



Weekly Hotel Performance Update - Week of May 7-13, 2023

source: STR, Inc.

San Diego County Hotel Performance - Week of May 7-13, 2023

| Area | % Occupancy | ADR | RevPAR |
|---------------------------|-------------|-------|--------|
| San Diego County | 71.8% | \$199 | \$143 |
| San Diego City Properties | 73.5% | \$207 | \$152 |
| Downtown | 72.9% | \$238 | \$173 |
| Mission Bay | 67.2% | \$253 | \$170 |
| Pt. Loma - Airport | 74.4% | \$176 | \$131 |
| Mission Valley | 74.8% | \$155 | \$116 |
| La Jolla Coastal | 70.0% | \$295 | \$206 |
| UTC | 77.7% | \$209 | \$162 |
| I-15 Corridor | 75.1% | \$176 | \$133 |
| Del Mar/Oceanside | 67.3% | \$198 | \$133 |
| Northeast/Escondido | 67.4% | \$158 | \$107 |
| South/East County | 74.1% | \$146 | \$108 |

Weekly Top 25 Hotel Occupancy May 7-13, 2023

| | |
|------------------------|-------|
| New York | 83.7% |
| Boston | 77.5% |
| Washington | 77.3% |
| Oahu Island | 76.1% |
| Denver | 75.2% |
| Nashville | 74.2% |
| Los Angeles | 73.8% |
| Philadelphia | 73.2% |
| Tampa | 71.9% |
| San Diego | 71.8% |
| Orange County | 69.8% |
| Miami | 69.3% |
| Phoenix | 69.2% |
| Dallas | 68.4% |
| Atlanta | 67.6% |
| Seattle | 67.6% |
| Chicago | 66.1% |
| San Francisco | 65.7% |
| New Orleans | 64.6% |
| Norfolk/Virginia Beach | 64.6% |
| Orlando | 64.0% |
| Detroit | 63.6% |
| Minneapolis | 63.0% |
| Saint Louis | 60.4% |
| Houston | 58.8% |

Weekly Top 25 ADR May 7-13, 2023

| | |
|------------------------|-------|
| New York | \$302 |
| Oahu Island | \$256 |
| Boston | \$237 |
| Miami | \$222 |
| Washington | \$212 |
| Los Angeles | \$207 |
| Orange County | \$206 |
| San Francisco | \$203 |
| San Diego | \$199 |
| Nashville | \$197 |
| Orlando | \$196 |
| Philadelphia | \$189 |
| Tampa | \$182 |
| New Orleans | \$176 |
| Seattle | \$176 |
| Chicago | \$170 |
| Phoenix | \$161 |
| Denver | \$157 |
| Minneapolis | \$133 |
| Dallas | \$131 |
| Atlanta | \$130 |
| Detroit | \$129 |
| Saint Louis | \$126 |
| Norfolk/Virginia Beach | \$126 |
| Houston | \$111 |

