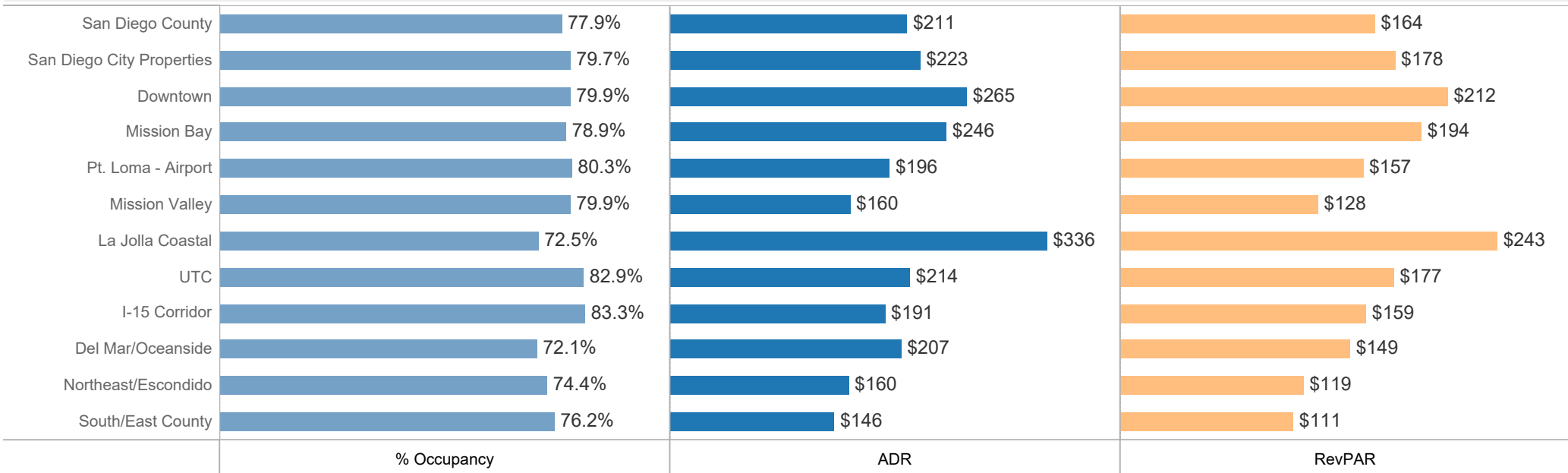




Weekly Hotel Performance Update - Week of Oct 15-21, 2023

source: STR, Inc.

San Diego County Hotel Performance - Week of Oct 15-21, 2023



Weekly Top 25 Hotel Occupancy Oct 15-21, 2023	
New York	89.1%
Boston	87.7%
Nashville	80.7%
Oahu Island	79.6%
Phoenix	77.9%
San Diego	77.9%
Los Angeles	77.8%
Orange County	77.5%
Washington	76.1%
Seattle	76.1%
Denver	75.9%
Orlando	74.7%
New Orleans	73.7%
Philadelphia	72.3%
Chicago	72.2%
Atlanta	71.9%
Dallas	71.7%
San Francisco	71.1%
Miami	70.3%
Tampa	67.4%
Detroit	66.1%
Norfolk/Virginia Beach	63.8%
Saint Louis	62.8%
Houston	62.0%
Minneapolis	60.9%

