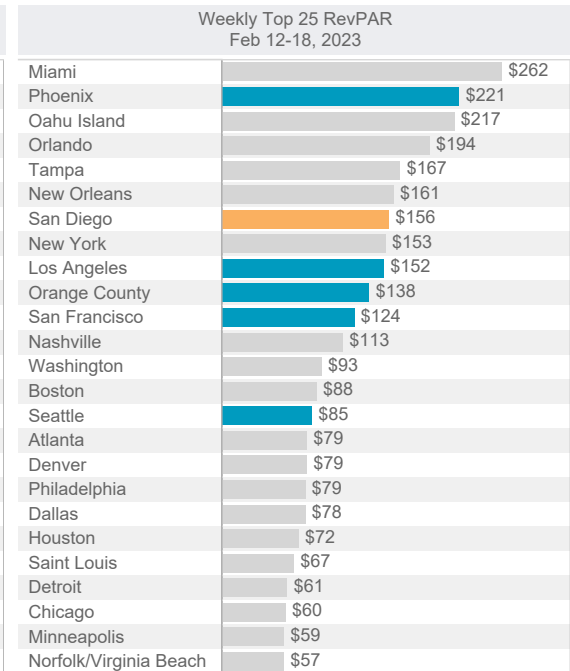
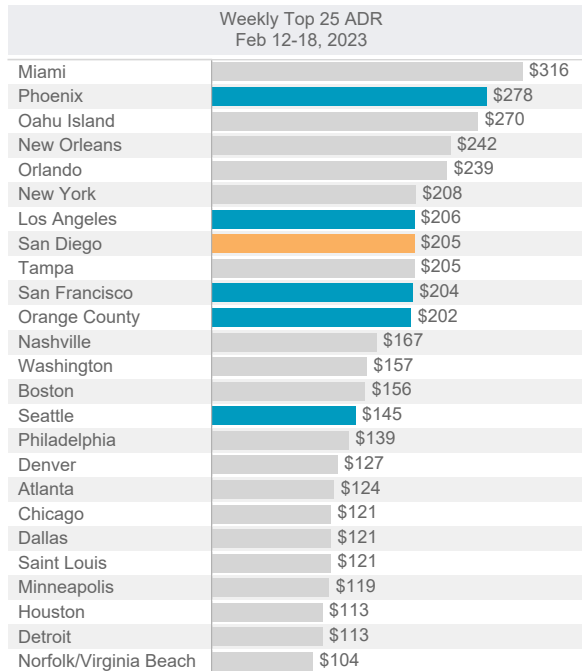
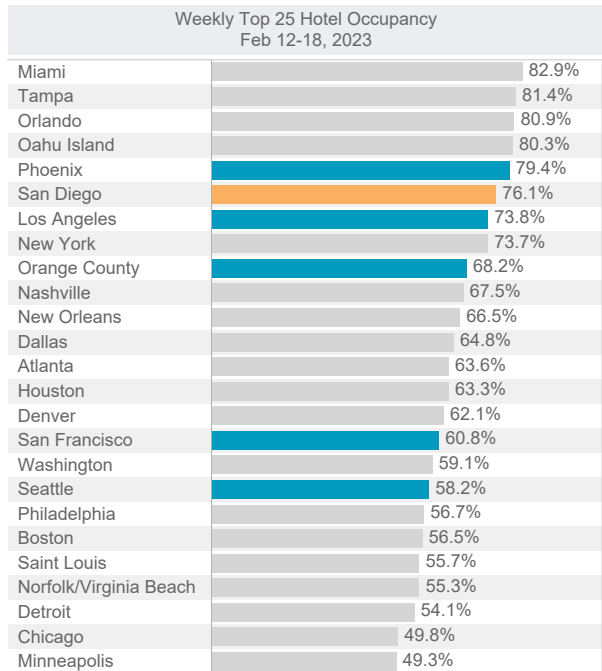
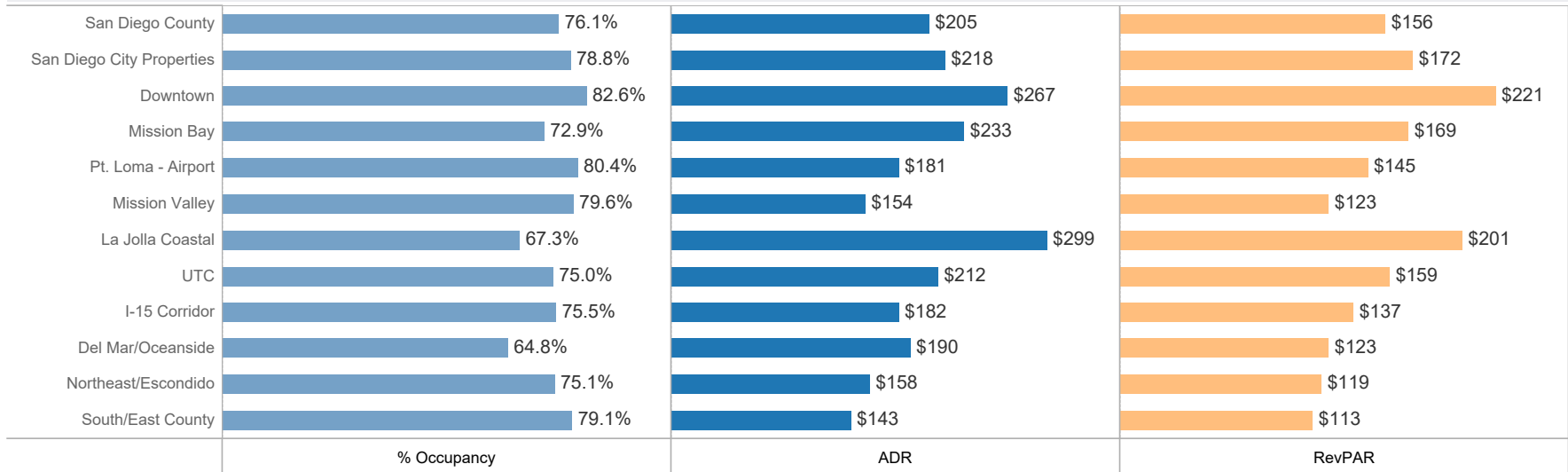




