



# Weekly Hotel Performance Update - Week of Mar 5-11, 2023

source: STR, Inc.

## San Diego County Hotel Performance - Week of Mar 5-11, 2023

Area	% Occupancy	ADR	RevPAR
San Diego County	75.9%	\$205	\$155
San Diego City Properties	78.0%	\$215	\$167
Downtown	81.3%	\$261	\$212
Mission Bay	66.2%	\$239	\$158
Pt. Loma - Airport	77.6%	\$177	\$138
Mission Valley	81.1%	\$153	\$124
La Jolla Coastal	69.3%	\$305	\$212
UTC	79.5%	\$207	\$165
I-15 Corridor	67.5%	\$163	\$110
Del Mar/Oceanside	65.6%	\$197	\$129
Northeast/Escondido	73.6%	\$160	\$118
South/East County	79.5%	\$142	\$113

Weekly Top 25 Hotel Occupancy Mar 5-11, 2023	
Phoenix	85.9%
Tampa	82.7%
Miami	82.6%
Orlando	79.7%
New York	78.3%
Los Angeles	77.6%
Oahu Island	77.5%
Orange County	77.3%
San Diego	75.9%
Nashville	74.2%
New Orleans	72.4%
Houston	71.3%
Dallas	71.1%
Atlanta	68.6%
Washington	67.6%
Denver	67.1%
Boston	65.4%
San Francisco	65.2%
Seattle	62.6%
Norfolk/Virginia Beach	59.6%
Philadelphia	58.8%
Chicago	57.8%
Detroit	57.7%
Saint Louis	54.5%
Minneapolis	50.6%

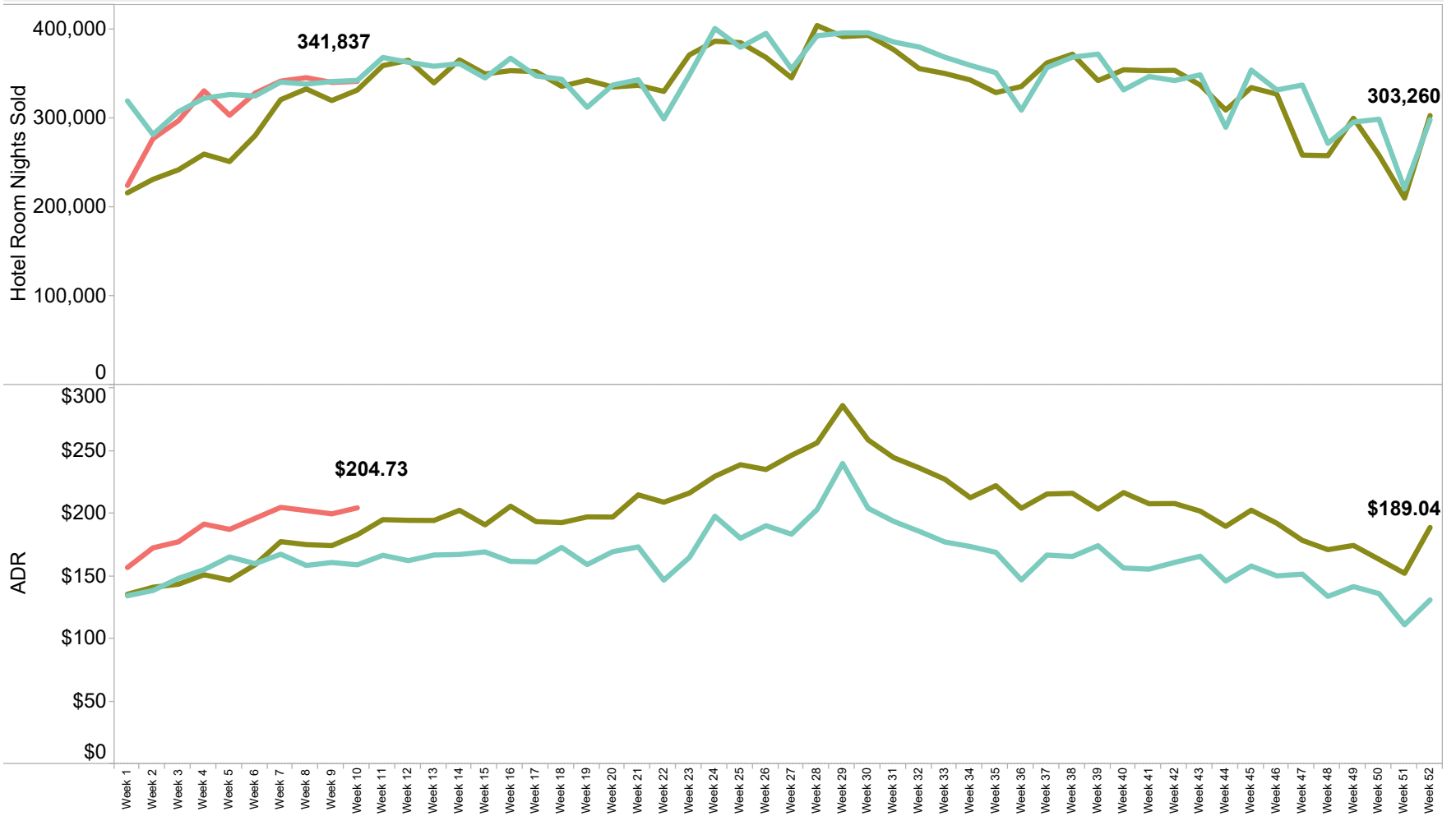
Weekly Top 25 ADR Mar 5-11, 2023	
Miami	\$289
Oahu Island	\$265
Orange County	\$246
Phoenix	\$245
New York	\$232
Orlando	\$227
San Francisco	\$221
Tampa	\$216
Los Angeles	\$208
San Diego	\$205
New Orleans	\$192
Boston	\$188
Nashville	\$187
Washington	\$184
Seattle	\$151
Philadelphia	\$143
Chicago	\$136
Denver	\$131
Houston	\$129
Dallas	\$128
Atlanta	\$127
Minneapolis	\$121
Saint Louis	\$114
Detroit	\$114
Norfolk/Virginia Beach	\$113

