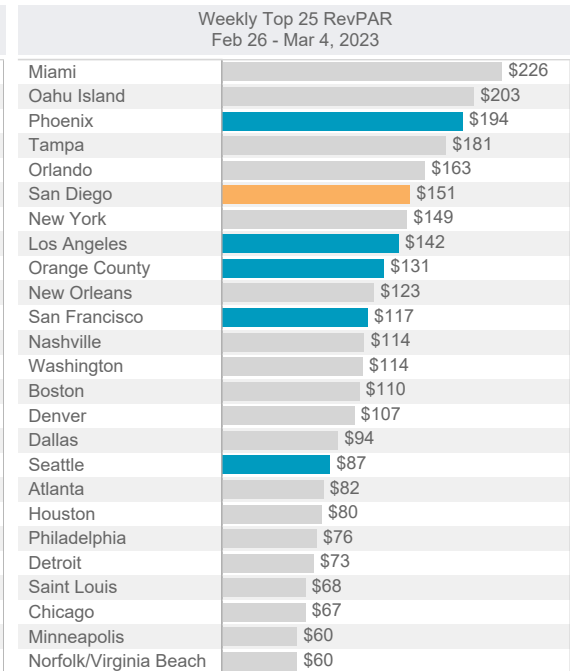
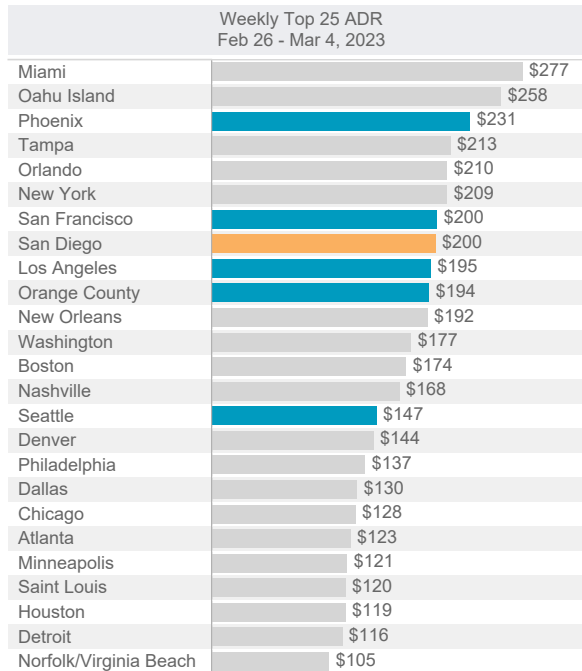
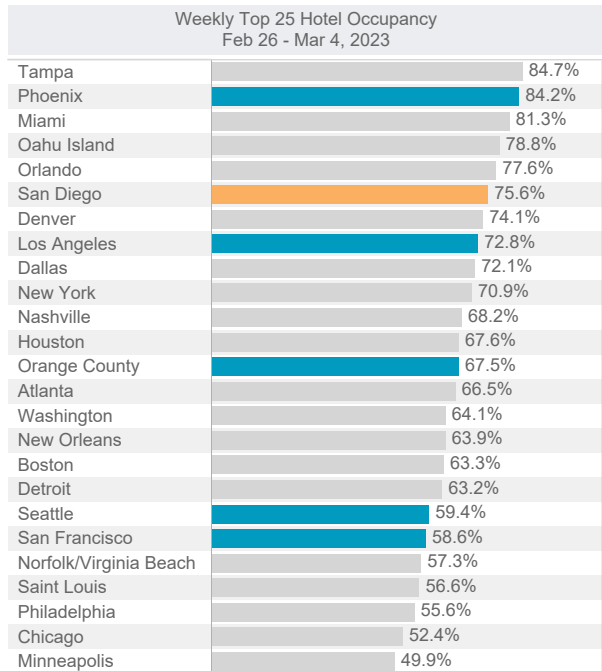
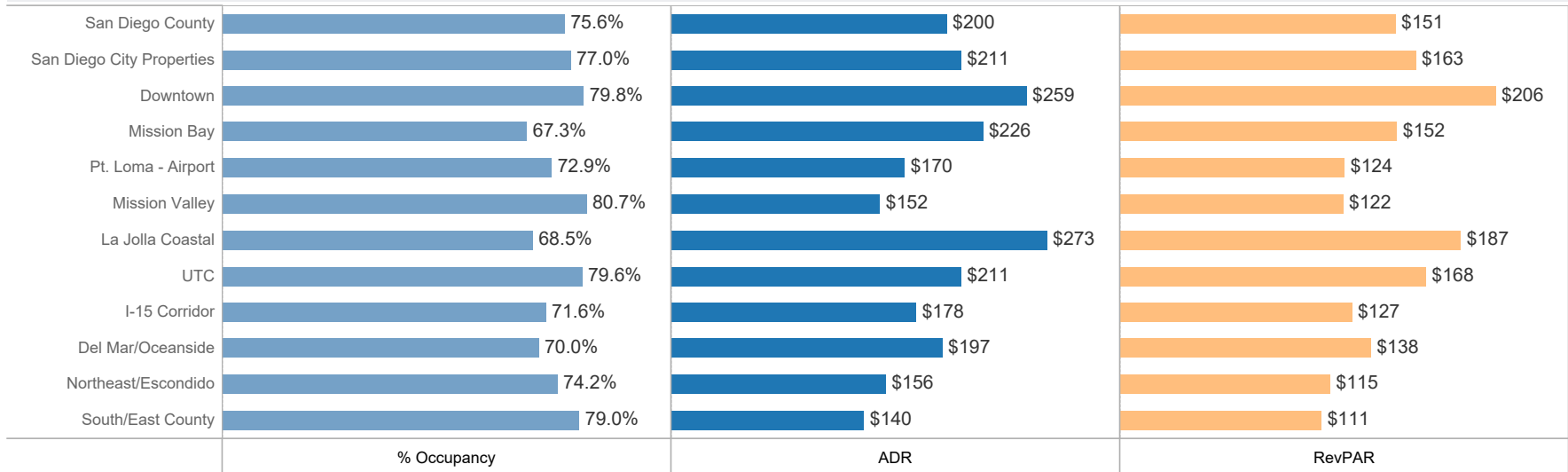




