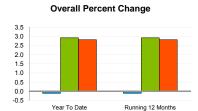
Tab 2 - Trend City Of Santa Fe, NM+

Santa Fe CVB For the Month of December 2017





Year To Date



			20	116								20)17							Year To Date			Running 12 Month	
Occupancy (%)	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2015	2016	2017	2015	2016	2017
This Year	82.5	83.7	80.2	77.2	57.3	57.5	40.1	50.5	69.5	62.8	70.7	79.3	79.4	78.4	77.1	75.5	54.8	57.2	64.3	66.4	66.3	64.3	66.4	66.3
Last Year	77.6	80.4	74.1	74.4	50.1	53.7	40.2	48.0	63.0	58.3	68.6	78.5	82.5	83.7	80.2	77.2	57.3	57.5	61.4	64.3	66.4	61.4	64.3	66.4
Percent Change	6.4	4.2	8.3	3.7	14.3	7.1	-0.4	5.2	10.3	7.7	3.1	1.0	-3.9	-6.4	-3.9	-2.2	-4.4	-0.6	4.7	3.3	-0.1	4.7	3.3	-0.1
4.5.5			20	16								20)17							Year To Date		1	Running 12 Month	15
ADR	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2015	2016	2017	2015	2016	2017
This Year	138.67	152.60	141.70	139.49	115.99	131.56	98.45	103.65	112.37	115.61	126.20	130.07	147.69	157.92	143.50	140.92	117.53	135.22	123.41	126.51	130.21	123.41	126.51	130.21
Last Year	135.21	153.32	134.54	136.44	111.68	124.16	98.17	101.16	106.72	111.89	120.73	121.70	138.67	152.60	141.70	139.49	115.99	131.56	121.09	123.41	126.51	121.09	123.41	126.51
Percent Change	2.6	-0.5	5.3	2.2	3.9	6.0	0.3	2.5	5.3	3.3	4.5	6.9	6.5	3.5	1.3	1.0	1.3	2.8	1.9	2.5	2.9	1.9	2.5	2.9
RevPAR			20	16								20	017							Year To Date		6	Running 12 Month	ıs
Nevi AN	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2015	2016	2017	2015	2016	2017
This Year	114.46	127.78	113.70	107.63	66.50	75.65	39.44	52.34	78.09	72.64	89.27	103.20	117.21	123.75	110.67	106.35	64.44	77.30	79.31	83.99	86.36	79.31	83.99	86.36
Last Year	104.89	123.23	99.69	101.51	56.00	66.64	39.48	48.55	67.24	65.27	82.81	95.58	114.46	127.78	113.70	107.63	66.50	75.65	74.33	79.31	83.99	74.33	79.31	83.99
Percent Change	9.1	3.7	14.1	6.0	18.7	13.5	-0.1	7.8	16.1	11.3	7.8	8.0	2.4	-3.2	-2.7	-1.2	-3.1	2.2	6.7	5.9	2.8	6.7	5.9	2.8
Supply			20	16								20	017							Year To Date		6	Running 12 Month	IS
Cuppiy	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2015	2016	2017	2015	2016	2017
This Year	146,475	146,475	141,630	146,351	141,630	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	1,728,456	1,724,137	1,700,890	1,728,456	1,724,137	1,700,890