Weekly Top 25 RevPAR Mar 5-11, 2023	
Miami	\$239
Phoenix	\$210
Oahu Island	\$205
Orange County	\$190
New York	\$181
Orlando	\$181
Tampa	\$179
Los Angeles	\$162
San Diego	\$155
San Francisco	\$144
New Orleans	\$139
Nashville	\$139
Washington	\$124
Boston	\$123
Seattle	\$95
Houston	\$92
Dallas	\$91
Denver	\$88
Atlanta	\$87
Philadelphia	\$84
Chicago	\$78
Norfolk/Virginia Beach	\$67
Detroit	\$66
Saint Louis	\$62
Minneapolis	\$61



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.

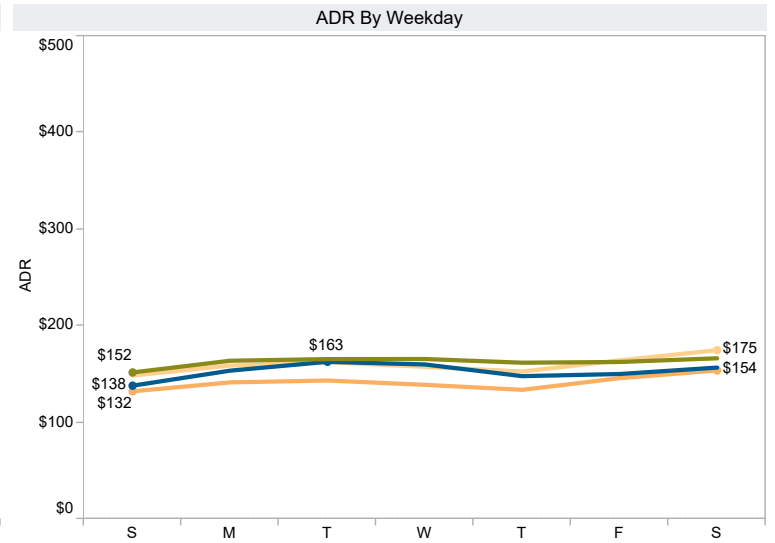
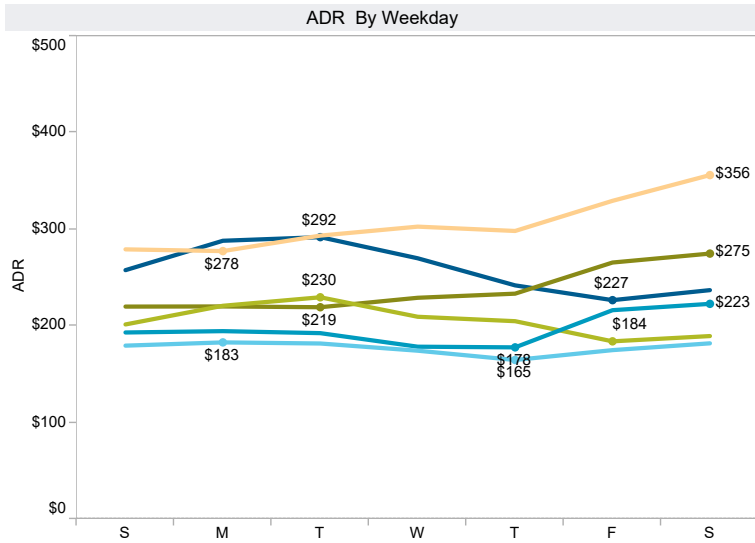
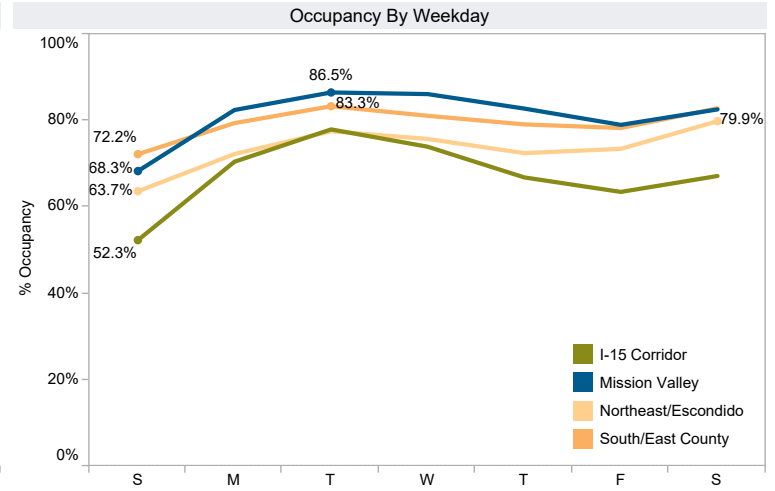
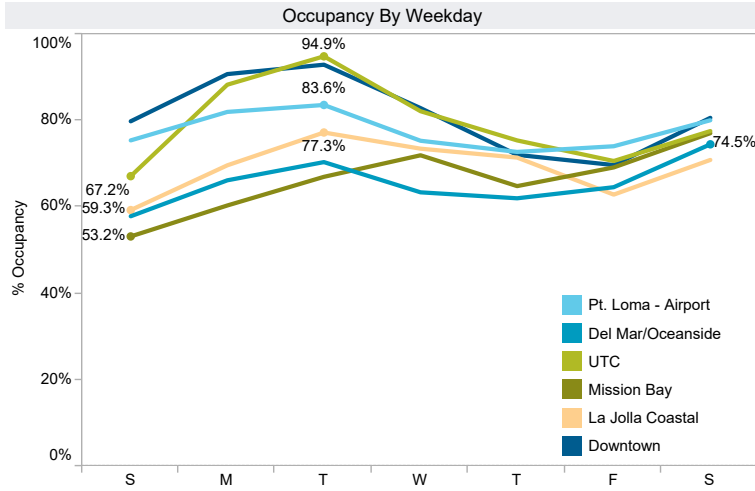
		Sun, March 05	Mon, March 06	Tue, March 07	Wed, March 08	Thu, March 09	Fri, March 10	Sat, March 11
San Diego City Properties	Rooms Sold	28,037	32,769	34,297	31,921	29,311	28,418	31,416
	% Occupancy	70.8%	82.7%	86.6%	80.6%	74.0%	71.7%	79.3%
	ADR	\$209.21	\$226.78	\$231.20	\$218.16	\$201.64	\$199.72	\$209.99
	RevPAR	\$148.07	\$187.60	\$200.18	\$175.80	\$149.20	\$143.27	\$166.54
Downtown	Rooms Sold	11,604	13,192	13,508	12,049	10,476	10,132	11,721
	% Occupancy	79.9%	90.8%	93.0%	82.9%	72.1%	69.7%	80.7%
	ADR	\$257.80	\$288.25	\$292.00	\$270.10	\$242.05	\$226.75	\$237.12
