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Quality Inn & Suites Mansfield Monthly STAR Report

For the Month of: December 2015

STR #: 24051

Date Created: January 16, 2016

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Tab 2 - Monthly Performance at a Glance - My Property vs. Competitive Set

Quality Inn & Suites Mansfield 500 N Trimble Rd Mansfield, OH 44906-2102 Phone: (419) 529-1000

STR # 24051 ChainID: OH106 MgtCo: CP Management Company Owner: None

For the Month of: December 2015 Date Created: January 16, 2016 Monthly Competitive Set Data Excludes Subject Property

December 2015

	Occupancy (%)			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	34.5	39.1	88.1	66.85	82.55	81.0	23.04	32.28	71.4
Year To Date	63.9	62.7	101.9	72.33	90.75	79.7	46.24	56.91	81.2
Running 3 Month	55.8	54.4	102.7	65.28	82.44	79.2	36.44	44.81	81.3
Running 12 Month	63.9	62.7	101.9	72.33	90.75	79.7	46.24	56.91	81.2

December 2015 vs. 2014 Percent Change (%)

	Occupancy			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	-4.8	-3.7	-1.2	-1.9	0.8	-2.7	-6.6	-2.9	-3.8
Year To Date	25.7	9.6	14.7	-6.6	1.3	-7.8	17.4	11.0	5.8
Running 3 Month	4.8	15.3	-9.1	-6.7	-2.6	-4.2	-2.2	12.4	-12.9
Running 12 Month	25.7	9.6	14.7	-6.6	1.3	-7.8	17.4	11.0	5.8

STR, Inc.

Tab 3 - STAR Summary - My Property vs. Comp Set and Industry Segments

Quality Inn & Suites Mansfield 500 N Trimble Rd Mansfield, OH 44906-2102 Phone: (419) 529-1000

STR # 24051 ChainID: OH106 MgtCo: CP Management Company Owner: None

For the Month of: December 2015 Date Created: January 16, 2016 Monthly Competitive Set Data Excludes Subject Property

Occupancy (%)								
Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg	
Quality Inn & Suites Mansfield	34.5	-4.8	63.9	25.7	55.8	4.8	63.9	25.7
Market: Ohio Area	40.9	-6.9	56.2	-3.9	49.3	-7.3	56.2	-3.9
Market Class: Midscale Class	35.5	-7.7	50.7	-3.8	43.5	-8.5	50.7	-3.8
Tract: Ohio North Area	37.2	-13.0	54.3	-5.5	47.4	-9.5	54.3	-5.5
Tract Scale: Midscale Chains	40.4	-11.5	58.8	-3.7	51.6	-7.1	58.8	-3.7
Competitive Set: Competitors	39.1	-3.7	62.7	9.6	54.4	15.3	62.7	9.6

Quality Inn & Suites Mansfield
Market: Ohio Area
Market Class: Midscale Class
Tract: Ohio North Area
Tract Scale: Midscale Chains
Competitive Set: Competitors

Average Daily Rate								
Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg	
Quality Inn & Suites Mansfield	66.85	-1.9	72.33	-6.6	65.28	-6.7	72.33	-6.6
Market: Ohio Area	79.04	-1.9	87.17	2.1	82.69	-0.6	87.17	2.1
Market Class: Midscale Class	72.86	1.7	80.06	2.0	75.85	1.0	80.06	2.0
Tract: Ohio North Area	80.34	0.4	87.41	2.1	83.91	0.2	87.41	2.1
Tract Scale: Midscale Chains	88.19	0.3	96.09	1.5	92.38	0.2	96.09	1.5
Competitive Set: Competitors	82.55	0.8	90.75	1.3	82.44	-2.6	90.75	1.3

Quality Inn & Suites Mansfield
Market: Ohio Area
Market Class: Midscale Class
Tract: Ohio North Area
Tract Scale: Midscale Chains
Competitive Set: Competitors

RevPAR								
Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg	
Quality Inn & Suites Mansfield	23.04	-6.6	46.24	17.4	36.44	-2.2	46.24	17.4
Market: Ohio Area	32.31	-8.7	48.99	-1.9	40.77	-7.9	48.99	-1.9
Market Class: Midscale Class	25.85	-6.1	40.56	-1.8	32.99	-7.6	40.56	-1.8
Tract: Ohio North Area	29.89	-12.6	47.47	-3.5	39.77	-9.4	47.47	-3.5
Tract Scale: Midscale Chains	35.62	-11.2	56.54	-2.2	47.70	-6.9	56.54	-2.2
Competitive Set: Competitors	32.28	-2.9	56.91	11.0	44.81	12.4	56.91	11.0

Quality Inn & Suites Mansfield
Market: Ohio Area
Market Class: Midscale Class
Tract: Ohio North Area
Tract Scale: Midscale Chains
Competitive Set: Competitors

Census/Sample - Properties & Rooms					
Census		Sample		Sample %	
Properties	Rooms	Properties	Rooms	Rooms	
Market: Ohio Area	665	47680	435	35571	74.6
Market Class: Midscale Class	99	7576	73	5844	77.1
Tract: Ohio North Area	194	11885	119	8962	75.4
Tract Scale: Midscale Chains	70	5315	69	5219	98.2
Competitive Set: Competitors	6	480	6	480	100.0

Market: Ohio Area
Market Class: Midscale Class
Tract: Ohio North Area
Tract Scale: Midscale Chains
Competitive Set: Competitors

Supply			
Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
0.0	0.0	0.0	0.0
4.0	4.2	3.9	4.2
0.7	2.9	0.9	2.9
5.2	5.8	5.5	5.8
4.2	5.0	4.8	5.0
-0.2	-0.2	-0.2	-0.2

