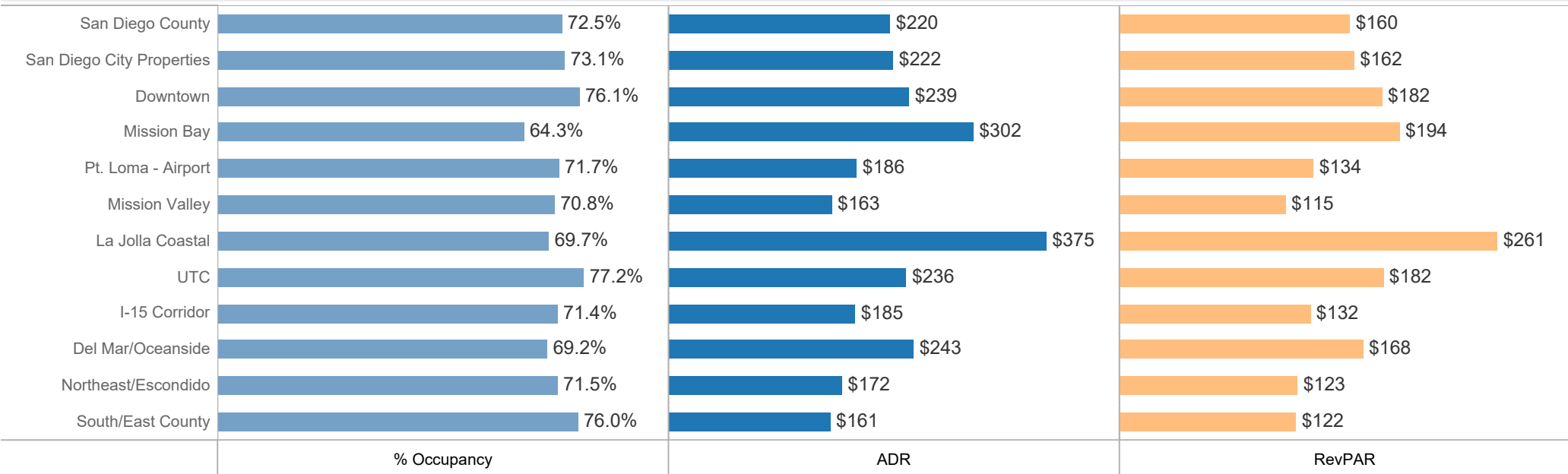




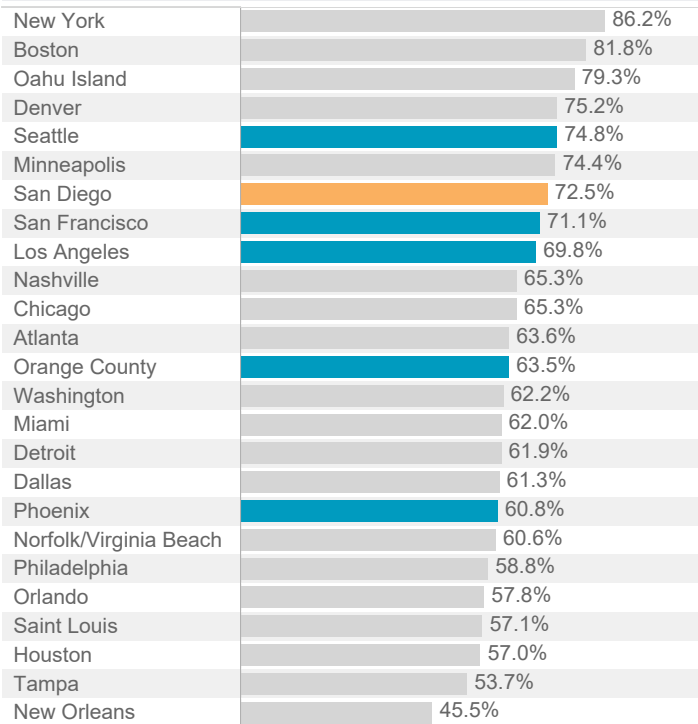
Weekly Hotel Performance Update - Week of Aug 27-Sep 2, 2023

source: STR, Inc.