	RevPAR	\$205.87	\$261.69	\$271.44	\$223.97	\$174.51	\$158.11	\$191.27
Mission Valley	Rooms Sold	5,419	6,541	6,863	6,833	6,567	6,268	6,552
	% Occupancy	68.3%	82.5%	86.5%	86.2%	82.8%	79.0%	82.6%
	ADR	\$138.18	\$153.73	\$162.90	\$160.15	\$148.04	\$150.26	\$156.92
	RevPAR	\$94.42	\$126.79	\$140.96	\$137.98	\$122.58	\$118.75	\$129.64
Pt. Loma - Airport	Rooms Sold	3,560	3,871	3,947	3,556	3,434	3,496	3,780
	% Occupancy	75.4%	82.0%	83.6%	75.4%	72.8%	74.1%	80.1%
	ADR	\$179.64	\$183.01	\$181.86	\$174.40	\$164.80	\$175.00	\$182.04
	RevPAR	\$135.52	\$150.12	\$152.11	\$131.42	\$119.92	\$129.64	\$145.82
Mission Bay	Rooms Sold	1,685	1,912	2,122	2,280	2,054	2,191	2,442
	% Occupancy	53.2%	60.4%	67.0%	72.0%	64.9%	69.2%	77.1%
	ADR	\$220.08	\$220.23	\$219.42	\$229.21	\$233.47	\$265.71	\$274.97
	RevPAR	\$117.09	\$132.96	\$147.02	\$165.01	\$151.42	\$183.82	\$212.03
La Jolla Coastal	Rooms Sold	1,093	1,284	1,424	1,355	1,317	1,159	1,307
	% Occupancy	59.3%	69.7%	77.3%	73.5%	71.5%	62.9%	70.9%
	ADR	\$279.34	\$277.55	\$293.59	\$302.88	\$298.39	\$329.61	\$356.26
	RevPAR	\$165.67	\$193.37	\$226.84	\$222.68	\$213.23	\$207.28	\$252.65
UTC	Rooms Sold	2,791	3,671	3,944	3,416	3,135	2,937	3,225
	% Occupancy	67.2%	88.3%	94.9%	82.2%	75.4%	70.7%	77.6%