Demand			
Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
-4.8	25.7	4.8	25.7
-3.2	0.1	-3.7	0.1
-7.0	-1.0	-7.7	-1.0
-8.5	0.0	-4.5	0.0
-7.8	1.1	-2.6	1.1
-3.9	9.4	15.1	9.4

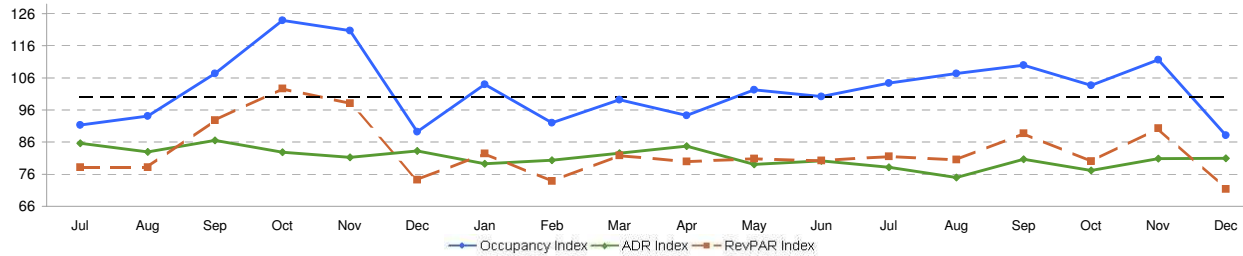
Revenue			
Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
-6.6	17.4	-2.2	17.4
-5.1	2.2	-4.3	2.2
-5.4	1.0	-6.8	1.0
-8.1	2.0	-4.3	2.0
-7.5	2.6	-2.4	2.6
-3.1	10.8	12.1	10.8

Pipeline			
Market: Ohio Area			
Under Construction		Planning	
Properties	Rooms	Properties	Rooms
15	1497	29	2351
See Help page for pipeline definitions.			

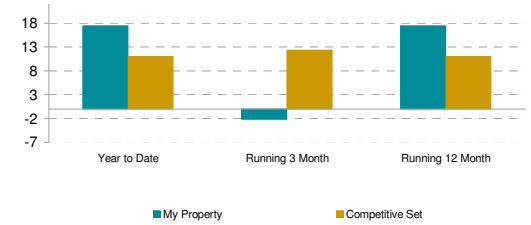
Tab 4 - Competitive Set Report

Quality Inn & Suites Mansfield 500 N Trimble Rd Mansfield, OH 44906-2102 Phone: (419) 529-1000
 STR # 24051 ChainID: OH106 MgtCo: CP Management Company Owner: None
 For the Month of: December 2015 Date Created: January 16, 2016 Monthly Competitive Set Data Excludes Subject Property

