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Monthly Hotel Review

Volume 18, Issue M1

U.S. Hotel Industry Performance for the Month of: January 2018



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735 East Main Street, Hendersonville, TN 37075 USA
T : +1 615 824 8664
support@str.com www.str.com

Blue Fin Building, 110 Southwark Street, London SE1 0TA
T : +44 (0)20 7922 1930
hotelinfo@str.com www.str.com

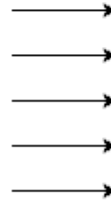
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Translation Table

For the Month of: January 2018

January 2018

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			



January 2017

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

This Year

Monday, Jan 1st - New Year's Day
Monday, Jan 15th - Martin Luther King Day

Last Year

Sunday, Jan 1st - New Year's Day
Monday, Jan 16th - Martin Luther King Day
Friday, Jan 20th - Presidential Inauguration

Number of Weekdays: 23
Number of Weekend Days: 8

Number of Weekdays: 23
Number of Weekend Days: 8

Note: Weekdays - Sunday through Thursday, Weekends - Friday and Saturday

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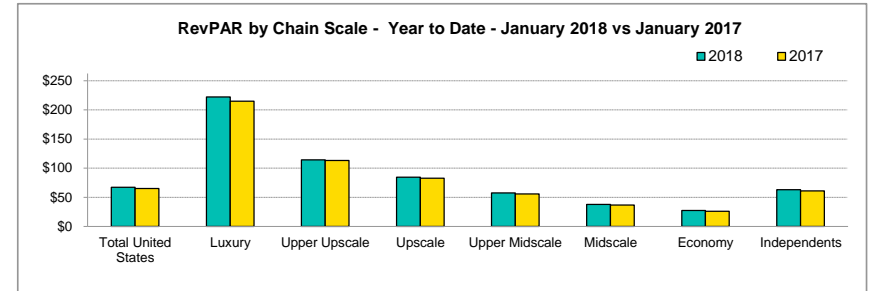
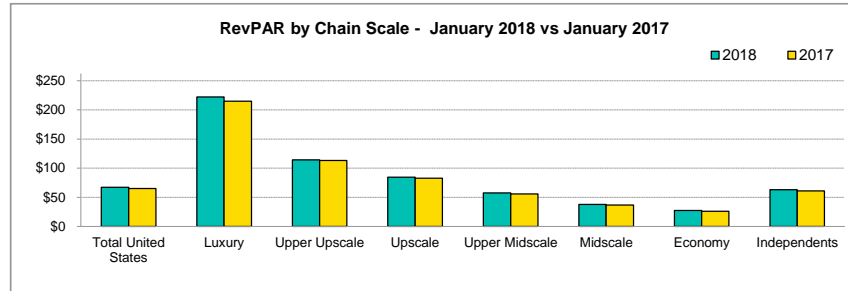
U.S. Hotel Industry at a Glance

For the Month of: January 2018

	Current Month			Running 3 Months			Running 12 Months			Year to Date		
Supply	▲	up	2.0 %	▲	up	2.0 %	▲	up	1.9 %	▲	up	2.0 %
Demand	▲	up	2.9 %	▲	up	3.6 %	▲	up	2.8 %	▲	up	2.9 %
Occupancy	▲	up	0.9 %	▲	up	1.6 %	▲	up	0.9 %	▲	up	0.9 %
ADR	▲	up	2.0 %	▲	up	2.2 %	▲	up	2.0 %	▲	up	2.0 %
RevPAR	▲	up	2.9 %	▲	up	3.8 %	▲	up	2.9 %	▲	up	2.9 %