Weekly Hotel Performance Update - Week of Feb 12-18, 2023

source: STR, Inc.

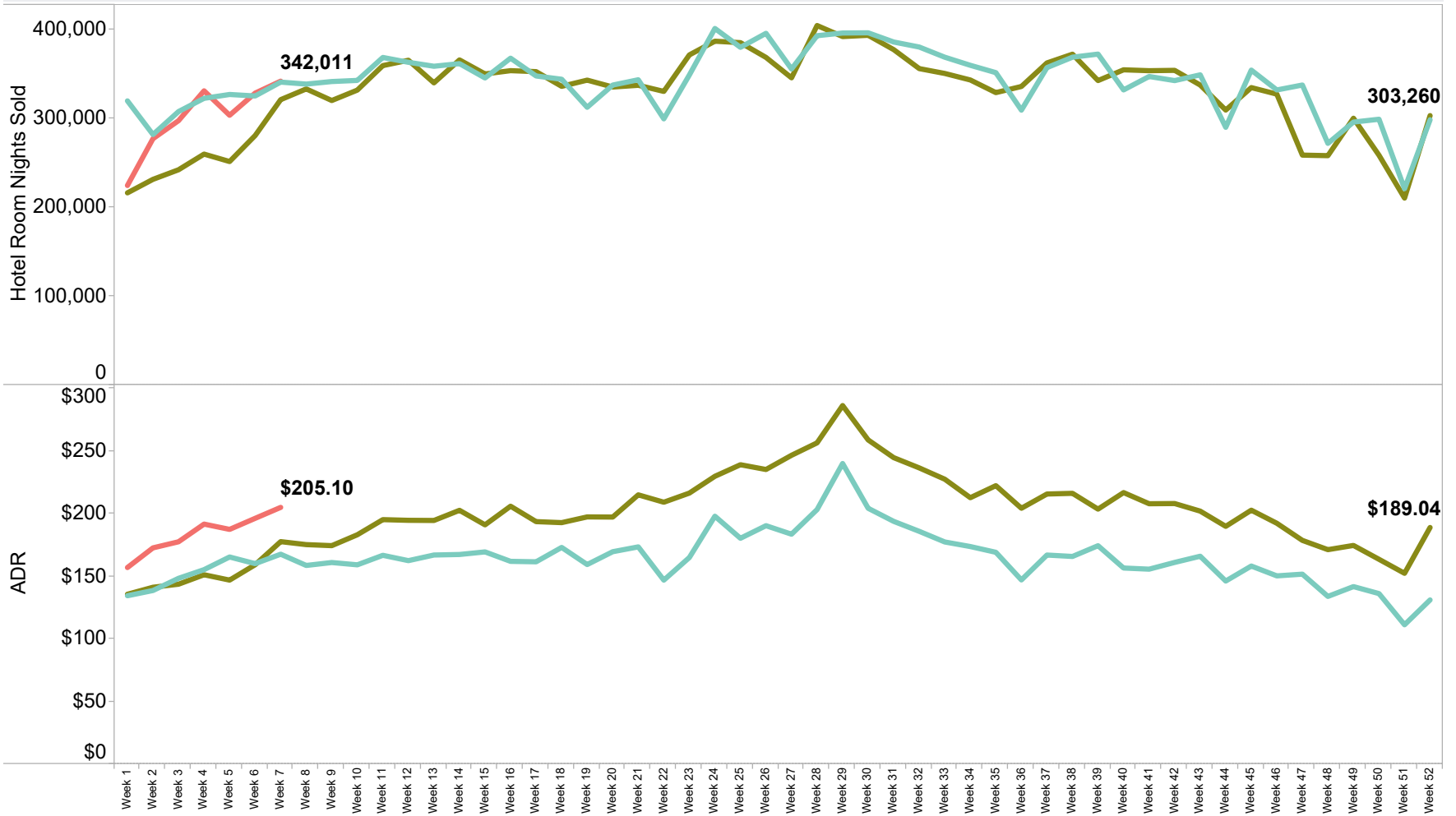
San Diego County Hotel Performance - Week of Feb 12-18, 2023





San Diego County Weekly Demand & Average Rate Trend
 Calendar Year 2019 Benchmark
 Source: STR, Inc

Year
 2019
 2022
 2023





Last Week's Daily Hotel Performance by Region
Source: STR, Inc.