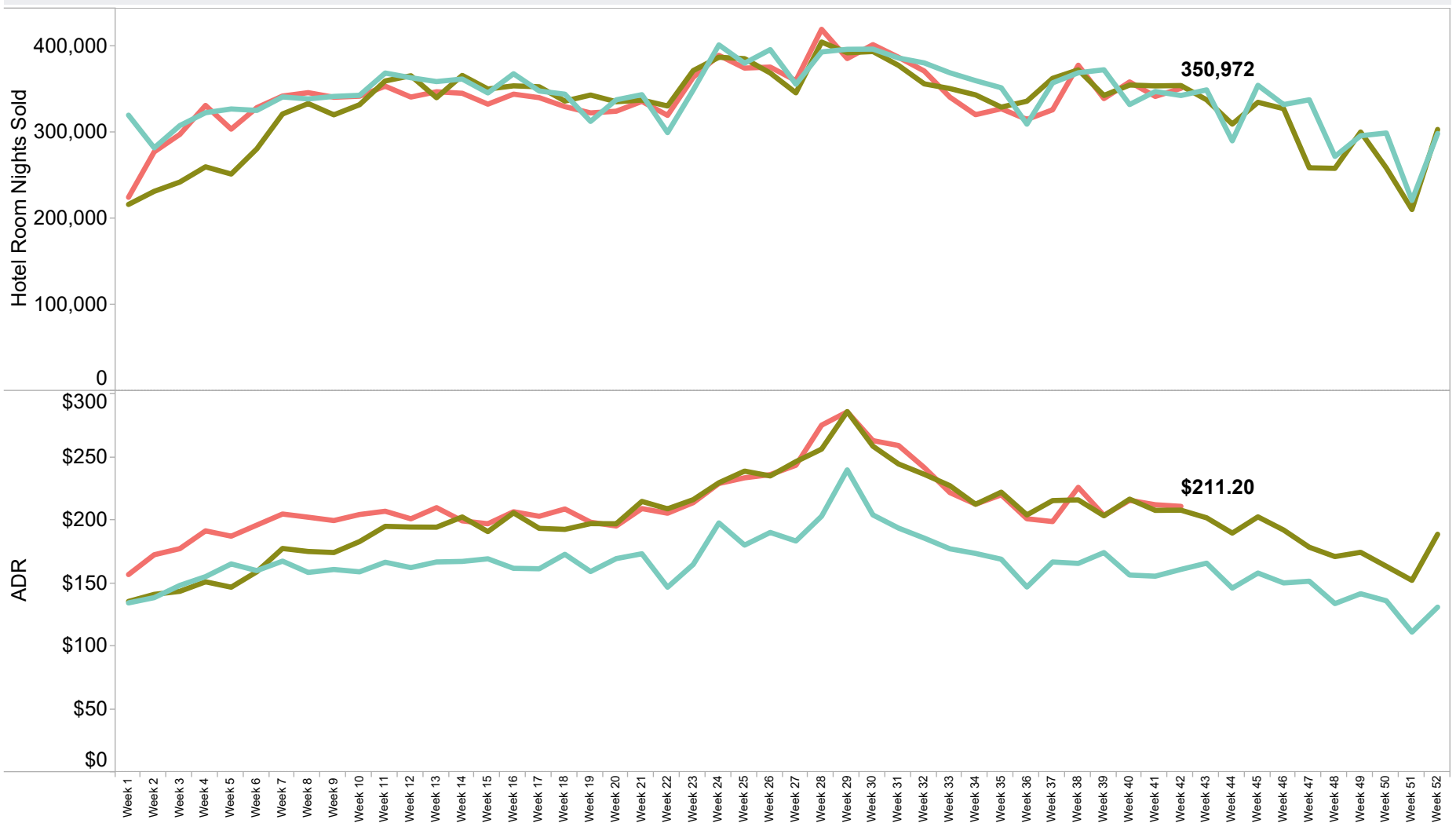
Weekly Top 25 ADR Oct 15-21, 2023	
New York	\$373
Boston	\$293
Oahu Island	\$269
Orange County	\$232
San Francisco	\$227
San Diego	\$211
Washington	\$208
Orlando	\$206
Los Angeles	\$204
Nashville	\$196
New Orleans	\$195
Seattle	\$190
Miami	\$189
Phoenix	\$178
Chicago	\$176
Philadelphia	\$171
Denver	\$160
Tampa	\$156
Atlanta	\$137
Dallas	\$135
Minneapolis	\$132
Detroit	\$128
Saint Louis	\$126
Norfolk/Virginia Beach	\$120
Houston	\$115

Weekly Top 25 RevPAR Oct 15-21, 2023	
New York	\$332
Boston	\$257
Oahu Island	\$214
Orange County	\$180
San Diego	\$164
San Francisco	\$161
Los Angeles	\$159
Nashville	\$158
Washington	\$158
Orlando	\$154
Seattle	\$144
New Orleans	\$144
Phoenix	\$138
Miami	\$133
Chicago	\$127
Philadelphia	\$124
Denver	\$121
Tampa	\$105
Atlanta	\$99
Dallas	\$97
Detroit	\$85
Minneapolis	\$80
Saint Louis	\$79
Norfolk/Virginia Beach	\$76
Houston	\$71