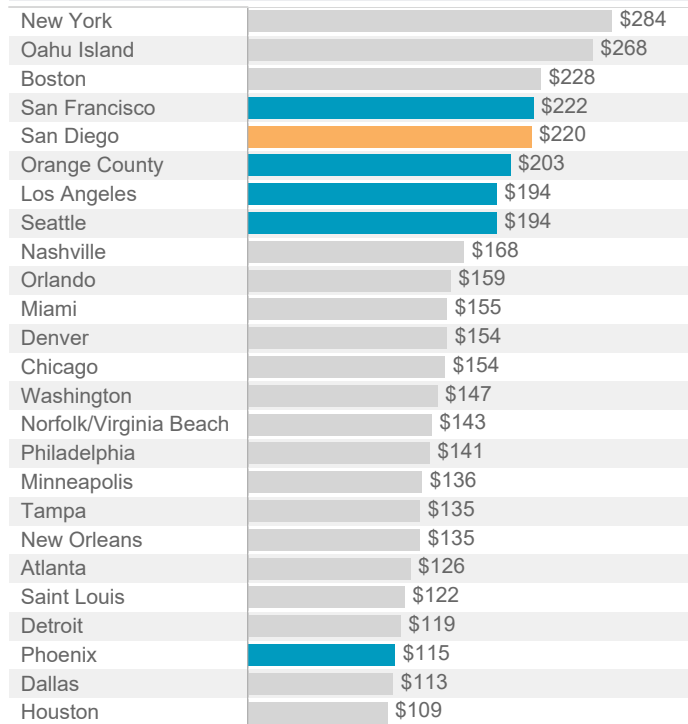
San Diego County Hotel Performance - Week of Aug 27 - Sep 2, 2023



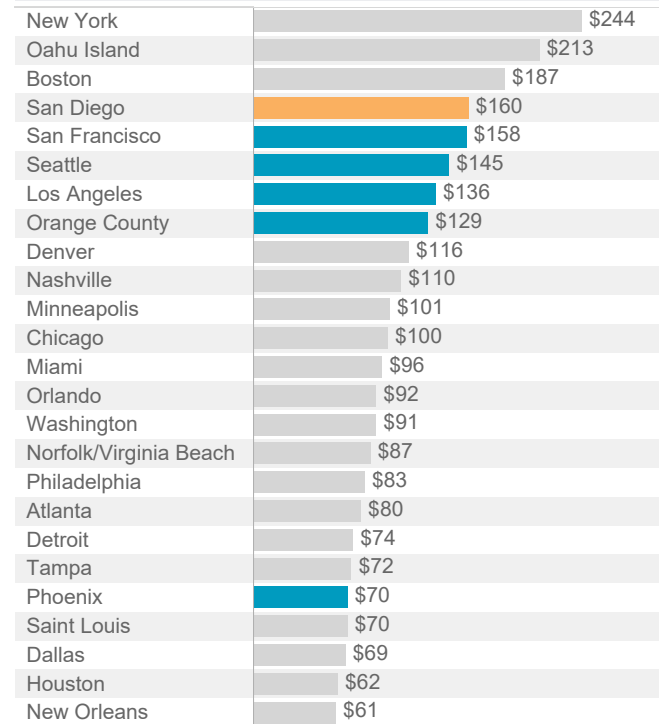
Weekly Top 25 Hotel Occupancy
Aug 27 - Sep 2, 2023