Weekly Hotel Performance Update - Week of Feb 26 - Mar 4, 2023

source: STR, Inc.

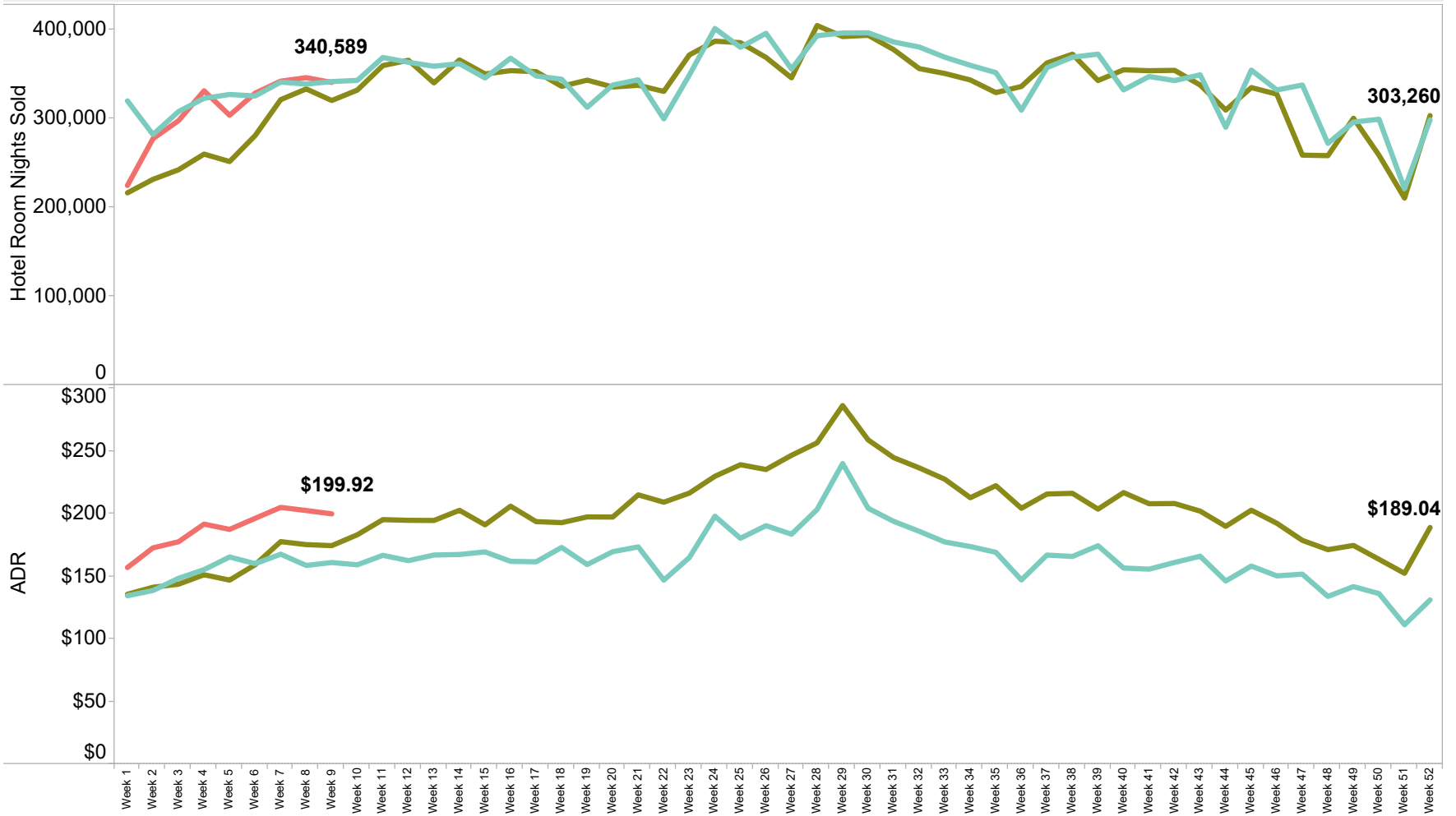
San Diego County Hotel Performance - Week of Feb 26 - Mar 4, 2023





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.