Performance by Industry Segments

For the Month of: January 2018



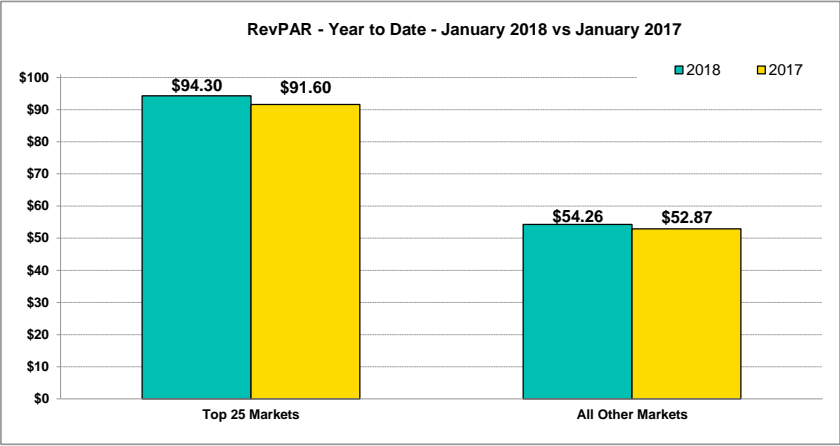
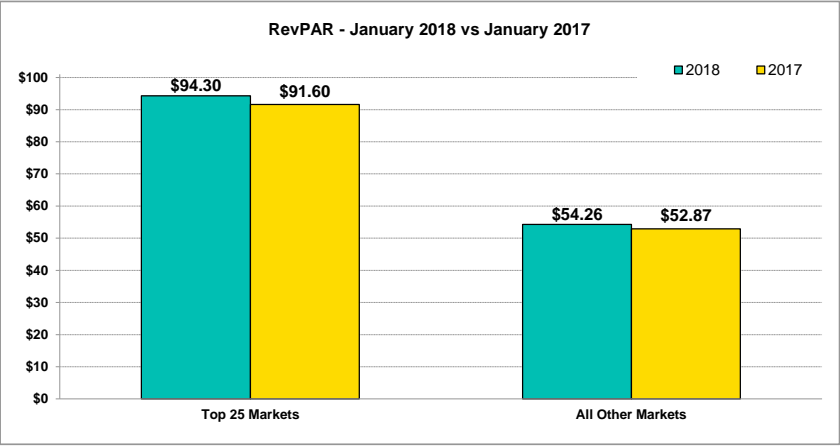
January 2018 vs January 2017												
	Occ %		ADR (\$)		RevPAR (\$)		Percent Change from January 2017					
	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Rooms Avail	Rooms Sold
Total United States	54.5	54.0	123.33	120.93	67.17	65.29	0.9	2.0	2.9	5.0	2.0	2.9
Chain Scale												
Luxury	67.5	66.3	329.51	324.36	222.29	215.10	1.7	1.6	3.3	4.8	1.4	3.2
Upper Upscale	64.2	64.3	177.69	176.07	114.13	113.25	-0.1	0.9	0.8	2.9	2.1	1.9
Upscale	63.1	62.7	133.94	131.95	84.57	82.74	0.7	1.5	2.2	8.3	5.9	6.7
Upper Midscale	54.7	53.9	105.04	103.31	57.43	55.74	1.3	1.7	3.0	7.0	3.8	5.2
Midscale	47.2	46.9	80.21	78.42	37.84	36.80	0.5	2.3	2.8	4.6	1.7	2.2
Economy	47.3	46.5	57.95	56.07	27.39	26.10	1.6	3.3	5.0	5.3	0.3	1.9
Independents	50.9	50.8	123.66	120.16	62.95	60.99	0.3	2.9	3.2	3.2	0.0	0.3
Class												
Luxury	61.8	61.4	290.73	284.81	179.74	174.97	0.6	2.1	2.7	4.8	2.0	2.7
Upper Upscale	62.1	62.2	177.11	175.60	109.90	109.22	-0.2	0.9	0.6	2.6	2.0	1.7
Upscale	61.4	61.0	134.78	132.65	82.82	80.97	0.7	1.6	2.3	7.2	4.7	5.5
Upper Midscale	54.7	54.1	107.96	106.28	59.05	57.46	1.2	1.6	2.8	6.8	3.9	5.1
Midscale	47.7	47.5	88.04	85.79	41.97	40.73	0.4	2.6	3.0	3.4	0.4	0.8
Economy	47.7	47.2	67.38	65.09	32.14	30.69	1.2	3.5	4.7	4.6	-0.1	1.0
Region												
New England	48.4	47.0	123.63	123.02	59.84	57.77	3.1	0.5	3.6	5.2	1.6	4.7
Middle Atlantic	54.0	51.5	135.41	134.28	73.10	69.11	4.9	0.8	5.8	8.6	2.7	7.7
South Atlantic	58.4	58.5	124.96	123.23	73.00	72.11	-0.2	1.4	1.2	2.8	1.5	1.4
East North Central	45.9	45.0	96.99	95.32	44.49	42.87	2.0	1.7	3.8	6.1	2.2	4.3
East South Central	46.5	46.6	88.57	86.64	41.17	40.41	-0.4	2.2	1.9	4.0	2.1	1.7
West North Central	42.9	43.1	91.72	89.31	39.34	38.48	-0.5	2.7	2.2	4.4	2.1	1.7
West South Central	55.6	53.5	99.37	97.23	55.24	52.01	3.9	2.2	6.2	9.0	2.6	6.6
Mountain	55.5	56.6	132.27	130.30	73.44	73.80	-2.0	1.5	-0.5	1.0	1.5	-0.5
Pacific	63.8	63.8	162.87	156.63	103.83	99.91	-0.1	4.0	3.9	6.2	2.2	2.1
Location												
Urban	61.2	60.9	158.97	159.11	97.22	96.97	0.3	-0.1	0.3	3.6	3.4	3.7
Suburban	55.9	55.4	105.78	103.28	59.14	57.22	0.9	2.4	3.3	5.8	2.3	3.2
Airport	65.3	65.1	114.36	112.37	74.72	73.17	0.3	1.8	2.1	3.5	1.3	1.7
Interstate	43.9	43.2	79.49	77.76	34.88	33.57	1.6	2.2	3.9	5.8	1.9	3.5
Resort	61.7	61.3	190.72	182.64	117.70	112.02	0.6	4.4	5.1	5.6	0.5	1.1
Small Metro/Town	43.5	42.8	92.14	90.36	40.04	38.68	1.5	2.0	3.5	5.2	1.6	3.2

