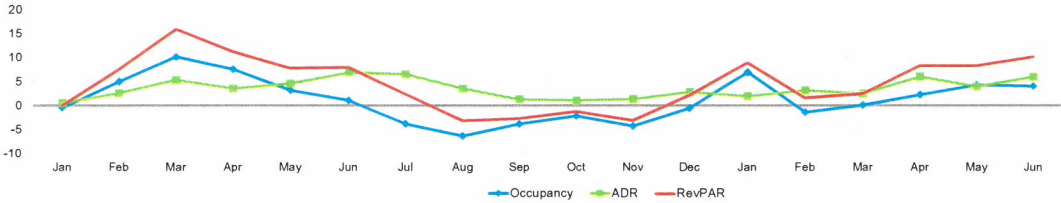


Tab 2 - Trend City Of Santa Fe, NM+

Santa Fe CVB
For the Month of June 2018

Currency: USD - US Dollar

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2017												2018																							
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun																		
	This Year	39.9	50.4	69.4	62.7	70.7	79.3	79.4	78.4	77.1	75.5	54.8	57.2	42.7	49.6	69.4	64.1	73.7	82.5																	
	Last Year	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	62.7	70.7	79.3																	
Percent Change																			-0.5	5.0	10.1	7.5	3.1	1.0	-3.9	-6.4	-3.9	-2.2	-4.4	-0.6	6.9	-1.5	0.0	2.2	4.2	4.0
ADR	2017												2018																							
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun																		
	This Year	98.53	103.76	112.38	115.80	126.23	130.07	147.69	157.92	143.63	140.92	117.53	135.22	100.43	107.00	115.14	122.73	131.14	137.84																	
	Last Year	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	115.80	126.23	130.07																	
Percent Change																			0.5	2.6	5.3	3.5	4.6	6.9	6.5	3.5	1.3	1.0	1.3	2.8	1.9	3.1	2.5	6.0	3.9	6.0
RevPAR	2017												2018																							
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun																		
	This Year	39.35	52.26	77.96	72.61	89.27	103.20	117.21	123.75	110.67	106.35	64.44	77.30	42.87	53.11	79.89	78.66	96.68	113.71																	
	Last Year	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	72.61	89.27	103.20																	
Percent Change																			0.0	7.6	15.9	11.2	7.8	8.0	2.4	-3.2	-2.7	-1.2	-3.1	2.2	8.9	1.6	2.5	8.3	8.3	10.2
Supply	2017												2018																							
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun																		
	This Year	146,351	132,188	146,351	139,200	143,840	139,200	143,840	139,200	143,840	139,200	143,840	146,351	146,351	132,188	146,351	141,630	146,351	141,630																	
	Last Year	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	139,200	143,840	139,200																	
Percent Change																			-0.1	-0.1	-0.1	-1.8	-1.8	-1.8	-1.8	-1.8	-1.7	-1.7	-1.7	-1.7	0.0	0.0	0.0	1.7	1.7	1.7
Demand	2017												2018																							
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun																		
	This Year	58,447	66,562	101,524	87,283	101,727	110,442	114,150	112,715	107,352	108,547	76,324	82,231	62,469	65,613	101,551	90,789	107,880	116,841																	
	Last Year	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	66,562	101,524	87,283	101,727	110,442																	
Percent Change																			-0.6	4.9	10.0	5.6	1.2	-0.8	-5.6	-8.1	-5.5	-3.9	-6.0	-2.3	6.9	-1.5	0.0	4.0	6.1	5.8
Revenue	2017												2018																							
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun																		
	This Year	5,758,671	6,908,315	11,408,927	10,107,150	12,841,256	14,365,477	16,859,335	17,800,039	15,405,010	15,296,859	8,970,104	11,119,523	6,273,771	7,020,489	17,692,212	11,140,489	14,148,805	16,105,398																	
	Last Year	5,761,767	6,423,045	9,847,099	9,251,897	12,130,173	13,548,809	16,765,210	16,716,029	16,103,518	15,751,250	9,416,025	11,072,034	5,758,671	6,908,315	11,408,927	10,107,150	12,841,256	14,365,477																	
Percent Change																			-0.1	7.6	15.9	9.2	5.9	6.0	0.6	-4.9	-4.3	-2.9	-4.8	0.4	8.9	1.6	2.5	10.2	10.2	12.1
Census %	2017												2018																							
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun																		
	Census Props	56	56	56	55	55	55	55	55	55	55	55	56	56	56	56	56	56																		
	Census Rooms	4721	4721	4721	4640	4640	4640	4640	4640	4640	4640	4640	4721	4721	4721	4721	4721	4721																		
% Rooms Participants																			78.9	78.9	78.9	77.3	80.2	80.2	80.2	80.2	80.2	80.2	80.2	80.2	80.6	80.6	80.6	80.6	80.6	80.6

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Santa Fe CVB
For the Month of June 2018

- - Monthly data received by STR
- - Monthly and daily data received by STR

Tab 3 - Response City Of Santa Fe, NM+

Santa Fe CVB
For the Month of June 2018

								2016				2017				2018																											
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	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 received by STR																																			
								Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report																																			

A blank row indicates insufficient data.

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Tab 4 - Multi-Segment

Currency: USD - US Dollar

Santa Fe CVB
For the month of: June 2018

	Currency		Current Month - June 2018 vs June 2017												Year to Date - June 2018 vs June 2017												Participation			
			Occ %		ADR		RevPAR		Percent Change from June 2017						Occ %		ADR		RevPAR		Percent Change from YTD 2017						Properties		Rooms	
	ISO Code	Rate	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample
Santa Fe, NM Downtown+	USD	1	88.1	81.7	188.96	180.65	166.42	147.59	7.8	4.6	12.8	12.8	0.0	7.8	72.6	69.5	162.23	155.54	117.85	108.13	4.5	4.3	9.0	9.0	0.0	4.5	23	12	2048	1559
Santa Fe, NM Cerrillos+	USD	1	77.1	76.5	89.83	84.60	69.28	64.70	0.8	6.2	7.1	10.9	3.5	4.4	55.7	55.3	78.51	75.75	43.74	41.89	0.7	3.6	4.4	6.2	1.7	2.5	28	21	2369	2000
Santa Fe, NM Periphery+	USD	1																								6	2	427	245	

Tab 5 - Multi-Seg Raw

Santa Fe CVB
For the Month of June 2018

	Currency		Current Month - June 2018 vs June 2017										Year to Date - June 2018 vs June 2017										
			Supply			Demand			Revenue				Supply			Demand			Revenue				
	ISO Code	Rate	2018	2017	% Chg	2018	2017	% Chg	2018	2017	% Chg	2018	2017	% Chg	2018	2017	% Chg	2018	2017	% Chg			
Santa Fe, NM Downtown+	USD	1	61,440	61,440	0.0	54,111	50,194	7.8	10,225,083	9,067,672	12.8				370,688	370,688	0.0	269,280	257,692	4.5	43,684,048	40,082,226	9.0
Santa Fe, NM Cerrillos+	USD	1	71,070	68,640	3.5	54,808	52,495	4.4	4,923,607	4,441,086	10.9				428,789	421,418	1.7	238,866	233,015	2.5	18,753,978	17,651,710	6.2
Santa Fe, NM Periphery+	USD	1																					

A blank row indicates insufficient data.

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