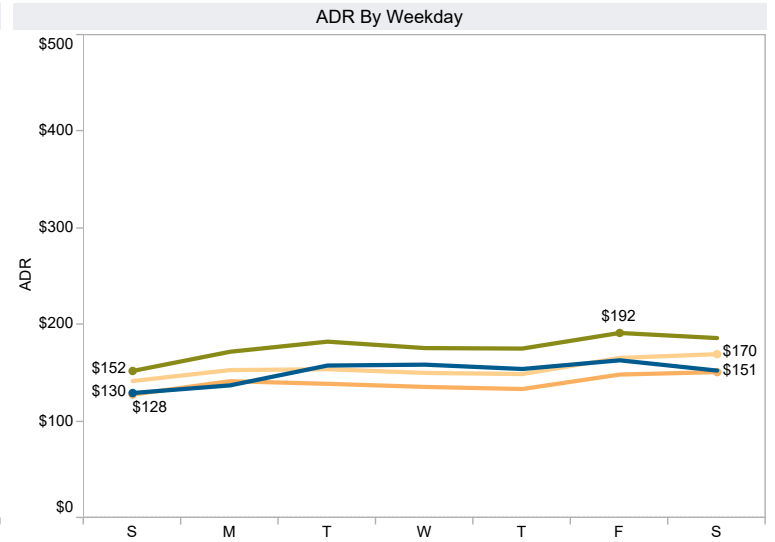
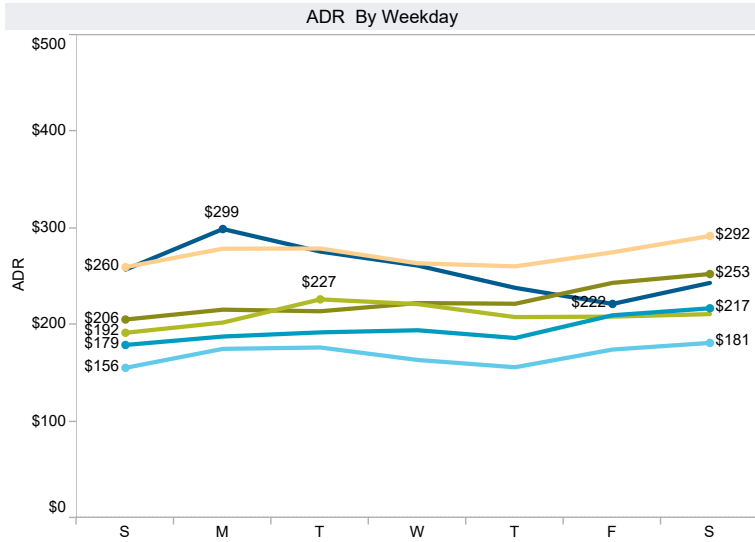
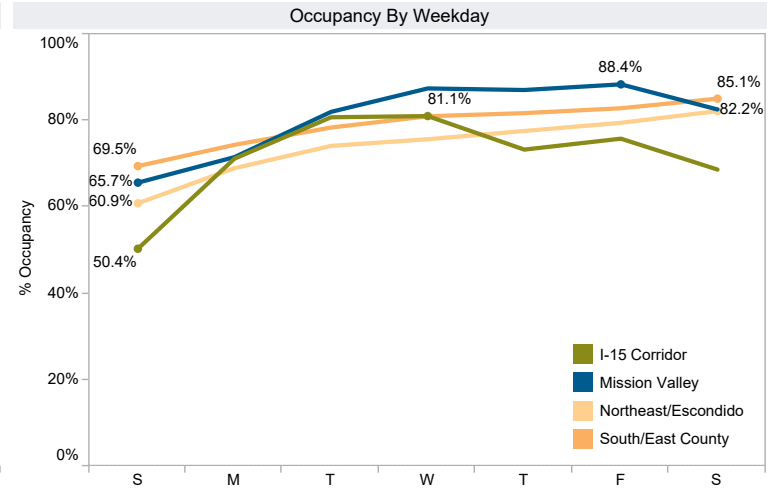
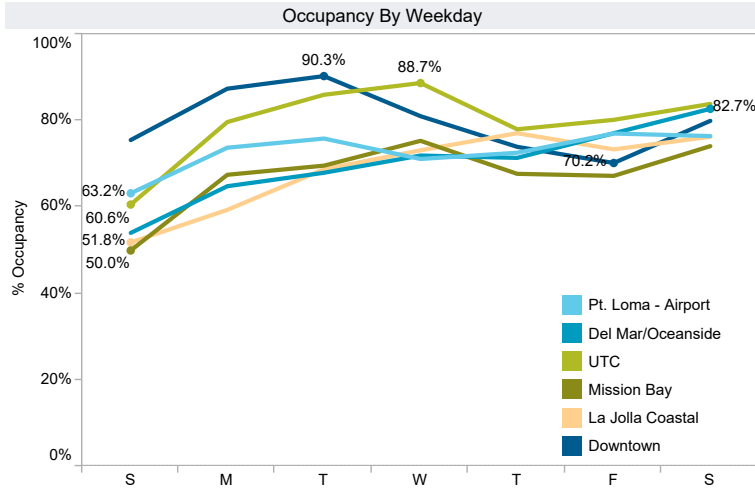
		Sun, February 26	Mon, February 27	Tue, February 28	Wed, March 01	Thu, March 02	Fri, March 03	Sat, March 04
San Diego City Properties	Rooms Sold	26,049	30,644	32,760	32,069	30,374	30,208	31,447
	% Occupancy	65.8%	77.4%	82.7%	81.0%	76.7%	76.3%	79.4%
	ADR	\$201.84	\$227.15	\$223.17	\$212.75	\$199.18	\$200.13	\$210.34
	RevPAR	\$132.73	\$175.72	\$184.56	\$172.23	\$152.73	\$152.62	\$166.98
Downtown	Rooms Sold	10,973	12,701	13,125	11,776	10,746	10,201	11,620
	% Occupancy	75.5%	87.4%	90.3%	81.0%	74.0%	70.2%	80.0%
	ADR	\$257.28	\$299.37	\$276.03	\$261.53	\$238.47	\$221.81	\$243.56
	RevPAR	\$194.29	\$261.67	\$249.32	\$211.95	\$176.35	\$155.72	\$194.77
Mission Valley	Rooms Sold	5,207	5,676	6,507	6,937	6,908	7,012	6,551
	% Occupancy	65.7%	71.6%	82.0%	87.5%	87.1%	88.4%	82.6%
	ADR	\$129.54	\$137.45	\$158.00	\$158.91	\$154.42	\$163.41	\$152.76
	RevPAR	\$85.05	\$98.37	\$129.63	\$138.99	\$134.50	\$144.47	\$126.18