Monthly Indexes



RevPAR Percent Change



Occupancy (%)	2014						2015												Year To Date			Running 3 Month			Running 12 Month			
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2013	2014	2015	2013	2014	2015	2013	2014	2015	
My Property	72.2	70.0	68.0	73.8	49.5	36.2	43.9	52.6	63.7	64.2	73.0	75.1	81.9	72.5	71.8	68.1	65.1	34.5	49.3	50.8	63.9	40.4	53.2	55.8	49.3	50.8	63.9	
Competitive Set	79.0	74.3	63.3	59.6	41.0	40.6	42.3	57.1	64.2	68.1	71.4	75.0	78.5	67.5	65.4	65.7	58.4	39.1	54.4	57.2	62.7	45.4	47.1	54.4	54.4	57.2	62.7	
Index (MPI)	91.3	94.2	107.4	123.9	120.8	89.2	104.0	92.0	99.2	94.3	102.3	100.1	104.4	107.4	109.9	103.7	111.6	88.1	90.6	88.8	101.9	88.9	113.0	102.7	90.6	88.8	101.9	
Rank	6 of 7	5 of 7	3 of 7	2 of 7	3 of 7	5 of 7	4 of 7	4 of 7	4 of 7	5 of 7	5 of 7	4 of 7	5 of 7	4 of 7	4 of 7	5 of 7	5 of 7	6 of 7	6 of 7	5 of 7	5 of 7	6 of 7	3 of 7	5 of 7	6 of 7	6 of 7	5 of 7	5 of 7
% Chg																												
My Property	1.8	11.0	20.8	36.0	22.6	37.4	65.1	96.5	142.8	57.9	28.2	22.6	13.6	3.7	5.6	-7.7	31.5	-4.8	5.5	3.1	25.7	8.1	31.9	4.8	5.5	3.1	25.7	
Competitive Set	11.3	11.3	10.9	9.6	0.1	-0.3	18.5	16.6	28.0	18.6	10.2	5.3	-0.7	-9.1	3.2	10.3	42.3	-3.7	-2.6	5.1	9.6	2.8	3.8	15.3	-2.6	5.1	9.6	
Index (MPI)	-8.5	-0.4	8.9	24.1	22.5	37.7	39.3	68.5	89.7	33.1	16.3	16.5	14.3	14.1	2.4	-16.4	-7.6	-1.2	8.3	-1.9	14.7	5.2	27.1	-9.1	8.3	-1.9	14.7	
Rank	6 of 7	4 of 7	2 of 7	1 of 7	1 of 7	1 of 7	1 of 7	1 of 7	1 of 7	1 of 7	2 of 7	1 of 7	1 of 7	2 of 7	3 of 7	6 of 7	5 of 7	3 of 7	2 of 7	3 of 7	1 of 7	4 of 7	1 of 7	5 of 7	2 of 7	3 of 7	1 of 7	
ADR	2014						2015												Year To Date			Running 3 Month			Running 12 Month			
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2013	2014	2015	2013	2014	2015	2013	2014	2015	
My Property	87.50	84.86	74.61	71.95	68.28	68.12	67.71	68.82	70.81	72.87	73.89	73.89	83.26	79.68	71.57	66.90	62.67	66.85	78.11	77.44	72.33	74.73	69.96	65.28	78.11	77.44	72.33	
Competitive Set	102.18	102.27	86.26	86.88	84.04	81.86	85.41	85.67	85.81	85.99	93.49	92.18	106.56	106.23	88.70	86.64	77.48	82.55	90.27	89.60	90.75	82.19	84.62	82.44	90.27	89.60	90.75	
Index (ARI)	85.6	83.0	86.5	82.8	81.2	83.2	79.3	80.3	82.5	84.7	79.0	80.2	78.1	75.0	80.7	77.2	80.9	81.0	86.5	86.4	79.7	90.9	82.7	79.2	86.5	86.4	79.7	
Rank	7 of 7	6 of 7	6 of 7	7 of 7	7 of 7	6 of 7	7 of 7	7 of 7	7 of 7	7 of 7	7 of 7	7 of 7	7 of 7	7 of 7	6 of 7	7 of 7	6 of 7	7 of 7	6 of 7	6 of 7	7 of 7	5 of 7	6 of 7	6 of 7	6 of 7	6 of 7	7 of 7	
% Chg																												
My Property	2.8	-1.8	0.4	-3.9	-6.6	-11.4	-5.4	-7.7	-3.6	-5.4	-11.5	-7.1	-4.8	-6.1	-4.1	-7.0	-8.2	-1.9	8.4	-0.9	-6.6	7.9	-6.4	-6.7	8.4	-0.9	-6.6	
Competitive Set	-0.4	-8.3	4.0	1.5	5.1	2.5	4.8	6.5	5.3	0.5	2.5	-0.1	4.3	3.9	2.8	-0.3	-7.8	0.8	4.3	-0.7	1.3	4.2	3.0	-2.6	4.3	-0.7	1.3	
Index (ARI)	3.3	7.1	-3.5	-5.4	-11.1	-13.6	-9.7	-13.4	-8.5	-5.9	-13.6	-7.0	-8.8	-9.6	-6.7	-6.8	-0.4	-2.7	3.9	-0.1	-7.8	3.5	-9.1	-4.2	3.9	-0.1	-7.8	
Rank	3 of 7	3 of 7	5 of 7	5 of 7	7 of 7	7 of 7	7 of 7	7 of 7	7 of 7	6 of 7	7 of 7	6 of 7	7 of 7	7 of 7	6 of 7	7 of 7	5 of 7	4 of 7	3 of 7	4 of 7	7 of 7	2 of 7	7 of 7	6 of 7	3 of 7	4 of 7	7 of 7	
RevPAR	2014						2015												Year To Date			Running 3 Month			Running 12 Month			
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2013	2014	2015	2013	2014	2015	2013	2014	2015	
My Property	63.14	59.39	50.74	53.13	33.82	24.67	29.75	36.17	45.08	46.78	53.97	55.53	68.22	57.81	51.42	45.58	40.83	23.04	38.52	39.37	46.24	30.16	37.25	36.44	38.52	39.37	46.24	
Competitive Set	80.74	76.02	54.65	51.76	34.47	33.24	36.09	48.94	55.06	58.52	66.74	69.16	83.62	71.76	57.97	56.95	45.22	32.28	49.15	51.28	56.91	37.31	39.88	44.81	49.15	51.28	56.91	
Index (RGI)	78.2	78.1	92.8	102.6	98.1	74.2	82.4	73.9	81.9	79.9	80.9	80.3	81.6	80.6	88.7	80.0	90.3	71.4	78.4	76.8	81.2	80.8	93.4	81.3	78.4	76.8	81.2	
Rank	7 of 7	7 of 7	5 of 7	4 of 7	4 of 7	7 of 7	4 of 7	4 of 7	4 of 7	5 of 7	6 of 7	6 of 7	6 of 7	7 of 7	5 of 7	6 of 7	5 of 7	6 of 7	6 of 7	6 of 7	6 of 7	6 of 7	4 of 7	5 of 7	6 of 7	6 of 7	6 of 7	5 of 7
% Chg																												
My Property	4.7	9.0	21.2	30.7	14.5	21.7	56.2	81.3	134.0	49.4	13.4	14.0	8.1	-2.7	1.4	-14.2	20.7	-6.6	14.4	2.2	17.4	16.6	23.5	-2.2	14.4	2.2	17.4	
Competitive Set	10.8	2.1	15.3	11.3	5.2	2.2	24.2	24.2	34.7	19.2	12.9	5.2	3.6	-5.6	6.1	10.0	31.2	-2.9	1.6	4.3	11.0	7.1	6.9	12.4	1.6	4.3	11.0	
Index (RGI)	-5.5	6.7	5.2	17.4	8.8	19.1	25.8	46.0	73.7	25.3	0.4	8.4	4.3	3.1	-4.5	-22.0	-8.0	-3.8	12.6	-2.0	5.8	8.8	15.5	-12.9	12.6	-2.0	5.8	
Rank	5 of 7	3 of 7	3 of 7	2 of 7	3 of 7	2 of 7	1 of 7	1 of 7	1 of 7	1 of 7	4 of 7	2 of 7	3 of 7	3 of 7	6 of 7	7 of 7	6 of 7	4 of 7	1 of 7	4 of 7	1 of 7	3 of 7	2 of 7	5 of 7	1 of 7	4 of 7	1 of 7	

