

## STATISTICS REPORT

MONTH	CURRENT RMLR	STR	LAST YEAR RMLR	STR	VAR RMLR	VAR STR
<b>OCCUPANCY</b>						
City Wide	51.8%	51.7%	47.5%	46.8%	4.3%	4.9%
Downtown	62.3%	61.6%	55.0%	56.9%	7.3%	4.7%
Cerrillos Road	42.9%	43.9%	37.9%	37.5%	5.0%	6.4%
Periphery	47.8%		48.8%		-1.0%	
<b>AVERAGE RATE</b>						
City Wide	\$114.06	\$110.80	\$110.10	\$109.13	\$3.96	\$1.67
Downtown	\$139.53	\$140.42	\$134.25	\$136.39	\$5.28	\$4.03
Cerrillos Road	\$74.65	\$72.75	\$71.11	\$71.44	\$3.54	\$1.31
Periphery	\$114.41		\$106.36		\$8.05	
<b>REVPAR</b>						
City Wide	\$59.10	\$57.26	\$52.30	\$51.12	\$6.80	\$6.14
Downtown	\$86.89	\$86.57	\$73.81	\$77.64	\$13.08	\$8.93
Cerrillos Road	\$32.00	\$31.92	\$26.93	\$26.82	\$5.07	\$5.10
Periphery	\$54.66		\$51.89		\$2.77	
<b>SHORT TERM RENTALS</b>						
Total Available	2,091	61%	\$202.00			
County	528	61%	\$190.00			
City Wide	1,563	61%	\$206.00			
87501 Zip Code	999	58%	\$218.00			
<b>Lodger's Tax (December)</b>						
Hotels	\$898,538		\$819,943		\$78,595	
Short Term Rentals	\$173,023		\$168,335		\$4,688	
Total	\$1,071,561		\$988,278		\$83,283	

YEAR TO DATE	VAR RMLR	VAR STR
<b>OCCUPANCY</b>		
City Wide	51.8%	51.7%
Downtown	62.3%	61.6%
Cerrillos Road	42.9%	43.9%
Periphery	47.8%	
<b>AVERAGE RATE</b>		
City Wide	\$114.06	\$110.80
Downtown	\$139.53	\$140.42
Cerrillos Road	\$74.65	\$72.75
Periphery	\$114.41	
<b>REVPAR</b>		
City Wide	\$59.10	\$57.26
Downtown	\$86.89	\$86.57
Cerrillos Road	\$32.00	\$31.92
Periphery	\$54.66	
<b>Lodger's Tax (YTD thru December)</b>		
Hotels	\$10,860,408	\$10,484,396
Short Term Rentals	\$2,127,204	\$1,809,415
Total	\$12,987,612	\$12,293,811