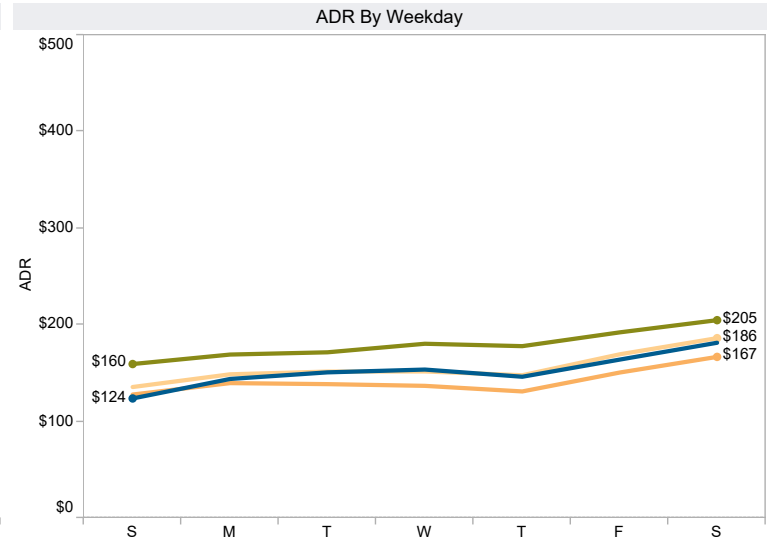
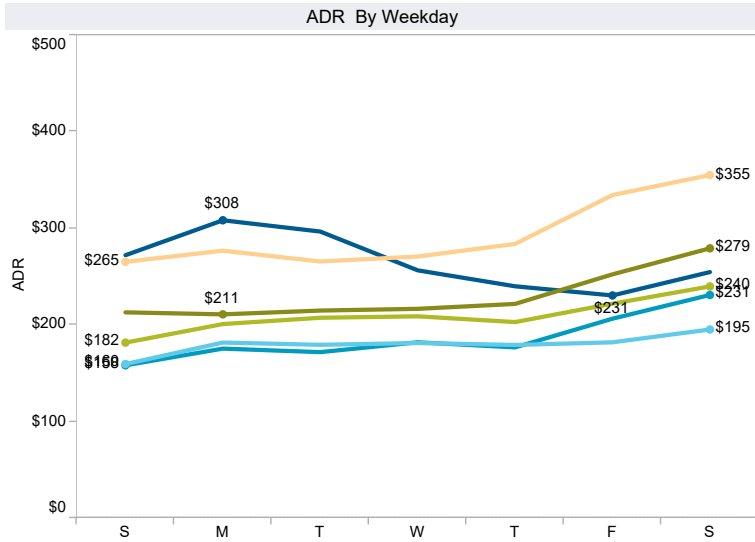
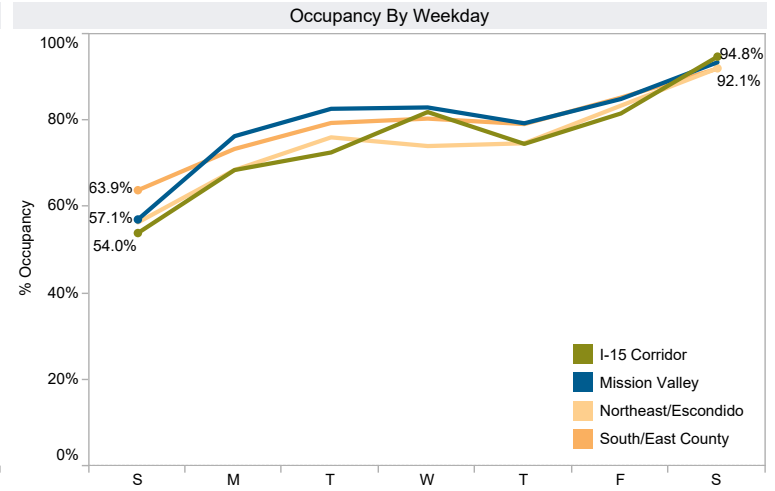
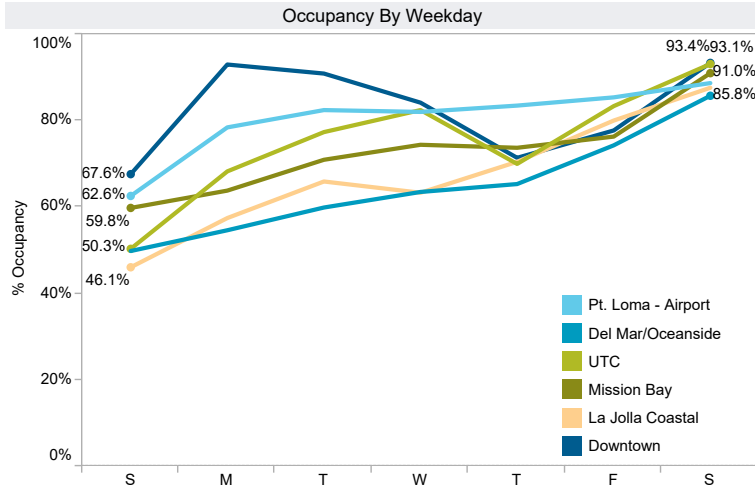
		Sun, February 12	Mon, February 13	Tue, February 14	Wed, February 15	Thu, February 16	Fri, February 17	Sat, February 18
San Diego City Properties	Rooms Sold	23,992	31,386	32,679	32,193	29,567	32,121	36,596
	% Occupancy	60.6%	79.2%	82.5%	81.3%	74.6%	81.1%	92.4%
	ADR	\$206.88	\$233.37	\$227.13	\$210.65	\$201.09	\$210.39	\$231.49
	RevPAR	\$125.30	\$184.90	\$187.37	\$171.19	\$150.10	\$170.60	\$213.86
Downtown	Rooms Sold	9,826	13,514	13,210	12,231	10,376	11,296	13,569
	% Occupancy	67.6%	93.0%	90.9%	84.2%	71.4%	77.7%	93.4%
	ADR	\$272.26	\$308.44	\$296.75	\$256.59	\$240.07	\$230.58	\$254.80
	RevPAR	\$184.10	\$286.85	\$269.77	\$215.97	\$171.42	\$179.25	\$237.93
Mission Valley	Rooms Sold	4,531	6,060	6,563	6,588	6,297	6,743	7,417
	% Occupancy	57.1%	76.4%	82.8%	83.1%	79.4%	85.0%	93.5%
	ADR	\$123.91	\$144.10	\$150.93	\$153.83	\$146.39	\$164.15	\$181.60
	RevPAR	\$70.79	\$110.10	\$124.90	\$127.78	\$116.23	\$139.56	\$169.83