Tab 5 - Response Report

Quality Inn & Suites Mansfield 500 N Trimble Rd Mansfield, OH 44906-2102 Phone: (419) 529-1000
 STR # 24051 ChainID: OH106 MgtCo: CP Management Company Owner: None
 For the Month of: December 2015 Date Created: January 16, 2016

This Year

- Dec 7th - First Day of Hanukkah
- Dec 24th - Christmas Eve
- Dec 25th - Christmas
- Dec 26th - First Day of Kwanzaa
- Dec 31st - New Year's Eve

Last Year

- Dec 17th - First Day of Hanukkah
- Dec 24th - Christmas Eve
- Dec 25th - Christmas
- Dec 26th - First Day of Kwanzaa
- Dec 31st - New Year's Eve

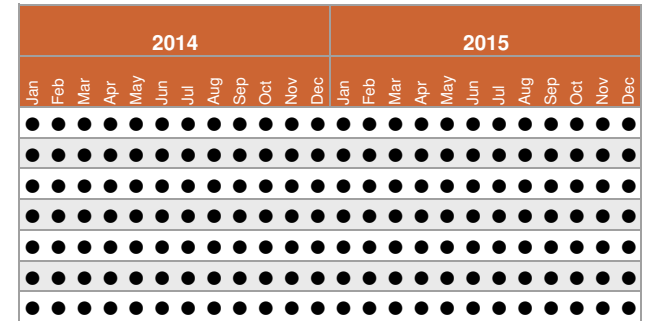
December 2015 (This Year)

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		

December 2014 (Last Year)

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			

STR#	Name	City, State	Zip	Phone	Rooms	Open Date
24051	Quality Inn & Suites Mansfield	Mansfield, OH	44906-2102	(419) 529-1000	92	198710
384	Holiday Inn & Suites Mansfield	Mansfield, OH	44902-1607	(419) 525-6000	106	198407
25851	Comfort Inn Splash Harbor Bellville	Bellville, OH	44813-1267	(419) 886-4000	100	198804
30615	Fairfield Inn & Suites Ontario Mansfield	Mansfield, OH	44906-1120	(419) 747-2200	60	199411
30616	Hampton Inn Mansfield Ontario	Mansfield, OH	44906-1120	(419) 747-5353	61	199503
32987	La Quinta Inns & Suites Mansfield	Mansfield, OH	44903-9405	(419) 774-0005	87	199611
33710	Quality Inn & Suites Bellville Mansfield	Bellville, OH	44813-8820	(419) 886-7000	66	199607
					572	



Data received:
 ○ = Monthly Only
 ● = Monthly & Daily

Tab 6 - Day of Week and Weekday/Weekend Report

Quality Inn & Suites Mansfield 500 N Trimble Rd Mansfield, OH 44906-2102 Phone: (419) 529-1000

STR # 24051 ChainID: OH106

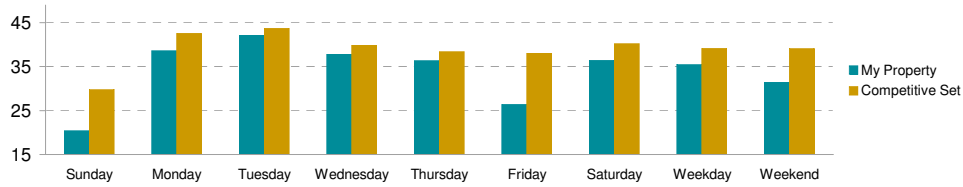
MgtCo: CP Management Company Owner: None