	ADR	\$201.58	\$220.92	\$229.72	\$209.54	\$204.96	\$184.10	\$189.56
	RevPAR	\$135.38	\$195.14	\$218.01	\$172.23	\$154.61	\$130.10	\$147.10
I-15 Corridor	Rooms Sold	951	1,281	1,417	1,344	1,215	1,154	1,221
	% Occupancy	52.3%	70.5%	78.0%	74.0%	66.9%	63.5%	67.2%
	ADR	\$151.89	\$164.00	\$165.70	\$165.79	\$161.97	\$162.71	\$166.53
	RevPAR	\$79.50	\$115.62	\$129.23	\$122.63	\$108.31	\$103.34	\$111.91
Del Mar/Oceanside	Rooms Sold	4,145	4,741	5,043	4,542	4,443	4,627	5,338
	% Occupancy	57.9%	66.2%	70.4%	63.4%	62.0%	64.6%	74.5%
	ADR	\$193.27	\$194.66	\$192.58	\$178.55	\$177.86	\$216.36	\$222.93
	RevPAR	\$111.85	\$128.86	\$135.60	\$113.23	\$110.34	\$139.78	\$166.15
South/East County	Rooms Sold	4,790	5,267	5,526	5,379	5,247	5,192	5,493
	% Occupancy	72.2%	79.4%	83.3%	81.1%	79.1%	78.3%	82.9%
	ADR	\$132.31	\$141.59	\$143.53	\$139.06	\$133.89	\$145.94	\$153.94
	RevPAR	\$95.59	\$112.48	\$119.63	\$112.82	\$105.96	\$114.29	\$127.54
Northeast/Escondido	Rooms Sold	3,066	3,481	3,735	3,649	3,491	3,539	3,847
	% Occupancy	63.7%	72.3%	77.6%	75.8%	72.5%	73.5%	79.9%
	ADR	\$148.67	\$159.04	\$162.49	\$157.71	\$152.86	\$164.39	\$174.95
	RevPAR	\$94.65	\$114.96	\$126.02	\$119.49	\$110.81	\$120.80	\$139.75



