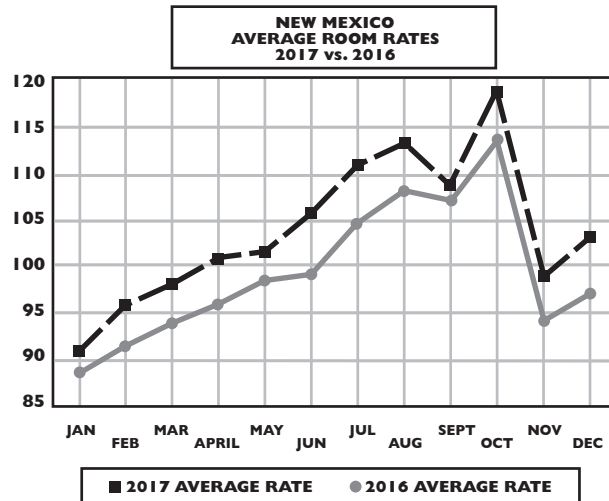
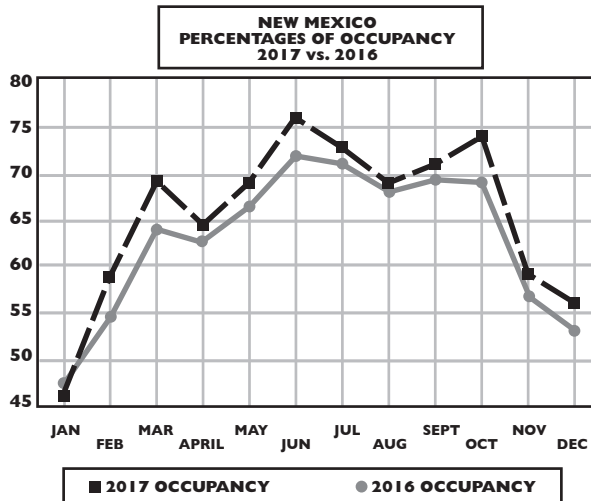