Pt. Loma - Airport	Rooms Sold	2,982	3,480	3,580	3,357	3,425	3,635	3,607
	% Occupancy	63.2%	73.7%	75.9%	71.1%	72.6%	77.0%	76.4%
	ADR	\$155.62	\$175.27	\$176.69	\$163.76	\$156.23	\$174.56	\$181.44
	RevPAR	\$98.34	\$129.26	\$134.04	\$116.49	\$113.39	\$134.46	\$138.69
Mission Bay	Rooms Sold	1,582	2,137	2,204	2,386	2,144	2,129	2,347
	% Occupancy	50.0%	67.5%	69.6%	75.3%	67.7%	67.2%	74.1%
	ADR	\$205.65	\$215.86	\$214.21	\$222.72	\$221.97	\$243.61	\$252.78
	RevPAR	\$102.73	\$145.66	\$149.08	\$167.80	\$150.27	\$163.76	\$187.33
La Jolla Coastal	Rooms Sold	955	1,094	1,267	1,348	1,421	1,352	1,406
	% Occupancy	51.8%	59.4%	68.7%	73.1%	77.1%	73.4%	76.3%
	ADR	\$259.94	\$279.02	\$279.20	\$263.88	\$260.69	\$275.26	\$292.16
	RevPAR	\$134.70	\$165.62	\$191.94	\$193.00	\$201.00	\$201.93	\$222.89
UTC	Rooms Sold	2,518	3,312	3,574	3,687	3,242	3,333	3,486
	% Occupancy	60.6%	79.7%	86.0%	88.7%	78.0%	80.2%	83.9%
	ADR	\$191.93	\$202.51	\$226.51	\$221.60	\$208.17	\$208.66	\$211.27
	RevPAR	\$116.28	\$161.38	\$194.79	\$196.60	\$162.39	\$167.34	\$177.21