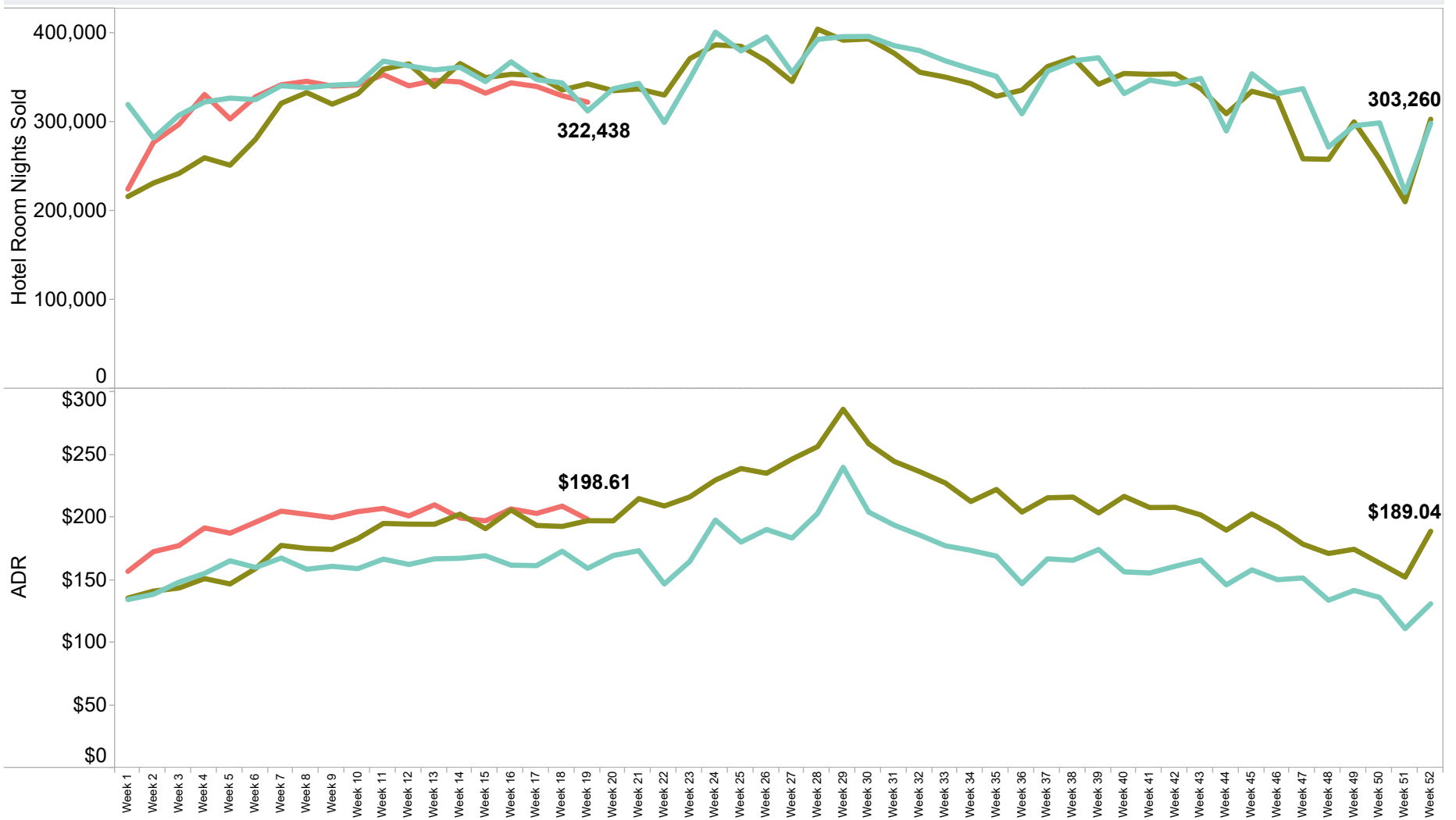
Weekly Top 25 RevPAR May 7-13, 2023

| | |
|------------------------|-------|
| New York | \$253 |
| Oahu Island | \$195 |
| Boston | \$184 |
| Washington | \$164 |
| Miami | \$154 |
| Los Angeles | \$153 |
| Nashville | \$147 |
| Orange County | \$144 |
| San Diego | \$143 |
| Philadelphia | \$139 |
| San Francisco | \$133 |
| Tampa | \$131 |
| Orlando | \$126 |
| Seattle | \$119 |
| Denver | \$118 |
| New Orleans | \$114 |
| Chicago | \$112 |
| Phoenix | \$111 |
| Dallas | \$89 |
| Atlanta | \$88 |
| Minneapolis | \$83 |
| Detroit | \$82 |
| Norfolk/Virginia Beach | \$81 |
| Saint Louis | \$76 |
| Houston | \$65 |



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.

