

Tab 4 - Multi-Segment

Irving TX CVB

For the month of: December 2018

	Current Month - December 2018 vs December 2017												Year to Date - December 2018 vs December 2017											
	Occ %		ADR		RevPAR		Percent Change from December 2017						Occ %		ADR		RevPAR		Percent Change from YTD 2017					
	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
United States	54.1	54.0	124.28	122.05	67.20	65.97	0.1	1.8	1.9	3.9	2.0	2.1	66.2	65.9	129.83	126.77	85.96	83.53	0.5	2.4	2.9	5.0	2.0	2.5
Texas	54.3	55.9	94.75	94.66	51.44	52.94	-2.9	0.1	-2.8	-0.1	2.8	-0.2	64.9	64.9	105.38	102.58	68.35	66.56	-0.0	2.7	2.7	5.6	2.9	2.8
Atlanta, GA	58.1	61.1	97.22	106.98	56.44	65.38	-5.0	-9.1	-13.7	-11.7	2.3	-2.8	70.1	70.0	109.80	107.13	76.94	75.01	0.1	2.5	2.6	4.5	1.9	2.0
Arlington, TX	64.5	59.7	95.58	88.74	61.63	52.95	8.1	7.7	16.4	16.3	-0.1	8.0	69.4	68.4	94.41	93.09	65.53	63.67	1.5	1.4	2.9	2.5	-0.4	1.1
Charlotte, NC-SC	56.6	57.9	103.94	104.34	58.84	60.44	-2.3	-0.4	-2.7	0.0	2.8	0.4	69.8	69.5	110.24	109.55	76.99	76.13	0.5	0.6	1.1	4.5	3.3	3.9
Fort Worth, TX+	58.0	58.2	94.31	90.15	54.69	52.44	-0.3	4.6	4.3	8.4	4.0	3.6	70.8	70.2	106.02	102.86	75.10	72.24	0.9	3.1	4.0	8.5	4.4	5.3
Frisco, TX+	56.9	55.0	128.33	123.57	73.04	67.97	3.5	3.9	7.5	7.5	0.0	3.5	68.3	67.3	141.76	136.92	96.81	92.21	1.4	3.5	5.0	22.0	16.2	17.9
Grapevine, TX+	68.5	70.2	193.54	189.53	132.64	133.03	-2.4	2.1	-0.3	6.9	7.2	4.7	75.2	77.0	183.38	177.97	137.97	137.07	-2.3	3.0	0.7	5.2	4.5	2.1
Irving, TX+	59.3	58.2	99.01	94.98	58.68	55.27	1.8	4.2	6.2	9.1	2.8	4.7	72.6	72.8	108.38	106.33	78.70	77.44	-0.3	1.9	1.6	2.9	1.2	0.9
Nashville, TN	58.8	59.7	131.48	131.83	77.28	78.75	-1.6	-0.3	-1.9	4.6	6.6	4.9	73.3	74.0	147.19	142.64	107.87	105.50	-0.9	3.2	2.2	8.0	5.7	4.7
Phoenix, AZ	60.0	59.2	109.93	107.90	65.90	63.89	1.2	1.9	3.1	4.3	1.1	2.4	69.7	67.7	129.78	126.87	90.42	85.87	2.9	2.3	5.3	7.9	2.4	5.4
San Jose, CA+	64.7	63.8	171.01	163.13	110.68	104.10	1.4	4.8	6.3	6.4	0.0	1.5	79.1	77.6	197.09	186.22	155.84	144.48	1.9	5.8	7.9	9.2	1.2	3.2

Competitive Set Comparison													
Actual Figures							Percent of Change from Last Year						
	Current Month			Year-To-Date				Current Month			Year-To-Date		
	OCC	ADR	RvPAR	OCC	ADR	RvPAR		OCC	ADR	RvPAR	OCC	ADR	RvPAR
US	54.1	124.28	67.20	66.2	129.83	85.96	US	0.1	1.8	1.9	0.5	2.4	2.9
Texas	54.3	94.75	51.44	64.9	105.38	68.35	Texas	-2.9	0.1	-2.8	0.0	2.7	2.7
Irving	59.3	99.01	58.68	72.6	108.38	78.70	Irving	1.8	4.2	6.2	-0.3	1.9	1.6
Best USA	Grpvine	Grpvine	Grpvine	SanJose	SanJose	SanJose	Best USA	Arlngtn	Arlngtn	Arlngtn	Phoenix	SanJose	SanJose
	68.5	193.54	132.64	79.1	197.09	155.84		8.1	7.7	16.4	2.9	5.8	7.9
Best Texas	Grpvine	Grpvine	Grpvine	Grpvine	Grpvine	Grpvine	Best Texas	Arlngtn	Arlngtn	Arlngtn	Arlngtn	Frisco	Frisco
	68.5	193.54	132.64	75.2	183.38	137.97		8.1	7.7	16.4	1.5	3.5	5.0
Worst USA	Charlotte	Ft Worth	Ft Worth	Frisco	Arlngtn	Arlngtn	Worst USA	Atlanta	Atlanta	Atlanta	Grpvine	Charlotte	Grpvine
	56.6	94.31	54.69	68.3	94.41	65.53		-5.0	-9.1	-13.7	-2.3	0.6	0.7
Worst Texas	Frisco	Ft Worth	Ft Worth	Frisco	Arlngtn	Arlngtn	Worst Texas	Grpvine	Grpvine	Grpvine	Grpvine	Arlngtn	Grpvine
	56.9	94.31	54.69	68.3	94.41	65.53		-2.4	2.1	-0.3	-2.3	1.4	0.7
Note: "Best" and "Worst" notations above refer to destinations within this competitive set only													

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Tab 6 - Multi-Segment Custom Sets+

Irving TX CVB

For the month of: December 2018

	Current Month - December 2018 vs December 2017												Year to Date - December 2018 vs December 2017											
	Occ %		ADR		RevPAR		Percent Change from December 2017						Occ %		ADR		RevPAR		Percent Change from YTD 2017					
	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room	Room	Room	Occ	ADR	RevPAR	Room	Room	Room	Occ	ADR	RevPAR	Room	Room	Room
										Rev	Avail	Sold				Rev	Avail	Sold				Rev	Avail	Sold
Irving, TX+	59.3	58.2	99.01	94.98	58.68	55.27	1.8	4.2	6.2	9.1	2.8	4.7	72.6	72.8	108.38	106.33	78.70	77.44	-0.3	1.9	1.6	2.9	1.2	0.9
Luxury/Full Service Irving+	54.1	52.1	136.02	132.48	73.62	69.07	3.8	2.7	6.6	10.3	3.5	7.4	70.8	69.3	148.07	147.27	104.86	102.00	2.3	0.5	2.8	3.4	0.6	2.8
All Suite/Extended Stay Irving+	63.7	61.2	87.23	86.11	55.55	52.67	4.1	1.3	5.5	8.1	2.5	6.7	75.1	75.9	94.10	93.30	70.70	70.84	-1.0	0.9	-0.2	1.1	1.3	0.2
Limited Service Irving+	57.7	61.4	101.69	93.14	58.63	57.22	-6.1	9.2	2.5	9.1	6.5	-0.0	72.8	76.0	111.02	105.45	80.80	80.16	-4.3	5.3	0.8	5.7	4.9	0.4
Budget Irving+	63.5	62.6	55.53	52.28	35.29	32.72	1.5	6.2	7.8	7.3	-0.5	1.0	72.1	72.6	57.21	56.02	41.23	40.69	-0.8	2.1	1.3	1.2	-0.1	-0.9
Las Colinas+	56.5	55.2	111.47	107.28	62.94	59.24	2.3	3.9	6.3	11.7	5.1	7.5	72.7	71.1	123.18	120.73	89.51	85.80	2.2	2.0	4.3	5.9	1.5	3.8
DFW North+	63.2	63.7	93.88	90.58	59.36	57.72	-0.8	3.6	2.8	2.7	-0.1	-0.9	76.8	77.7	105.42	103.30	80.96	80.30	-1.2	2.1	0.8	0.8	0.0	-1.2
DFW South+	58.8	56.0	88.49	84.16	52.01	47.09	5.0	5.1	10.4	13.7	2.9	8.1	67.9	69.7	90.75	90.22	61.61	62.85	-2.5	0.6	-2.0	0.3	2.3	-0.3
Full Service Las Colinas+	45.5	42.3	170.44	171.58	77.55	72.58	7.6	-0.7	6.8	16.1	8.7	16.9	66.7	62.4	182.31	182.48	121.68	113.89	6.9	-0.1	6.8	8.4	1.4	8.5
Limited Service Las Colinas+	63.4	63.0	84.56	81.24	53.65	51.19	0.7	4.1	4.8	8.0	3.0	3.7	76.2	76.3	91.98	90.25	70.12	68.85	-0.1	1.9	1.8	3.4	1.5	1.5
Full Service DFW North+	57.7	58.7	123.50	120.84	71.24	70.94	-1.7	2.2	0.4	0.4	0.0	-1.7	76.1	74.0	136.09	136.66	103.60	101.18	2.8	-0.4	2.4	2.4	0.0	2.8
Limited Service DFW North+	67.0	67.1	76.45	72.54	51.25	48.71	-0.2	5.4	5.2	5.0	-0.2	-0.4	77.3	80.3	84.79	82.29	65.51	66.05	-3.8	3.0	-0.8	-0.8	0.0	-3.7
Full Service DFW South+																								
Limited Service DFW South+	56.4	54.7	78.60	75.20	44.32	41.17	3.0	4.5	7.7	12.2	4.2	7.4	67.1	68.0	81.12	79.05	54.43	53.72	-1.3	2.6	1.3	4.7	3.3	2.0
ICC Comp Set No Boutiques+	56.4	52.4	136.05	133.78	76.69	70.06	7.6	1.7	9.5	9.5	0.0	7.6	73.7	71.2	150.37	149.48	110.89	106.37	3.6	0.6	4.2	4.2	0.0	3.6

AirBNB Data		Occ %		ADR		RevPAR		Percent Change from Prior Year						Occ %		ADR		RevPAR		Percent Change from Prior Year YTD							
		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
Entire Place		57.2	43.8	182.74	155.13	104.55	67.91	30.7	17.8	54.0	201.5	153.8	211.9	61.0	55.5	150.65	141.74	91.88	78.62	10.0	6.3	16.9	84.9	82.5	87.3		
Hotel Comparable		58.4	40.5	93.31	86.84	54.48	35.20	44.1	7.4	54.8	104.7	32.2	90.5	65.0	55.7	89.39	83.29	58.12	46.40	16.7	7.3	25.3	67.2	33.5	55.8		

Available Listings			
Entire Place	114	78	46.2
Private Room	150	118	27.1
Shared Room	33	22	50.0
Total Available Listings	297	218	36.2

Participation				
Properties		Rooms		
Census	Sample	Census	Sample	
Irving, TX+	85	71	12343	10591
Luxury/Full Service Irving+	15	13	4546	3946
All Suite/Extended Stay Irving+	32	31	3591	3484
Limited Service Irving+	14	14	1786	1786
Budget Irving+	24	13	2420	1375
Las Colinas+	30	29	4910	4574
DFW North+	25	23	3894	3746
DFW South+	30	19	3539	2271
Full Service Las Colinas+	7	7	1909	1909
Limited Service Las Colinas+	23	22	3001	2665
Full Service DFW North+	4	4	1581	1581
Limited Service DFW North+	21	19	2313	2165
Full Service DFW South+	4	2	1056	456
Limited Service DFW South+	26	17	2483	1815
ICC Comp Set No Boutiques+	5	5	2084	2084

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Irving, Texas & United States Comparison

December 2018

Irving	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	109.98	2.2%	109.98	2.2%	66.4%	-3.3%	66.4%	-3.3%	73.07	-1.2%	73.07	-1.2%
FEBRUARY	111.95	-0.1%	110.99	1.1%	74.4%	3.6%	70.2%	0.0%	83.26	3.4%	77.90	1.1%
MAR	107.92	0.5%	109.88	0.9%	76.5%	1.8%	72.4%	0.7%	82.58	2.3%	79.53	1.6%
APRIL	112.17	3.8%	110.50	1.6%	77.4%	1.7%	73.7%	1.0%	86.86	5.5%	81.42	2.7%
MAY	109.09	-1.5%	110.22	1.0%	74.5%	2.5%	73.8%	1.3%	81.26	0.9%	81.35	2.3%
JUNE	108.29	3.7%	109.85	1.4%	79.4%	4.6%	74.7%	1.8%	85.99	8.4%	82.10	3.2%
JULY	103.68	2.6%	108.92	1.5%	75.0%	2.0%	74.8%	1.8%	77.75	4.7%	81.43	3.4%
AUGUST	105.20	2.8%	108.47	1.7%	70.0%	-6.9%	74.1%	0.7%	73.64	-4.2%	80.42	2.4%
SEPTEMBER	109.03	2.3%	108.53	1.8%	74.4%	-3.1%	74.2%	0.3%	81.16	-0.9%	80.51	2.1%
OCTOBER	115.66	4.1%	109.30	2.1%	78.2%	-1.1%	74.6%	0.1%	90.47	2.9%	81.53	2.2%
NOVEMBER	109.19	1.5%	109.12	1.8%	67.4%	-5.2%	73.7%	-0.6%	73.62	-3.7%	80.46	1.2%
DECEMBER	99.01	4.2%	108.38	1.9%	59.3%	1.8%	72.6%	-0.3%	58.68	6.2%	78.70	1.6%
12 mo. rolling averages:												
	ADR	108.57	2.1%		Occupancy	72.7%	-0.2%		RevPAR	78.92	1.9%	

Texas	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	101.95	3.8%	101.95	3.8%	59.1%	6.1%	59.1%	6.1%	60.23	10.1%	60.23	10.1%
FEBRUARY	106.30	-1.8%	104.16	0.8%	66.3%	4.0%	62.5%	5.0%	70.50	2.1%	65.11	5.9%
MAR	112.60	4.2%	107.35	2.1%	71.9%	3.4%	65.8%	4.4%	80.98	7.8%	70.60	6.6%
APRIL	111.03	7.0%	108.31	3.4%	68.3%	2.5%	66.4%	3.9%	75.87	9.7%	71.92	7.4%
MAY	106.90	4.2%	108.04	3.6%	66.4%	3.7%	66.4%	3.9%	70.98	8.1%	71.74	7.6%
JUNE	105.36	4.9%	107.57	3.8%	70.6%	4.6%	67.1%	4.0%	74.34	9.8%	72.17	7.9%
JULY	102.21	3.8%	106.77	3.8%	67.9%	2.6%	67.2%	3.8%	69.44	6.5%	71.76	7.7%
AUGUST	100.25	4.9%	106.03	3.9%	64.0%	1.1%	66.8%	3.4%	64.13	6.0%	70.83	7.5%
SEPTEMBER	105.16	0.1%	105.96	3.5%	62.0%	-11.7%	66.3%	1.6%	65.20	-11.6%	70.22	5.2%
OCTOBER	111.48	1.2%	106.52	3.2%	66.4%	-6.4%	66.3%	0.7%	74.08	-5.3%	70.62	3.9%
NOVEMBER	102.84	0.0%	106.21	2.9%	61.7%	-5.0%	65.9%	0.2%	63.44	-5.0%	69.94	3.1%
DECEMBER	94.75	0.1%	105.38	2.7%	54.3%	-2.9%	64.9%	0.0%	51.44	-2.8%	68.35	2.7%

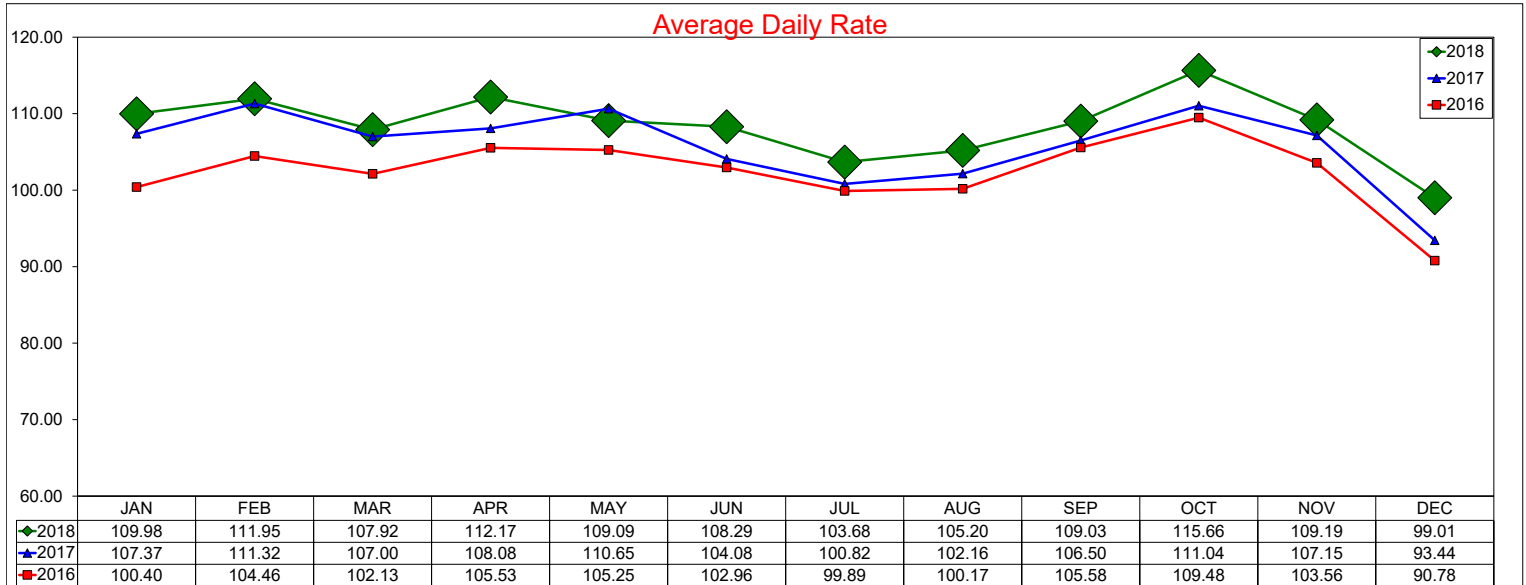
USA	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	123.33	2.0%	123.33	2.0%	54.5%	0.9%	54.5%	0.9%	67.17	2.9%	67.17	2.9%
FEBRUARY	126.38	2.3%	124.88	2.2%	61.7%	1.2%	57.9%	1.0%	78.02	3.5%	72.30	3.2%
MAR	131.56	3.0%	127.37	2.5%	68.5%	0.9%	61.6%	0.9%	90.17	3.9%	78.46	3.5%
APRIL	130.33	3.3%	128.19	2.7%	67.9%	0.9%	63.2%	0.9%	88.54	4.2%	81.00	3.7%
MAY	129.90	2.6%	128.57	2.7%	68.2%	0.7%	64.2%	0.8%	88.59	3.3%	82.57	3.6%
JUNE	132.66	2.8%	129.36	2.7%	74.5%	1.7%	65.9%	1.0%	98.85	4.6%	85.29	3.8%
JULY	133.44	2.0%	130.06	2.6%	73.6%	-0.2%	67.1%	0.8%	98.17	1.8%	87.22	3.5%
AUGUST	130.71	2.3%	130.24	2.6%	71.4%	1.2%	67.6%	0.8%	93.37	3.5%	88.07	3.5%
SEPTEMBER	131.00	1.9%	130.37	2.5%	68.0%	-2.1%	67.7%	0.5%	89.10	-0.3%	88.22	3.1%
OCTOBER	133.81	2.7%	130.75	2.6%	69.9%	0.8%	67.9%	0.5%	93.55	3.5%	88.78	3.1%
NOVEMBER	124.22	1.2%	130.23	2.5%	61.7%	0.4%	67.3%	0.5%	76.69	1.6%	87.71	3.0%
DECEMBER	124.28	1.8%	129.83	2.4%	54.1%	0.1%	66.2%	0.5%	67.20	1.9%	85.96	2.9%

Note: The "Change %" column refers to the change from the prior year's figure.

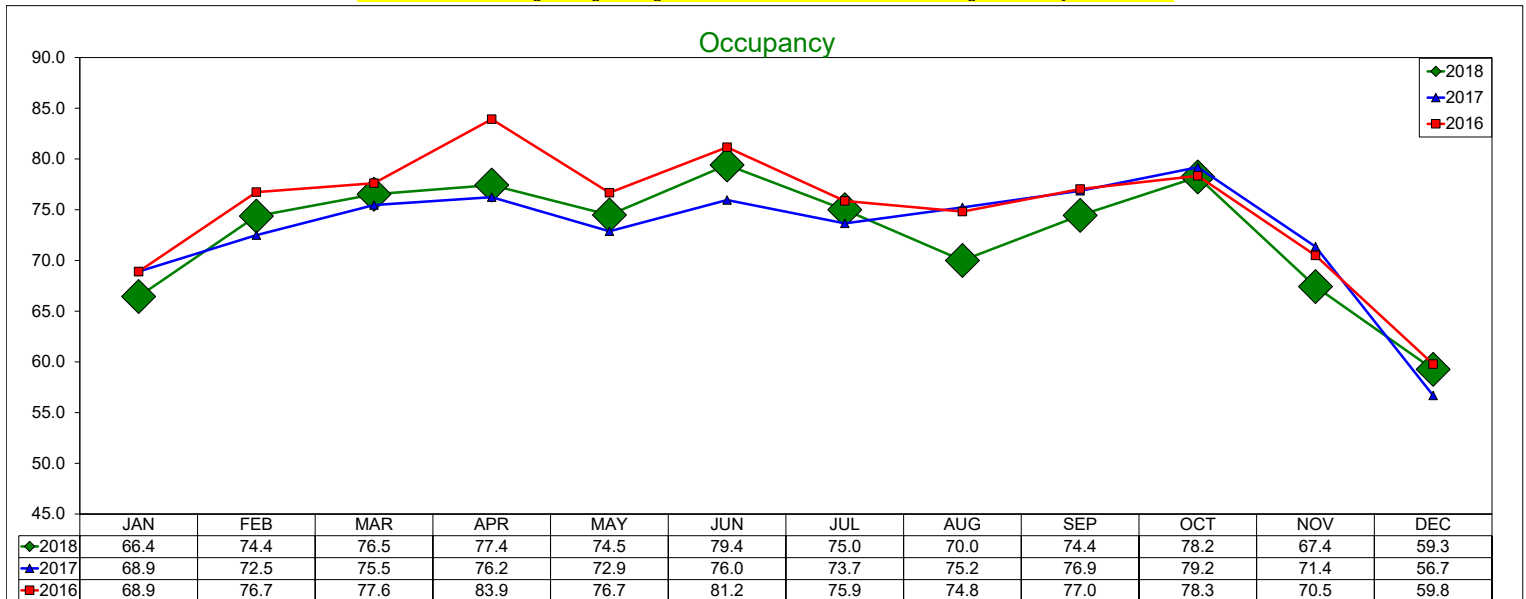
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Three Year Comparison - CITY OF IRVING - ALL PROPERTIES

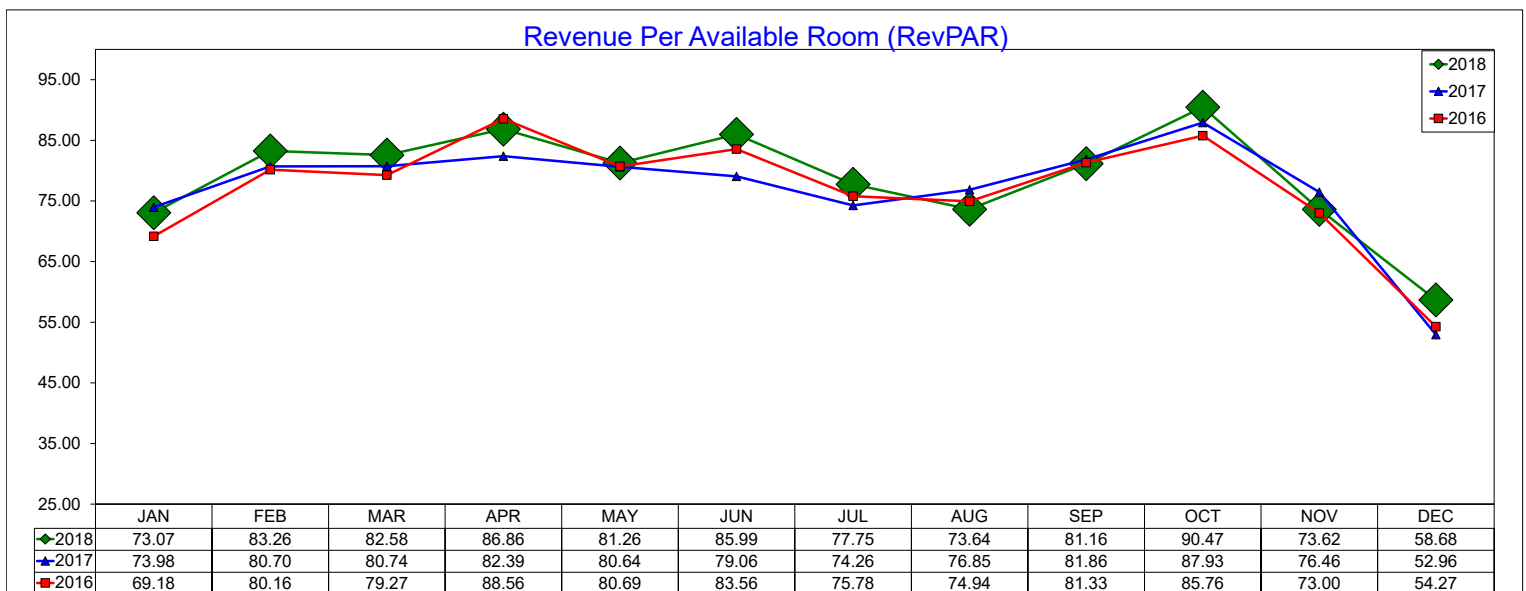
December 2018



12 month ADR Rolling Average through December 2018 is \$108.57 with a change from last year of 2.1%



12 month Occupancy Rolling Average through December 2018 is 72.69% with a change from last year of -0.2%



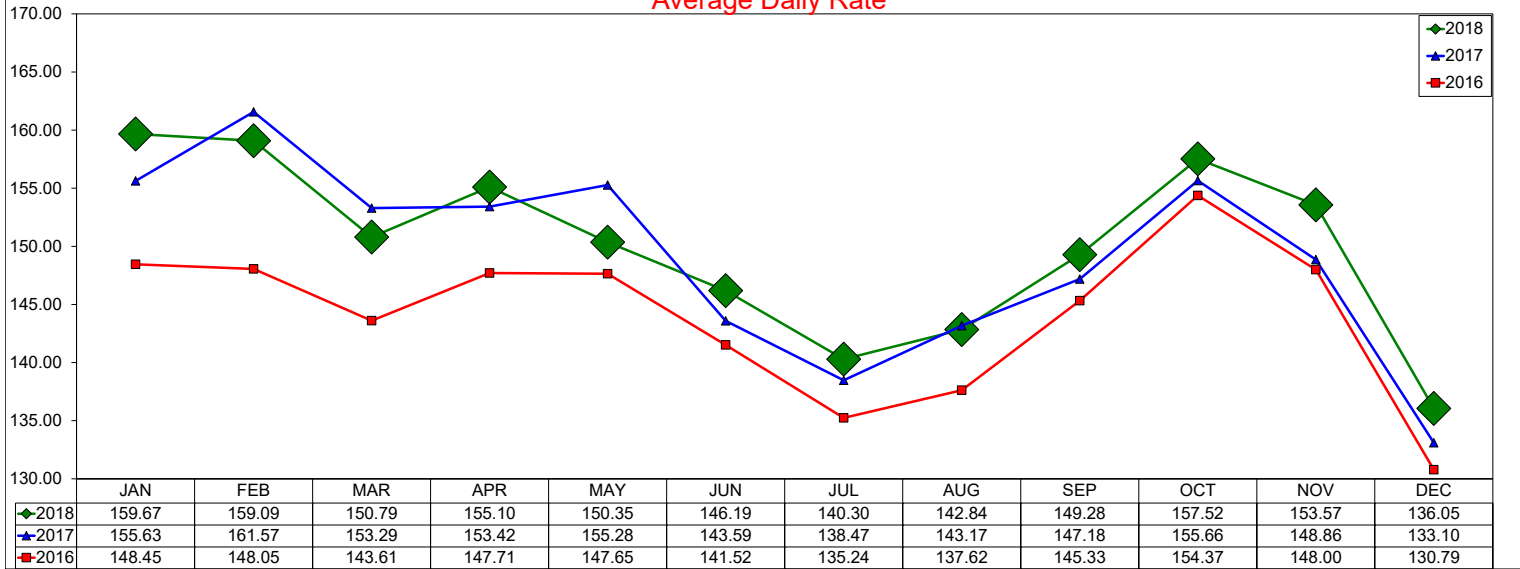
12 month RevPAR Rolling Average through December 2018 is \$78.92 with a change from last year of 1.9%

Three Year Comparison - ICC Comp Set

December 2018

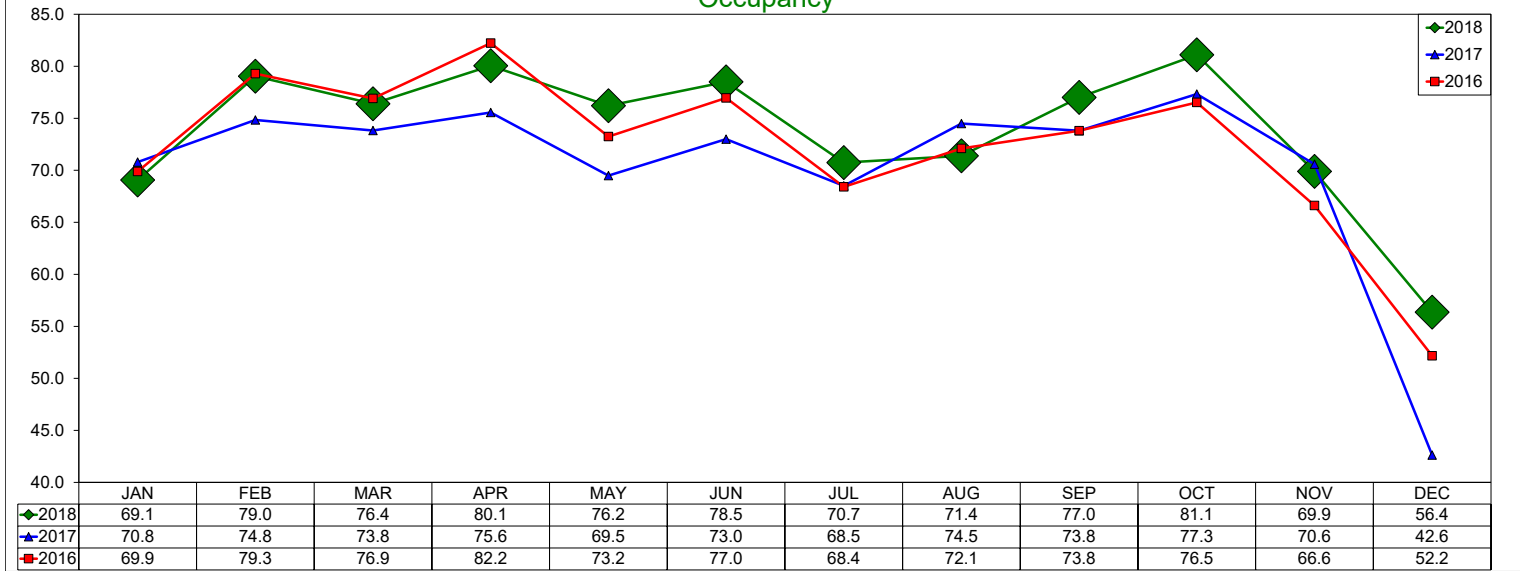
Comp set includes: Marriott Las Colinas, Omni Mandalay, Marriott DFW, Sheraton DFW, Westin DFW

Average Daily Rate



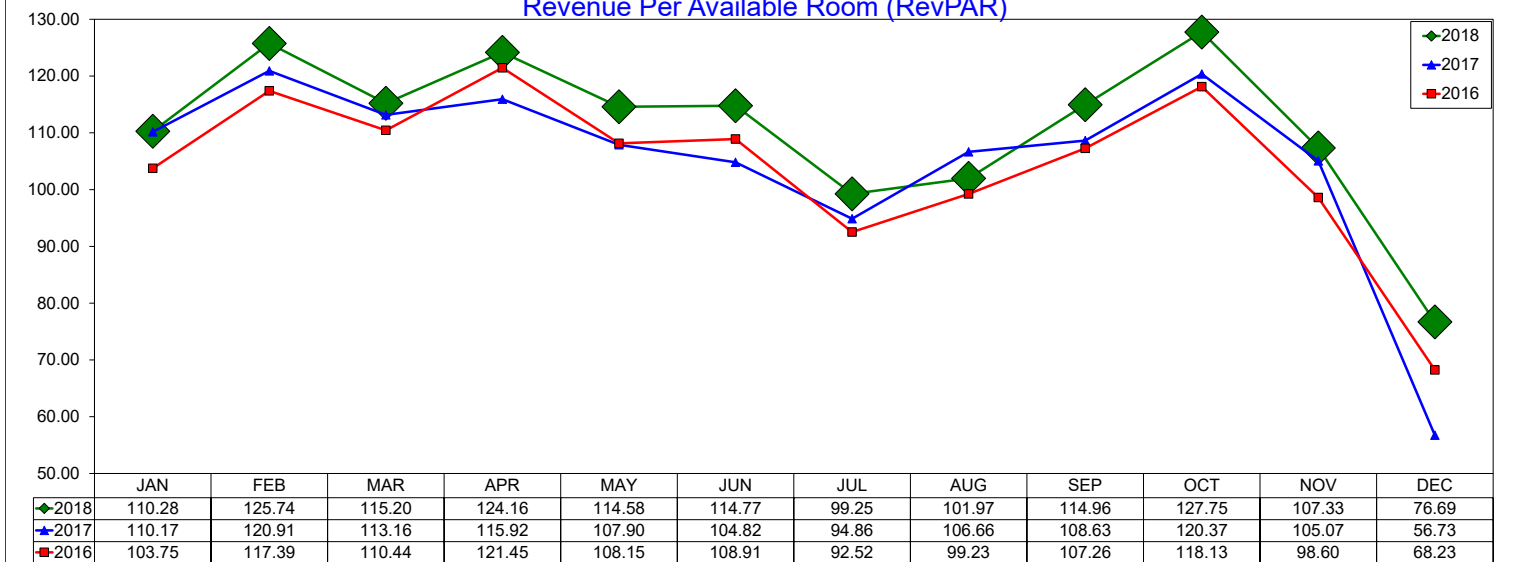
12 month ADR Rolling Average through December 2018 is \$150.37 with a change from last year of 0.6%

Occupancy



12 month Occupancy Rolling Average through December 2018 is 73.74% with a change from last year of 3.6%

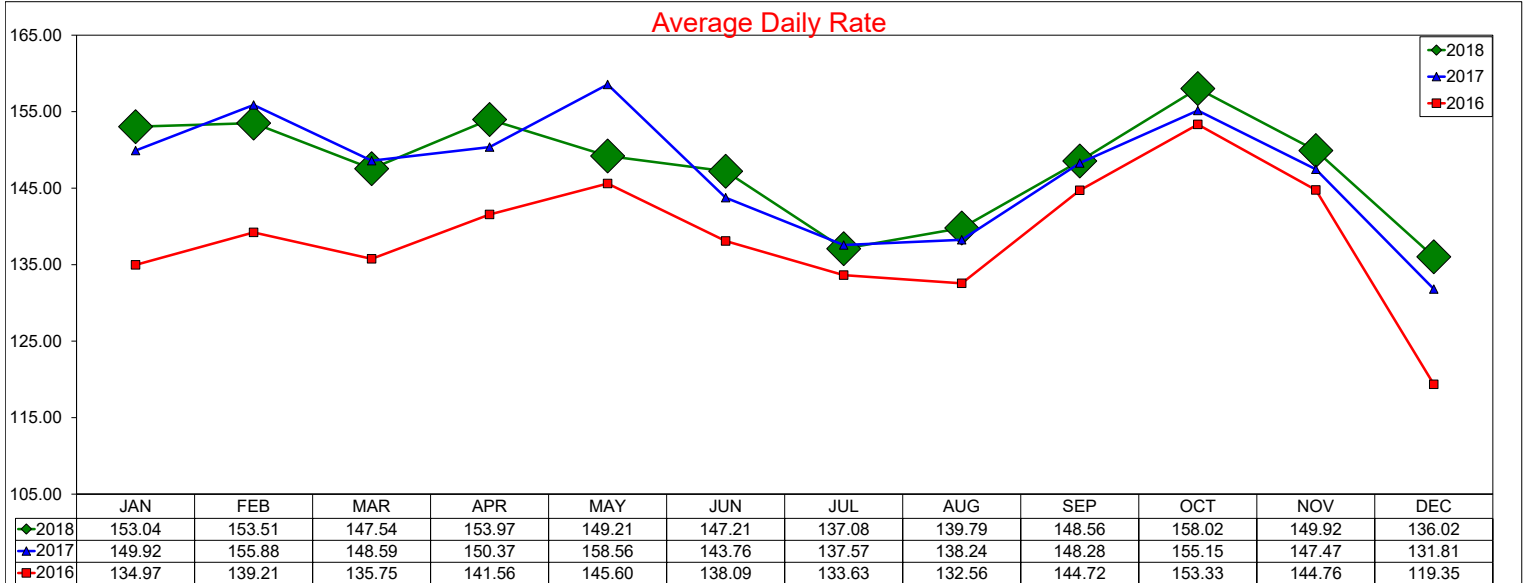
Revenue Per Available Room (RevPAR)



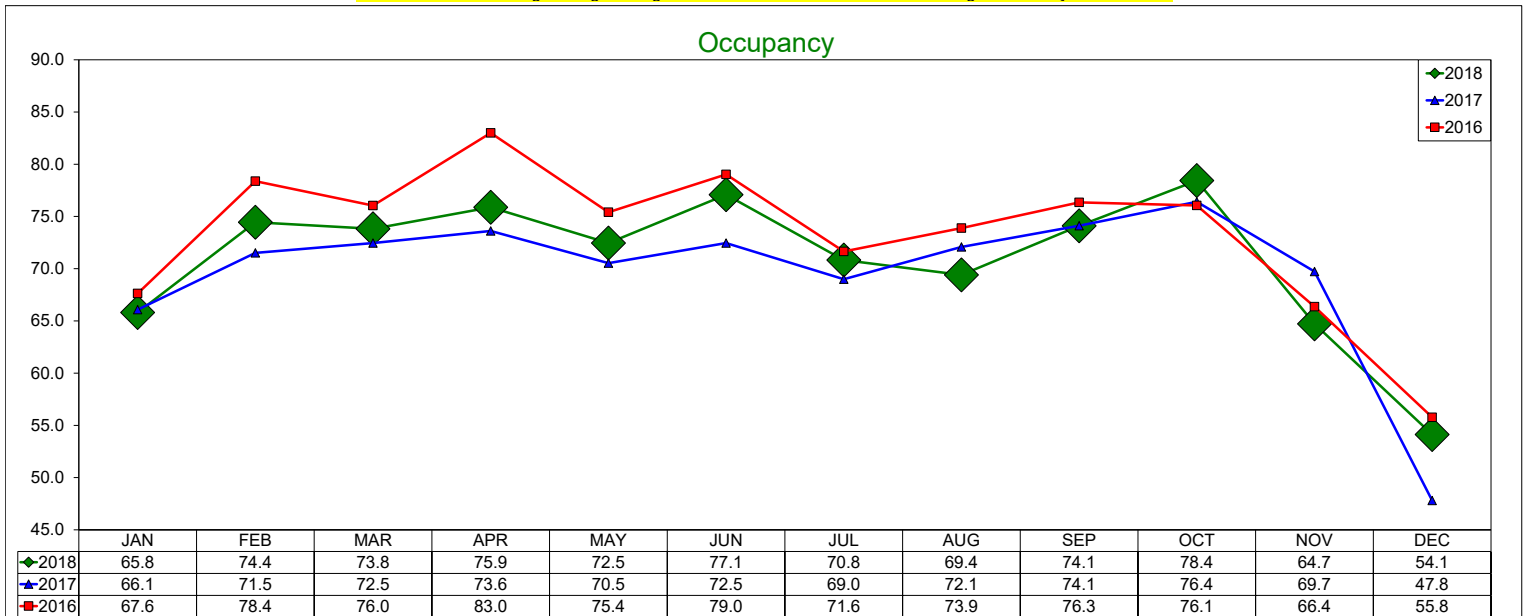
12 month RevPAR Rolling Average through December 2018 is \$110.89 with a change from last year of 4.2%

Three Year Comparison - Luxury/Full Service - Irving

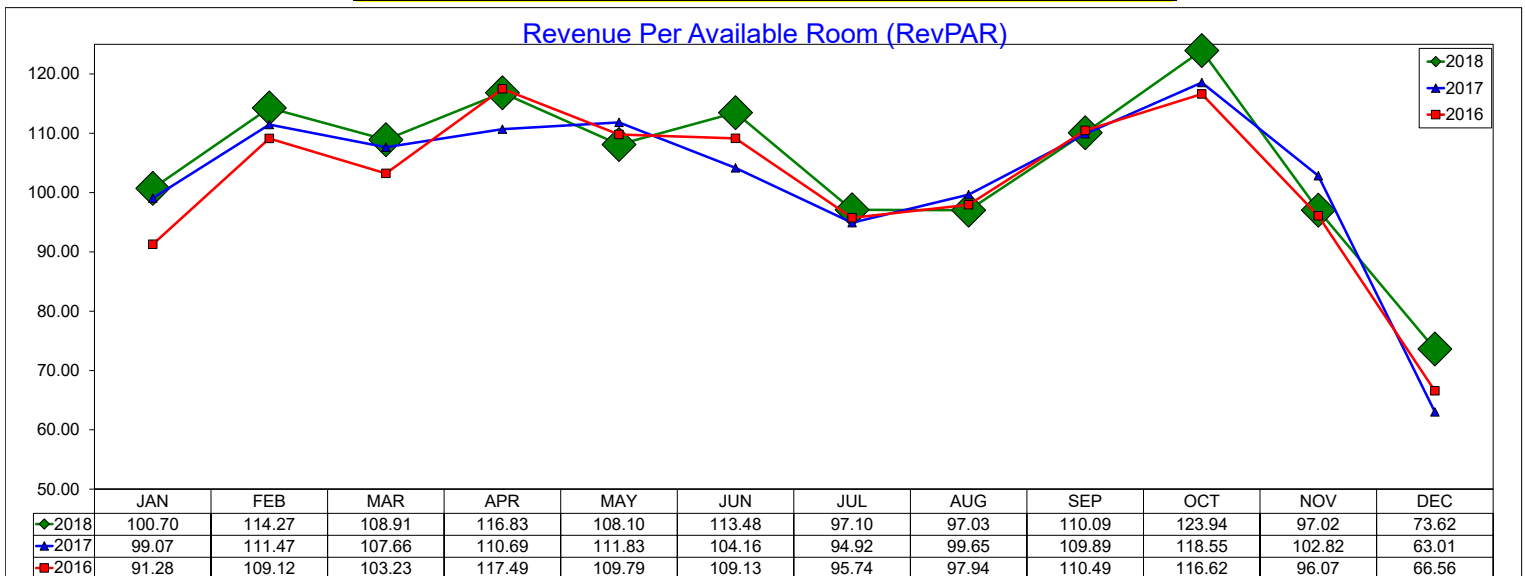
December 2018



12 month ADR Rolling Average through December 2018 is \$148.08 with a change from last year of 0.6%



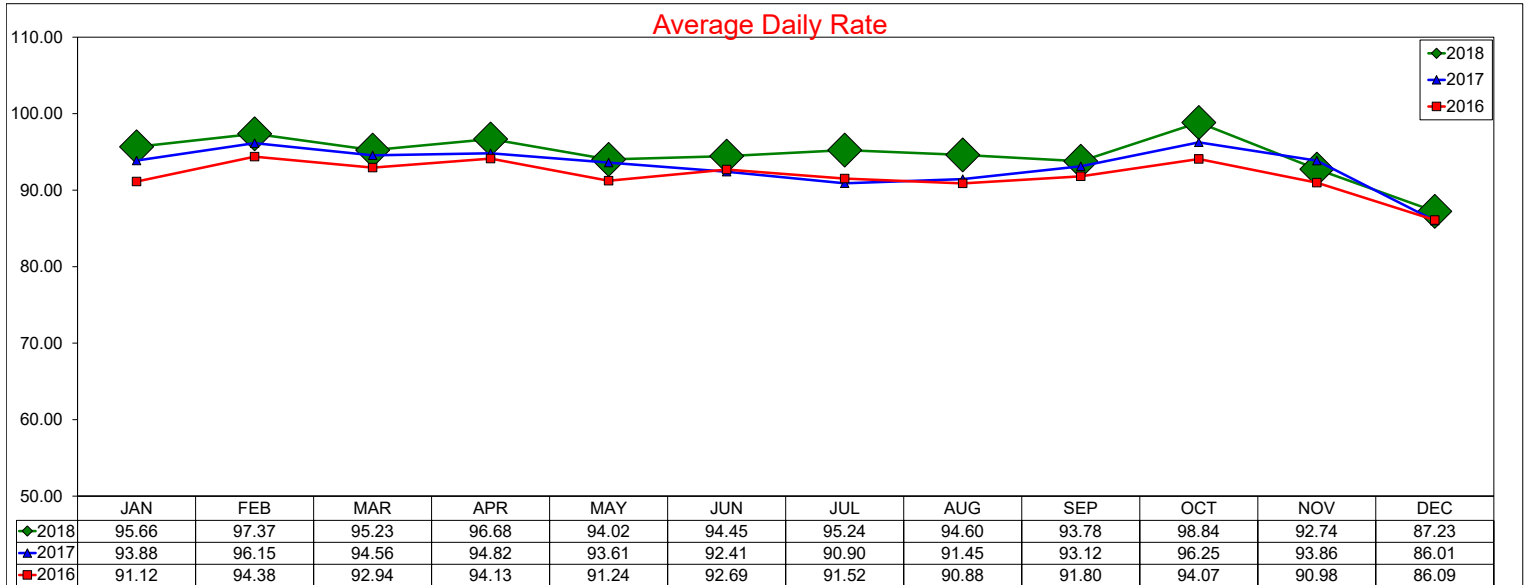
12 month Occupancy Rolling Average through December 2018 is 70.81% with a change from last year of 2.2%



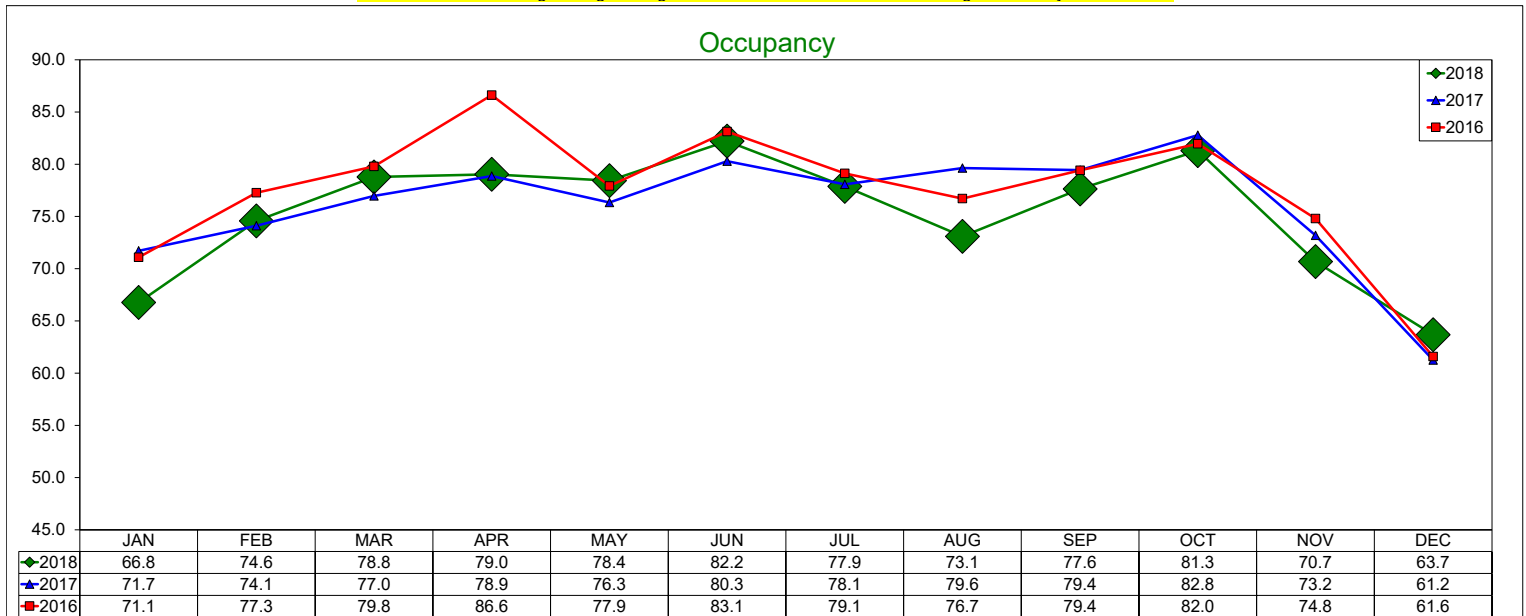
12 month RevPAR Rolling Average through December 2018 is \$104.86 with a change from last year of 2.8%

Three Year Comparison - All Suite/Extended Stay - Irving

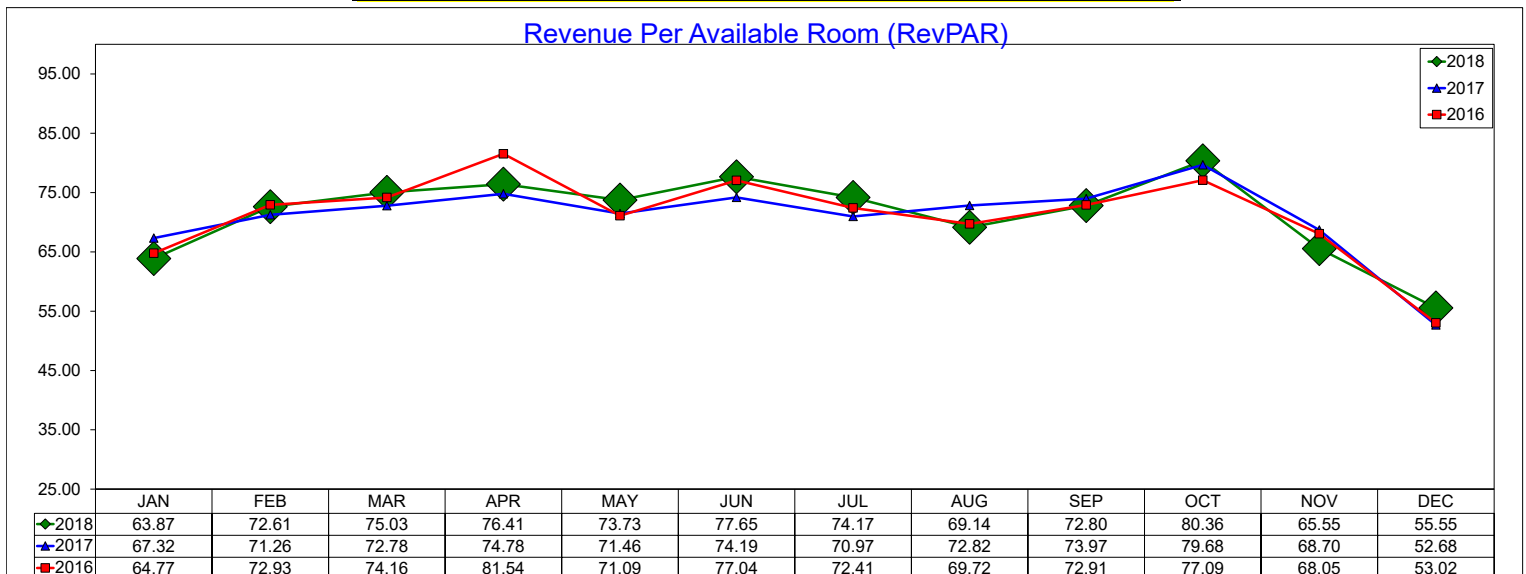
December 2018



12 month ADR Rolling Average through December 2018 is \$94.76 with a change from last year of 1.6%



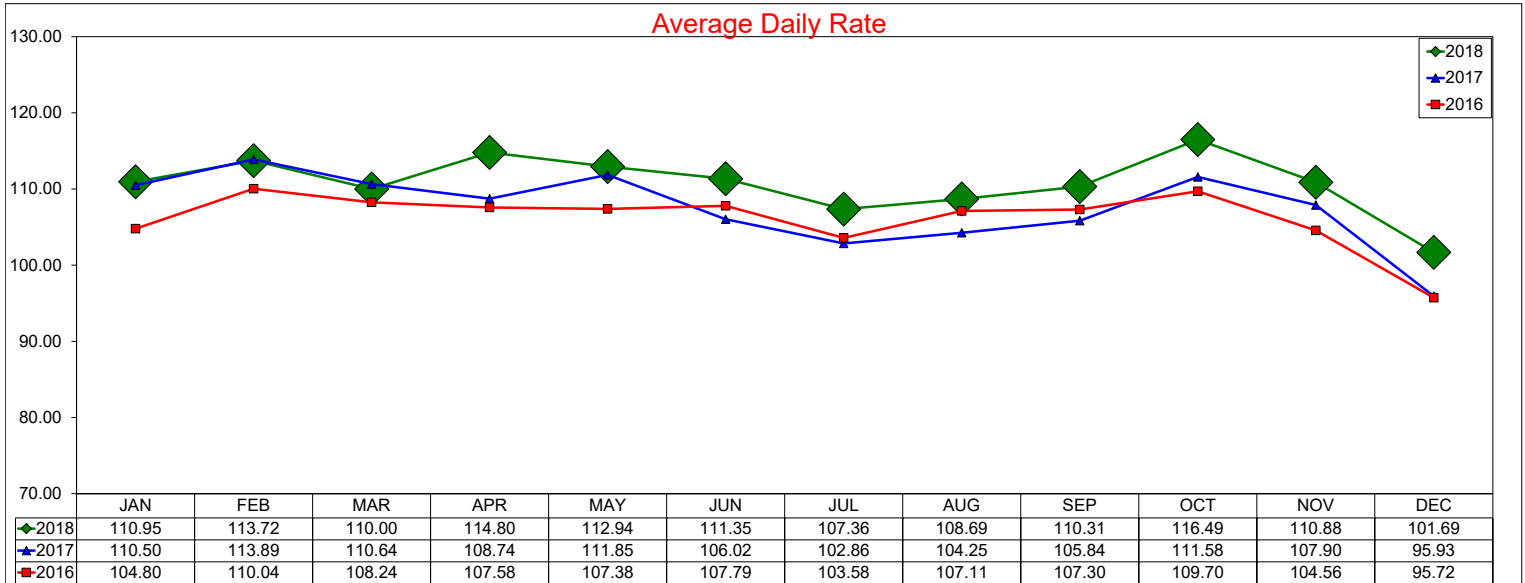
12 month Occupancy Rolling Average through December 2018 is 75.31% with a change from last year of -0.8%



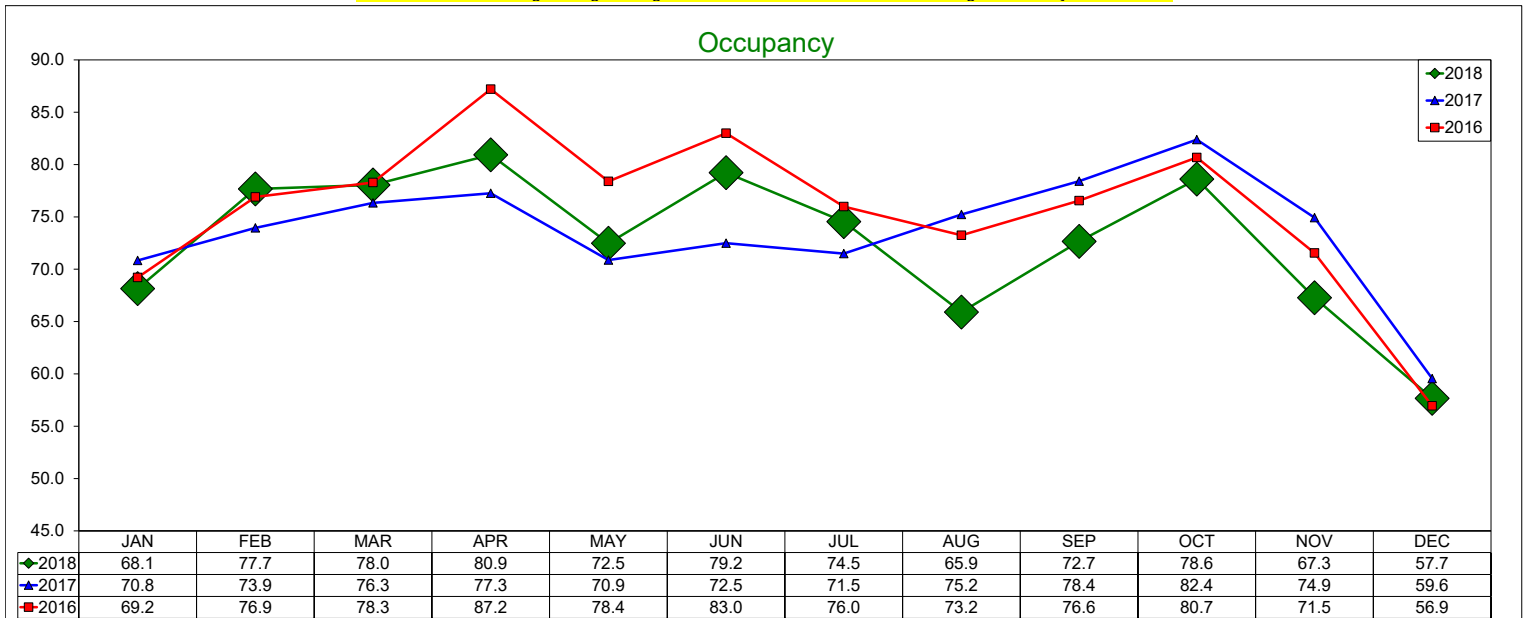
12 month RevPAR Rolling Average through December 2018 is \$71.36 with a change from last year of 0.7%

Three Year Comparison - Limited Service - Irving

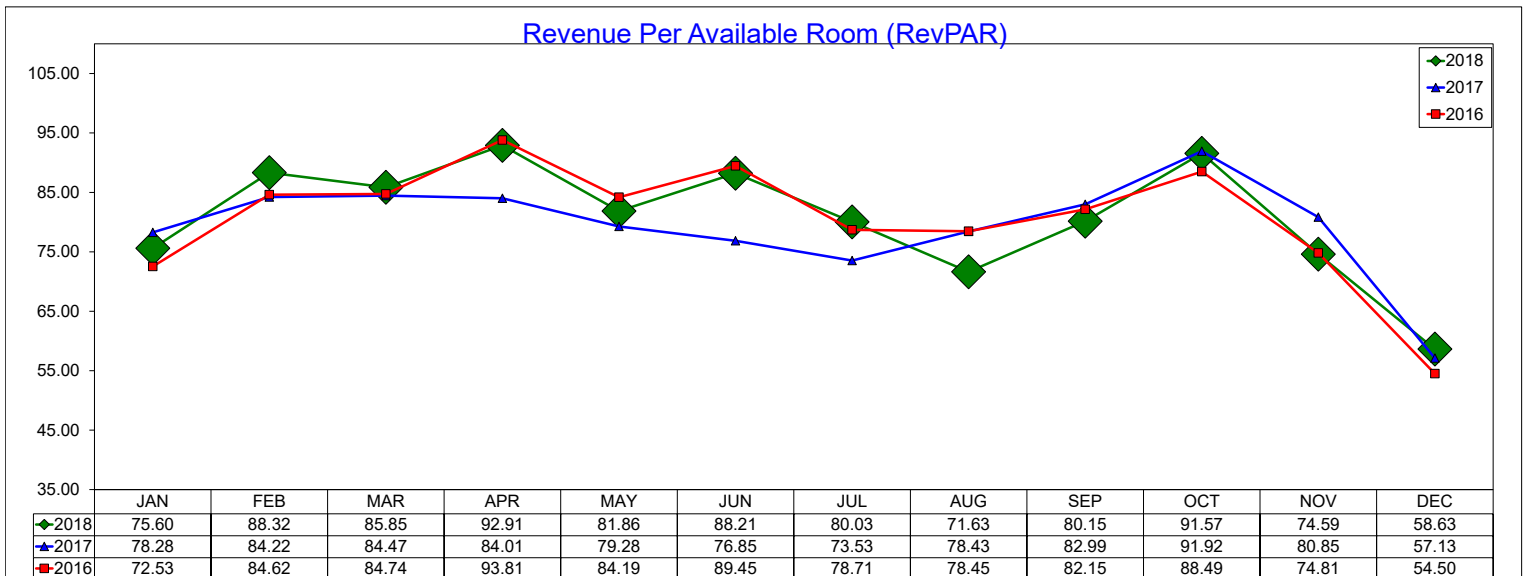
December 2018



12 month ADR Rolling Average through December 2018 is \$110.98 with a change from last year of 5.2%