Last Year	146,785	146,785	142,050	146,785	142,050	146,785	146,475	132,300	146,475	141,750	146,475	141,750	146,475	146,475	141,630	146,351	141,630	146,351	1,692,701	1,728,456	1,724,137	1,692,701	1,728,456	1,724,137
Percent Change	-0.2	-0.2	-0.3	-0.3	-0.3	-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	2.1	-0.2	-1.3	2.1	-0.2	-1.3
Demand				116									017							Year To Date			Running 12 Month	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2015	2016	2017	2015	2016	2017
This Year	120,900	122,647	113,648	112,917	81,196	84,157	58,632	66,747	101,708	87,467	101,747	110,442	114,150	112,715	107,352	108,547	76,324	82,233	1,110,772	1,144,627	1,128,064	1,110,772	1,144,627	1,128,064
Last Year	113,871	117,978	105,255	109,205	71,231	78,789	58,900	63,498	92,285	82,682	100,472	111,325	120,900	122,647	113,648	112,917	81,196	84,157	1,039,003	1,110,772	1,144,627	1,039,003	1,110,772	1,144,627
Percent Change	6.2	4.0	8.0	3.4	14.0	6.8	-0.5	5.1	10.2	5.8	1.3	-0.8	-5.6	-8.1	-5.5	-3.9	-6.0	-2.3	6.9	3.0	-1.4	6.9	3.0	-1.4
Revenue				116		_							017					_		Year To Date			Running 12 Month	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2015	2016	2017	2015	2016	2017
This Year	16,765,210	18,716,029	16,103,518	15,751,250	9,418,025	11,072,034	5,772,389	6,918,578	11,428,719	10,112,143	12,840,181	14,365,307	16,859,335	17,800,039	15,405,010	15,296,859	8,970,104	11,119,215	137,083,264	144,810,847	146,887,879	137,083,264	144,810,847	146,887,879
Last Year	15,395,969	18,087,988	14,160,643	14,900,283	7,955,127	9,782,372	5,782,411	6,423,266	9,848,425	9,251,697	12,130,173	13,548,809	16,765,210	18,716,029	16,103,518	15,751,250	9,418,025	11,072,034	125,813,311	137,083,264	144,810,847	125,813,311	137,083,264	144,810,847
Percent Change	8.9	3.5	13.7	5.7	18.4	13.2	-0.2	7.7	16.0	9.3	5.9	6.0	0.6	-4.9	-4.3	-2.9	-4.8	0.4	9.0	5.6	1.4	9.0	5.6	1.4
Census %		•		16						•			017		0									
Census Props	Jul 56	Aug 56	56	Oct 56	56	Dec 56	Jan 56	56	Mar 56	Apr 55	May 55	Jun 55	Jul 55	Aug 55	55	Oct 55	55	Dec 55						
Census Props	4725	4725	4721	4721	4721	4721	4721	4721	4721	4640	4640	4640	55 4640	4640	4640	4640	55 4640							
% Rooms Participants	4725 81.1	4/25	81.1	4721	79.4	79.4	4721	78.9	78.9	4640	80.2	80.2	4640	4640	4640	4640	4640	4640 80.2						
70 Rooms Participants	01.1	01.1	01.1	19.4	19.4	/9.4	10.9	18.9	10.9	11.3	00.2	00.2	00.2	oU.2	oU.2	oU.2	00.2	00.2						

