

## STATISTICS REPORT

MONTH	CURRENT		LAST YEAR		VAR	VAR		
	RMLR	STR	RMLR	STR	RMLR	STR		
OCCUPANCY								
City Wide	80.4%	80.6%		76.8%	76.1%		3.6%	4.5%
Downtown	87.6%	87.4%		81.2%	83.5%		6.4%	3.9%
Cerrillos Road	73.2%	73.9%		69.7%	69.1%		3.5%	4.8%
Periphery	79.5%			97.1%			-17.6%	
AVERAGE RATE								
City Wide	\$163.87	\$158.10		\$155.43	\$154.10		8.44	4.00
Downtown	\$219.95	\$213.70		\$208.31	\$209.41		11.64	4.29
Cerrillos Road	\$103.50	\$102.91		\$93.27	\$97.87		10.23	5.04
Periphery	\$144.58			\$130.96			13.62	
REVPAR								
City Wide	\$133.77	\$127.35		\$119.30	\$117.19		14.47	10.16
Downtown	\$192.75	\$186.83		\$169.13	\$174.89		23.62	11.94
Cerrillos Road	\$75.78	\$76.00		\$65.02	\$67.66		10.76	8.34
Periphery	\$114.91			\$103.64			11.27	
SHORT TERM RENTALS		# Units	Occ Rate	Avg Rate				
Total Available	2,132	63%	\$199.00					
County	521	60%	\$179.00					
City Wide	1,611	64%	\$205.00					
87501 Zip Code	1,058	61%	\$217.00					
Lodger's Tax ( September)		2019		2018				
Hotels	\$1,130,185		\$1,106,418		\$23,767			
Short Term Rentals	\$171,828		\$160,098		\$11,730			
Total	\$1,302,013		\$1,266,516		\$35,497			

YEAR TO DATE	CURRENT		LAST YEAR		VAR	VAR
	RMLR	STR	RMLR	STR	RMLR	STR
<b>OCCUPANCY</b>						
City Wide	72.0%	71.7%	72.4%	70.0%	-0.4%	1.7%
Downtown	77.6%	78.5%	76.3%	77.0%	1.3%	1.5%
Cerrillos Road	65.8%	65.2%	66.0%	63.4%	-0.2%	1.8%
Periphery	71.4%		74.7%		-3.3%	
<b>AVERAGE RATE</b>						
City Wide	\$148.31	\$142.57	\$144.49	\$138.41	\$3.82	\$4.16
Downtown	\$193.64	\$191.04	\$188.70	\$187.36	\$4.94	\$3.68
Cerrillos Road	\$94.58	\$93.41	\$87.73	\$88.92	\$6.85	\$4.49
Periphery	\$135.04		\$128.95		\$6.09	
<b>REVPAR</b>						
City Wide	\$106.76	\$102.25	\$104.60	\$96.96	\$2.16	\$5.29
Downtown	\$150.29	\$149.95	\$143.89	\$144.29	\$6.40	\$5.66
Cerrillos Road	\$62.21	\$60.89	\$57.86	\$56.40	\$4.35	\$4.49
Periphery	\$96.47		\$96.29		\$0.18	
<b>Lodger's Tax ( YTD thru Sept)</b>						
	2019		2018			
Hotels	\$8,132,983		\$7,905,784		\$227,199	
Short Term Rentals	\$1,640,118		\$1,362,779		\$277,339	
Total	\$9,773,101		\$9,268,563		\$504,538	