For the Month of: December 2015

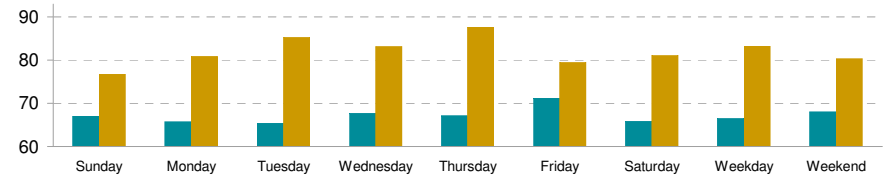
Date Created: January 16, 2016

Monthly Competitive Set Data Excludes Subject Property

Current Month Occupancy



Current Month ADR

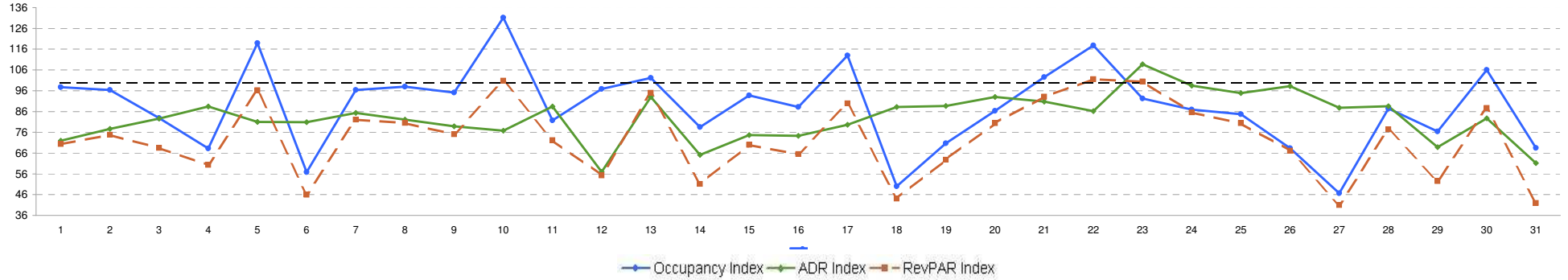


Day of Week	Time Period	Occupancy (%)						Average Daily Rate						RevPAR					
		My Property		Competitive Set		Index (MPI)		My Property		Competitive Set		Index (ARI)		My Property		Competitive Set		Index (RGI)	
			% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg
Sunday	Current Month	20.4	-21.9	29.8	-2.3	68.3	-20.0	67.02	5.3	76.67	-2.6	87.4	8.1	13.66	-17.8	22.88	-4.9	59.7	-13.5
	Year To Date	35.0	17.9	42.7	15.6	81.9	2.0	67.42	-10.2	79.17	-0.9	85.2	-9.3	23.58	5.9	33.82	14.5	69.7	-7.5
	Running 3 Month	32.2	-8.6	39.8	30.5	81.0	-29.9	61.29	-9.0	72.08	-8.4	85.0	-0.7	19.73	-16.8	28.66	19.5	68.8	-30.4
	Running 12 Month	35.0	17.9	42.7	15.6	81.9	2.0	67.42	-10.2	79.17	-0.9	85.2	-9.3	23.58	5.9	33.82	14.5	69.7	-7.5
Monday	Current Month	38.6	-13.4	42.6	5.1	90.7	-17.6	65.74	0.6	80.84	-0.8	81.3	1.4	25.37	-12.9	34.40	4.3	73.7	-16.5
	Year To Date	61.7	32.0	59.6	15.1	103.5	14.7	68.81	-5.3	85.37	0.3	80.6	-5.6	42.46	25.0	50.87	15.4	83.5	8.3
	Running 3 Month	61.9	19.0	54.4	26.4	113.7	-5.9	64.14	-5.5	80.43	-4.1	79.8	-1.4	39.69	12.5	43.77	21.3	90.7	-7.2
	Running 12 Month	61.7	32.0	59.6	15.1	103.5	14.7	68.81	-5.3	85.37	0.3	80.6	-5.6	42.46	25.0	50.87	15.4	83.5	8.3
Tuesday	Current Month	42.2	3.2	43.7	2.0	96.6	1.2	65.34	-7.6	85.27	4.9	76.6	-11.9	27.56	-4.6	37.23	6.9	74.0	-10.8
	Year To Date	70.2	31.8	66.4	12.0	105.8	17.7	68.69	-6.3	87.91	0.7	78.1	-7.0	48.23	23.5	58.33	12.8	82.7	9.5
	Running 3 Month	65.0	22.0	59.0	20.8	110.2	1.0	63.49	-9.9	82.65	-2.9	76.8	-7.2	41.25	9.9	48.73	17.3	84.6	-6.4
	Running 12 Month	70.2	31.8	66.4	12.0	105.8	17.7	68.69	-6.3	87.91	0.7	78.1	-7.0	48.23	23.5	58.33	12.8	82.7	9.5
Wednesday	Current Month	37.8	-9.8	39.9	-11.8	94.9	2.2	67.64	-3.5	83.11	-5.8	81.4	2.5	25.59	-13.0	33.14	-16.9	77.2	4.7
	Year To Date	71.8	31.6	65.4	10.3	109.8	19.3	70.55	-4.7	90.00	1.8	78.4	-6.3	50.67	25.4	58.85	12.2	86.1	11.7
	Running 3 Month	61.2	1.3	55.5	8.6	110.3	-6.7	61.26	-13.5	82.99	-5.9	73.8	-8.1	37.49	-12.3	46.05	2.2	81.4	-14.2
	Running 12 Month	71.8	31.6	65.4	10.3	109.8	19.3	70.55	-4.7	90.00	1.8	78.4	-6.3	50.67	25.4	58.85	12.2	86.1	11.7
Thursday	Current Month	36.3	6.0	38.4	-3.1	94.6	9.4	67.09	10.9	87.66	9.1	76.5	1.7	24.36	17.6	33.64	5.7	72.4	11.3
	Year To Date	66.2	30.0	62.1	7.7	106.6	20.7	71.94	-5.4	91.86	1.1	78.3	-6.4	47.60	23.0	57.04	8.9	83.4	12.9
	Running 3 Month	57.5	8.7	51.4	7.6	111.8	1.0	64.88	-2.5	85.12	3.3	76.2	-5.7	37.28	6.0	43.72	11.2	85.3	-4.7
	Running 12 Month	66.2	30.0	62.1	7.7	106.6	20.7	71.94	-5.4	91.86	1.1	78.3	-6.4	47.60	23.0	57.04	8.9	83.4	12.9
Friday	Current Month	26.4	-2.0	38.1	-9.8	69.2	8.6	71.09	-3.8	79.47	-0.2	89.4	-3.6	18.74	-5.8	30.26	-10.0	61.9	4.7
	Year To Date	71.6	18.5	70.2	5.3	102.0	12.5	78.52	-5.7	98.10	3.3	80.0	-8.8	56.22	11.7	68.82	8.8	81.7	2.7
	Running 3 Month	53.4	-11.4	59.3	9.1	90.1	-18.8	71.75	0.0	86.12	0.5	83.3	-0.5	38.33	-11.4	51.05	9.7	75.1	-19.2
	Running 12 Month	71.6	18.5	70.2	5.3	102.0	12.5	78.52	-5.7	98.10	3.3	80.0	-8.8	56.22	11.7	68.82	8.8	81.7	2.7
Saturday	Current Month	36.4	6.3	40.2	-3.5	90.6	10.3	65.75	-9.0	81.17	1.0	81.0	-9.9	23.94	-3.3	32.64	-2.6	73.4	-0.7
	Year To Date	70.9	17.8	72.7	5.4	97.6	11.9	77.37	-8.4	97.14	2.3	79.6	-10.5	54.89	8.0	70.64	7.8	77.7	0.1
	Running 3 Month	59.4	2.3	61.4	13.5	96.8	-9.9	69.33	-5.3	84.30	-1.3	82.2	-4.0	41.22	-3.1	51.77	12.0	79.6	-13.5
	Running 12 Month	70.9	17.8	72.7	5.4	97.6	11.9	77.37	-8.4	97.14	2.3	79.6	-10.5	54.89	8.0	70.64	7.8	77.7	0.1
Weekday/Weekend																			
Weekday (Sun-Thu)	Current Month	35.5	-6.9	39.1	-2.6	90.9	-4.4	66.50	-0.4	83.32	1.0	79.8	-1.3	23.63	-7.3	32.57	-1.7	72.6	-5.7
	Year To Date	61.0	29.6	59.2	11.8	103.0	16.0	69.72	-6.0	87.45	0.7	79.7	-6.6	42.53	21.9	51.80	12.5	82.1	8.3
	Running 3 Month	55.6	9.2	52.0	17.3	106.9	-6.9	63.20	-8.2	81.19	-3.5	77.8	-4.8	35.12	0.3	42.21	13.1	83.2	-11.3
	Running 12 Month	61.0	29.6	59.2	11.8	103.0	16.0	69.72	-6.0	87.45	0.7	79.7	-6.6	42.53	21.9	51.80	12.5	82.1	8.3
Weekend (Fri-Sat)	Current Month	31.4	2.7	39.1	-6.7	80.2	10.0	67.99	-6.9	80.34	0.4	84.6	-7.3	21.34	-4.4	31.45	-6.3	67.9	2.0
	Year To Date	71.3	18.2	71.4	5.3	99.8	12.2	77.95	-7.1	97.61	2.8	79.9	-9.6	55.55	9.8	69.73	8.3	79.7	1.4
	Running 3 Month	56.4	-4.7	60.3	11.3	93.5	-14.3	70.48	-2.7	85.19	-0.4	82.7	-2.3	39.77	-7.3	51.41	10.8	77.4	-16.3
	Running 12 Month	71.3	18.2	71.4	5.3	99.8	12.2	77.95	-7.1	97.61	2.8	79.9	-9.6	55.55	9.8	69.73	8.3	79.7	1.4
Total	Current Month	34.5	-4.8	39.1	-3.7	88.1	-1.2	66.85	-1.9	82.55	0.8	81.0	-2.7	23.04	-6.6	32.28	-2.9	71.4	-3.8
	Year To Date	63.9	25.7	62.7	9.6	101.9	14.7	72.33	-6.6	90.75	1.3	79.7	-7.8	46.24	17.4	56.91	11.0	81.2	5.8
	Running 3 Month	55.8	4.8	54.4	15.3	102.7	-9.1	65.28	-6.7	82.44	-2.6	79.2	-4.2	36.44	-2.2	44.81	12.4	81.3	-12.9
	Running 12 Month	63.9	25.7	62.7	9.6	101.9	14.7	72.33	-6.6	90.75	1.3	79.7	-7.8	46.24	17.4	56.91	11.0	81.2	5.8