Pt. Loma - Airport	Rooms Sold	2,953	3,702	3,891	3,871	3,940	4,030	4,186
	% Occupancy	62.6%	78.4%	82.5%	82.0%	83.5%	85.4%	88.7%
	ADR	\$159.55	\$181.80	\$179.46	\$181.33	\$179.32	\$182.06	\$195.34
	RevPAR	\$99.84	\$142.62	\$147.97	\$148.75	\$149.72	\$155.48	\$173.27
Mission Bay	Rooms Sold	1,894	2,021	2,247	2,357	2,335	2,417	2,882
	% Occupancy	59.8%	63.8%	71.0%	74.4%	73.7%	76.3%	91.0%
	ADR	\$213.07	\$211.00	\$214.94	\$216.73	\$221.82	\$252.44	\$279.40
	RevPAR	\$127.43	\$134.65	\$152.50	\$161.30	\$163.55	\$192.66	\$254.26
La Jolla Coastal	Rooms Sold	849	1,059	1,215	1,167	1,299	1,475	1,615
	% Occupancy	46.1%	57.5%	65.9%	63.3%	70.5%	80.0%	87.6%
	ADR	\$265.41	\$276.95	\$265.74	\$270.89	\$283.94	\$334.56	\$355.26
	RevPAR	\$122.26	\$159.14	\$175.19	\$171.53	\$200.13	\$267.76	\$311.31
UTC	Rooms Sold	2,092	2,837	3,215	3,427	2,909	3,465	3,870
	% Occupancy	50.3%	68.3%	77.4%	82.5%	70.0%	83.4%	93.1%
	ADR	\$181.72	\$200.97	\$207.48	\$208.96	\$203.01	\$222.07	\$239.96
	RevPAR	\$91.47	\$137.19	\$160.50	\$172.31	\$142.10	\$185.14	\$223.45