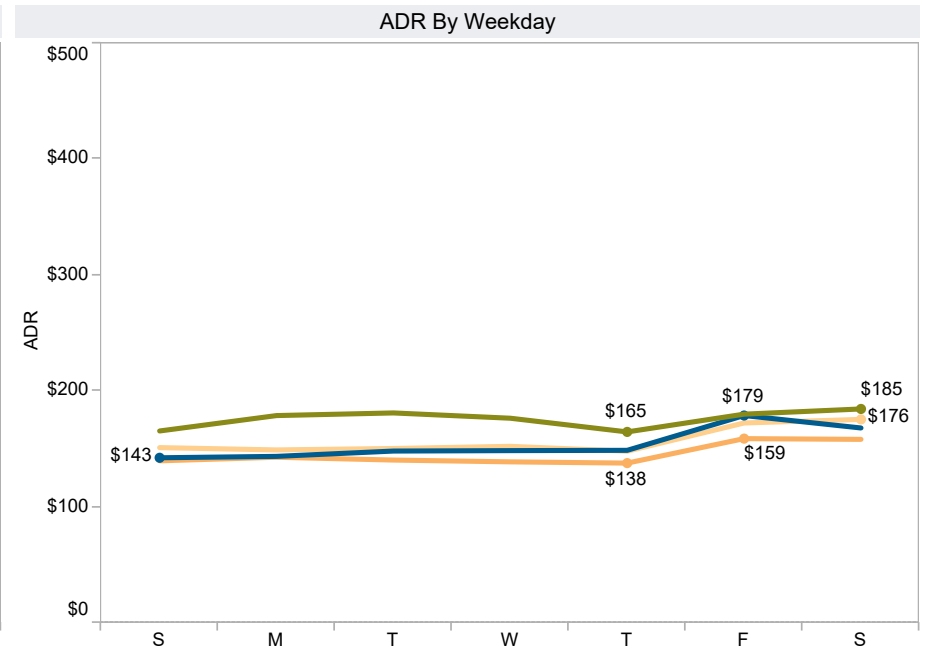
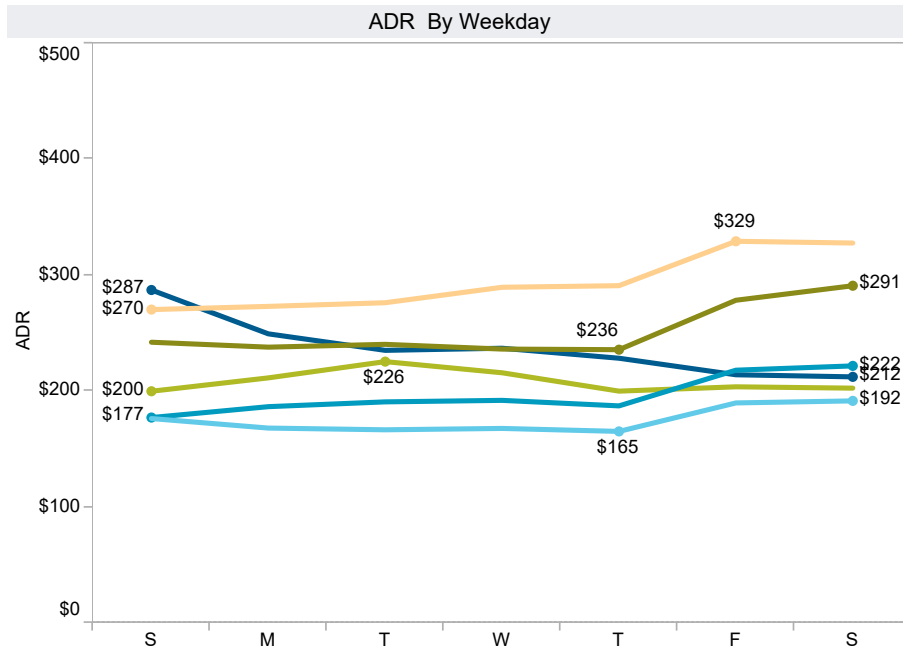
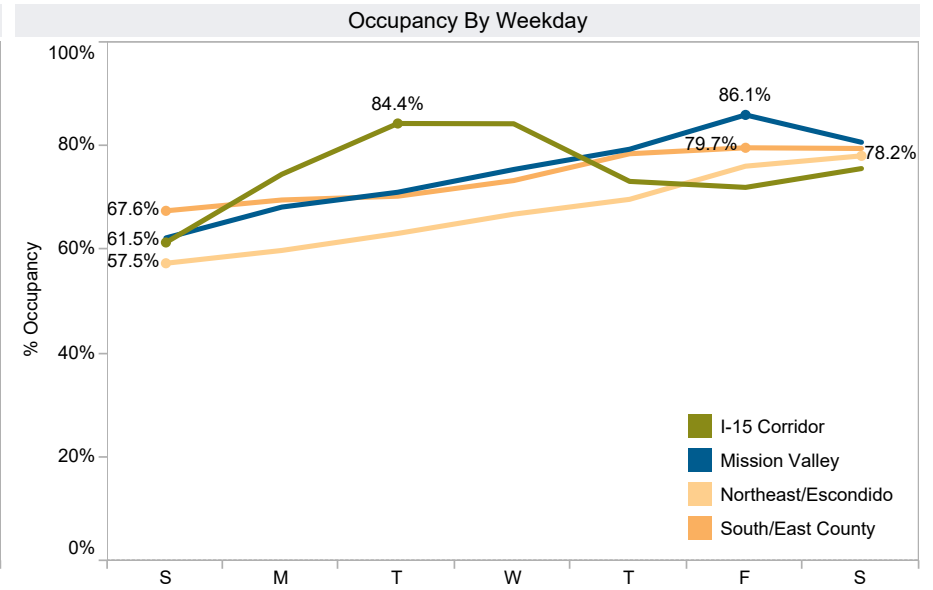
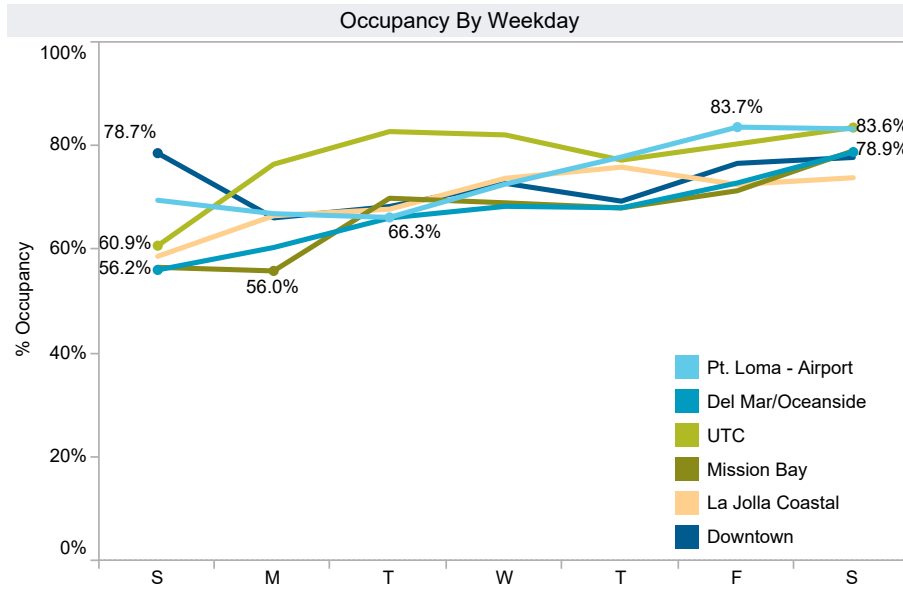
| | | Sun, May 07 | Mon, May 08 | Tue, May 09 | Wed, May 10 | Thu, May 11 | Fri, May 12 | Sat, May 13 |
|---------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| San Diego City Properties | Rooms Sold | 27,177 | 26,763 | 28,149 | 29,556 | 29,275 | 31,299 | 31,467 |
| | % Occupancy | 68.7% | 67.6% | 71.1% | 74.7% | 74.0% | 79.1% | 79.5% |
| | ADR | \$224.32 | \$205.69 | \$203.87 | \$203.37 | \$196.19 | \$207.53 | \$206.89 |
| | RevPAR | \$154.02 | \$139.07 | \$144.98 | \$151.85 | \$145.10 | \$164.10 | \$164.47 |
| Downtown | Rooms Sold | 11,436 | 9,621 | 9,941 | 10,590 | 10,090 | 11,150 | 11,316 |
| | % Occupancy | 78.7% | 66.2% | 68.4% | 72.9% | 69.4% | 76.7% | 77.9% |
| | ADR | \$287.32 | \$249.47 | \$235.22 | \$237.06 | \$228.42 | \$214.14 | \$212.36 |
| | RevPAR | \$226.12 | \$165.17 | \$160.92 | \$172.76 | \$158.61 | \$164.32 | \$165.37 |