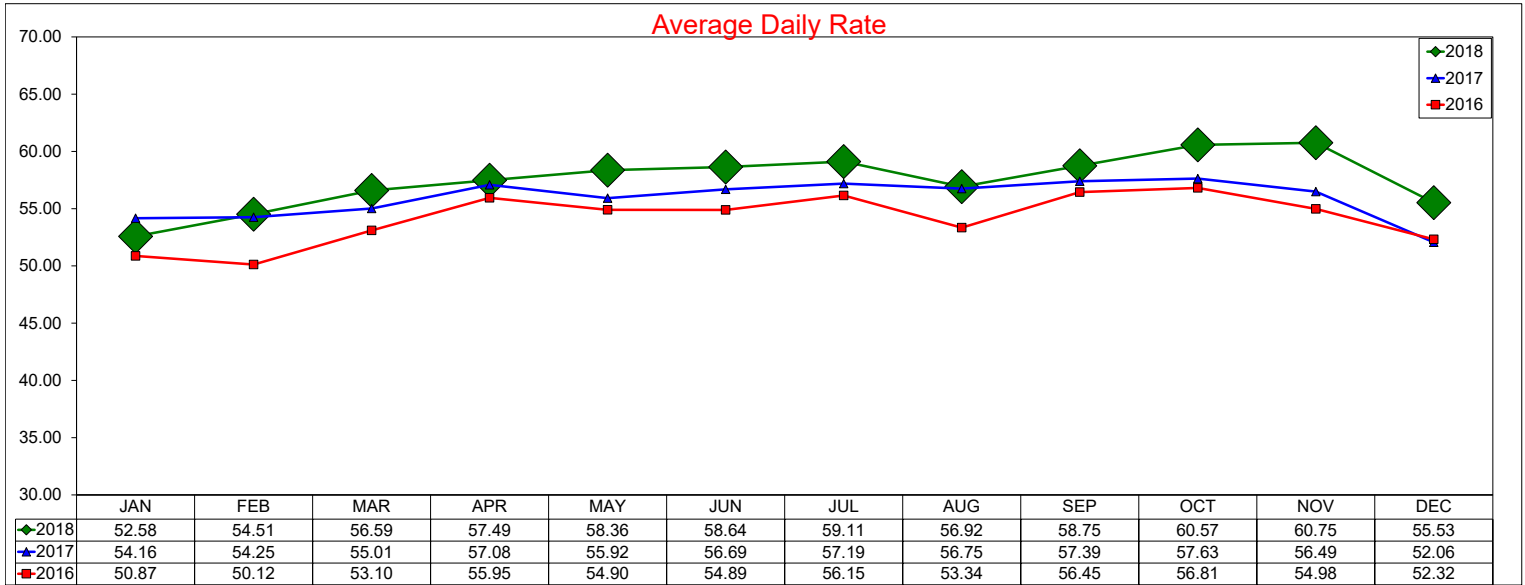
12 month Occupancy Rolling Average through December 2018 is 72.67% with a change from last year of -4.4%



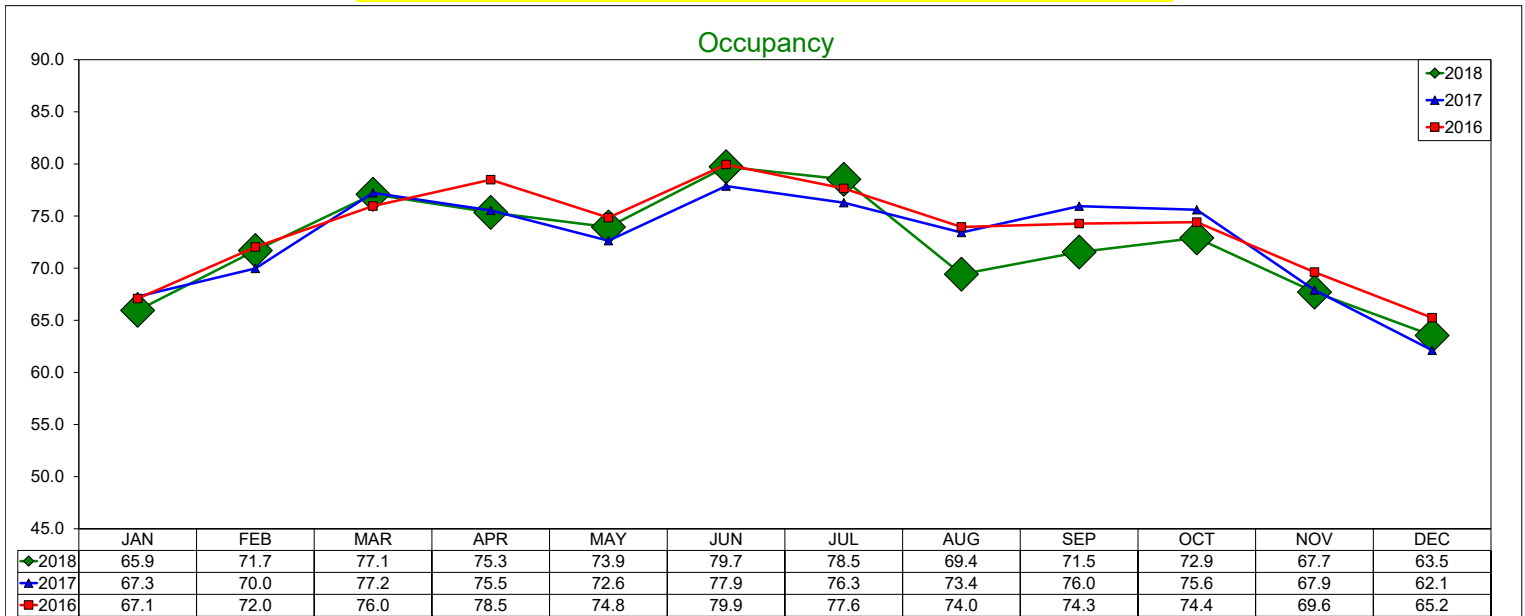
12 month RevPAR Rolling Average through December 2018 is \$80.65 with a change from last year of 0.6%

Three Year Comparison - Budget - Irving

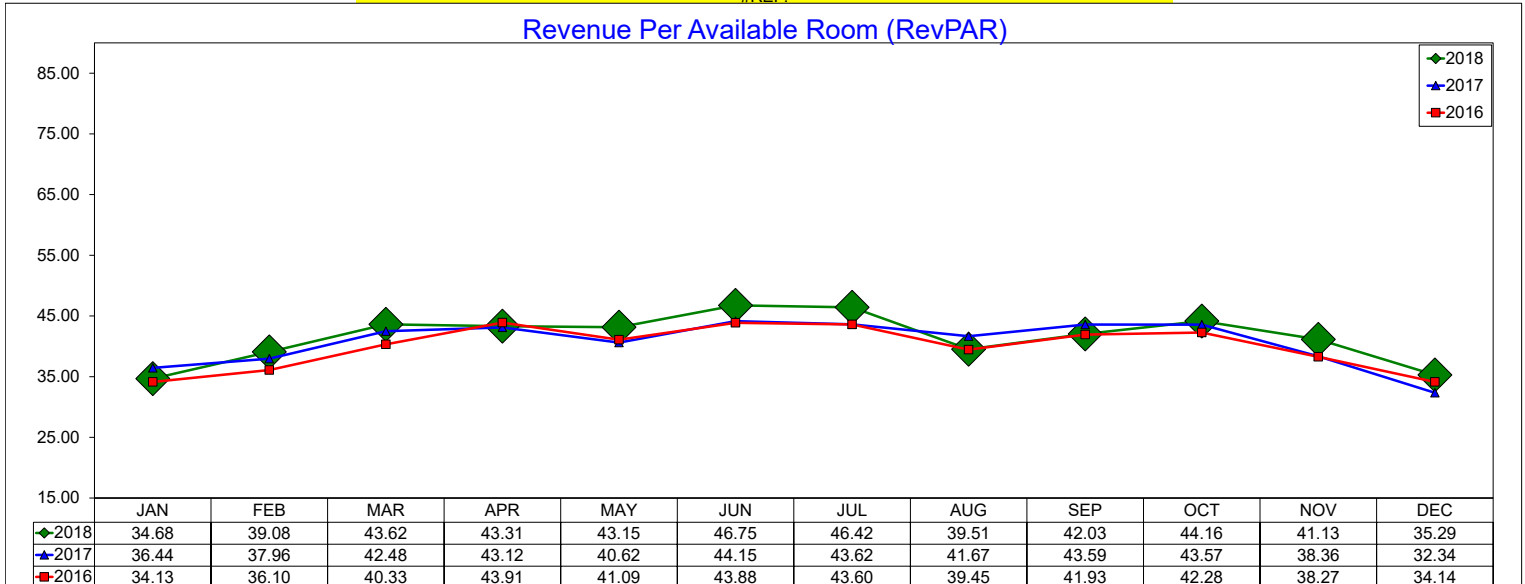
December 2018



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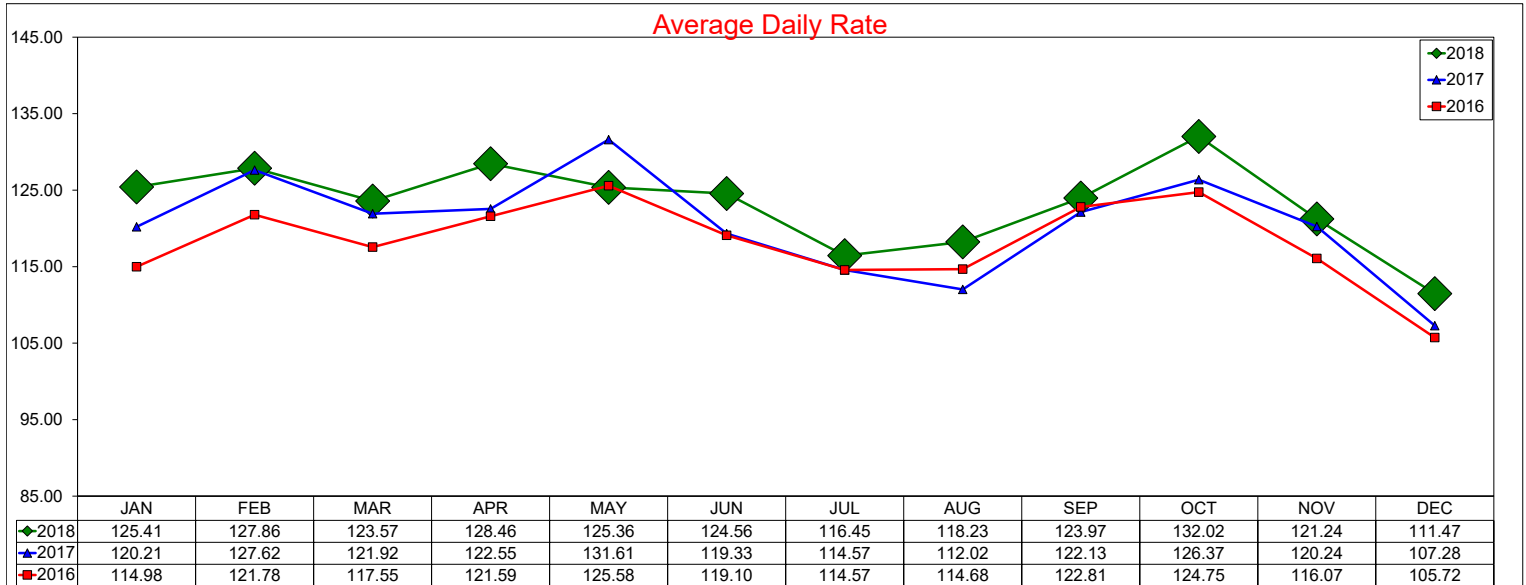
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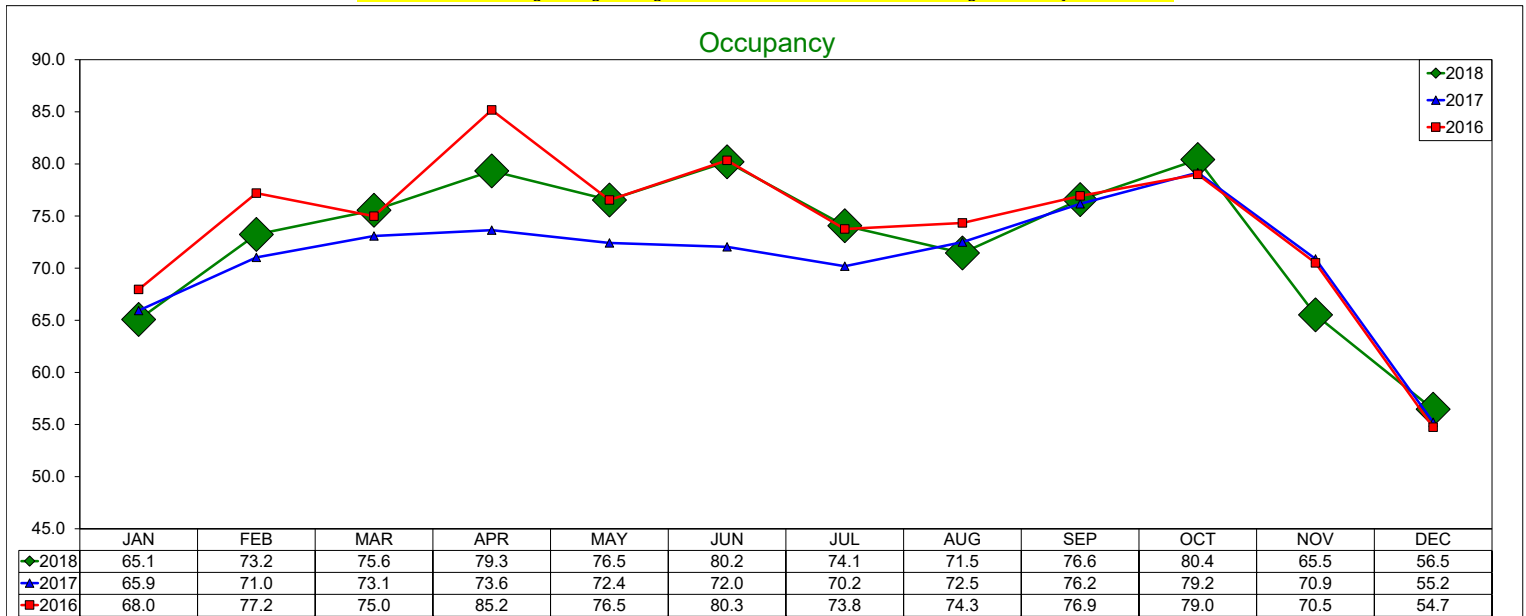
#REF!

Three Year Comparison - Las Colinas

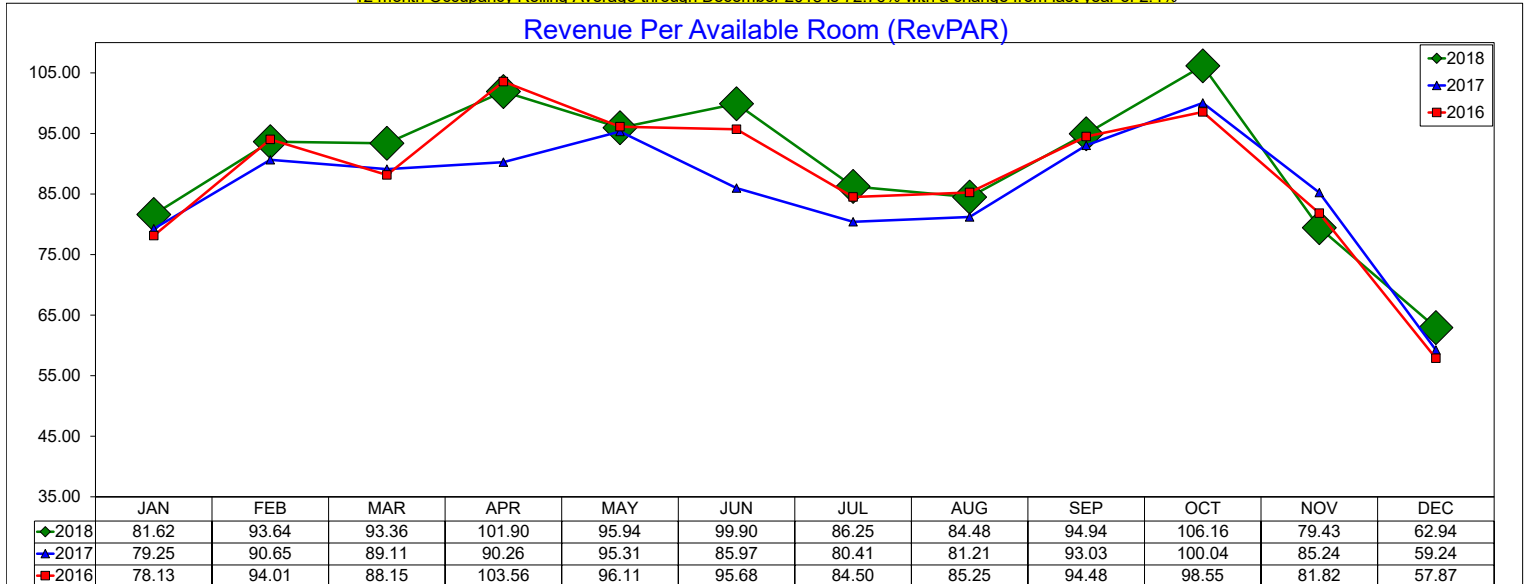
December 2018



12 month ADR Rolling Average through December 2018 is \$123.47 with a change from last year of 2.3%



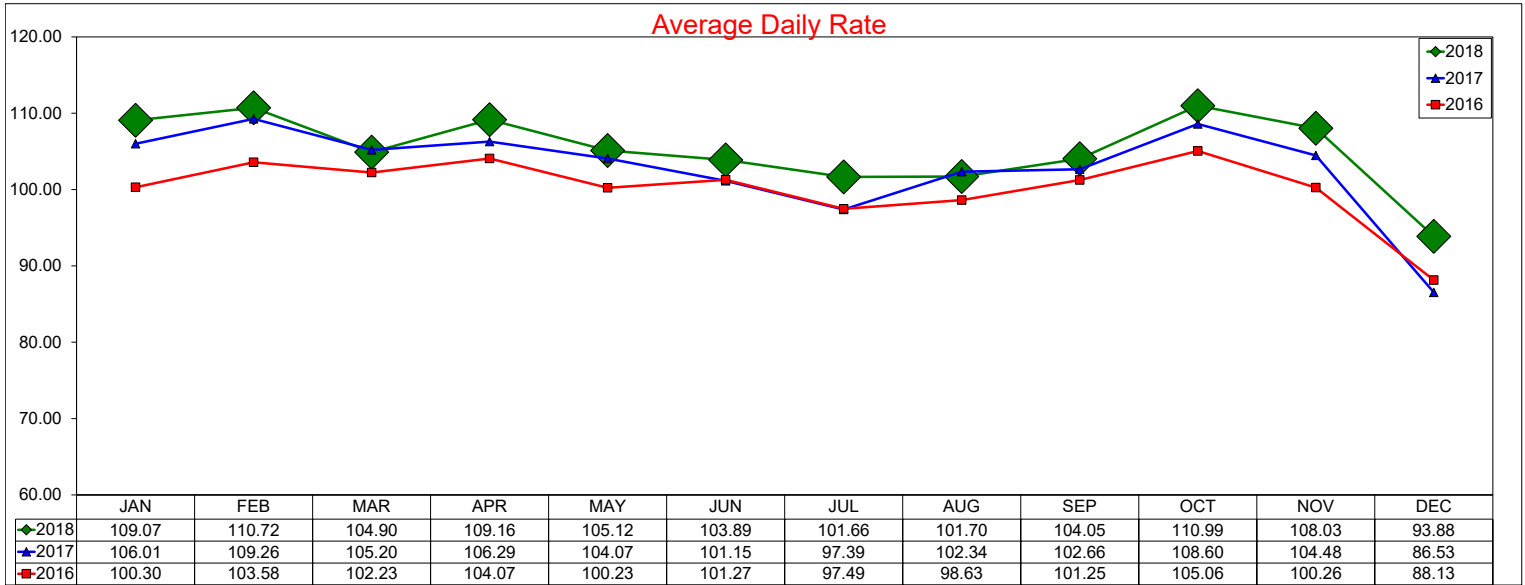
12 month Occupancy Rolling Average through December 2018 is 72.76% with a change from last year of 2.4%



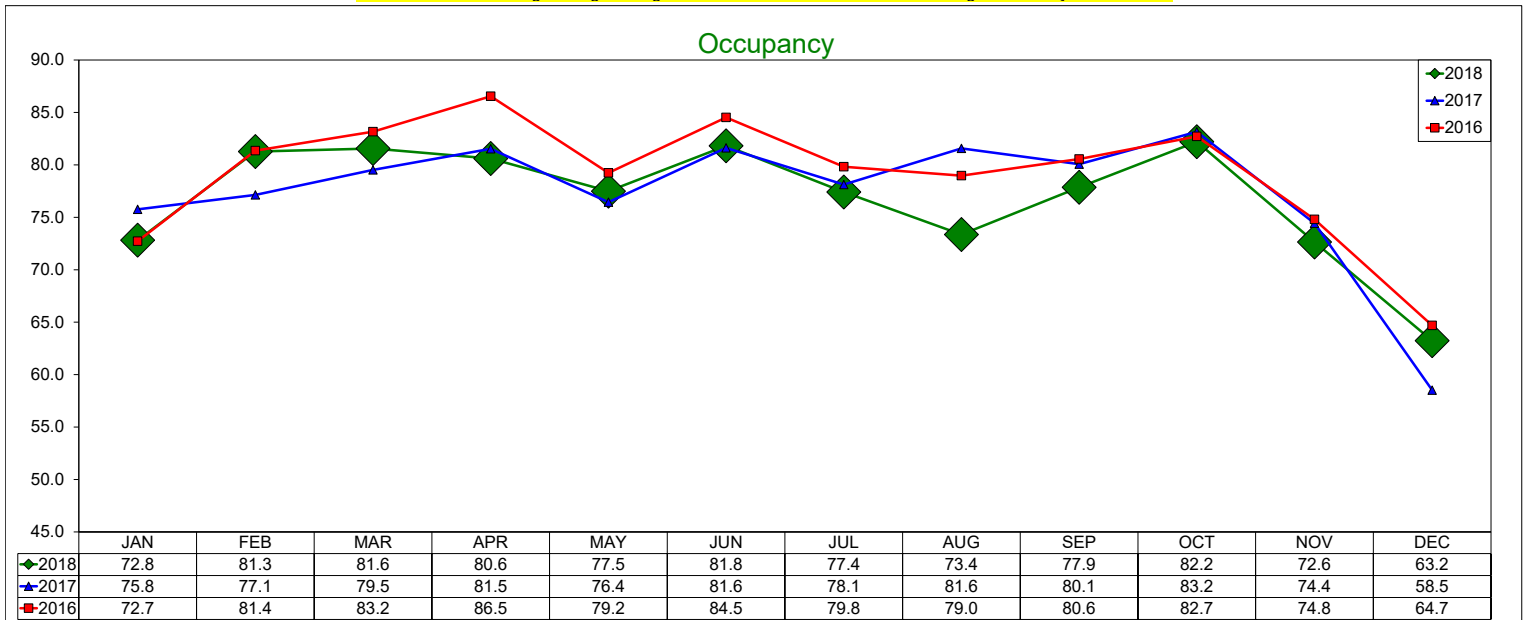
12 month RevPAR Rolling Average through December 2018 is \$89.84 with a change from last year of 4.7%

Three Year Comparison - DFW North

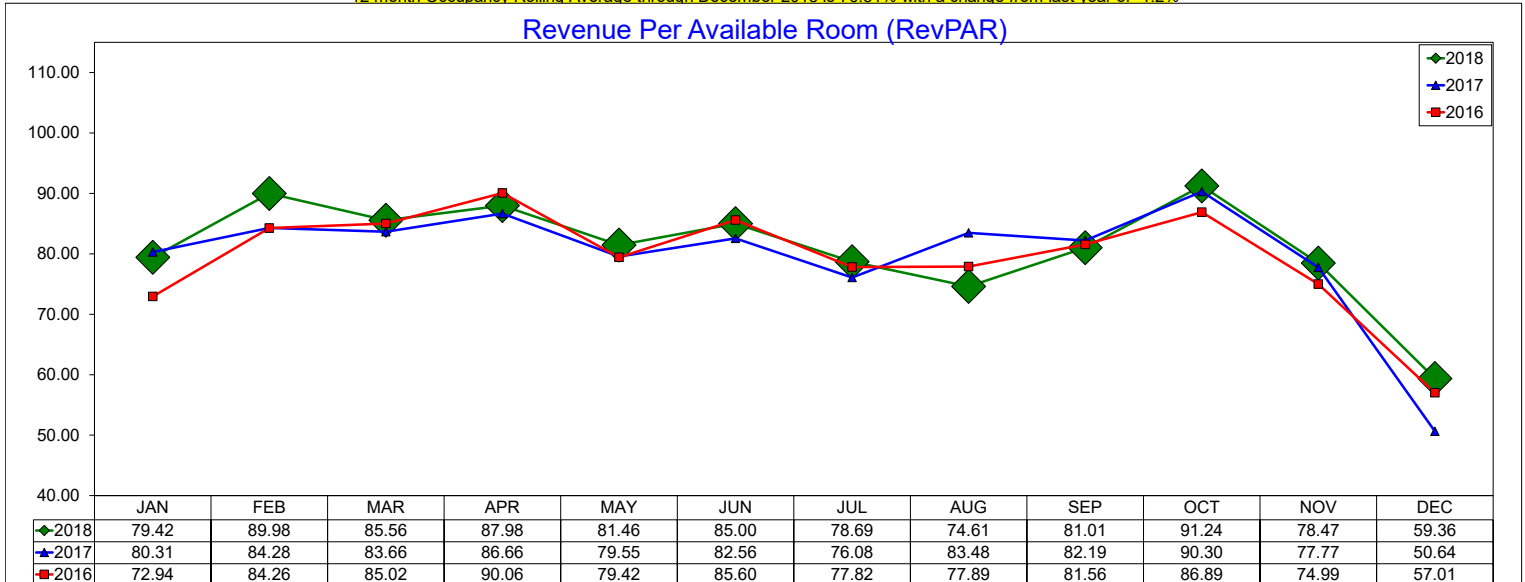
December 2018



12 month ADR Rolling Average through December 2018 is \$105.42 with a change from last year of 2.1%



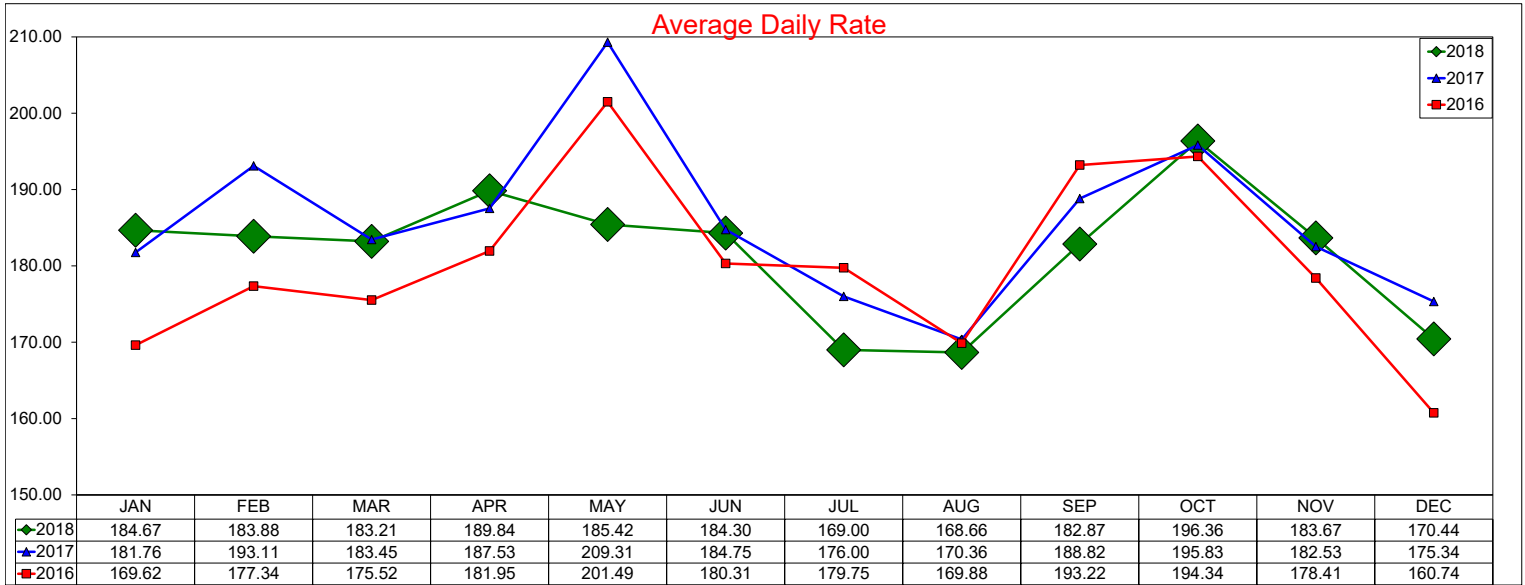
12 month Occupancy Rolling Average through December 2018 is 76.81% with a change from last year of -1.2%



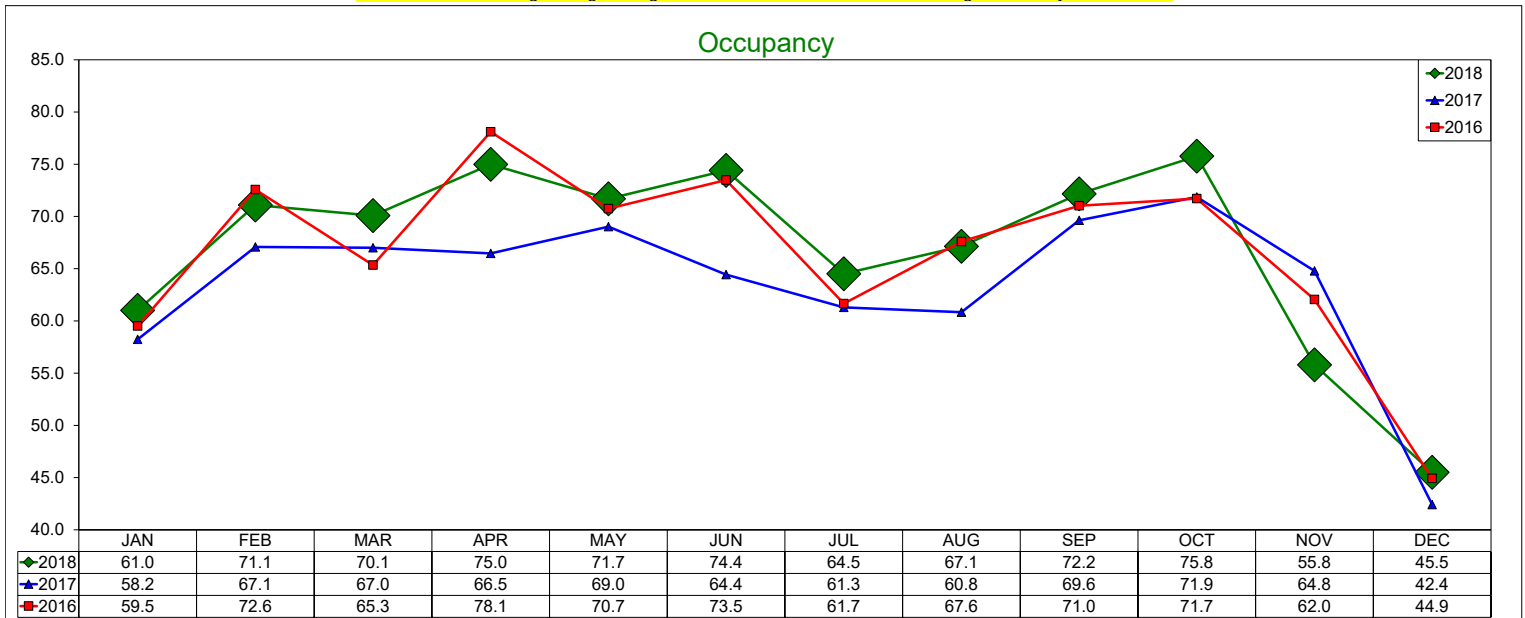
12 month RevPAR Rolling Average through December 2018 is \$80.97 with a change from last year of 0.8%

Three Year Comparison - Full Service - Las Colinas

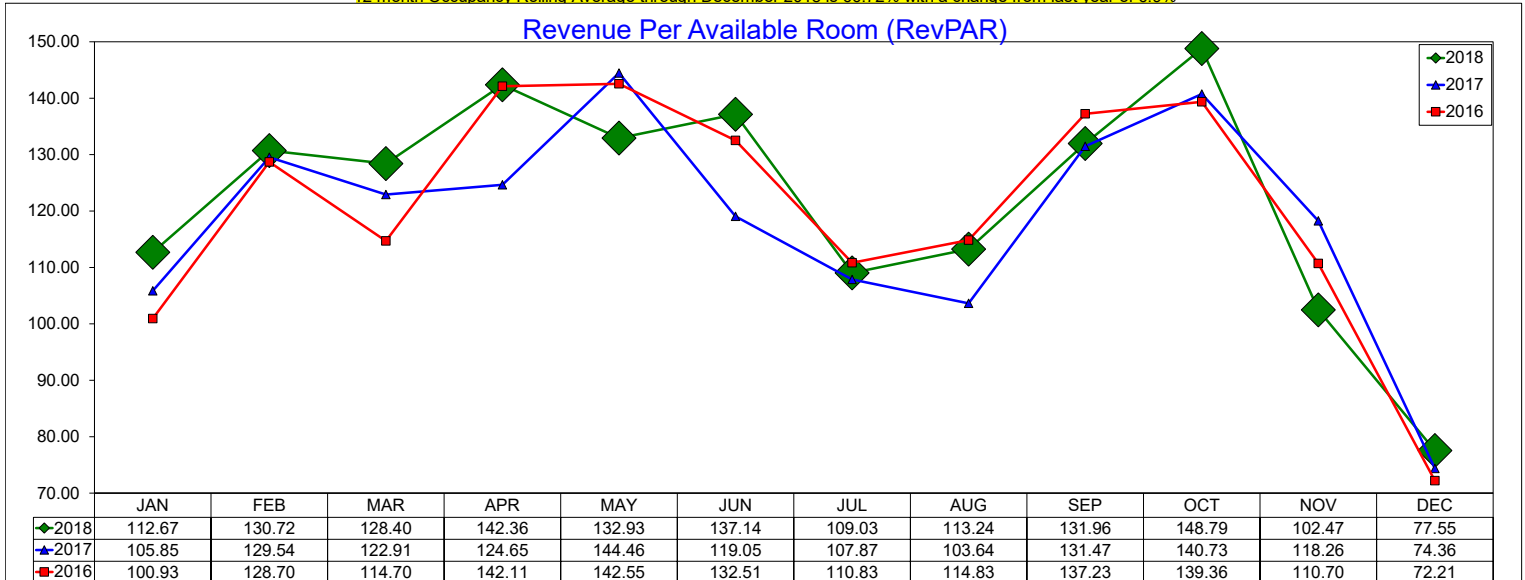
December 2018



12 month ADR Rolling Average through December 2018 is \$182.36 with a change from last year of -0.1%



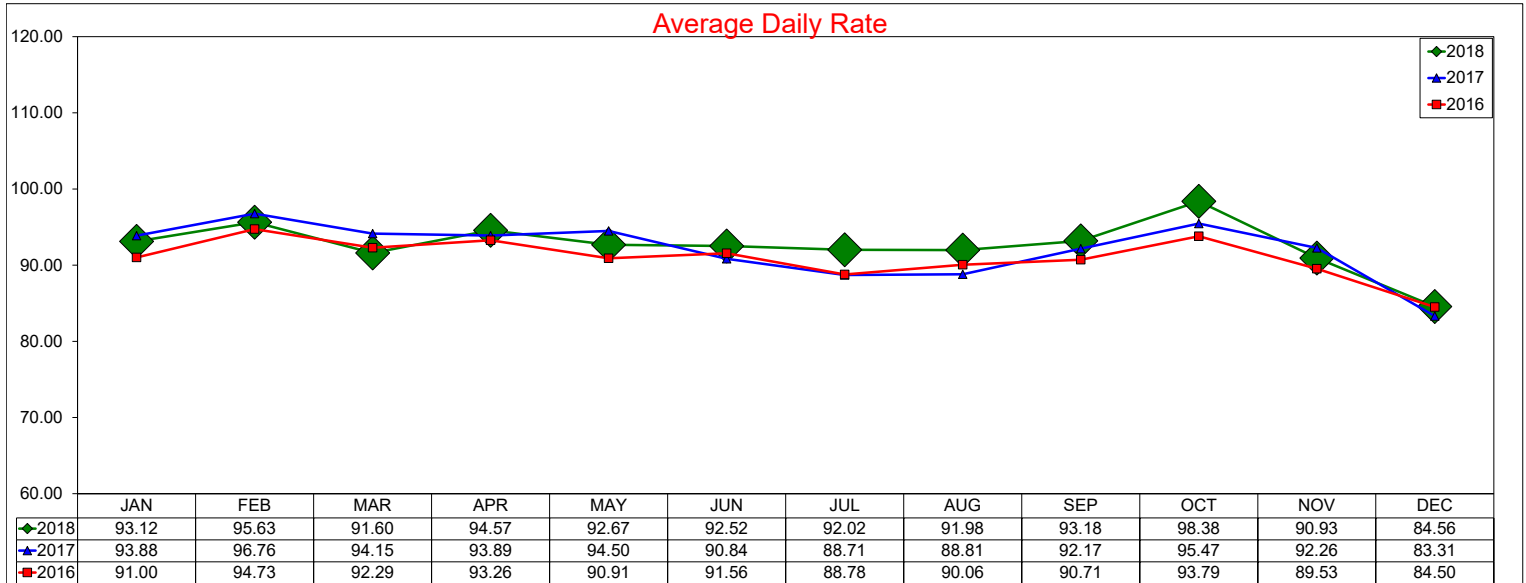
12 month Occupancy Rolling Average through December 2018 is 66.72% with a change from last year of 6.9%



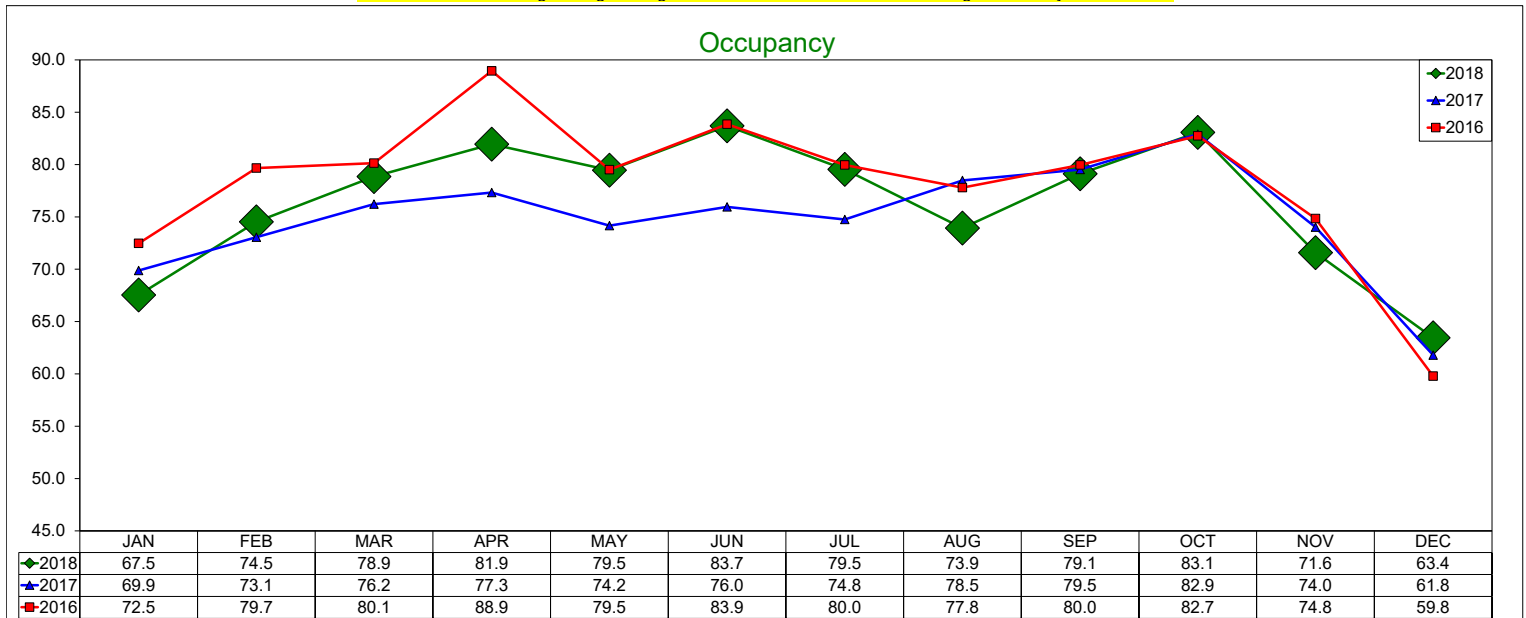
12 month RevPAR Rolling Average through December 2018 is \$121.68 with a change from last year of 6.8%

Three Year Comparison - Limited Service - Las Colinas

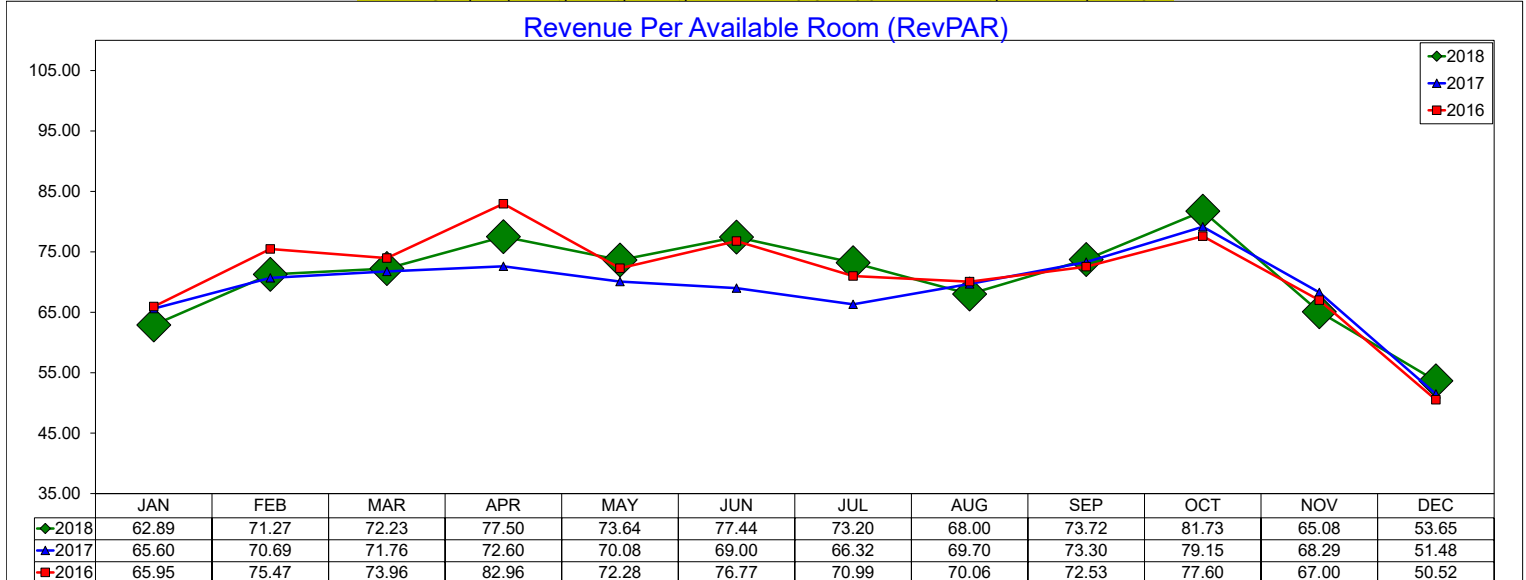
December 2018



12 month ADR Rolling Average through December 2018 is \$92.74 with a change from last year of 2.7%



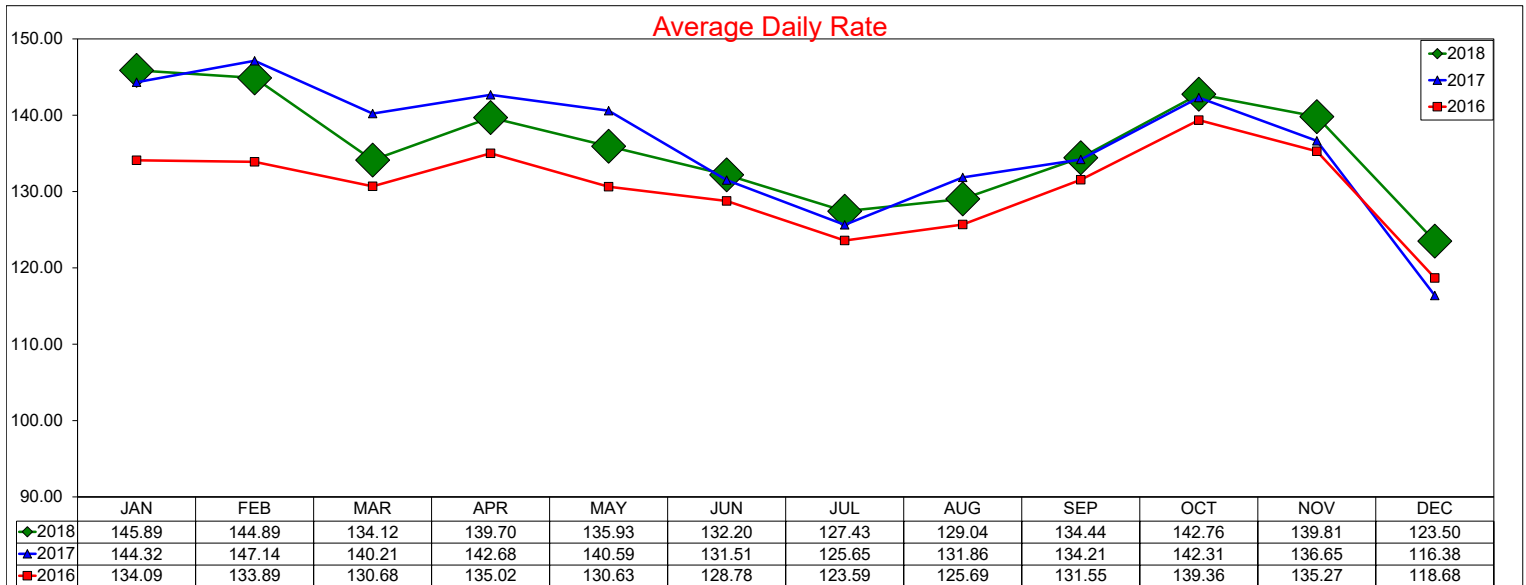
12 month Occupancy Rolling Average through December 2018 is 76.37% with a change from last year of 0.1%



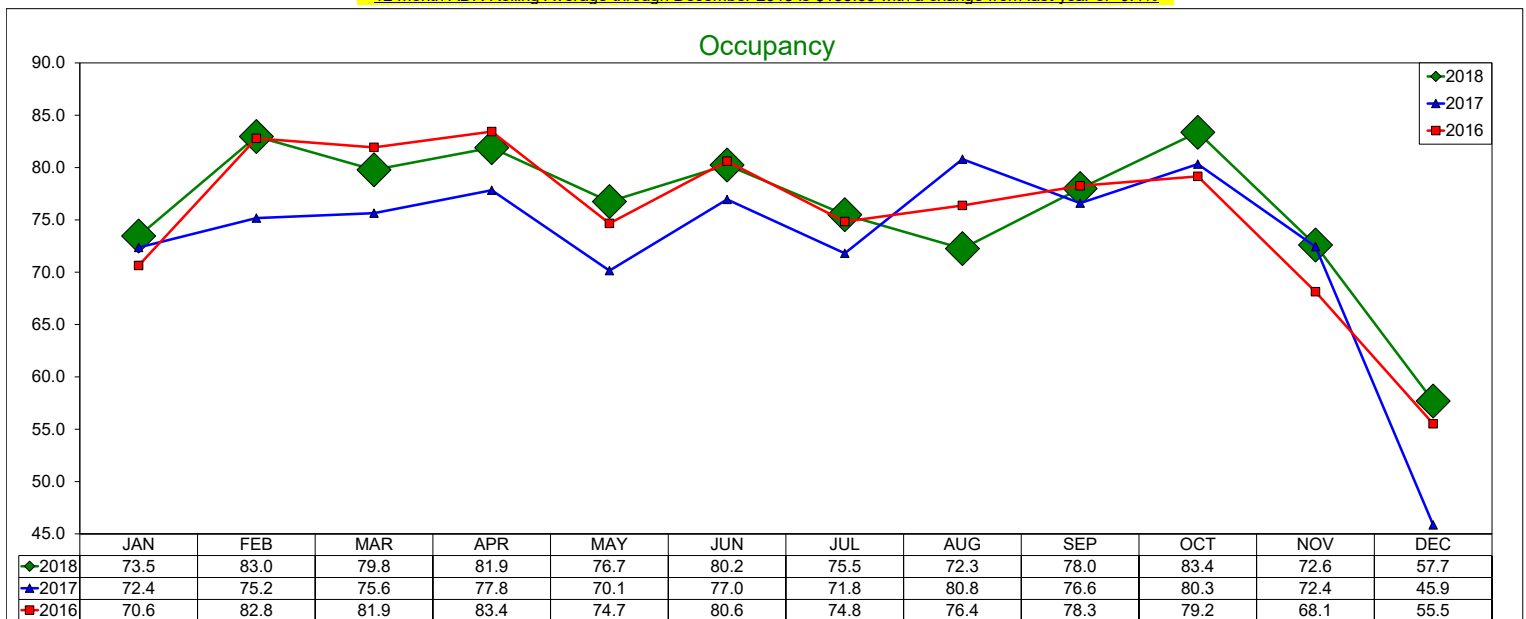
12 month RevPAR Rolling Average through December 2018 is \$70.82 with a change from last year of 2.9%

Three Year Comparison - Full Service - DFW North

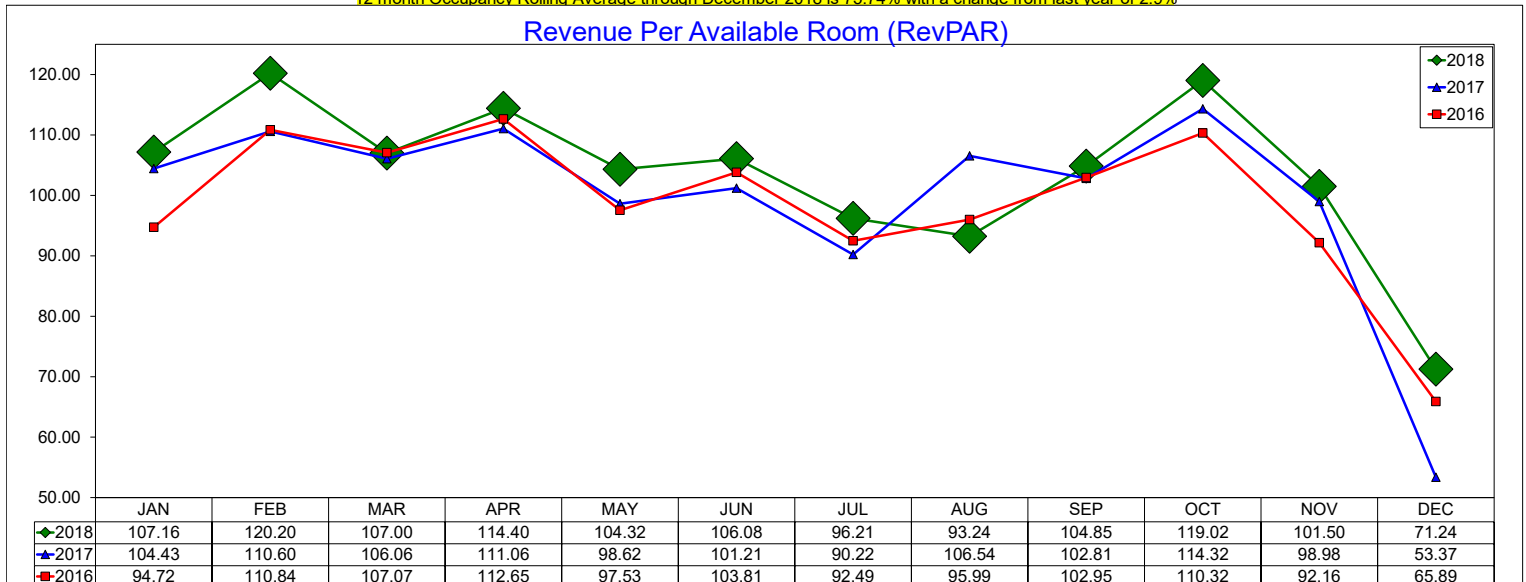
December 2018



12 month ADR Rolling Average through December 2018 is \$135.69 with a change from last year of -0.4%



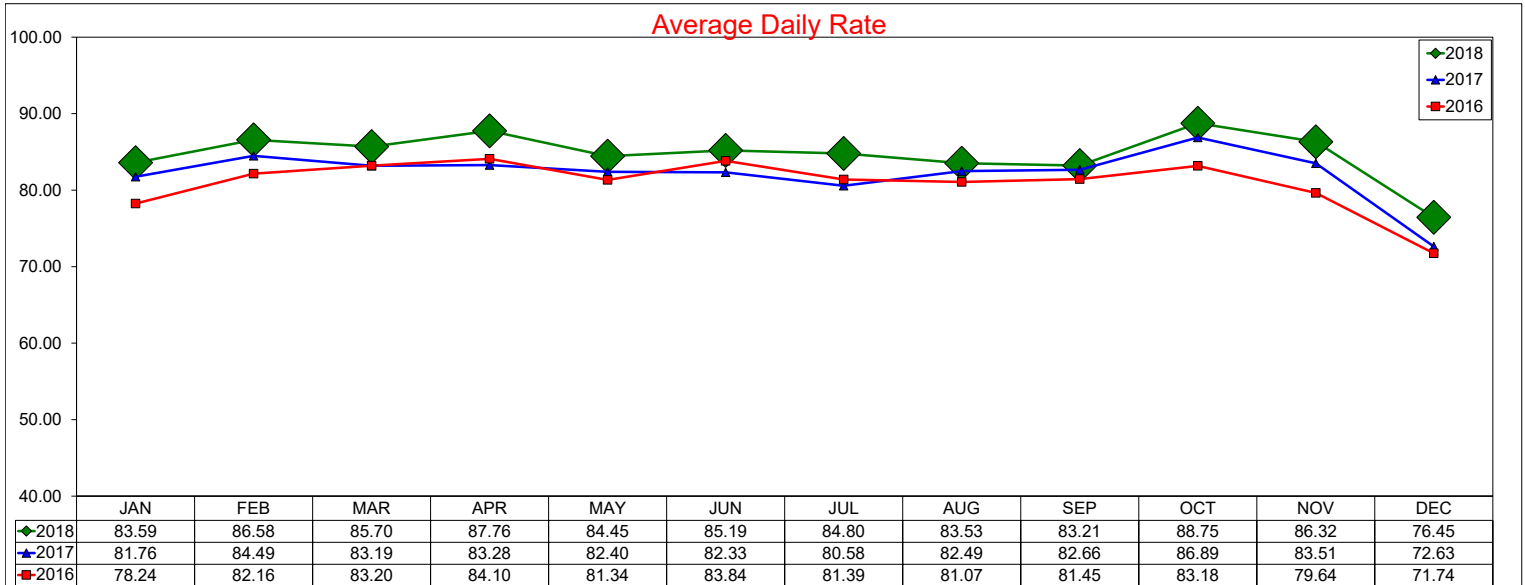
12 month Occupancy Rolling Average through December 2018 is 75.74% with a change from last year of 2.9%



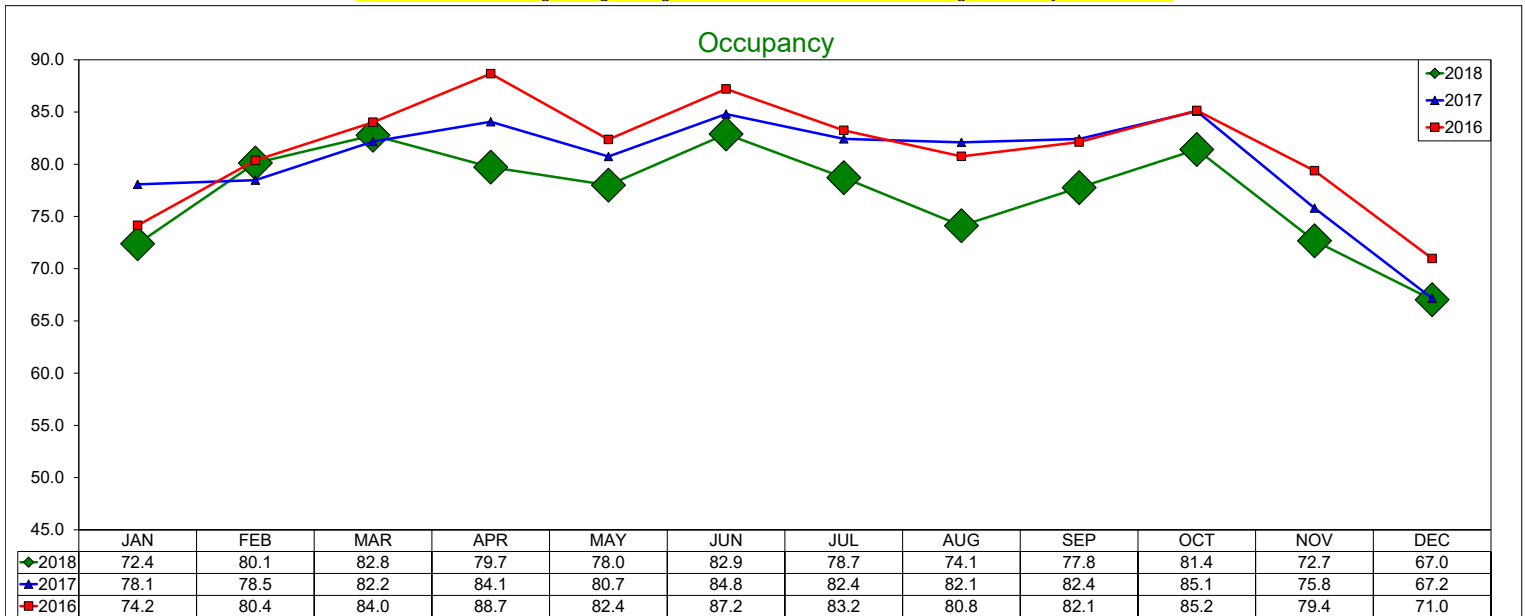
12 month RevPAR Rolling Average through December 2018 is \$102.77 with a change from last year of 2.5%

Three Year Comparison - Limited Service - DFW North

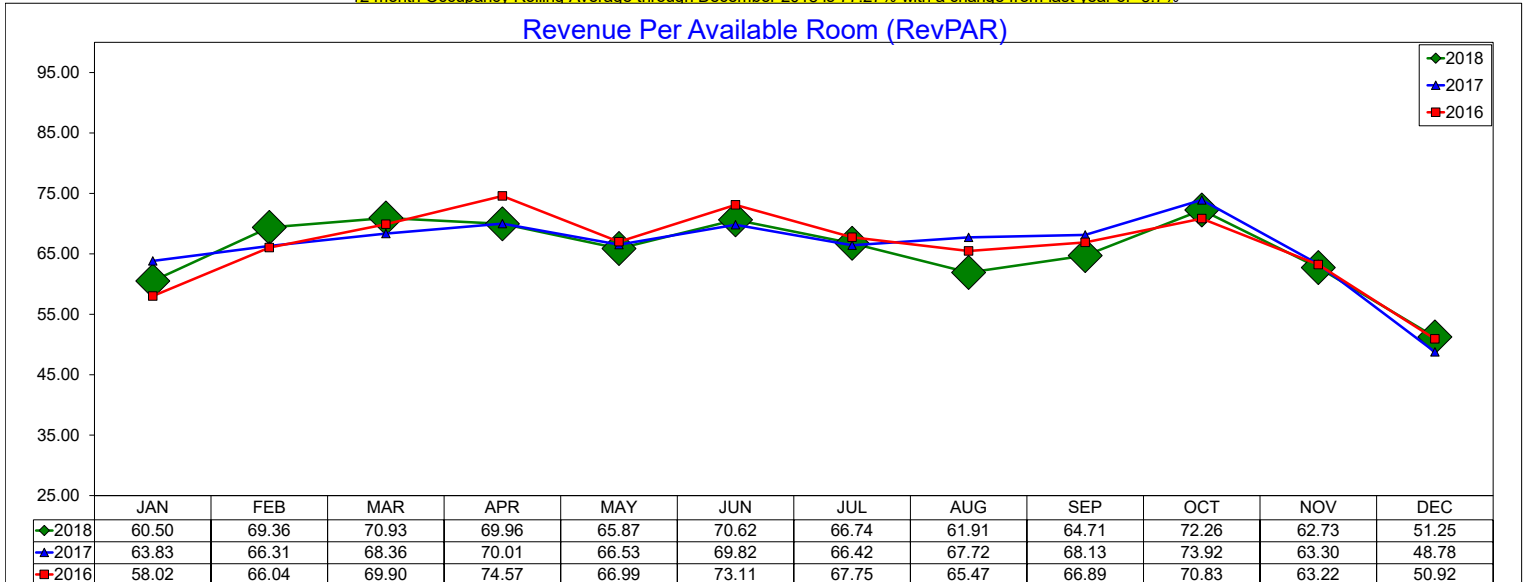
December 2018



12 month ADR Rolling Average through December 2018 is \$84.8 with a change from last year of 3.1%