I-15 Corridor	Rooms Sold	981	1,246	1,320	1,490	1,356	1,484	1,723
	% Occupancy	54.0%	68.6%	72.6%	82.0%	74.6%	81.7%	94.8%
	ADR	\$159.55	\$169.37	\$171.70	\$180.56	\$178.08	\$192.35	\$204.98
	RevPAR	\$86.14	\$116.15	\$124.74	\$148.07	\$132.89	\$157.10	\$194.37
Del Mar/Oceanside	Rooms Sold	3,569	3,913	4,290	4,548	4,679	5,321	6,143
	% Occupancy	49.8%	54.6%	59.9%	63.5%	65.3%	74.3%	85.8%
	ADR	\$158.22	\$175.53	\$171.88	\$182.08	\$176.79	\$206.52	\$231.10
	RevPAR	\$78.85	\$95.90	\$102.96	\$115.62	\$115.50	\$153.43	\$198.22
South/East County	Rooms Sold	4,237	4,870	5,269	5,336	5,252	5,658	6,103
	% Occupancy	63.9%	73.5%	79.5%	80.5%	79.2%	85.3%	92.1%
	ADR	\$127.97	\$139.80	\$138.75	\$136.96	\$131.18	\$150.76	\$166.96
	RevPAR	\$81.78	\$102.69	\$110.26	\$110.23	\$103.91	\$128.66	\$153.69
Northeast/Escondido	Rooms Sold	2,716	3,300	3,664	3,567	3,598	4,017	4,433
	% Occupancy	56.4%	68.6%	76.1%	74.1%	74.8%	83.5%	92.1%
	ADR	\$135.75	\$148.92	\$151.74	\$151.88	\$147.96	\$169.62	\$186.36
	RevPAR	\$76.62	\$102.12	\$115.54	\$112.59	\$110.63	\$141.60	\$171.69