| Mission Valley | Rooms Sold | 4,945 | 5,417 | 5,644 | 5,992 | 6,302 | 6,827 | 6,408 |
| | % Occupancy | 62.4% | 68.3% | 71.2% | 75.6% | 79.5% | 86.1% | 80.8% |
| | ADR | \$142.53 | \$143.73 | \$148.32 | \$148.69 | \$148.95 | \$178.98 | \$168.24 |
| | RevPAR | \$88.87 | \$98.17 | \$105.55 | \$112.34 | \$118.36 | \$154.07 | \$135.93 |
| Pt. Loma - Airport | Rooms Sold | 3,285 | 3,163 | 3,129 | 3,433 | 3,679 | 3,951 | 3,935 |
| | % Occupancy | 69.6% | 67.0% | 66.3% | 72.7% | 78.0% | 83.7% | 83.4% |
| | ADR | \$176.36 | \$168.15 | \$166.67 | \$167.85 | \$165.27 | \$189.85 | \$191.62 |
| | RevPAR | \$122.77 | \$112.71 | \$110.51 | \$122.11 | \$128.85 | \$158.95 | \$159.78 |
| Mission Bay | Rooms Sold | 1,795 | 1,773 | 2,217 | 2,189 | 2,158 | 2,263 | 2,507 |
| | % Occupancy | 56.7% | 56.0% | 70.0% | 69.1% | 68.1% | 71.5% | 79.2% |
| | ADR | \$242.24 | \$237.99 | \$240.41 | \$236.33 | \$235.80 | \$278.46 | \$290.99 |
| | RevPAR | \$137.30 | \$133.23 | \$168.29 | \$163.35 | \$160.67 | \$198.97 | \$230.35 |