# Day of Week Occupancy and ADR Patterns By Region

## Week of Mar 5-11, 2023

Weekly min & max noted





# STR Latest Weekly Performance Trend Competitive Set Group and Transient

Selected Year  
2023

		Total Market				Group				Transient			
		Week 7	Week 8	Week 9	Week 10	Week 7	Week 8	Week 9	Week 10	Week 7	Week 8	Week 9	Week 10
		Feb 12-18, 2023	Feb 19-25, 2023	Feb 26 - Mar 4, 2023	Mar 5-11, 2023	Feb 12-18, 2023	Feb 19-25, 2023	Feb 26 - Mar 4, 2023	Mar 5-11, 2023	Feb 12-18, 2023	Feb 19-25, 2023	Feb 26 - Mar 4, 2023	Mar 5-11, 2023
% Occupancy	San Diego	76.1%	76.8%	75.6%	75.9%	31.1%	37.8%	34.1%	33.6%	40.2%	35.9%	37.3%	37.7%
	San Francisco	60.8%	57.2%	58.6%	65.2%	15.5%	7.9%	12.4%	16.6%	39.1%	39.7%	39.1%	44.0%
	Seattle	58.2%	60.5%	59.4%	62.6%	13.0%	18.0%	11.8%	13.4%	37.2%	34.9%	39.1%	43.0%
	Phoenix	79.4%	86.8%	84.2%	85.9%	39.3%	41.0%	43.0%	41.5%	32.9%	41.3%	37.1%	40.7%
	Los Angeles	73.8%	75.3%	72.8%	77.6%	14.5%	15.0%	15.6%	17.0%	56.1%	56.6%	53.0%	59.1%
	Orange County	68.2%	75.5%	67.5%	77.3%	18.3%	23.4%	23.6%	28.3%	48.3%	53.6%	46.8%	47.5%
Occupancy YOY	San Diego	5.2%	2.9%	5.5%	2.2%	73.8%	58.1%	28.4%	30.0%	-15.3%	-21.2%	-2.7%	-11.1%
	San Francisco	11.9%	6.5%	14.9%	15.7%	38.5%	-0.1%	90.7%	124.0%	6.0%	6.4%	4.6%	3.1%
	Seattle	8.7%	8.4%	7.7%	7.8%	89.0%	101.8%	53.7%	3.2%	9.3%	-2.5%	14.8%	22.0%
	Phoenix	1.7%	4.7%	8.6%	4.2%	43.4%	30.6%	35.1%	28.5%	-17.8%	-4.7%	-4.0%	-6.5%
	Los Angeles	1.3%	4.9%	8.3%	6.8%	-11.5%	35.2%	21.5%	36.1%	6.3%	-0.2%	6.1%	4.2%
	Orange County	4.8%	2.4%	1.5%	-0.1%	38.7%	34.3%	24.5%	6.1%	8.1%	0.6%	5.7%	2.1%
ADR	San Diego	\$205.10	\$202.57	\$199.92	\$204.73	\$276.54	\$277.84	\$288.60	\$285.86	\$294.92	\$289.77	\$271.58	\$288.74
	San Francisco	\$204.41	\$184.70	\$200.31	\$221.00	\$283.15	\$264.65	\$265.38	\$293.28	\$260.56	\$235.92	\$256.35	\$288.67
	Seattle	\$145.13	\$143.98	\$147.07	\$151.49	\$192.93	\$189.57	\$197.64	\$200.63	\$206.13	\$201.68	\$204.07	\$211.31
	Phoenix	\$278.20	\$231.83	\$230.54	\$244.60	\$453.30	\$319.05	\$341.03	\$351.51	\$458.11	\$390.73	\$367.86	\$387.45
	Los Angeles	\$205.73	\$194.46	\$194.71	\$208.31	\$277.67	\$259.00	\$280.20	\$297.84	\$324.85	\$296.38	\$289.22	\$318.37
	Orange County	\$201.92	\$211.57	\$193.64	\$245.62	\$276.49	\$252.89	\$254.61	\$316.37	\$307.65	\$326.44	\$292.64	\$370.21
ADR YOY	San Diego	15.4%	15.5%	14.6%	11.7%	12.4%	10.7%	19.2%	9.4%	13.9%	15.1%	8.7%	10.5%
	San Francisco	16.6%	13.1%	16.7%	22.4%	14.6%	28.1%	2.8%	2.8%	15.1%	10.3%	16.5%	26.0%
	Seattle	17.0%	16.4%	17.6%	15.1%	9.8%	7.4%	13.3%	3.8%	20.6%	22.1%	20.0%	16.9%
	Phoenix	33.6%	9.8%	9.7%	9.1%	56.1%	4.4%	7.2%	9.5%	20.0%	3.8%	2.4%	0.4%
	Los Angeles	-8.6%	5.3%	5.7%	10.9%	-28.7%	16.1%	7.1%	15.8%	-3.8%	7.7%	6.7%	16.0%
	Orange County	21.6%	15.6%	11.4%	12.7%	10.6%	9.7%	6.6%	4.2%	20.9%	11.0%	5.7%	11.4%