Day of Week Occupancy and ADR Patterns By Region

Week of Feb 12-18, 2023

Weekly min & max noted





STR Latest Weekly Performance Trend Competitive Set Group and Transient

Selected Year
2023

		Total Market				Group				Transient			
		Week 4	Week 5	Week 6	Week 7	Week 4	Week 5	Week 6	Week 7	Week 4	Week 5	Week 6	Week 7
		Jan 22-28, 2023	Jan 29 - Feb 4, 2023	Feb 5-11, 2023	Feb 12-18, 2023	Jan 22-28, 2023	Jan 29 - Feb 4, 2023	Feb 5-11, 2023	Feb 12-18, 2023	Jan 22-28, 2023	Jan 29 - Feb 4, 2023	Feb 5-11, 2023	Feb 12-18, 2023
% Occupancy	San Diego	73.7%	67.6%	73.1%	76.1%	39.0%	34.3%	31.5%	31.1%	30.8%	28.4%	34.7%	40.2%
	San Francisco	58.3%	63.0%	56.8%	60.8%	11.2%	18.3%	12.9%	15.5%	39.3%	39.2%	37.4%	39.1%
	Seattle	56.4%	50.3%	54.7%	58.2%	15.6%	7.4%	10.4%	13.0%	35.8%	31.5%	36.7%	37.2%
	Phoenix	80.6%	71.6%	77.5%	79.4%	39.1%	33.9%	54.6%	39.3%	33.5%	28.5%	21.4%	32.9%
	Los Angeles	66.0%	67.2%	67.6%	73.8%	15.1%	17.3%	16.1%	14.5%	49.3%	49.5%	50.7%	56.1%
	Orange County	63.5%	61.1%	69.6%	68.2%	26.4%	20.6%	24.3%	18.3%	42.2%	43.2%	46.9%	48.3%
Occupancy YOY	San Diego	26.0%	19.3%	15.6%	5.2%	177.4%	160.0%	76.8%	73.8%	3.6%	-1.3%	1.0%	-15.3%
	San Francisco	37.6%	64.3%	34.1%	11.9%	63.7%	326.2%	205.9%	38.5%	54.7%	68.3%	32.4%	6.0%
	Seattle	27.6%	12.0%	11.1%	8.7%	304.7%	115.6%	122.8%	89.0%	53.2%	30.5%	20.8%	9.3%
	Phoenix	15.3%	5.9%	-3.6%	1.7%	65.6%	47.8%	60.4%	43.4%	1.1%	-5.7%	-44.7%	-17.8%
	Los Angeles	15.3%	11.9%	-2.2%	1.3%	57.3%	67.6%	-44.0%	-11.5%	24.7%	21.6%	35.4%	6.3%
	Orange County	23.3%	12.2%	15.8%	4.8%	217.2%	142.4%	101.9%	38.7%	21.5%	19.9%	15.3%	8.1%
ADR	San Diego	\$191.74	\$187.51	\$196.34	\$205.10	\$273.69	\$290.07	\$279.47	\$276.54	\$270.50	\$250.03	\$276.45	\$294.92
	San Francisco	\$197.80	\$216.31	\$204.16	\$204.41	\$268.38	\$277.67	\$287.24	\$283.15	\$249.39	\$279.61	\$259.39	\$260.56
	Seattle	\$146.45	\$138.00	\$144.12	\$145.13	\$198.97	\$187.70	\$192.94	\$192.93	\$196.11	\$197.39	\$202.43	\$206.13
	Phoenix	\$204.01	\$205.41	\$387.06	\$278.20	\$314.51	\$335.47	\$622.78	\$453.30	\$357.44	\$336.08	\$670.66	\$458.11
	Los Angeles	\$187.06	\$194.67	\$193.36	\$205.73	\$263.91	\$269.74	\$278.95	\$277.67	\$275.77	\$301.05	\$292.05	\$324.85
	Orange County	\$186.57	\$188.38	\$201.24	\$201.92	\$261.30	\$257.53	\$275.33	\$276.49	\$282.42	\$287.21	\$302.27	\$307.65
ADR YOY	San Diego	26.8%	27.6%	23.3%	15.4%	7.3%	25.6%	16.1%	12.4%	21.8%	13.3%	20.9%	13.9%
	San Francisco	20.9%	40.8%	29.4%	16.6%	18.9%	36.8%	23.0%	14.6%	9.8%	27.7%	23.7%	15.1%
	Seattle	26.3%	19.1%	20.1%	17.0%	20.2%	9.7%	18.8%	9.8%	15.6%	17.8%	20.0%	20.6%
	Phoenix	16.4%	20.5%	86.0%	33.6%	10.3%	19.0%	85.0%	56.1%	8.4%	7.4%	80.9%	20.0%
	Los Angeles	10.9%	12.1%	-30.3%	-8.6%	14.8%	17.2%	-44.0%	-28.7%	7.1%	12.1%	-29.5%	-3.8%
	Orange County	18.4%	17.1%	17.5%	21.6%	1.3%	-1.9%	7.2%	10.6%	3.6%	2.0%	5.5%	20.9%