| La Jolla Coastal | Rooms Sold | 1,066 | 1,208 | 1,231 | 1,339 | 1,378 | 1,317 | 1,341 |
| | % Occupancy | 58.8% | 66.6% | 67.9% | 73.9% | 76.0% | 72.6% | 74.0% |
| | ADR | \$270.41 | \$273.17 | \$276.32 | \$289.66 | \$291.04 | \$329.35 | \$327.84 |
| | RevPAR | \$158.99 | \$182.01 | \$187.62 | \$213.93 | \$221.21 | \$239.25 | \$242.49 |
| UTC | Rooms Sold | 2,529 | 3,182 | 3,444 | 3,417 | 3,215 | 3,345 | 3,476 |
| | % Occupancy | 60.9% | 76.6% | 82.9% | 82.2% | 77.4% | 80.5% | 83.6% |
| | ADR | \$199.93 | \$211.47 | \$225.51 | \$215.88 | \$200.03 | \$203.76 | \$202.61 |
| | RevPAR | \$121.66 | \$161.91 | \$186.87 | \$177.49 | \$154.74 | \$164.00 | \$169.46 |
| I-15 Corridor | Rooms Sold | 1,117 | 1,356 | 1,534 | 1,533 | 1,331 | 1,310 | 1,376 |
| | % Occupancy | 61.5% | 74.6% | 84.4% | 84.4% | 73.3% | 72.1% | 75.7% |
| | ADR | \$165.65 | \$178.94 | \$181.22 | \$176.65 | \$164.84 | \$180.17 | \$184.65 |
| | RevPAR | \$101.83 | \$133.54 | \$152.99 | \$149.04 | \$120.75 | \$129.89 | \$139.84 |