Weekly Top 25 ADR
Aug 27 - Sep 2, 2023



Weekly Top 25 RevPAR
Aug 27 - Sep 2, 2023

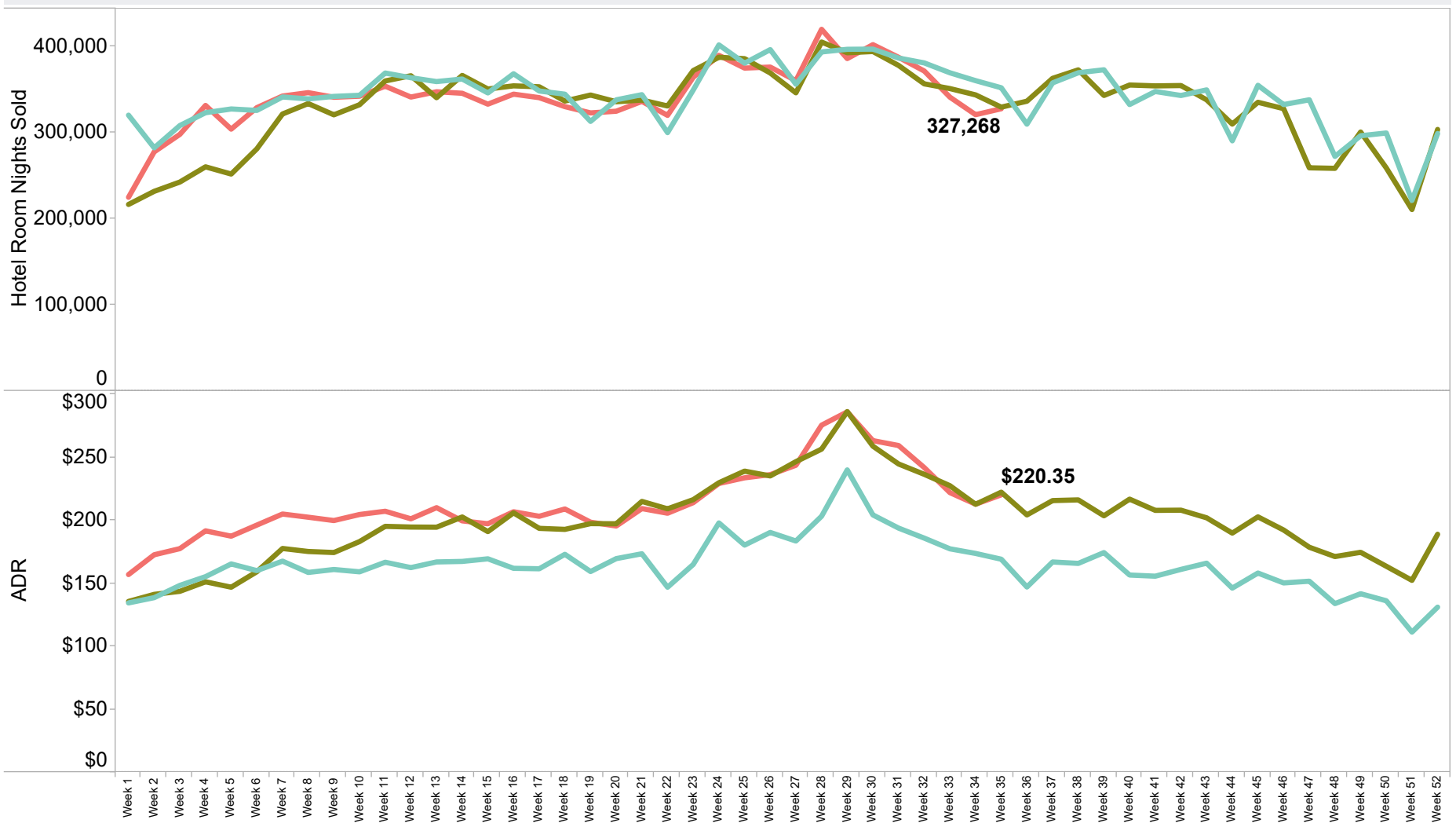




San Diego County Weekly Demand & Average Rate Trend

