Tab 2 - Trend City Of Santa Fe, NM+ Santa Fe CVB For the Month of March 2018

Overall Percent Change Monthly Percent Change 5.0 20 4.0 15 3.0 10 2.0 5 1.0 0 0.0 -5 -1.0 -10 -2.0 Year To Date Oct Sep Oct Running 12 Months Nov Dec Jar Feb Mai Apr May Jun Jul Aug Nov Dec Jan Feb Mar Occupancy ----ADR ■Occupancy ■ADR ■RevPAR 2016 2017 2018 Year To Date Running 12 Months Occupancy (%) Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar 2016 2017 2018 2016 2017 2018 This Year 77.2 57.3 57.5 39.9 50.4 69.4 62.8 70.7 79.3 79.4 78.4 77.1 75.5 54.8 57.2 42.7 49.6 69.4 50.5 53.3 54.1 64.1 67.1 66.5 Last Year 74.4 50.1 53.7 40.1 48.0 63.0 58.3 68.6 78.5 82.5 83.7 80.2 77.2 57.3 57.5 39.9 50.4 69.4 51.3 50.5 53.3 62.0 64.1 67.1 Percent Change 3.7 14.3 7.1 -0.5 5.0 10.1 7.7 3.1 1.0 -3.9 -6.4 -3.9 -2.2 -4.4 -0.6 6.9 -1.5 0.1 -1.7 5.7 1.4 3.4 4.7 -0.9 2016 2017 2018 Year To Date Running 12 Months ADR Oct Nov Dec Jan Feb Mar Apr Мау Jun .tul Aug Sep Oct Nov Der Jan Feb Mar 2016 2017 2018 2016 2017 2018 This Year 139.49 115.99 131 56 98.53 103.76 112 38 115.61 126.20 130.07 147 69 157 92 143 50 140.92 117 53 135.22 100.43 107.00 115.10 102.69 106 27 108 79 123.99 126.96 130.68 Last Year 136.44 111.68 124.16 98.02 101.16 106.72 111.89 120.73 121.70 138.67 152.60 141.70 139.49 115.99 131.56 98.53 103.76 112.38 100.18 102.69 106.27 121.05 123.99 126.96 Percent Change 2.2 3.9 6.0 0.5 2.6 5.3 3.3 4.5 6.9 6.5 3.5 1.3 1.0 1.3 2.8 1.9 3.1 2.4 2.5 3.5 2.4 2.4 2.4 2.9 2017 Year To Date 2016 2018 **Running 12 Months** RevPAR Oct Mar Jul Mar 2016 2017 2018 2016 2017 2018 Nov Dec Jan Feb Apr May Jun Aug Sep Oct Nov Dec Jan Feb This Year 107.63 66.50 75.65 39.35 52.26 77.96 72.64 89.27 103.20 117.21 123.75 110.67 106.35 64.44 77.30 42.87 53.11 79.89 51.81 56.66 58.81 79.42 85.18 86.87 Last Year 101.51 56.00 66.64 39.34 48.55 67.23 65.27 82.81 95.58 114.46 127.78 113.70 107.63 66.50 75.65 39.35 52.26 77.96 51.41 51.81 56.66 75.00 79.42 85.18 Percent Change 18.7 0.0 7.6 15.9 7.8 8.0 2.2 8.9 2.5 5.9 7.2 2.0 6.0 13.5 11.3 2.4 -3.2 -2.7 -1.2 -3.1 1.6 0.8 9.4 3.8 2016 2017 2018 Year To Date Running 12 Months Supply Oct Feb Mar Jul Dec 2016 2017 