| Del Mar/Oceanside | Rooms Sold | 4,025 | 4,335 | 4,743 | 4,904 | 4,884 | 5,227 | 5,654 |
| | % Occupancy | 56.2% | 60.5% | 66.2% | 68.4% | 68.2% | 73.0% | 78.9% |
| | ADR | \$177.24 | \$186.63 | \$190.77 | \$192.07 | \$187.30 | \$218.10 | \$221.81 |
| | RevPAR | \$99.57 | \$112.92 | \$126.28 | \$131.46 | \$127.68 | \$159.11 | \$175.04 |
| South/East County | Rooms Sold | 4,456 | 4,594 | 4,642 | 4,841 | 5,182 | 5,258 | 5,249 |
| | % Occupancy | 67.6% | 69.7% | 70.4% | 73.4% | 78.6% | 79.7% | 79.6% |
| | ADR | \$139.89 | \$142.99 | \$140.55 | \$139.00 | \$137.93 | \$159.04 | \$158.41 |
| | RevPAR | \$94.54 | \$99.62 | \$98.95 | \$102.05 | \$108.39 | \$126.82 | \$126.10 |
| Northeast/Escondido | Rooms Sold | 2,768 | 2,887 | 3,045 | 3,224 | 3,362 | 3,670 | 3,766 |
| | % Occupancy | 57.5% | 59.9% | 63.2% | 66.9% | 69.8% | 76.2% | 78.2% |
| | ADR | \$151.30 | \$149.29 | \$150.53 | \$152.40 | \$148.18 | \$172.56 | \$175.64 |
| | RevPAR | \$86.94 | \$89.48 | \$95.15 | \$102.00 | \$103.42 | \$131.47 | \$137.31 |