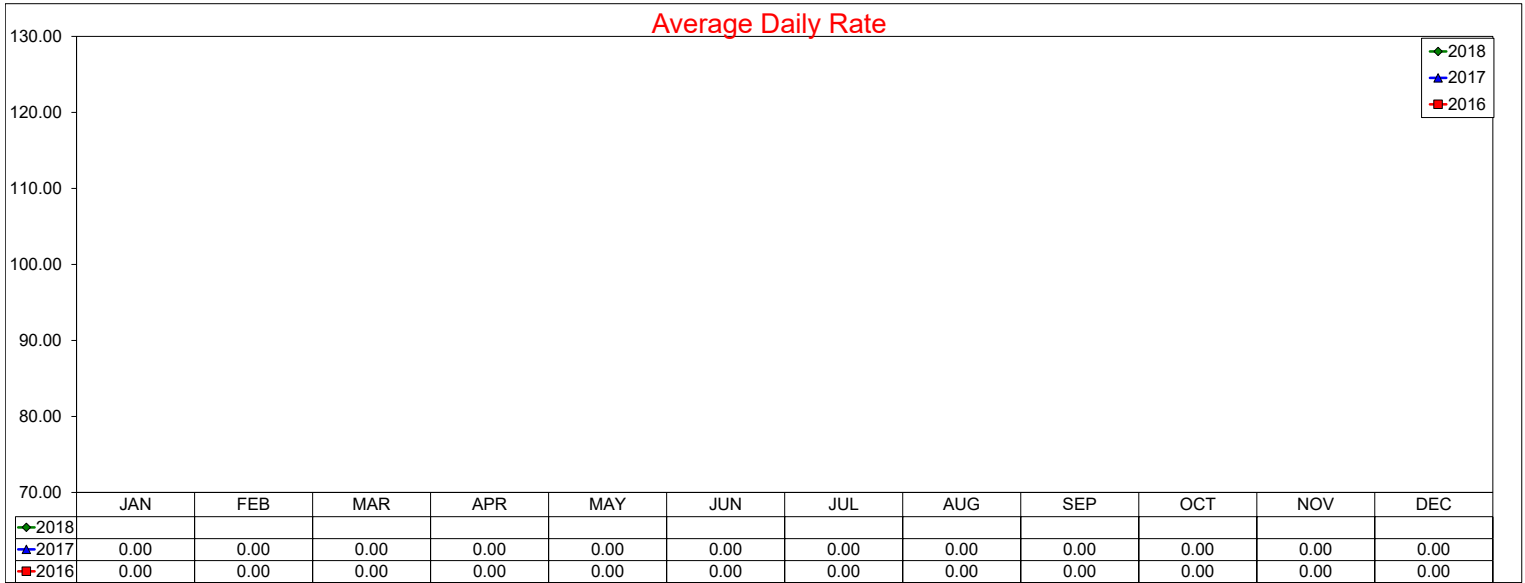
12 month Occupancy Rolling Average through December 2018 is 77.27% with a change from last year of -3.7%



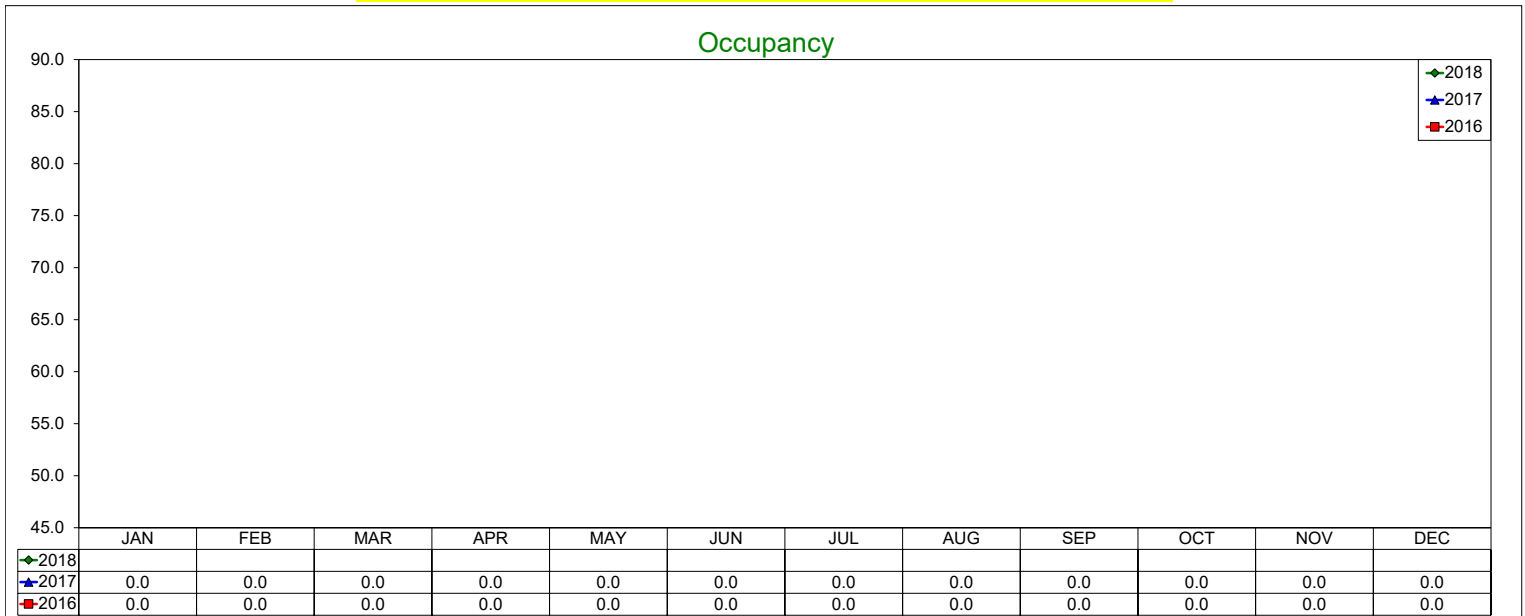
12 month RevPAR Rolling Average through December 2018 is \$65.53 with a change from last year of -0.8%

Three Year Comparison - Full Service - DFW South

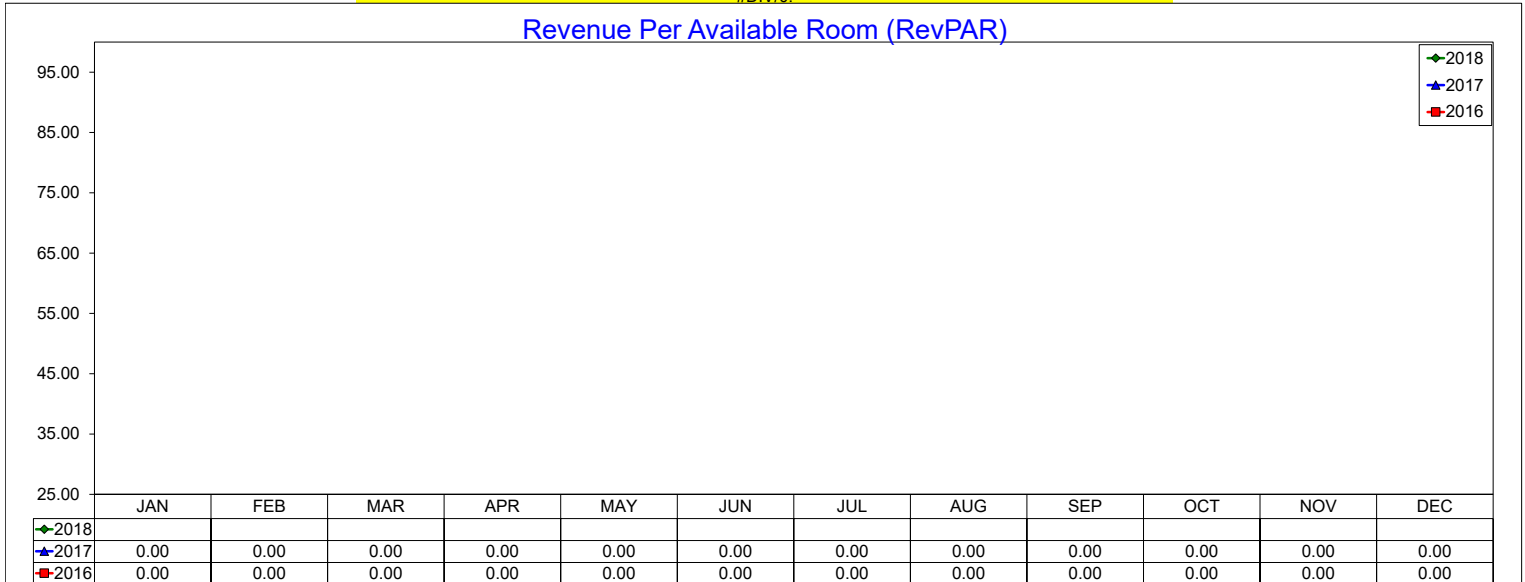
December 2018



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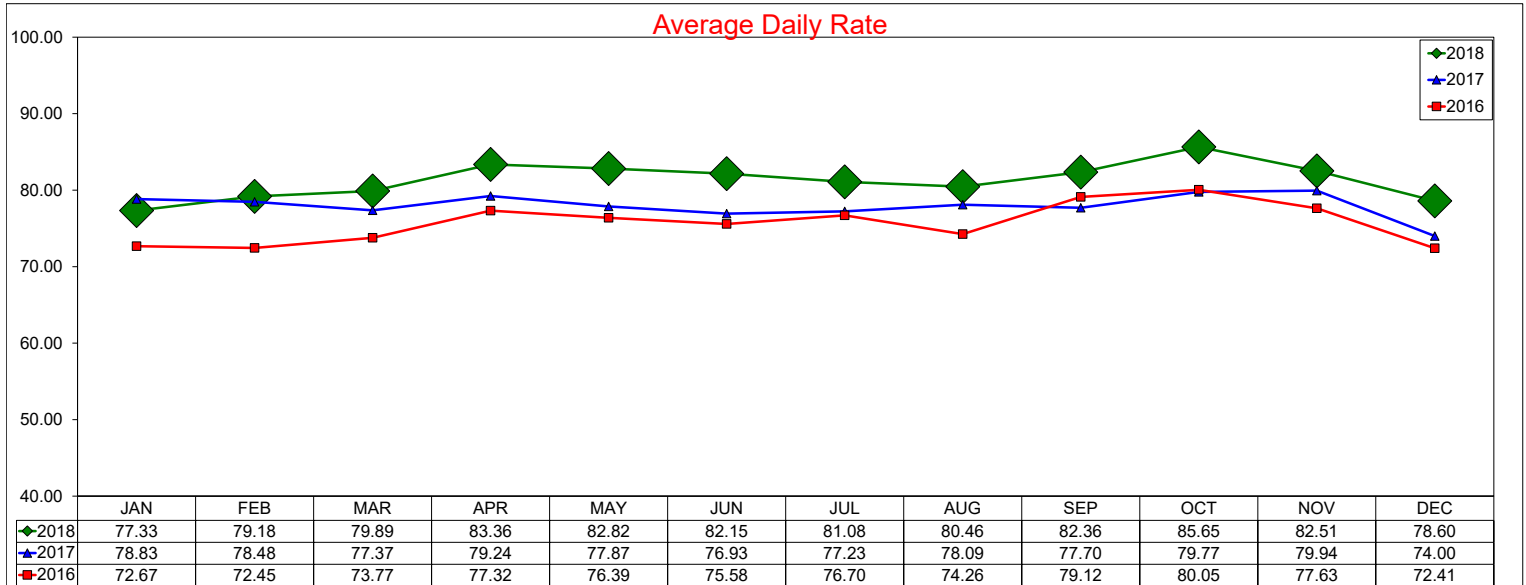
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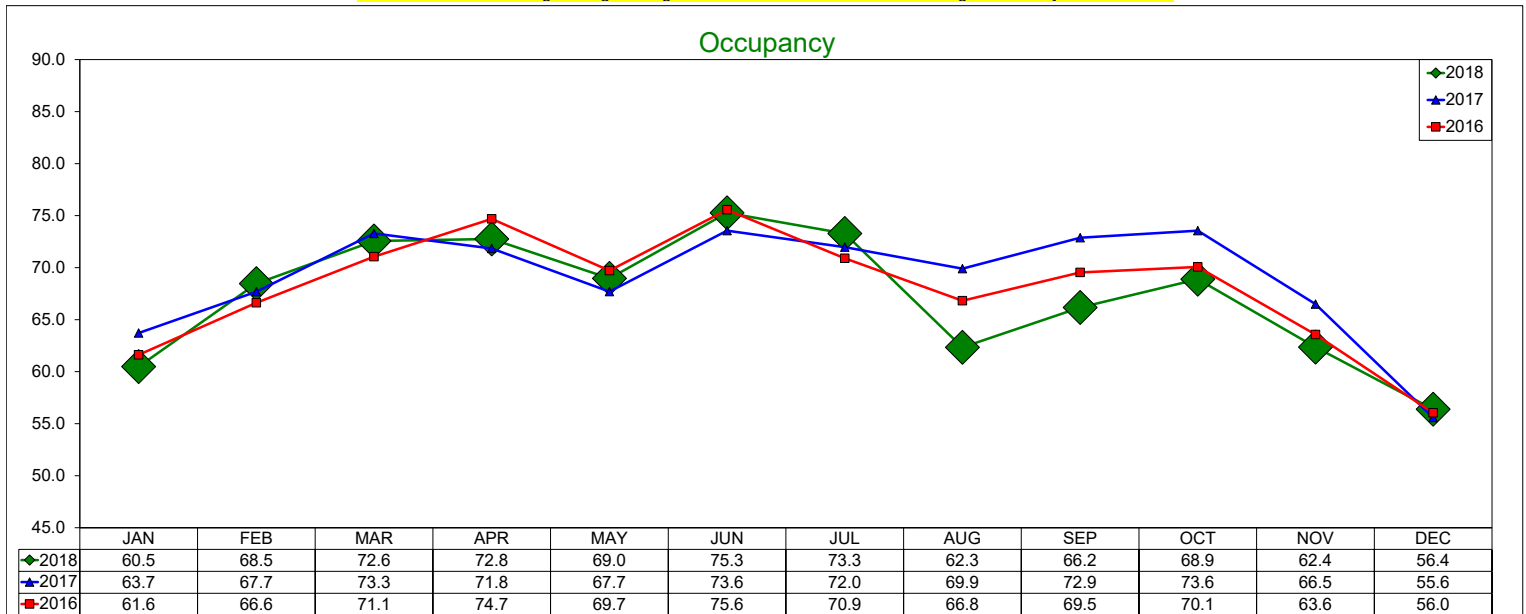
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Three Year Comparison - Limited Service - DFW South

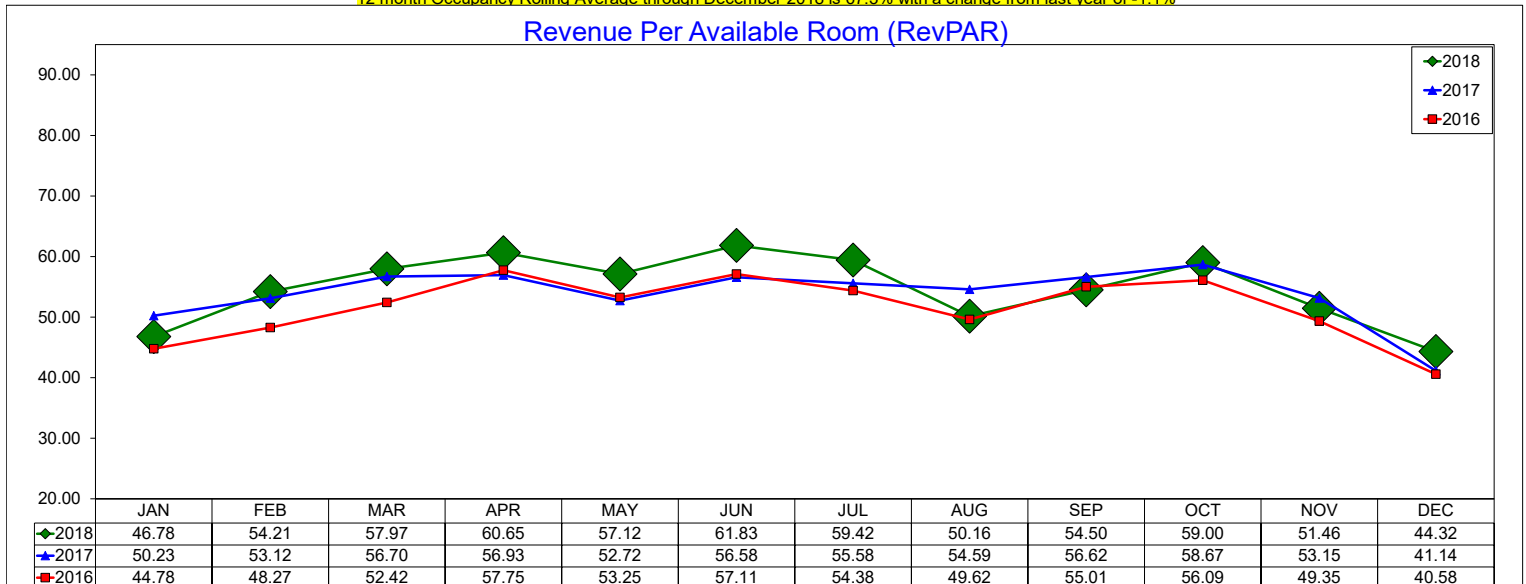
December 2018



12 month ADR Rolling Average through December 2018 is \$81.4 with a change from last year of 3.1%



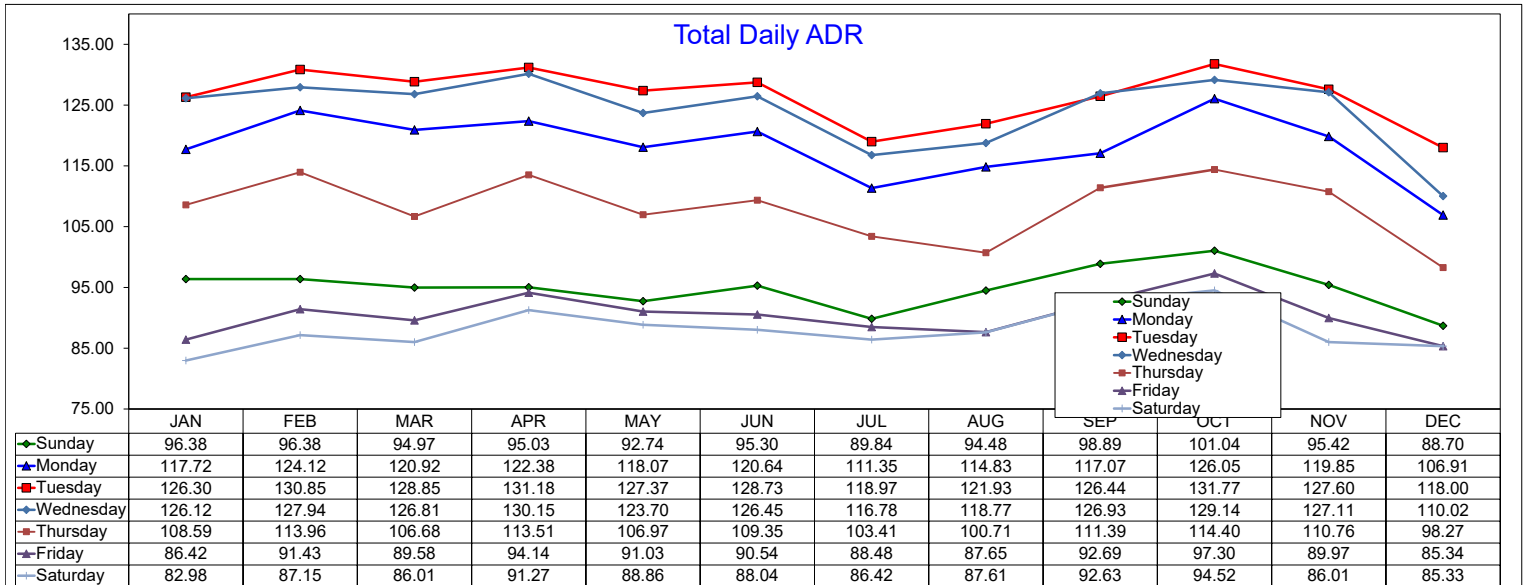
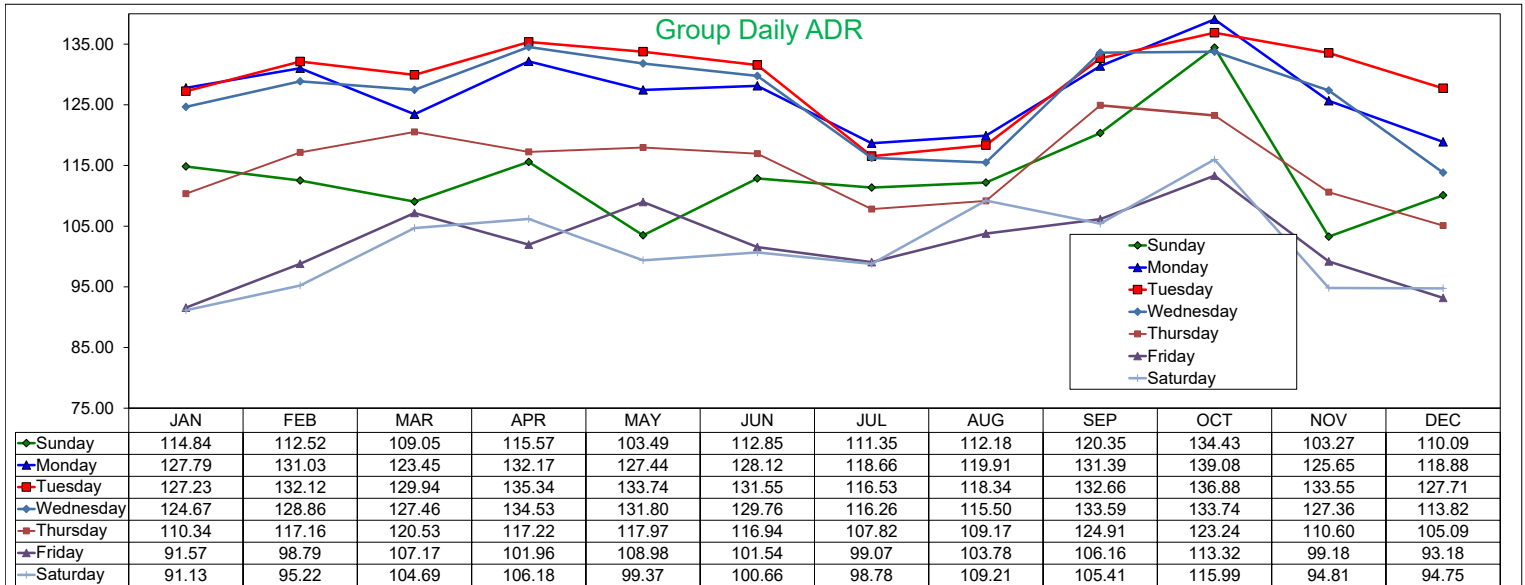
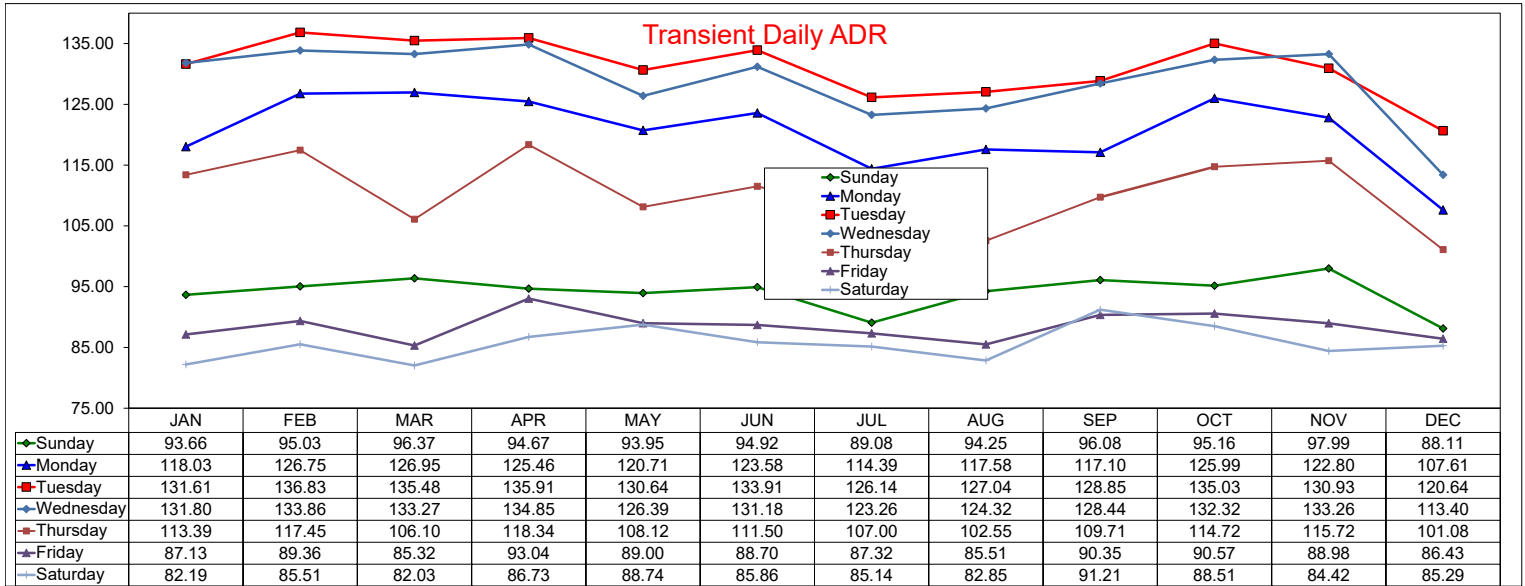
12 month Occupancy Rolling Average through December 2018 is 67.3% with a change from last year of -1.1%



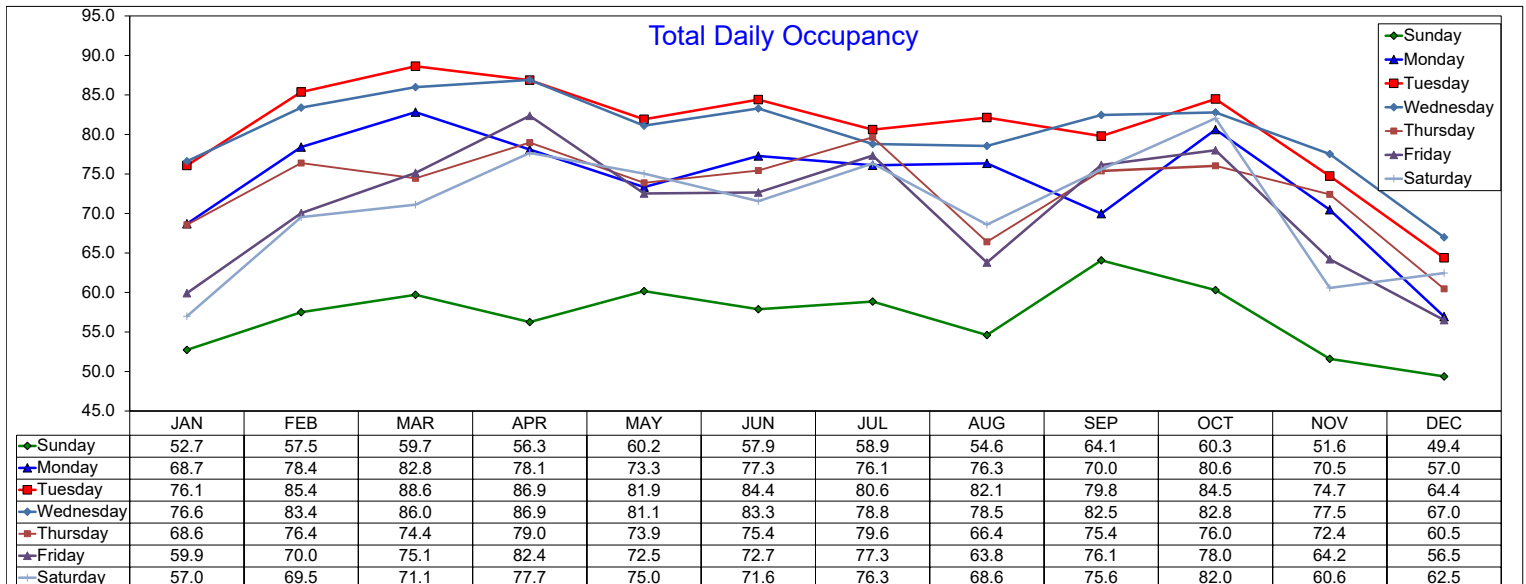
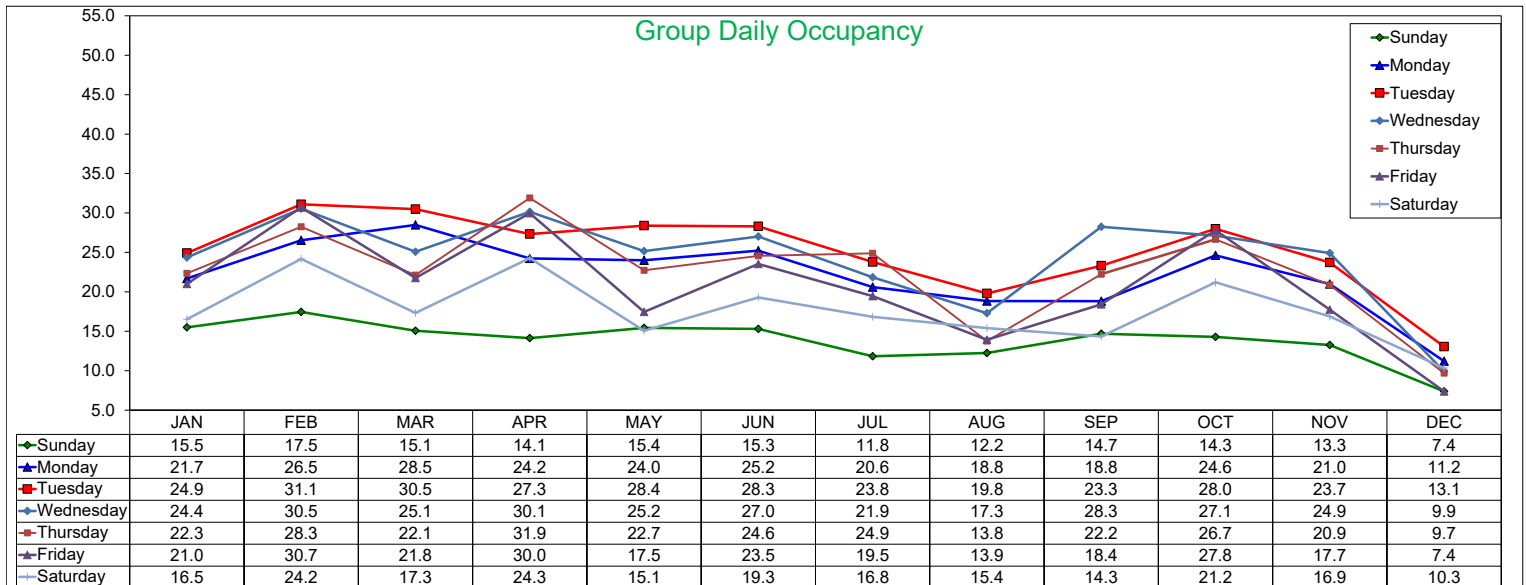
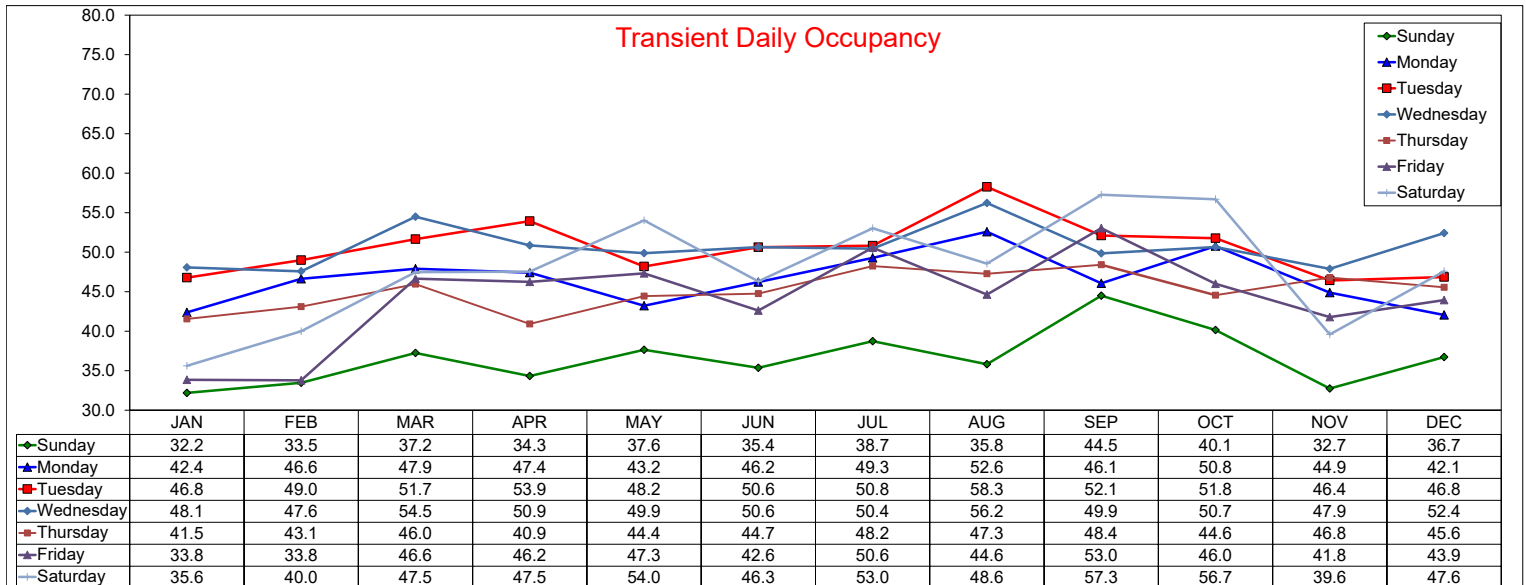
12 month RevPAR Rolling Average through December 2018 is \$54.79 with a change from last year of 2.0%

Daily ADR by Month

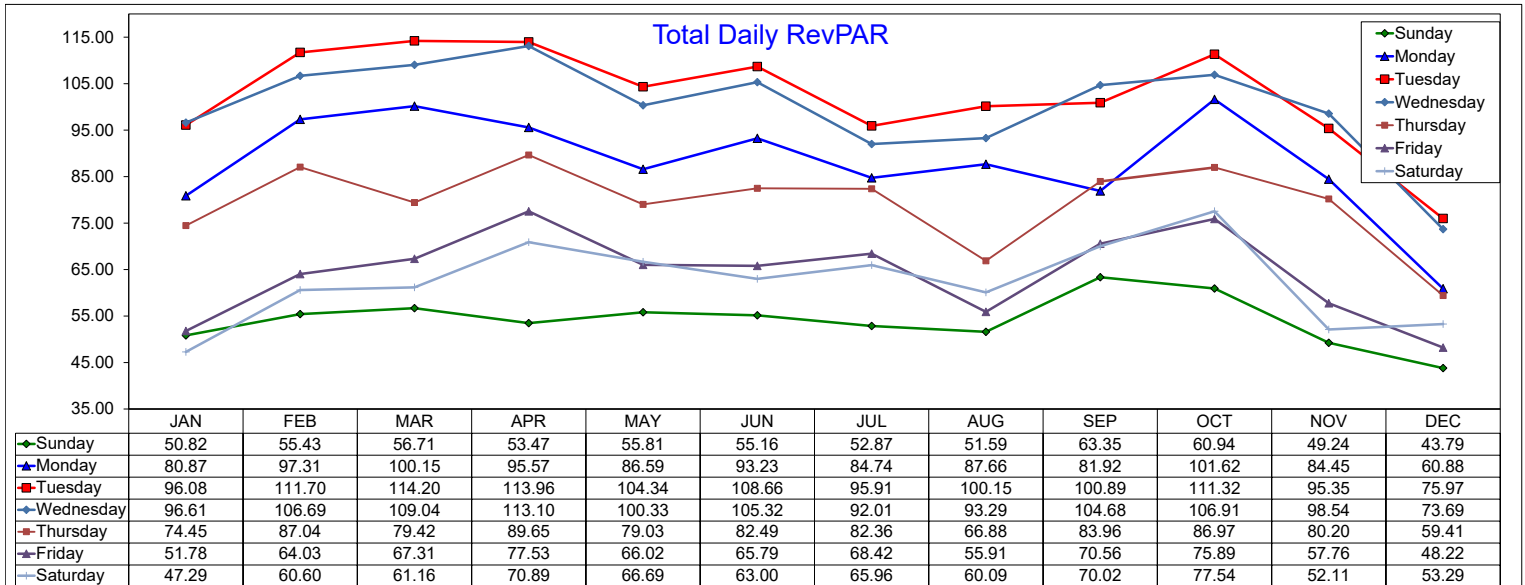
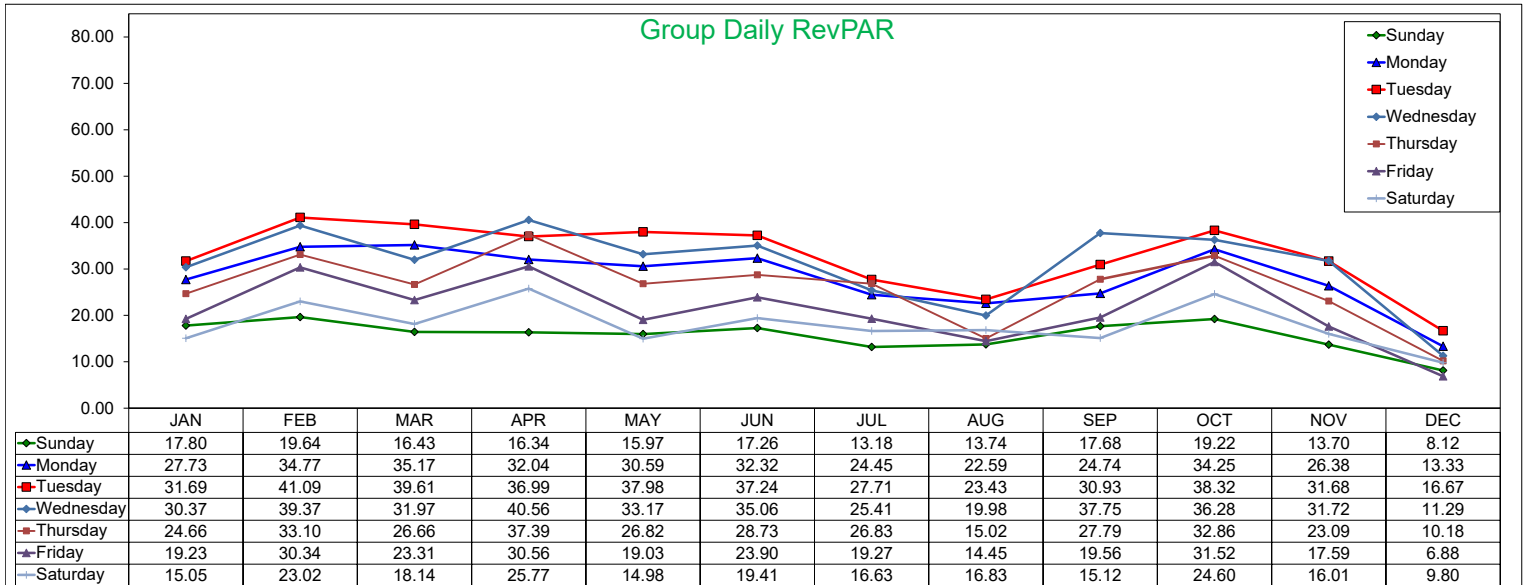
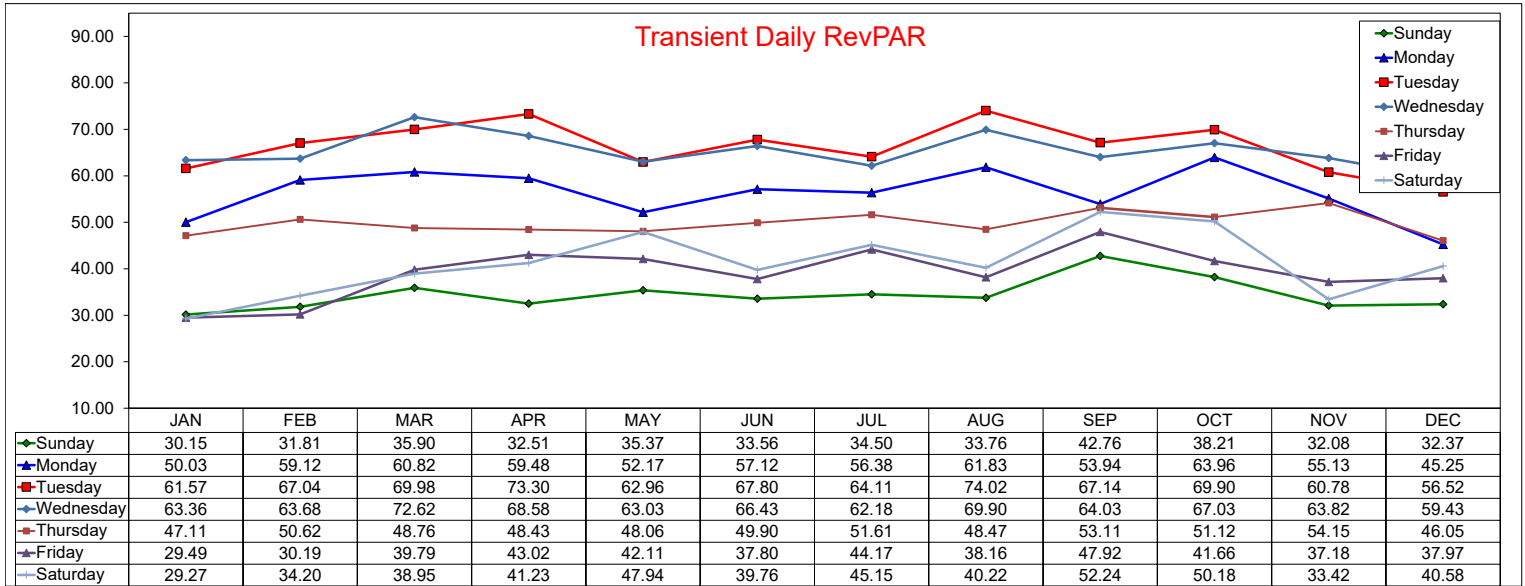
2018



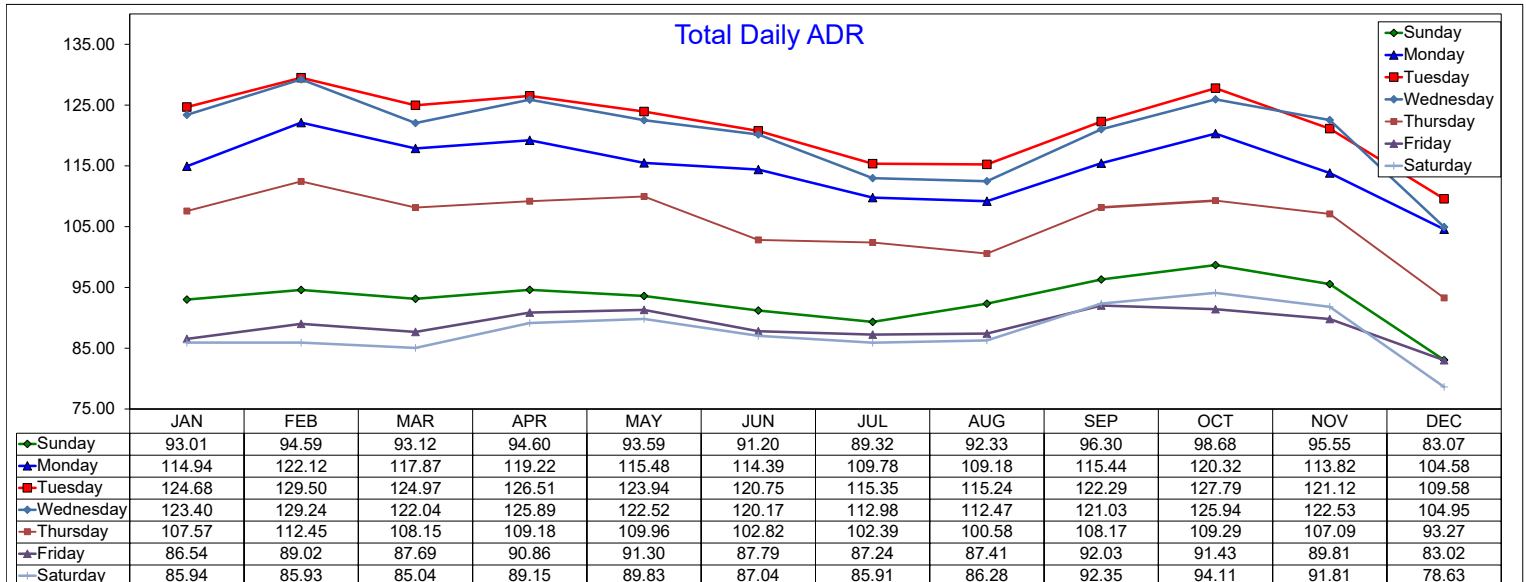
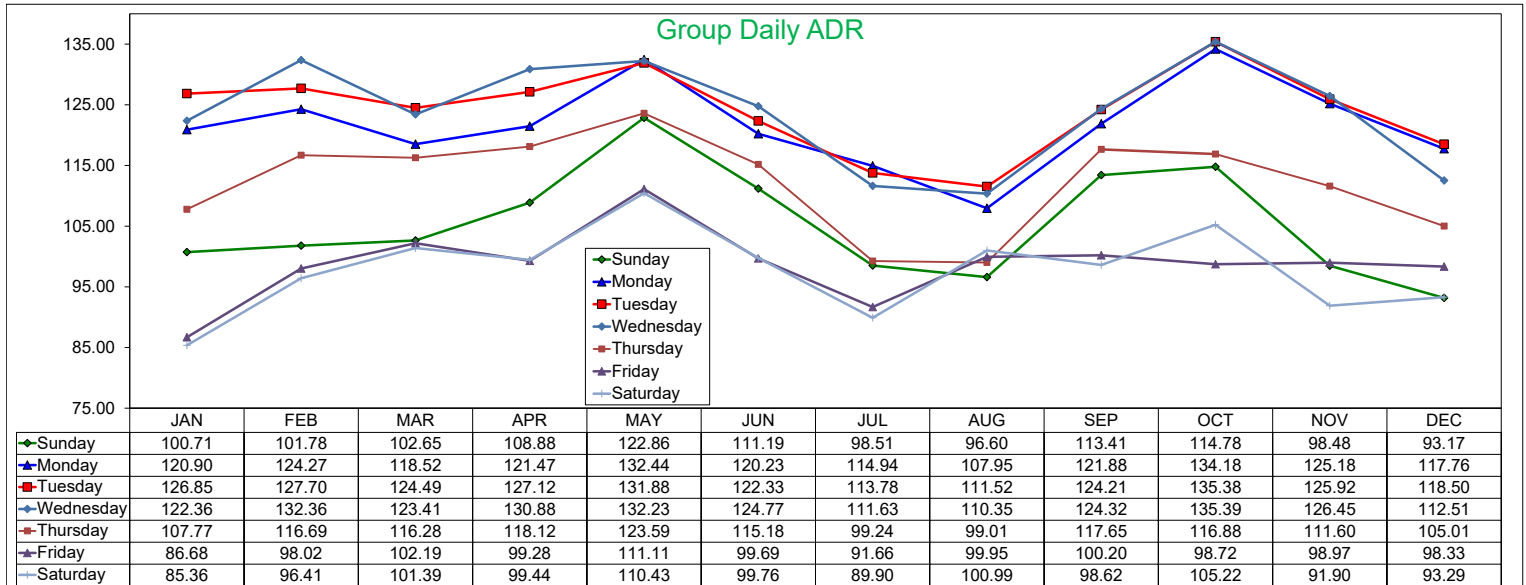
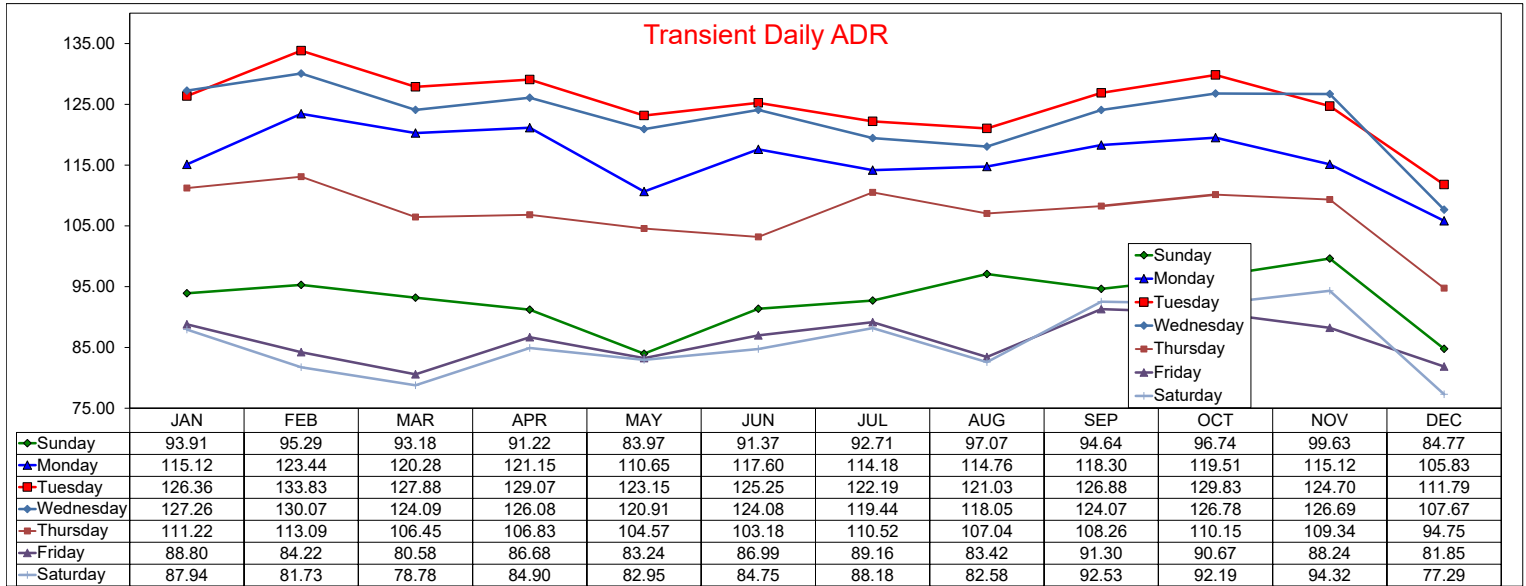
Daily Occupancy by Month 2018



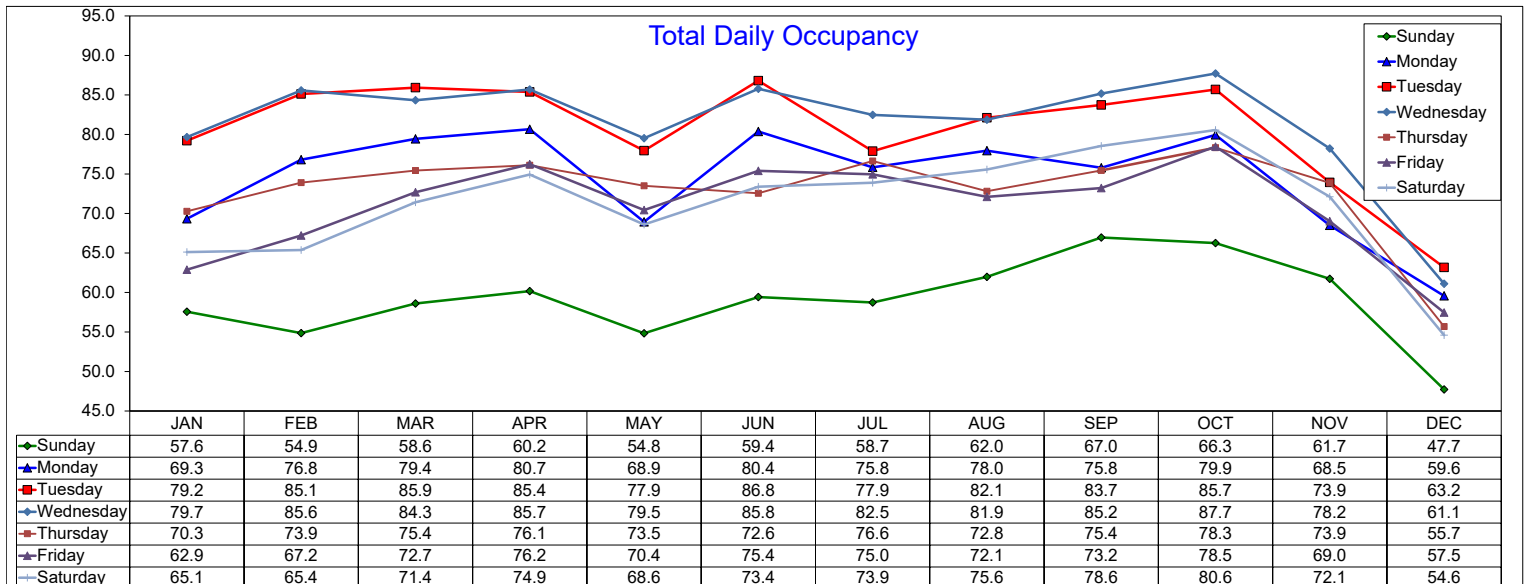
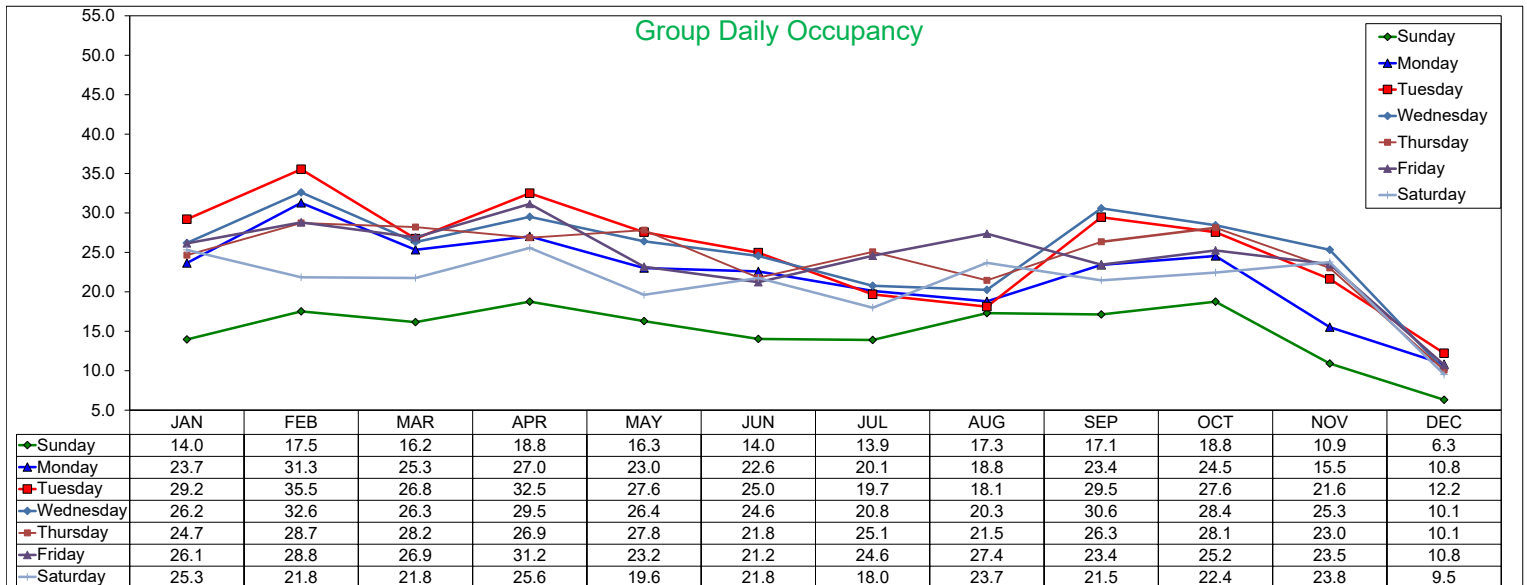
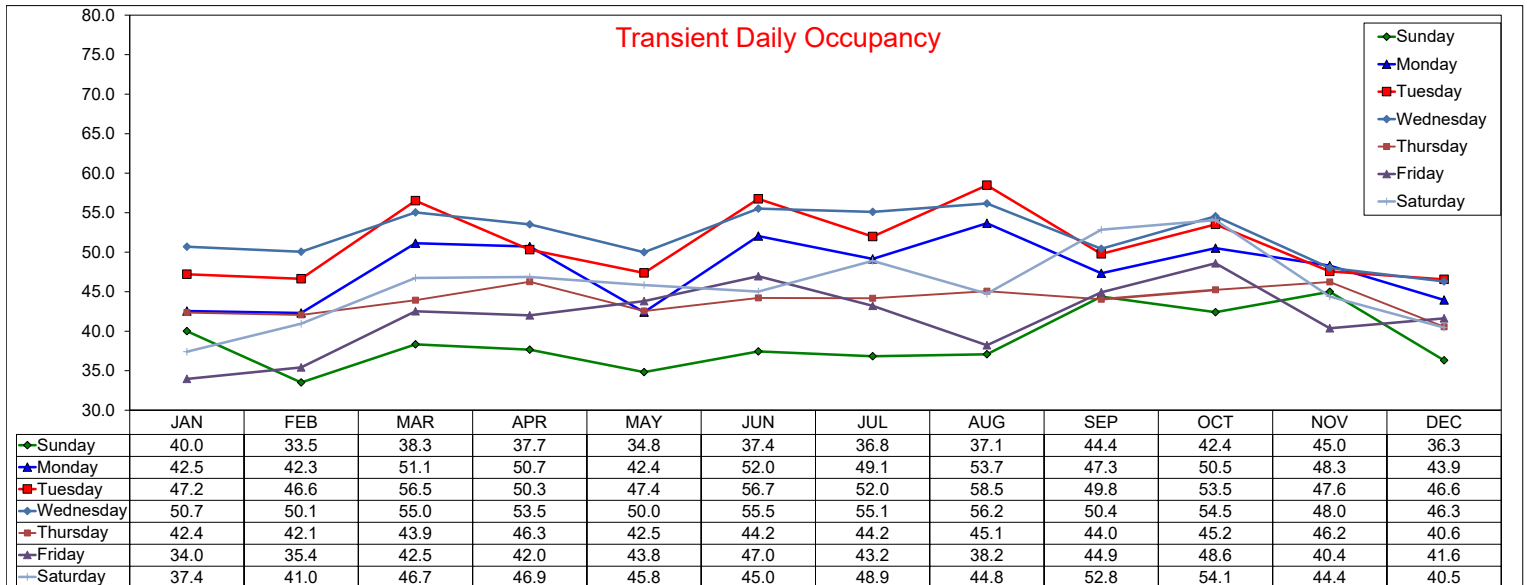
Daily RevPAR by Month 2018



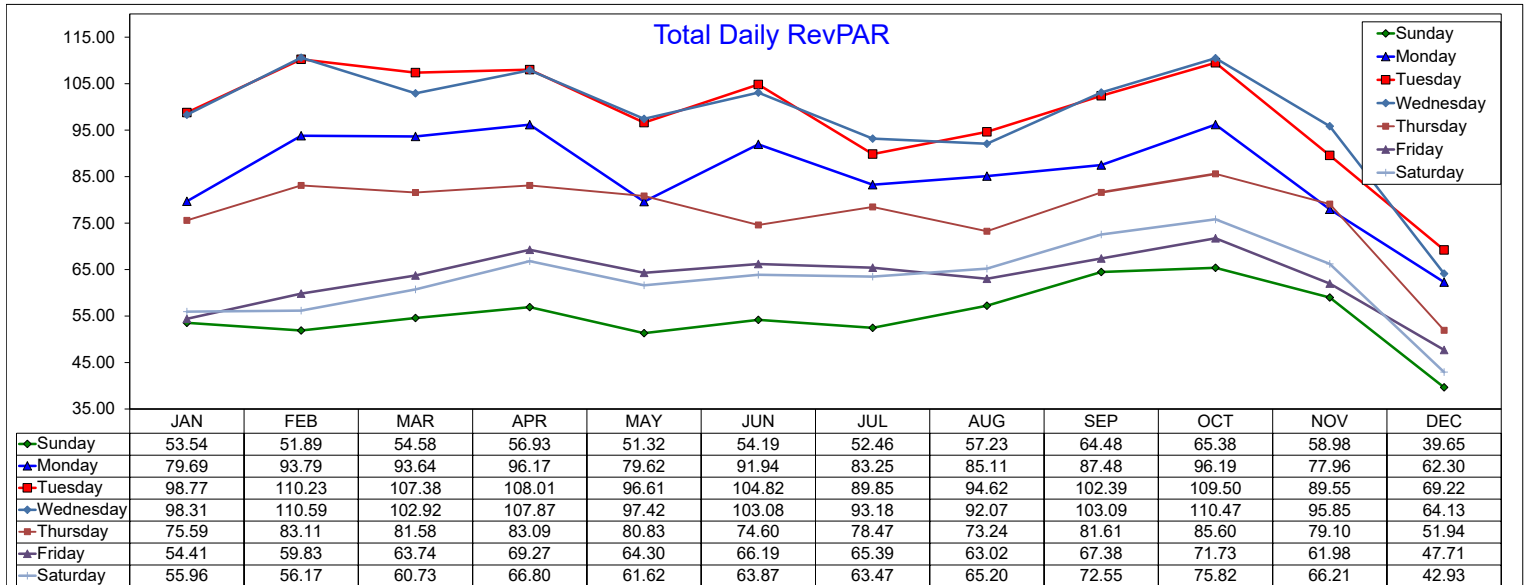
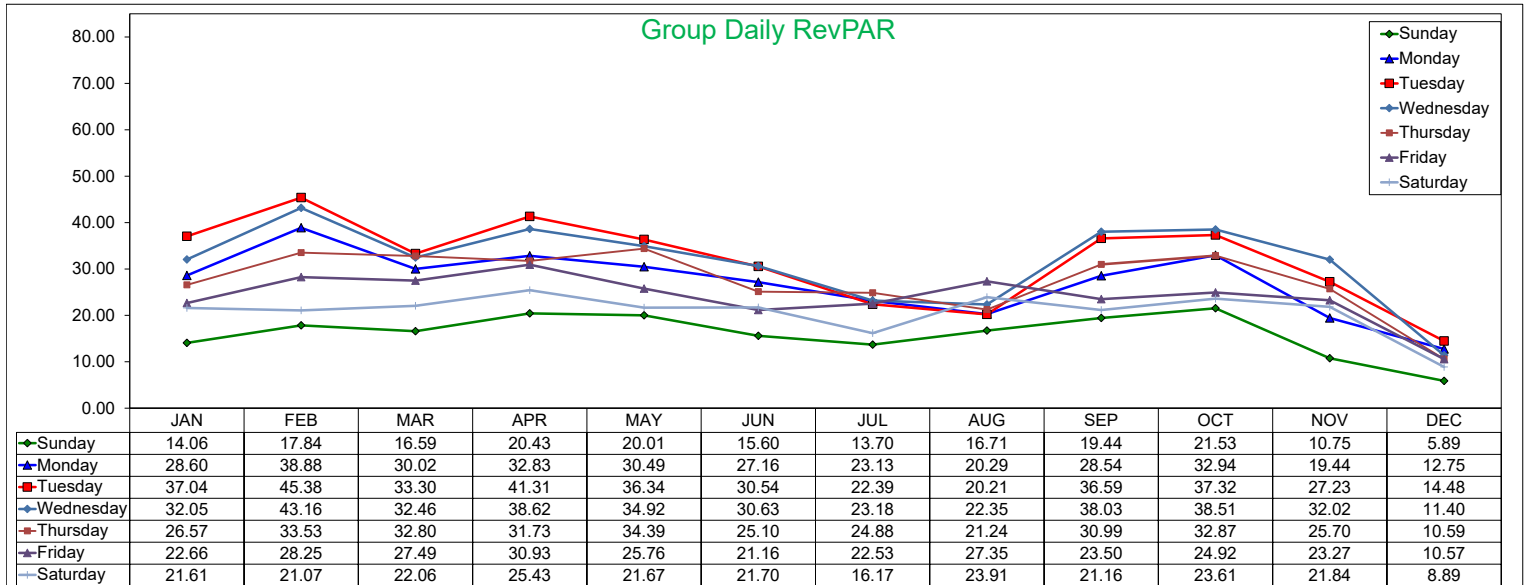
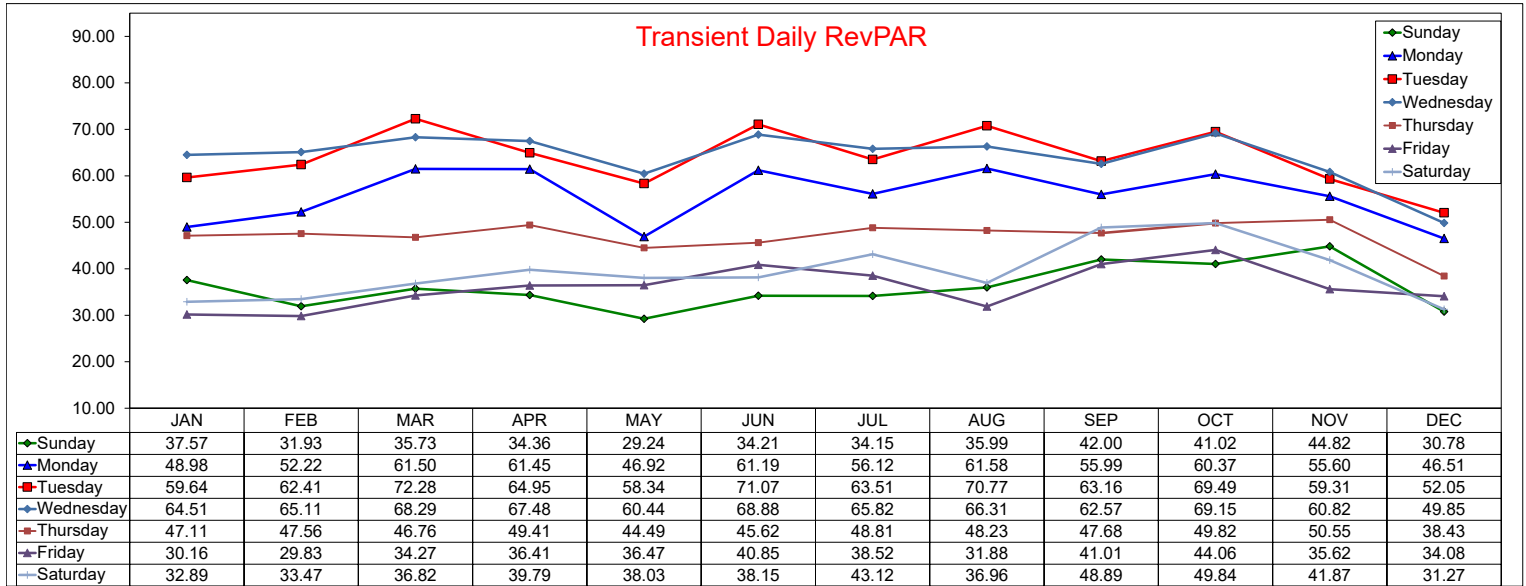
Daily ADR by Month 2017