Year to Date - January 2018 vs January 2017												
	Occ %		ADR (\$)		RevPAR (\$)		Percent Change from YTD January 2017					
	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Rooms Avail	Rooms Sold
Total United States	54.5	54.0	123.33	120.93	67.17	65.29	0.9	2.0	2.9	5.0	2.0	2.9
Chain Scale												
Luxury	67.5	66.3	329.51	324.36	222.29	215.10	1.7	1.6	3.3	4.8	1.4	3.2
Upper Upscale	64.2	64.3	177.69	176.07	114.13	113.25	-0.1	0.9	0.8	2.9	2.1	1.9
Upscale	63.1	62.7	133.94	131.95	84.57	82.74	0.7	1.5	2.2	8.3	5.9	6.7
Upper Midscale	54.7	53.9	105.04	103.31	57.43	55.74	1.3	1.7	3.0	7.0	3.8	5.2
Midscale	47.2	46.9	80.21	78.42	37.84	36.80	0.5	2.3	2.8	4.6	1.7	2.2
Economy	47.3	46.5	57.95	56.07	27.39	26.10	1.6	3.3	5.0	5.3	0.3	1.9
Independents	50.9	50.8	123.66	120.16	62.95	60.99	0.3	2.9	3.2	3.2	0.0	0.3
Class												
Luxury	61.8	61.4	290.73	284.81	179.74	174.97	0.6	2.1	2.7	4.8	2.0	2.7
Upper Upscale	62.1	62.2	177.11	175.60	109.90	109.22	-0.2	0.9	0.6	2.6	2.0	1.7
Upscale	61.4	61.0	134.78	132.65	82.82	80.97	0.7	1.6	2.3	7.2	4.7	5.5
Upper Midscale	54.7	54.1	107.96	106.28	59.05	57.46	1.2	1.6	2.8	6.8	3.9	5.1
Midscale	47.7	47.5	88.04	85.79	41.97	40.73	0.4	2.6	3.0	3.4	0.4	0.8
Economy	47.7	47.2	67.38	65.09	32.14	30.69	1.2	3.5	4.7	4.6	-0.1	1.0
Region												
New England	48.4	47.0	123.63	123.02	59.84	57.77	3.1	0.5	3.6	5.2	1.6	4.7
Middle Atlantic	54.0	51.5	135.41	134.28	73.10	69.11	4.9	0.8	5.8	8.6	2.7	7.7
South Atlantic	58.4	58.5	124.96	123.23	73.00	72.11	-0.2	1.4	1.2	2.8	1.5	1.4
East North Central	45.9	45.0	96.99	95.32	44.49	42.87	2.0	1.7	3.8	6.1	2.2	4.3
East South Central	46.5	46.6	88.57	86.64	41.17	40.41	-0.4	2.2	1.9	4.0	2.1	1.7
West North Central	42.9	43.1	91.72	89.31	39.34	38.48	-0.5	2.7	2.2	4.4	2.1	1.7
West South Central	55.6	53.5	99.37	97.23	55.24	52.01	3.9	2.2	6.2	9.0	2.6	6.6
Mountain	55.5	56.6	132.27	130.30	73.44	73.80	-2.0	1.5	-0.5	1.0	1.5	-0.5
Pacific	63.8	63.8	162.87	156.63	103.83	99.91	-0.1	4.0	3.9	6.2	2.2	2.1
Location												
Urban	61.2	60.9	158.97	159.11	97.22	96.97	0.3	-0.1	0.3	3.6	3.4	3.7
Suburban	55.9	55.4	105.78	103.28	59.14	57.22	0.9	2.4	3.3	5.8	2.3	3.2
Airport	65.3	65.1	114.36	112.37	74.72	73.17	0.3	1.8	2.1	3.5	1.3	1.7
Interstate	43.9	43.2	79.49	77.76	34.88	33.57	1.6	2.2	3.9	5.8	1.9	3.5
Resort	61.7	61.3	190.72	182.64	117.70	112.02	0.6	4.4	5.1	5.6	0.5	1.1
Small Metro/Town	43.5	42.8	92.14	90.36	40.04	38.68	1.5	2.0	3.5	5.2	1.6	3.2