2018 2016 2017 2018 Nov Dec Jan Apr May Jun Aug Sep Oct Nov Jan Feb Mar 146,351 146,351 143,840 143,840 143,840 143,840 139,200 143,840 146,351 146,351 424,890 1,727,466 1,700,890 This Year 146,351 141,630 146,351 132,188 139,200 139,200 139,200 425,250 1,723,777 132,188 424,890 Last Year 146,785 142,050 146,785 146,475 132,300 146,475 141,750 146,475 141,750 146,475 146,475 141,630 146,351 141,630 146,351 146,351 132,188 146,351 426,240 425,250 424,890 1,708,330 1,727,466 1,723,777 Percent Change -1.7 1.1 -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 0.0 0.0 0.0 -0.2 -0.1 0.0 -0.2 -1.3 2017 Year To Date Running 12 Months 2016 2018 Demand Oct Feb Mar Dec 2016 2018 2017 2018 Nov Dec Jan Apr May Jun Jul Aug Sep Oct Nov Jan Feb Mar 2017 2016 This Year 84.157 101.524 87,467 101.747 110,442 107.352 108,547 82.231 101.586 214,560 229.668 1.106.575 1.156.497 1.130.643 112.917 81.196 58,447 66.582 114.150 112,715 76.324 62.469 65.613 226.553 Last Year 109.205 71.231 78,789 58,783 63.495 92.282 82.682 100.472 111.325 120.900 122.647 113.648 112.917 81.196 84.157 58,447 66.582 101.524 218,757 214,560 226.553 1.058.419 1.106.575 1.156.497 Percent Change 3.4 14.0 6.8 -0.6 4.9 10.0 5.8 1.3 -0.8 -5.6 -8.1 -5.5 -3.9 -6.0 -2.3 6.9 -1.5 0.1 -1.9 5.6 1.4 4.5 4.5 -2.2 2016 2017 2018 Year To Date Running 12 Months Revenue Oct Dec 2016 Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Jan Feb Mar 2017 2018 2016 2017 2018 This Year 15,751,250 9,418,025 11,072,034 5,758,671 6,908,315 11 408 927 10,112,143 12,840,181 14,365,307 16,859,335 17,800,039 15,405,010 15,296,859 8,970,104 11,119,523 6,273,771 7,020,469 11,692,232 22,032,811 24,075,913 24,986,472 137,201,327 146,832,658 147 754 973 Last Year 14,900,283 7,955,127 9,782,372 5,761,767 6,423,045 9,847,999 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 5,758,671 6,908,315 11,408,927 21,914,748 22,032,811 24,075,913 128,117,491 137,201,327 146,832,658 Percent Change 5.7 18.4 13.2 -0.1 7.6 15.9 9.3 5.9 6.0 0.6 -4.9 -4.3 -2.9 -4.8 0.4 8.9 1.6 2.5 0.5 9.3 3.8 7.1 7.0 0.6 2016 2017 2018 Census % Oct Nov Feb Mar Dec Feb Mar Dec Jan Apr May Jun Jul Aug Sep Oct Nov Jan