Daily Occupancy by Month 2017

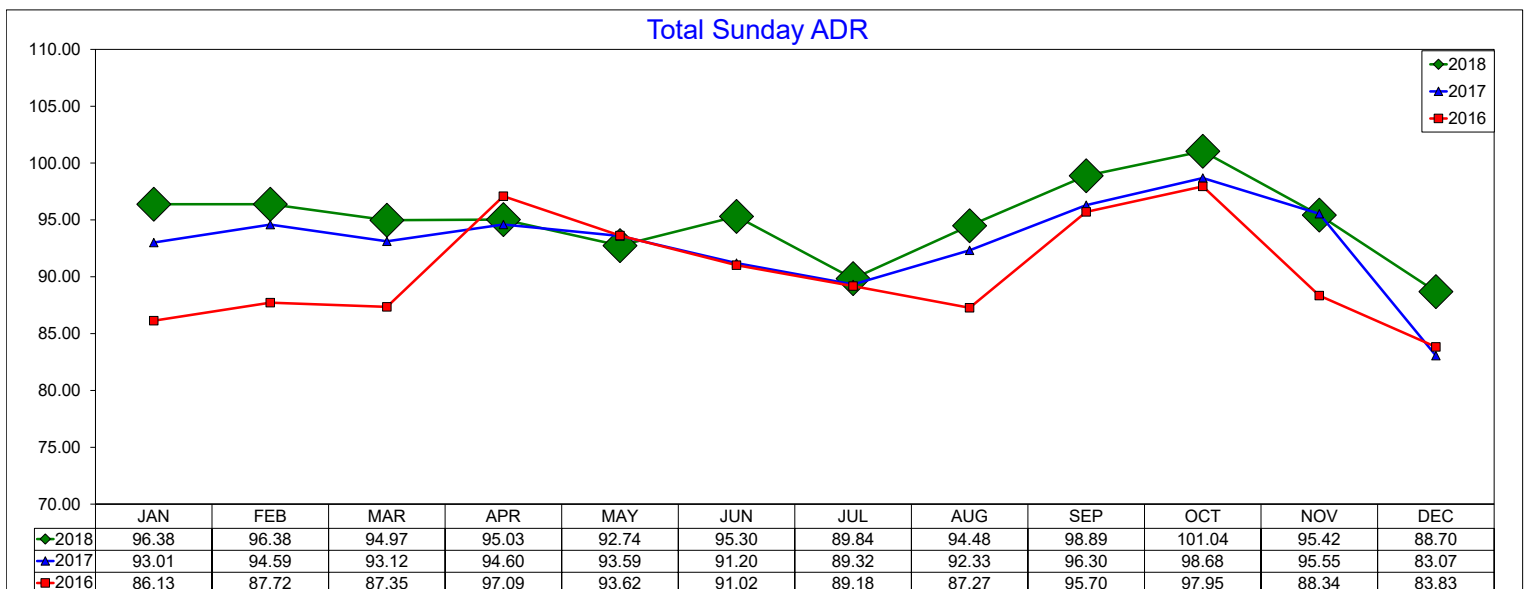
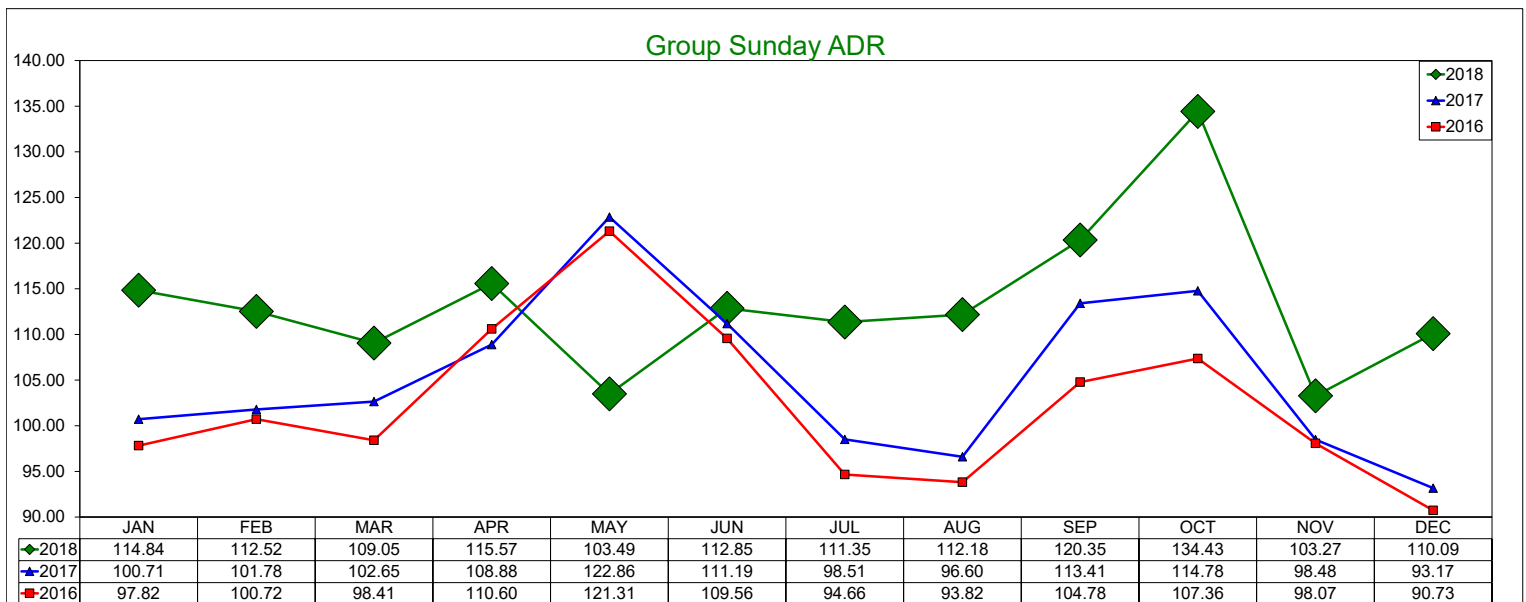
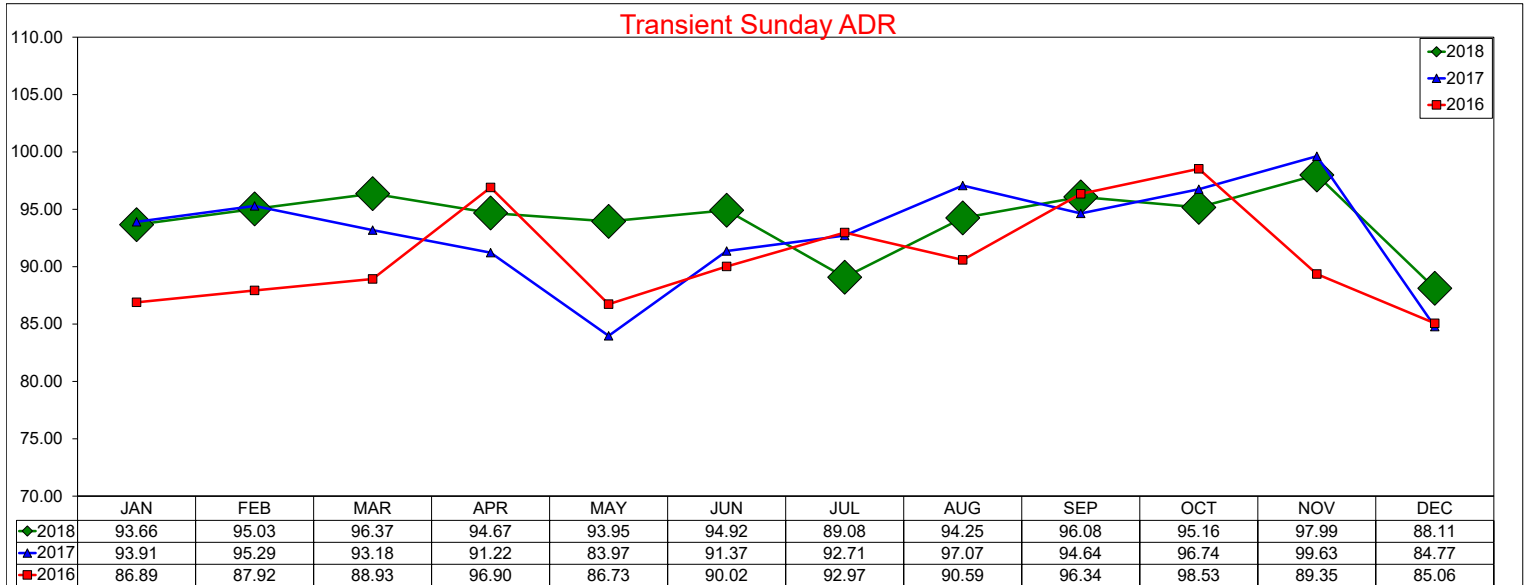


Daily RevPAR by Month 2017



Three Year Comparison - Sunday - ADR

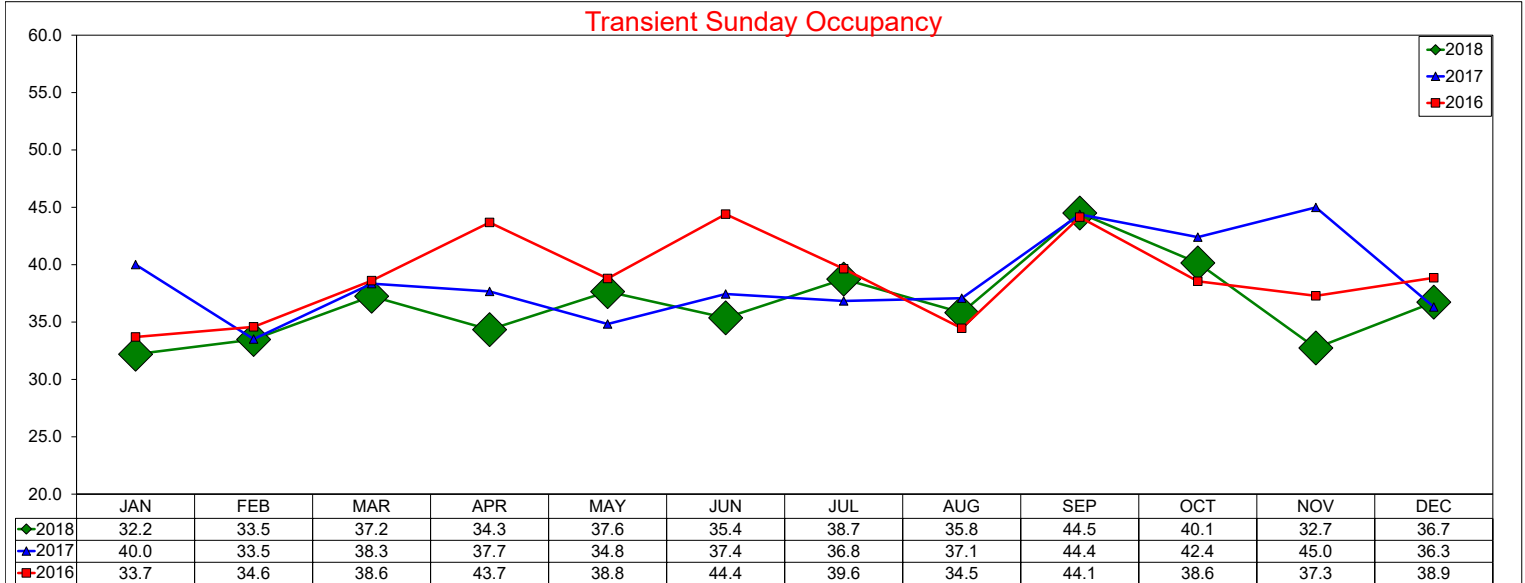
December 2018



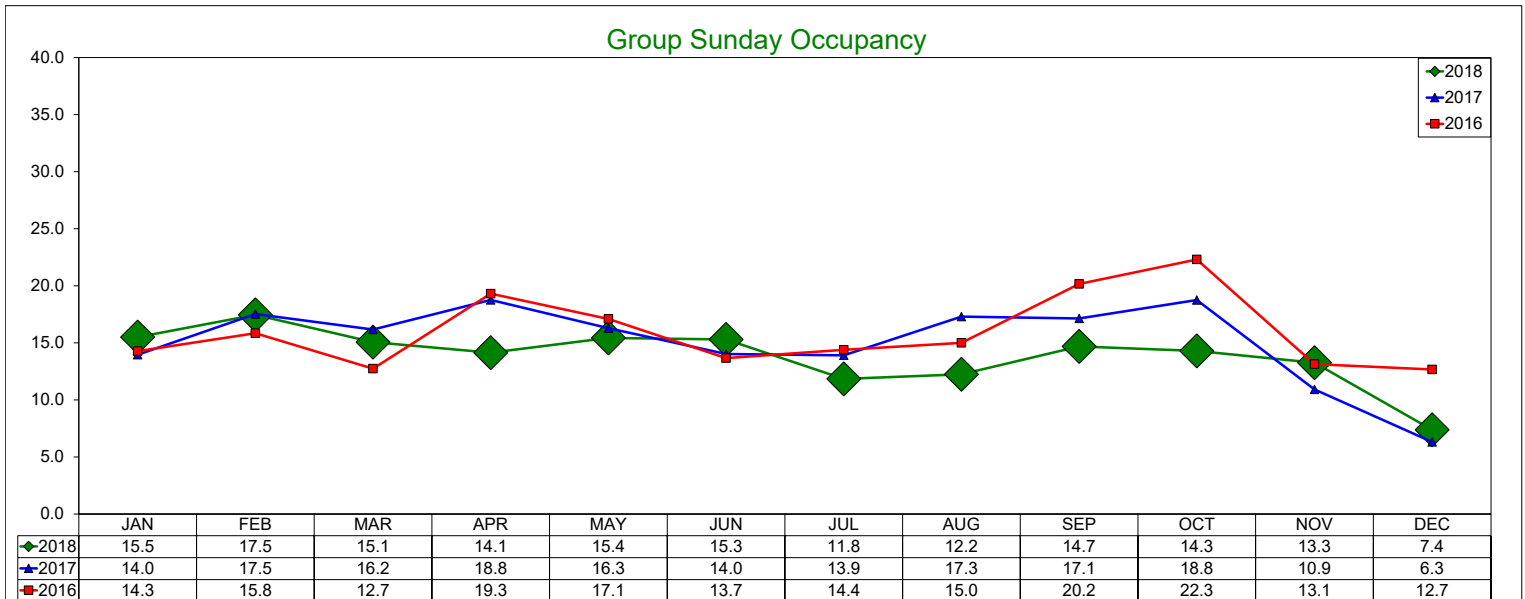
Three Year Comparison - Sunday - Occupancy

December 2018

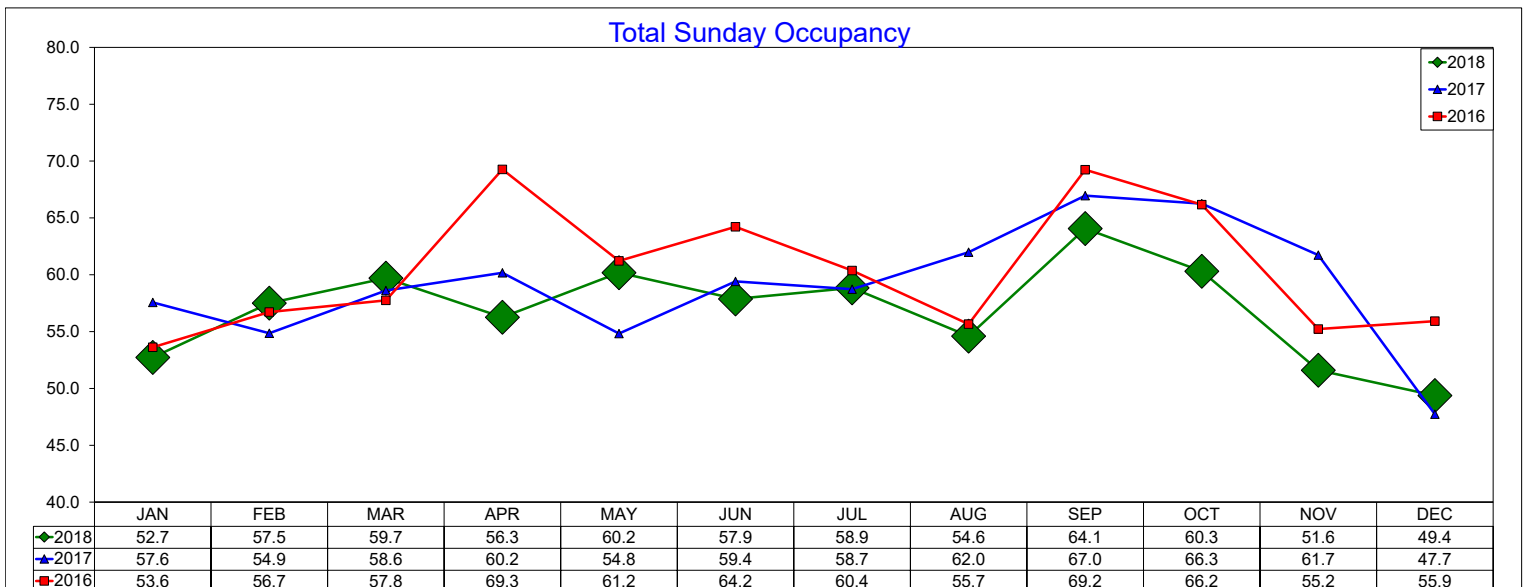
Transient Sunday Occupancy



Group Sunday Occupancy



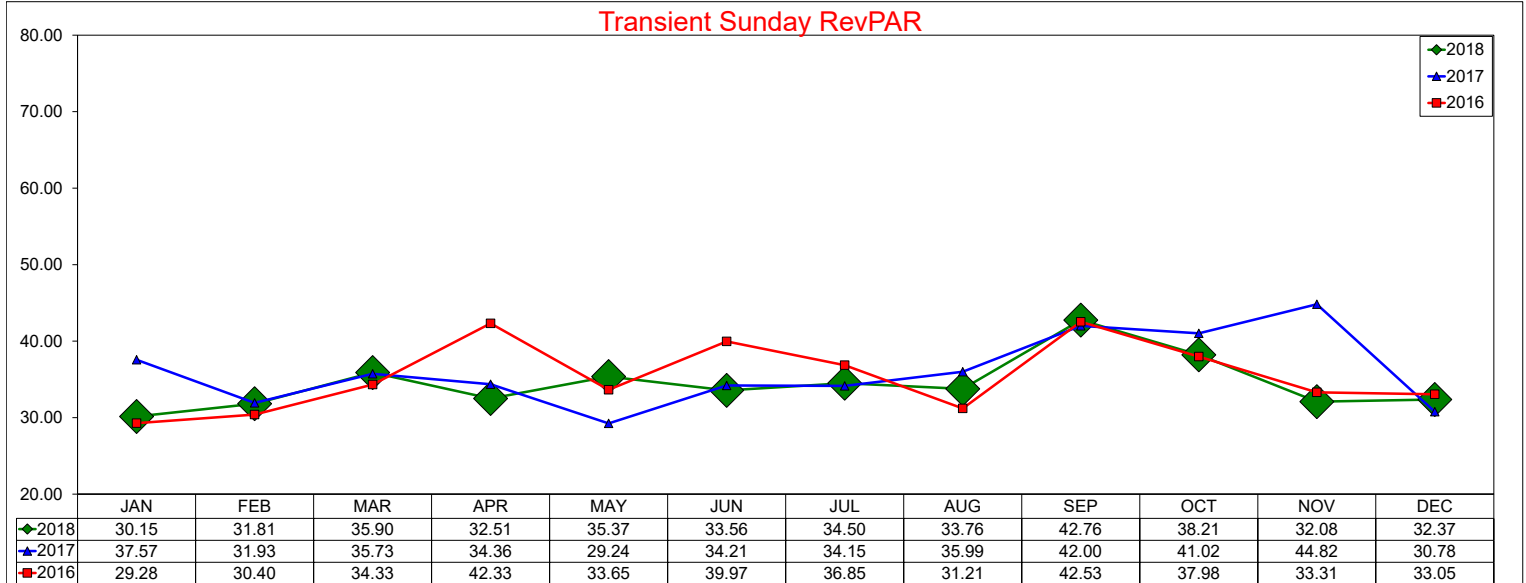
Total Sunday Occupancy



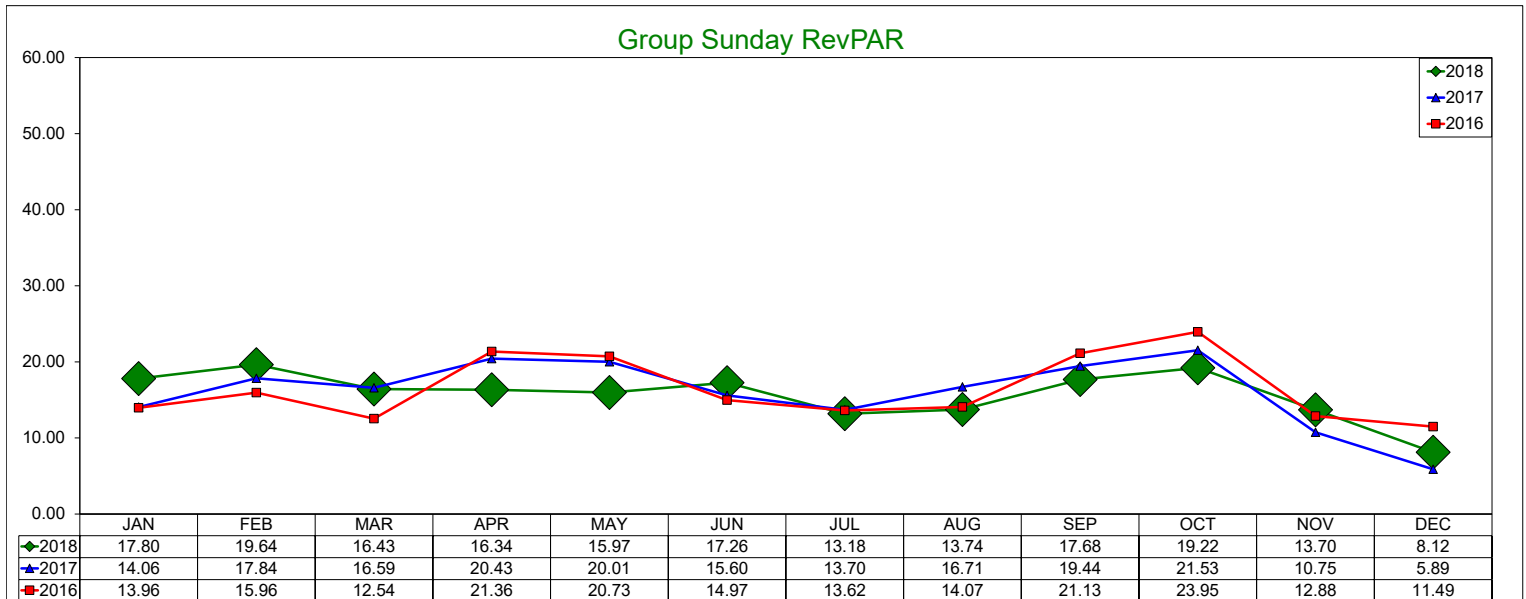
Three Year Comparison - Sunday - RevPAR

December 2018

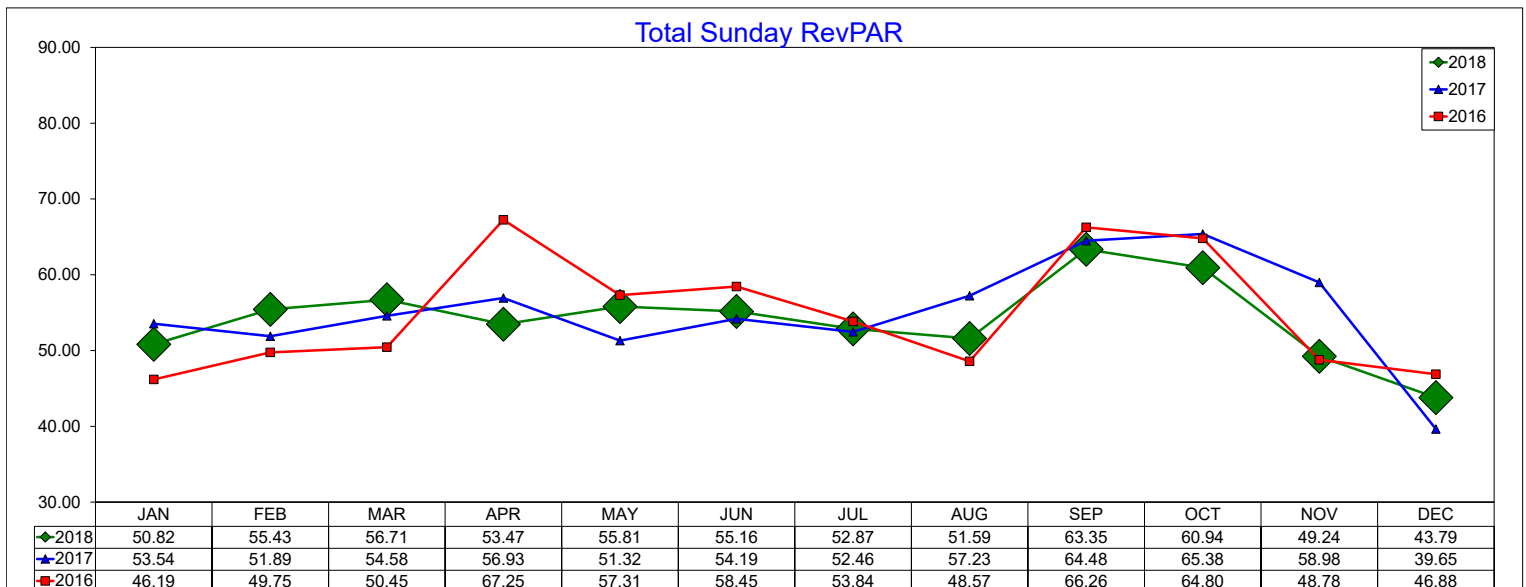
Transient Sunday RevPAR



Group Sunday RevPAR

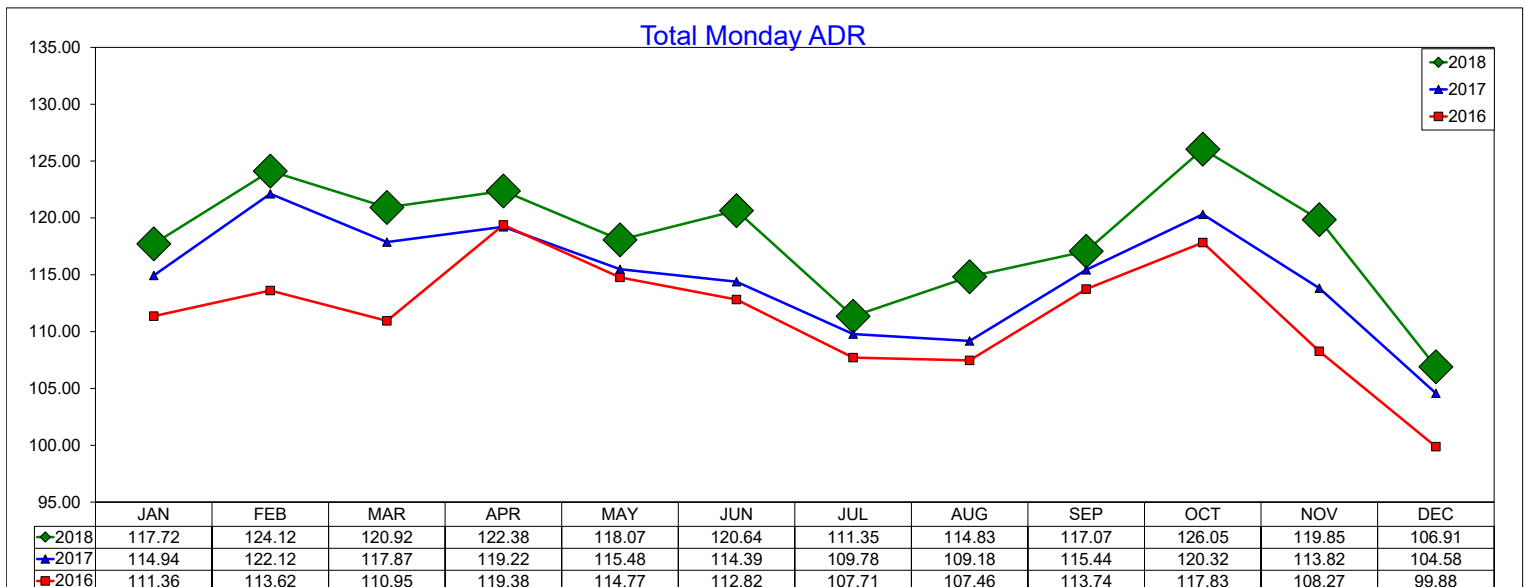
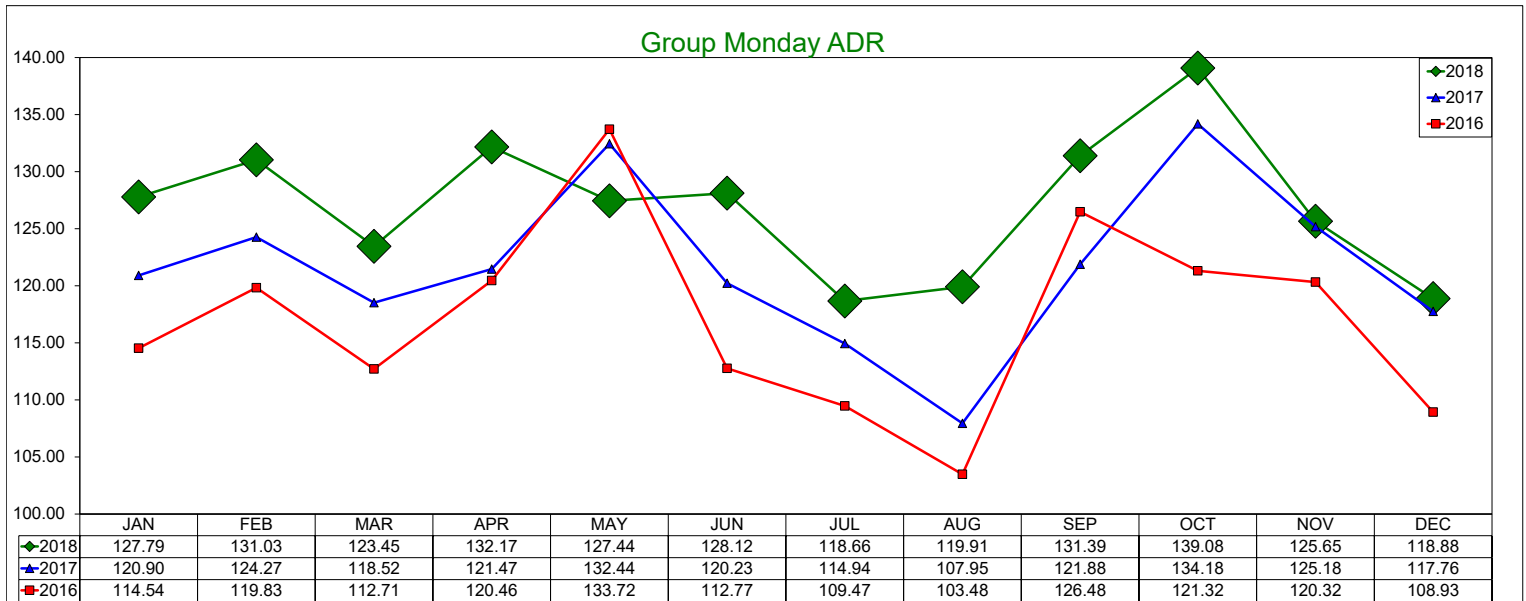
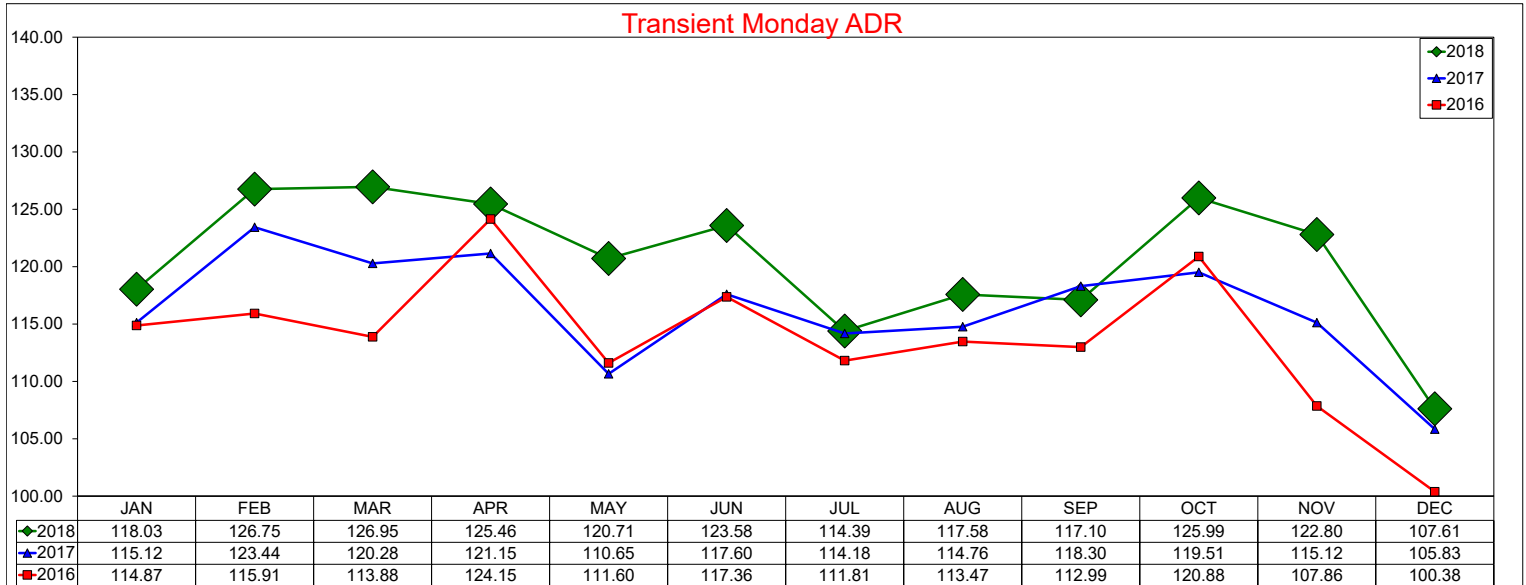


Total Sunday RevPAR



Three Year Comparison - Monday - ADR

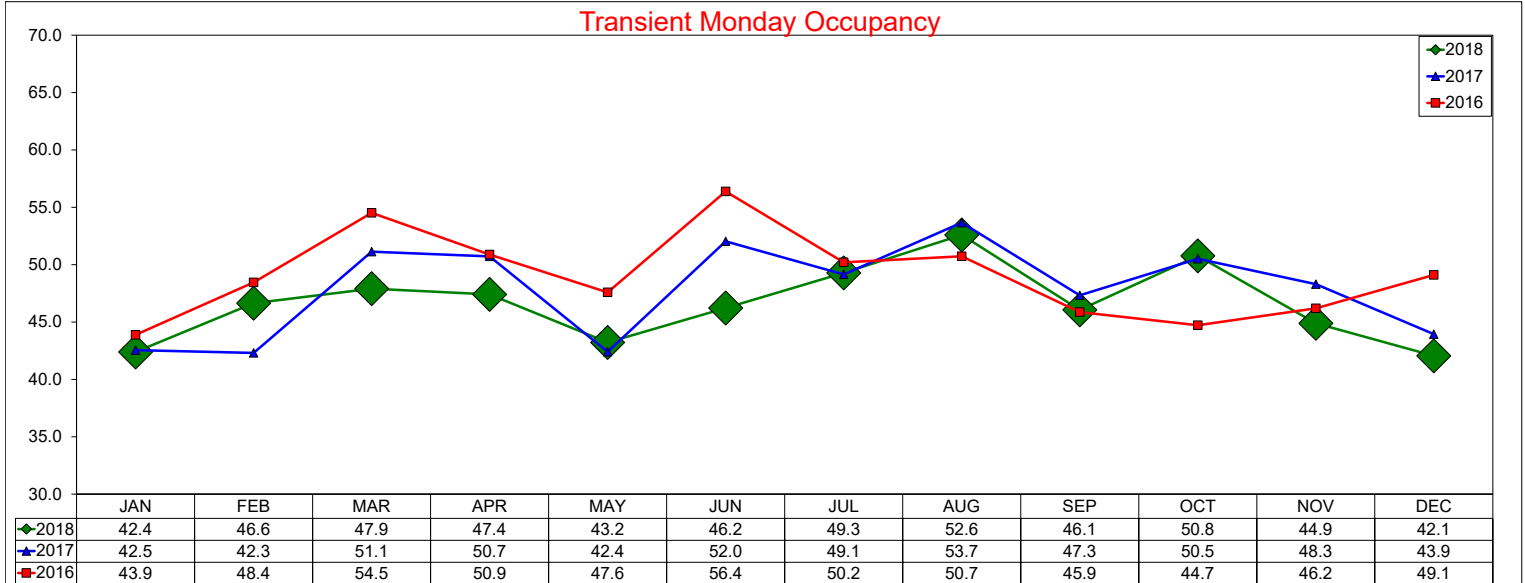
December 2018



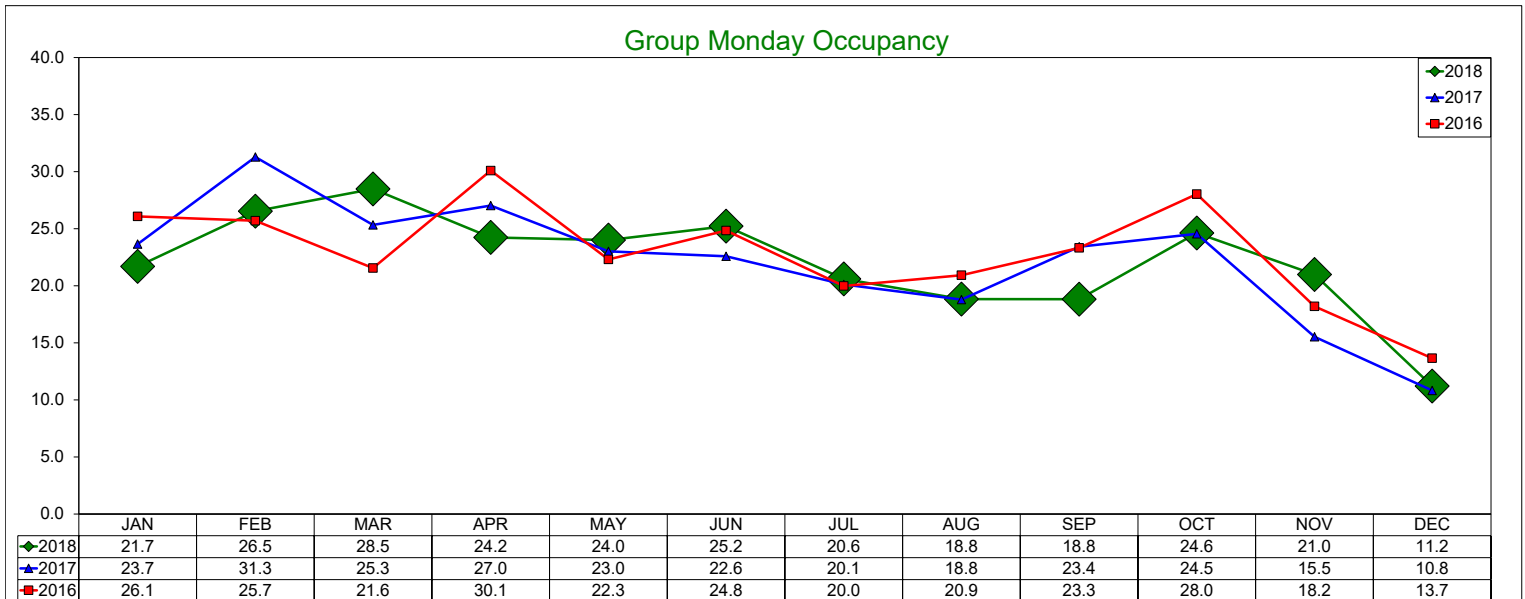
Three Year Comparison - Monday - Occupancy

December 2018

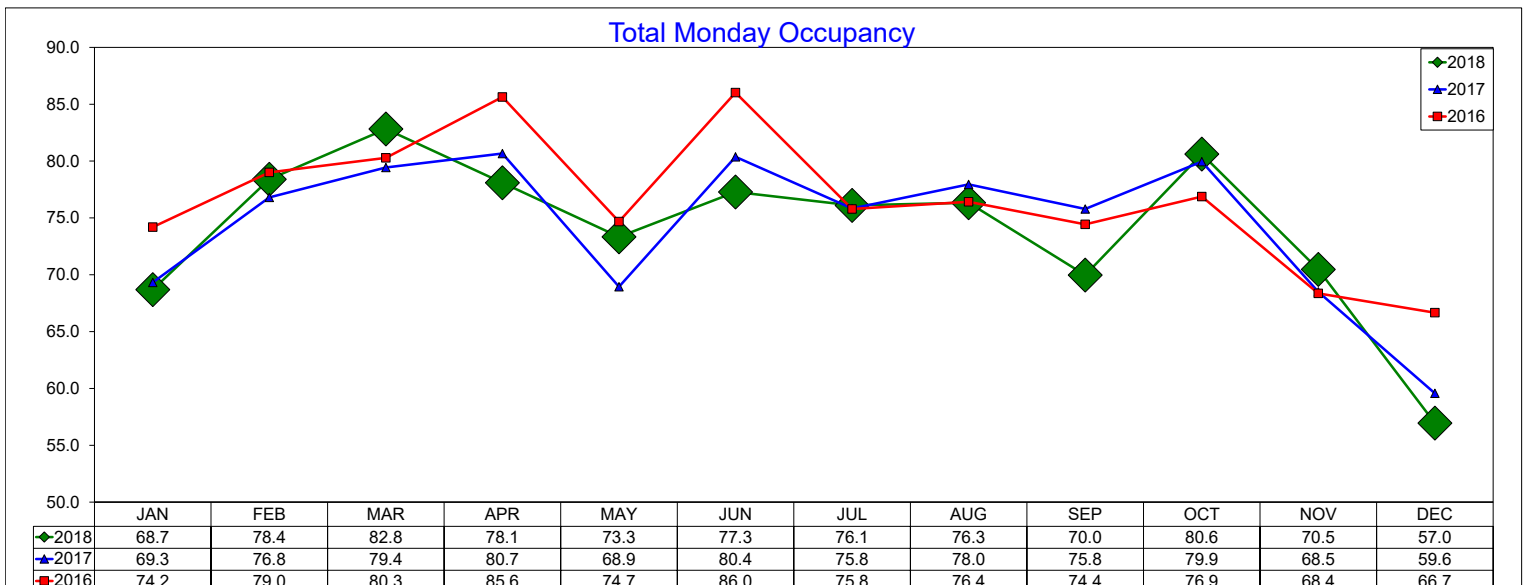
Transient Monday Occupancy



Group Monday Occupancy



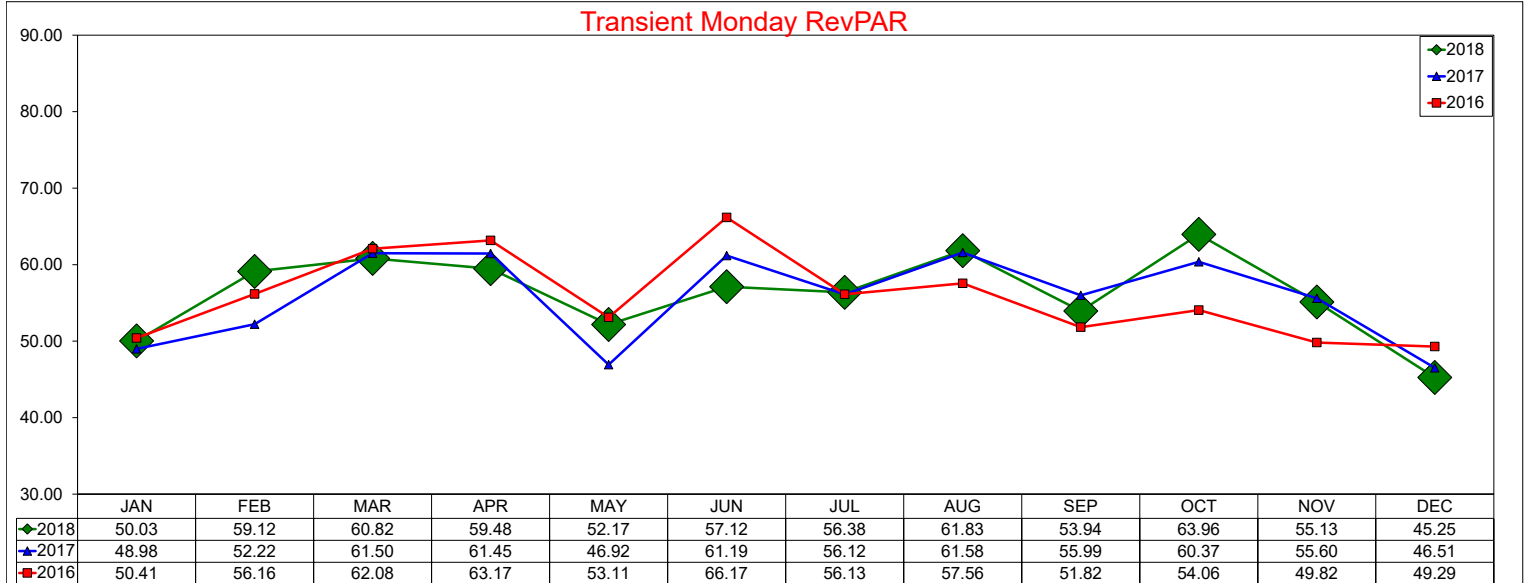
Total Monday Occupancy



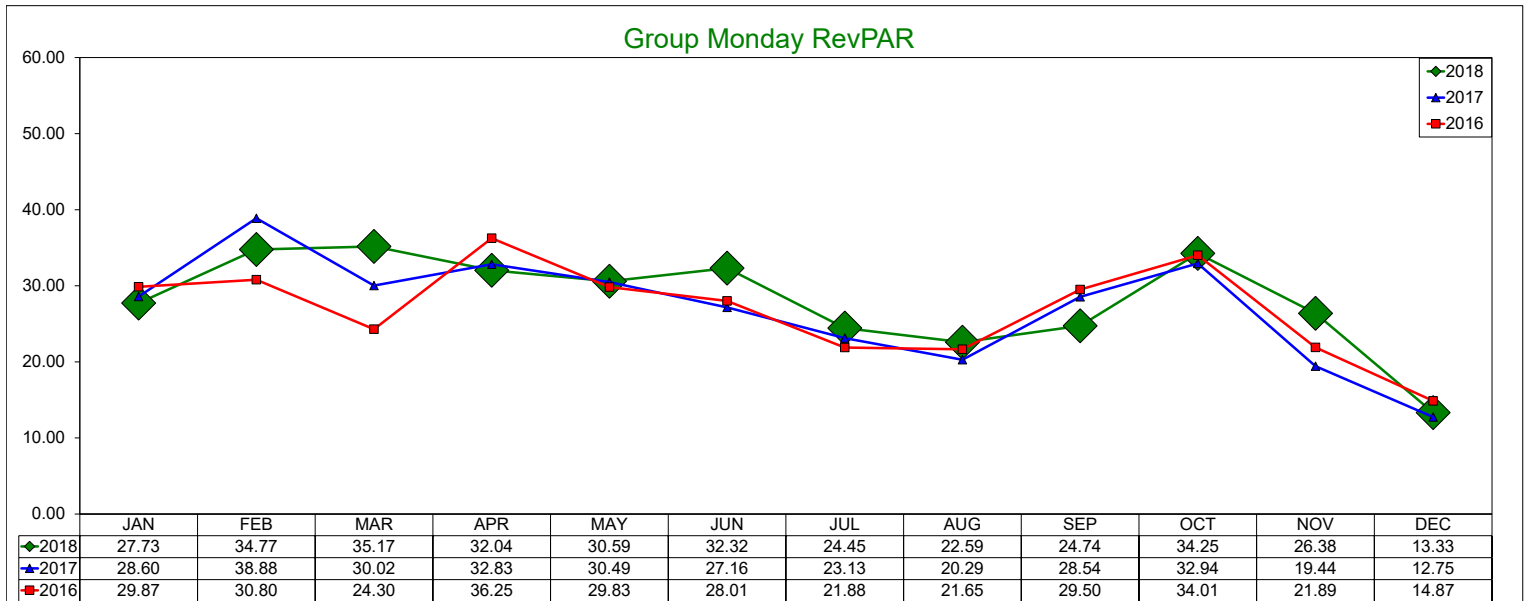
Three Year Comparison - Monday - RevPAR

December 2018

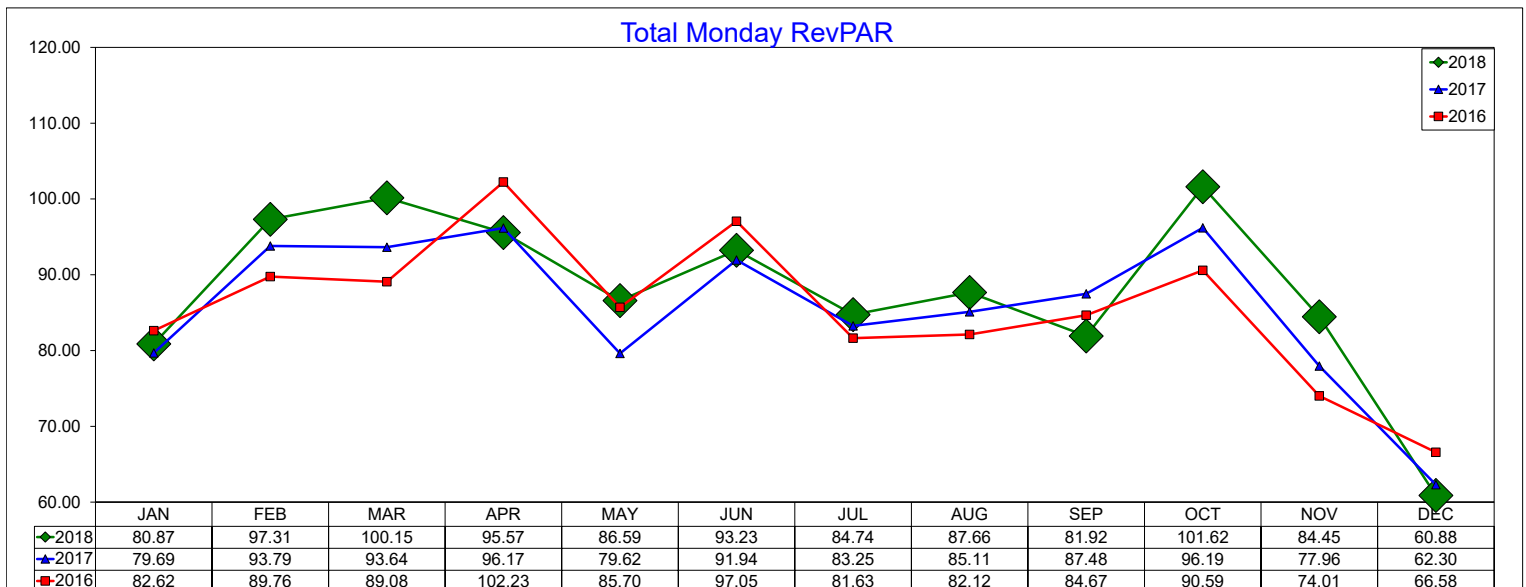
Transient Monday RevPAR



Group Monday RevPAR

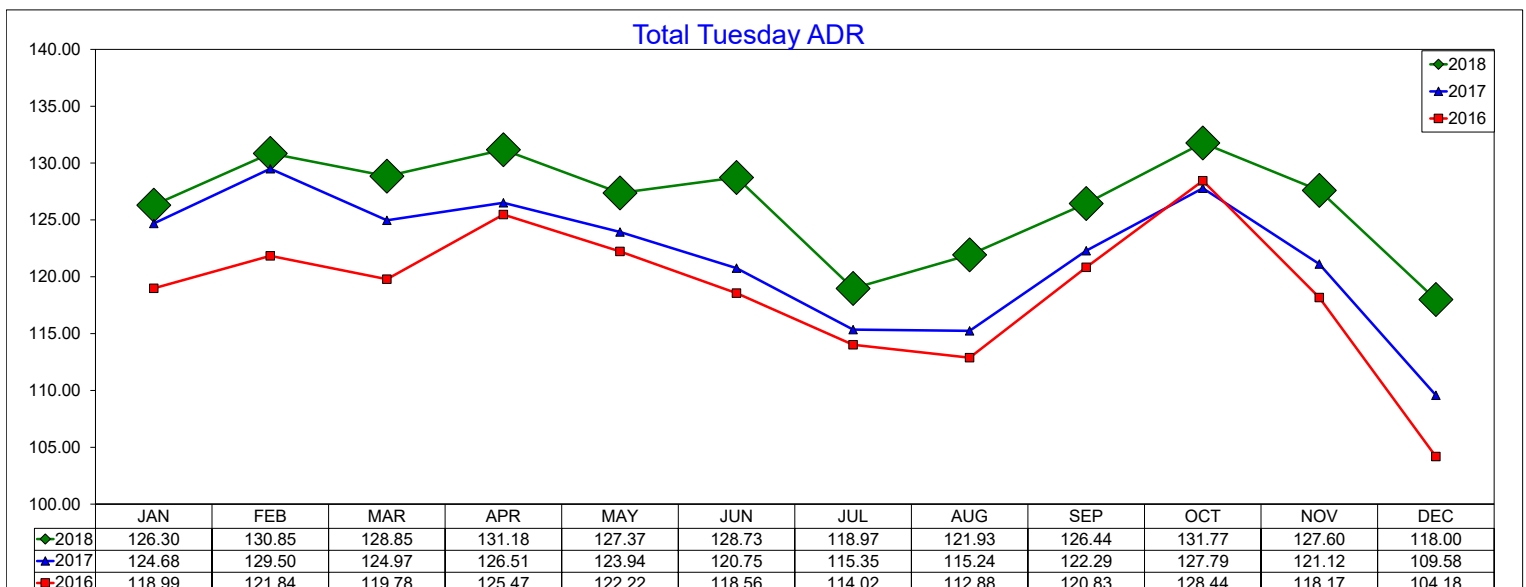
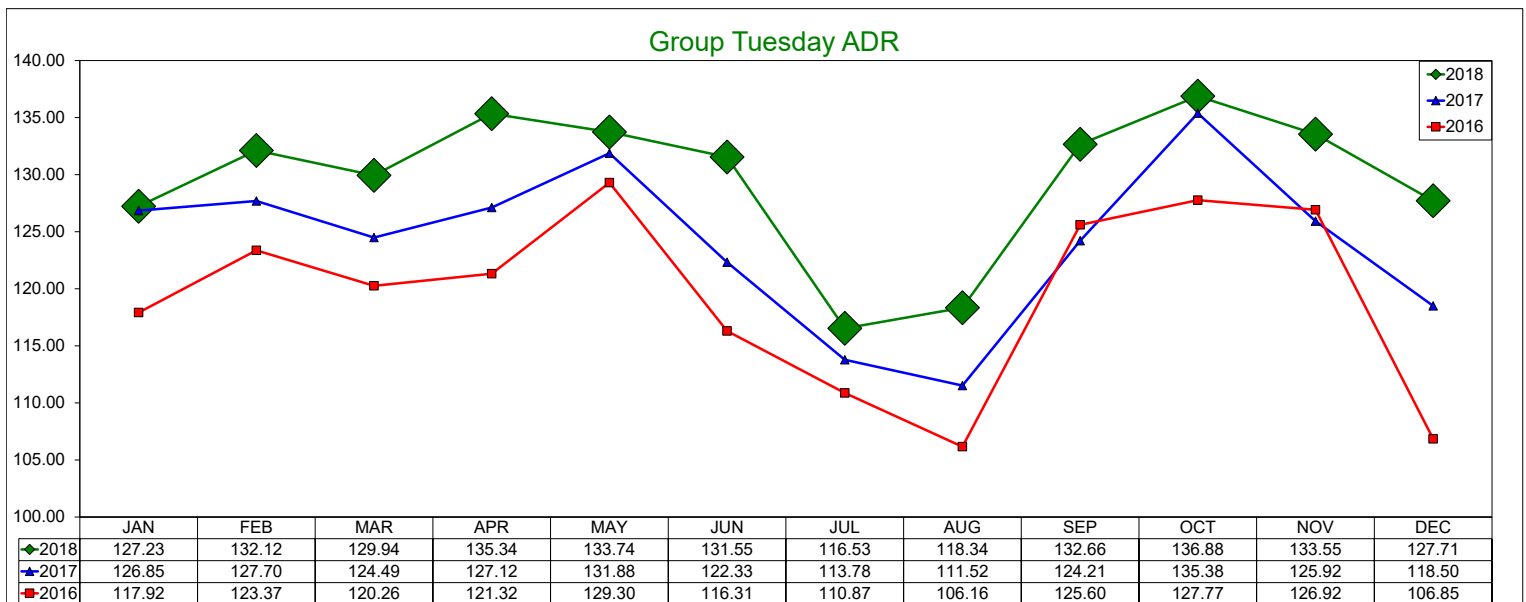
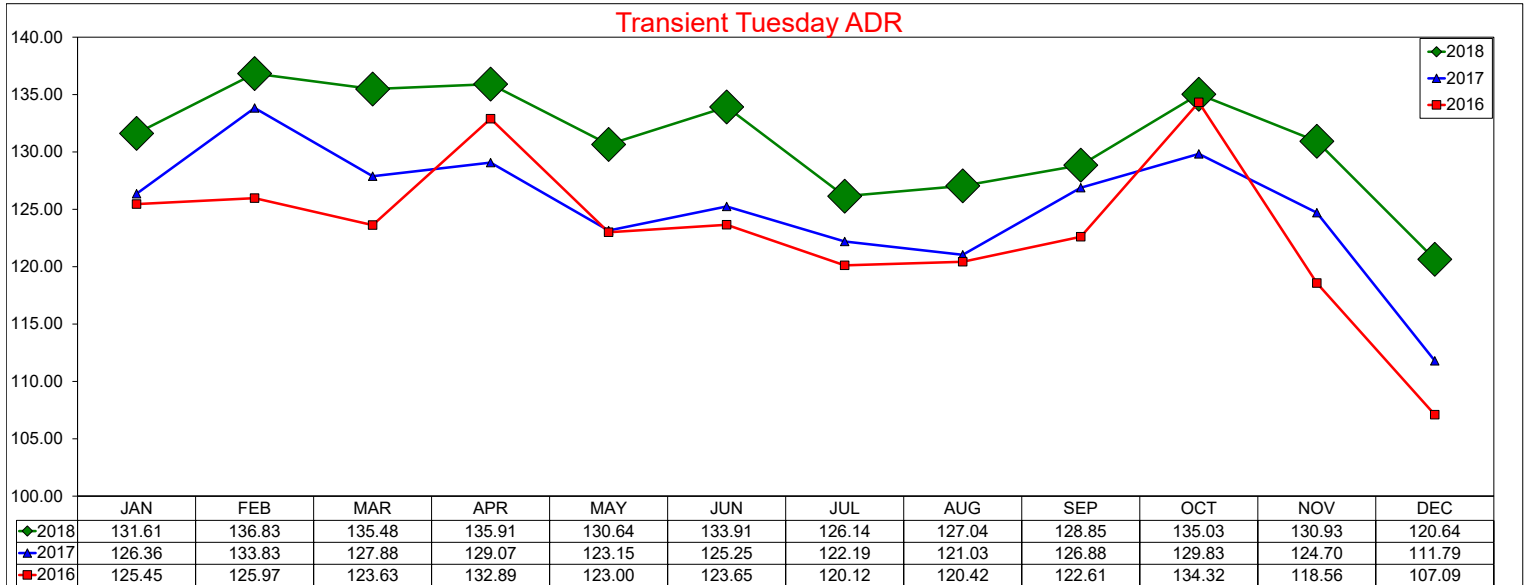