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Performance in Top 25 Markets

For the Month of: January 2018



January 2018 vs January 2017												
	Occ %		ADR (\$)		RevPAR (\$)		Percent Change from January 2017					
	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Rooms Avail	Rooms Sold
Anaheim/Santa Ana, CA	69.2	69.5	150.28	143.60	104.04	99.77	-0.4	4.7	4.3	5.8	1.5	1.1
Atlanta, GA	64.5	64.8	117.55	110.59	75.81	71.68	-0.5	6.3	5.8	7.6	1.7	1.2
Boston, MA	57.0	54.9	144.03	144.55	82.07	79.37	3.8	-0.4	3.4	6.3	2.8	6.7
Chicago, IL	50.4	47.4	110.71	106.27	55.76	50.41	6.2	4.2	10.6	13.5	2.6	9.0
Dallas, TX	63.5	64.8	112.31	108.70	71.35	70.41	-1.9	3.3	1.3	6.9	5.5	3.4
Denver, CO	61.0	59.8	119.82	115.42	73.08	68.97	2.1	3.8	6.0	11.6	5.4	7.5
Detroit, MI	56.9	56.7	109.45	108.32	62.30	61.37	0.5	1.0	1.5	4.0	2.5	3.0
Houston, TX	63.9	55.8	106.99	103.88	68.40	57.97	14.6	3.0	18.0	21.3	2.8	17.7
Los Angeles/Long Beach, CA	73.3	74.8	172.26	165.99	126.32	124.21	-2.0	3.8	1.7	6.0	4.2	2.1
Miami/Hialeah, FL	81.3	76.7	232.42	215.63	189.01	165.31	6.1	7.8	14.3	14.2	-0.1	6.0
Minneapolis/St Paul, MN-WI	55.5	52.6	117.25	106.09	65.09	55.85	5.4	10.5	16.5	19.9	2.9	8.5
Nashville, TN	55.7	57.6	126.15	120.49	70.30	69.45	-3.3	4.7	1.2	6.0	4.7	1.2
New Orleans, LA	60.8	61.9	141.90	148.55	86.32	91.98	-1.8	-4.5	-6.1	-4.1	2.2	0.4
New York, NY	75.1	72.0	185.98	184.78	139.74	133.05	4.4	0.6	5.0	9.3	4.1	8.6
Norfolk/Virginia Beach, VA	43.2	42.4	75.35	73.77	32.55	31.27	1.9	2.2	4.1	4.7	0.6	2.5
Oahu Island, HI	83.1	82.9	239.42	245.51	199.05	203.61	0.2	-2.5	-2.2	-1.1	1.1	1.4
Orlando, FL	78.7	75.2	135.96	124.88	107.07	93.86	4.8	8.9	14.1	15.0	0.8	5.6
Philadelphia, PA-NJ	57.9	52.8	118.64	114.28	68.70	60.38	9.6	3.8	13.8	16.5	2.4	12.3
Phoenix, AZ	70.2	68.4	143.52	141.44	100.69	96.69	2.6	1.5	4.1	6.9	2.6	5.3
San Diego, CA	67.4	66.9	139.56	142.21	94.01	95.10	0.7	-1.9	-1.2	0.0	1.2	1.9
San Francisco/San Mateo, CA	73.4	74.1	269.19	253.48	197.49	187.80	-1.0	6.2	5.2	8.1	2.7	1.7
Seattle, WA	62.3	63.2	135.33	128.65	84.34	81.30	-1.4	5.2	3.7	7.8	3.9	2.5
St Louis, MO-IL	48.6	48.6	93.22	92.06	45.30	44.74	0.0	1.3	1.3	3.2	2.0	1.9
Tampa/St Petersburg, FL	68.7	71.6	131.64	137.07	90.39	98.15	-4.1	-4.0	-7.9	-4.4	3.8	-0.5
Washington, DC-MD-VA	52.3	56.4	132.23	171.22	69.17	96.58	-7.3	-22.8	-28.4	-27.2	1.7	-5.7
Top 25 Markets	64.6	63.5	146.00	144.18	94.30	91.60	1.7	1.3	3.0	5.7	2.6	4.3
All Other Markets	49.6	49.5	109.30	106.85	54.26	52.87	0.3	2.3	2.6	4.4	1.8	2.1
Total United States	54.5	54.0	123.33	120.93	67.17	65.29	0.9	2.0	2.9	5.0	2.0	2.9

