To Date			Running 12 Months		
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2017	2018	2019	2017	2018	2019
This Year	100.77	107.33	115.56	123.19	131.09	138.42	154.33	168.52	153.49	154.03	121.50	141.41	100.13	110.35	118.16	122.78	130.33	143.72	117.14	122.23	125.73	128.08	132.94	138.95
Last Year	98.89	104.11	112.77	116.24	126.72	130.59	148.23	158.58	144.04	141.48	117.92	135.78	100.77	107.33	115.56	123.19	131.89	138.42	112.33	117.14	122.23	124.08	128.98	132.94
Percent Change	1.9	3.1	2.5	6.0	3.9	6.0	4.1	6.3	6.6	8.9	3.0	4.1	8.3	2.8	2.3	-0.3	3.5	3.8	4.3	4.3	2.9	3.5	3.1	4.5
RevPAR	2018												2019						Year To Date			Running 12 Months		
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2017	2018	2019	2017	2018	2019
This Year	43.09	53.42	80.30	79.11	97.24	114.36	125.12	135.54	121.04	117.22	74.05	79.64	51.12	57.92	81.80	78.42	98.87	119.04	72.86	78.12	81.39	87.42	89.37	95.27
Last Year	39.55	52.57	78.36	73.01	89.77	103.73	117.74	124.41	111.31	106.96	64.85	77.76	43.09	53.42	80.30	79.11	97.24	114.36	66.95	72.86	78.12	79.92	87.42	89.37
Percent Change	8.9	1.6	2.5	8.4	8.3	10.2	6.3	8.9	8.7	9.6	14.2	2.4	18.6	8.4	1.9	-0.9	1.7	4.1	8.8	7.2	4.2	9.4	2.2	6.6
Supply	2018												2019						Year To Date			Running 12 Months		
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2017	2018	2019	2017	2018	2019
This Year	144,987	130,956	144,987	140,310	144,987	140,310	144,987	144,274	139,620	144,274	139,620	144,274	144,274	130,312	144,274	139,620	144,274	139,620	839,166	846,537	842,374	1,699,982	1,692,201	1,699,423
Last Year	144,987	130,956	144,987	137,880	142,476	137,880	142,476	142,476	137,880	142,476	137,880	142,476	144,987	130,956	144,987	140,310	144,987	140,310	847,261	839,166	846,537	1,710,405	1,699,982	1,692,201
Percent Change	0.0	0.0	0.0	1.8	1.8	1.8	1.8	1.3	1.3	1.3	1.3	1.3	-0.5	-0.5	-0.6	-0.5	-0.5	-0.5	-1.0	0.9	-0.5	-0.6	-0.5	0.4
Demand	2018												2019						Year To Date			Running 12 Months		
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2017	2018	2019	2017	2018	2019
This Year	62,005	65,180	100,747	90,105	107,058	115,917	117,551	116,039	110,101	109,798	85,094	81,258	67,585	68,395	90,881	80,172	104,631	115,647	521,913	541,012	545,311	1,152,154	1,137,625	1,165,152
Last Year	57,993	66,122	100,746	86,604	100,932	109,516	113,166	111,774	106,548	107,713	75,821	81,591	62,005	65,180	100,747	90,105	107,058	115,917	504,962	521,913	541,012	1,096,366	1,152,154	1,137,625
Percent Change	6.9	-1.4	0.0	4.0	6.1	5.8	3.9	3.8	3.3	1.9	12.2	-0.4	9.0	4.9	-0.9	-1.0	-2.3	-0.2	3.4	3.7	0.8	5.1	-1.3	2.4
Revenue	2018												2019						Year To Date			Running 12 Months		
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2017	2018	2019	2017	2018	2019
This Year	6,247,955	6,096,037	11,642,003	11,099,758	14,098,276	16,045,774	18,141,483	19,554,828	16,899,784	16,911,844	10,339,267	11,490,658	7,375,727	7,547,188	11,802,276	10,948,877	14,264,751	16,620,807	61,139,059	66,129,803	68,559,626	148,605,616	151,235,997	161,897,490
Last Year	5,734,742	6,884,075	11,361,020	10,066,545	12,790,482	14,302,195	16,775,143	17,724,830	15,347,391	15,230,114	8,940,916	11,078,800	6,247,955	6,996,037	11,642,003	11,099,758	14,098,276	16,045,774	56,724,866	61,139,059	66,129,803	136,693,013	148,605,616	151,235,997
Percent Change	8.9	1.6	2.5	10.3	10.2	12.2	8.1	10.3	10.1	11.0	15.6	3.7	18.1	7.9	1.4	-1.4	1.2	3.6	7.8	8.2	3.7	8.7	1.8	7.0
Census %	2018												2019						Year To Date			Running 12 Months		
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2017	2018	2019	2017	2018	2019
Census Props	55	55	55	55	55	55	55	55	55	55	55	55	55	55	55	55	55	55	55	55	55	55	55	55
Census Rooms	4677	4677	4677	4677	4677	4677	4677	4654	4654	4654	4654	4654	4654	4654	4654	4654	4654	4654	4654	4654	4654	4654	4654	4654
% Rooms Participants	81.3	81.3	81.3	81.3	81.3	81.3	81.3	80.9	83.0	83.0	83.0	83.0	83.0	83.0	83.0	83.0	81.7	83.0	83.0	83.0	83.0	83.0	83.0	83.0