Calendar Year 2019 Benchmark
Source: STR, Inc

Year
2019
2022
2023





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

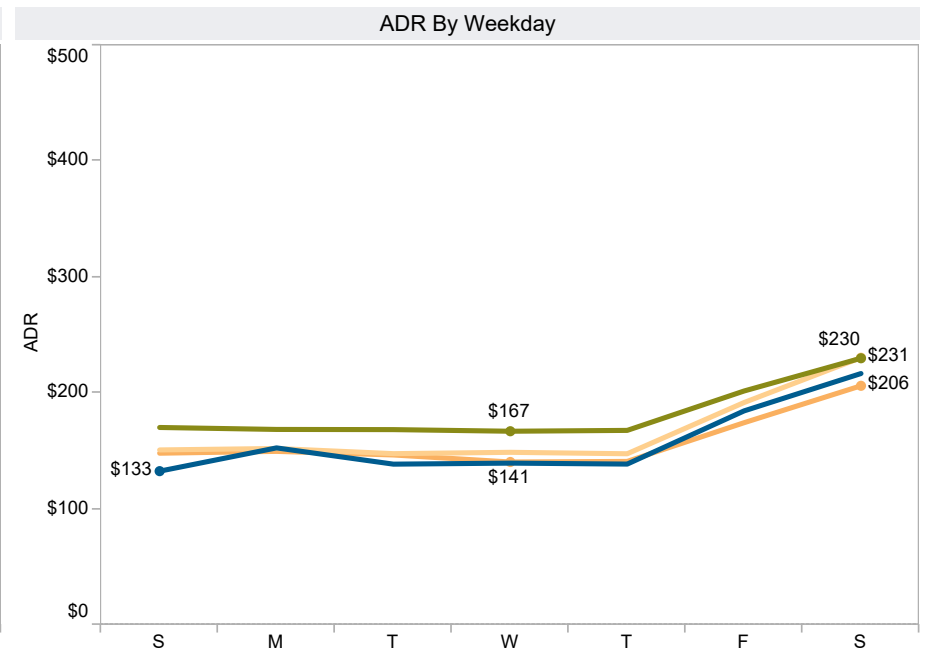
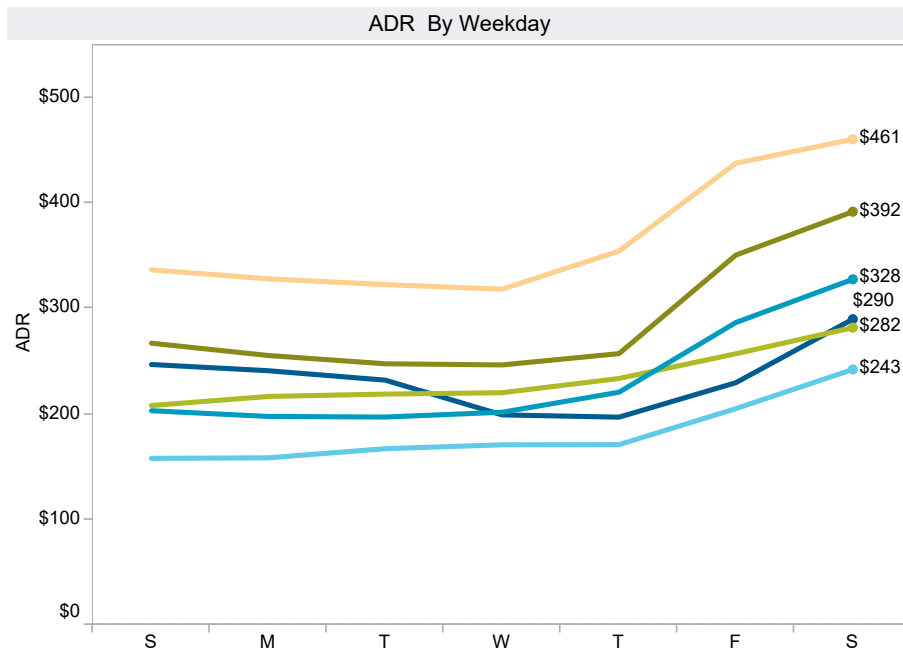
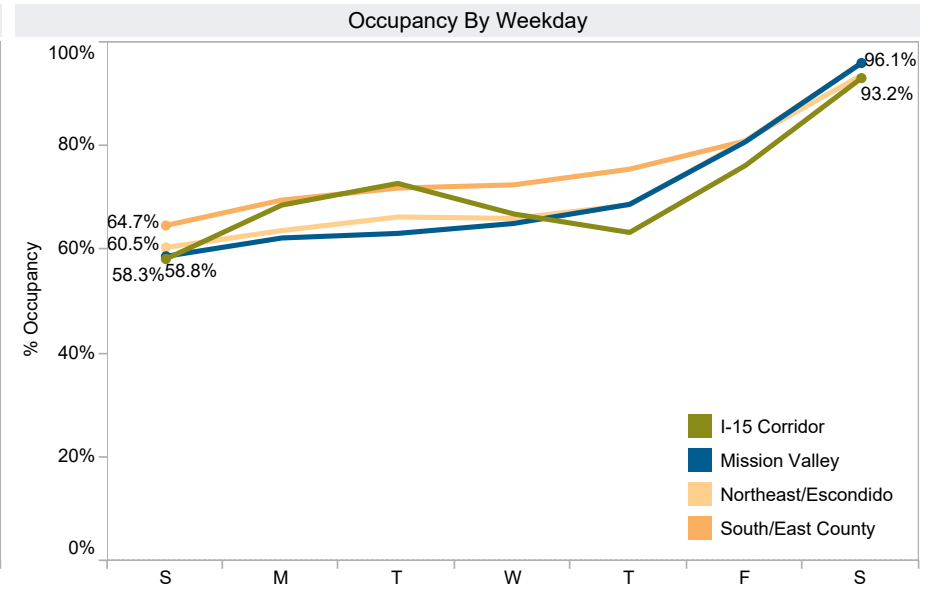
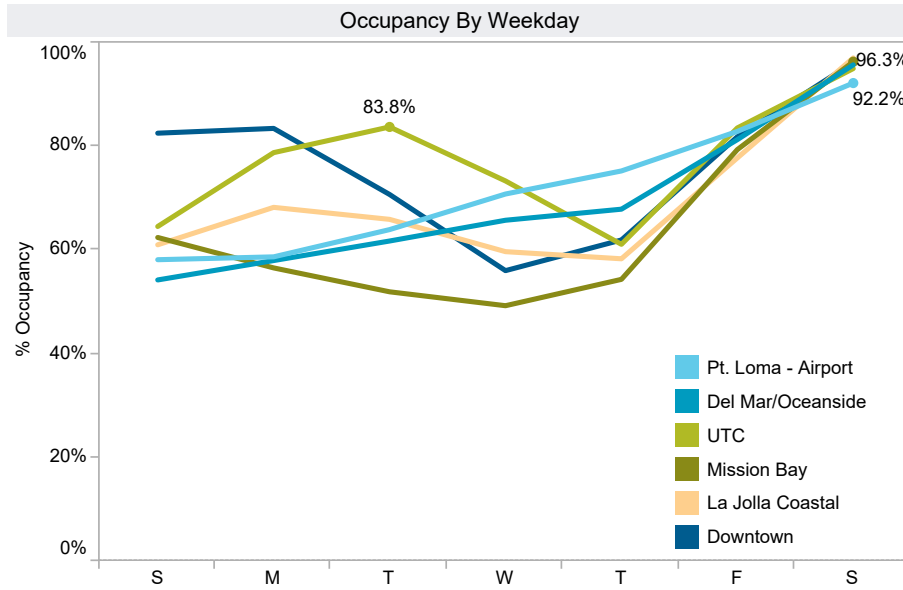
TOURISM AUTHORITY