Tab 7 - Daily Data for the Month

Quality Inn & Suites Mansfield 500 N Trimble Rd Mansfield, OH 44906-2102 Phone: (419) 529-1000
 STR # 24051 ChainID: OH106 MgtCo: CP Management Company Owner: None
 For the Month of: December 2015 Date Created: January 16, 2016 Daily Competitive Set Data Excludes Subject Property

Daily Indexes for the Month of December



	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th
Occupancy (%)	December																														
	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
My Property	51.1	50.0	46.7	37.0	62.0	17.4	46.7	53.3	42.4	47.8	28.3	28.3	20.7	37.0	42.4	40.2	37.0	19.6	31.5	25.0	37.0	38.0	28.3	21.7	20.7	23.9	18.5	33.7	26.1	28.3	28.3
Competitive Set	52.3	51.9	56.5	54.2	52.1	30.6	48.5	54.4	44.6	36.5	34.6	29.2	20.2	47.1	45.2	45.6	32.7	39.2	44.6	29.0	36.0	32.3	30.6	25.0	24.4	35.0	39.6	38.5	34.2	26.7	41.3
Index (MPI)	97.7	96.4	82.8	68.2	119.0	56.8	96.3	98.0	95.1	131.2	81.7	96.9	102.2	78.5	93.8	88.1	113.0	50.0	70.7	86.3	102.5	117.8	92.3	87.0	84.7	68.3	46.7	87.4	76.4	106.0	68.5

	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th
% Chg																															
My Property	-27.7	-9.8	22.9	21.4	62.9	-33.3	-14.0	4.3	-36.1	12.8	0.0	-18.8	-20.8	-33.3	25.8	-15.9	9.7	-21.7	-9.4	9.5	21.4	45.8	73.3	-4.8	-13.6	-18.5	-37.0	24.0	14.3	18.2	85.7
Competitive Set	12.3	16.1	12.2	-7.6	10.8	3.7	4.2	6.3	-11.0	-20.3	-11.0	-13.9	-16.9	13.8	2.6	-0.7	-4.1	31.7	7.8	0.2	8.4	-2.3	15.1	-11.6	-41.4	-21.3	0.2	-12.6	-13.0	-54.5	29.7
Index (MPI)	-35.6	-22.3	9.5	31.4	46.9	-35.7	-17.5	-1.9	-28.1	41.5	12.4	-5.6	-4.7	-41.4	22.7	-15.3	14.3	-40.6	-15.9	9.3	12.1	49.3	50.6	7.7	47.3	3.6	-37.2	41.8	31.4	159.8	43.2