Census Rooms % Rooms Participants A blank row indicates insufficient data

Census Props

56

4721

79.4

56

4721

79.4

56

4721

79.4

56

4721

78.9

56

4721

78.9

56

4721

78.9

55

4640

77.3

55

4640

80.2

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55

4640

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80.2

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4640

80.2

Tab 3 - Response City Of Santa Fe, NM+

Santa Fe CVB

For the Month of March 2018

								2016							20)17								20	018									
STR Code	Name of Establishment	City & State	Zip Code		Open Date F	Rooms R	hg in Rms	JF	м	АМ	J.	J A	s c	D N			мА	м	J	JA	s	o	NC	Τ	F	м	A	м	J .	J /	4 ε	s (0 1	N
	Closed - Fairmont Heritage Place El Corazon De Santa Fe Closed - Independent Territorial Inn @ The Marcy	e Santa Fe, NM Santa Fe, NM	87501 87501	Jan 2016 Dec 2010	Nov 2011		Y Y																								-		1	-
	Closed - Independent The Hacienda @ Hotel Santa Fe	Santa Fe, NM	87501	Jan 2016	Jan 2007		Y																											d,
	Closed Alexanders Inn	Santa Fe, NM	87501	Aug 2001	Jun 1903		Ŷ																	17	1					T	Т	Т	Т	Т
	Closed Casa Pueblo Inn	Santa Fe, NM	87501	Feb 2009	Jun 1998	0	Y																											
43564	Closed Otra Vez En Sante Fe	Santa Fe, NM	87501	Jun 1982	Jun 1930	0	Y																	T							Т	Т	Т	Т
28288	Closed Pueblo Hermosa	Santa Fe, NM	87501	Aug 1994		•	Y																											
	Drury Plaza Hotel Santa Fe	Santa Fe, NM	87501	Aug 2014	Aug 2014	182		• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	•	•	•								_
	El Paradero Bed & Breakfast Inn	Santa Fe, NM	87501			15																			4									
	Eldorado Hotel	Santa Fe, NM	87501	Sep 2004	Mar 1986	219		• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	•	•	•			_	_	4	÷	4	4
	Fort Marcy Hotel Suites Garrett's Desert Inn	Santa Fe, NM	87501 87501	Jun 1973	Jun 1973	88 83	Y																		-				-		÷			4
	Hilton Santa Fe	Santa Fe, NM Santa Fe, NM	87501	May 1989 Jan 1973	Jun 1966 Jan 1973	158	_					-				-					-									-		÷	de.	
	Hotel Chimayo de Santa Fe	Santa Fe, NM	87501	Jun 2000	Jun 1990	56																							-		17			7
	Hotel Santa Fe	Santa Fe, NM	87501	Apr 1991	Apr 1991		Y																											
	Hotel St Francis	Santa Fe, NM	87501	Jun 1923	Jun 1923		Y						• •		•••							•											T	Т
	Inn & Spa @ Loretto	Santa Fe, NM	87501	Apr 2016	May 1975		Y	• •		•		•		•	• •	•	•	•	• •		•	•				•								
	Inn @ Vanessie	Santa Fe, NM	87501	Jun 2012	Jun 2012	18																	1	1.	1					T	T	Т	Т	Т
	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								
28283	Inn On The Alameda	Santa Fe, NM	87501	Jun 1986	Jun 1986	72	_	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	٠	•	•				Т	T	Т	Т	Т
	Inn On The Paseo	Santa Fe, NM	87501	Jun 1991	Jun 1991	18																												
	La Fonda On the Plaza	Santa Fe, NM	87501	Jun 1922	Jun 1922		Y	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	•	•	•								
	Las Palomas	Santa Fe, NM	87501				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		48		• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	•	•	•					40			
	Old Santa Fe Inn	Santa Fe, NM	87501	Jun 2002	Jun 2002	43				_					_		_								_	1			_	_	4	4	4	4
	Pueblo Bonito Bed & Breakfast	Santa Fe, NM	87501	Jun 1985	Jun 1985	18																							-		42			4
	Rosewood Inn Of The Anasazi Santa Fe Motel & Inn	Santa Fe, NM Santa Fe, NM	87501 87501	Oct 2005 Jun 1950	Jul 1991 Jun 1950	58 23	_	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	•	•	•			-		-	de la		d.
	Santa Fe Sage Inn	Santa Fe, NM	87501	Jun 1984	Jun 1984		Y	0 0	0.0		0 0	0	0 0	0	0 0	0	0 0	0	0										-					۳
	The Inn Of The Five Graces	Santa Fe, NM	87501	Jun 1996	Jun 1996	24	T	0 0	0 0	0	0 0		0 0		0 0	0	0 0	0	0 0	•	•	• •		•		•						de la		÷.
	The Lodge Of Santa Fe	Santa Fe, NM	87501	Nov 2005	Jun 1976		Y	• •			• •		• •		•			•	• •		•	•				•							T	Т