		Sun, August 27	Mon, August 28	Tue, August 29	Wed, August 30	Thu, August 31	Fri, September 01	Sat, September 02
San Diego City Properties	Rooms Sold	27,351	28,583	27,165	24,745	25,665	32,353	38,035
	% Occupancy	68.7%	71.8%	68.2%	62.1%	64.4%	81.2%	95.5%
	ADR	\$213.10	\$213.01	\$203.98	\$188.97	\$190.95	\$235.85	\$278.92
	RevPAR	\$146.31	\$152.84	\$139.10	\$117.39	\$123.02	\$191.55	\$266.32
Downtown	Rooms Sold	12,186	12,322	10,441	8,272	9,145	12,083	14,200
	% Occupancy	82.6%	83.5%	70.7%	56.0%	62.0%	81.9%	96.2%
	ADR	\$247.20	\$241.31	\$232.37	\$199.38	\$197.23	\$229.96	\$290.24
	RevPAR	\$204.08	\$201.43	\$164.36	\$111.73	\$122.19	\$188.24	\$279.21
Mission Valley	Rooms Sold	4,664	4,944	5,014	5,166	5,459	6,417	7,621
	% Occupancy	58.8%	62.3%	63.2%	65.1%	68.8%	80.9%	96.1%
	ADR	\$132.71	\$152.77	\$138.75	\$139.63	\$138.81	\$184.71	\$216.94
	RevPAR	\$78.04	\$95.24	\$87.72	\$90.95	\$95.54	\$149.45	\$208.47
Pt. Loma - Airport	Rooms Sold	2,744	2,770	3,018	3,342	3,552	3,912	4,352
	% Occupancy	58.1%	58.7%	64.0%	70.8%	75.3%	82.9%	92.2%
	ADR	\$158.12	\$158.63	\$167.28	\$171.00	\$171.17	\$205.32	\$242.50
	RevPAR	\$91.94	\$93.11	\$106.98	\$121.10	\$128.84	\$170.21	\$223.64
Mission Bay	Rooms Sold	1,978	1,792	1,646	1,561	1,722	2,515	3,052
	% Occupancy	62.4%	56.6%	52.0%	49.3%	54.4%	79.4%	96.3%
	ADR	\$267.45	\$255.75	\$247.90	\$246.81	\$257.53	\$351.13	\$392.26
	RevPAR	\$166.99	\$144.67	\$128.80	\$121.62	\$139.98	\$278.75	\$377.90
La Jolla Coastal	Rooms Sold	1,107	1,238	1,196	1,083	1,058	1,411	1,761
	% Occupancy	61.0%	68.2%	65.9%	59.7%	58.3%	77.8%	97.1%
	ADR	\$337.06	\$328.54	\$323.06	\$318.72	\$354.87	\$438.31	\$460.96
	RevPAR	\$205.69	\$224.22	\$213.00	\$190.28	\$206.98	\$340.93	\$447.49
UTC	Rooms Sold	2,683	3,275	3,481	3,048	2,540	3,473	3,949
	% Occupancy	64.6%	78.8%	83.8%	73.3%	61.1%	83.6%	95.0%
	ADR	\$208.26	\$216.90	\$219.12	\$220.44	\$233.94	\$257.43	\$282.21
	RevPAR	\$134.45	\$170.92	\$183.53	\$161.67	\$142.98	\$215.13	\$268.16
I-15 Corridor	Rooms Sold	1,059	1,248	1,324	1,217	1,152	1,387	1,693
	% Occupancy	58.3%	68.7%	72.9%	67.0%	63.4%	76.3%	93.2%
	ADR	\$170.40	\$168.71	\$168.55	\$167.15	\$167.88	\$201.88	\$230.14
	RevPAR	\$99.31	\$115.88	\$122.82	\$111.96	\$106.44	\$154.10	\$214.44
Del Mar/Oceanside	Rooms Sold	3,886	4,154	4,424	4,711	4,864	5,825	6,859
	% Occupancy	54.2%	58.0%	61.8%	65.8%	67.9%	81.3%	95.7%
	ADR	\$203.34	\$197.91	\$197.33	\$201.90	\$220.91	\$287.08	\$328.09
	RevPAR	\$110.30	\$114.75	\$121.86	\$132.77	\$149.99	\$233.42	\$314.12
South/East County	Rooms Sold	4,256	4,578	4,730	4,771	4,970	5,328	6,315
	% Occupancy	64.7%	69.6%	72.0%	72.6%	75.6%	81.1%	96.1%
	ADR	\$148.19	\$149.77	\$146.67	\$140.60	\$141.11	\$174.51	\$206.36
	RevPAR	\$95.95	\$104.32	\$105.54	\$102.06	\$106.70	\$141.46	\$198.26
Northeast/Escondido	Rooms Sold	2,938	3,096	3,223	3,210	3,336	3,941	4,550
	% Occupancy	60.5%	63.8%	66.4%	66.1%	68.7%	81.2%	93.7%
	ADR	\$151.01	\$152.26	\$147.80	\$148.96	\$147.71	\$191.93	\$230.65
	RevPAR	\$91.38	\$97.09	\$98.11	\$98.49	\$101.50	\$155.80	\$216.16