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

Year
2019
2022
2023





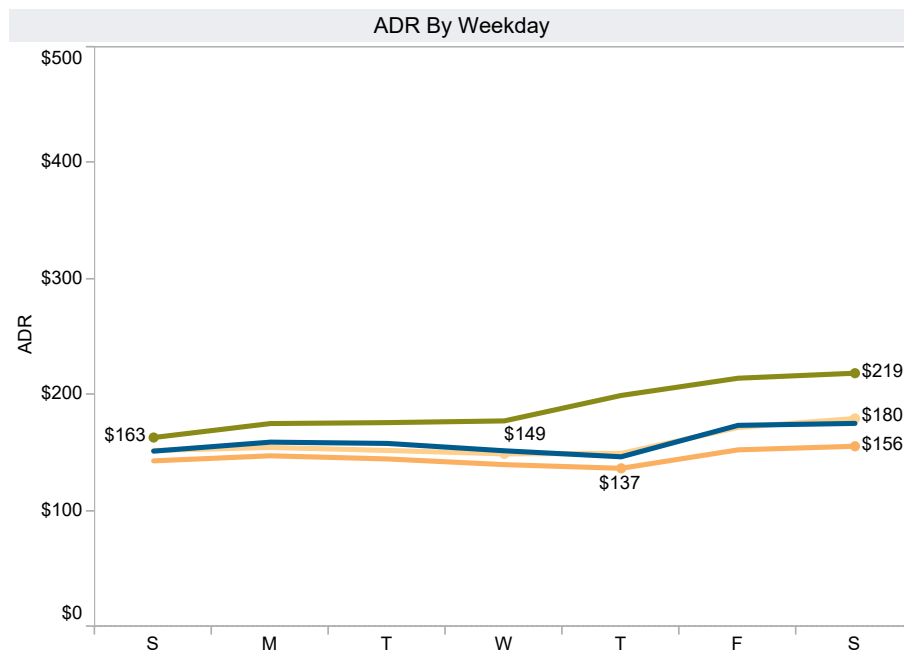
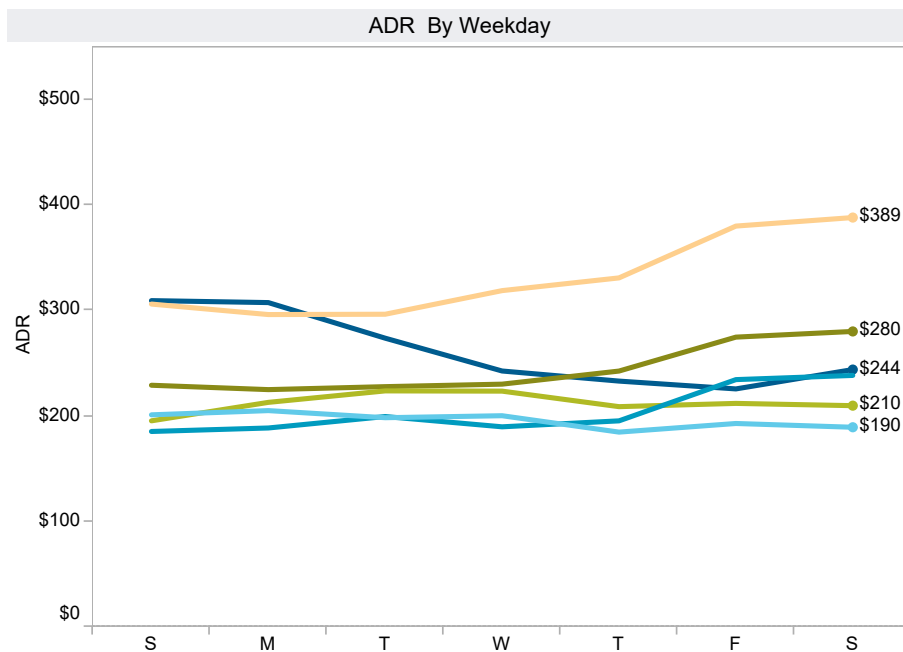