Year to Date - January 2018 vs January 2017												
	Occ %		ADR (\$)		RevPAR (\$)		Percent Change from YTD January 2017					
	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Rooms Avail	Rooms Sold
	69.2	69.5	150.28	143.60	104.04	99.77	-0.4	4.7	4.3	5.8	1.5	1.1
	64.5	64.8	117.55	110.59	75.81	71.68	-0.5	6.3	5.8	7.6	1.7	1.2
	57.0	54.9	144.03	144.55	82.07	79.37	3.8	-0.4	3.4	6.3	2.8	6.7
	50.4	47.4	110.71	106.27	55.76	50.41	6.2	4.2	10.6	13.5	2.6	9.0
	63.5	64.8	112.31	108.70	71.35	70.41	-1.9	3.3	1.3	6.9	5.5	3.4
	61.0	59.8	119.82	115.42	73.08	68.97	2.1	3.8	6.0	11.6	5.4	7.5
	56.9	56.7	109.45	108.32	62.30	61.37	0.5	1.0	1.5	4.0	2.5	3.0
	63.9	55.8	106.99	103.88	68.40	57.97	14.6	3.0	18.0	21.3	2.8	17.7
	73.3	74.8	172.26	165.99	126.32	124.21	-2.0	3.8	1.7	6.0	4.2	2.1
	81.3	76.7	232.42	215.63	189.01	165.31	6.1	7.8	14.3	14.2	-0.1	6.0
	55.5	52.6	117.25	106.09	65.09	55.85	5.4	10.5	16.5	19.9	2.9	8.5
	55.7	57.6	126.15	120.49	70.30	69.45	-3.3	4.7	1.2	6.0	4.7	1.2
	60.8	61.9	141.90	148.55	86.32	91.98	-1.8	-4.5	-6.1	-4.1	2.2	0.4
	75.1	72.0	185.98	184.78	139.74	133.05	4.4	0.6	5.0	9.3	4.1	8.6
	43.2	42.4	75.35	73.77	32.55	31.27	1.9	2.2	4.1	4.7	0.6	2.5
	83.1	82.9	239.42	245.51	199.05	203.61	0.2	-2.5	-2.2	-1.1	1.1	1.4
	78.7	75.2	135.96	124.88	107.07	93.86	4.8	8.9	14.1	15.0	0.8	5.6
	57.9	52.8	118.64	114.28	68.70	60.38	9.6	3.8	13.8	16.5	2.4	12.3
	70.2	68.4	143.52	141.44	100.69	96.69	2.6	1.5	4.1	6.9	2.6	5.3
	67.4	66.9	139.56	142.21	94.01	95.10	0.7	-1.9	-1.2	0.0	1.2	1.9
	73.4	74.1	269.19	253.48	197.49	187.80	-1.0	6.2	5.2	8.1	2.7	1.7
	62.3	63.2	135.33	128.65	84.34	81.30	-1.4	5.2	3.7	7.8	3.9	2.5
	48.6	48.6	93.22	92.06	45.30	44.74	0.0	1.3	1.3	3.2	2.0	1.9
	68.7	71.6	131.64	137.07	90.39	98.15	-4.1	-4.0	-7.9	-4.4	3.8	-0.5
	52.3	56.4	132.23	171.22	69.17	96.58	-7.3	-22.8	-28.4	-27.2	1.7	-5.7
Top 25 Markets	64.6	63.5	146.00	144.18	94.30	91.60	1.7	1.3	3.0	5.7	2.6	4.3
All Other Markets	49.6	49.5	109.30	106.85	54.26	52.87	0.3	2.3	2.6	4.4	1.8	2.1
Total United States	54.5	54.0	123.33	120.93	67.17	65.29	0.9	2.0	2.9	5.0	2.0	2.9