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Tab 3 - Response City Of Santa Fe, NM+

Santa Fe CVB

For the Month of December 2017

								2015	5						20	16						2	017						
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date		Chg in Rms		с м	•	мц		6	0 N	D J	FN		L N				р.	E	ма	M		A 5		ND
	Closed - Fairmont Heritage Place El Corazon De Santa Fe		87501	Jan 2016	Nov 2011	Rooms 0	Y	• •		•	IVI J	• •	•			FIV		VI J	JA	. 5 .		υ.	, F			<u> </u>	AB	, 0	
	Closed - Independent Territorial Inn @ The Marcy	Santa Fe, NM	87501	Dec 2010		0	Ŷ																			10			
	Closed - Independent The Hacienda @ Hotel Santa Fe	Santa Fe, NM	87501	Jan 2016	Jan 2007	0	Y	• •	•	• •	•	• •	• •		•														
	Closed Alexanders Inn	Santa Fe, NM	87501	Aug 2001	Jun 1903	0	Y																						
	Closed Casa Pueblo Inn	Santa Fe, NM	87501	Feb 2009	Jun 1998	0	Y																						
	Closed Otra Vez En Sante Fe	Santa Fe, NM	87501	Jun 1982	Jun 1930	0	Y								_									_		_			
	Closed Pueblo Hermosa	Santa Fe, NM	87501	Aug 1994	0.014	0	Y																						
	Drury Plaza Hotel Santa Fe El Paradero Bed & Breakfast Inn	Santa Fe, NM Santa Fe, NM	87501 87501	Aug 2014	Aug 2014	182 15		• •	•	• •	••	• •	•	• •	•	• •	• •	•	• •	• •	•	• •	•	• •	•		• •	•	, •
	El Paradero Bed & Breaklast IIII Eldorado Hotel	Santa Fe, NM	87501	Sep 2004	Mar 1986	219																							
	Fort Marcy Hotel Suites	Santa Fe, NM	87501	Jun 1973	Jun 1973	88	Y			• •		• •				•••			•••			•••	•	•••		, .			
	Garrett's Desert Inn	Santa Fe, NM	87501	May 1989	Jun 1966	83	•	0																					
	Hilton Santa Fe	Santa Fe, NM	87501	Jan 1973	Jan 1973	158				• •		• •	•			• •		•	• •				•	• •	•		• •	•	
	Hotel Chimayo de Santa Fe	Santa Fe, NM	87501	Jun 2000	Jun 1990	56		• •	•	• •	• •	• •	• •	• •	• •	• •	• •	•	• •	• •	•	• •	•	• •	•	• •	• •	•	
	Hotel Santa Fe	Santa Fe, NM	87501	Apr 1991	Apr 1991	162	Y	• •	•	• •	• •	• •	•	•	•	• •	• •	•	• •	• •	•	• •	•	• •	•		• •	•	•
	Hotel St Francis	Santa Fe, NM	87501	Jun 1923	Jun 1923	79	Y	• •	•	• •	• •	• •	•	• •	•	• •	• •	•	• •	• •	•	• •	•	• •	•		• •	•	
	Inn & Spa @ Loretto	Santa Fe, NM	87501	Apr 2016	May 1975	136	Y	• •	•	• •	•	• •	• •	• •	•	• •	• •	•	• •	• •	•	• •	•	•	•	• •	• •	•	•
	Inn @ Vanessie	Santa Fe, NM	87501	Jun 2012	Jun 2012	18																							
	Inn Of The Governors	Santa Fe, NM	87501	Jun 1965	Jun 1965	100		0 0	0	0 0	0	0 0	0 0		0	0 0	0 0	0	0 0	0 0	0	0 0	0	0 0	0 0	0 0	0 0	0 1) 0