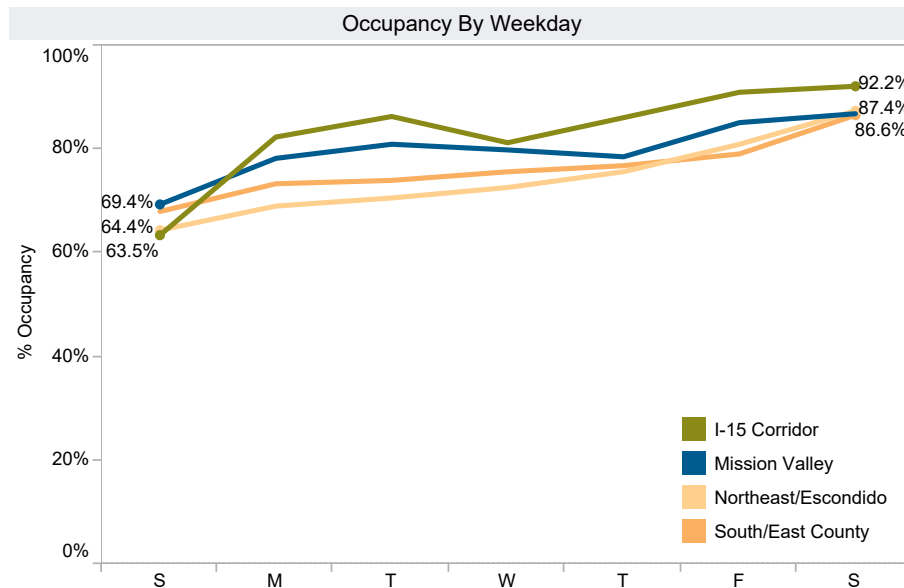
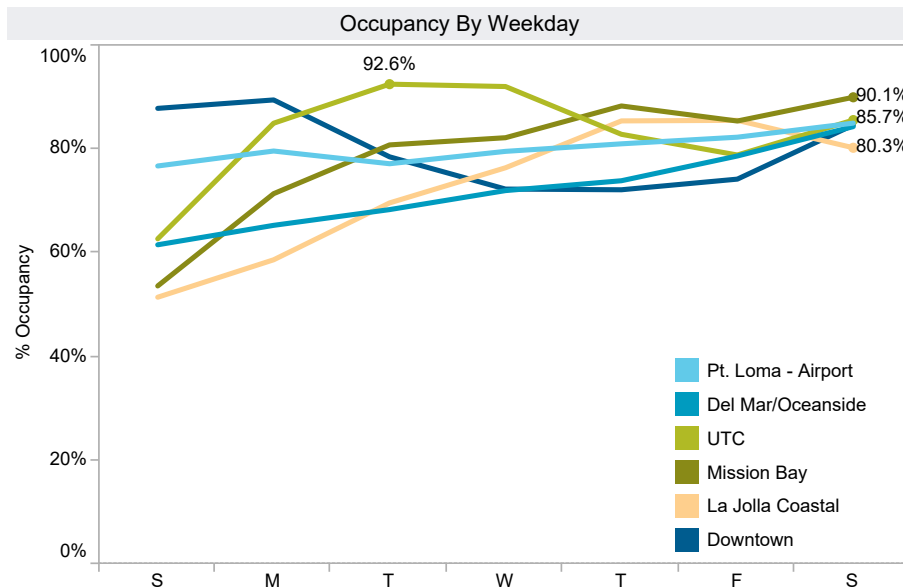
Last Week's Daily Hotel Performance by Region
Source: STR, Inc.