I-15 Corridor	Rooms Sold	915	1,294	1,468	1,473	1,332	1,378	1,248
	% Occupancy	50.4%	71.2%	80.8%	81.1%	73.3%	75.8%	68.7%
	ADR	\$152.37	\$172.28	\$182.73	\$176.07	\$175.57	\$191.74	\$186.45
	RevPAR	\$76.73	\$122.69	\$147.64	\$142.74	\$128.71	\$145.41	\$128.06
Del Mar/Oceanside	Rooms Sold	3,869	4,643	4,866	5,152	5,113	5,522	5,926
	% Occupancy	54.0%	64.8%	67.9%	71.9%	71.4%	77.1%	82.7%
	ADR	\$179.30	\$188.04	\$192.34	\$194.55	\$186.51	\$210.05	\$217.27
	RevPAR	\$96.86	\$121.91	\$130.68	\$139.95	\$133.15	\$161.95	\$179.78
South/East County	Rooms Sold	4,607	4,933	5,199	5,372	5,420	5,495	5,642
	% Occupancy	69.5%	74.4%	78.4%	81.0%	81.7%	82.9%	85.1%
	ADR	\$127.99	\$141.79	\$139.07	\$135.86	\$133.68	\$148.66	\$151.22
	RevPAR	\$88.94	\$105.50	\$109.05	\$110.08	\$109.28	\$123.21	\$128.68
Northeast/Escondido	Rooms Sold	2,932	3,323	3,572	3,646	3,738	3,829	3,960
	% Occupancy	60.9%	69.0%	74.2%	75.7%	77.6%	79.5%	82.2%
	ADR	\$141.95	\$153.28	\$154.20	\$150.35	\$149.18	\$165.89	\$169.81
	RevPAR	\$86.42	\$105.76	\$114.37	\$113.82	\$115.79	\$131.89	\$139.63