	Inn On The Alameda Inn On The Paseo	Santa Fe, NM	87501 87501	Jun 1986	Jun 1986	72 18		• •	•	• •	••	• •	• •	• •	•	• •	• •	•	• •	• •	•	• •	•	• •	•		• •	•	, •
	Inn On The Paseo La Fonda On the Plaza	Santa Fe, NM Santa Fe, NM	87501 87501	Jun 1991 Jun 1922	Jun 1991 Jun 1922	18	Y																						
	La Polida On the Plaza	Santa Fe, NM	87501	Jun 1922	Jun 1922	63	Y	• •	•	• •		• •	• •		••	•••	• •	•	•••	••	•	•••	•	•••	•		•••	•	•
	Luxx Boutique Hotel	Santa Fe, NM	87501	Jun 2010	Jun 2010	16																							
	Motel 6 Santa Fe Plaza Downtown	Santa Fe, NM	87501	May 2010	5011 2010	48							• •										•		•				
	Old Santa Fe Inn	Santa Fe, NM	87501	Jun 2002	Jun 2002	43				-								-			-								
41280	Pueblo Bonito Bed & Breakfast	Santa Fe, NM	87501	Jun 1985	Jun 1985	18																							
	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																							
	Santa Fe Sage Inn	Santa Fe, NM	87501	Jun 1984	Jun 1984	145	Y	0 0	0	0 0		0 0	0	0 0	0	0 0	0 0	0	0 0	0 0	0	0 0	0	0 0	0	зo	• •	•	
	The Inn Of The Five Graces	Santa Fe, NM	87501	Jun 1996	Jun 1996	24		0 0	0	0 0	0	0 0	0 0	0 0	0	0 0	0 0	0	0 0	0 0	0	0							
	The Lodge Of Santa Fe	Santa Fe, NM	87501	Nov 2005	Jun 1976	125	Y	• •	•	• •	• •	• •	• •	• •	•	• •	• •	•	• •	• •	•	• •	•	• •	•		• •	•	, •
	Tribute Portfolio La Posada De Santa Fe	Santa Fe, NM	87501	Oct 2016	Jun 1940 Feb 1994	157	Y	• •	•	• •	•	• •	• •	• •	•	• •	• •	•	• •	• •	•	• •	•	• •	•	•	• •	•	, •
	Villas De Santa Fe Americas Best Value Inn Lamplighter Inn Of Santa Fe	Santa Fe, NM Santa Fe, NM	87501 87505	Feb 1998 Jan 2006	Jun 1962	105 80																							
	Closed Cactus Lodge Motel	Santa Fe, NM Santa Fe, NM	87505	Jul 2005	Jun 1962	08	Y																						
	Closed Warren Inn	Santa Fe, NM	87505	Jun 2005		0	Y																						
	El Rey Inn	Santa Fe, NM	87505	Jun 1930	Jun 1930	86	Ý	0.0	0	0 0	0	0 0	0.0		0	0 0	0.0	0					•				• •		
	Fairfield Inn & Suites Santa Fe	Santa Fe, NM	87505	Feb 2018	Aug 1994	0	Ý		•	•		• •	•		•	• •		•		•			-				- I		
	Inn @ Santa Fe	Santa Fe, NM	87505	Nov 2006	Nov 1998	99		• •	•	• •	• •	• •	• 0	0 0	0	0 0	0 0	0	0 0	0 0	0	0 0	0	0 0	0 0	0 0	0 0	0	0 0
66141	Inn Of The Turquoise Bear	Santa Fe, NM	87505	Jun 1996	Jun 1996	11																							
	Kings Rest Court	Santa Fe, NM	87505			18																							
	Pecos Trail Inn	Santa Fe, NM	87505	Jun 1965	Jun 1965	23	Y																						
	Residence Inn Santa Fe	Santa Fe, NM	87505	Jul 1986	Jul 1986	120		• •	•	• •	•	• •	• •	• •	•	• •	• •	•	• •	• •	•	• •	•	• •	•	• •	• •	• •	, •