	Tribute Portfolio La Posada De Santa Fe	Santa Fe, NM	87501	Oct 2016	Jun 1940		Y	• •	• •	•		•	• •	•	• •	•		•	• •		•	•		•	•	•								
	Villas De Santa Fe	Santa Fe, NM	87501	Feb 1998	Feb 1994	105																	1	1.	1					T	T	Т	Т	Т
3201	Americas Best Value Inn Lamplighter Inn Of Santa Fe	Santa Fe, NM	87505	Jan 2006	Jun 1962	80																												
23918	Closed Cactus Lodge Motel	Santa Fe, NM	87505	Jul 2005		0	Y																	T							Т	Т	Т	Т
16156	Closed Warren Inn	Santa Fe, NM	87505	Jun 2001		•	Y																											
	El Rey Inn	Santa Fe, NM	87505	Jun 1930	Jun 1930	00	Y	0 0	0 0	0	•	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	•	•	•								
	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								
	Inn Of The Turquoise Bear	Santa Fe, NM	87505	Jun 1996	Jun 1996	11									_		_								_				_	_	1	1	4	4
	Kings Rest Court	Santa Fe, NM	87505			18																			4									
	Pecos Trail Inn	Santa Fe, NM	87505	Jun 1965	Jun 1965		Y													_	_				-	1			-	-	-	÷	÷	4
	Residence Inn Santa Fe	Santa Fe, NM	87505	Jul 1986	Jul 1986	120		• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	•	•	•	•	•			-		42			4
	Santa Fe Suites Thunderbird Inn	Santa Fe, NM Santa Fe, NM	87505 87505	Jun 1998	Jun 1998	123 44	_																							-		÷	de.	
	Western Scene Motel	Santa Fe, NM	87505			32																							-		17			7
	Closed Rancho Encantado	Santa Fe, NM	87506	Jan 2002	Jun 1932		Y																								di s			
	Baymont Inn & Suites Santa Fe	Santa Fe, NM	87507	Jul 2015	Aug 1994		Y					•						•	• •		•	•				•							T	Т
	Best Western Plus Inn Of Santa Fe	Santa Fe, NM	87507	Apr 2011	Jun 1990	95		• •		•		•		•	• •	•	• •	•	•		•	•		•	•	•								
	Closed - Independent Adobe Inn & Studios	Santa Fe, NM	87507	Apr 2013	Jun 1981		Y																		T						Т	T	Т	1
	Comfort Inn Santa Fe	Santa Fe, NM	87507	Jul 1994	Jul 1994		Y	• •	• •	•	• •	•	• •	•	• •	•	• •	•	•		•	•	•	•	•	•								
32594	Comfort Suites Santa Fe	Santa Fe, NM	87507	Apr 1996	Apr 1996	60		• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	•	•	•	•	•				T	Т	Т	Т	Т
	Courtyard Santa Fe	Santa Fe, NM	87507	May 1999	Apr 1985	209		• •	• •	•	• •	•	• •	•	• •	•	• •	•	•	•	•	•	•	•	•	•								
	Days Inn Santa Fe New Mexico	Santa Fe, NM	87507	Jul 1997	Jun 1965	83		• •	• •	•	• •	•	• •	•	• •	•	• •	•	•	•	•	•	•	•	•	•								
	Doubletree Santa Fe	Santa Fe, NM	87507		May 1986	130		• •	• •	•	• •	•	• •	•	• •	•	• •	•	•	•	•	•	•	•	•	•								
	Econo Lodge Inn & Suites Santa Fe	Santa Fe, NM	87507			48	Y	• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	•	•	•								
	Fairfield Inn & Suites Santa Fe	Santa Fe, NM	87507	Jan 2018	Aug 1994	81	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	Y	• •	• •	•	•	•	•••	•	• •	•	•	•	• •	•	•	• •	•	•	•	•					-			
	La Quinta Inns & Suites Santa Fe Motel 6 Santa Fe	Santa Fe, NM	87507 87507	Nov 1986 Jan 1974			r	• •	• •	•	• •	•	• •	•	• •	•	• •	•	•		•	• •		•	•	•								
	Motel 6 Santa Fe	Santa Fe, NM Santa Fe, NM	87507 87507	Jan 1974 Nov 2012	Jan 1974 Jun 1995	104 76					• •	•	• •		•	•			•		•	•		•							1		-	-
		Santa Fe, NM	87507	Dec 2006	Juli 1995	118											•	-																
	Motel 6 Santa Fe Cerrillos Road South		01001	Dec 2000								•				-									_		4	1.11			41			-
5945	Motel 6 Santa Fe Cerrillos Road South			Mar 2013	May 1987	98	1									1 • L																		
5945 16154	Quality Inn Santa Fe	Santa Fe, NM	87507	Mar 2013	May 1987	98 25		• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	•	•	•								ų,
5945 16154 28295				Mar 2013 Mar 1984	May 1987 Mar 1984	98 25 87		• •	• •	•	• •	•	• •	•	• •	•	• •	•	•	•	•	•		•	•	•					¢.	÷.	÷	
5945 16154 28295 8750	Quality Inn Santa Fe Silver Saddle Motel	Santa Fe, NM Santa Fe, NM	87507 87507		Mar 1984	25		• •	• •	•	• •	•	• •	•	• •	•	•••	•	•	• •	•	•	•	•	•	•								