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Performance by State

For the Month of: January 2018

January 2018 vs January 2017												
	Occ %		ADR (\$)		RevPAR (\$)		Percent Change from January 2017					
	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Rooms Avail	Rooms Sold
Alabama	50.4	49.8	78.81	77.25	39.76	38.47	1.3	2.0	3.3	5.9	2.5	3.8
Alaska	46.4	45.9	105.29	92.87	48.88	42.67	1.0	13.4	14.6	16.7	1.8	2.9
Arizona	63.4	62.3	127.64	124.29	80.96	77.38	1.9	2.7	4.6	6.6	1.9	3.8
Arkansas	41.8	42.0	78.69	77.99	32.86	32.77	-0.6	0.9	0.3	1.4	1.1	0.5
California	66.2	66.0	159.67	153.91	105.72	101.52	0.4	3.7	4.1	6.3	2.1	2.5
Colorado	54.8	54.3	156.46	155.70	85.71	84.58	0.8	0.5	1.3	4.1	2.8	3.6
Connecticut	46.9	47.3	110.68	108.19	51.96	51.17	-0.7	2.3	1.5	2.9	1.3	0.6
Delaware	43.3	44.5	101.16	99.85	43.81	44.44	-2.7	1.3	-1.4	-0.6	0.9	-1.9
Florida	72.3	70.6	154.48	146.19	111.61	103.22	2.3	5.7	8.1	9.3	1.1	3.5
Georgia	57.0	57.9	103.59	98.28	59.09	56.92	-1.5	5.4	3.8	5.1	1.3	-0.3
Hawaii	81.7	81.3	295.16	281.38	241.23	228.84	0.5	4.9	5.4	6.6	1.1	1.6
Idaho	43.2	44.1	90.03	86.46	38.93	38.12	-1.9	4.1	2.1	6.5	4.3	2.3
Illinois	47.0	44.8	103.47	99.27	48.65	44.52	4.8	4.2	9.3	11.5	2.0	6.9
Indiana	46.5	46.2	92.00	89.27	42.77	41.21	0.7	3.1	3.8	6.1	2.2	3.0
Iowa	39.5	41.4	86.29	86.32	34.06	35.76	-4.7	0.0	-4.8	-2.0	2.9	-1.9
Kansas	43.9	43.4	83.24	82.47	36.54	35.78	1.2	0.9	2.1	4.1	1.9	3.1
Kentucky	42.2	43.5	85.75	85.87	36.21	37.32	-2.8	-0.1	-3.0	-1.1	1.9	-1.0
Louisiana	52.6	55.1	108.45	112.39	57.03	61.93	-4.6	-3.5	-7.9	-5.6	2.5	-2.2
Maine	38.0	34.8	94.67	91.50	35.94	31.85	9.1	3.5	12.9	13.3	0.4	9.5
Maryland	47.0	50.0	100.44	105.35	47.16	52.72	-6.2	-4.7	-10.5	-10.0	0.6	-5.6
Massachusetts	53.1	50.5	136.50	137.09	72.50	69.19	5.2	-0.4	4.8	7.1	2.2	7.6
Michigan	48.6	47.9	101.65	100.67	49.43	48.23	1.5	1.0	2.5	5.2	2.6	4.2
Minnesota	49.6	48.0	109.53	102.18	54.29	49.08	3.2	7.2	10.6	12.8	2.0	5.2
Mississippi	45.5	44.6	80.13	78.53	36.47	35.03	2.0	2.0	4.1	4.5	0.4	2.4