Day of Week Occupancy and ADR Patterns By Region

Week of Feb 26 - Mar 4, 2023

Weekly min & max noted





STR Latest Weekly Performance Trend Competitive Set Group and Transient

Selected Year
2023

		Total Market				Group				Transient			
		Week 6	Week 7	Week 8	Week 9	Week 6	Week 7	Week 8	Week 9	Week 6	Week 7	Week 8	Week 9
		Feb 5-11, 2023	Feb 12-18, 2023	Feb 19-25, 2023	Feb 26 - Mar 4, 2023	Feb 5-11, 2023	Feb 12-18, 2023	Feb 19-25, 2023	Feb 26 - Mar 4, 2023	Feb 5-11, 2023	Feb 12-18, 2023	Feb 19-25, 2023	Feb 26 - Mar 4, 2023
% Occupancy	San Diego	73.1%	76.1%	76.8%	75.6%	31.5%	31.1%	37.8%	34.1%	34.7%	40.2%	35.9%	37.3%
	San Francisco	56.8%	60.8%	57.2%	58.6%	12.9%	15.5%	7.9%	12.4%	37.4%	39.1%	39.7%	39.1%
	Seattle	54.7%	58.2%	60.5%	59.4%	10.4%	13.0%	18.0%	11.8%	36.7%	37.2%	34.9%	39.1%
	Phoenix	77.5%	79.4%	86.8%	84.2%	54.6%	39.3%	41.0%	43.0%	21.4%	32.9%	41.3%	37.1%
	Los Angeles	67.6%	73.8%	75.3%	72.8%	16.1%	14.5%	15.0%	15.6%	50.7%	56.1%	56.6%	53.0%
	Orange County	69.6%	68.2%	75.5%	67.5%	24.3%	18.3%	23.4%	23.6%	46.9%	48.3%	53.6%	46.8%
Occupancy YOY	San Diego	15.6%	5.2%	2.9%	5.5%	76.8%	73.8%	58.1%	28.4%	1.0%	-15.3%	-21.2%	-2.7%
	San Francisco	34.1%	11.9%	6.5%	14.9%	205.9%	38.5%	-0.1%	90.7%	32.4%	6.0%	6.4%	4.6%
	Seattle	11.1%	8.7%	8.4%	7.7%	122.8%	89.0%	101.8%	53.7%	20.8%	9.3%	-2.5%	14.8%
	Phoenix	-3.6%	1.7%	4.7%	8.6%	60.4%	43.4%	30.6%	35.1%	-44.7%	-17.8%	-4.7%	-4.0%
	Los Angeles	-2.2%	1.3%	4.9%	8.3%	-44.0%	-11.5%	35.2%	21.5%	35.4%	6.3%	-0.2%	6.1%
	Orange County	15.8%	4.8%	2.4%	1.5%	101.9%	38.7%	34.3%	24.5%	15.3%	8.1%	0.6%	5.7%
ADR	San Diego	\$196.34	\$205.10	\$202.57	\$199.92	\$279.47	\$276.54	\$277.84	\$288.60	\$276.45	\$294.92	\$289.77	\$271.58
	San Francisco	\$204.16	\$204.41	\$184.70	\$200.31	\$287.24	\$283.15	\$264.65	\$265.38	\$259.39	\$260.56	\$235.92	\$256.35
	Seattle	\$144.12	\$145.13	\$143.98	\$147.07	\$192.94	\$192.93	\$189.57	\$197.64	\$202.43	\$206.13	\$201.68	\$204.07
	Phoenix	\$387.06	\$278.20	\$231.83	\$230.54	\$622.78	\$453.30	\$319.05	\$341.03	\$670.66	\$458.11	\$390.73	\$367.86
	Los Angeles	\$193.36	\$205.73	\$194.46	\$194.71	\$278.95	\$277.67	\$259.00	\$280.20	\$292.05	\$324.85	\$296.38	\$289.22
	Orange County	\$201.24	\$201.92	\$211.57	\$193.64	\$275.33	\$276.49	\$252.89	\$254.61	\$302.27	\$307.65	\$326.44	\$292.64
ADR YOY	San Diego	23.3%	15.4%	15.5%	14.6%	16.1%	12.4%	10.7%	19.2%	20.9%	13.9%	15.1%	8.7%
	San Francisco	29.4%	16.6%	13.1%	16.7%	23.0%	14.6%	28.1%	2.8%	23.7%	15.1%	10.3%	16.5%
	Seattle	20.1%	17.0%	16.4%	17.6%	18.8%	9.8%	7.4%	13.3%	20.0%	20.6%	22.1%	20.0%
	Phoenix	86.0%	33.6%	9.8%	9.7%	85.0%	56.1%	4.4%	7.2%	80.9%	20.0%	3.8%	2.4%
	Los Angeles	-30.3%	-8.6%	5.3%	5.7%	-44.0%	-28.7%	16.1%	7.1%	-29.5%	-3.8%	7.7%	6.7%
	Orange County	17.5%	21.6%	15.6%	11.4%	7.2%	10.6%	9.7%	6.6%	5.5%	20.9%	11.0%	5.7%