	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th
ADR	December																														
	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
My Property	65.45	68.51	68.72	70.45	67.03	68.87	69.50	70.85	69.72	65.38	69.39	45.36	67.06	57.79	65.59	65.39	65.04	70.74	71.99	65.25	66.55	63.02	70.72	70.15	74.89	78.33	67.62	68.34	56.83	63.10	67.63
Competitive Set	91.00	88.24	83.16	79.66	82.82	85.23	81.49	86.25	88.41	85.11	78.49	79.70	72.15	88.76	87.90	88.03	81.69	80.21	81.14	70.12	73.31	73.10	65.00	71.25	78.95	79.74	76.99	77.17	82.62	76.24	110.48
Index (ARI)	71.9	77.6	82.6	88.4	80.9	80.8	85.3	82.1	78.9	76.8	88.4	56.9	92.9	65.1	74.6	74.3	79.6	88.2	88.7	93.0	90.8	86.2	108.8	98.5	94.9	98.2	87.8	88.6	68.8	82.8	61.2

	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th
% Chg																															
My Property	-8.0	-12.7	-1.5	-6.3	-4.3	20.8	0.5	2.1	11.3	-8.0	-7.5	-36.5	-5.4	-11.4	-3.2	-5.4	91.2	-3.8	-0.7	6.6	-4.3	-16.7	-8.5	8.8	5.0	3.1	4.0	40.4	-19.6	-7.9	23.3
Competitive Set	9.3	3.6	3.2	-0.1	2.5	1.0	-7.8	-4.0	0.1	0.8	1.7	3.0	-7.5	2.8	6.3	3.9	0.3	8.6	2.9	-0.7	1.6	7.9	-9.2	-0.8	-7.8	-4.3	-4.6	1.9	6.8	-24.2	41.5
Index (ARI)	-15.9	-15.7	-4.5	-6.3	-6.6	19.6	9.0	6.4	11.2	-8.7	-9.0	-38.4	2.2	-13.8	-8.9	-8.9	90.5	-11.4	-3.5	7.3	-5.7	-22.8	0.8	9.7	13.9	7.8	9.0	37.7	-24.7	21.5	-12.9

	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th
RevPAR	December																														
	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
My Property	33.44	34.25	32.12	26.04	41.53	11.98	32.48	37.73	29.56	31.27	19.61	12.82	13.85	21.36	27.81	26.30	24.04	13.84	22.69	16.31	24.59	23.98	19.99	15.25	15.47	18.73	12.50	23.03	14.83	17.83	19.11
Competitive Set	47.59	45.77	46.95	43.15	43.14	26.10	39.56	46.90	39.42	31.03	27.14	23.25	14.58	41.79	39.74	40.17	26.72	31.42	36.17	20.31	26.42	23.61	19.91	17.81	19.24	27.91	30.48	29.74	28.23	20.33	45.57
Index (RGI)	70.3	74.8	68.4	60.3	96.3	45.9	82.1	80.5	75.0	100.8	72.2	55.1	95.0	51.1	70.0	65.5	90.0	44.1	62.7	80.3	93.1	101.6	100.4	85.6	80.4	67.1	41.0	77.4	52.5	87.7	41.9

	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th
% Chg																															
My Property	-33.5	-21.2	21.1	13.7	55.9	-19.5	-13.6	6.5	-28.8	3.8	-7.5	-48.4	-25.1	-40.9	21.8	-20.4	109.7	-24.7	-10.0	16.7	16.2	21.4	58.6	3.6	-9.3	-16.0	-34.5	74.1	-8.1	8.8	128.9
Competitive Set	22.8	20.2	15.8	-7.7	13.6	4.7	-3.9	2.0	-10.9	-19.7	-9.5	-11.4	-23.1	17.0	9.0	3.1	-3.7	43.1	10.9	-0.5	10.0	5.4	4.5	-12.3	-48.0	-24.7	-4.4	-10.9	-7.1	-65.5	83.6
Index (RGI)	-45.8	-34.5	4.5	23.2	37.2	-23.1	-10.1	4.4	-20.1	29.2	2.3	-41.8	-2.6	-49.5	11.7	-22.8	117.8	-47.4	-18.8	17.3	5.6	15.2	51.8	18.1	67.8	11.6	-31.5	95.3	-1.1	215.7	24.7

Tab 8 - Help

Definitions

ADR (Average Daily Rate) - Room revenue divided by rooms sold, displayed as the average rental rate for a single room.

Competitive (Comp) Set - A peer group of competitive hotels selected by hotel management to benchmark the subject property's performance.

Contract - Rooms sold/revenue from bookings sold at rates stipulated by contracts including airline crews and permanent guests.

Exchange Rate - The factor used to convert revenue from US Dollars to the local currency. Reports display the monthly exchange rates (the rate on the last day of the month) and the daily exchange rates on the Daily by Month pages. STR obtains exchange rate data from Oanda.com. Any aggregated number in the report (YTD, Running 3 month, Running 12 month) uses the exchange rate of each relative month when calculating the data.

Fiscal Year To Date (YTD) - Custom fiscal year as specified by individual hotel or hotel group, if a non-calendar Fiscal Year to Date calculation is more applicable (e.g. July – June) to coincide with hotel/hotel groups operations and financial reporting.

Food & Beverage Revenue (F&B) - Revenue derived from food and beverage sales.

Group - Rooms sold/revenue from bookings sold simultaneously in blocks of ten (10) or more.