Missouri	42.9	43.2	89.89	88.51	38.53	38.21	-0.7	1.6	0.9	2.9	2.0	1.3
Montana	38.8	39.4	82.40	81.85	31.99	32.24	-1.4	0.7	-0.8	0.0	0.8	-0.7
Nebraska	39.3	38.9	84.96	84.04	33.36	32.68	1.0	1.1	2.1	4.6	2.5	3.5
Nevada	60.7	66.0	141.18	137.27	85.73	90.61	-8.0	2.8	-5.4	-5.1	0.3	-7.7
New Hampshire	46.2	46.0	115.43	115.86	53.28	53.30	0.3	-0.4	0.0	0.9	0.9	1.3
New Jersey	48.5	47.3	109.40	108.21	53.01	51.15	2.5	1.1	3.6	5.3	1.6	4.2
New Mexico	50.4	47.3	82.97	77.26	41.79	36.55	6.5	7.4	14.3	15.1	0.6	7.1
New York	60.0	57.8	157.98	156.21	94.78	90.34	3.7	1.1	4.9	8.3	3.2	7.1
North Carolina	49.9	51.4	94.72	91.27	47.28	46.95	-3.0	3.8	0.7	3.9	3.2	0.1
North Dakota	37.8	40.9	79.89	81.99	30.16	33.57	-7.8	-2.6	-10.1	-9.6	0.6	-7.3
Ohio	44.2	44.2	89.62	90.60	39.64	40.04	0.1	-1.1	-1.0	1.2	2.2	2.3
Oklahoma	46.7	45.0	76.87	76.20	35.88	34.30	3.7	0.9	4.6	8.1	3.3	7.1
Oregon	48.1	49.5	102.99	101.50	49.58	50.23	-2.7	1.5	-1.3	1.0	2.3	-0.5
Pennsylvania	48.2	44.3	108.40	107.99	52.21	47.81	8.8	0.4	9.2	12.1	2.7	11.7
Rhode Island	46.7	44.4	110.67	108.28	51.73	48.04	5.4	2.2	7.7	10.0	2.2	7.6
South Carolina	47.7	48.6	88.25	86.19	42.06	41.87	-1.9	2.4	0.5	2.7	2.2	0.3
South Dakota	36.8	37.4	76.27	77.04	28.04	28.78	-1.6	-1.0	-2.5	0.0	2.6	1.0
Tennessee	46.7	47.4	99.78	96.37	46.63	45.64	-1.3	3.5	2.2	4.9	2.7	1.3
Texas	59.1	55.7	101.95	98.21	60.23	54.69	6.1	3.8	10.1	13.1	2.7	8.9
Utah	49.1	49.6	137.99	145.07	67.74	71.96	-1.0	-4.9	-5.9	-3.0	3.0	1.9
Vermont	46.7	48.4	133.31	134.51	62.24	65.10	-3.5	-0.9	-4.4	-3.3	1.2	-2.4
Virginia	47.0	47.5	95.21	101.79	44.70	48.33	-1.1	-6.5	-7.5	-6.4	1.2	0.1
Washington	53.7	54.6	115.58	110.89	62.11	60.53	-1.5	4.2	2.6	6.1	3.4	1.8
Washington, DC	56.3	60.4	173.40	276.25	97.68	166.86	-6.7	-37.2	-41.5	-39.2	3.9	-3.1
West Virginia	45.2	39.5	88.15	86.75	39.81	34.31	14.2	1.6	16.0	16.8	0.7	15.0
Wisconsin	41.9	41.3	93.28	93.46	39.10	38.63	1.4	-0.2	1.2	3.6	2.4	3.8
Wyoming	36.5	32.6	120.25	116.98	43.85	38.10	12.0	2.8	15.1	15.9	0.7	12.8
Total United States	54.5	54.0	123.33	120.93	67.17	65.29	0.9	2.0	2.9	5.0	2.0	2.9