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Santa Fe CVB
For the Month of June 2019

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Tab 4 - Multi-Segment

Santa Fe CVB

Currency: USD - US Dollar

For the month of: June 2019

	Currency		Current Month - June 2019 vs June 2018														Year to Date - June 2019 vs June 2018														Participation			
	ISO Code	Rate	Occ %		ADR		RevPAR		Percent Change from June 2018								Occ %		ADR		RevPAR		Percent Change from YTD 2018						Properties		Rooms			
			2019	2018	2019	2018	2019	2018	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample										
Santa Fe, NM Downtown+	USD	1	87.0	88.1	194.64	188.97	169.25	166.43	-1.3	3.0	1.7	1.7	0.0	-1.3	72.6	72.6	165.98	162.25	120.50	117.86	-0.1	2.3	2.2	2.2	0.0	-0.1	23	12	2048	1559				
Santa Fe, NM Cerrillos+	USD	1	78.2	77.3	95.90	90.26	74.96	69.73	1.2	6.2	7.5	6.4	-1.0	0.2	57.3	55.8	82.28	78.79	47.13	43.95	2.7	4.4	7.2	6.2	-1.0	1.7	27	22	2302	2057				
Santa Fe, NM Periphery+	USD	1																								6	2	427	245					

Tab 5 - Multi-Seg Raw

Santa Fe CVB

For the Month of June 2019

	Currency		Current Month - June 2019 vs June 2018										Year to Date - June 2019 vs June 2018									
			Supply			Demand			Revenue				Supply			Demand			Revenue			
	ISO Code	Rate	2019	2018	% Chg	2019	2018	% Chg	2019	2018	% Chg		2019	2018	% Chg	2019	2018	% Chg	2019	2018	% Chg	
Santa Fe, NM Downtown+	USD	1	61,440	61,440	0.0	53,424	54,111	-1.3	10,398,607	10,225,334	1.7		370,688	370,688	0.0	269,117	269,274	-0.1	44,666,744	43,689,363	2.2	
Santa Fe, NM Cerrillos+	USD	1	69,060	69,750	-1.0	53,981	53,884	0.2	5,176,715	4,863,670	6.4		416,662	420,825	-1.0	238,651	234,753	1.7	19,637,280	18,497,186	6.2	
Santa Fe, NM Periphery+	USD	1																				