	Santa Fe Suites	Santa Fe, NM	87505	Jun 1998	Jun 1998	123																							
	Thunderbird Inn	Santa Fe, NM	87505			44									_						_			_		_			
	Western Scene Motel Closed Rancho Encantado	Santa Fe, NM Santa Fe, NM	87505 87506	Jan 2002	Jun 1932	32	Y																						
	Baymont Inn & Suites Santa Fe	Santa Fe, NM	87506	Jul 2002	Aug 1994	51	T V																						
	Baymont Init & Suites Santa Fe Best Western Plus Inn Of Santa Fe	Santa Fe, NM	87507	Apr 2015	Jun 1994	95	T																						
	Closed - Independent Adobe Inn & Studios	Santa Fe, NM	87507	Apr 2013	Jun 1981	0	Y					•••							•••			•••		• •					
	Comfort Inn Santa Fe	Santa Fe, NM	87507	Jul 1994	Jul 1994	83	Ŷ	• •		• •		• •	• •			• •	• •	•	• •	• •	•		•	• •	•		• •		
	Comfort Suites Santa Fe	Santa Fe, NM	87507	Apr 1996	Apr 1996	60		• •	•	• •		• •	•		•	• •	• •	•	• •	• •	•	• •	•	• •	•		• •	•	
	Courtyard Santa Fe	Santa Fe, NM	87507	May 1999	Apr 1985	209		• •	•	• •	• •	• •	• •	• •	• •	• •	• •	•	• •	• •	•	• •	•	• •	•	• •	• •	•	
4969	Days Inn Santa Fe New Mexico	Santa Fe, NM	87507	Jul 1997	Jun 1965	83		• •	•	• •	•	• •	• •		•	• •	• •	•	• •	• •	•	• •	•	• •	•		• •	•	
	Doubletree Santa Fe	Santa Fe, NM	87507	Dec 2011	May 1986	130		• •	•	• •	• •	• •	•	• •	•	• •	• •	•	• •	• •	•	• •	•	• •	•		• •	•	
	Econo Lodge Inn & Suites Santa Fe	Santa Fe, NM	87507	Dec 2012	Jun 1990	48	Y	• •	•	• •	•	• •	• •	• •	•	• •	• •	•	• •	• •	•	• •	•	• •	•	• •	• •	•	•
	Holiday Inn Express Santa Fe Cerrillos	Santa Fe, NM	87507	Dec 2004	Mar 1996	76		• •	•	• •	• •	• •	• •	• •	•	• •	• •	•	• •	• •	•	• •	•	• •	•		• •	• *	, •
	Hyatt Place Santa Fe	Santa Fe, NM	87507	May 2010		92		• •	•	• •	•	• •	•	•	•	• •	• •	•	• •	• •	•	• •	•	• •	•	•	• •	•	•
	La Quinta Inns & Suites Santa Fe	Santa Fe, NM	87507	Nov 1986	Nov 1986	131	Y	•	•	•	• •	• •	•	•	•	• •	• •	•	• •	• •	•	• •	•	• •	•	• •	• •	•	•
	Motel 6 Santa Fe Motel 6 Santa Fe	Santa Fe, NM Santa Fe, NM	87507 87507	Jan 1974 Nov 2012	Jan 1974 Jun 1995	104 76			•	•		• •	•			• •	•	•	• •	•	•	• •	•	• •	•		• •	•	
	Motel 6 Santa Fe Cerrillos Road South	Santa Fe, NM	87507	Dec 2006	3011 1995	118																		• •					
	Quality Inn Santa Fe	Santa Fe, NM	87507	Mar 2013	May 1987	98																							
	Silver Saddle Motel	Santa Fe, NM	87507	2013		25				-		-						-			-		-		-				-
	Super 8 Santa Fe	Santa Fe, NM	87507	Mar 1984	Mar 1984	87			•	•		• •	•		•	• •	•	•	• •	• •	•	• •	•	• •	•	• •	• •	•	
	Tranquilla Inn	Santa Fe, NM	87507		Jun 1990	47																							
																										_	-	_	