Day of Week Occupancy and ADR Patterns By Region

Week of May 7-13, 2023

Weekly min & max noted





STR Latest Weekly Performance Trend Competitive Set Group and Transient

Selected Year
2023

| | | Total Market | | | | Group | | | | Transient | | | |
|---------------|---------------|-----------------|-----------------|----------------------|----------------|-----------------|-----------------|----------------------|----------------|-----------------|-----------------|----------------------|----------------|
| | | Week 16 | Week 17 | Week 18 | Week 19 | Week 16 | Week 17 | Week 18 | Week 19 | Week 16 | Week 17 | Week 18 | Week 19 |
| | | Apr 16-22, 2023 | Apr 23-29, 2023 | Apr 30 - May 6, 2023 | May 7-13, 2023 | Apr 16-22, 2023 | Apr 23-29, 2023 | Apr 30 - May 6, 2023 | May 7-13, 2023 | Apr 16-22, 2023 | Apr 23-29, 2023 | Apr 30 - May 6, 2023 | May 7-13, 2023 |
| % Occupancy | San Diego | 76.7% | 75.8% | 73.4% | 71.8% | 32.0% | 34.2% | 33.7% | 27.1% | 41.8% | 40.2% | 36.2% | 40.9% |
| | San Francisco | 66.5% | 81.1% | 67.9% | 65.7% | 15.3% | 31.0% | 17.7% | 13.2% | 44.7% | 44.0% | 45.4% | 45.0% |
| | Seattle | 70.4% | 64.5% | 64.2% | 67.6% | 20.8% | 15.7% | 17.4% | 18.7% | 45.4% | 42.0% | 40.7% | 44.8% |
| | Phoenix | 74.1% | 75.8% | 72.1% | 69.2% | 35.2% | 38.0% | 36.1% | 29.3% | 35.4% | 36.6% | 36.2% | 37.3% |
| | Los Angeles | 73.3% | 73.2% | 74.0% | 73.8% | 15.8% | 14.7% | 18.8% | 14.0% | 57.0% | 57.6% | 54.8% | 58.8% |
| | Orange County | 72.0% | 74.2% | 75.2% | 69.8% | 21.0% | 28.8% | 29.4% | 26.4% | 53.0% | 49.7% | 47.3% | 46.0% |
| Occupancy YOY | San Diego | -2.2% | -3.1% | -1.4% | -5.5% | 19.0% | -8.3% | 1.2% | -20.4% | -11.9% | 4.0% | -5.5% | 5.3% |
| | San Francisco | -1.5% | 7.1% | -1.2% | -7.9% | -2.3% | 19.7% | 18.0% | -20.2% | -4.0% | -5.6% | -4.6% | -5.6% |
| | Seattle | 7.9% | -9.8% | -4.5% | -4.6% | 113.4% | -14.8% | 18.1% | 31.9% | -1.7% | -14.6% | -14.2% | -11.4% |
| | Phoenix | -0.6% | -0.2% | 2.8% | -6.3% | 15.6% | -13.3% | 6.6% | -7.6% | -13.0% | 14.1% | 12.3% | 9.2% |
| | Los Angeles | -2.7% | -1.6% | 2.0% | -4.8% | 15.7% | -9.3% | 35.9% | -12.8% | -5.0% | 1.8% | -4.2% | 0.5% |
| | Orange County | -0.6% | 2.9% | 5.9% | -0.8% | 11.3% | 16.2% | 34.7% | 32.9% | 5.4% | 6.0% | -2.6% | -3.7% |
| ADR | San Diego | \$206.91 | \$203.31 | \$209.12 | \$198.61 | \$294.47 | \$283.40 | \$294.87 | \$283.99 | \$281.62 | \$278.41 | \$289.85 | \$267.00 |
| | San Francisco | \$206.51 | \$303.25 | \$207.90 | \$203.01 | \$290.64 | \$396.93 | \$297.94 | \$297.96 | \$256.32 | \$407.17 | \$251.56 | \$247.92 |
| | Seattle | \$165.70 | \$154.89 | \$168.13 | \$175.58 | \$226.51 | \$216.67 | \$243.57 | \$246.84 | \$227.29 | \$211.85 | \$232.22 | \$246.92 |
| | Phoenix | \$183.27 | \$180.25 | \$170.50 | \$160.79 | \$309.41 | \$295.22 | \$281.58 | \$265.82 | \$313.61 | \$303.83 | \$280.58 | \$259.27 |
| | Los Angeles | \$200.10 | \$201.43 | \$215.88 | \$206.73 | \$265.37 | \$288.89 | \$331.20 | \$325.76 | \$302.49 | \$302.18 | \$329.55 | \$305.79 |
| | Orange County | \$201.86 | \$203.30 | \$210.83 | \$206.34 | \$269.02 | \$265.65 | \$301.64 | \$292.82 | \$306.64 | \$306.84 | \$307.15 | \$314.74 |
| ADR YOY | San Diego | 0.4% | 5.0% | 8.4% | 0.6% | 15.6% | 18.0% | 17.7% | 6.7% | -9.9% | -1.3% | 4.6% | -3.6% |
| | San Francisco | 5.9% | 38.0% | 0.2% | -8.4% | 16.7% | 51.3% | 7.5% | 3.7% | 4.0% | 41.4% | -4.1% | -12.9% |
| | Seattle | 18.0% | 1.1% | 8.2% | 9.8% | 30.2% | 4.9% | 20.5% | 21.9% | 19.4% | 2.6% | 10.4% | 14.5% |
| | Phoenix | -0.3% | 0.5% | 6.0% | 1.1% | 12.7% | 3.8% | 8.3% | 7.1% | -9.2% | -6.2% | -3.6% | -8.7% |
| | Los Angeles | 0.1% | 0.3% | 5.6% | -2.7% | 6.6% | 10.2% | 13.4% | 23.5% | 1.8% | 1.3% | 8.1% | -3.4% |
| | Orange County | 11.5% | 6.2% | 10.3% | 8.5% | 22.5% | 5.1% | 16.6% | 10.0% | 11.4% | -1.6% | 0.1% | 4.4% |