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Tab 6 - Response Downtown+

Santa Fe CVB
For the Month of June 2019

								2017												2018												2019																													
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	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																		
62505	Closed - Fairmont Heritage Place El Corazon De Santa Fe	Santa Fe, NM	87501	Jan 2016	Nov 2011	0	Y																																																						
63214	Drury Plaza Hotel Santa Fe	Santa Fe, NM	87501	Aug 2014	Aug 2014	182		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•											
61042	El Paradero Bed & Breakfast Inn	Santa Fe, NM	87501			15																																																							
9104	Eldorado Hotel	Santa Fe, NM	87501	Sep 2004	Mar 1986	219		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•											
31850	Fort Marcy Hotel Suites	Santa Fe, NM	87501	Jun 1973	Jun 1973	88	Y																																																						
16152	Garrett's Desert Inn	Santa Fe, NM	87501	May 1989	Jun 1966	83																																																							
9844	Hilton Santa Fe	Santa Fe, NM	87501	Jan 1973	Jan 1973	158		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•										
28258	Hotel Chimayo de Santa Fe	Santa Fe, NM	87501	Jun 2000	Jun 1990	56		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•										
28259	Hotel Santa Fe	Santa Fe, NM	87501	Apr 1991	Apr 1991	162	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•										
13867	Hotel St Francis	Santa Fe, NM	87501	Jun 1923	Jun 1923	79	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•									
3200	Inn & Spa @ Loretto	Santa Fe, NM	87501	Apr 2016	May 1975	136	Y	•	•	•		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•									
62826	Inn @ Vanessie	Santa Fe, NM	87501	Jun 2012	Jun 2012	18																																																							
16153	Inn Of The Governors	Santa Fe, NM	87501	Jun 1965	Jun 1965	100		○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○									
28283	Inn On The Alameda	Santa Fe, NM	87501	Jun 1986	Jun 1986	72		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•								
16157	La Fonda On the Plaza	Santa Fe, NM	87501	Jun 1922	Jun 1922	180	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•								
41245	Las Palomas	Santa Fe, NM	87501			63	Y																																																						
66140	Luxx Boutique Hotel	Santa Fe, NM	87501	Jun 2010	Jun 2010	16																																																							
47765	Old Santa Fe Inn	Santa Fe, NM	87501	Jun 2002	Jun 2002	43																																																							
18538	Rosewood Inn Of The Anasazi	Santa Fe, NM	87501	Oct 2005	Jul 1991	58		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•						
41246	Santa Fe Motel & Inn	Santa Fe, NM	87501	Jun 1950	Jun 1950	23																																																							
43542	The Inn Of The Five Graces	Santa Fe, NM	87501	Jun 1996	Jun 1996	24																																																							
8934	Tribute Portfolio La Posada De Santa Fe	Santa Fe, NM	87501	Oct 2016	Jun 1940	157	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•					
29757	Villas De Santa Fe	Santa Fe, NM	87501	Feb 1998	Feb 1994	105																																																							
66141	Inn Of The Turquoise Bear	Santa Fe, NM	87505	Jun 1996	Jun 1996	11																																																							
			Total Properties:		24	2048																																																							
								○ - 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																																																					

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Santa Fe CVB
For the Month of June 2019

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Tab 8 - Response Periphery+

Santa Fe CVB
For the Month of June 2019

								2017												2018												2019																
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	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					
16158	Bishops Lodge	Santa Fe, NM	87501	Jan 2020	May 1918	0	Y																																									
59480	Inn On The Paseo	Santa Fe, NM	87501	Jun 1991	Jun 1991	18																																										
41280	Pueblo Bonito Bed & Breakfast	Santa Fe, NM	87501	Jun 1985	Jun 1985	18																																										
1744	The Lodge Of Santa Fe	Santa Fe, NM	87501	Nov 2005	Jun 1976	125	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
50069	Pecos Trail Inn	Santa Fe, NM	87505	Jun 1965	Jun 1965	23	Y																																									
22549	Residence Inn Santa Fe	Santa Fe, NM	87505	Jul 1986	Jul 1986	120		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
37083	Santa Fe Suites	Santa Fe, NM	87505	Jun 1998	Jun 1998	123																																										
			Total Properties:		7	427		○ - 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																																								

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