Year to Date - January 2018 vs January 2017												
Occ %		ADR (\$)		RevPAR (\$)		Percent Change from YTD January 2017						
2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Rooms Avail	Rooms Sold	
50.4	49.8	78.81	77.25	39.76	38.47	1.3	2.0	3.3	5.9	2.5	3.8	
46.4	45.9	105.29	92.87	48.88	42.67	1.0	13.4	14.6	16.7	1.8	2.9	
63.4	62.3	127.64	124.29	80.96	77.38	1.9	2.7	4.6	6.6	1.9	3.8	
41.8	42.0	78.69	77.99	32.86	32.77	-0.6	0.9	0.3	1.4	1.1	0.5	
66.2	66.0	159.67	153.91	105.72	101.52	0.4	3.7	4.1	6.3	2.1	2.5	
54.8	54.3	156.46	155.70	85.71	84.58	0.8	0.5	1.3	4.1	2.8	3.6	
46.9	47.3	110.68	108.19	51.96	51.17	-0.7	2.3	1.5	2.9	1.3	0.6	
43.3	44.5	101.16	99.85	43.81	44.44	-2.7	1.3	-1.4	-0.6	0.9	-1.9	
72.3	70.6	154.48	146.19	111.61	103.22	2.3	5.7	8.1	9.3	1.1	3.5	
57.0	57.9	103.59	98.28	59.09	56.92	-1.5	5.4	3.8	5.1	1.3	-0.3	
81.7	81.3	295.16	281.38	241.23	228.84	0.5	4.9	5.4	6.6	1.1	1.6	
43.2	44.1	90.03	86.46	38.93	38.12	-1.9	4.1	2.1	6.5	4.3	2.3	
47.0	44.8	103.47	99.27	48.65	44.52	4.8	4.2	9.3	11.5	2.0	6.9	
46.5	46.2	92.00	89.27	42.77	41.21	0.7	3.1	3.8	6.1	2.2	3.0	
39.5	41.4	86.29	86.32	34.06	35.76	-4.7	0.0	-4.8	-2.0	2.9	-1.9	
43.9	43.4	83.24	82.47	36.54	35.78	1.2	0.9	2.1	4.1	1.9	3.1	
42.2	43.5	85.75	85.87	36.21	37.32	-2.8	-0.1	-3.0	-1.1	1.9	-1.0	
52.6	55.1	108.45	112.39	57.03	61.93	-4.6	-3.5	-7.9	-5.6	2.5	-2.2	
38.0	34.8	94.67	91.50	35.94	31.85	9.1	3.5	12.9	13.3	0.4	9.5	
47.0	50.0	100.44	105.35	47.16	52.72	-6.2	-4.7	-10.5	-10.0	0.6	-5.6	
53.1	50.5	136.50	137.09	72.50	69.19	5.2	-0.4	4.8	7.1	2.2	7.6	
48.6	47.9	101.65	100.67	49.43	48.23	1.5	1.0	2.5	5.2	2.6	4.2	
49.6	48.0	109.53	102.18	54.29	49.08	3.2	7.2	10.6	12.8	2.0	5.2	
45.5	44.6	80.13	78.53	36.47	35.03	2.0	2.0	4.1	4.5	0.4	2.4	
42.9	43.2	89.89	88.51	38.53	38.21	-0.7	1.6	0.9	2.9	2.0	1.3	
38.8	39.4	82.40	81.85	31.99	32.24	-1.4	0.7	-0.8	0.0	0.8	-0.7	
39.3	38.9	84.96	84.04	33.36	32.68	1.0	1.1	2.1	4.6	2.5	3.5	
60.7	66.0	141.18	137.27	85.73	90.61	-8.0	2.8	-5.4	-5.1	0.3	-7.7	
46.2	46.0	115.43	115.86	53.28	53.30	0.3	-0.4	0.0	0.9	0.9	1.3	
48.5	47.3	109.40	108.21	53.01	51.15	2.5	1.1	3.6	5.3	1.6	4.2	
50.4	47.3	82.97	77.26	41.79	36.55	6.5	7.4	14.3	15.1	0.6	7.1	
60.0	57.8	157.98	156.21	94.78	90.34	3.7	1.1	4.9	8.3	3.2	7.1	
49.9	51.4	94.72	91.27	47.28	46.95	-3.0	3.8	0.7	3.9	3.2	0.1	
37.8	40.9	79.89	81.99	30.16	33.57	-7.8	-2.6	-10.1	-9.6	0.6	-7.3	
44.2	44.2	89.62	90.60	39.64	40.04	0.1	-1.1	-1.0	1.2	2.2	2.3	
46.7	45.0	76.87	76.20	35.88	34.30	3.7	0.9	4.6	8.1	3.3	7.1	
48.1	49.5	102.99	101.50	49.58	50.23	-2.7	1.5	-1.3	1.0	2.3	-0.5	
48.2	44.3	108.40	107.99	52.21	47.81	8.8	0.4	9.2	12.1	2.7	11.7	
46.7	44.4	110.67	108.28	51.73	48.04	5.4	2.2	7.7	10.0	2.2	7.6	
47.7	48.6	88.25	86.19	42.06	41.87	-1.9	2.4	0.5	2.7	2.2	0.3	
36.8	37.4	76.27	77.04	28.04	28.78	-1.6	-1.0	-2.5	0.0	2.6	1.0	
46.7	47.4	99.78	96.37	46.63	45.64	-1.3	3.5	2.2	4.9	2.7	1.3	
59.1	55.7	101.95	98.21	60.23	54.69	6.1	3.8	10.1	13.1	2.7	8.9	
49.1	49.6	137.99	145.07	67.74	71.96	-1.0	-4.9	-5.9	-3.0	3.0	1.9	
46.7	48.4	133.31	134.51	62.24	65.10	-3.5	-0.9	-4.4	-3.3	1.2	-2.4	
47.0	47.5	95.21	101.79	44.70	48.33	-1.1	-6.5	-7.5	-6.4	1.2	0.1	
53.7	54.6	115.58	110.89	62.11	60.53	-1.5	4.2	2.6	6.1	3.4	1.8	
56.3	60.4	173.40	276.25	97.68	166.86	-6.7	-37.2	-41.5	-39.2	3.9	-3.1	
45.2	39.5	88.15	86.75	39.81	34.31	14.2	1.6	16.0	16.8	0.7	15.0	
41.9	41.3	93.28	93.46	39.10	38.63	1.4	-0.2	1.2	3.6	2.4	3.8	
36.5	32.6	120.25	116.98	43.85	38.10	12.0	2.8	15.1	15.9	0.7	12.8	
54.5	54.0	123.33	120.93	67.17	65.29	0.9	2.0	2.9	5.0	2.0	2.9	



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North America:

735 East Main Street, Hendersonville, TN 37075 USA

T : +1 615 824 8664

support@str.com

International:

Blue Fin Building, 110 Southwark Street, London SE1 0TA

T : +44 (0) 20 7922 1930

hotelinfo@str.com

Asia Pacific:

Thong Teck Building, 15 Scotts Road #08-12, 228 218 Singapore

T: +64 6800 7850

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