Source: Smith Travel Research, Inc.

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

WESTERN COMPETITIVE DAILY ANALYSIS OCCUPANCY MAY 7-13, 2023

| | | May 7, 2023 | May 8, 2023 | May 9, 2023 | May 10, 2023 | May 11, 2023 | May 12, 2023 | May 13, 2023 |
|--|---------------|-------------|-------------|-------------|--------------|--------------|--------------|--------------|
| | | Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
| TOTAL MARKET | San Diego | 65.0% | 66.4% | 69.9% | 72.1% | 72.7% | 77.5% | 79.0% |
| | Los Angeles | 63.2% | 66.8% | 71.7% | 75.4% | 77.6% | 81.2% | 80.7% |
| | Orange County | 59.9% | 70.6% | 74.4% | 72.3% | 69.5% | 71.1% | 71.1% |
| | San Francisco | 54.0% | 65.0% | 72.5% | 74.6% | 66.3% | 62.3% | 64.9% |
| | Phoenix | 63.0% | 73.7% | 77.5% | 76.3% | 67.0% | 64.1% | 62.6% |
| | Seattle | 56.5% | 69.5% | 76.7% | 75.0% | 65.3% | 63.4% | 66.5% |
| GROUP (UPSCALE+ PROPERTIES) | San Diego | 31.8% | 31.9% | 36.1% | 35.5% | 29.4% | 14.3% | 10.7% |
| | Los Angeles | 13.2% | 17.4% | 18.4% | 18.0% | 14.0% | 10.0% | 7.2% |
| | Orange County | 19.9% | 33.7% | 39.7% | 37.3% | 28.3% | 17.8% | 8.1% |
| | San Francisco | 9.1% | 15.4% | 18.0% | 18.5% | 15.6% | 8.8% | 7.1% |
| | Phoenix | 27.5% | 40.4% | 42.7% | 42.1% | 28.2% | 16.0% | 8.5% |
| | Seattle | 17.0% | 24.4% | 30.1% | 24.4% | 15.9% | 10.1% | 9.4% |
| TRANSIENT (UPSCALE+ PROPERTIES) | San Diego | 32.4% | 30.8% | 32.3% | 34.7% | 37.1% | 55.9% | 63.4% |
| | Los Angeles | 47.6% | 51.2% | 55.7% | 58.7% | 63.3% | 67.9% | 67.0% |
| | Orange County | 40.4% | 40.0% | 40.5% | 38.9% | 43.2% | 55.2% | 64.0% |
| | San Francisco | 36.5% | 43.4% | 49.3% | 51.1% | 43.8% | 43.9% | 47.3% |
| | Phoenix | 32.9% | 34.5% | 35.9% | 34.7% | 34.1% | 41.9% | 46.9% |
| | Seattle | 33.2% | 43.8% | 49.8% | 49.2% | 42.5% | 45.6% | 49.7% |