Total Monday RevPAR



Three Year Comparison - Tuesday - ADR

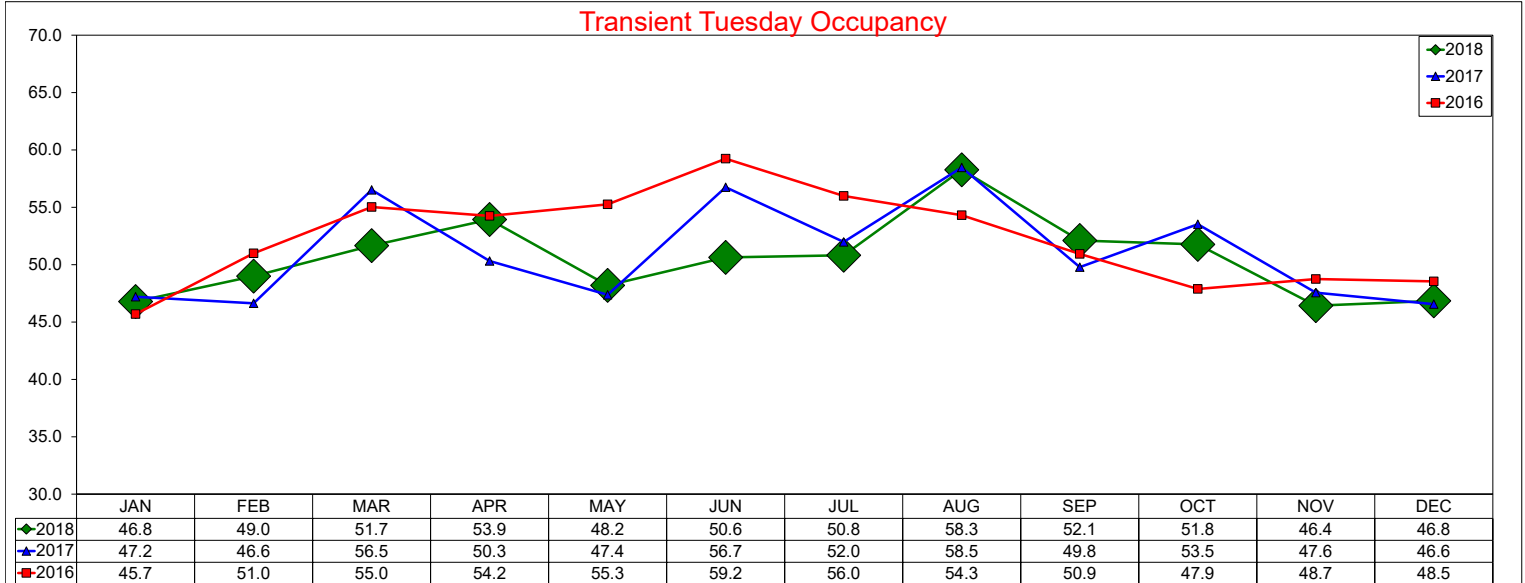
December 2018



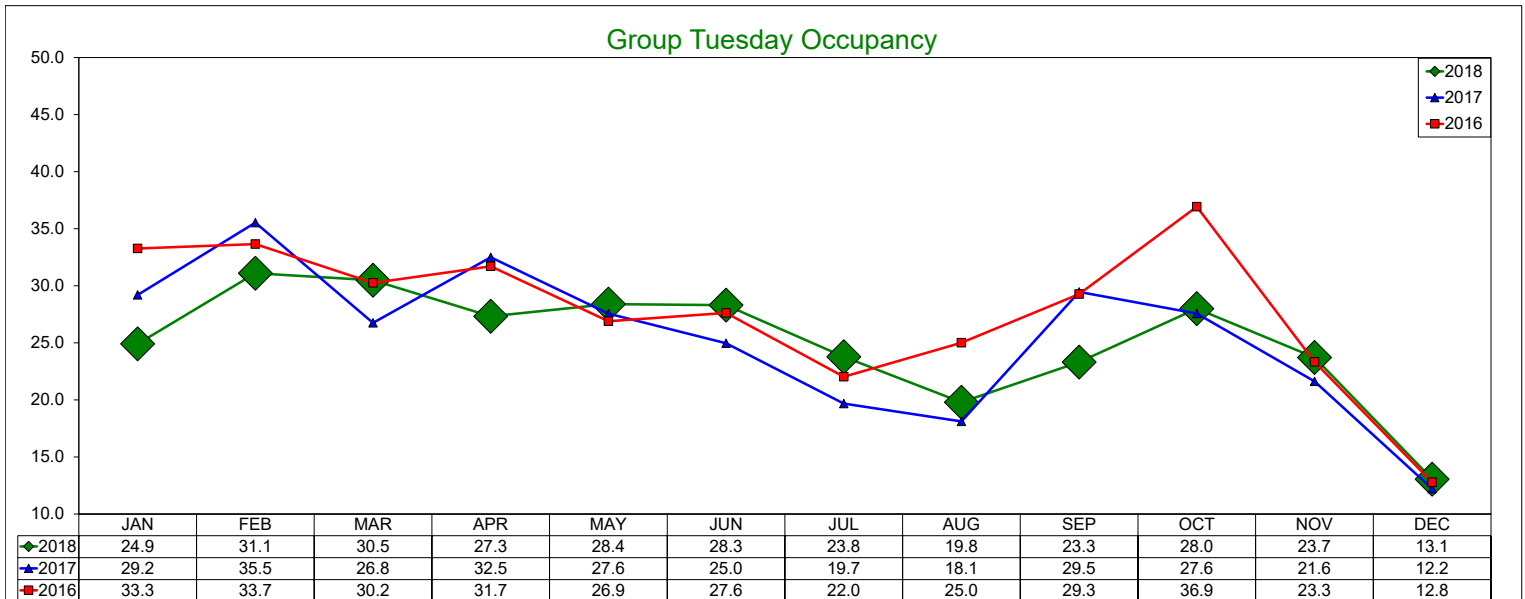
Three Year Comparison - Tuesday - Occupancy

December 2018

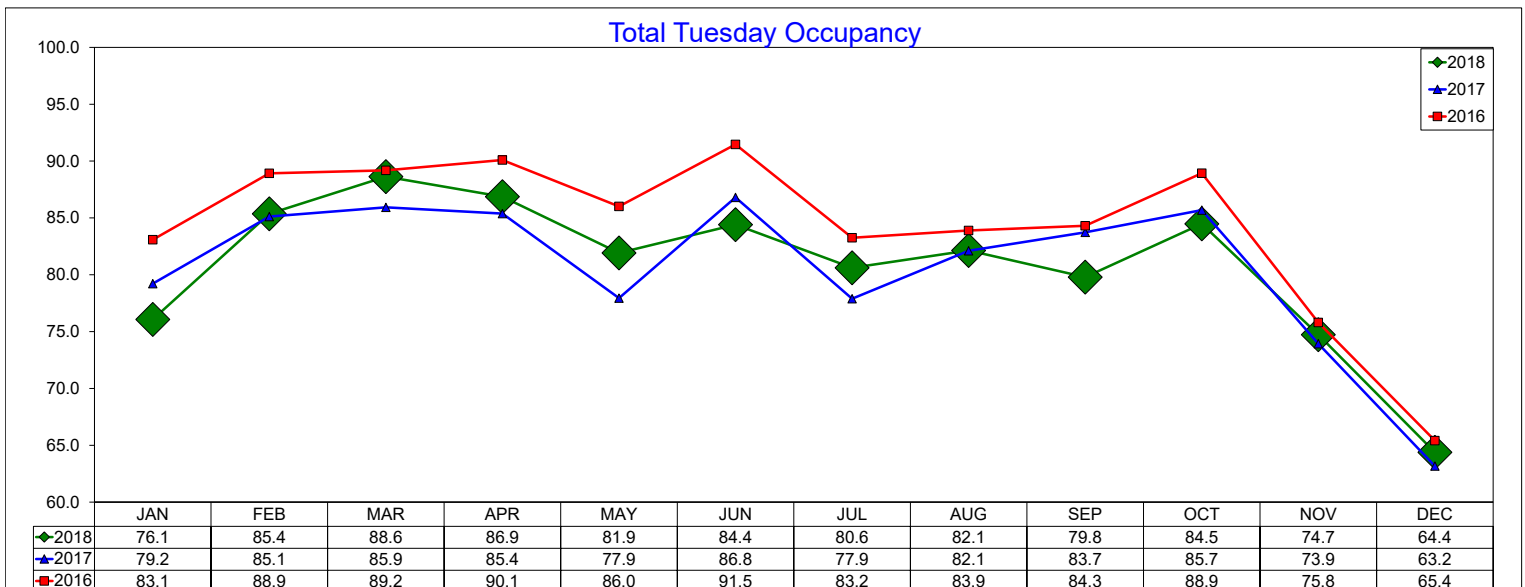
Transient Tuesday Occupancy



Group Tuesday Occupancy



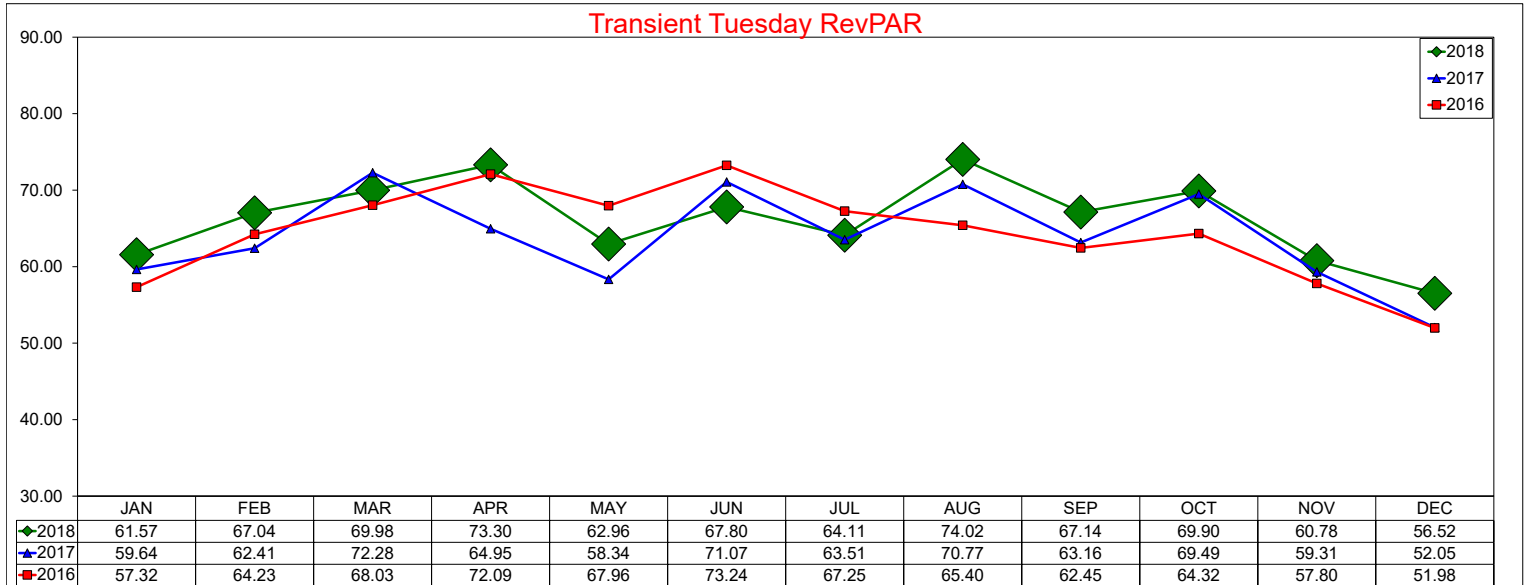
Total Tuesday Occupancy



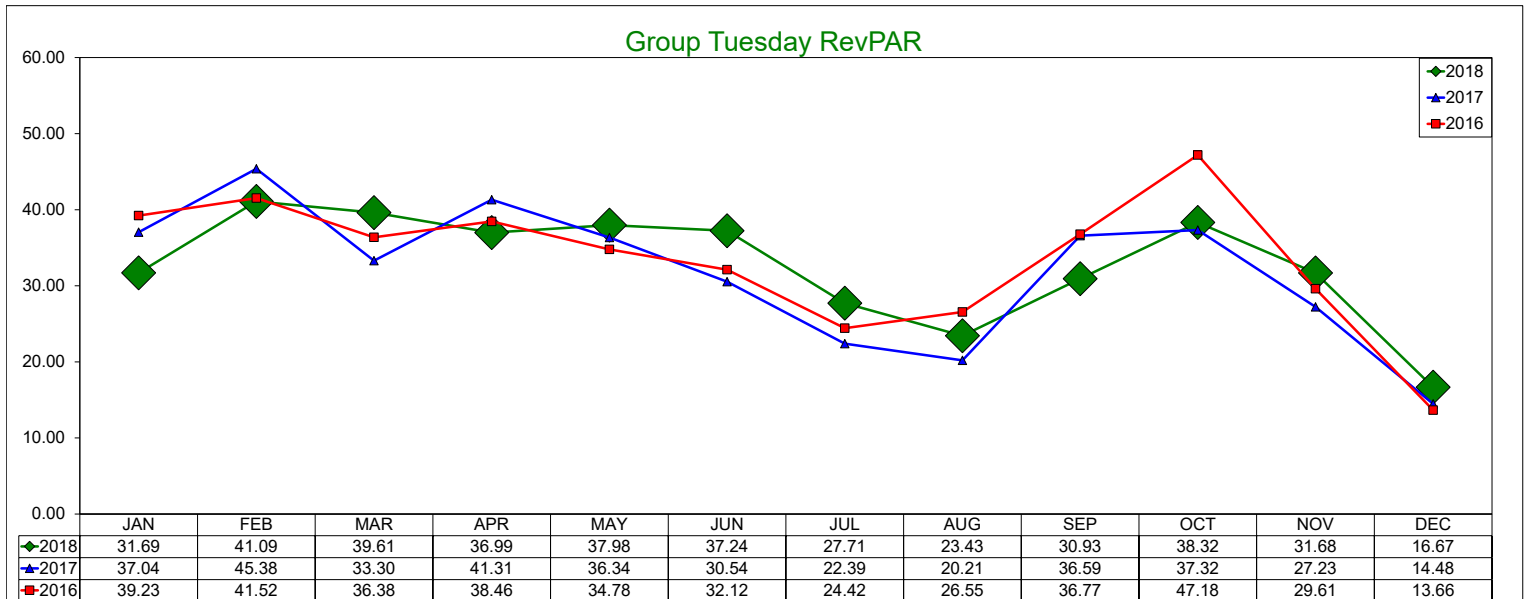
Three Year Comparison - Tuesday - RevPAR

December 2018

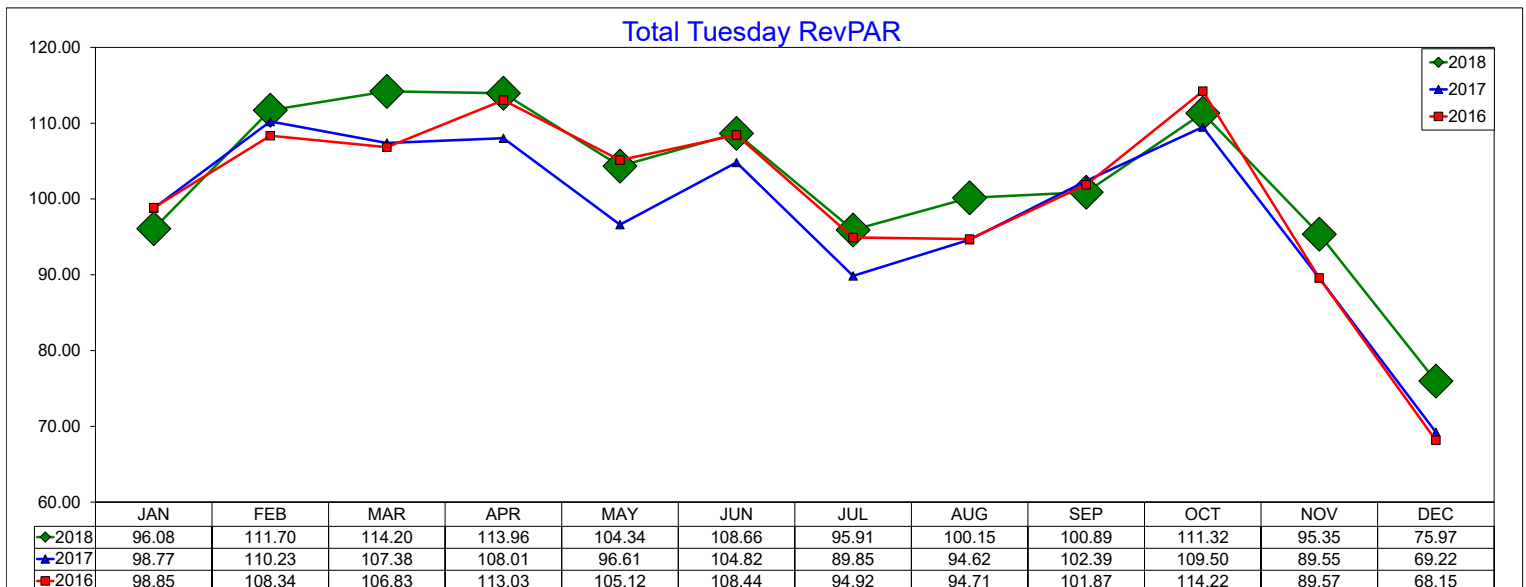
Transient Tuesday RevPAR



Group Tuesday RevPAR



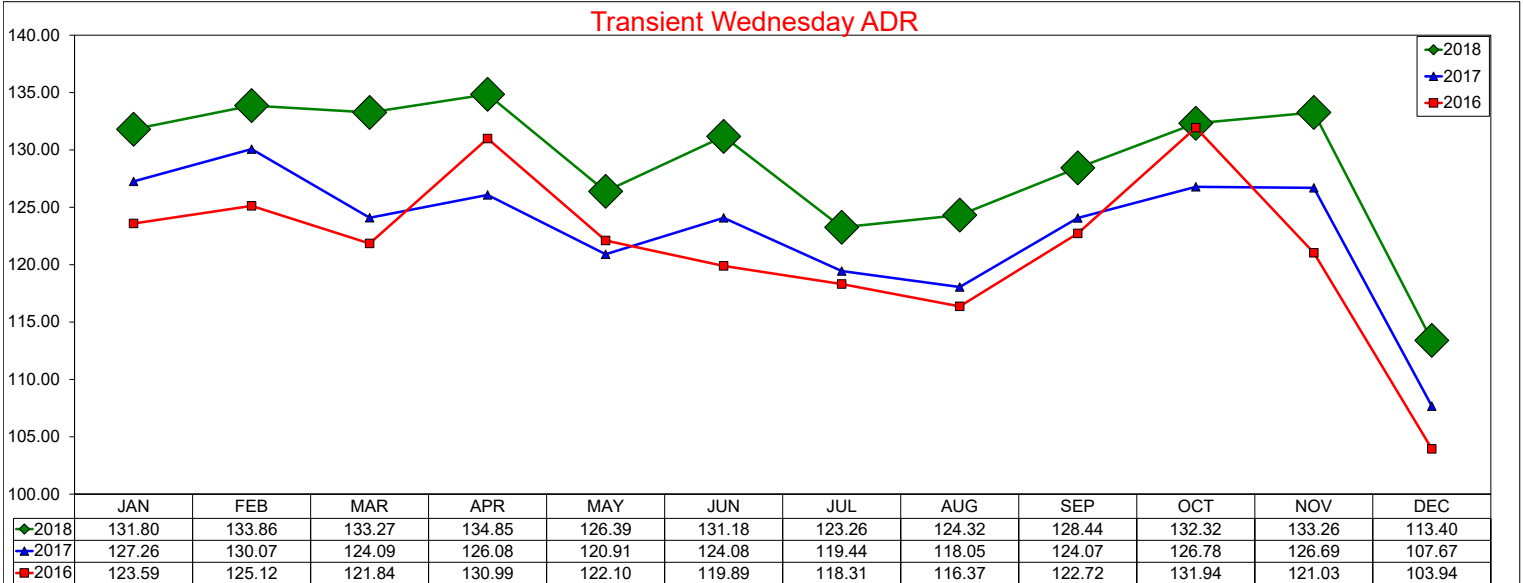
Total Tuesday RevPAR



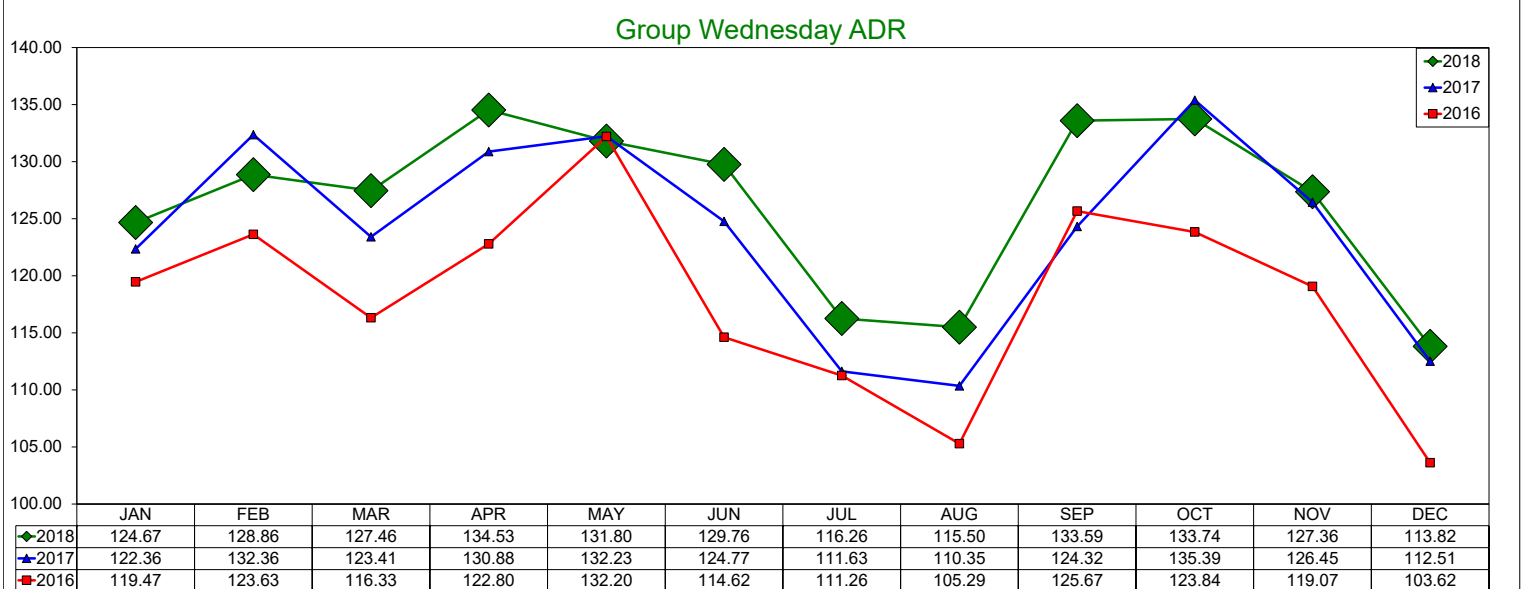
Three Year Comparison - Wednesday - ADR

December 2018

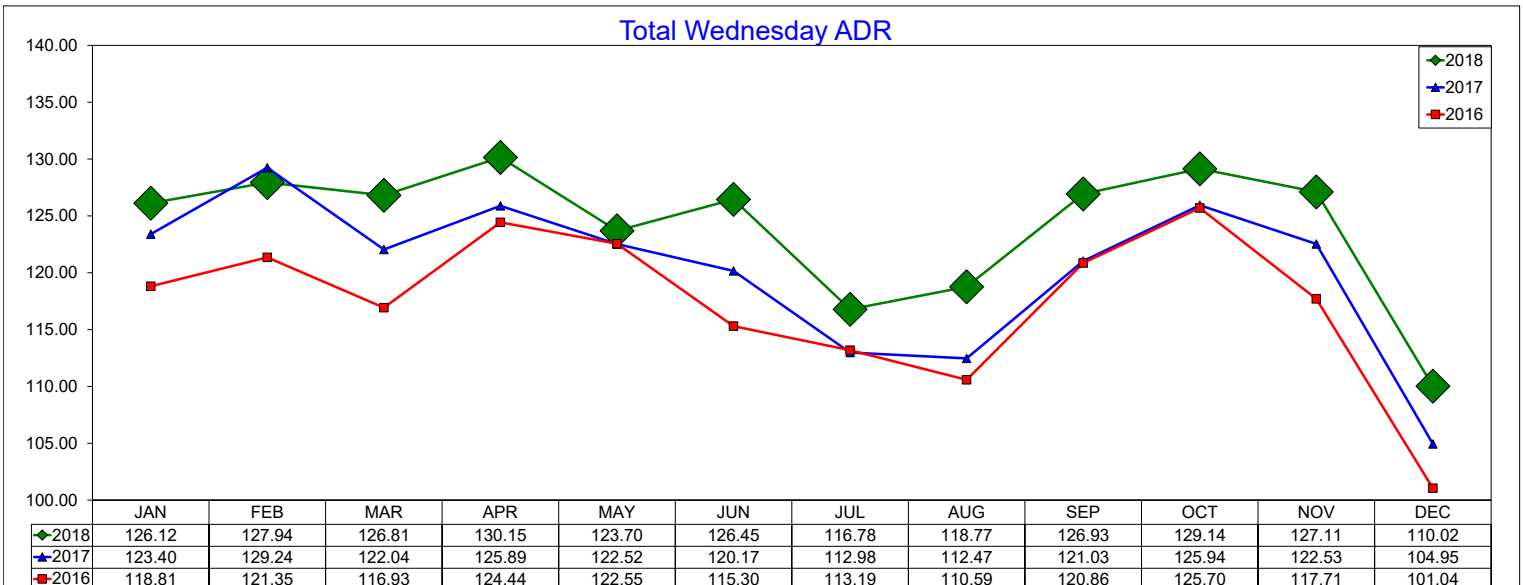
Transient Wednesday ADR



Group Wednesday ADR



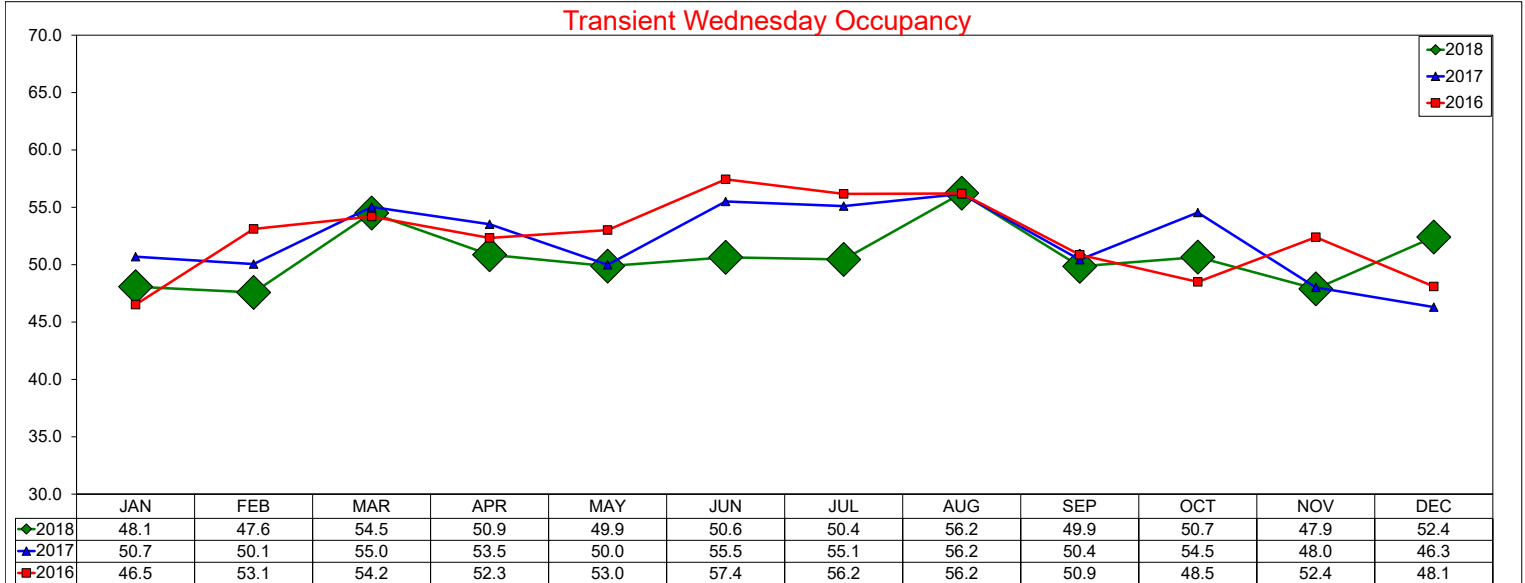
Total Wednesday ADR



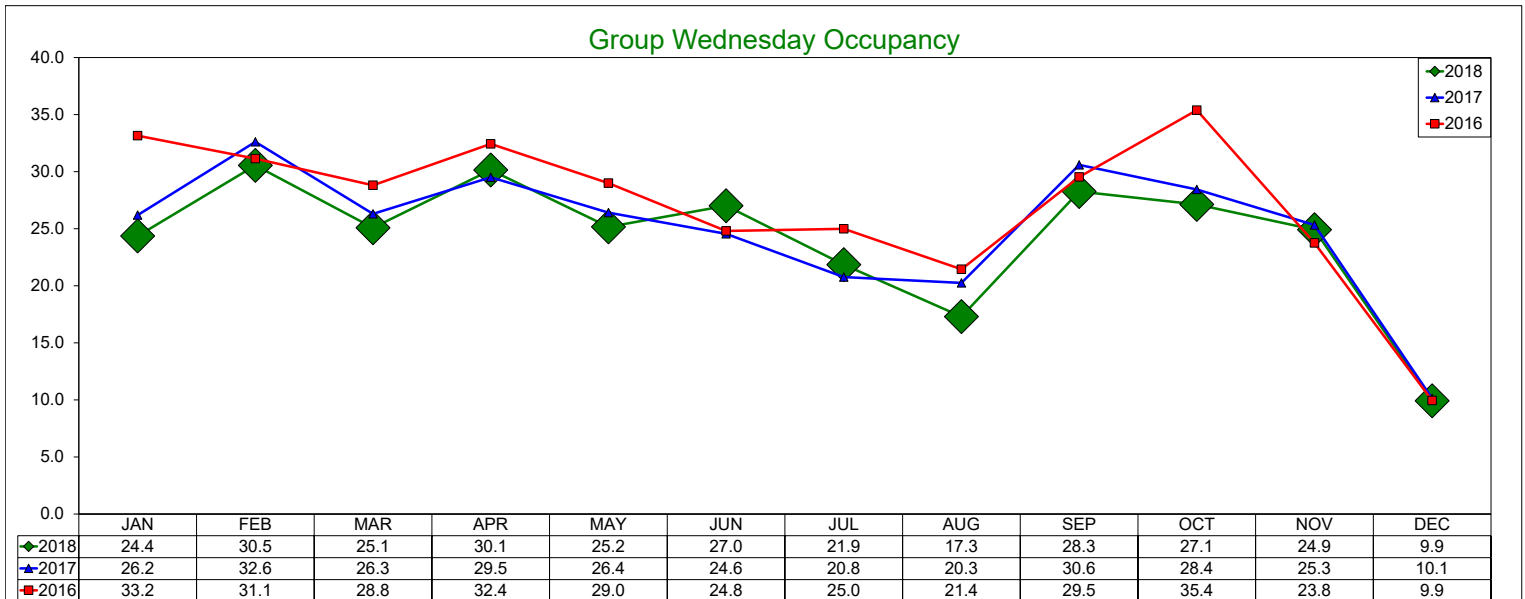
Three Year Comparison - Wednesday - Occupancy

December 2018

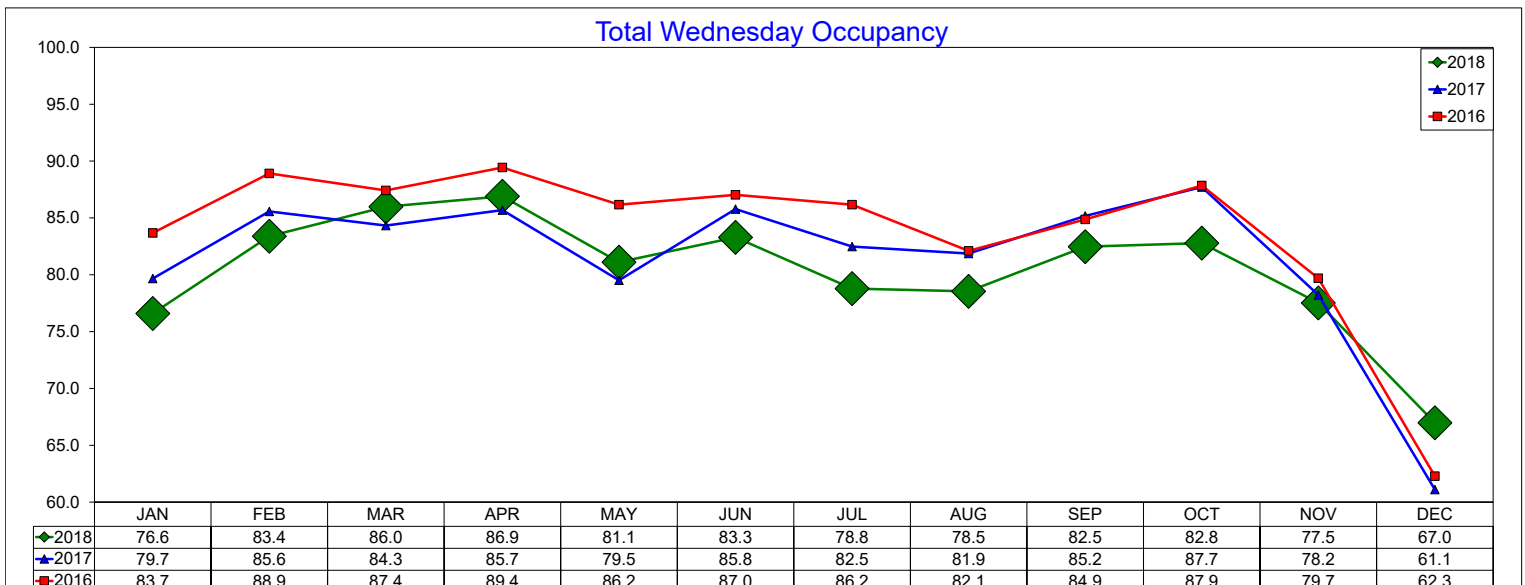
Transient Wednesday Occupancy



Group Wednesday Occupancy



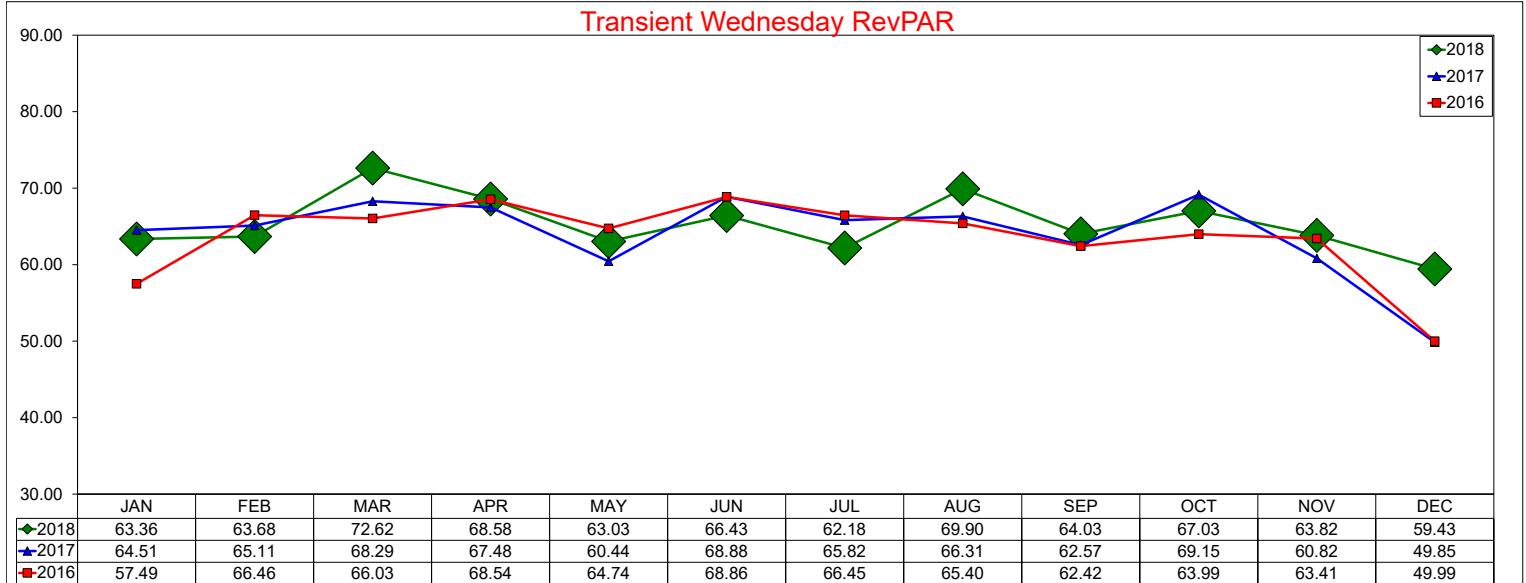
Total Wednesday Occupancy



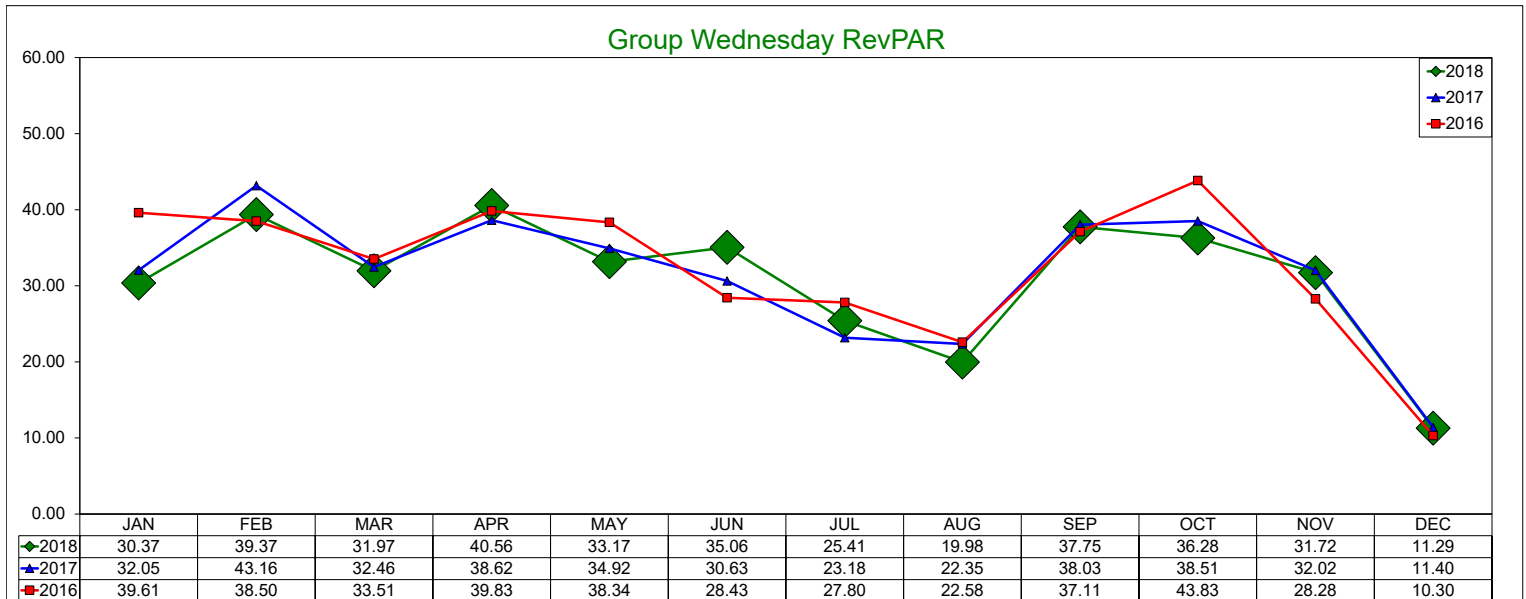
Three Year Comparison - Wednesday - RevPAR

December 2018

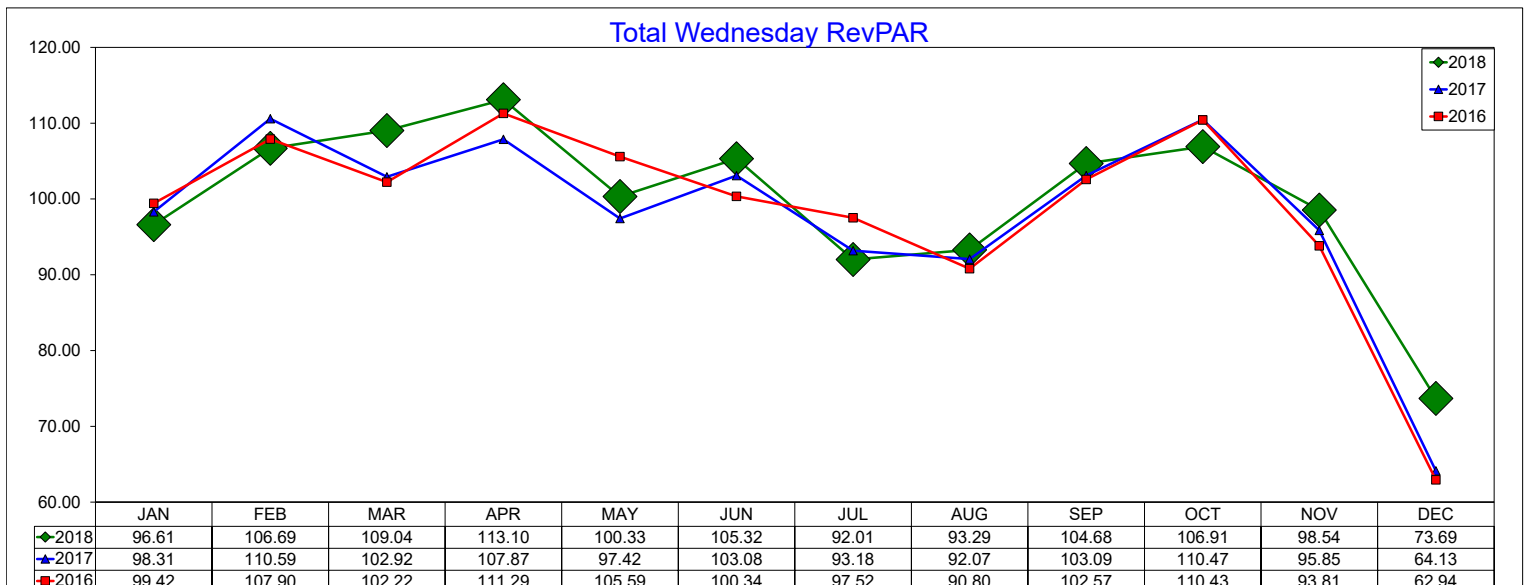
Transient Wednesday RevPAR



Group Wednesday RevPAR



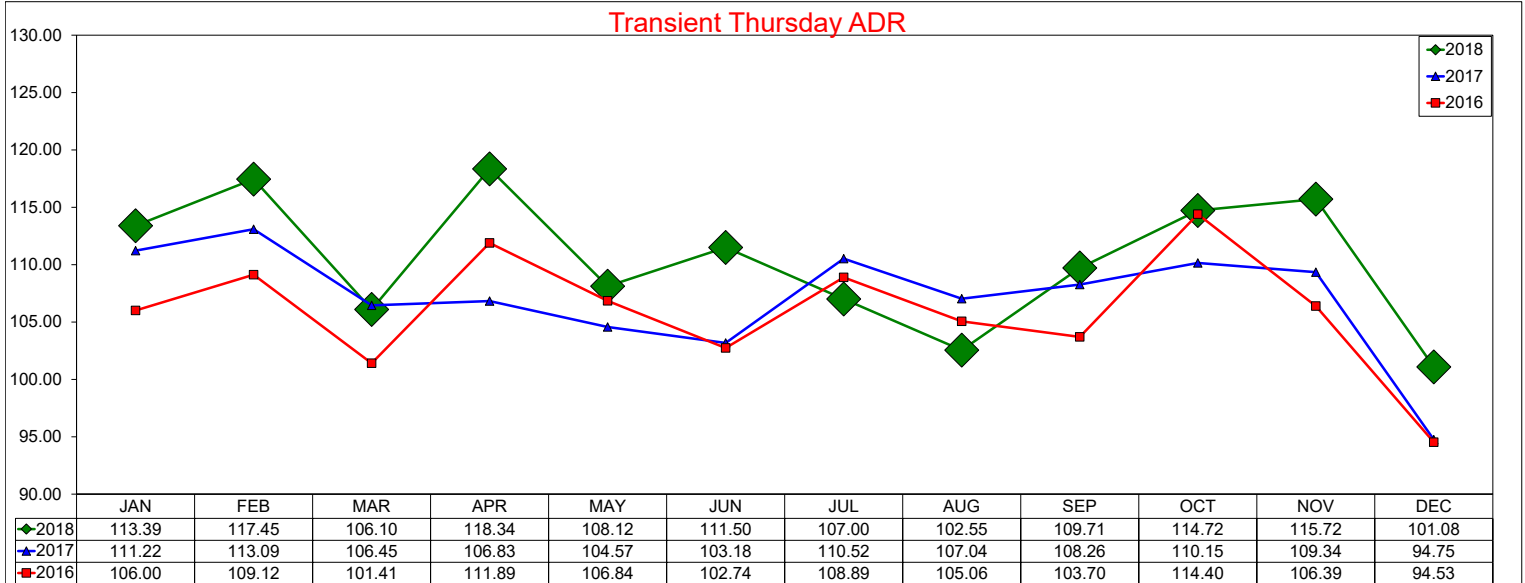
Total Wednesday RevPAR



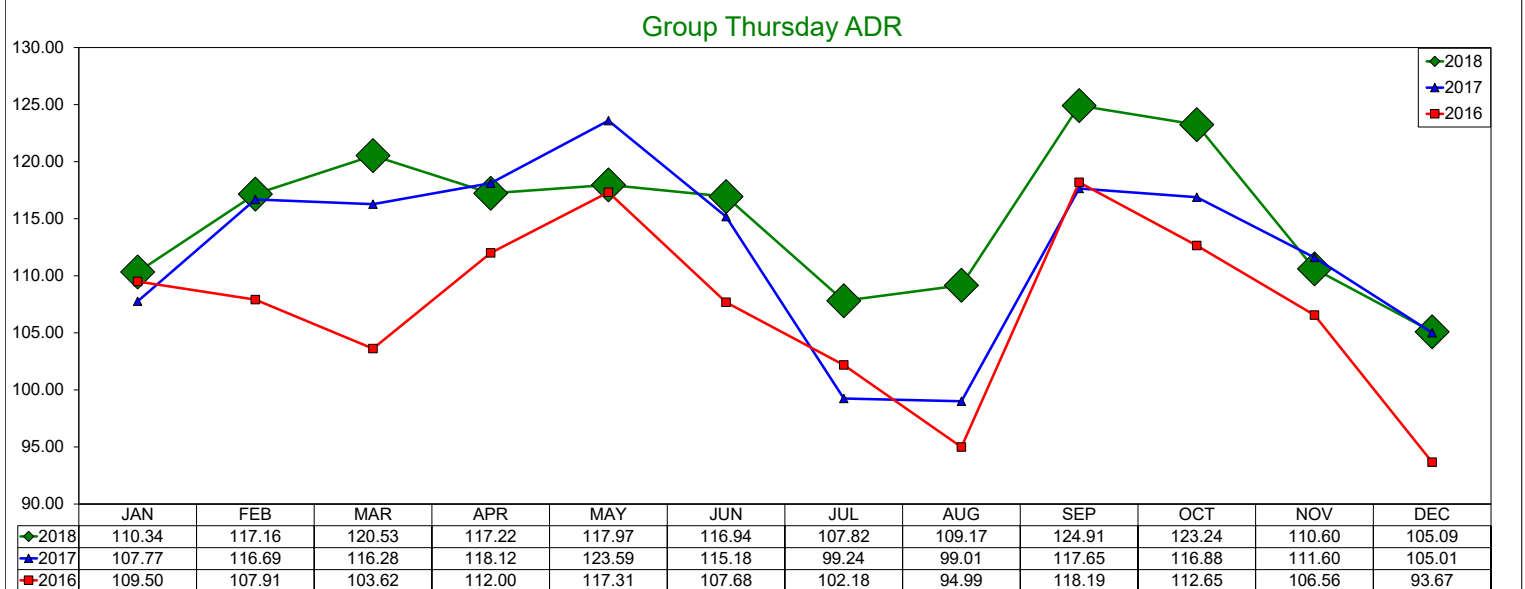
Three Year Comparison - Thursday - ADR

December 2018

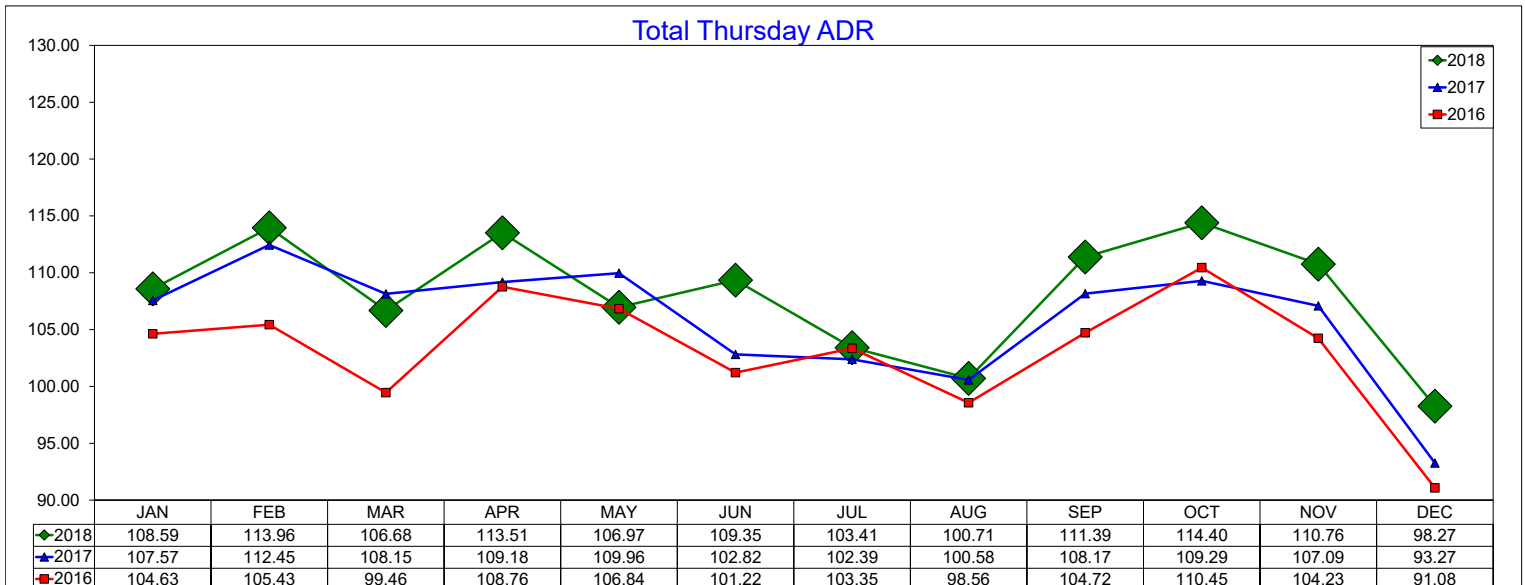
Transient Thursday ADR



Group Thursday ADR



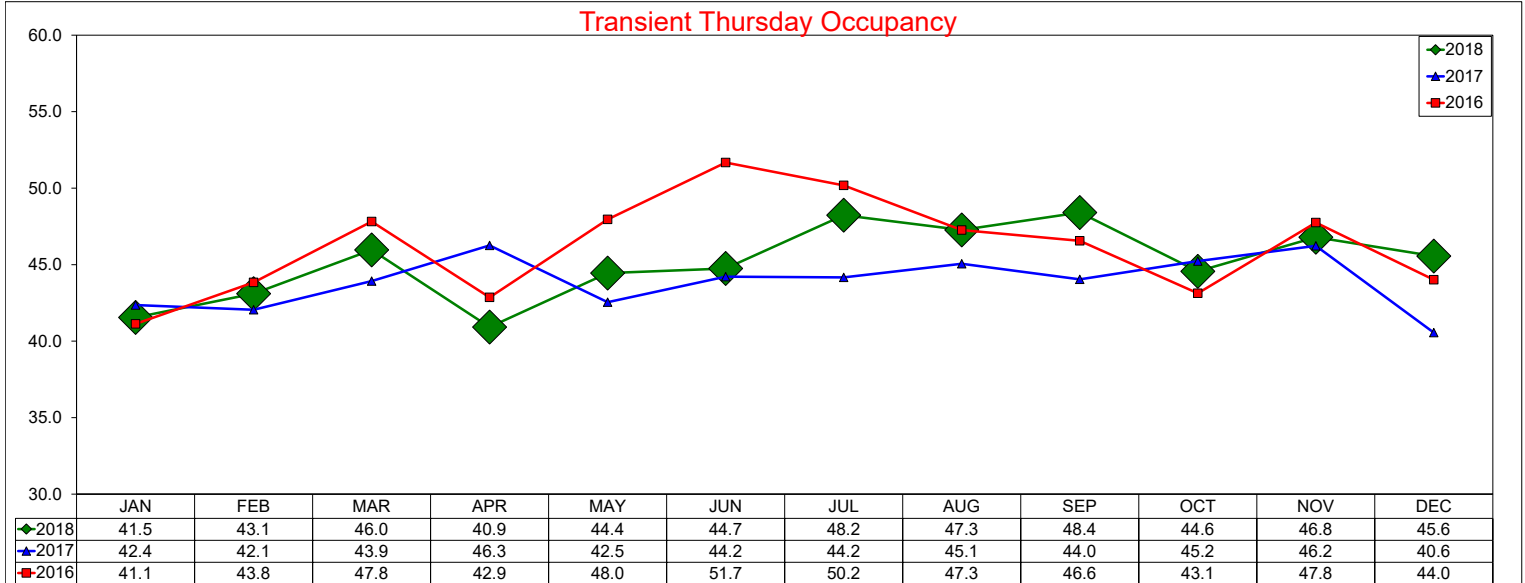
Total Thursday ADR



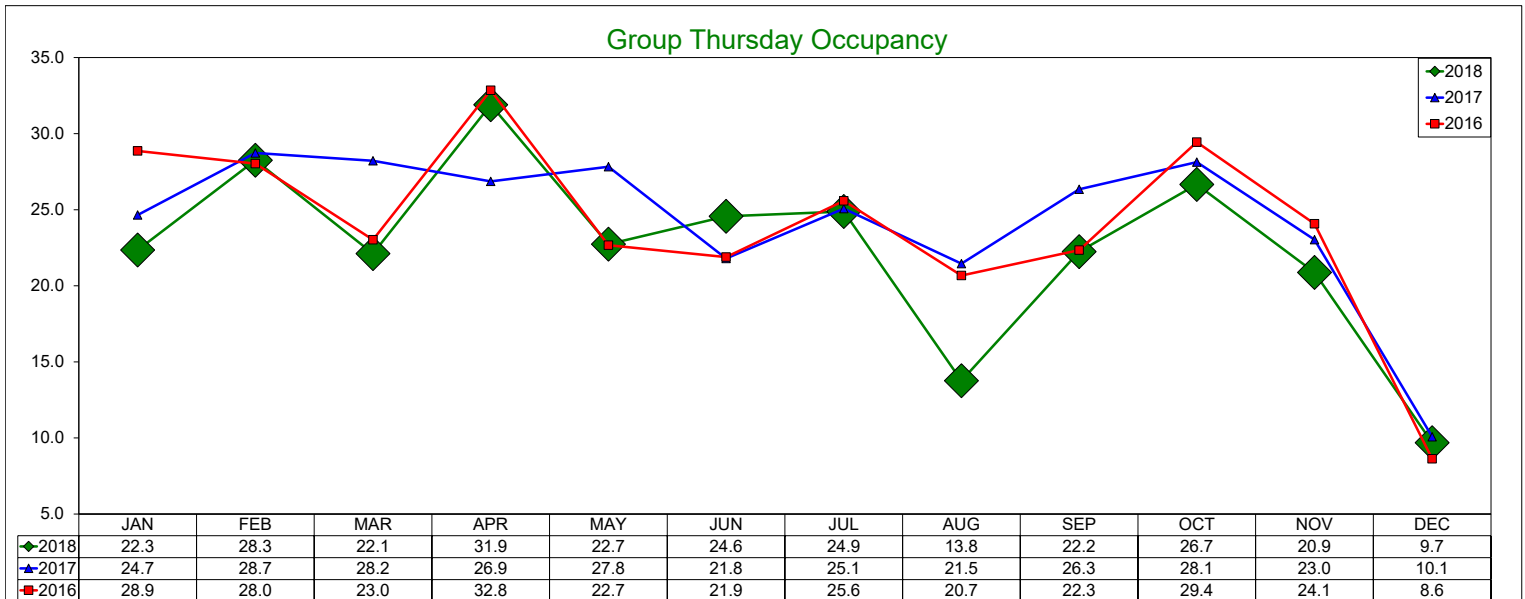
Three Year Comparison - Thursday - Occupancy