Day of Week Occupancy and ADR Patterns By Region

Week of Aug 27-Sep 2, 2023
Weekly min & max noted





STR Latest Weekly Performance Trend Competitive Set Group and Transient

Selected Year
2023

		Total Market				Group				Transient			
		Week 32	Week 33	Week 34	Week 35	Week 32	Week 33	Week 34	Week 35	Week 32	Week 33	Week 34	Week 35
		Aug 6-12, 2023	Aug 13-19, 2023	Aug 20-26, 2023	Aug 27 - Sep 2, 2023	Aug 6-12, 2023	Aug 13-19, 2023	Aug 20-26, 2023	Aug 27 - Sep 2, 2023	Aug 6-12, 2023	Aug 13-19, 2023	Aug 20-26, 2023	Aug 27 - Sep 2, 2023
% Occupancy	San Diego	82.4%	75.6%	71.1%	72.5%	24.7%	15.8%	21.8%	20.4%	54.4%	55.5%	44.8%	48.3%
	San Francisco	73.9%	76.9%	70.8%	71.1%	10.2%	12.7%	13.5%	14.5%	55.9%	57.8%	50.4%	51.3%
	Seattle	82.5%	77.2%	79.7%	74.8%	16.9%	17.7%	16.6%	16.9%	61.4%	55.3%	60.5%	55.1%
	Phoenix	61.6%	58.8%	59.2%	60.8%	21.0%	16.3%	19.9%	9.6%	33.0%	32.8%	32.0%	37.2%
	Los Angeles	82.6%	76.9%	74.0%	69.8%	14.9%	11.3%	11.4%	11.5%	66.2%	64.9%	60.3%	54.3%
	Orange County	77.0%	69.1%	68.3%	63.5%	16.4%	13.4%	11.0%	10.0%	65.2%	58.6%	58.9%	52.9%
Occupancy YOY	San Diego	4.2%	-2.9%	-6.8%	-0.8%	4.7%	-25.4%	-4.6%	-12.3%	2.2%	4.3%	-10.7%	2.9%
	San Francisco	1.6%	8.9%	4.0%	3.9%	-7.0%	23.9%	8.6%	-6.9%	3.2%	10.1%	6.4%	8.2%
	Seattle	-0.9%	-1.0%	2.8%	1.0%	-23.3%	17.4%	25.2%	22.2%	7.4%	-0.9%	1.9%	0.6%
	Phoenix	0.3%	-3.0%	-0.1%	-1.3%	4.2%	8.6%	32.4%	-27.5%	-0.8%	-3.1%	-2.3%	1.8%
	Los Angeles	13.5%	1.7%	-0.2%	1.2%	49.3%	35.7%	6.2%	12.1%	13.9%	1.7%	0.1%	2.6%
	Orange County	3.8%	-2.9%	-0.6%	-4.2%	-24.2%	-20.8%	-17.0%	-24.6%	19.8%	6.5%	7.8%	2.2%
ADR	San Diego	\$242.00	\$222.11	\$212.93	\$220.35	\$303.49	\$299.20	\$280.83	\$269.44	\$353.05	\$312.45	\$302.35	\$319.25
	San Francisco	\$211.49	\$216.41	\$197.17	\$222.21	\$277.99	\$276.66	\$241.92	\$293.57	\$256.58	\$263.23	\$239.92	\$278.39
	Seattle	\$208.59	\$200.94	\$204.01	\$193.90	\$255.60	\$250.56	\$253.36	\$237.49	\$282.42	\$273.28	\$277.84	\$265.86
	Phoenix	\$116.83	\$111.79	\$111.44	\$115.21	\$172.86	\$144.62	\$135.73	\$150.95	\$183.44	\$180.37	\$178.10	\$184.39
	Los Angeles	\$222.98	\$210.04	\$201.87	\$194.30	\$261.97	\$290.22	\$278.18	\$242.53	\$345.48	\$312.56	\$299.69	\$290.69
	Orange County	\$223.83	\$209.67	\$205.29	\$203.45	\$262.91	\$277.24	\$302.31	\$282.50	\$354.21	\$325.02	\$312.61	\$316.95
ADR YOY	San Diego	2.3%	-2.4%	0.0%	-1.0%	8.4%	0.0%	11.6%	7.7%	-1.1%	-5.1%	-2.6%	-3.8%
	San Francisco	-0.7%	1.6%	-6.4%	0.2%	13.9%	8.5%	-5.8%	1.9%	-0.7%	0.7%	-7.0%	3.1%
	Seattle	-2.4%	-0.6%	2.5%	-0.3%	7.0%	9.7%	15.2%	2.0%	-2.9%	0.8%	6.1%	1.8%
	Phoenix	3.7%	0.8%	0.6%	-0.2%	20.4%	10.9%	0.2%	6.6%	1.6%	1.0%	-0.9%	-2.0%
	Los Angeles	5.8%	-2.0%	-2.8%	-0.9%	-6.6%	8.8%	11.9%	3.1%	9.7%	-1.6%	-2.1%	0.4%
	Orange County	1.4%	0.3%	1.2%	0.3%	0.4%	2.8%	-0.3%	7.2%	-2.1%	-3.3%	-2.3%	-2.9%