Source: Smith Travel Research, Inc.

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

WEEK DAY ANALYSIS FEB 26-MAR 4, 2023

		February 26, 2023	February 27, 2023	February 28, 2023	March 1, 2023	March 2, 2023	March 3, 2023	March 4, 2023
		Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TOTAL MARKET	San Diego	63.3%	74.6%	79.3%	78.7%	76.3%	76.9%	80.2%
	Seattle	46.4%	57.6%	59.8%	63.2%	62.1%	62.4%	64.0%
	San Francisco	43.7%	57.2%	65.7%	67.1%	59.7%	56.4%	60.5%
	Los Angeles	65.1%	66.8%	69.9%	71.1%	73.8%	79.6%	83.5%
	Orange County	57.4%	59.8%	65.1%	68.3%	70.1%	75.0%	76.8%
	Phoenix	77.9%	86.9%	90.6%	90.0%	81.5%	80.9%	81.9%
GROUP (UPSCALE+ PROPERTIES)	San Diego	26.4%	41.0%	44.5%	42.3%	35.1%	25.7%	23.7%
	Seattle	5.2%	7.5%	9.2%	13.1%	16.7%	17.7%	13.4%
	San Francisco	4.3%	11.8%	16.3%	18.0%	13.6%	11.7%	11.4%
	Los Angeles	14.6%	17.6%	19.6%	17.3%	15.7%	12.1%	12.1%
	Orange County	16.3%	18.7%	25.6%	25.7%	29.2%	26.6%	23.5%
	Phoenix	39.3%	53.8%	55.2%	49.1%	39.0%	32.5%	32.0%
TRANSIENT (UPSCALE+ PROPERTIES)	San Diego	32.5%	34.0%	36.0%	33.5%	35.2%	41.1%	48.9%
	Seattle	29.3%	40.7%	40.8%	41.0%	37.9%	39.0%	44.7%
	San Francisco	29.0%	39.4%	45.1%	44.3%	38.7%	36.7%	40.7%
	Los Angeles	45.5%	46.8%	50.2%	51.6%	53.6%	59.1%	64.3%
	Orange County	40.9%	42.9%	46.1%	48.3%	46.1%	49.7%	53.5%
	Phoenix	34.8%	33.9%	34.1%	36.3%	35.7%	40.8%	44.0%