December 2018

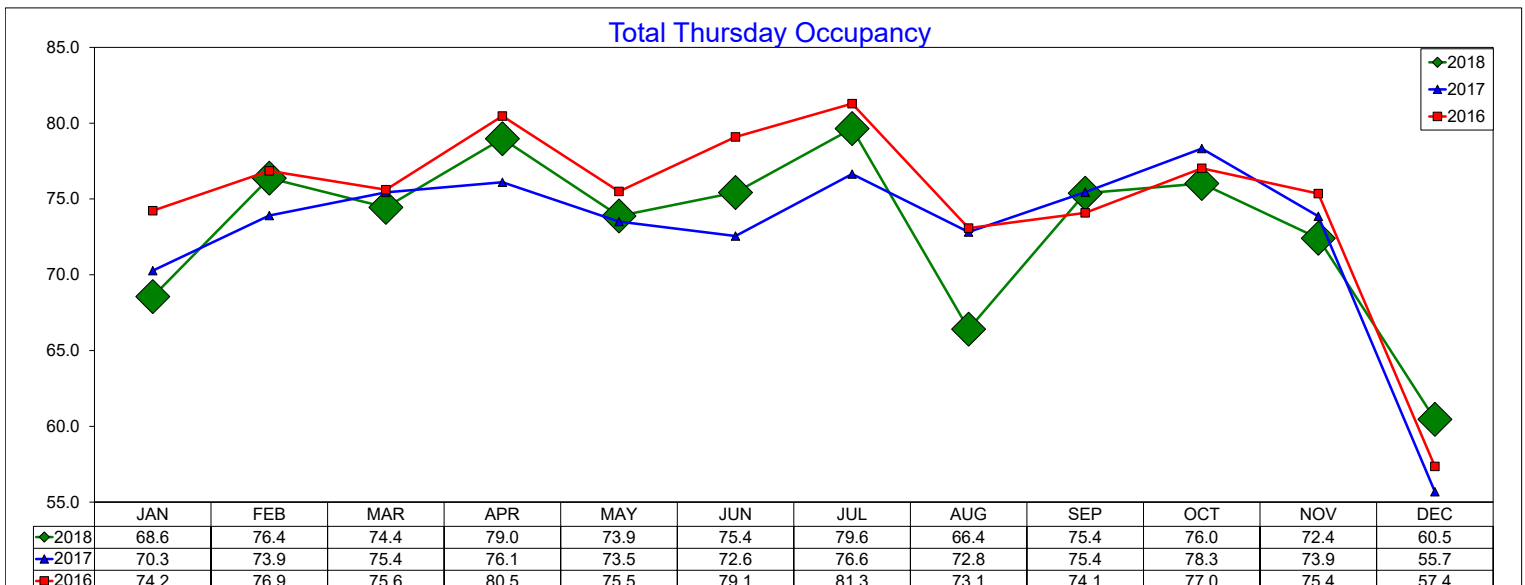
Transient Thursday Occupancy



Group Thursday Occupancy



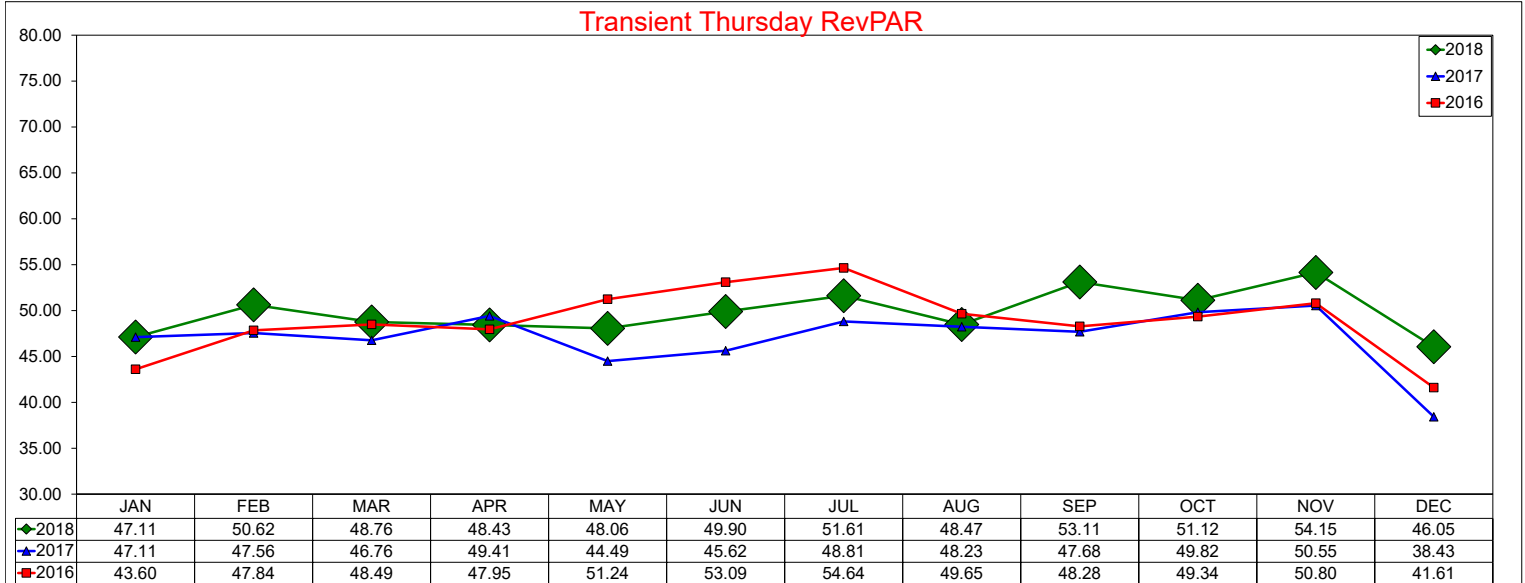
Total Thursday Occupancy



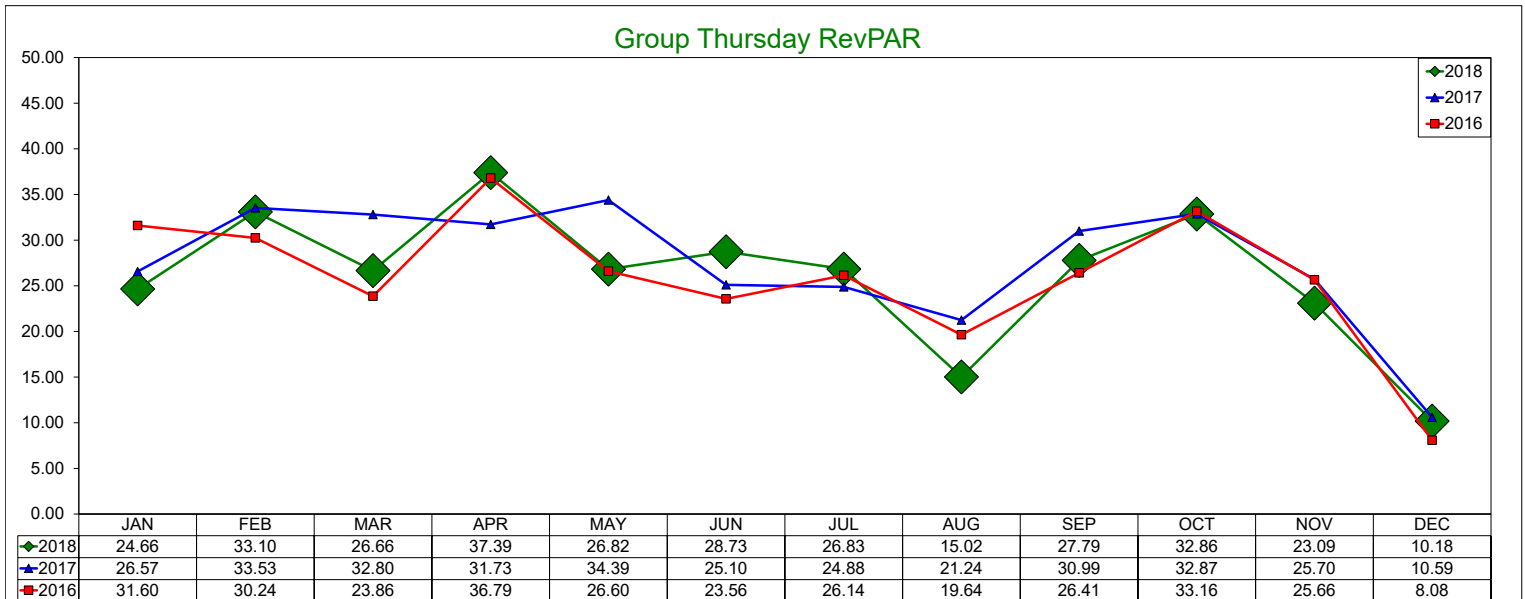
Three Year Comparison - Thursday - RevPAR

December 2018

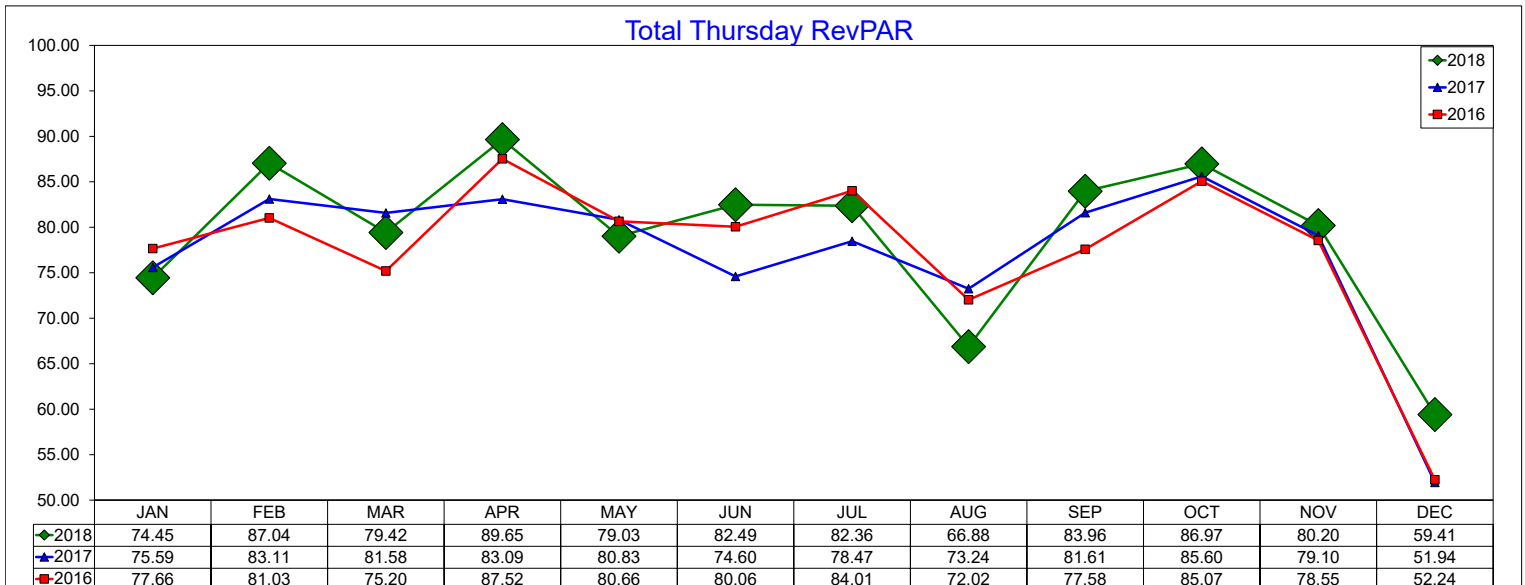
Transient Thursday RevPAR



Group Thursday RevPAR

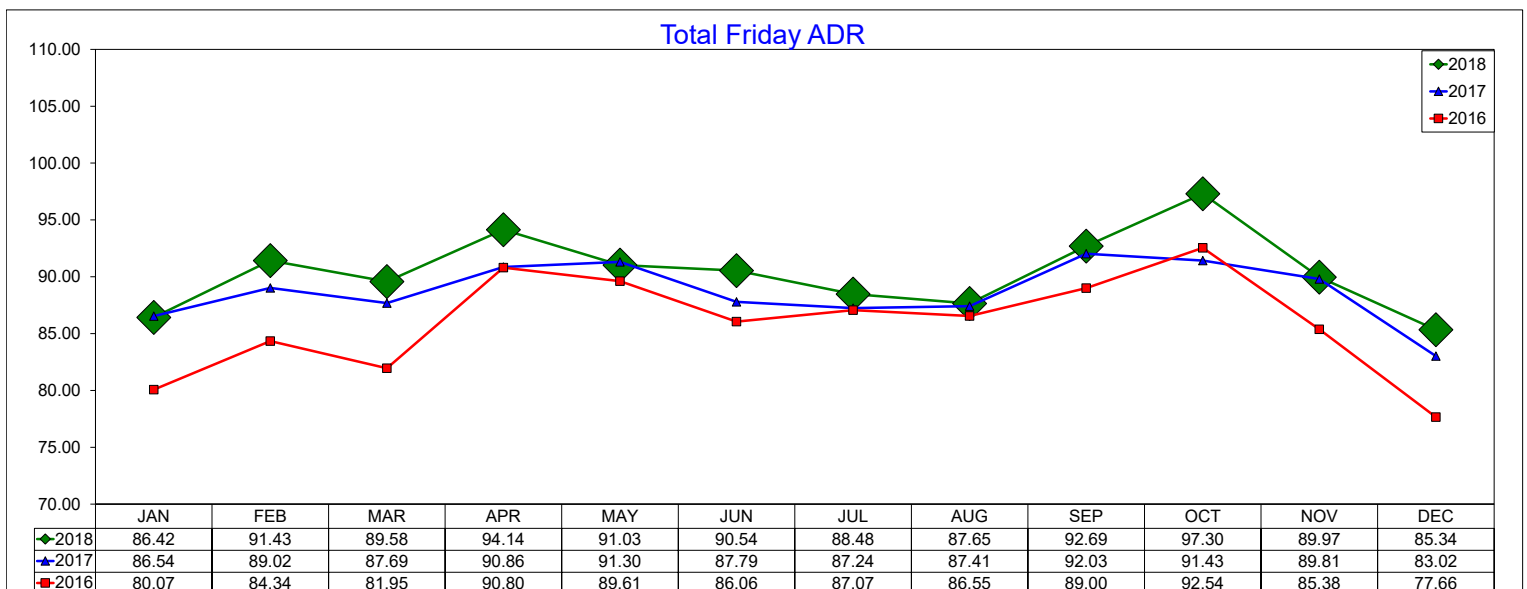
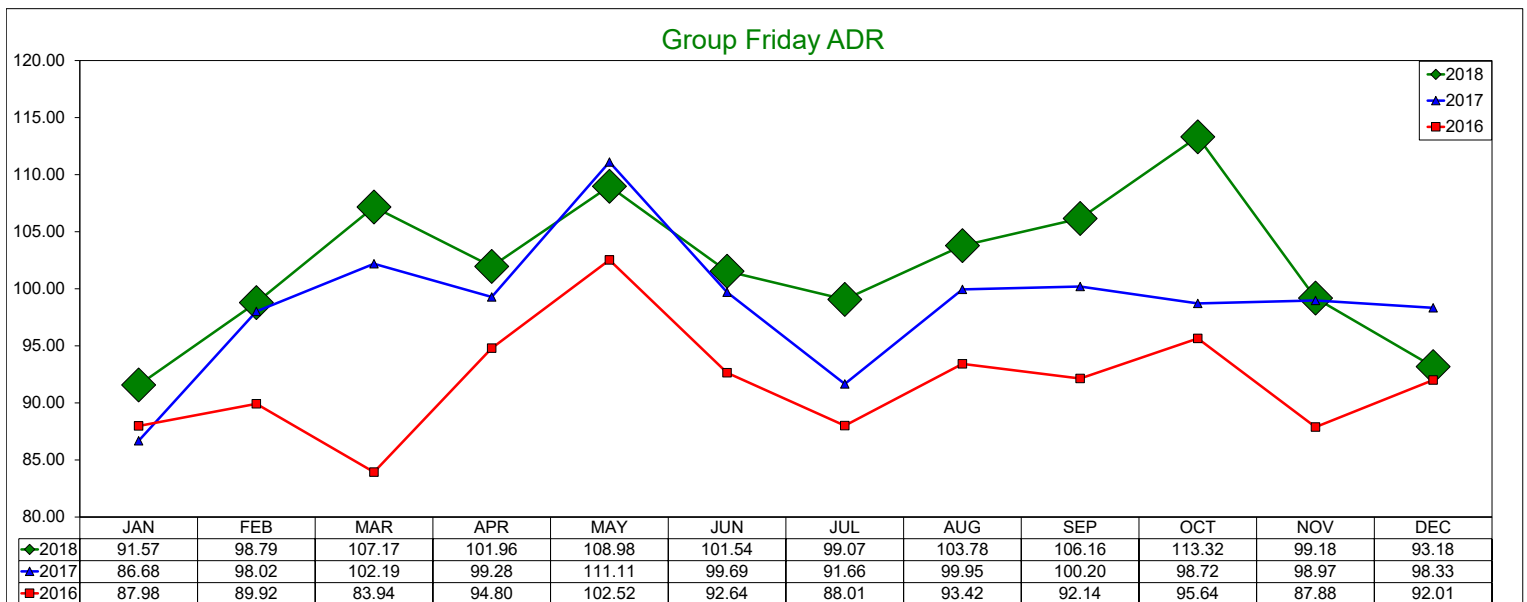
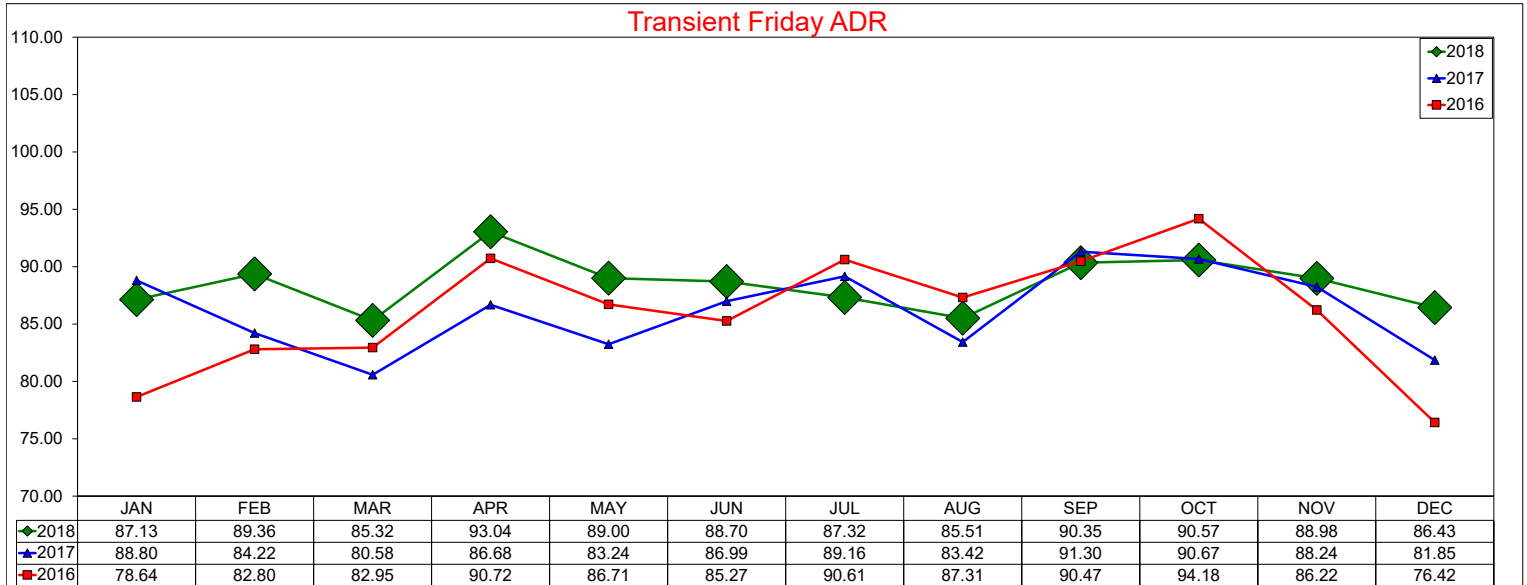


Total Thursday RevPAR



Three Year Comparison - Friday - ADR

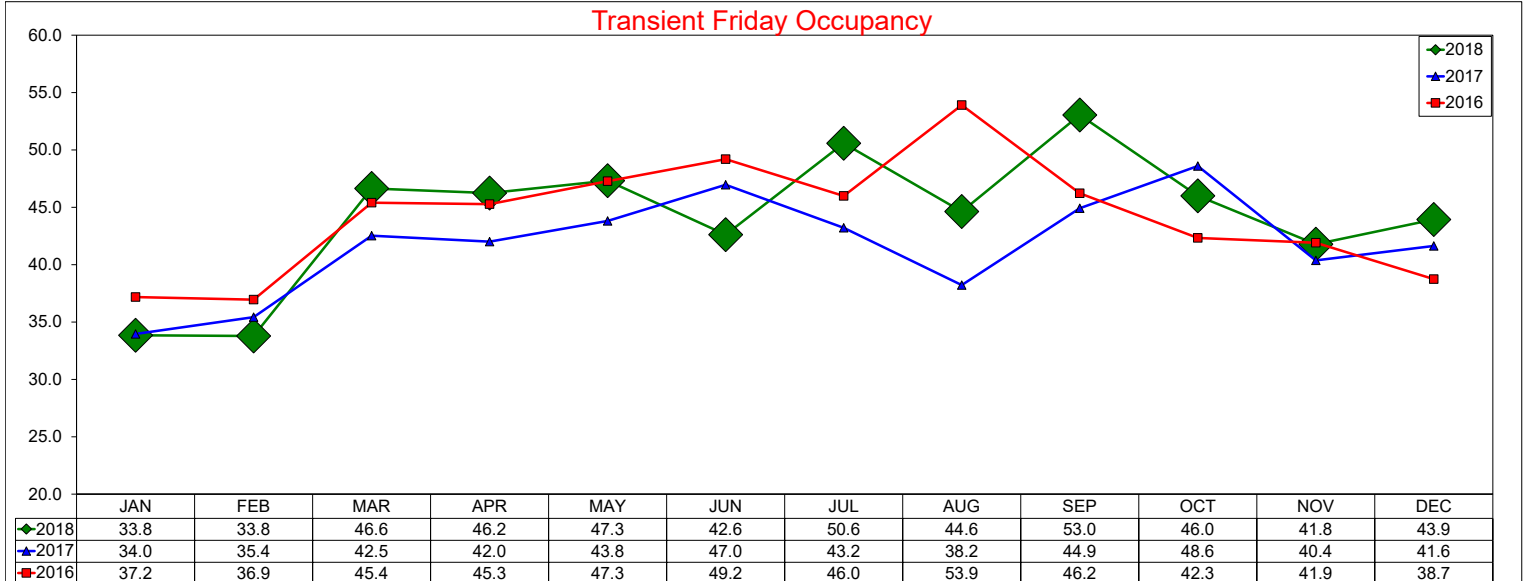
December 2018



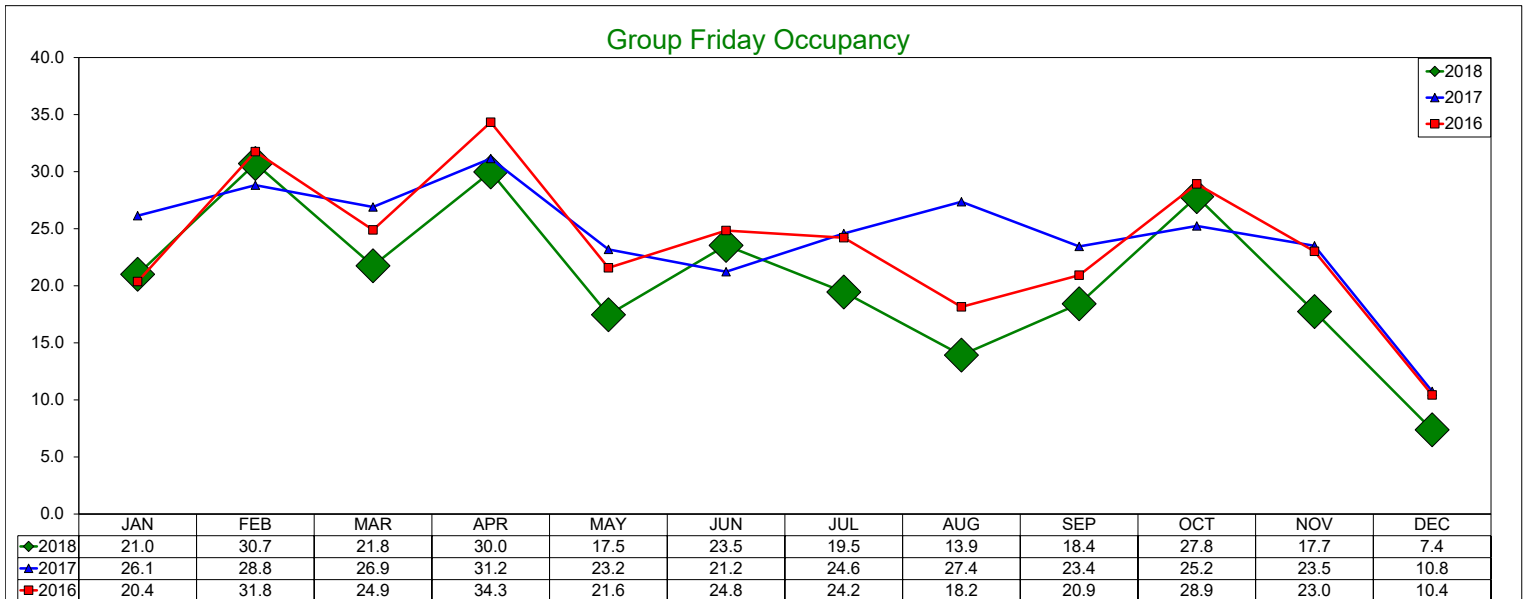
Three Year Comparison - Friday - Occupancy

December 2018

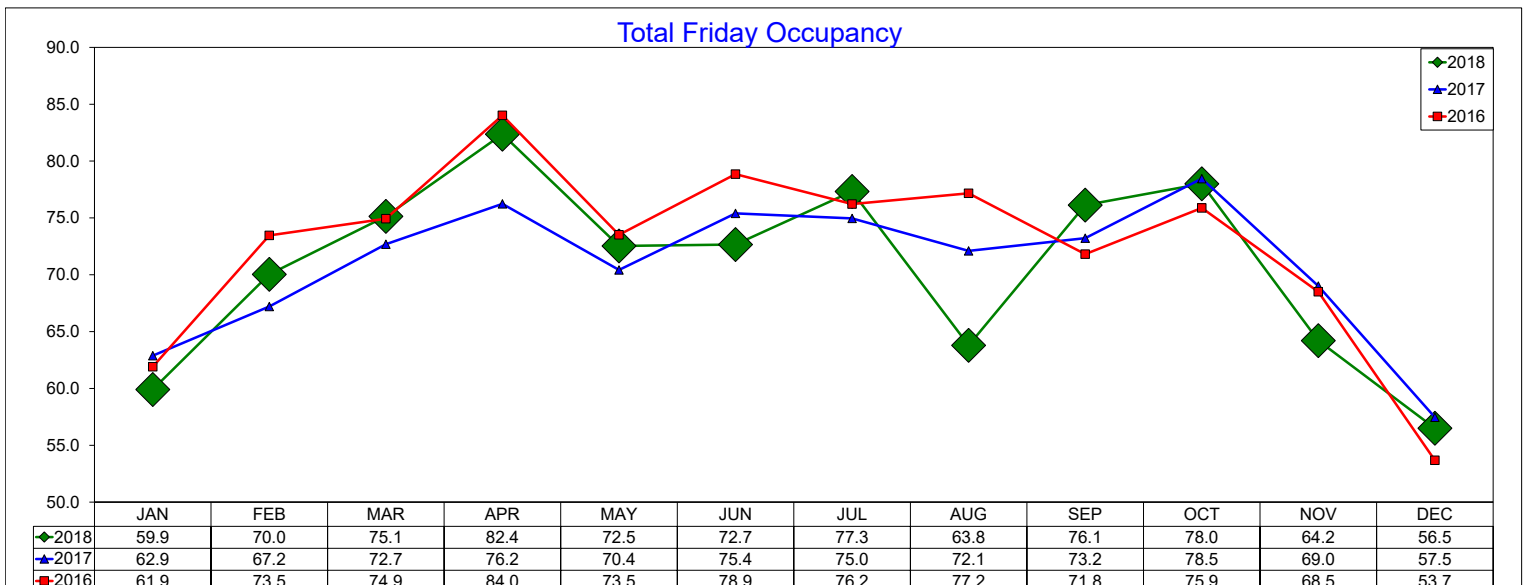
Transient Friday Occupancy



Group Friday Occupancy



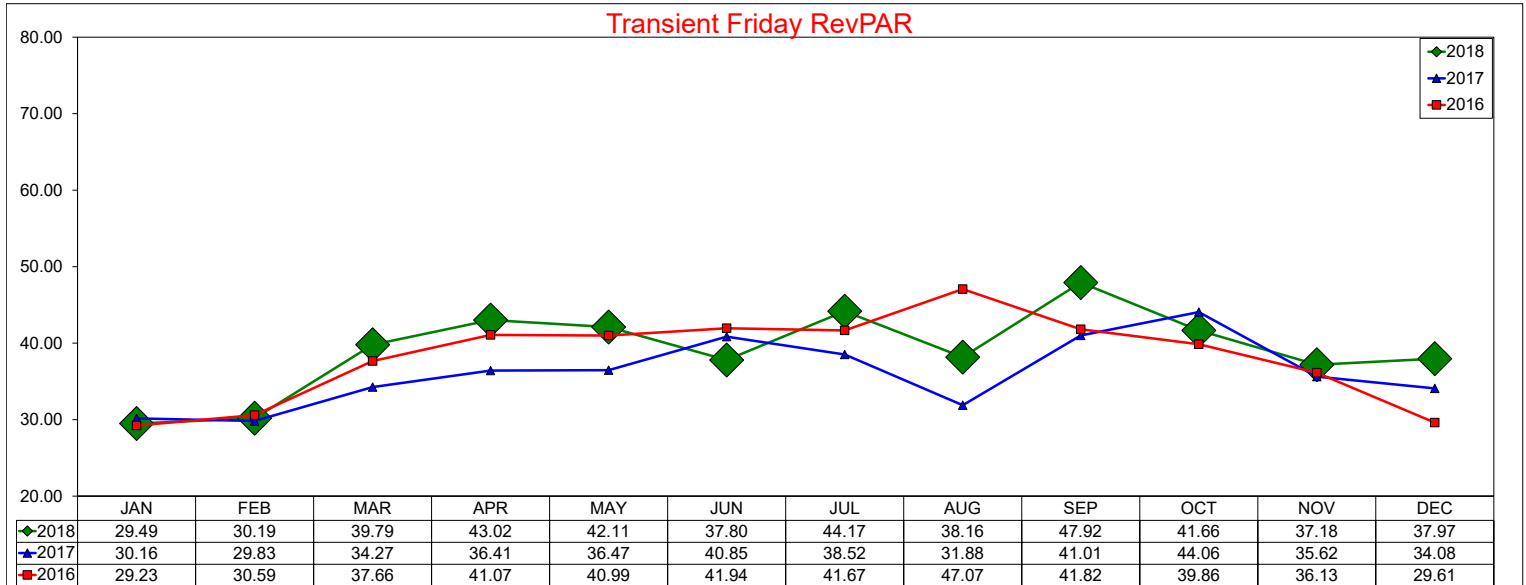
Total Friday Occupancy



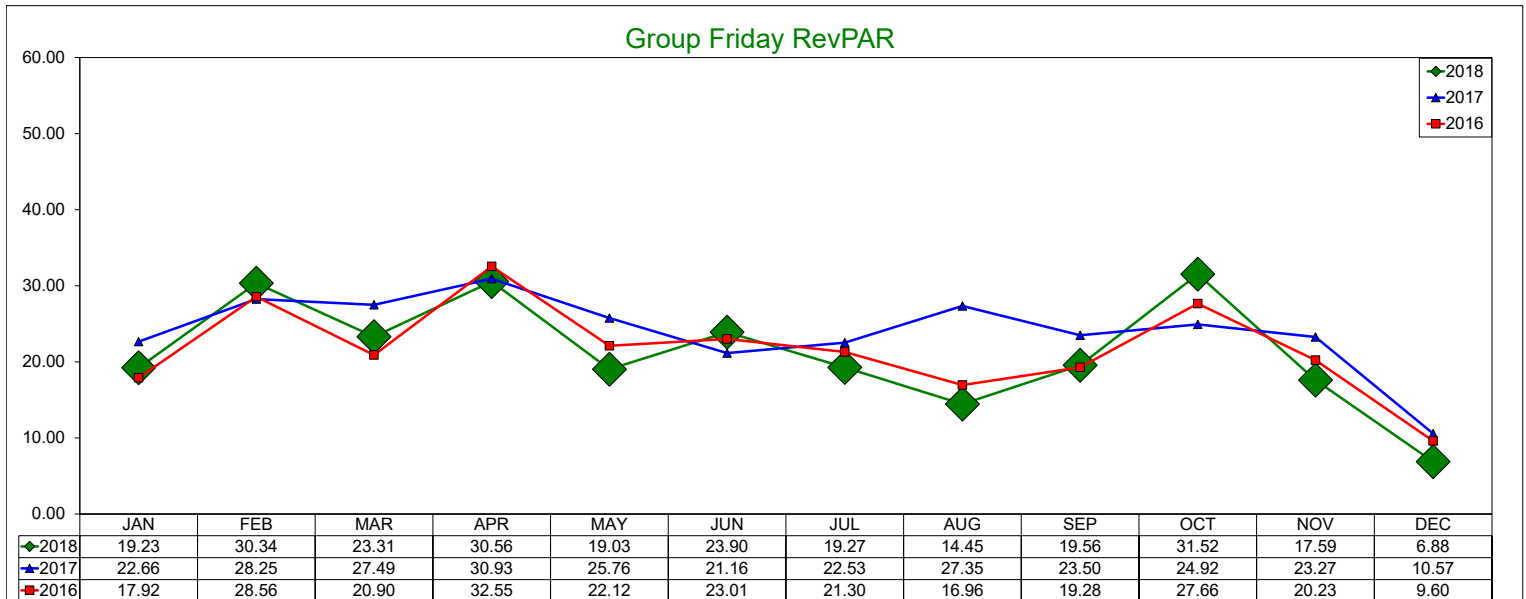
Three Year Comparison - Friday - RevPAR

December 2018

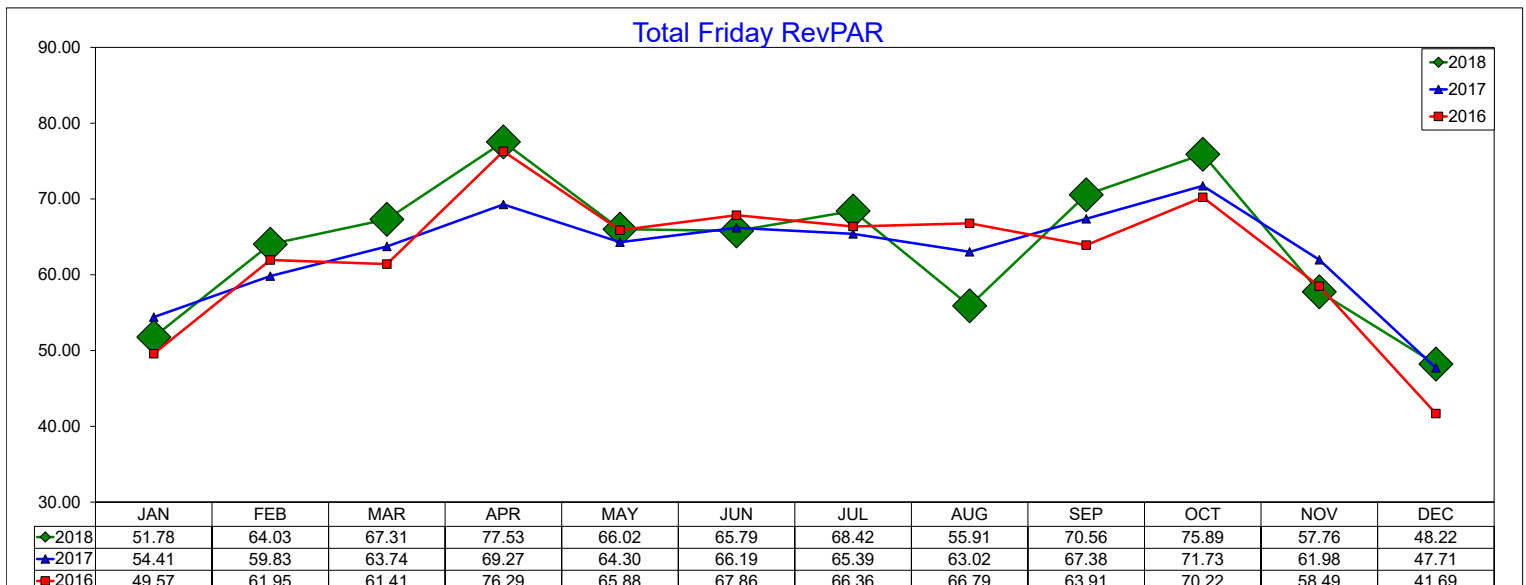
Transient Friday RevPAR



Group Friday RevPAR

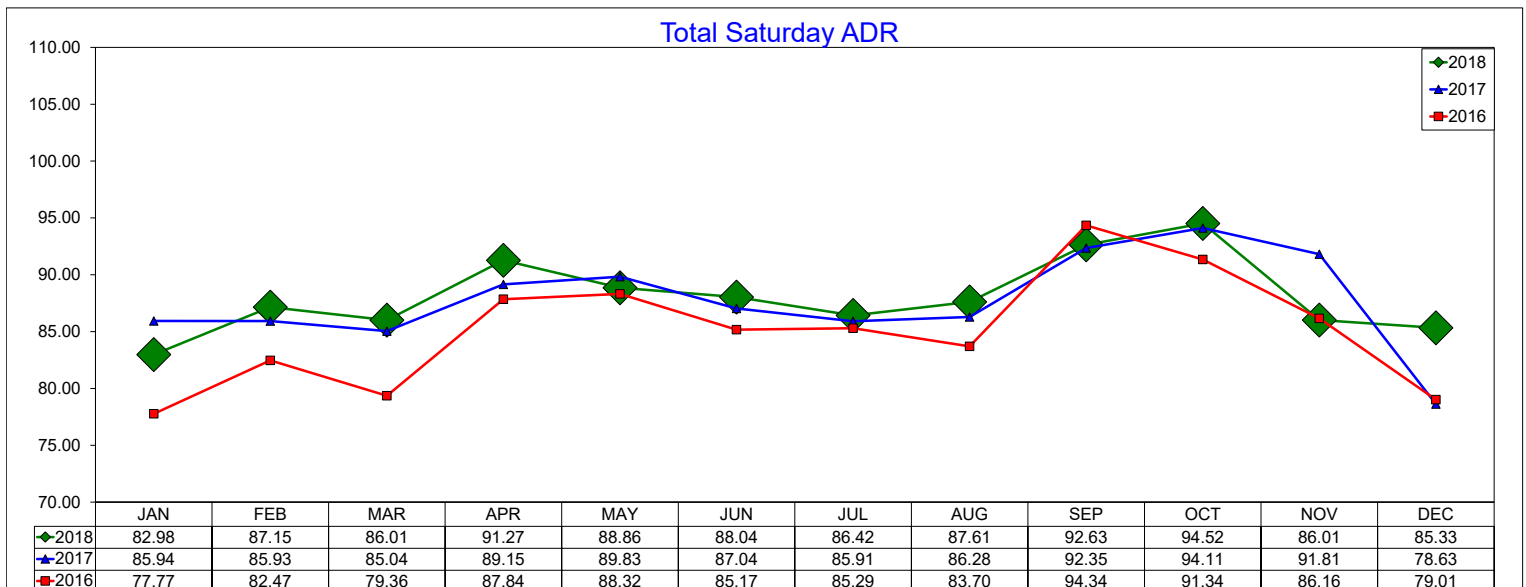
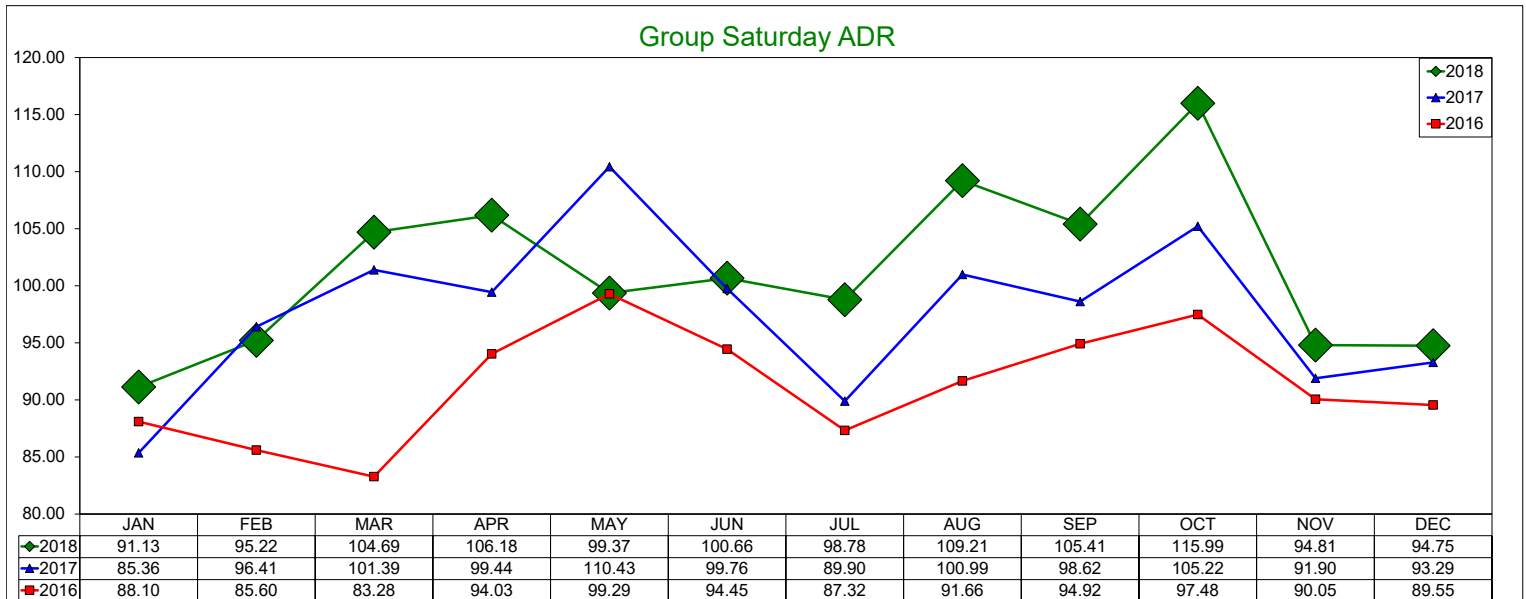
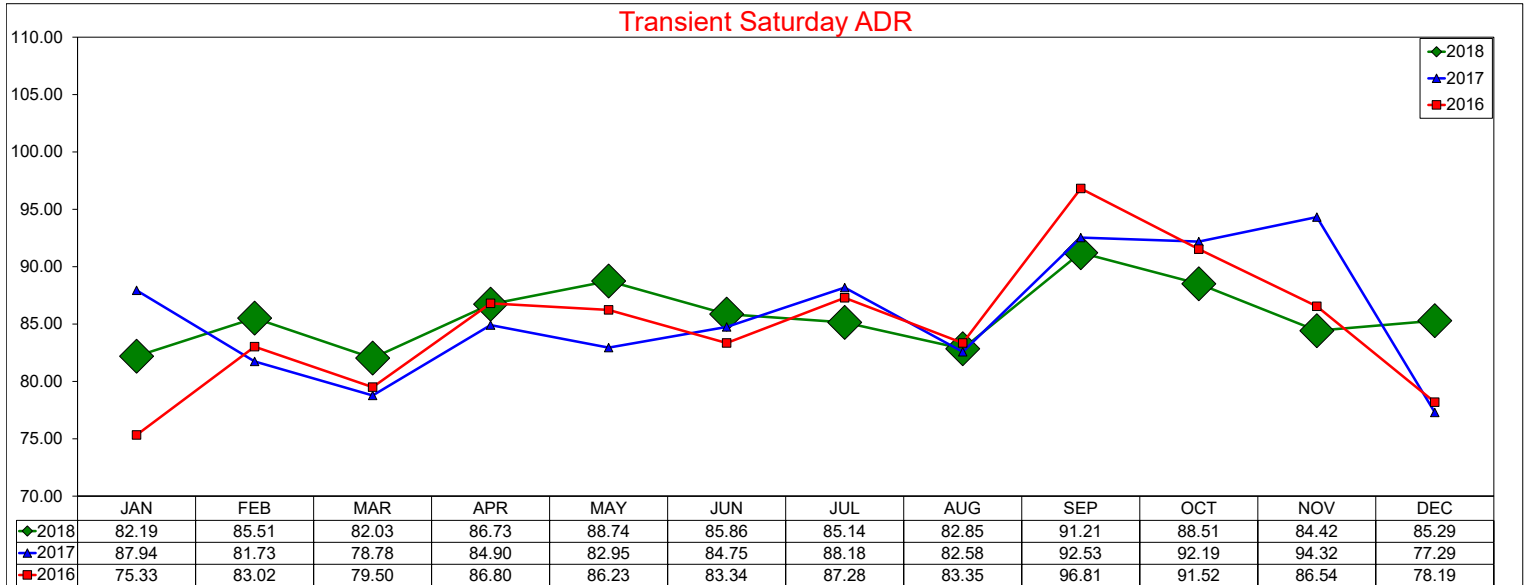


Total Friday RevPAR



Three Year Comparison - Saturday - ADR

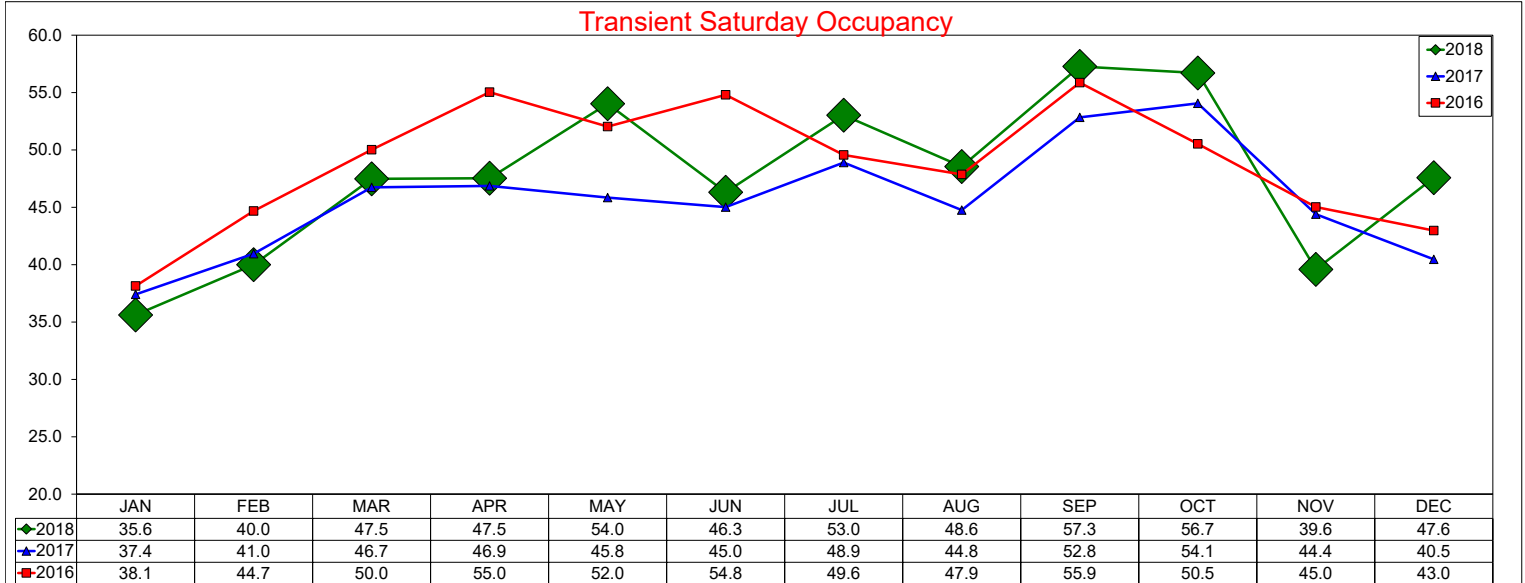
December 2018



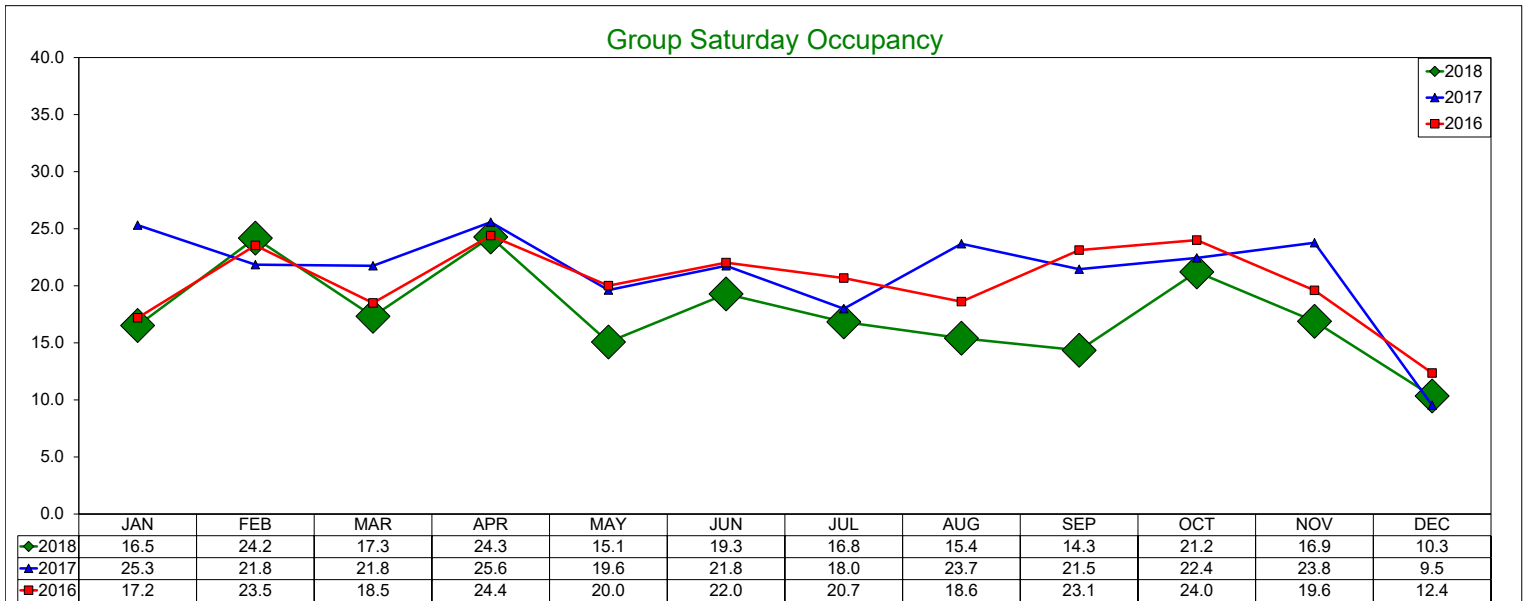
Three Year Comparison - Saturday - Occupancy

December 2018

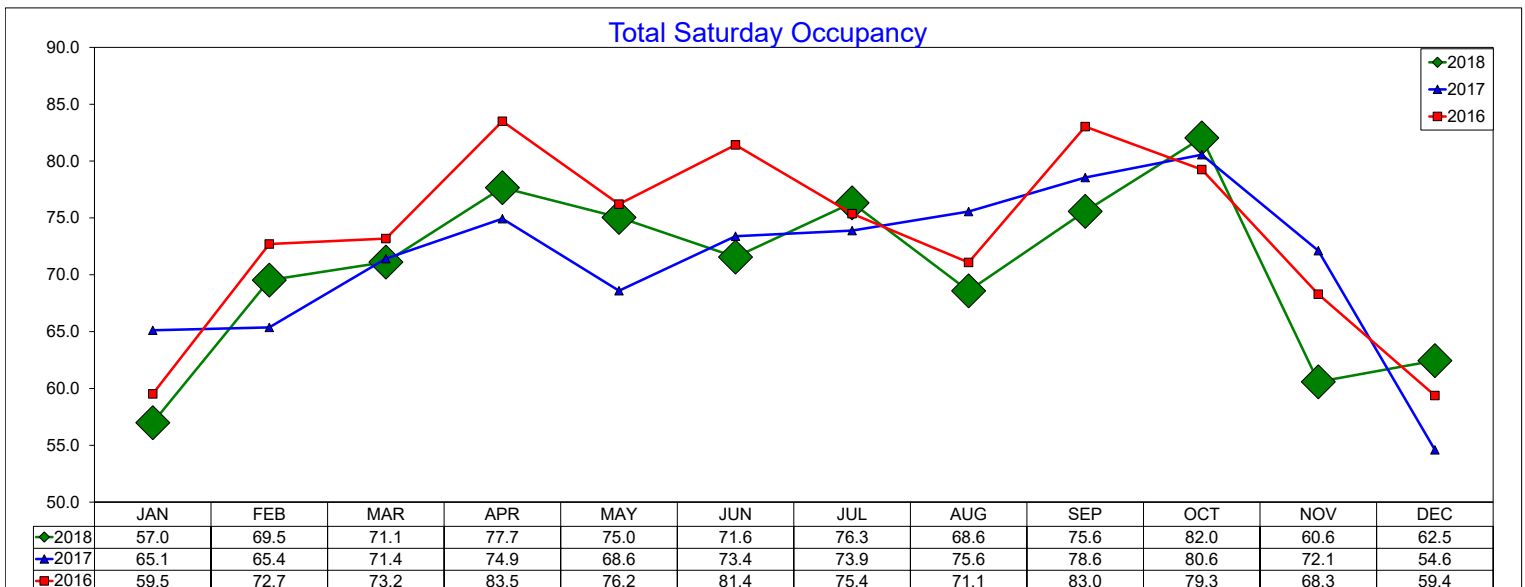
Transient Saturday Occupancy



Group Saturday Occupancy



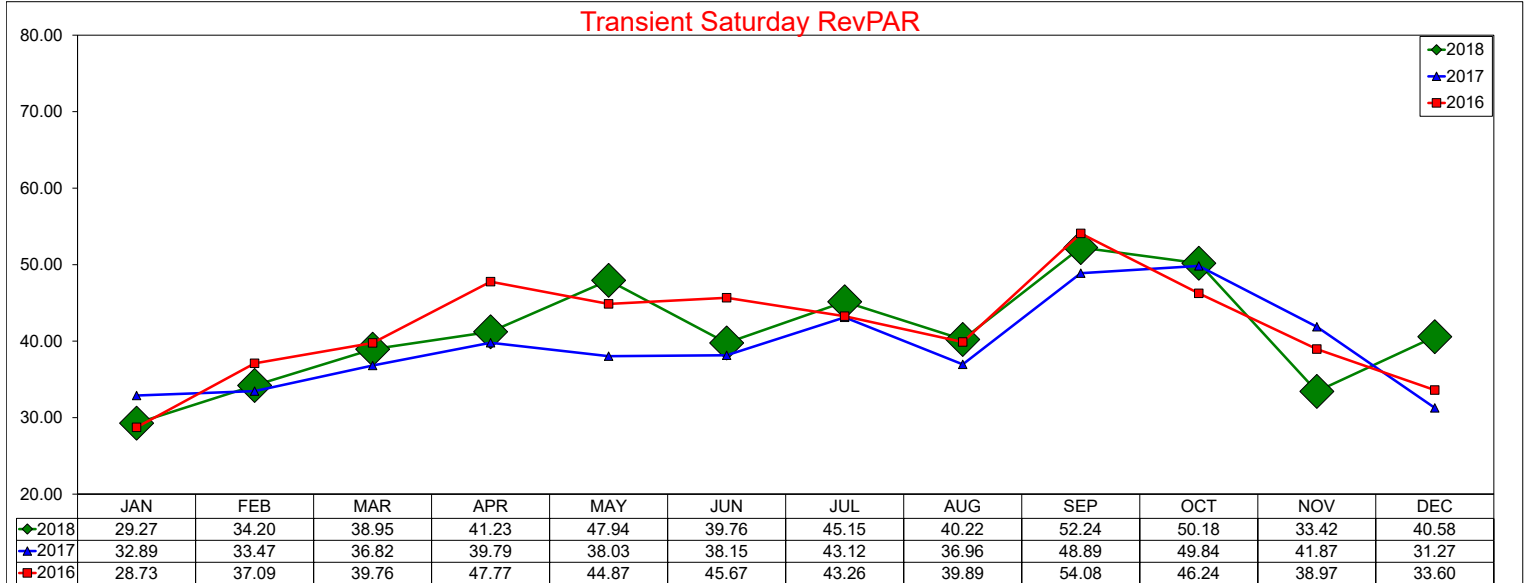
Total Saturday Occupancy



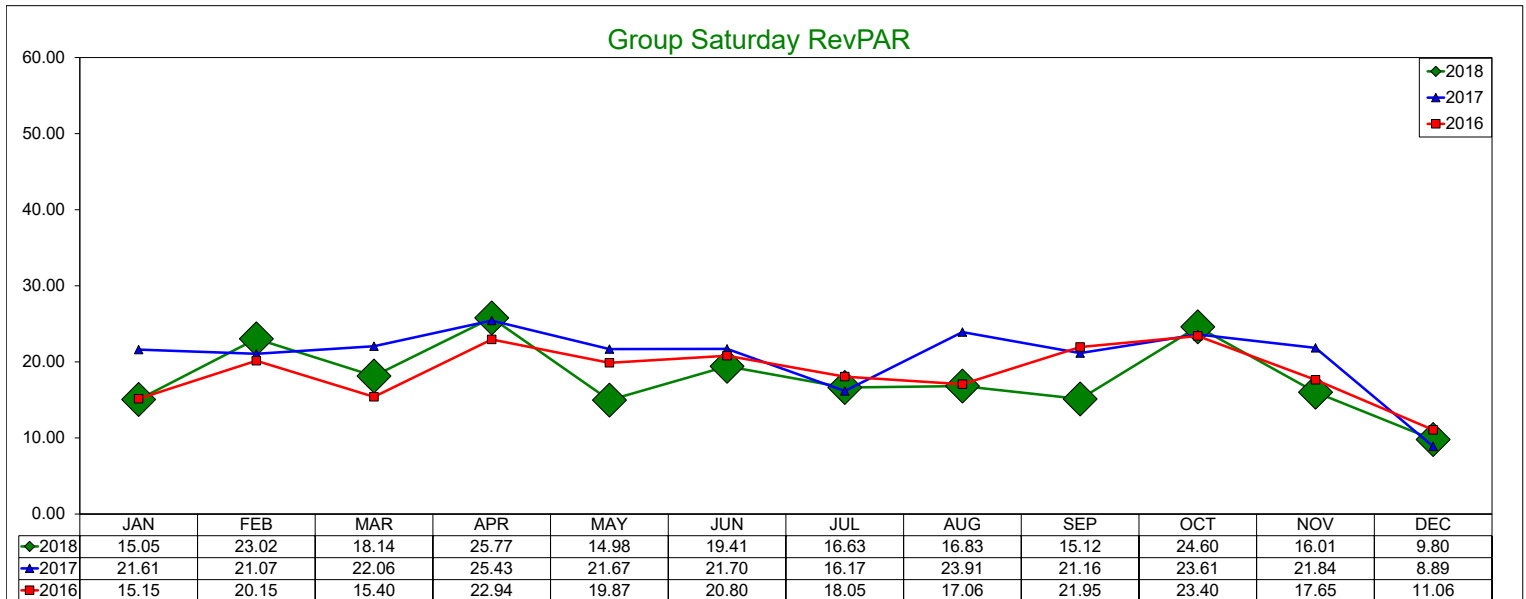
Three Year Comparison - Saturday - RevPAR

December 2018

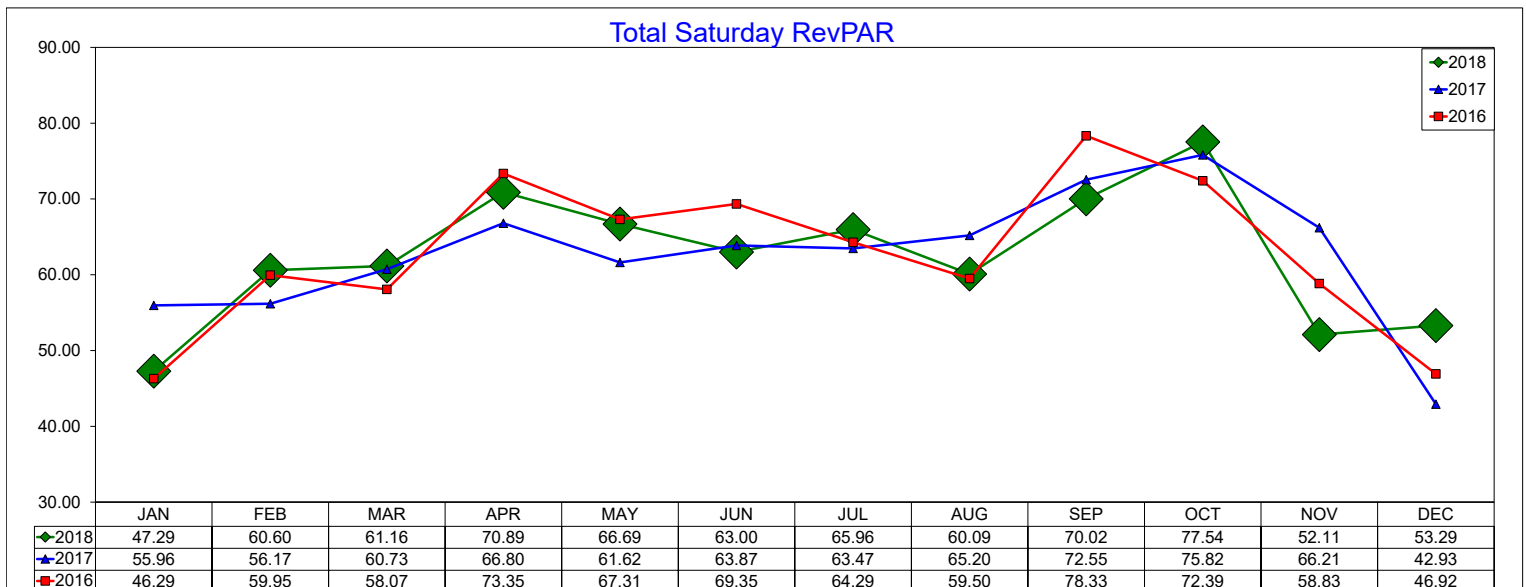
Transient Saturday RevPAR



Group Saturday RevPAR



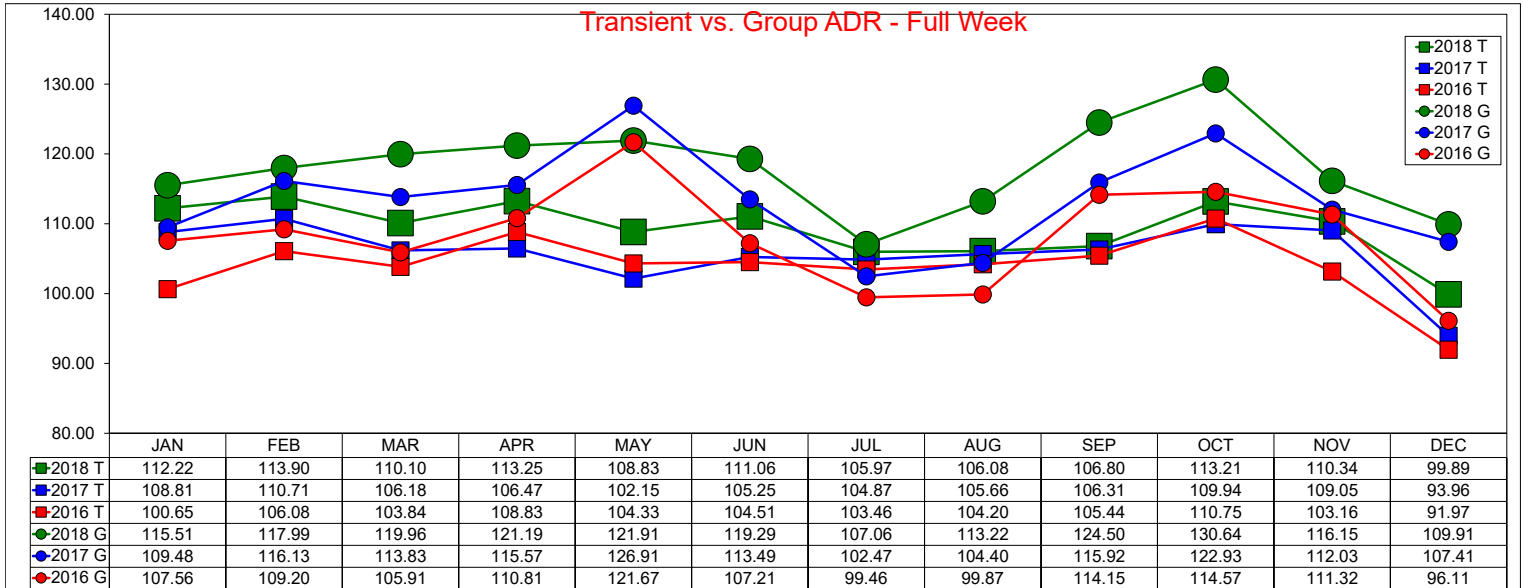
Total Saturday RevPAR



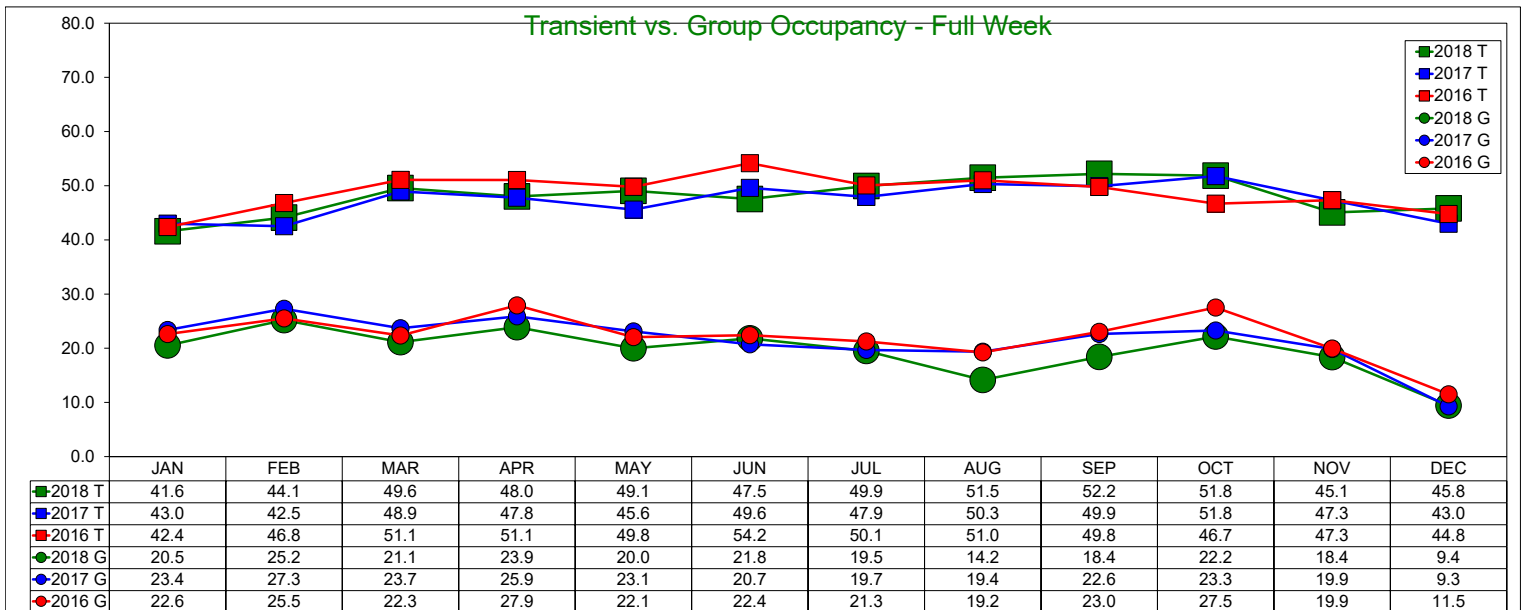
Three Year Comparison - Transient vs. Group - Full Week