Index (Occupancy, ADR, RevPar) - Property performance divided by competitive set performance multiplied by 100. Internationally, indexes are also referred to as MPI – Market Penetration Index (Occupancy Index), ARI – Average Rate Index (ADR Index), and RGI – Revenue/RevPAR Generation Index (RevPAR Index).

Market Class - Class is an industry categorization which includes chain-affiliated and independent hotels. The class for a chain-affiliated hotel is the same as its chain scale. An independent hotel is assigned a class based on its ADR, relative to that of the chain hotels in their geographic proximity. There are six (6) class groups: Luxury, Upper Upscale, Upscale, Upper Midscale, Midscale and Economy.

Market Class Combined (or Collapsed) – If a single class segment is insufficient for reporting, classes are combined. There are three combined class segments: Luxury and Upper Upscale, Upscale and Upper Midscale, and Midscale and Economy.

Market Scale - Hotels located in the subject property's market and classified in the subject property's STR chain scale segment. There are seven (7) scale groups; Luxury, Upper Upscale, Upscale, Upper Midscale, Midscale, Economy and Independent.

Market Scale (Collapsed) – Hotels located in the subject property's market and classified in the subject property's STR chain scale segment. There are two (2) market scale (collapsed) groups; Upscale (includes Luxury, Upper Upscale, Upscale, Independent) and Midscale/Economy (includes Upper Midscale, Midscale and Economy).

MTD (Month to Date) - If a month ends during the current week, the MTD number would represent the month that ended.

Occupancy - Rooms sold divided by rooms available multiplied by 100. Occupancy is always displayed as a percentage of rooms occupied.

Other Revenue - All hotel revenue other than room and food and beverage revenue.

Percent Change (% Chg) - Amount of growth – up, down or flat – this period versus same period last year (day, week, running 28 days, running month-to-date). Calculated as $((TY-LY)/LY)*100$.

Percent Change Rank (Occupancy, ADR, RevPar) - The percent change for the property is compared to the percent change of each hotel in the comp set.

Rank (Occupancy, ADR, RevPar) - Property performance ranked versus hotels in the competitive set (e.g. a "3 of 6" ADR ranking means the subject hotel's absolute ADR is third highest of the six competitors).

RevPAR (Revenue per Available Room) - Room revenue divided by rooms available

Room Revenue - Revenue derived from guestroom rental.

Segmented Data - Rooms sold and revenue data broken down by Transient, Group, and Contract.

Tract Scale – Hotels located in the subject property's tract and classified in the subject property's STR chain scale segment. There are four (4) tract scale groups; Upscale (includes Luxury, Upper Upscale, Upscale), Midscale (includes Upper Midscale and Midscale), Economy and Independent.

Transient - Rooms sold/revenue from guests with reservations at Rack, Corporate, Corporate Negotiated, Package, Government or foreign traveler rates.

Planning - The project will go out for bids, construction will start within 4 months, or an architect/engineer has been selected for the project and plans are underway.

Under Construction - Ground has been broken or the owner is finalizing bids on the prime (general) contract.

FAQ

How is my hotel performing versus competition?

The monthly STAR report provides timely occupancy, average room rate, revenue per available room benchmarking of your hotel's performance versus your own selected competitors and an STR defined industry segment.

Is my hotel's data included in the competitive numbers?

It depends on your preference. Check the summary page to see if your hotel's data is included or excluded in the competitive set numbers.

How does STR determine currency and exchange rates?

Currency is user-defined and is displayed at the top of the report. STR obtains exchange rate data from Oanda.com.

How are percentage changes computed?

Hotel and competitive performance changes are measured against same period prior year.

Why do my percentage change numbers have such a large range?

The data for this year vs. the same period last year may vary greatly. Consider if you sold 2294 rooms this year vs. 743 last year, the percent change would be 208.7% $((2294-743)/743)*100$.

What is an index?

An index is an easy way to compare your hotel's performance versus competition. An index of 100 or higher means your hotel's absolute performance is the same or better than competition.

What does the "Rank" information mean?

Your hotel's performance is ranked against the other properties in your competitive set. If your hotel's RevPAR rank is "2 of 6", that means your hotel's RevPAR was second highest of the six hotels in your competitive set.

What does "running 28 days" mean?

The most recent 28 days historical performance. The running 28 day numbers are based on the most current 28-day period, ending with the last day included in the weekly report.

What does "run MTD" mean?

Running month-to-date. The MTD numbers are based on a calendar month and include all days of the same month, through the most recent calendar day included in the report. If the most recent week's reporting includes data in two calendar months, the MTD numbers only include data from the recently ended month.

What if there are blanks in my competitive set numbers?

Your competitive set did not include sufficient data for reporting. A minimum of three (3) hotels excluding the subject property must report data in order for STR to provide competitive set performance.

What if there are blanks in my competitive set percentage change?

Your competitive set did not include sufficient data for reporting prior year data.

What is "Pipeline" on the Summary Tab?

Pipeline data is generated based on the STR/McGraw-Hill Construction Dodge Supply Pipeline database and details hotels that are being planned but not yet open. Every month STR receives data feeds from its hotel clients and Dodge Construction to create the definitive database for hotels in planning, pre-planning or under construction. The data is widely used by investment banks, development groups and hotel owners to estimate future nationwide supply growth and track supply changes in the market.

Who can I contact if I have more questions?

Check out the glossary and FAQ at www.str.com or e-mail info@str.com

If I'm an all-inclusive hotel, how can I benchmark my package rate?

In order to benchmark your package rate, you'll need to participate in the Segmentation program which will break out your revenues by Rooms, F&B, & Other.

This will provide you with a TrevPAR which is the total revenue per available room and is the same as an all-inclusive package rate.