Source: Smith Travel Research, Inc.

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

WESTERN COMPETITIVE DAILY ANALYSIS OCCUPANCY AUG 27-SEP 2, 2023

	August 27, 2023	August 28, 2023	August 29, 2023	August 30, 2023	August 31, 2023	September 1, 2023	September 2, 2023	
	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	
TOTAL MARKET	San Diego	65.1%	69.1%	67.5%	63.8%	65.8%	81.0%	95.4%
	Los Angeles	63.5%	63.1%	65.2%	64.9%	65.9%	78.4%	87.6%
	Orange County	53.4%	56.2%	57.1%	55.3%	56.0%	76.1%	90.6%
	San Francisco	58.0%	78.9%	83.1%	78.3%	62.6%	63.9%	72.8%
	Phoenix	49.0%	57.9%	59.8%	56.7%	58.3%	69.6%	73.9%
	Seattle	61.5%	67.7%	71.9%	72.7%	74.6%	84.6%	90.6%
GROUP (UPSCALE+ PROPERTIES)	San Diego	25.9%	29.2%	25.9%	18.5%	14.3%	14.7%	14.3%
	Los Angeles	7.1%	9.8%	12.8%	13.1%	12.0%	13.1%	12.9%
	Orange County	5.4%	8.2%	11.7%	9.8%	9.3%	12.2%	13.6%
	San Francisco	9.5%	20.9%	22.6%	20.8%	10.8%	8.6%	8.6%
	Phoenix	9.2%	13.4%	12.7%	7.2%	6.7%	8.9%	9.4%
	Seattle	9.4%	12.2%	15.5%	14.8%	17.5%	24.7%	24.4%
TRANSIENT (UPSCALE+ PROPERTIES)	San Diego	39.9%	39.3%	38.1%	37.1%	42.0%	62.7%	79.1%
	Los Angeles	52.7%	50.5%	51.5%	49.5%	49.3%	59.0%	67.3%
	Orange County	46.0%	47.6%	46.0%	44.2%	44.0%	65.0%	77.2%
	San Francisco	40.2%	56.6%	59.2%	56.1%	43.9%	47.2%	55.6%
	Phoenix	25.5%	32.1%	32.5%	30.7%	33.0%	47.9%	58.5%
	Seattle	45.1%	51.4%	55.6%	54.9%	54.8%	59.8%	64.2%