December 2018

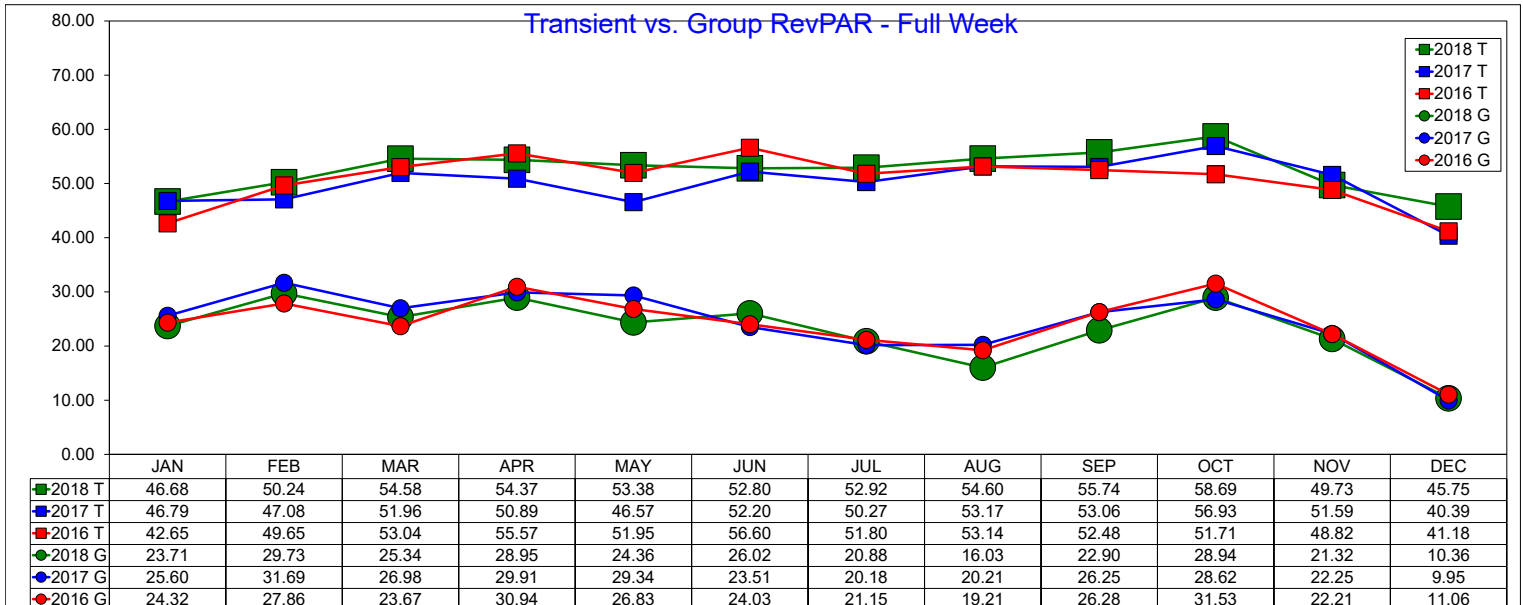
Transient vs. Group ADR - Full Week



Transient vs. Group Occupancy - Full Week



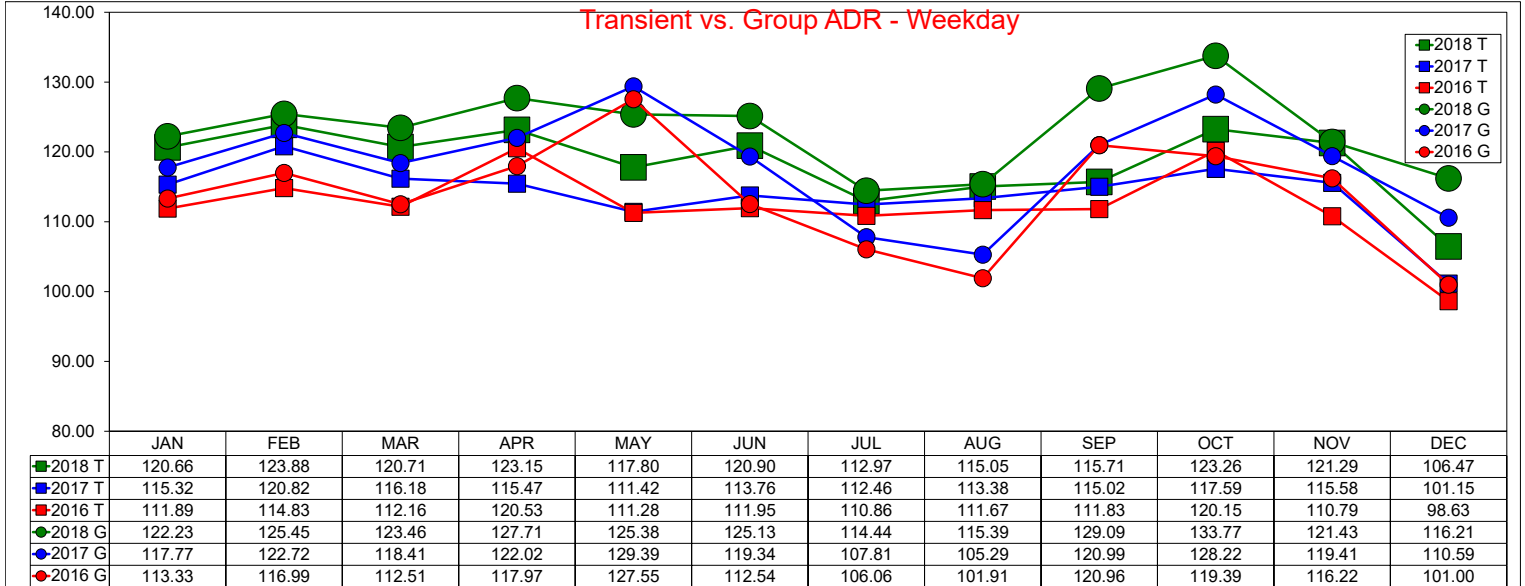
Transient vs. Group RevPAR - Full Week



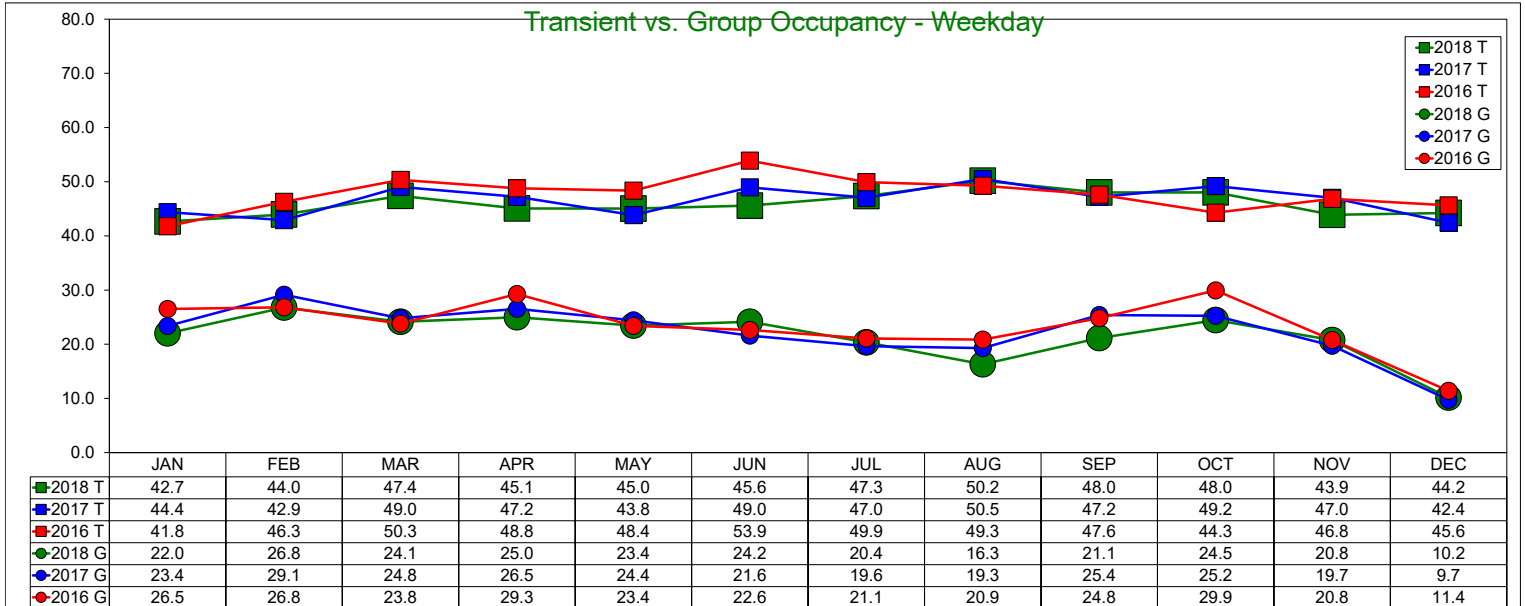
Three Year Comparison - Transient vs. Group - Weekday

December 2018

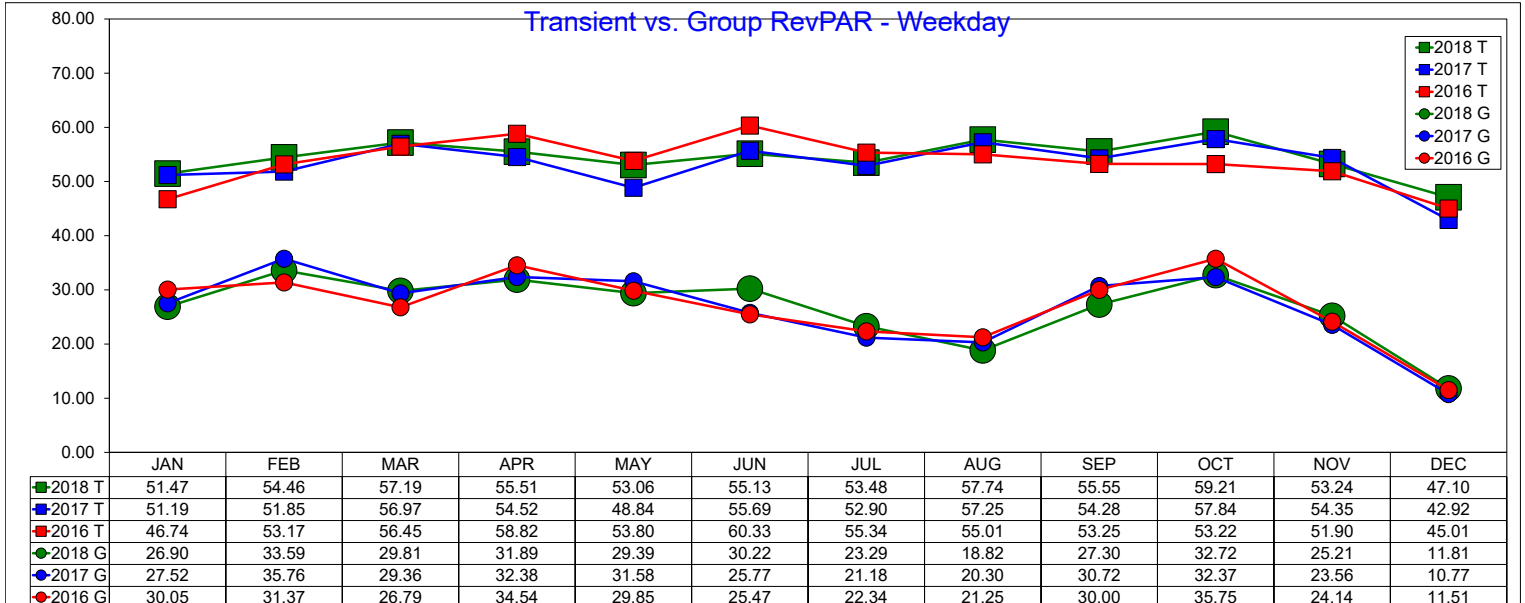
Transient vs. Group ADR - Weekday



Transient vs. Group Occupancy - Weekday



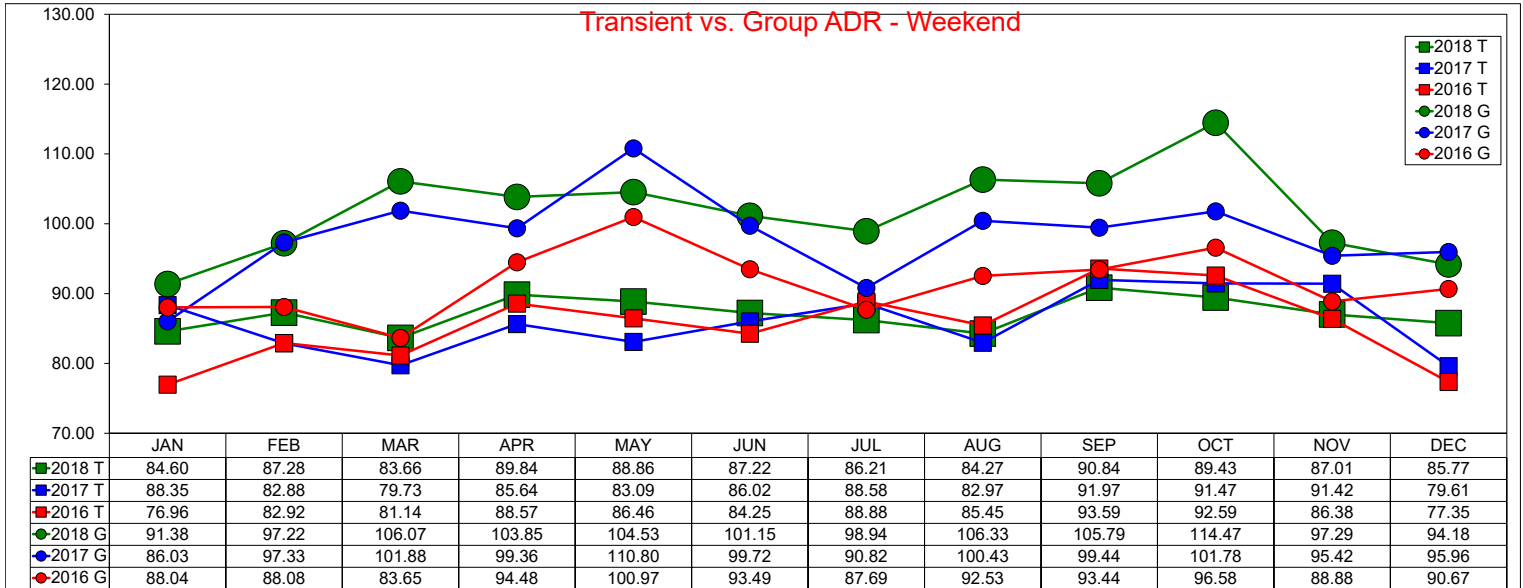
Transient vs. Group RevPAR - Weekday



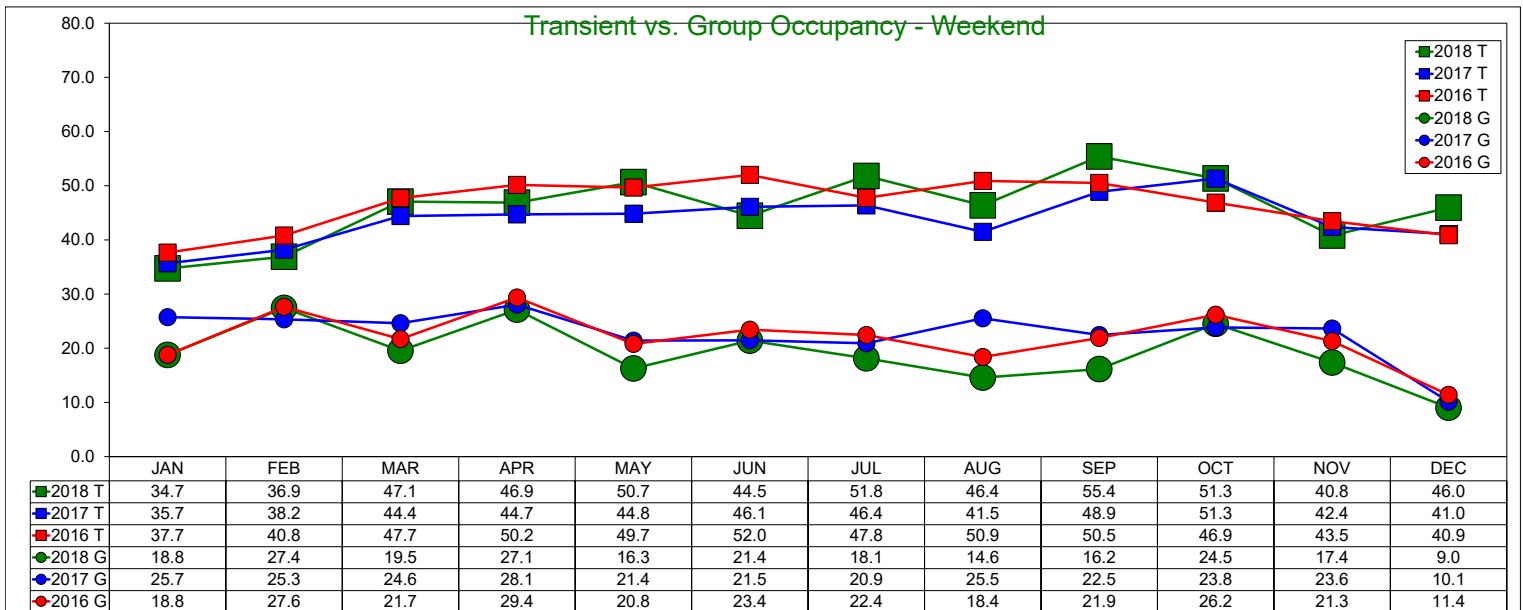
Three Year Comparison - Transient vs. Group - Weekend

December 2018

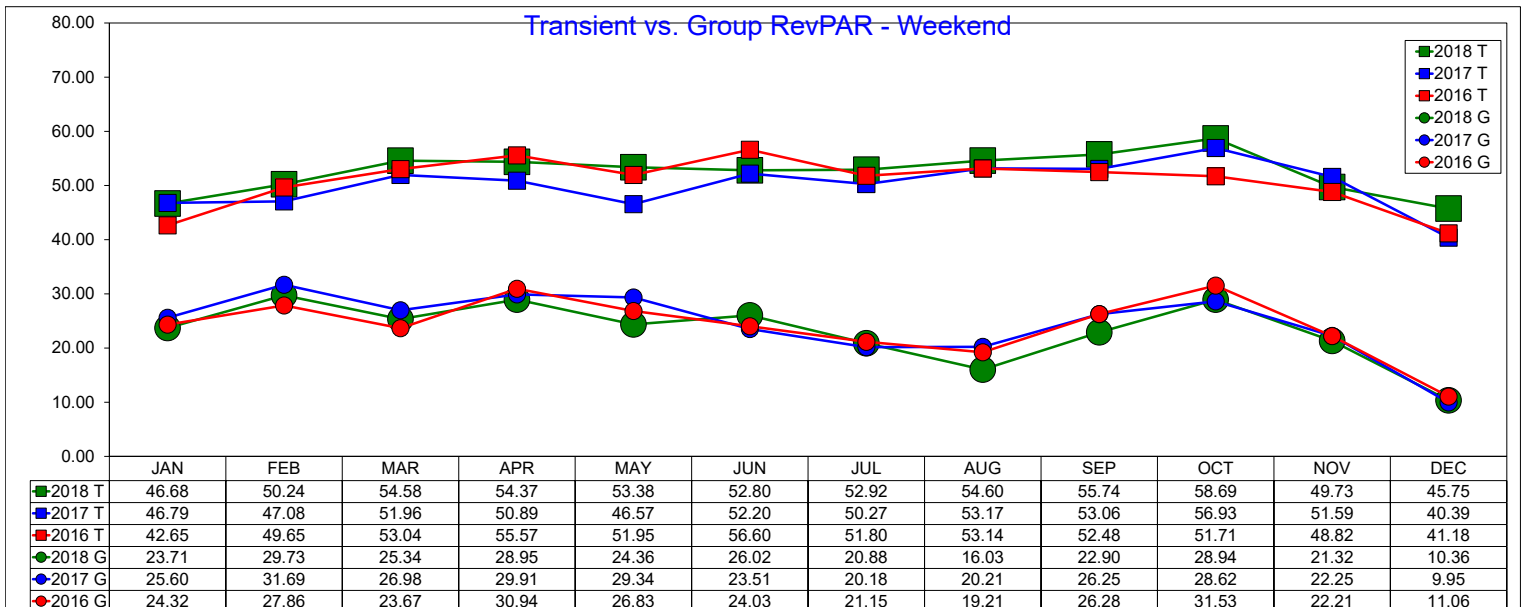
Transient vs. Group ADR - Weekend



Transient vs. Group Occupancy - Weekend



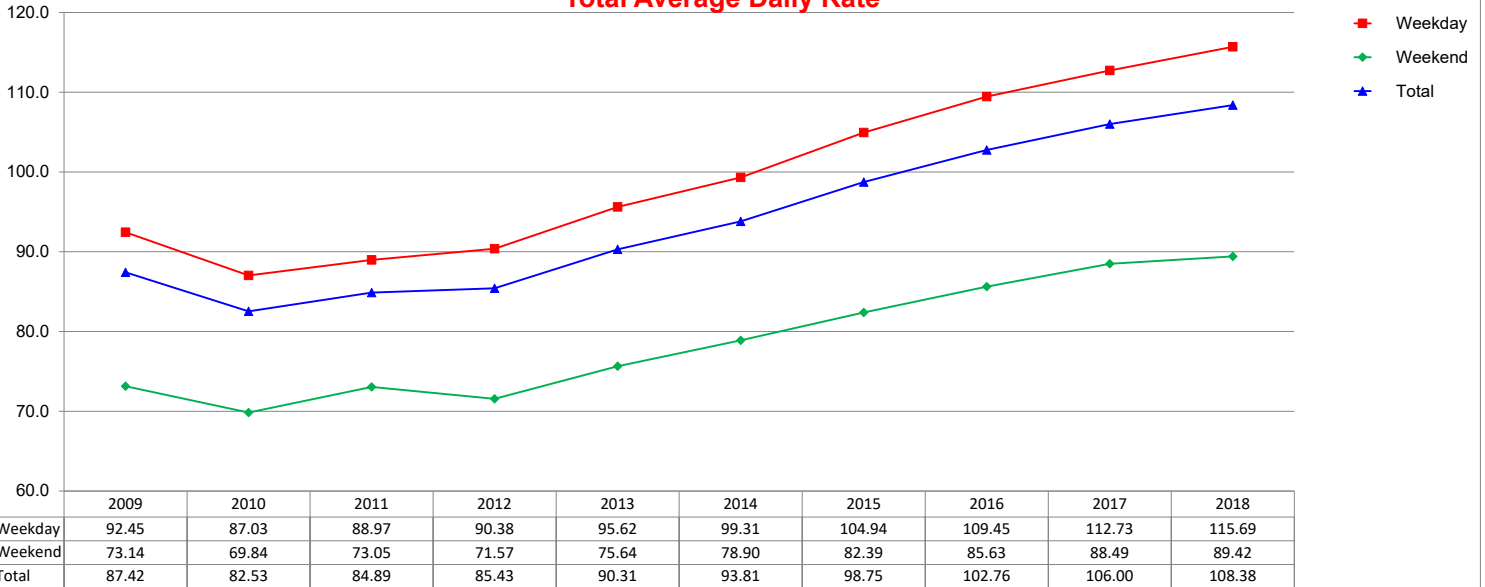
Transient vs. Group RevPAR - Weekend



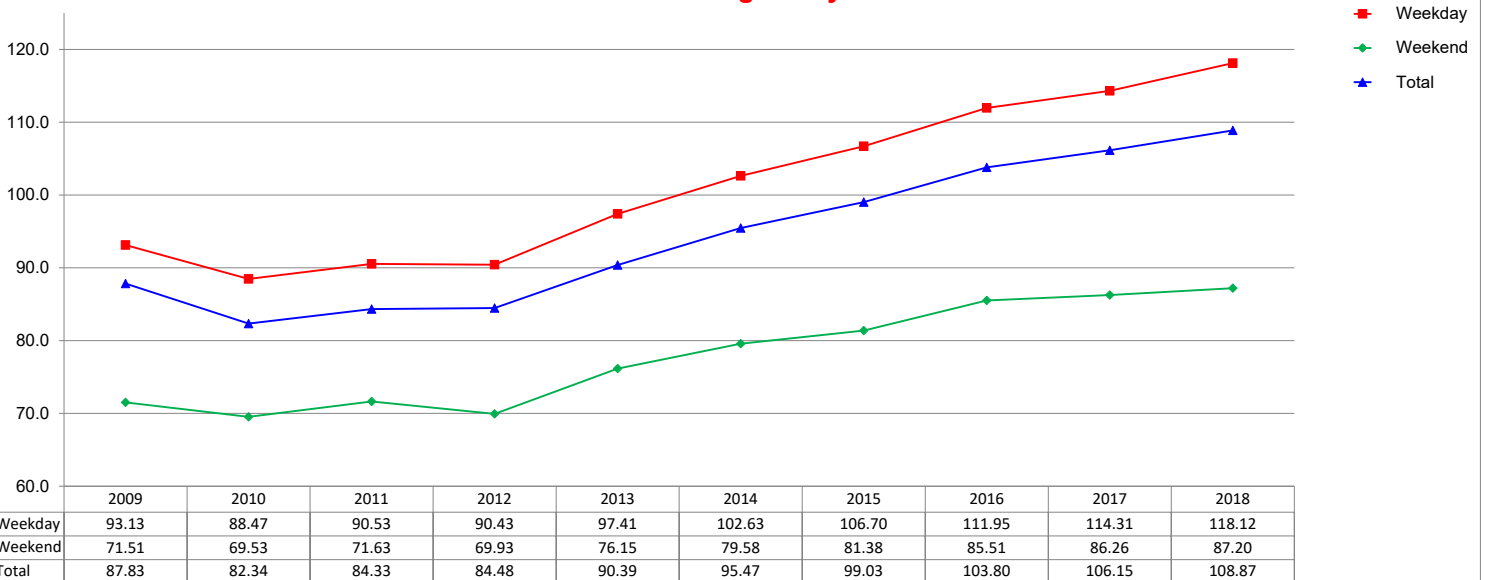
10 Year Occupancy Comparison - Weekday/Weekend

Annual Year End Figures And YTD through December 2018

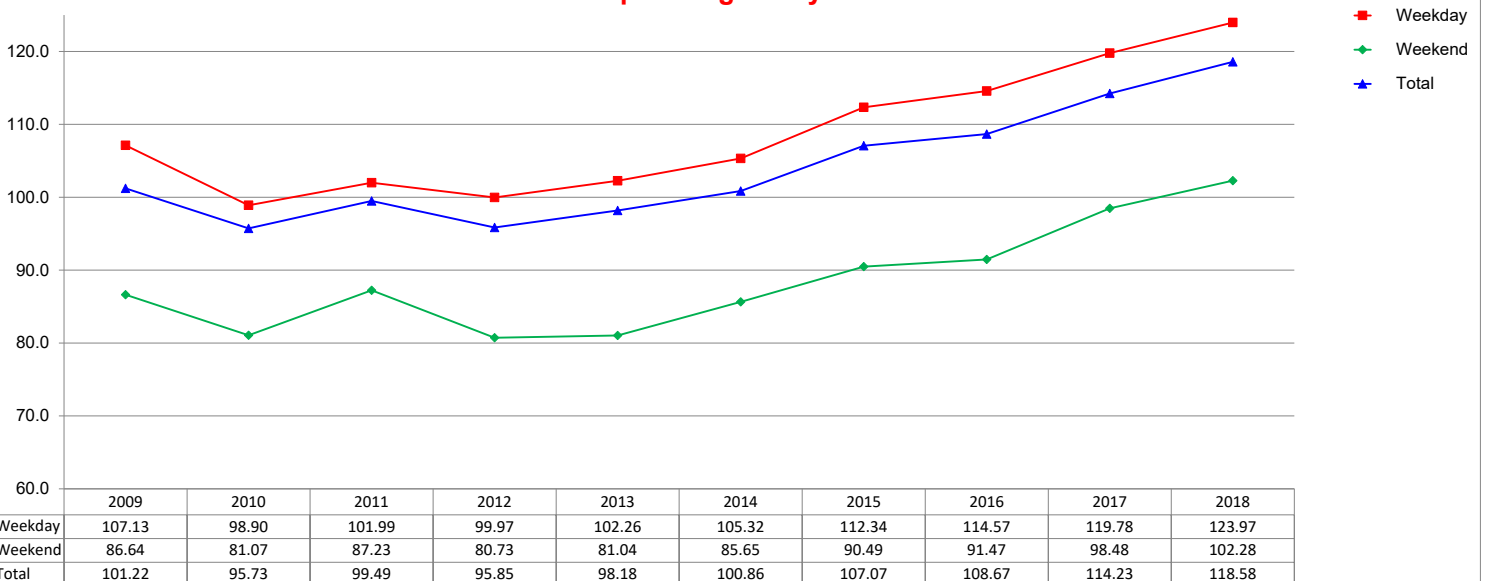
Total Average Daily Rate



Transient Average Daily Rate



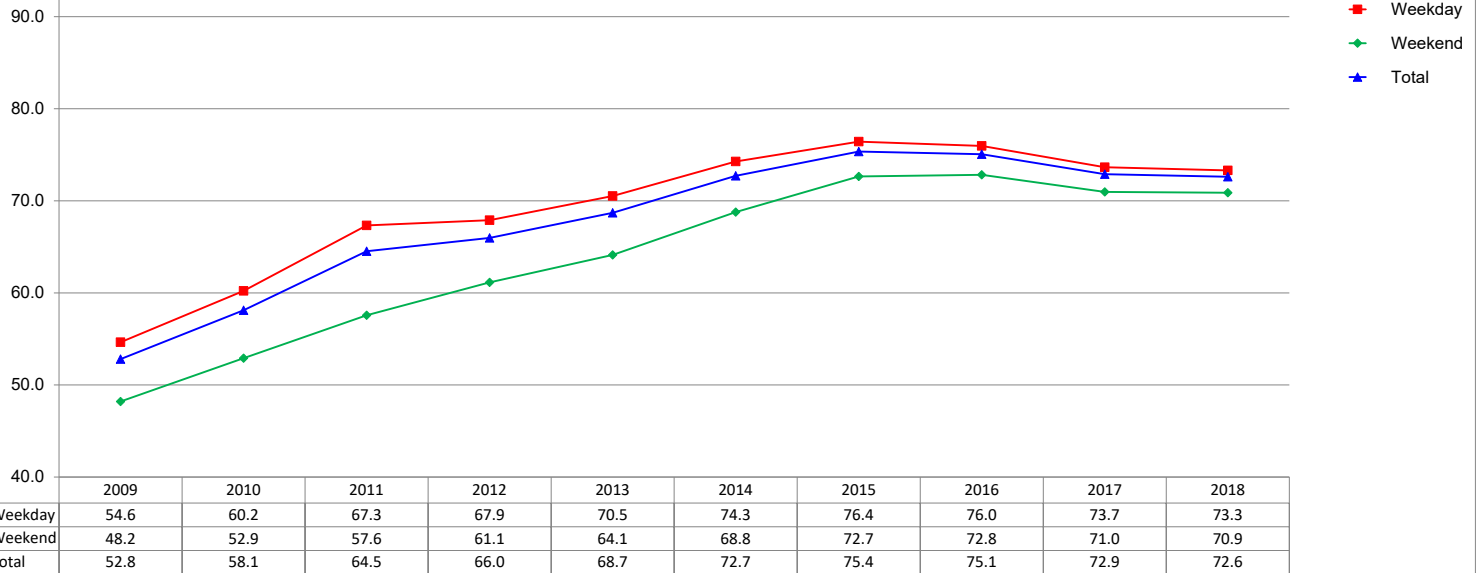
Group Average Daily Rate



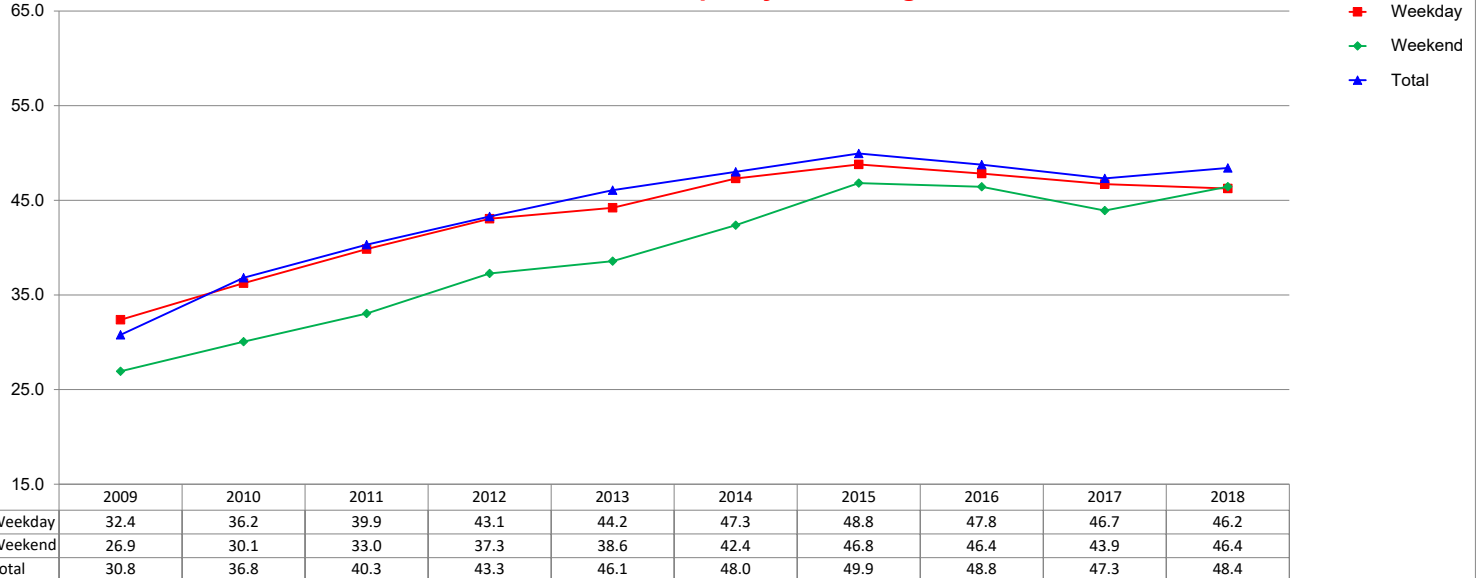
10 Year Occupancy Comparison - Weekday/Weekend

Annual Year End Figures And YTD through December 2018

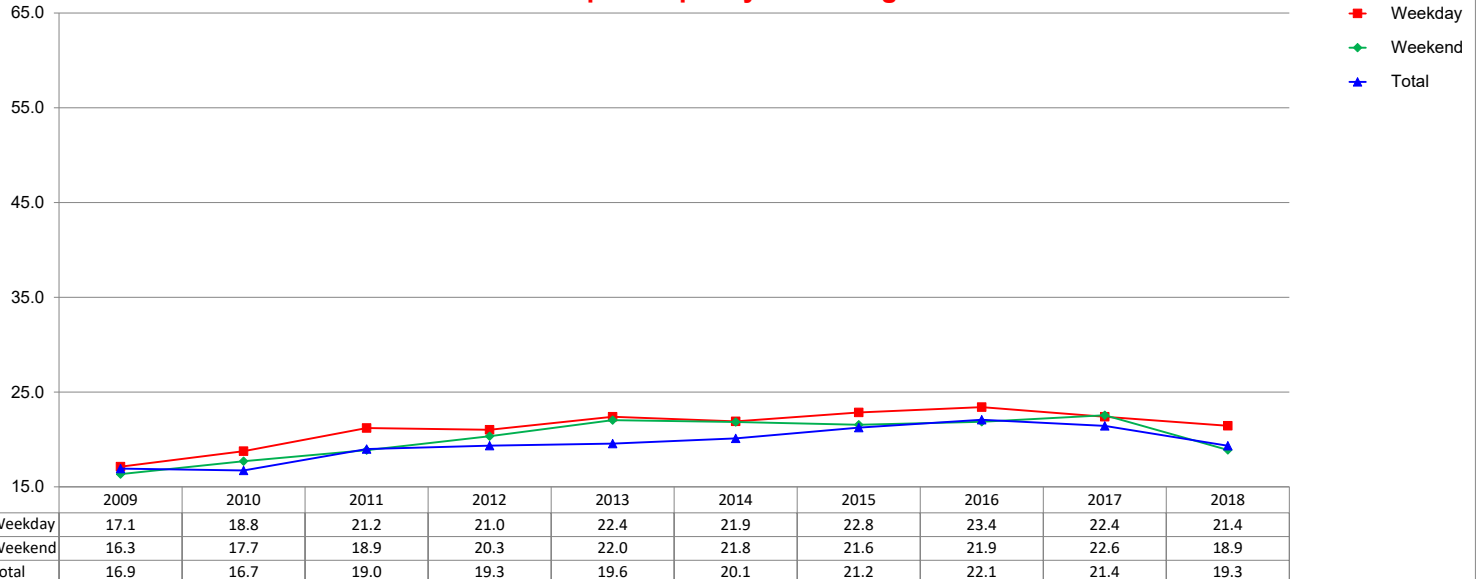
Total Occupancy Percentage



Transient Occupancy Percentage

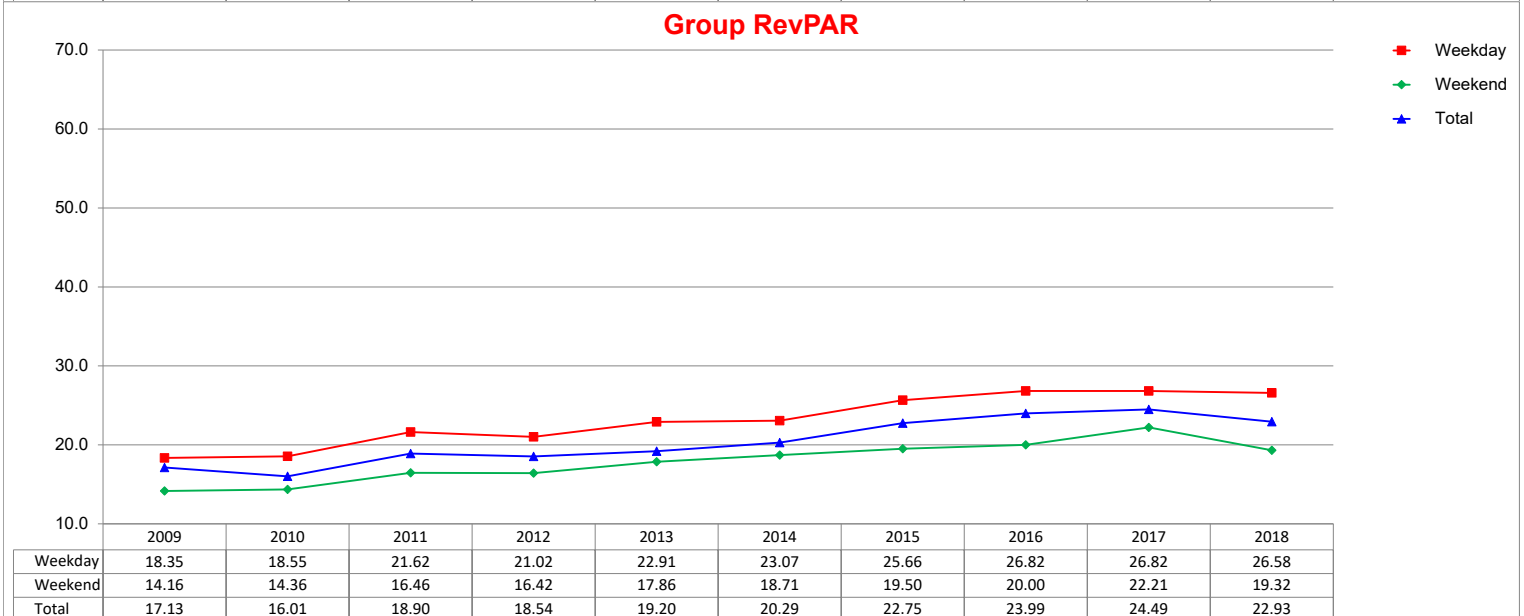
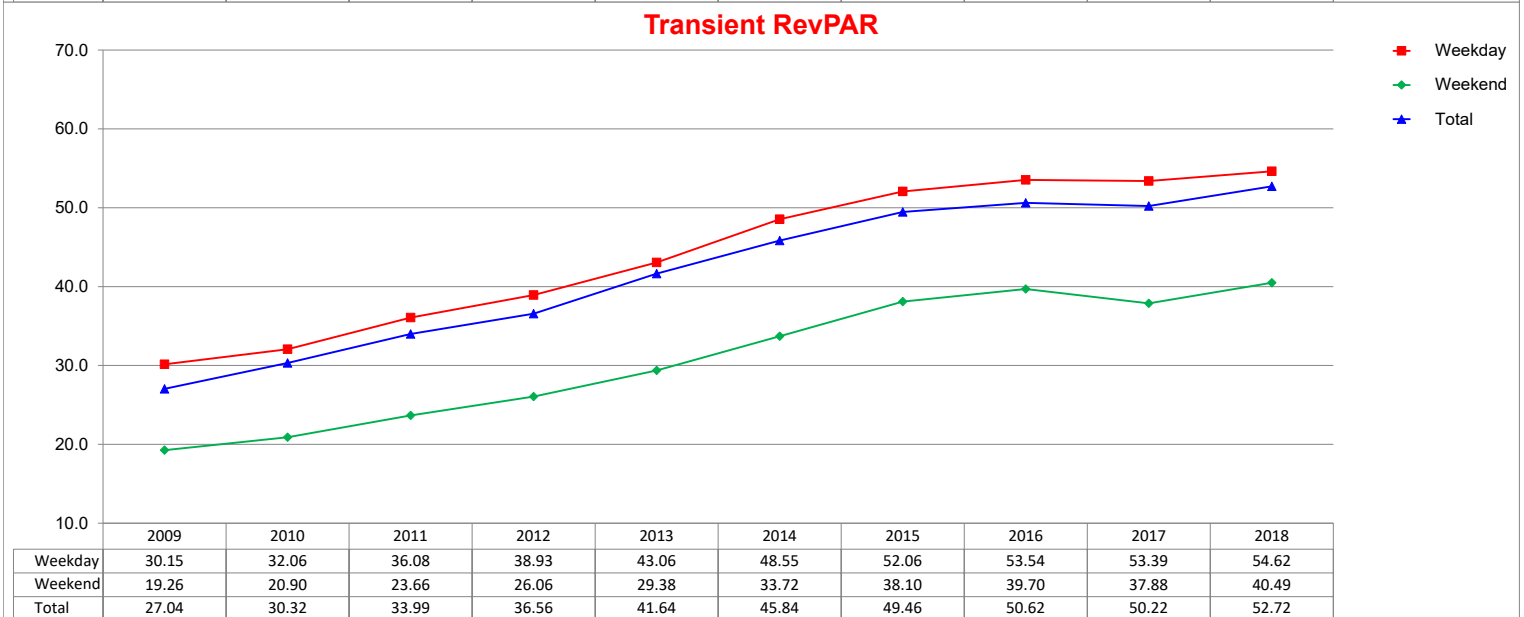
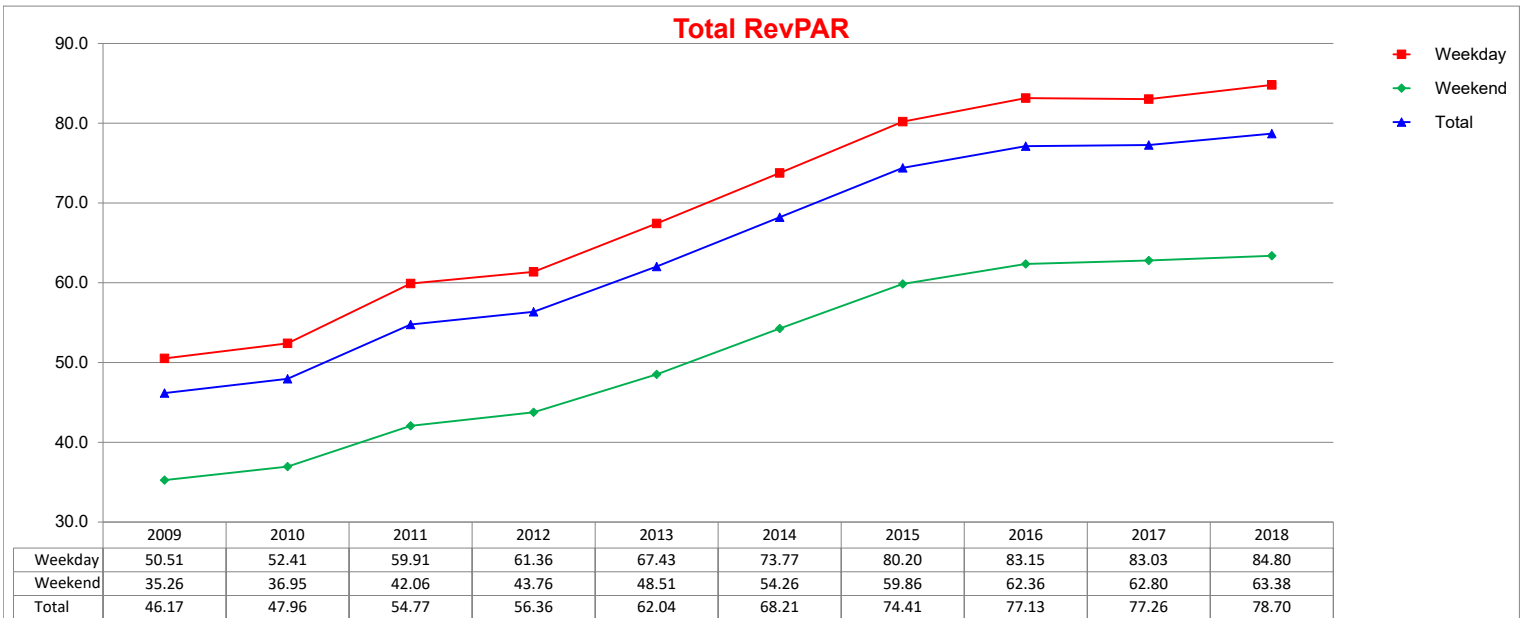


Group Occupancy Percentage



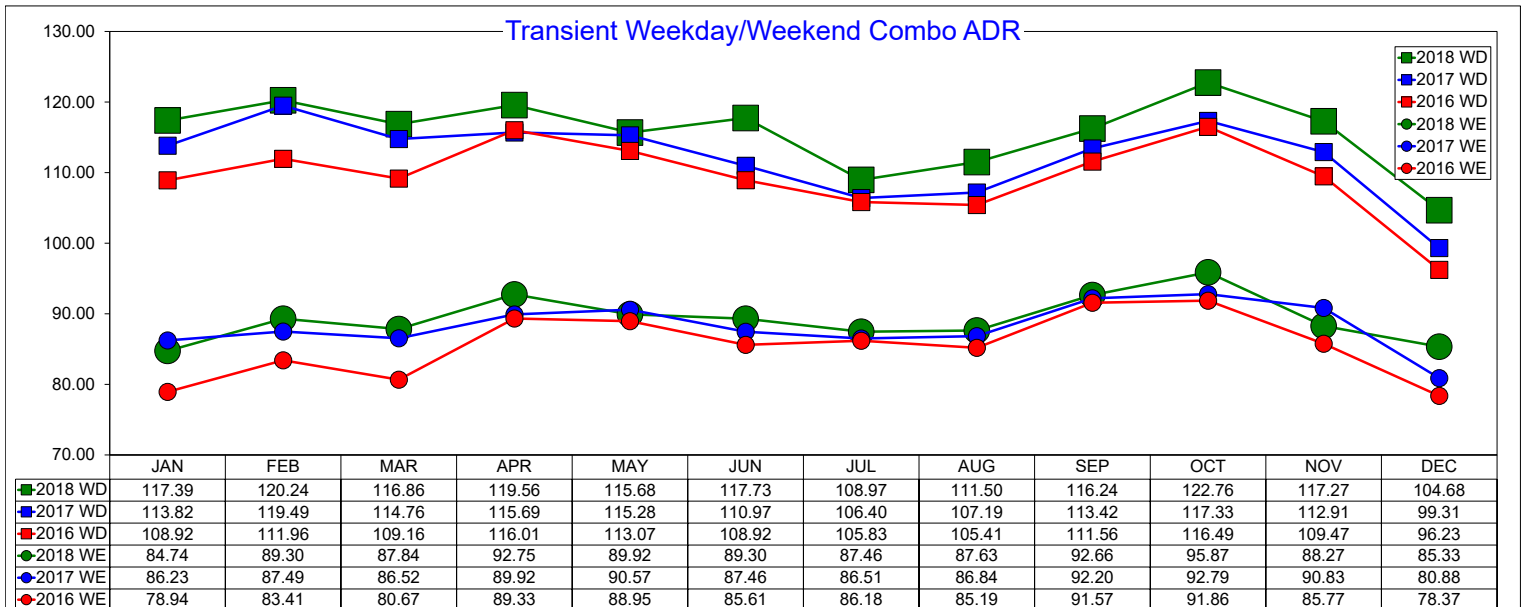
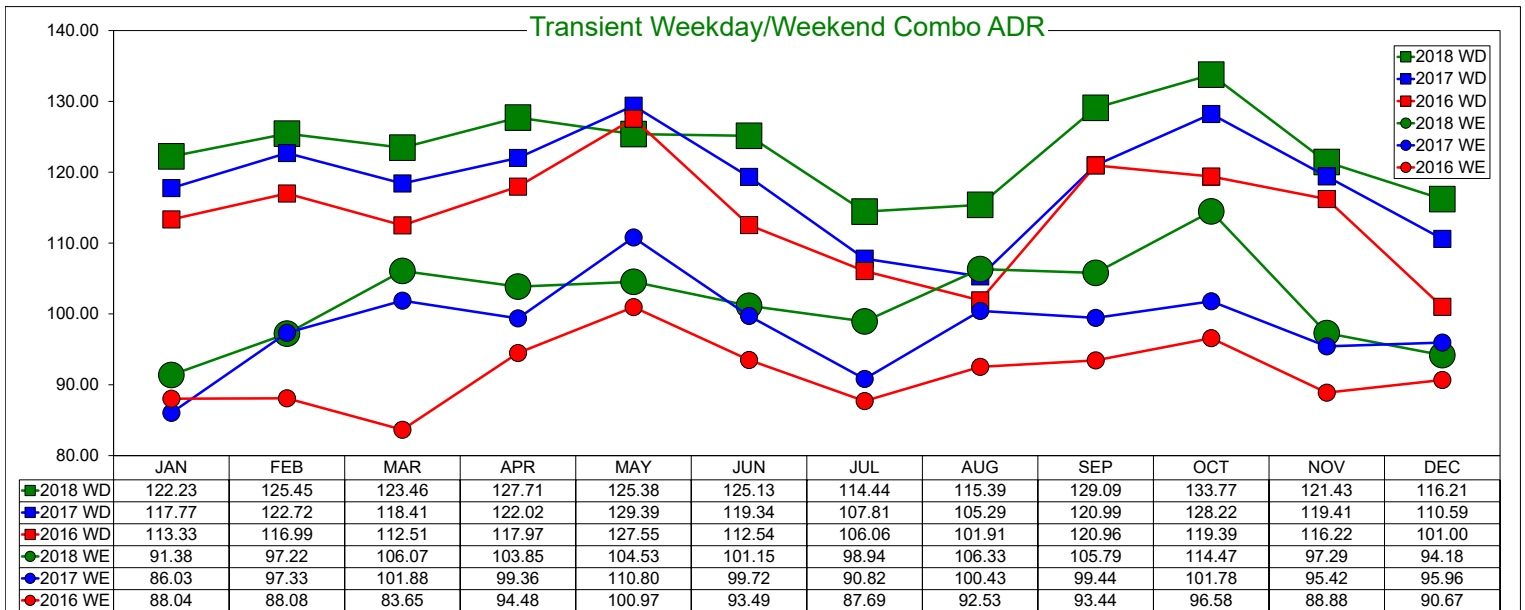
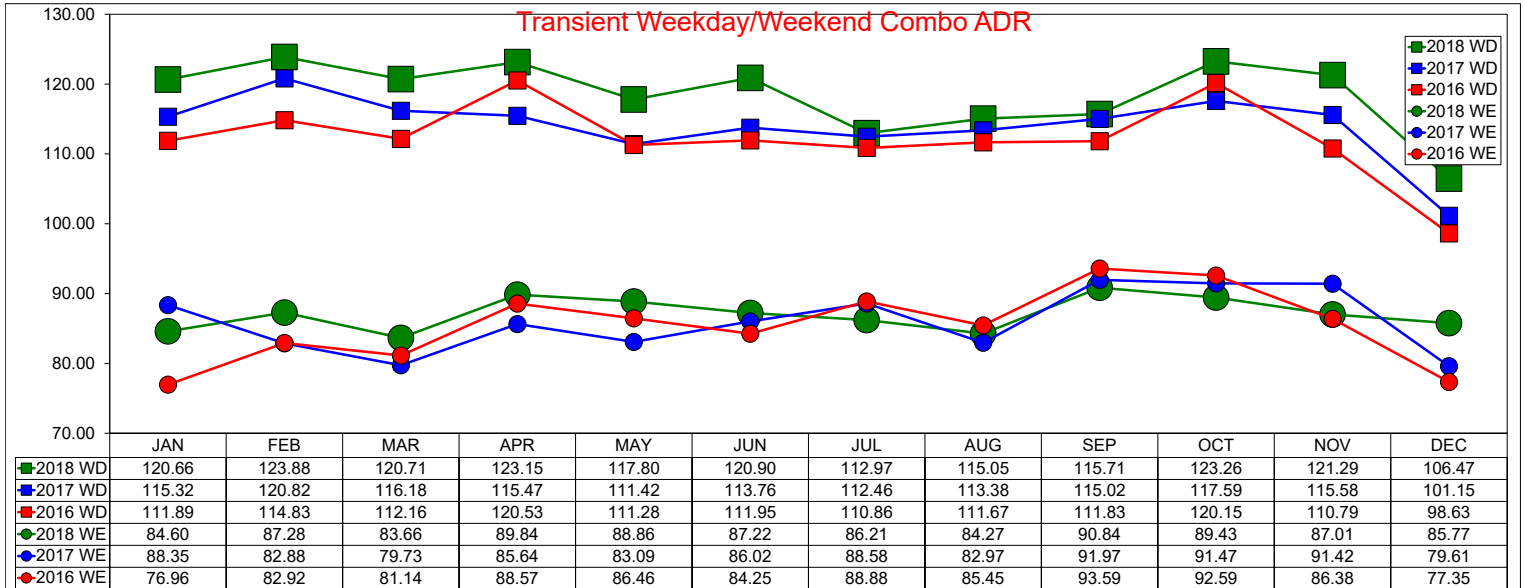
10 Year RevPAR Comparison - Weekday/Weekend