ROCKY MOUNTAIN LODGING REPORT

New Mexico Edition

December 2017

LOCATION	ROOM NIGHTS		OCC %	ADR	REVPAR	2017 YEAR-TO-DATE			2016 YEAR-TO-DATE		
	AVAILABLE	OCCUPIED				OCC %	ADR	REVPAR	OCC %	ADR	REVPAR
ALBUQUERQUE											
AIRPORT	41,602	24,800	59.6%	\$83.51	\$49.78	75.0%	\$89.55	\$67.19	72.3%	\$87.54	\$63.25
DOWNTOWN & MIDTOWN	91,263	43,967	48.2%	\$78.73	\$37.93	56.4%	\$90.99	\$51.36	53.6%	\$86.70	\$46.49
EAST	38,130	22,541	59.1%	\$98.92	\$58.48	73.4%	\$106.63	\$78.22	70.9%	\$102.50	\$72.70
WEST	22,513	11,410	50.7%	\$87.66	\$44.43	65.4%	\$97.10	\$63.46	63.9%	\$94.78	\$60.59
NORTH	<u>47,013</u>	<u>24,458</u>	<u>52.0%</u>	<u>\$85.50</u>	<u>\$44.48</u>	<u>67.7%</u>	<u>\$94.40</u>	<u>\$63.88</u>	<u>63.6%</u>	<u>\$91.82</u>	<u>\$58.44</u>
TOTAL	240,521	127,176	52.9%	\$85.34	\$45.13	65.1%	\$94.62	\$61.59	62.0%	\$91.28	\$56.64
SANTA FE											
DOWNTOWN	50,724	32,226	63.5%	\$190.50	\$121.03	71.3%	\$181.77	\$129.61	72.1%	\$177.27	\$127.84
CERRILLOS ROAD	40,190	20,031	49.8%	\$78.62	\$39.18	62.9%	\$81.41	\$51.21	61.6%	\$80.21	\$49.37
SANTA FE PERIPHERY	<u>22,844</u>	<u>14,525</u>	<u>63.6%</u>	<u>\$120.32</u>	<u>\$76.51</u>	<u>70.1%</u>	<u>\$117.80</u>	<u>\$82.63</u>	<u>75.3%</u>	<u>\$110.12</u>	<u>\$82.98</u>
TOTAL	113,758	66,781	58.7%	\$141.68	\$83.17	68.1%	\$135.85	\$92.53	68.8%	\$130.04	\$89.44
FARMINGTON											
	27,271	12,676	46.5%	\$81.80	\$38.02	62.9%	\$84.10	\$52.91	58.8%	\$84.49	\$49.69
LAS CRUCES											
	28,418	15,093	53.1%	\$84.20	\$44.72	62.5%	\$90.27	\$56.43	61.2%	\$87.55	\$53.57
SOUTHEAST NEW MEXICO (Artesia, Carlsbad, Clovis & Hobbs)											
	36,083	27,036	74.9%	\$112.72	\$84.46	74.3%	\$110.07	\$81.79	52.8%	\$115.97	\$61.20
TAOS											
	17,498	8,008	45.8%	\$140.54	\$64.31	56.4%	\$115.26	\$65.04	61.7%	\$105.55	\$65.11
OTHER NEW MEXICO											
	<u>29,268</u>	<u>15,376</u>	<u>52.5%</u>	<u>\$86.06</u>	<u>\$45.21</u>	<u>58.5%</u>	<u>\$80.95</u>	<u>\$47.36</u>	<u>51.7%</u>	<u>\$74.53</u>	<u>\$38.53</u>
TOTALS	492,817	272,146	55.2%	\$103.32	\$57.06	65.3%	\$104.63	\$68.37	62.3%	\$100.67	\$62.68



The Rocky Mountain Lodging Report is compiled by: EKS&H, PC in cooperation with the New Mexico Hospitality Association, Robert S. Benton & Associates, Inc. and W. R. Hopping & CO. Readers are advised that the above do not represent the data contained herein to be definitive. Neither should the contents of this publication be construed as a recommendation on policies or actions. This report is subject to copyright laws.

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ROCKY MOUNTAIN LODGING REPORT

Summary of Occupancy and Average Daily Room Rates for the State of New Mexico

	OCCUPANCY PERCENTAGE		AVERAGE DAILY RATE		REVENUE PER AVAILABLE ROOM	
	2017	2016	2017	2016	2017	2016
JANUARY	45.9%	46.6%	\$90.16	\$88.06	\$41.43	\$41.07
FEBRUARY	58.0%	54.2%	\$95.21	\$91.04	\$55.17	\$49.37
MARCH	68.9%	63.3%	\$97.96	\$93.81	\$67.50	\$59.38
APRIL	64.5%	62.9%	\$100.90	\$95.80	\$65.11	\$60.23
MAY	67.5%	65.5%	\$102.15	\$98.71	\$68.92	\$64.62
JUNE	75.9%	71.6%	\$105.13	\$101.05	\$79.77	\$72.31
JULY	72.8%	70.6%	\$111.19	\$105.49	\$80.96	\$74.51
AUGUST	69.6%	67.7%	\$113.04	\$108.47	\$78.62	\$73.42
SEPTEMBER	71.1%	67.7%	\$108.85	\$107.52	\$77.41	\$72.75
OCTOBER	74.7%	67.8%	\$118.46	\$114.41	\$88.54	\$77.55
NOVEMBER	59.2%	55.9%	\$98.63	\$95.45	\$58.35	\$53.40
DECEMBER	55.2%	51.9%	\$103.32	\$98.40	\$57.06	\$51.04
YEAR TO DATE	65.3%	62.3%	\$104.63	\$100.67	\$68.37	\$62.68