Source: Smith Travel Research, Inc.

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

## WEEK DAY ANALYSIS MAR 5-11, 2023

		March 5, 2023	March 6, 2023	March 7, 2023	March 8, 2023	March 9, 2023	March 10, 2023	March 11, 2023
		Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<b>TOTAL MARKET</b>	San Diego	67.8%	79.0%	83.1%	78.4%	73.1%	71.1%	78.7%
	Seattle	49.0%	58.0%	64.7%	69.8%	65.9%	64.0%	66.5%
	San Francisco	53.3%	68.1%	73.6%	71.4%	63.0%	61.7%	65.1%
	Los Angeles	67.5%	69.1%	74.8%	78.6%	80.6%	86.1%	86.6%
	Orange County	56.8%	63.3%	80.9%	91.7%	90.6%	81.3%	76.3%
	Phoenix	69.1%	80.4%	86.7%	87.0%	89.0%	93.1%	96.0%
<b>GROUP (UPSCALE+ PROPERTIES)</b>	San Diego	31.7%	46.5%	49.2%	40.8%	30.4%	18.6%	18.1%
	Seattle	9.3%	10.1%	9.6%	16.7%	17.4%	16.6%	14.2%
	San Francisco	11.0%	19.7%	20.6%	20.2%	15.6%	15.4%	14.1%
	Los Angeles	11.4%	17.7%	18.2%	18.4%	20.3%	17.8%	15.2%
	Orange County	15.4%	16.8%	33.3%	46.0%	44.1%	29.1%	13.2%
	Phoenix	30.7%	45.1%	51.6%	48.6%	42.6%	36.3%	35.6%
<b>TRANSIENT (UPSCALE+ PROPERTIES)</b>	San Diego	33.6%	32.8%	33.5%	33.2%	35.1%	43.1%	52.6%
	Seattle	28.6%	38.8%	48.1%	50.4%	43.9%	43.0%	47.9%
	San Francisco	36.2%	47.2%	52.4%	48.9%	40.4%	39.1%	43.9%
	Los Angeles	50.9%	52.3%	58.1%	59.9%	59.8%	64.9%	67.8%
	Orange County	39.1%	43.6%	47.8%	46.3%	46.3%	50.8%	58.8%
	Phoenix	31.7%	33.9%	34.3%	35.2%	41.2%	50.6%	57.7%