		Sun, October 15	Mon, October 16	Tue, October 17	Wed, October 18	Thu, October 19	Fri, October 20	Sat, October 21
San Diego City Properties	Rooms Sold	29,318	32,422	31,869	31,095	31,101	31,855	34,078
	% Occupancy	73.8%	81.6%	80.2%	78.3%	78.3%	80.2%	85.8%
	ADR	\$240.13	\$239.30	\$223.42	\$211.46	\$207.10	\$217.27	\$224.59
	RevPAR	\$177.22	\$195.31	\$179.24	\$165.52	\$162.14	\$174.22	\$192.66
Downtown	Rooms Sold	12,978	13,218	11,598	10,680	10,660	10,963	12,504
	% Occupancy	87.9%	89.5%	78.6%	72.4%	72.2%	74.3%	84.7%
	ADR	\$309.76	\$307.89	\$274.10	\$242.94	\$233.37	\$225.94	\$244.30
	RevPAR	\$272.34	\$275.70	\$215.36	\$175.78	\$168.53	\$167.81	\$206.94
Mission Valley	Rooms Sold	5,503	6,208	6,424	6,337	6,232	6,755	6,891
	% Occupancy	69.4%	78.3%	81.0%	79.9%	78.6%	85.2%	86.9%
	ADR	\$151.71	\$159.47	\$158.35	\$152.01	\$146.82	\$173.96	\$175.64
	RevPAR	\$105.27	\$124.83	\$128.26	\$121.46	\$115.37	\$148.16	\$152.61
Pt. Loma - Airport	Rooms Sold	3,540	3,673	3,560	3,670	3,737	3,796	3,921
	% Occupancy	76.8%	79.7%	77.2%	79.6%	81.1%	82.4%	85.1%
	ADR	\$201.34	\$205.35	\$198.61	\$200.49	\$184.94	\$193.12	\$189.55
	RevPAR	\$154.64	\$163.65	\$153.40	\$159.65	\$149.95	\$159.06	\$161.25
Mission Bay	Rooms Sold	1,700	2,264	2,562	2,606	2,800	2,708	2,853
	% Occupancy	53.7%	71.5%	80.9%	82.3%	88.4%	85.5%	90.1%
	ADR	\$229.42	\$225.27	\$228.09	\$230.47	\$242.90	\$275.10	\$280.50
	RevPAR	\$123.11	\$160.99	\$184.46	\$189.58	\$214.68	\$235.15	\$252.61
La Jolla Coastal	Rooms Sold	934	1,065	1,264	1,387	1,551	1,553	1,457
	% Occupancy	51.5%	58.7%	69.7%	76.5%	85.5%	85.6%	80.3%
	ADR	\$306.49	\$296.52	\$296.83	\$319.25	\$331.33	\$380.51	\$388.61
	RevPAR	\$157.81	\$174.09	\$206.83	\$244.10	\$283.29	\$325.76	\$312.13
UTC	Rooms Sold	2,608	3,535	3,848	3,829	3,446	3,280	3,560
	% Occupancy	62.8%	85.1%	92.6%	92.1%	82.9%	78.9%	85.7%
	ADR	\$195.65	\$213.17	\$224.06	\$223.83	\$209.10	\$212.19	\$210.04
	RevPAR	\$122.77	\$181.32	\$207.46	\$206.22	\$173.38	\$167.46	\$179.92
I-15 Corridor	Rooms Sold	1,153	1,497	1,569	1,477	1,565	1,654	1,675
	% Occupancy	63.5%	82.4%	86.4%	81.3%	86.1%	91.0%	92.2%
	ADR	\$163.45	\$175.51	\$176.32	\$177.79	\$199.76	\$214.63	\$218.96
	RevPAR	\$103.72	\$144.60	\$152.25	\$144.52	\$172.05	\$195.38	\$201.84
Del Mar/Oceanside	Rooms Sold	4,403	4,671	4,888	5,150	5,286	5,627	6,032
	% Occupancy	61.6%	65.4%	68.4%	72.1%	74.0%	78.7%	84.4%
	ADR	\$185.53	\$188.85	\$199.72	\$189.96	\$195.62	\$234.76	\$238.74
	RevPAR	\$114.30	\$123.43	\$136.60	\$136.88	\$144.68	\$184.84	\$201.50
South/East County	Rooms Sold	4,499	4,853	4,896	5,006	5,084	5,234	5,728
	% Occupancy	68.0%	73.4%	74.0%	75.7%	76.9%	79.1%	86.6%
	ADR	\$143.30	\$147.69	\$144.97	\$140.06	\$136.88	\$152.82	\$155.91
	RevPAR	\$97.48	\$108.36	\$107.31	\$106.00	\$105.21	\$120.93	\$135.03
Northeast/Escondido	Rooms Sold	3,128	3,354	3,430	3,528	3,676	3,933	4,246
	% Occupancy	64.4%	69.1%	70.6%	72.7%	75.7%	81.0%	87.4%
	ADR	\$152.25	\$154.91	\$152.29	\$149.35	\$149.76	\$172.12	\$179.89
	RevPAR	\$98.08	\$107.00	\$107.57	\$108.51	\$113.37	\$139.40	\$157.29



