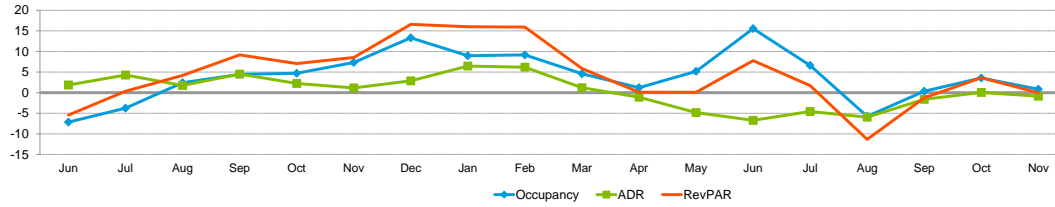


Tab 2 - Trend City of Auburn, WA+

Currency: USD - US Dollar

City of Auburn
For the Month of November 2019

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2018								2019									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	73.7	77.1	78.6	72.8	60.9	56.5	55.6	52.3	61.9	63.0	59.1	69.8	85.2	82.2	74.0	73.1	63.1	56.9
Last Year	79.4	80.1	76.7	69.7	58.2	52.6	49.0	48.0	56.7	60.2	58.4	66.4	73.7	77.1	78.6	72.8	60.9	56.5
Percent Change	-7.1	-3.8	2.4	4.5	4.7	7.3	13.3	9.0	9.2	4.6	1.2	5.2	15.6	6.6	-5.7	0.3	3.6	0.8

Year To Date		
2017	2018	2019
66.3	64.5	67.3
65.8	66.3	64.5
0.8	-2.7	4.3

Running 12 Months		
2017	2018	2019
65.3	63.2	66.4
64.8	65.3	63.2
0.9	-3.2	5.0

ADR	2018								2019									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	114.18	119.45	122.25	103.91	89.19	86.58	82.56	87.22	93.46	93.79	91.01	93.55	106.51	113.97	114.98	102.24	89.22	85.84
Last Year	112.09	114.53	120.15	99.42	87.23	85.60	80.25	81.93	88.01	92.66	92.01	98.31	114.18	119.45	122.25	103.91	89.19	86.58
Percent Change	1.9	4.3	1.7	4.5	2.2	1.1	2.9	6.5	6.2	1.2	-1.1	-4.8	-6.7	-4.6	-5.9	-1.6	0.0	-0.9

Year To Date		
2017	2018	2019
95.65	100.94	98.80
87.50	95.65	100.94
9.3	5.5	-2.1

Running 12 Months		
2017	2018	2019
94.22	99.58	97.72
86.57	94.22	99.58
8.8	5.7	-1.9

RevPAR	2018								2019									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	84.18	92.08	96.02	75.67	54.35	48.89	45.88	45.59	57.86	59.06	53.77	65.35	90.74	93.67	85.13	74.70	56.31	48.87
Last Year	89.01	91.75	92.16	69.31	50.76	45.04	39.35	39.29	49.91	55.79	53.72	65.29	84.18	92.08	96.02	75.67	54.35	48.89
Percent Change	-5.4	0.4	4.2	9.2	7.1	8.5	16.6	16.0	15.9	5.9	0.1	0.1	7.8	1.7	-11.3	-1.3	3.6	0.0

Year To Date		
2017	2018	2019
63.45	65.15	66.52
57.59	63.45	65.15
10.2	2.7	2.1

Running 12 Months		
2017	2018	2019
61.55	62.95	64.88
56.07	61.55	62.95
9.8	2.3	3.1

Supply	2018								2019									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	16,770	17,329	17,329	16,770	17,329	16,770	17,329	17,329	15,652	17,329	16,770	17,329	16,770	17,329	21,049	20,370	21,049	20,370
Last Year	16,800	17,360	17,360	16,800	17,360	16,800	17,360	17,329	15,652	17,329	16,770	17,329	16,770	17,329	17,329	16,770	17,329	16,770
Percent Change	-0.2	-0.2	-0.2	-0.2	-0.2	-0.2	-0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	21.5	21.5	21.5	21.5

Year To Date		
2017	2018	2019
187,071	186,706	201,346
187,374	187,071	186,706
-0.2	-0.2	7.8

Running 12 Months		
2017	2018	2019
204,462	204,066	218,675
204,765	204,462	204,066
-0.1	-0.2	7.2

Demand	2018								2019									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	12,365	13,358	13,612	12,212	10,560	9,470	9,629	9,057	9,691	10,913	9,909	12,104	14,288	14,242	15,584	14,883	13,284	11,598
Last Year	13,341	13,907	13,316	11,712	10,102	8,840	8,513	8,311	8,876	10,433	9,791	11,510	12,365	13,358	13,612	12,212	10,560	9,470
Percent Change	-7.3	-3.9	2.2	4.3	4.5	7.1	13.1	9.0	9.2	4.6	1.2	5.2	15.6	6.6	14.5	21.9	25.8	22.5

Year To Date		
2017	2018	2019
124,094	120,498	135,553
123,316	124,094	120,498
0.6	-2.9	12.5

Running 12 Months		
2017	2018	2019
133,564	129,011	145,182
132,611	133,564	129,011
0.7	-3.4	12.5

Revenue	2018								2019									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	1,411,780	1,595,601	1,664,005	1,268,961	941,808	819,936	795,017	789,953	905,690	1,023,525	901,806	1,132,367	1,521,790	1,623,212	1,791,900	1,521,656	1,185,259	995,545
Last Year	1,495,366	1,592,753	1,599,975	1,164,430	881,213	756,718	683,150	680,914	781,196	966,758	900,846	1,131,493	1,411,780	1,595,601	1,664,005	1,268,961	941,808	819,936
Percent Change	-5.6	0.2	4.0	9.0	6.9	8.4	16.4	16.0	15.9	5.9	0.1	0.1	7.8	1.7	7.7	19.9	25.8	21.4

Year To Date		
2017	2018	2019
11,869,610	12,163,298	13,392,703
10,790,495	11,869,610	12,163,298
10.0	2.5	10.1

Running 12 Months		
2017	2018	2019
12,584,366	12,846,448	14,187,720
11,480,601	12,584,366	12,846,448
9.6	2.1	10.4

Census %	2018								2019									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Census Props	8	8	8	8	8	8	8	8	8	8	8	8	8	8	9	9	9	9
Census Rooms	559	559	559	559	559	559	559	559	559	559	559	559	559	559	679	679	679	679
% Rooms Participants	96.2	96.2	96.2	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	90.0	91.8	91.8	91.8	91.8

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