Source: Smith Travel Research, Inc.

Notes: The group and transient data only represents upscale chain properties.

WEEK DAY ANALYSIS FEB 12-18, 2023

		February 12, 2023	February 13, 2023	February 14, 2023	February 15, 2023	February 16, 2023	February 17, 2023	February 18, 2023
		Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TOTAL MARKET	San Diego	58.7%	73.9%	78.0%	77.6%	73.4%	80.3%	91.0%
	Seattle	39.8%	48.8%	55.0%	57.9%	62.6%	67.4%	76.1%
	San Francisco	41.0%	48.7%	57.3%	65.1%	66.3%	69.8%	77.3%
	Los Angeles	54.6%	61.1%	72.3%	74.9%	77.0%	86.0%	90.5%
	Orange County	50.3%	53.6%	62.3%	63.7%	70.8%	84.5%	92.5%
	Phoenix	85.4%	63.1%	68.6%	77.0%	83.3%	88.2%	90.6%
GROUP (UPSCALE+ PROPERTIES)	San Diego	22.7%	38.6%	40.2%	39.2%	30.9%	21.8%	24.5%
	Seattle	4.1%	8.2%	10.2%	13.1%	17.3%	18.0%	20.3%
	San Francisco	4.2%	7.9%	12.5%	21.5%	24.4%	22.4%	15.8%
	Los Angeles	7.9%	13.6%	16.2%	17.1%	16.5%	16.1%	14.3%
	Orange County	7.4%	11.9%	13.4%	18.4%	22.3%	26.7%	27.9%
	Phoenix	74.6%	24.5%	29.1%	36.7%	38.3%	35.6%	36.2%
TRANSIENT (UPSCALE+ PROPERTIES)	San Diego	31.6%	34.1%	35.0%	34.7%	34.5%	49.4%	62.1%
	Seattle	22.4%	29.1%	36.8%	38.0%	38.5%	42.3%	53.0%
	San Francisco	26.4%	31.8%	37.3%	40.2%	38.9%	43.7%	55.0%
	Los Angeles	40.3%	43.0%	52.7%	58.6%	60.7%	65.8%	71.9%
	Orange County	37.6%	38.7%	46.7%	46.0%	47.7%	56.6%	64.8%
	Phoenix	17.8%	24.0%	28.4%	33.7%	36.1%	43.0%	46.9%