Annual Year End Figures And YTD through December 2018



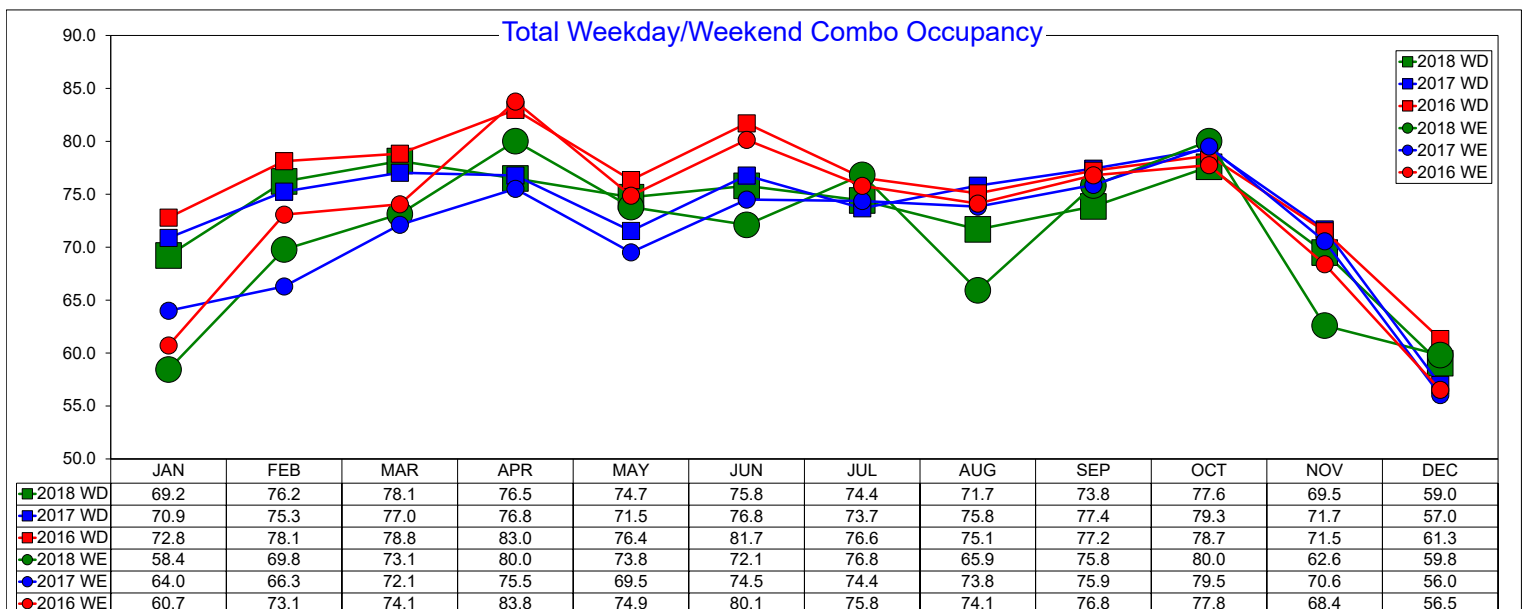
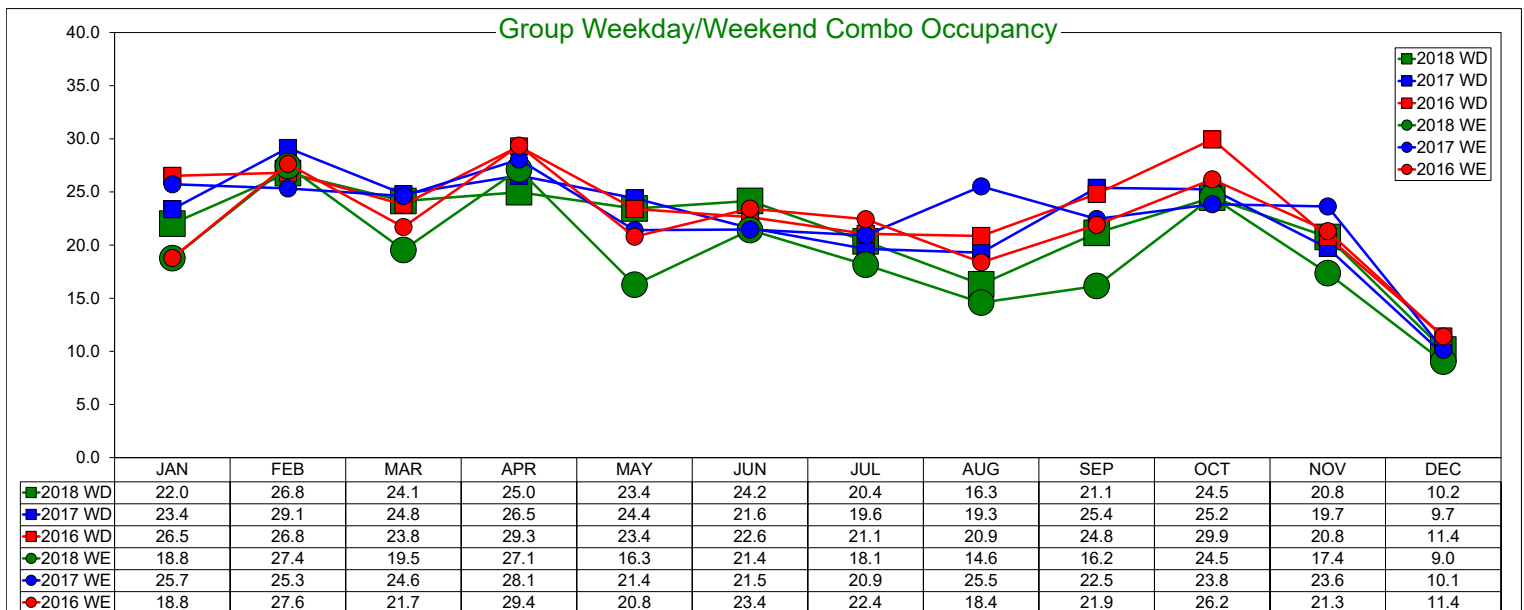
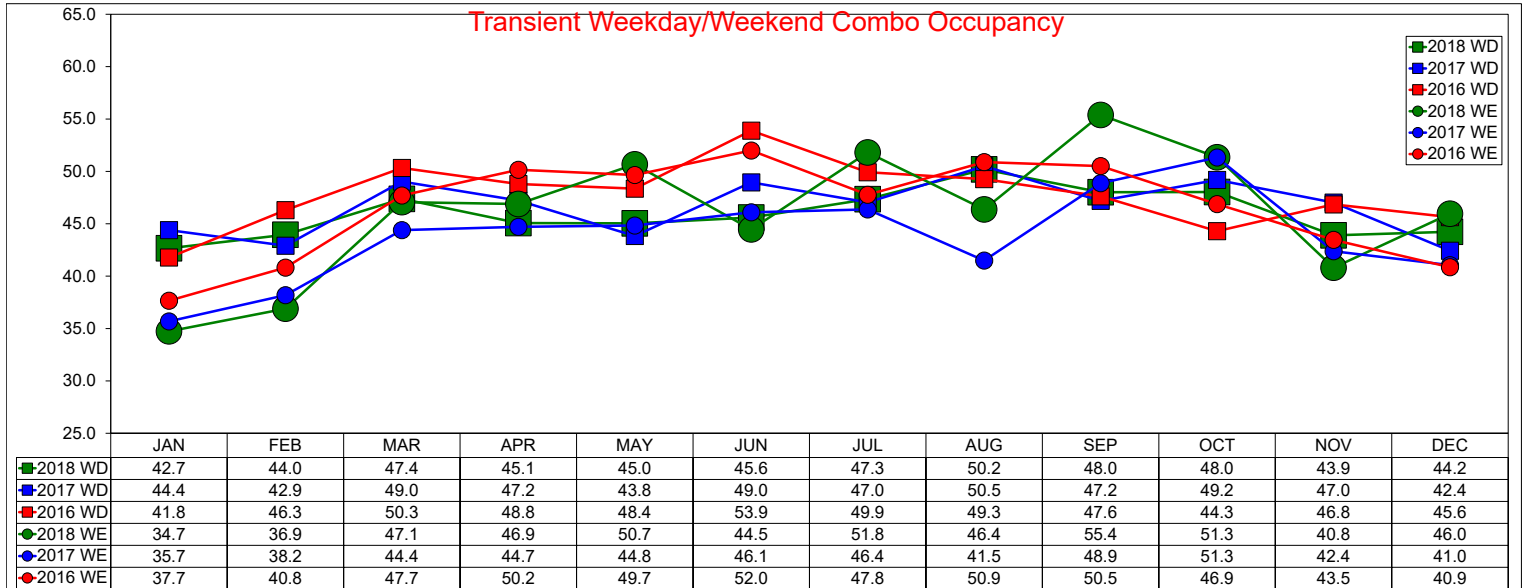
Three Year Comparison - Weekday/Weekend Combo - ADR

December 2018



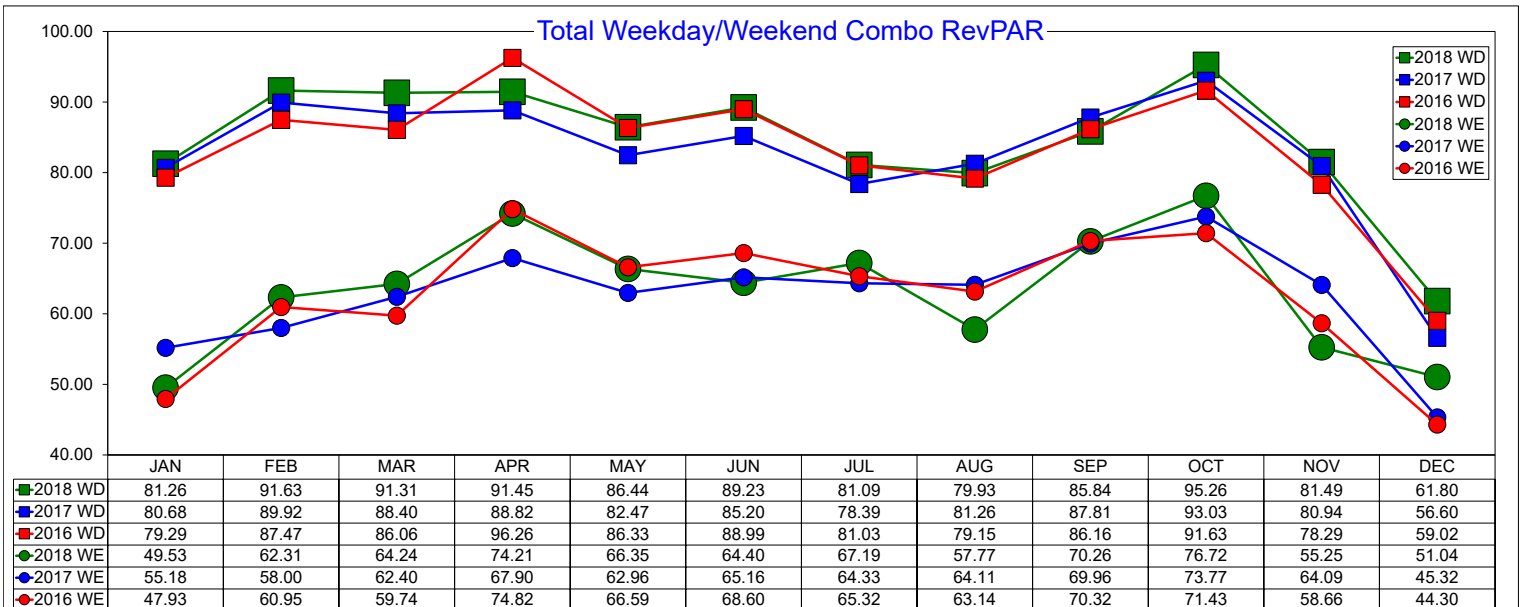
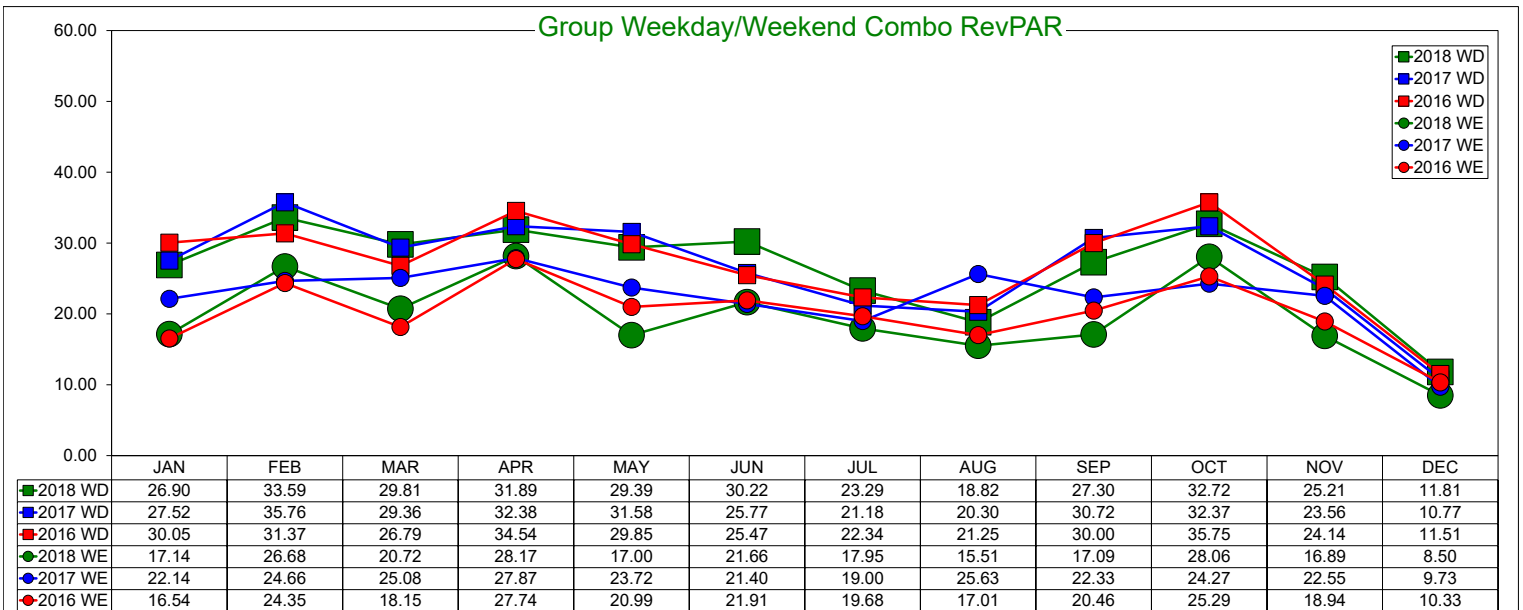
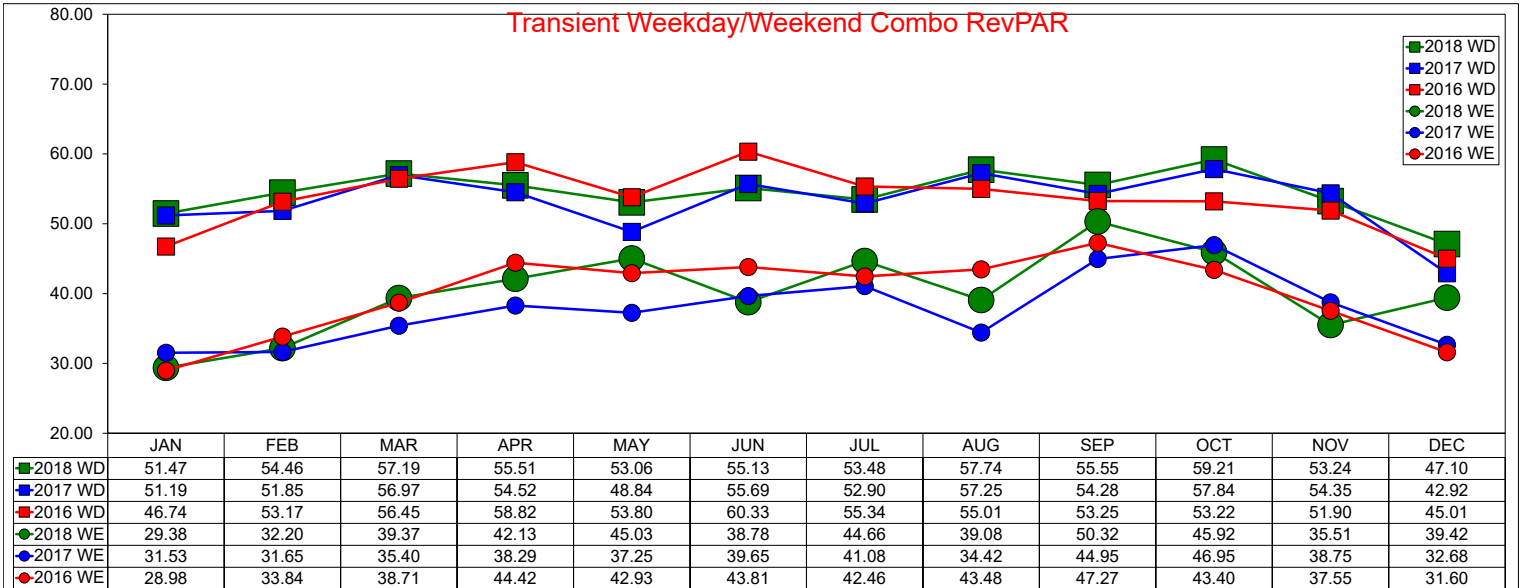
Three Year Comparison - Weekday/Weekend Combo - Occupancy

December 2018



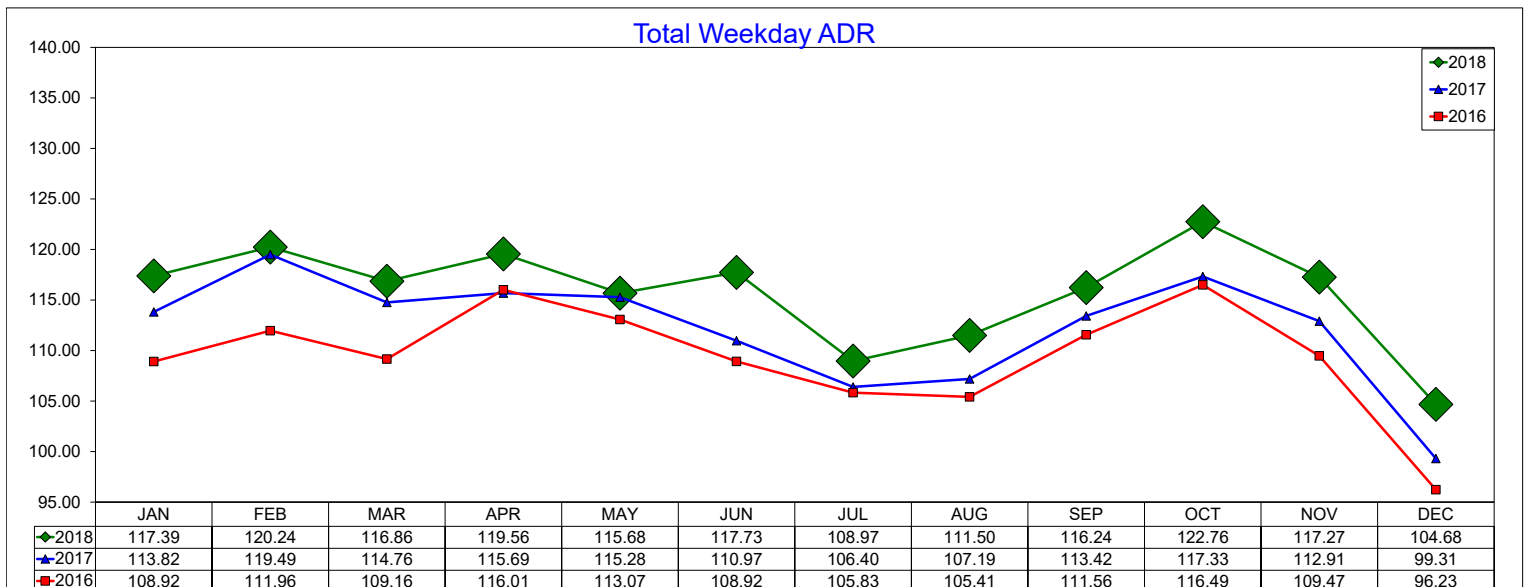
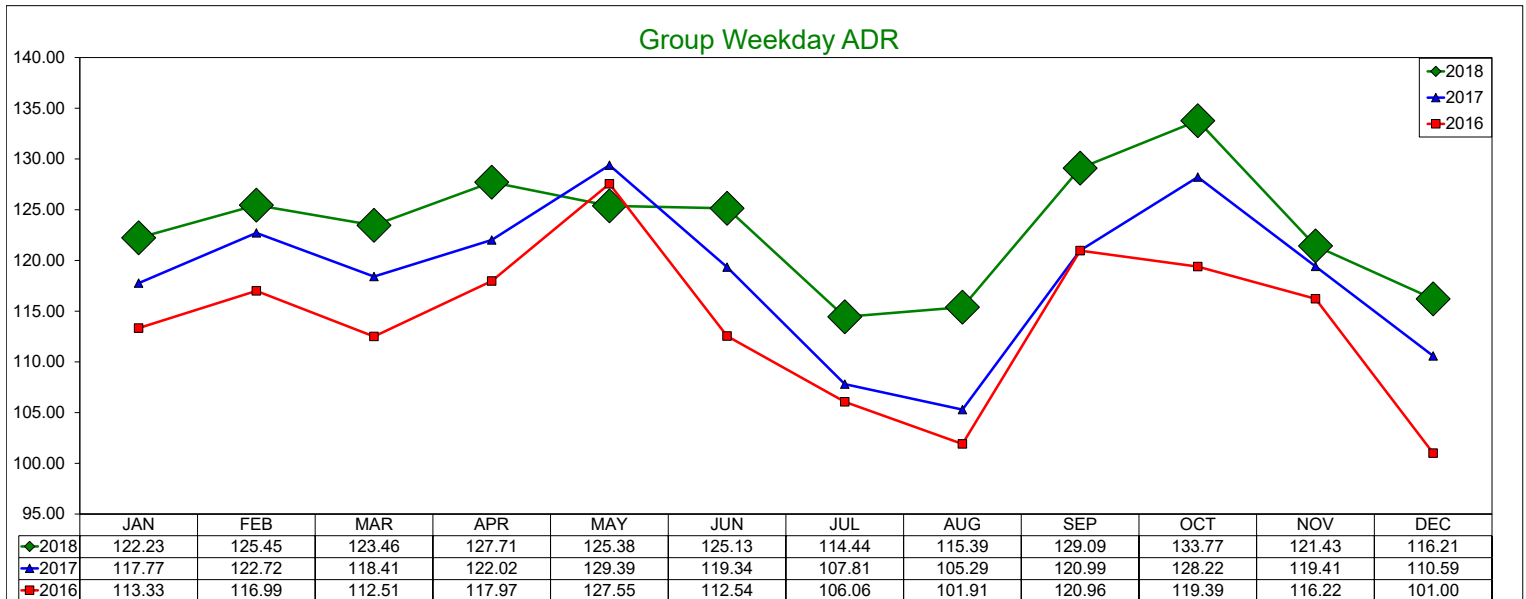
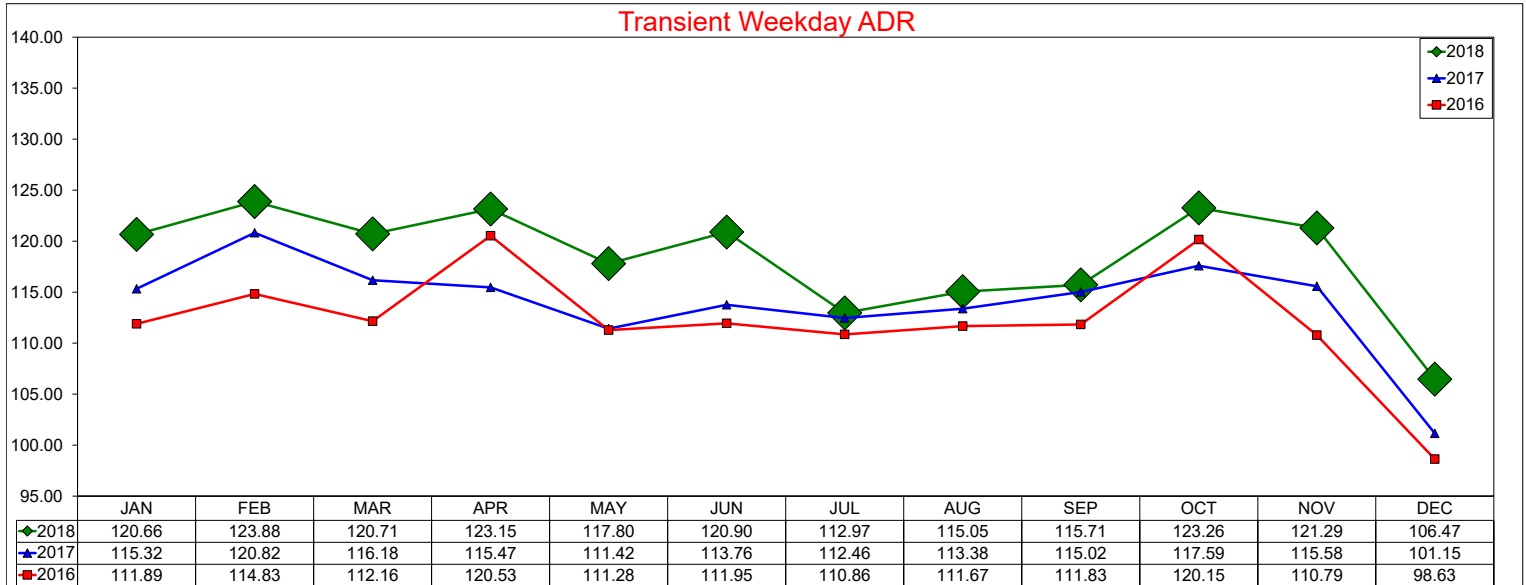
Three Year Comparison - Weekday/Weekend Combo - RevPAR

December 2018



Three Year Comparison - Weekday - ADR

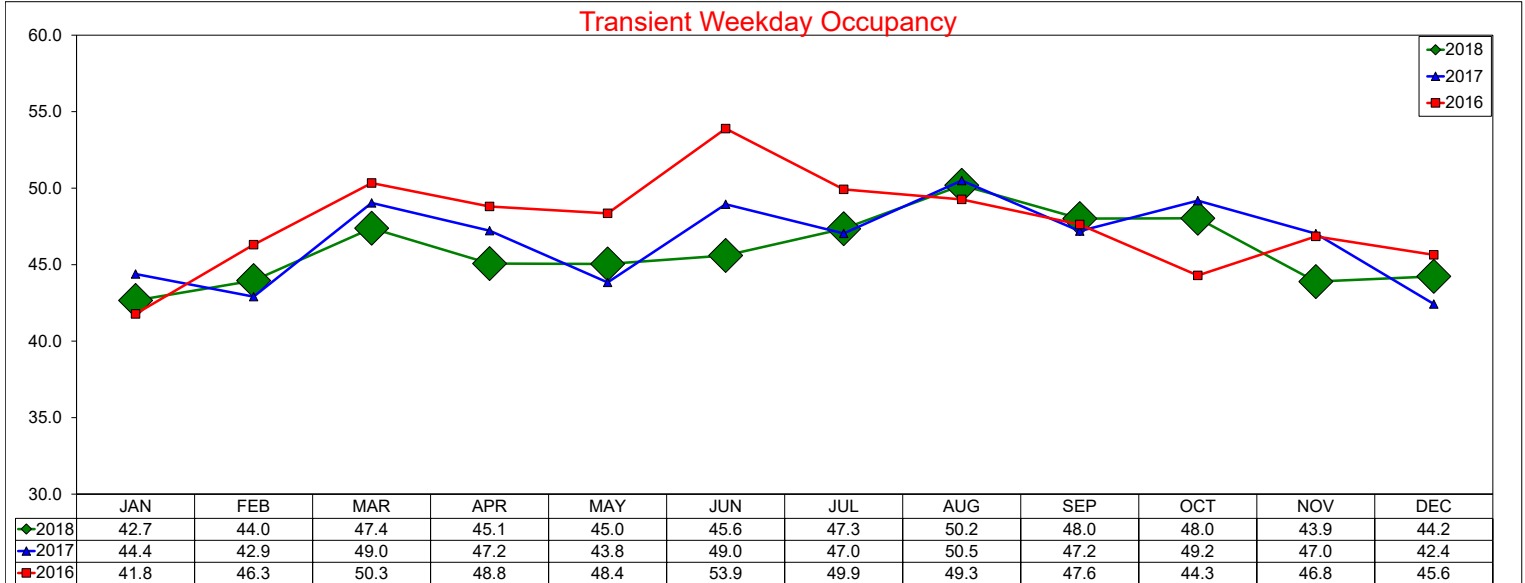
December 2018



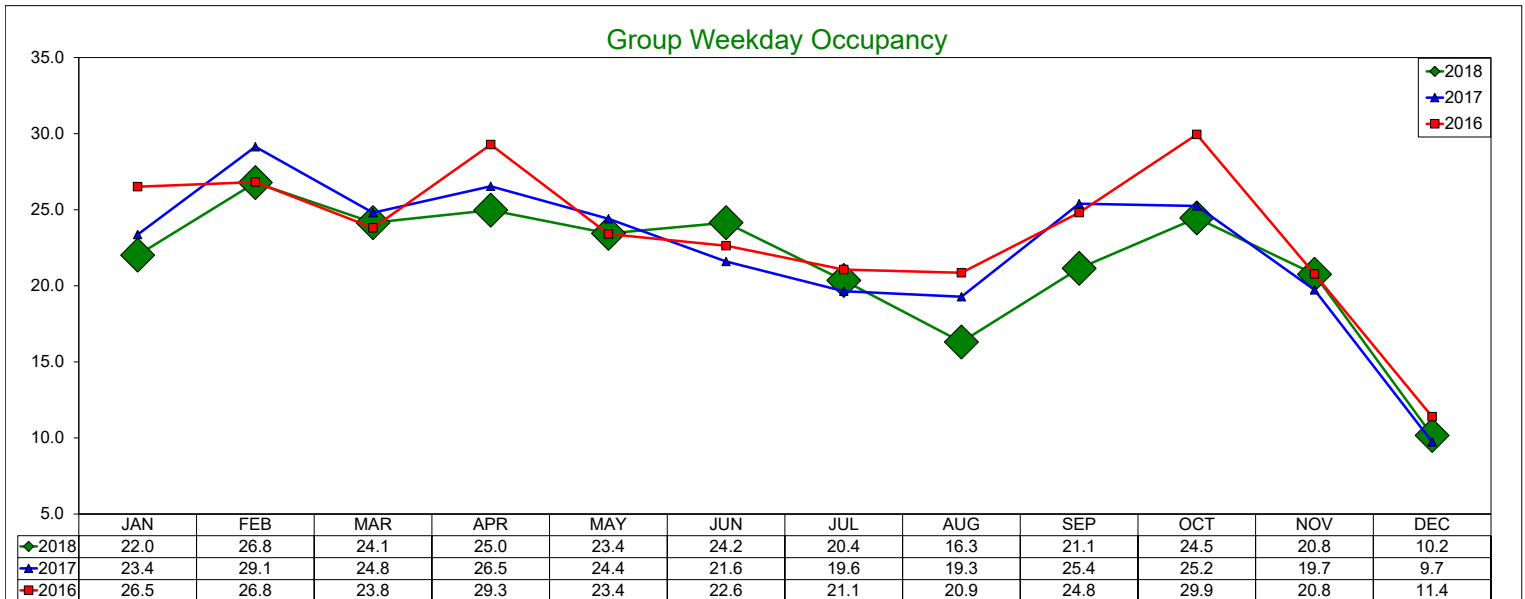
Three Year Comparison - Weekday - Occupancy

December 2018

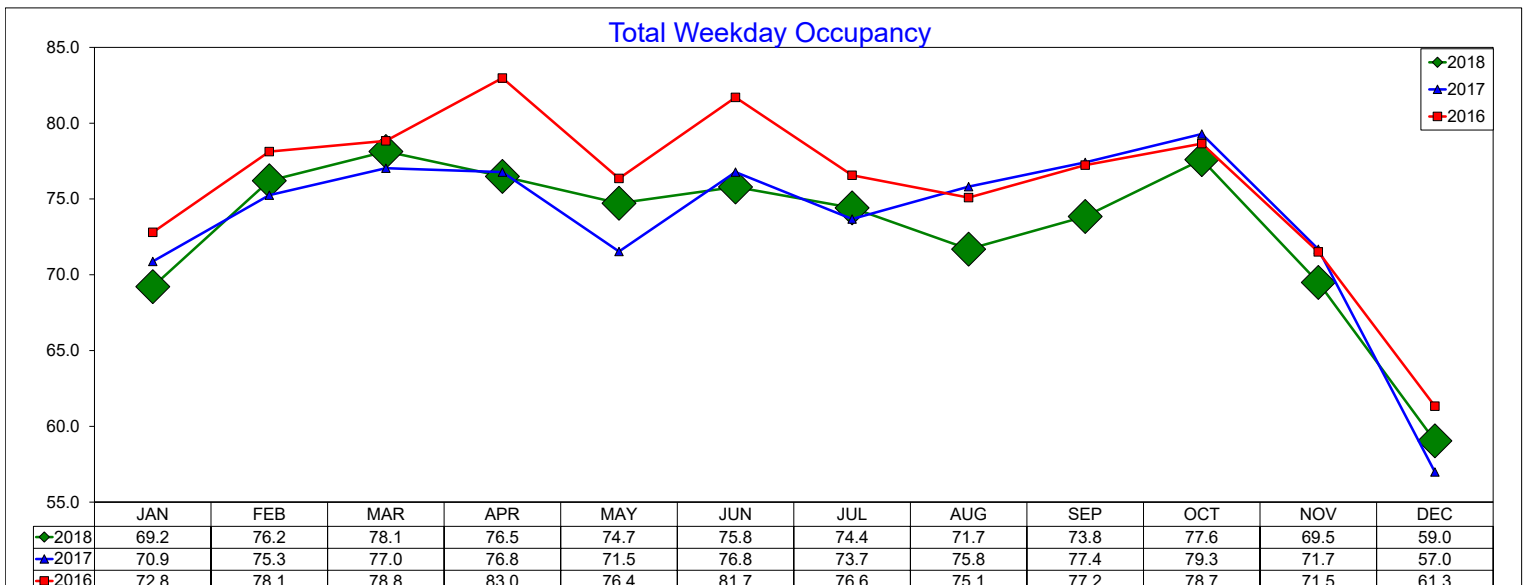
Transient Weekday Occupancy



Group Weekday Occupancy



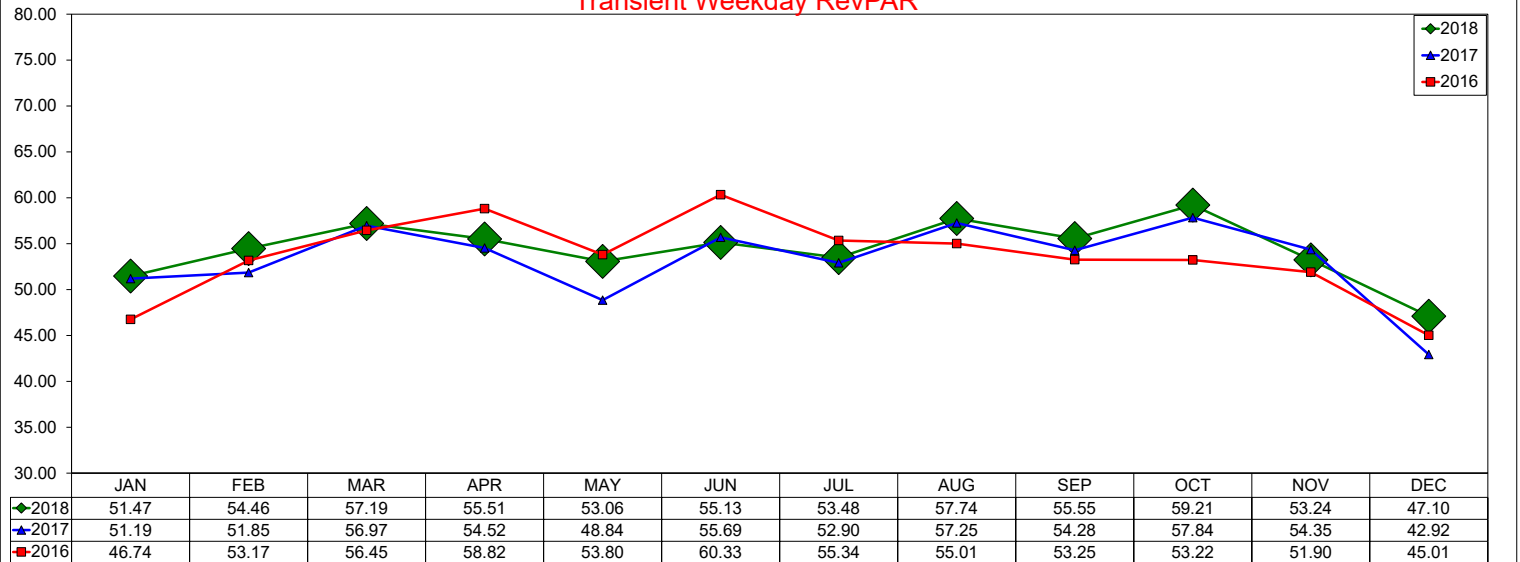
Total Weekday Occupancy



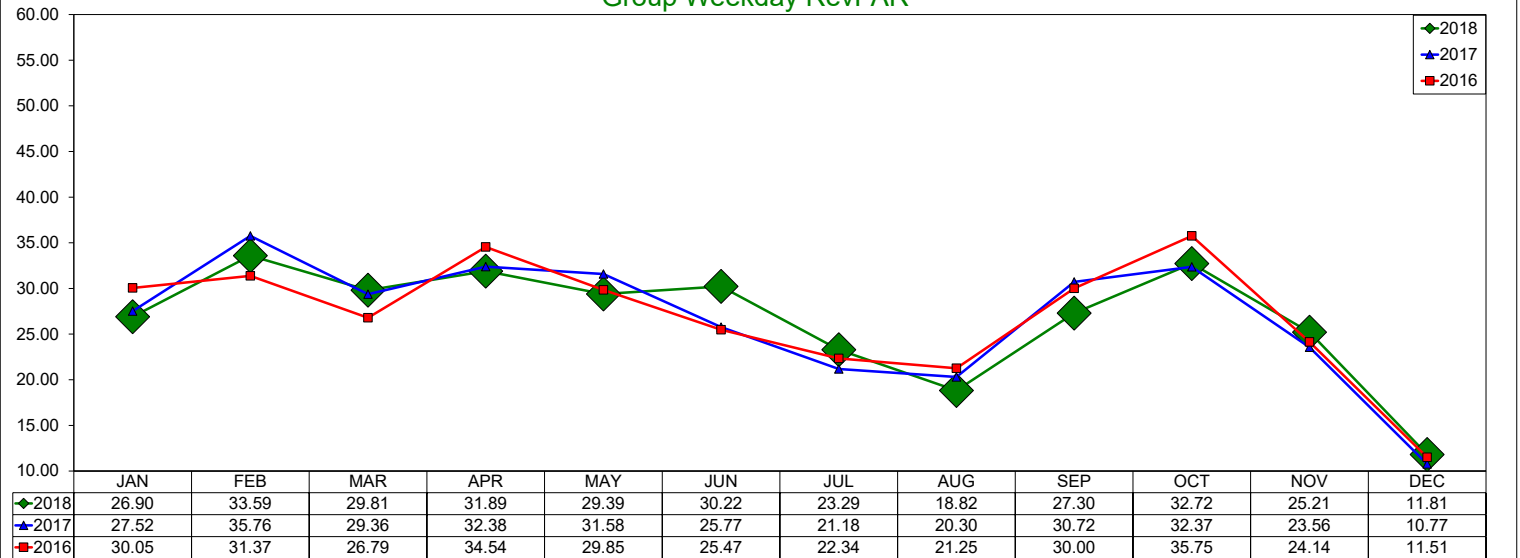
Three Year Comparison - Weekday - RevPAR

December 2018

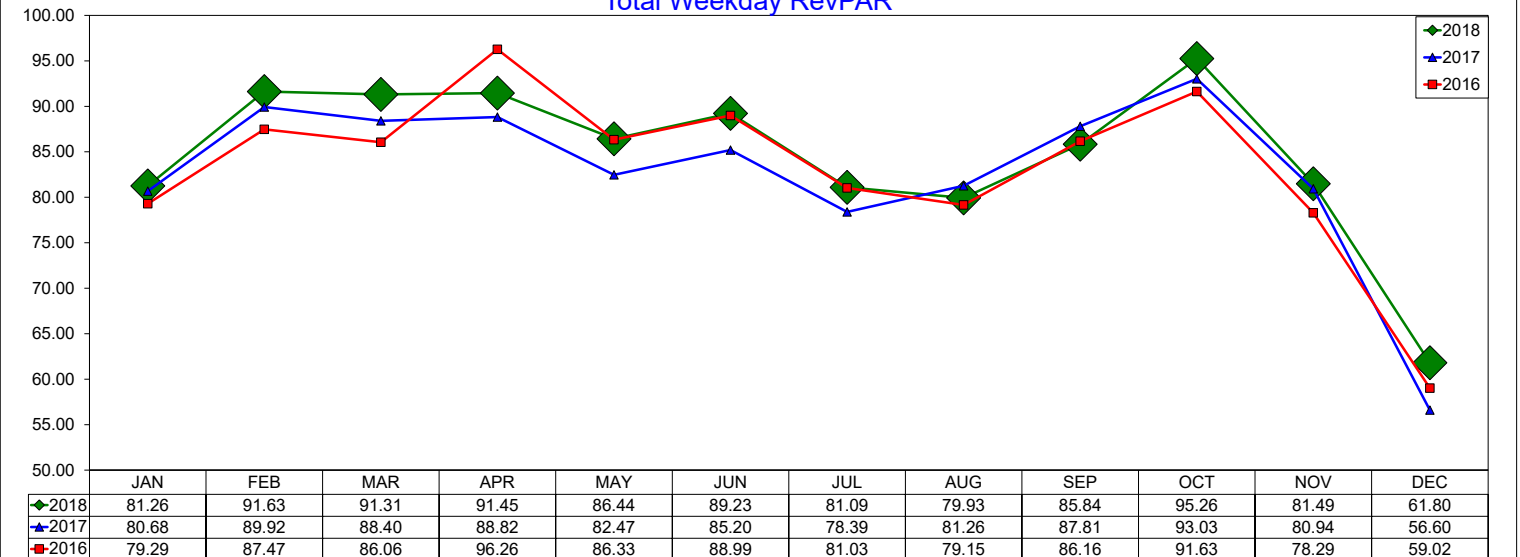
Transient Weekday RevPAR



Group Weekday RevPAR

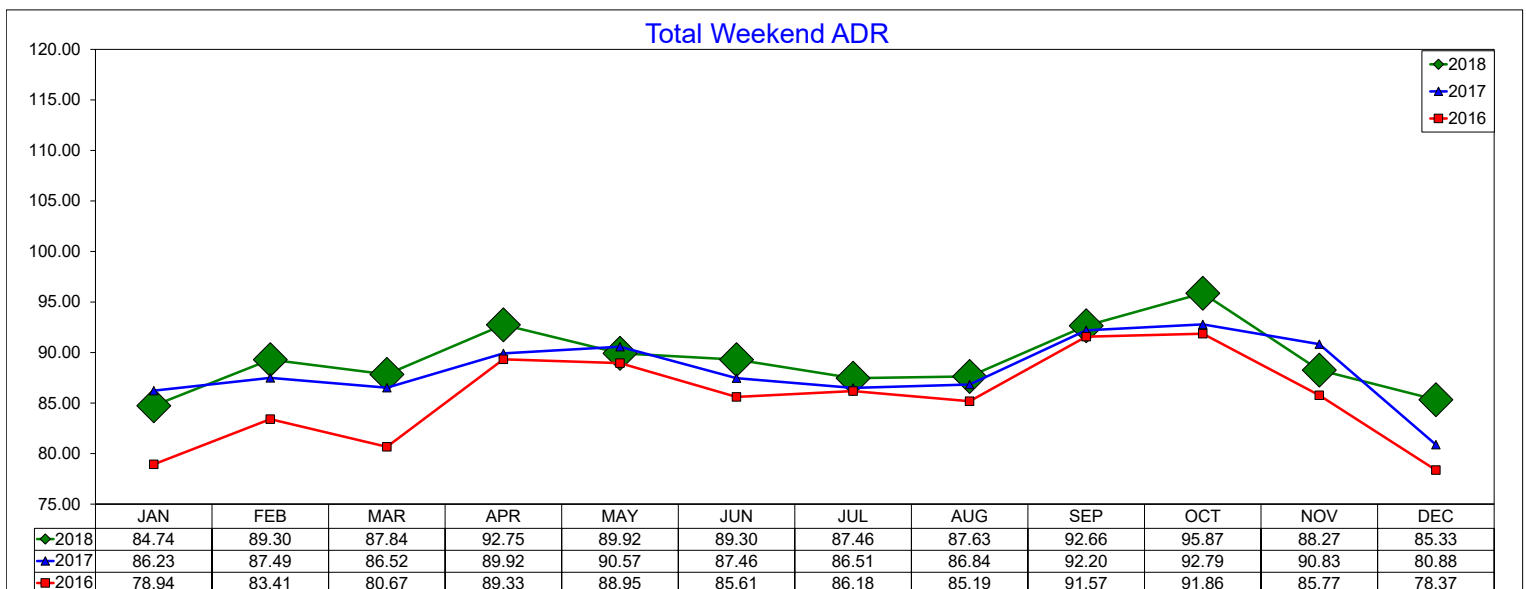
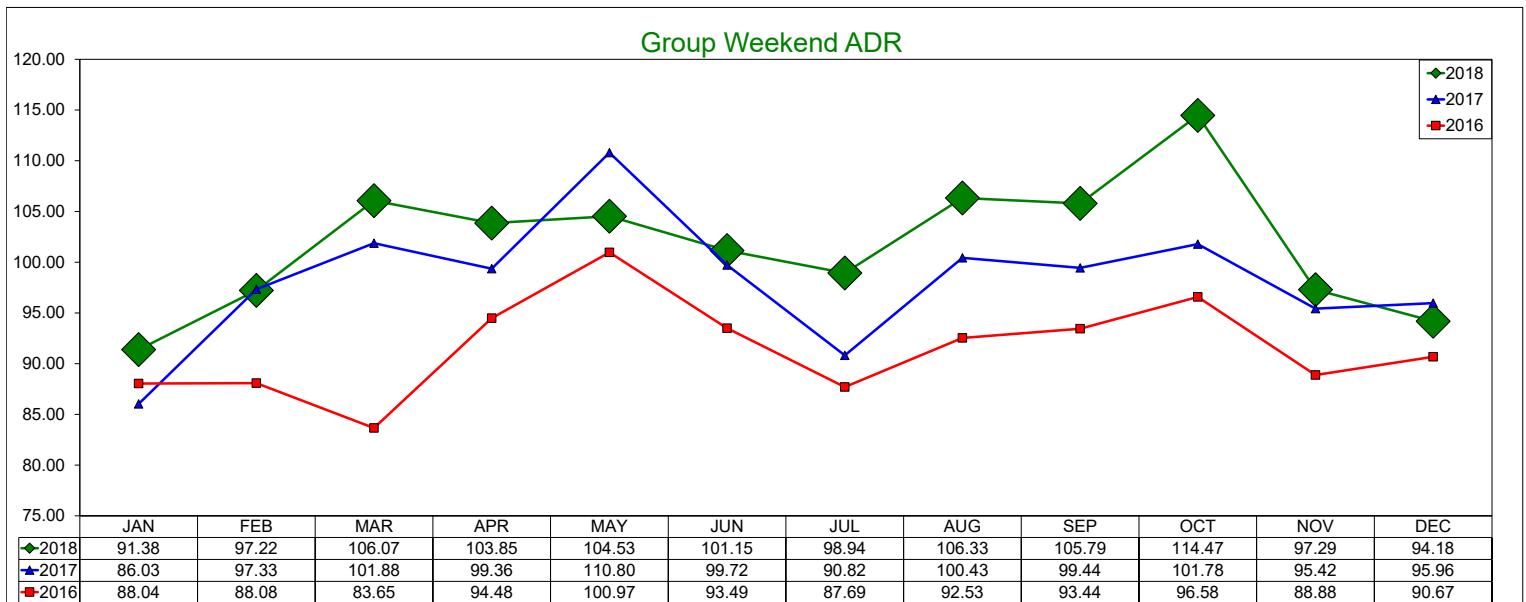
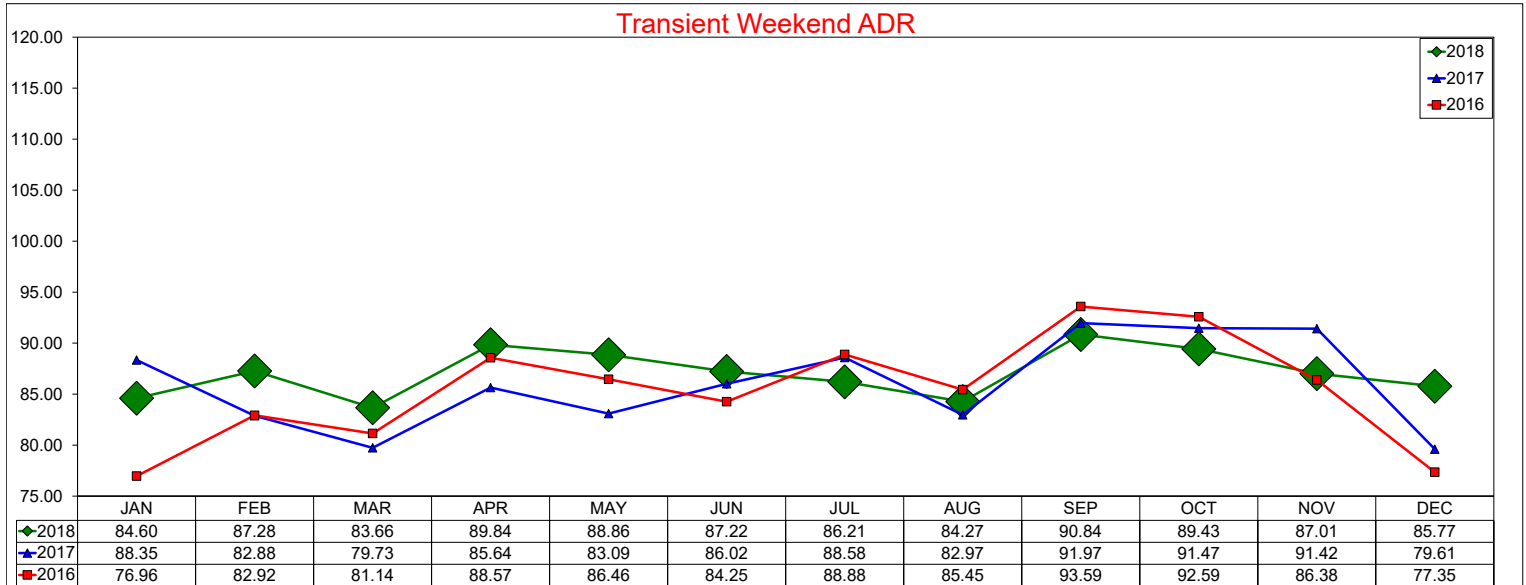


Total Weekday RevPAR



Three Year Comparison - Weekend - ADR

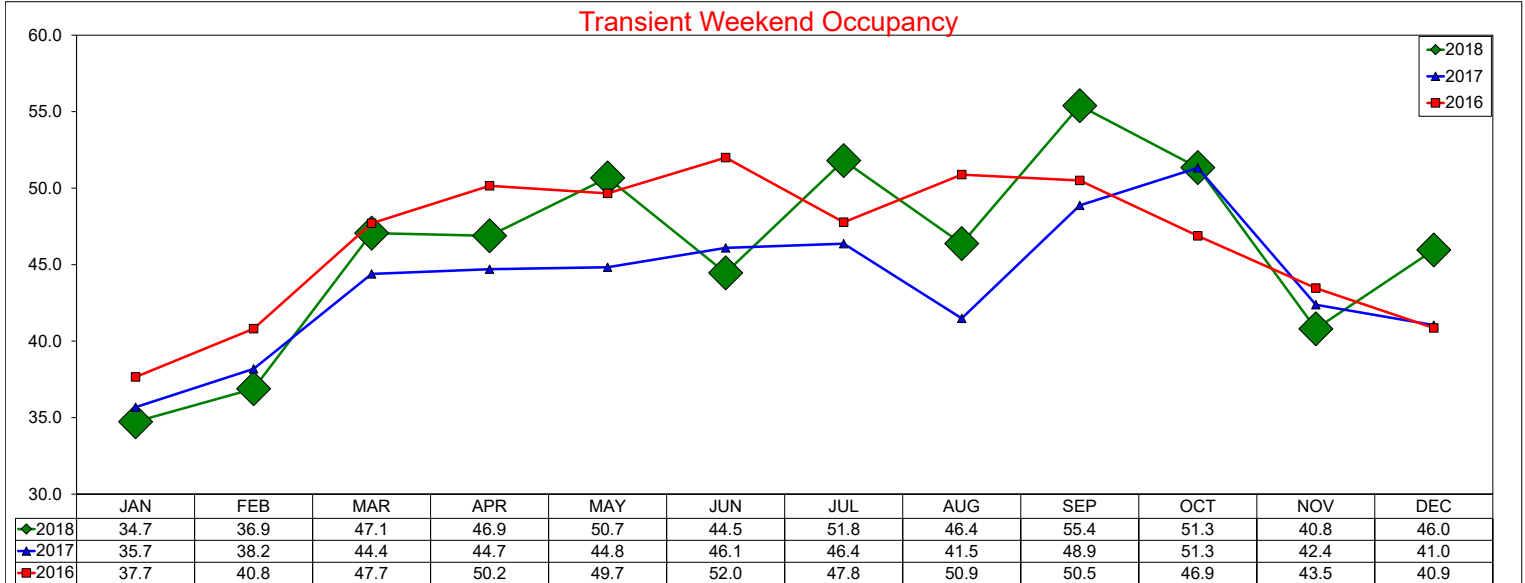
December 2018



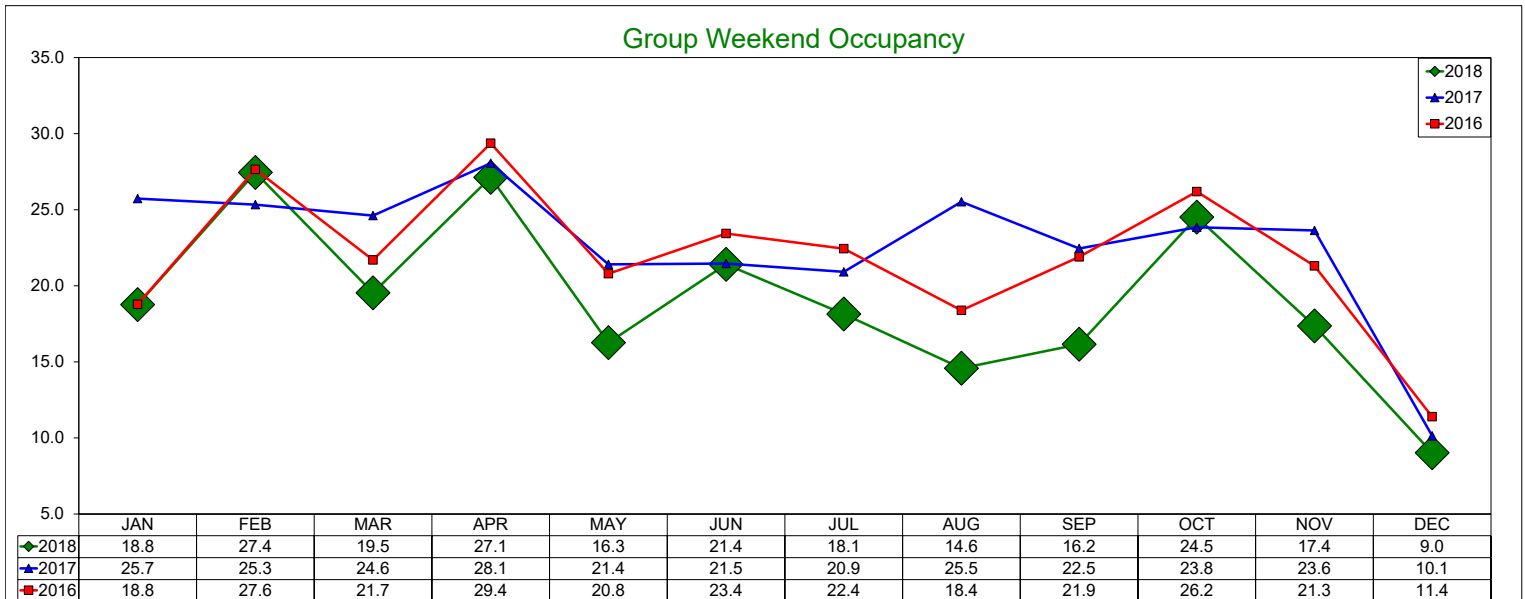
Three Year Comparison - Weekend - Occupancy

December 2018

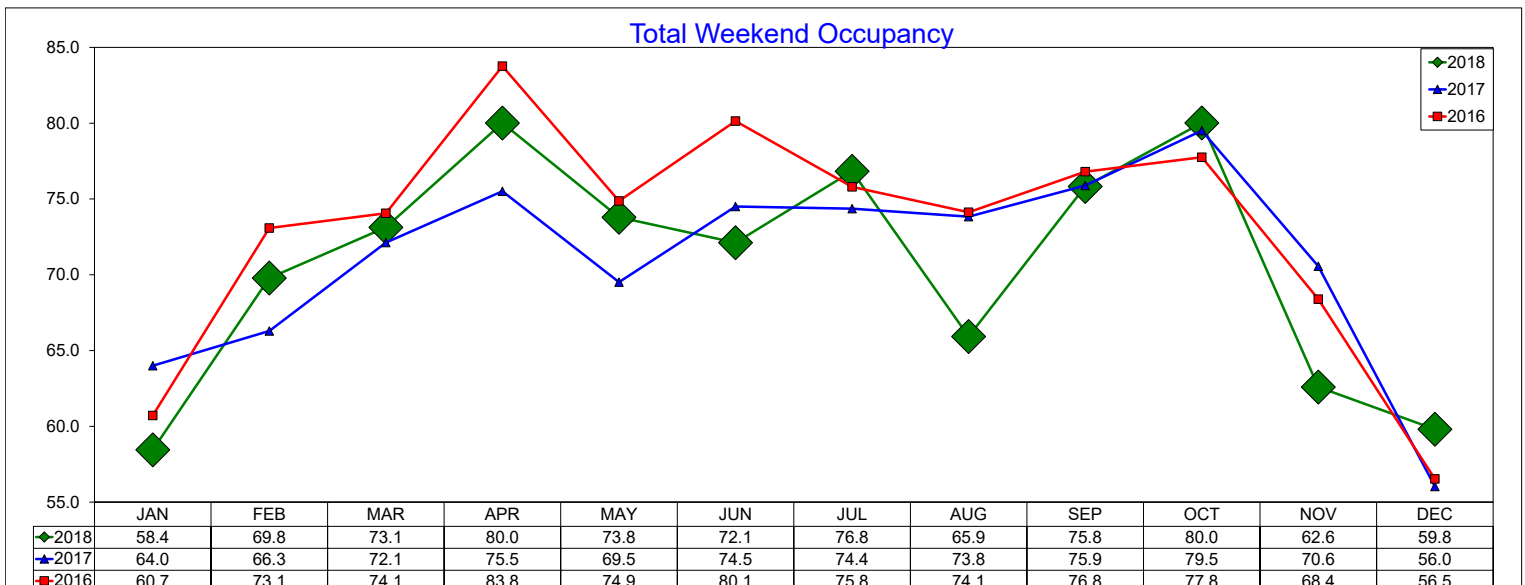
Transient Weekend Occupancy



Group Weekend Occupancy



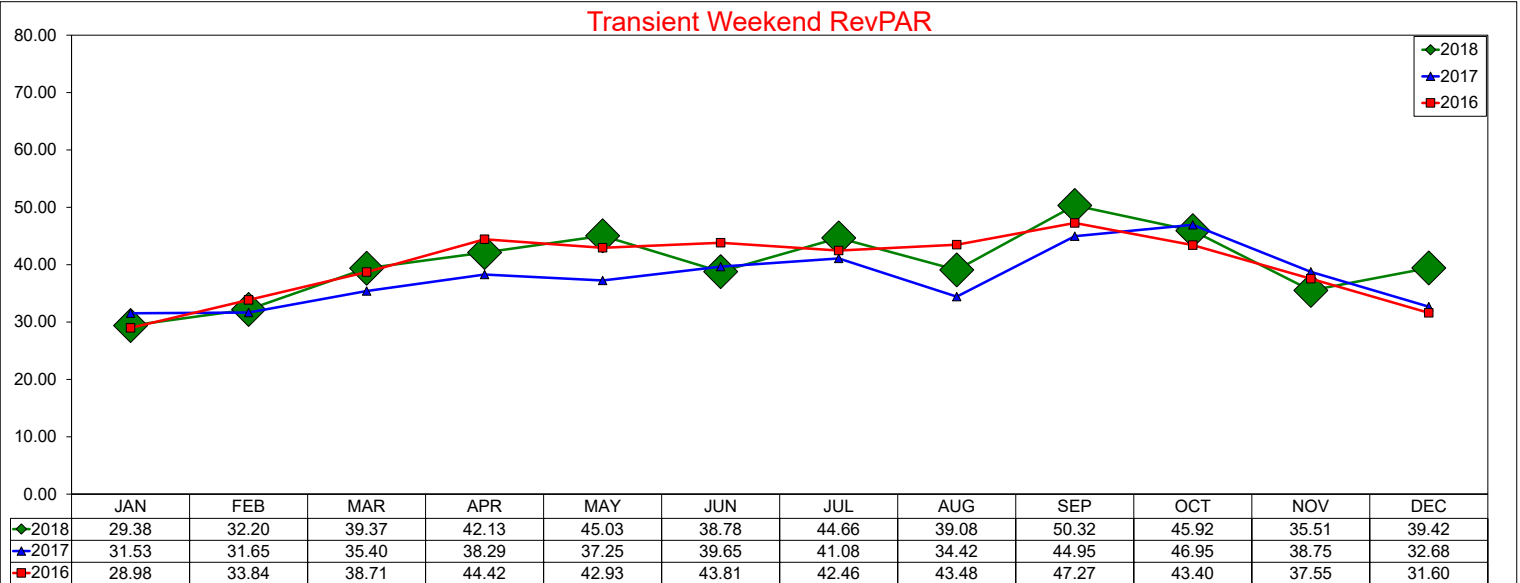
Total Weekend Occupancy



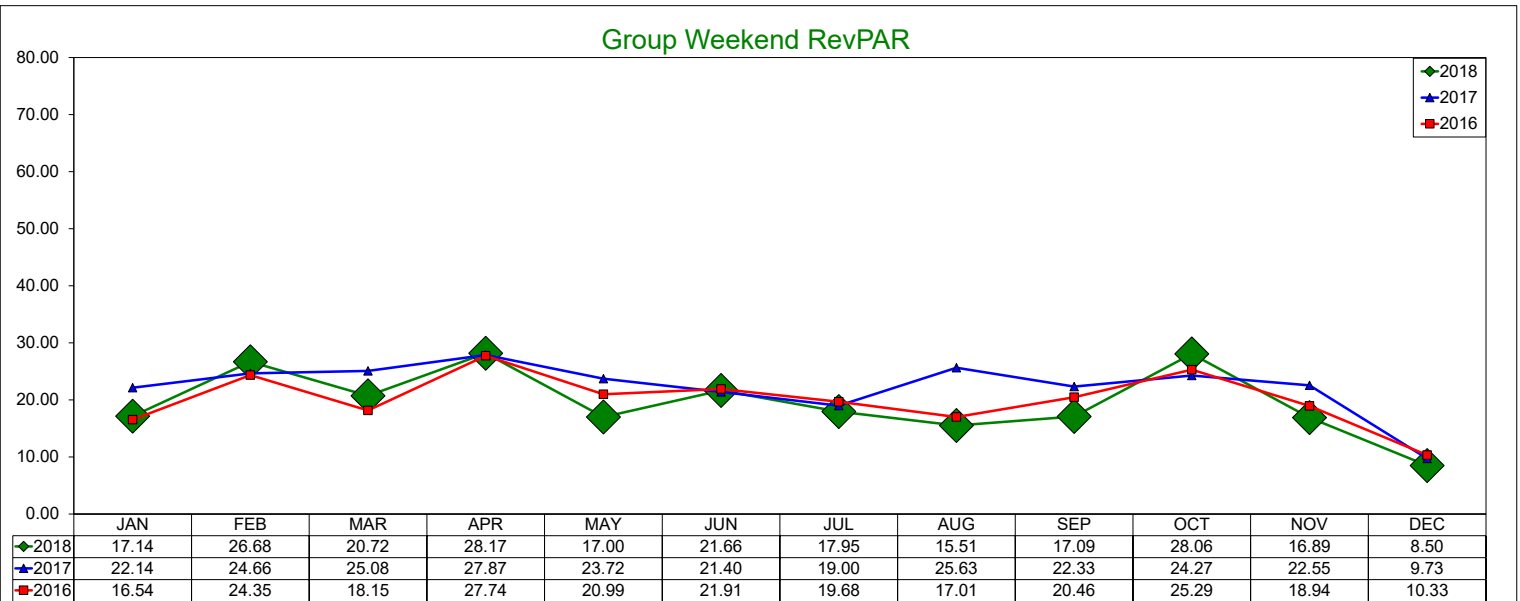
Three Year Comparison - Weekend - RevPAR

December 2018

Transient Weekend RevPAR



Group Weekend RevPAR



Total Weekend RevPAR