Tab 3 - Response City Of Santa Fe, NM+

Santa Fe CVB For the Month of December 2017

STR Code Name of Establishment City & State Zip Code Aff Date Open Date Rooms Rms J F M A M J J A N J J		2017	2016	20								
- Monthly and daily data received by STR	A J J A S O N D	A M J J A S O N D J F M A M	A M J J A S O N D J F M A	5		Open Date	Aff Date	Zip Code	City & State	Name of Establishment	ode	STR Code
			hly data received by STR	0	4640	67	rties:	Total Prope				
Blank - No data received by STR			hly and daily data received by STR	•								
			data received by STR	Bla								
Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report	report	a addition or drop during the time period of the re	in Rms) Property has experienced a room a	Y								

A blank row indicates insufficient data.

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	Cur	rency					Currer	nt Month	- December 20	17 vs Dece	ember 2016	5					
			Occ	%	AD	R	Revi	PAR		Percen	nt Change f	rom Decemb	oer 2016		Occ	%	A
	ISO Code	Rate	2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2017	2016	2017
Santa Fe, NM Downtown+	USD	1.00000000	64.2	65.8	187.29	180.82	120.16	118.95	-2.5	3.6	1.0	1.0	0.0	-2.5	72.8	71.9	177.68
Santa Fe, NM Cerrillos+	USD	1.00000000	50.8	50.0	79.34	78.19	40.27	39.11	1.5	1.5	3.0	-0.6	-3.4	-2.0	60.2	61.0	82.08
Santa Fe, NM Periphery+	USD	1.00000000															

			Yea	ir to Date - Dec	cember 2	2017 v	s Dece	mber 2016					Partici	pation	
Occ	%	A	DR	RevPA	R			Percent	Change from	n YTD 2016		Prop	erties	Roo	ms
2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample
72.8	71.9	177.68	175.70	129.36	126.32	1.3	1.1	2.4	2.4	0.0	1.3	23	12	2048	1559
60.2	61.0	82.08	79.64	49.42	48.61	-1.3	3.1	1.7	-1.1	-2.7	-4.0	27	20	2288	1919
												6	2	427	245

Tab 5 - Multi-Seg Raw Santa Fe CVB

For the Month of December 2017

	Cur	rency			Current	Month - I	December	2017 vs	December 2	2016			Y	ear to Da	ate - Decen	nber 2017	vs Decer	nber 2016		
				Supply			Demand			Revenue			Supply			Demand			Revenue	
	ISO Code	Rate	2017	2016	% Chg	2017	2016	% Chg	2017	2016	% Chg	2017	2016	% Chg	2017	2016	% Chg	2017	2016	% Chg
Santa Fe, NM Downtown+	USD	1.00000000	63,488	63,488	0.0	40,732	41,765	-2.5	7,628,803	7,552,100	1.0	747,520	747,520	0.0	544,253	537,411	1.3	96,701,928	94,424,423	2.4
Santa Fe, NM Cerrillos+	USD	1.00000000	70,928	73,439	-3.4	35,998	36,732	-2.0	2,856,072	2,872,096	-0.6	842,410	865,657	-2.7	507,196	528,323	-4.0	41,629,042	42,077,720	-1.1
Santa Fe, NM Periphery+	USD	1.00000000																		

Tab 6 - Multi Running Santa Fe CVB

Santa Fe CVB For the month of: December 2017

For the month of: December 2017

	Cur	rrency					Running	3 Month	- December	2017 vs De	cember 20	16							Runni	ng 12 Month - I	Decembe	er 2017	vs December	2016				Partici	pation	
			Occ	%	AD	R	RevF	PAR		Percer	t Change	from Decem	ber 2016		Í	Occ ⁴	%	A	DR	RevPA	R		Perce	nt Change fro	m YTD 2016		Prope	erties	Roo	oms
	ISO Code	Rate	2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold		2017	2016	2017	2016	2017	2016	Occ	ADR RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample
Santa Fe, NM Cerrillos+	USD	1.00000000	54.1	55.4	79.62	78.80	43.11	43.69	-2.4	1.0	-1.3	-4.7	-3.4	-5.7	Í	60.2	61.0	82.08	79.64	49.42	48.61	-1.3	3.1 1.	7 -1.1	-2.7	-4.0	27	20	2,288	1,919
Santa Fe, NM Downtown+	USD	1.00000000	71.7	72.9	179.89	178.94	129.00	130.46	-1.6	0.5	-1.1	-1.1	0.0	-1.6		72.8	71.9	177.68	175.70	129.36	126.32	1.3	1.1 2	4 2.4	0.0	1.3	23	12	2,048	1,559
Santa Fe, NM Periphery+	USD	1.00000000																									6	2	427	245

A blank row indicates insufficient data.

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