Tab 3 - Response City Of Santa Fe, NM+

Santa Fe CVB

For the Month of March 2018

					2016	2017	2018
STR Code	Name of Establishment	City & State	Zip Code Aff Da	te 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
					Blank - No data recei	ved by STR	
					Y - (Chq in Rms) Pr	operty has experienced a room addition or o	drop during the time period of the report

A blank row indicates insufficient data.

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					C	A Mansha B	March 2018 vs	March 204	7											
					Curren	t Wonth - N	warch 2016 vs	March 20	1											
	Occ	%	AD	R	RevP	AR	Percent Change from March 2017													
										Room										
	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Rev	Room Avail	Room Sold								
Santa Fe, NM Downtown+	77.8	76.2	152.39	149.08	118.54	113.60	2.1	2.2	4.3	4.3	0.0	2.1								
Santa Fe, NM Cerrillos+	61.5	63.0	76.36	75.62	46.95	47.65	-2.4	1.0	-1.5	-1.5	0.0	-2.4								
Santa Fe, NM Periphery+																				

			Participation												
Occ	%	A	DR	RevPA	R		Percen	t Change	from YT	D 2017		Prope	erties	Roo	ms
									Room						
2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Rev	Avail	Sold	Census	Sample	Census	Sample
64.1	62.0	140.32	137.07	89.92	84.98	3.4	2.4	5.8	5.8	0.0	3.4	23	12	2048	1559
45.2	45.6	71.80	71.12	32.45	32.46	-1.0	1.0	-0.0	-0.0	0.0	-1.0	28	21	2369	2000
												6	2	427	245

Tab 5 - Multi-Seg Raw Santa Fe CVB

For the Month of March 2018

			Cı	urrent Mo	hth - March	2018 vs Mai	rch 2017					Year	to Date -	March 2	018 vs Ma	rch 2017		
		Supply			Demand			Revenue			Demand			Revenue				
	2018	2017	% Chg	2018	2017	% Chg	2018	2017	% Chg	2018	2017	% Chg	2018	2017	% Chg	2018	2017	% Chg
Santa Fe, NM Downtown+	63,488	63,488	0.0	49,386	48,381	2.1	7,526,023	7,212,449	4.3	184,320	184,320	0.0	118,107	114,270	3.4	16,573,202	15,662,929	5.8
Santa Fe, NM Cerrillos+	73,439	73,439	0.0	45,156	46,280	-2.4	3,448,089	3,499,705	-1.5	213,210	213,210	0.0	96,364	97,328	-1.0	6,918,767	6,921,655	-0.0
Santa Fe, NM Periphery+																		

Tab 6 - Multi Running Santa Fe CVB

For the month of: March 2018

					Running	3 Month -	March 2018 v	s March 2	017							Runni	ing 12 Month -	March 201	8 vs Mare	ch 2017						Parti	cipation	
	Occ	%	AD	R	RevP	AR		Percer	nt Chang	e from Ma	arch 2017		Occ	%	А	DR	RevPA	R		Percent	Change	from YTI	D 2017		Proper	ties	Room	ns
	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Rev	Room Avail	Room Sold	2018	2017	2018	2017	2018	2017	Occ	ADR F	RevPAR	Rev	Avail	Sold	Census S	Sample	Census	Sample
Santa Fe, NM Cerrillos+	45.2	45.6	71.80	71.12	32.45	32.46	-1.0	1.0	-0.0	-0.0	0.0	-1.0	60.1	61.3	82.24	79.99	49.39	49.03	-2.0	2.8	0.7	-1.9	-2.6	-4.6	28	21	2,369	2,000
Santa Fe, NM Downtown+	64.1	62.0	140.32	137.07	89.92	84.98	3.4	2.4	5.8	5.8	0.0	3.4	73.3	73.3	178.12	175.33	130.56	128.46	0.0	1.6	1.6	1.6	0.0	0.0	23	12	2,048	1,559
Santa Fe, NM Periphery+																									6	2	427	245

A blank row indicates insufficient data.

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