Day of Week Occupancy and ADR Patterns By Region

Week of Oct 15-21, 2023
Weekly min & max noted





STR Latest Weekly Performance Trend Competitive Set Group and Transient

Selected Year
2023

		Total Market				Group				Transient			
		Week 39	Week 40	Week 41	Week 42	Week 39	Week 40	Week 41	Week 42	Week 39	Week 40	Week 41	Week 42
		Sep 24-30, 2023	Oct 1-7, 2023	Oct 8-14, 2023	Oct 15-21, 2023	Sep 24-30, 2023	Oct 1-7, 2023	Oct 8-14, 2023	Oct 15-21, 2023	Sep 24-30, 2023	Oct 1-7, 2023	Oct 8-14, 2023	Oct 15-21, 2023
% Occupancy	San Diego	75.2%	79.5%	75.8%	77.9%	30.1%	37.6%	34.1%	36.5%	42.2%	40.9%	39.5%	39.0%
	San Francisco	83.2%	77.6%	69.1%	71.1%	29.8%	25.6%	16.7%	17.1%	48.9%	46.6%	45.4%	47.7%
	Seattle	73.1%	71.3%	72.0%	76.1%	18.0%	19.4%	23.3%	30.3%	53.3%	49.5%	50.6%	48.6%
	Phoenix	66.7%	70.0%	70.3%	77.9%	28.9%	35.2%	29.8%	39.2%	30.0%	29.3%	32.3%	35.4%
	Los Angeles	74.6%	78.8%	77.8%	77.8%	15.2%	20.0%	17.5%	20.1%	57.1%	56.4%	56.8%	57.1%
	Orange County	76.3%	77.2%	80.1%	77.5%	19.0%	23.9%	21.2%	25.7%	58.3%	54.9%	60.4%	50.4%
Occupancy YOY	San Diego	-1.2%	0.8%	-3.6%	-1.0%	-5.2%	6.9%	-0.9%	-5.9%	4.0%	4.7%	-3.1%	4.9%
	San Francisco	10.5%	8.7%	-3.9%	-5.1%	60.8%	55.6%	-8.5%	-6.6%	-4.0%	-4.0%	-5.6%	-7.6%
	Seattle	-0.7%	2.9%	-6.0%	7.8%	3.3%	19.3%	-7.7%	68.3%	1.5%	4.7%	-2.1%	-4.4%
	Phoenix	-4.3%	-1.5%	-7.0%	3.4%	-7.7%	14.7%	-16.1%	6.4%	5.3%	-3.9%	0.2%	11.4%
	Los Angeles	1.9%	6.2%	1.2%	0.6%	9.0%	42.4%	3.9%	-2.9%	4.7%	2.8%	0.5%	3.0%
	Orange County	1.0%	-4.6%	-3.9%	-2.2%	-2.5%	-6.5%	-13.2%	-1.0%	3.8%	2.4%	3.0%	-5.7%
ADR	San Diego	\$204.02	\$215.99	\$212.48	\$211.20	\$292.73	\$301.47	\$294.06	\$291.38	\$279.50	\$301.18	\$299.48	\$291.39
	San Francisco	\$259.25	\$229.08	\$222.71	\$226.82	\$342.44	\$301.68	\$315.55	\$322.08	\$324.59	\$284.14	\$275.53	\$279.02
	Seattle	\$182.20	\$176.74	\$180.02	\$189.58	\$236.82	\$246.26	\$248.72	\$261.03	\$246.65	\$243.66	\$248.82	\$266.90
	Phoenix	\$147.14	\$170.89	\$167.48	\$177.54	\$255.76	\$294.02	\$284.50	\$294.06	\$243.28	\$296.99	\$293.06	\$294.21
	Los Angeles	\$195.43	\$202.41	\$202.02	\$204.02	\$275.42	\$260.89	\$282.68	\$292.36	\$288.25	\$308.30	\$300.70	\$300.75
	Orange County	\$212.37	\$222.21	\$223.14	\$232.23	\$298.72	\$301.40	\$285.01	\$293.94	\$317.87	\$335.81	\$333.84	\$363.59
ADR YOY	San Diego	0.2%	-0.4%	2.1%	1.5%	12.8%	17.8%	8.7%	8.0%	-7.3%	-8.8%	-0.3%	-2.1%
	San Francisco	10.4%	0.7%	-6.1%	-3.1%	19.7%	5.7%	1.1%	11.3%	11.5%	1.1%	-5.1%	-4.2%
	Seattle	-0.3%	2.9%	-5.5%	8.3%	1.8%	4.9%	1.8%	10.1%	0.9%	5.0%	-7.0%	12.2%
	Phoenix	0.1%	7.2%	-0.1%	3.9%	4.1%	9.1%	1.1%	1.7%	-6.6%	3.8%	-1.1%	-3.0%
	Los Angeles	-2.1%	-0.5%	-3.1%	-3.0%	0.8%	4.7%	1.2%	10.5%	0.0%	1.5%	-1.8%	-2.1%
	Orange County	1.9%	3.7%	4.1%	10.9%	5.1%	13.2%	-0.5%	3.6%	-1.9%	0.6%	4.9%	15.0%

Source: Smith Travel Research, Inc.

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

WESTERN COMPETITIVE DAILY ANALYSIS

OCCUPANCY

OCT 15-21, 2023

	October 15, 2023	October 16, 2023	October 17, 2023	October 18, 2023	October 19, 2023	October 20, 2023	October 21, 2023
	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TOTAL MARKET	San Diego 70.7%	77.6%	77.1%	76.4%	77.3%	80.0%	86.0%
	Los Angeles 70.0%	72.6%	75.6%	77.4%	76.9%	83.4%	88.7%
	Orange County 64.3%	67.1%	70.5%	77.9%	85.7%	89.4%	87.3%
	San Francisco 63.6%	71.4%	76.3%	76.9%	72.2%	68.6%	68.6%
	Phoenix 63.6%	75.6%	81.9%	81.0%	80.2%	82.5%	80.5%
	Seattle 60.1%	75.9%	83.7%	85.3%	76.5%	73.7%	77.3%
GROUP (UPSCALE+ PROPERTIES)	San Diego 38.8%	47.5%	44.9%	38.3%	35.1%	25.4%	25.2%
	Los Angeles 15.7%	21.3%	26.2%	23.5%	19.1%	18.5%	16.5%
	Orange County 12.1%	17.9%	20.0%	28.7%	39.4%	35.6%	26.1%
	San Francisco 18.5%	20.8%	21.5%	18.7%	17.3%	13.2%	10.0%
	Phoenix 32.0%	46.6%	50.0%	45.8%	39.9%	30.8%	29.1%
	Seattle 22.1%	33.8%	42.3%	42.5%	32.1%	21.4%	18.2%
TRANSIENT (UPSCALE+ PROPERTIES)	San Diego 32.4%	31.0%	31.7%	35.4%	37.4%	49.0%	56.0%
	Los Angeles 51.7%	53.7%	55.0%	55.9%	56.0%	60.8%	66.3%
	Orange County 49.6%	49.8%	49.8%	48.6%	45.7%	51.3%	58.3%
	San Francisco 40.3%	46.0%	50.5%	53.1%	47.9%	47.3%	49.0%
	Phoenix 26.2%	29.2%	32.8%	33.3%	36.0%	44.7%	45.7%
	Seattle 36.6%	45.4%	47.7%	49.4%	48.0%	52.4%	60.8%