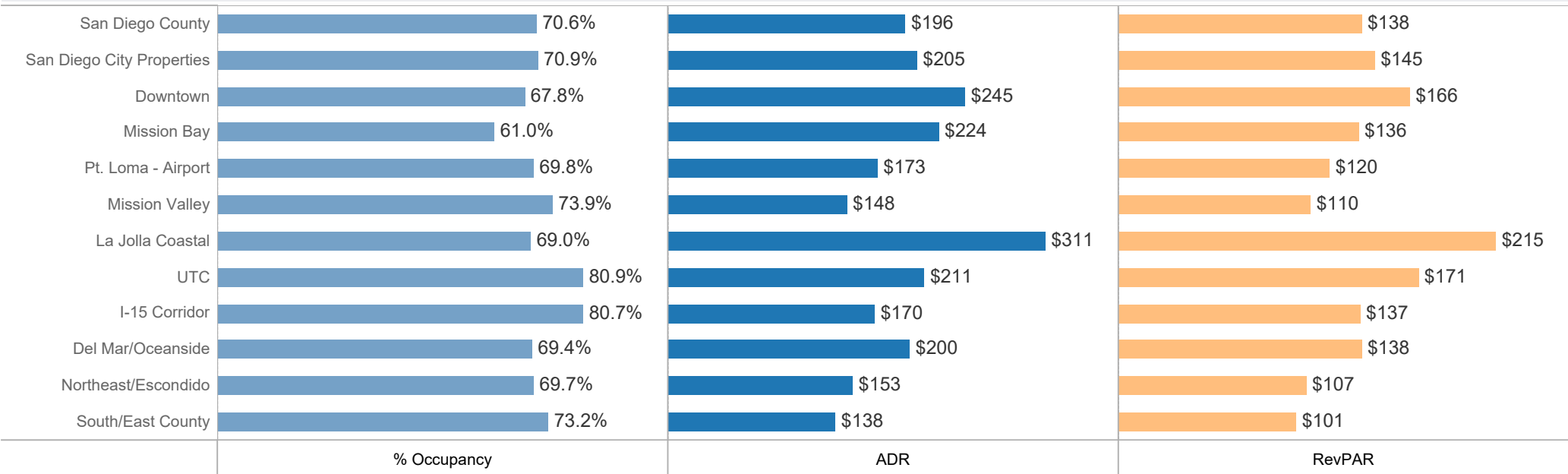




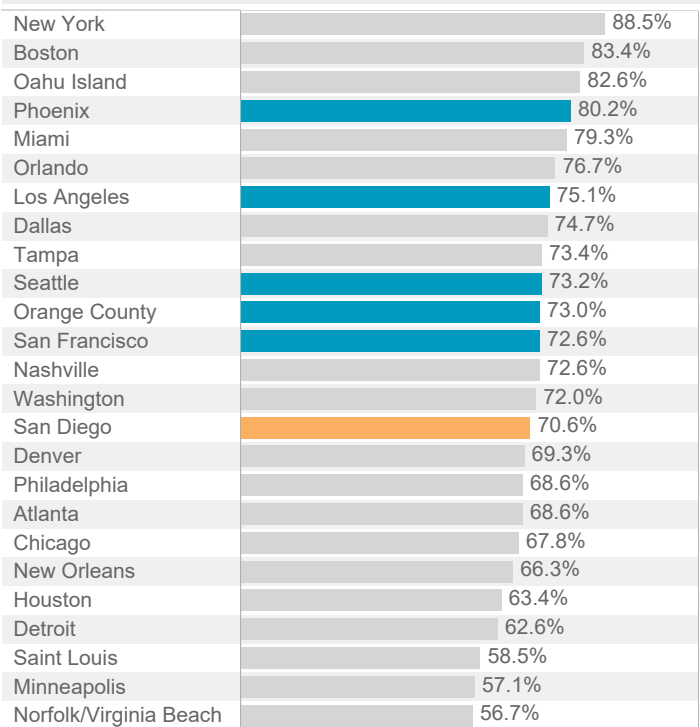
Weekly Hotel Performance Update - Week of Nov 5-11, 2023

source: STR, Inc.

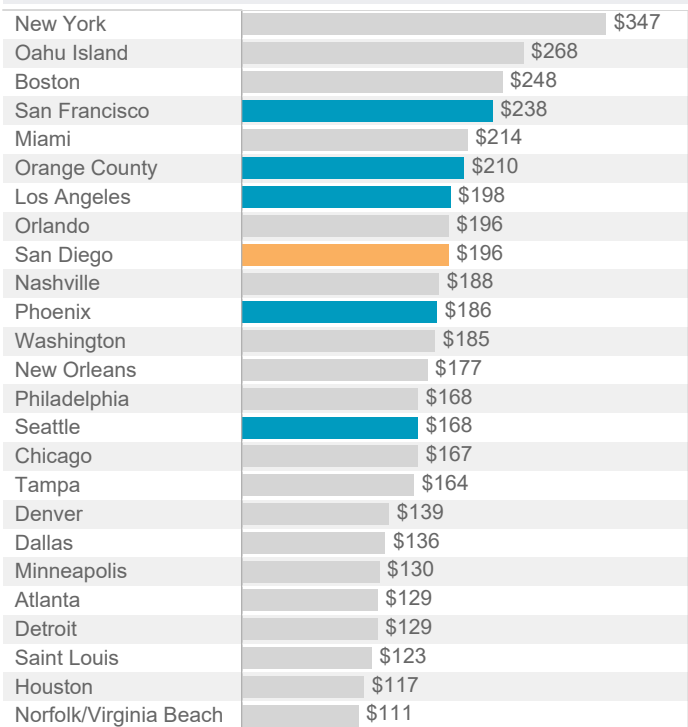
San Diego County Hotel Performance - Week of Nov 5-11, 2023



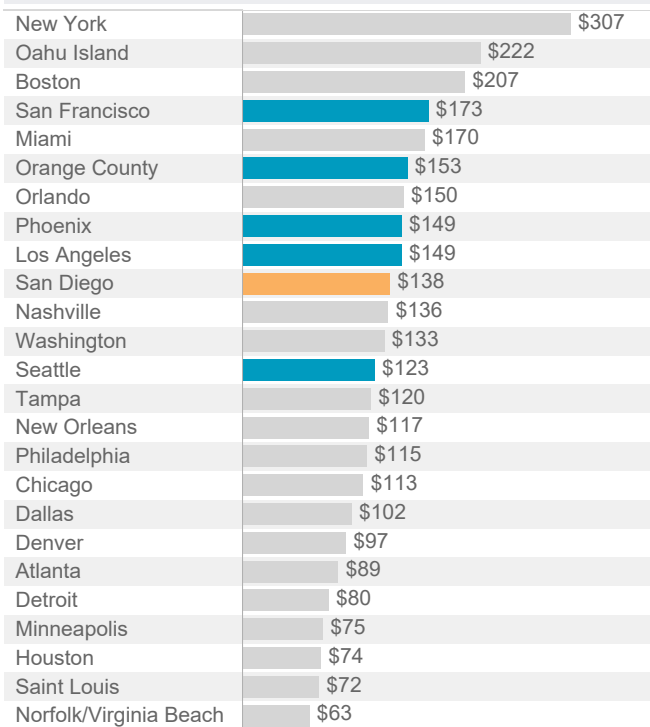
Weekly Top 25 Hotel Occupancy Nov 5-11, 2023



Weekly Top 25 ADR Nov 5-11, 2023



Weekly Top 25 RevPAR Nov 5-11, 2023

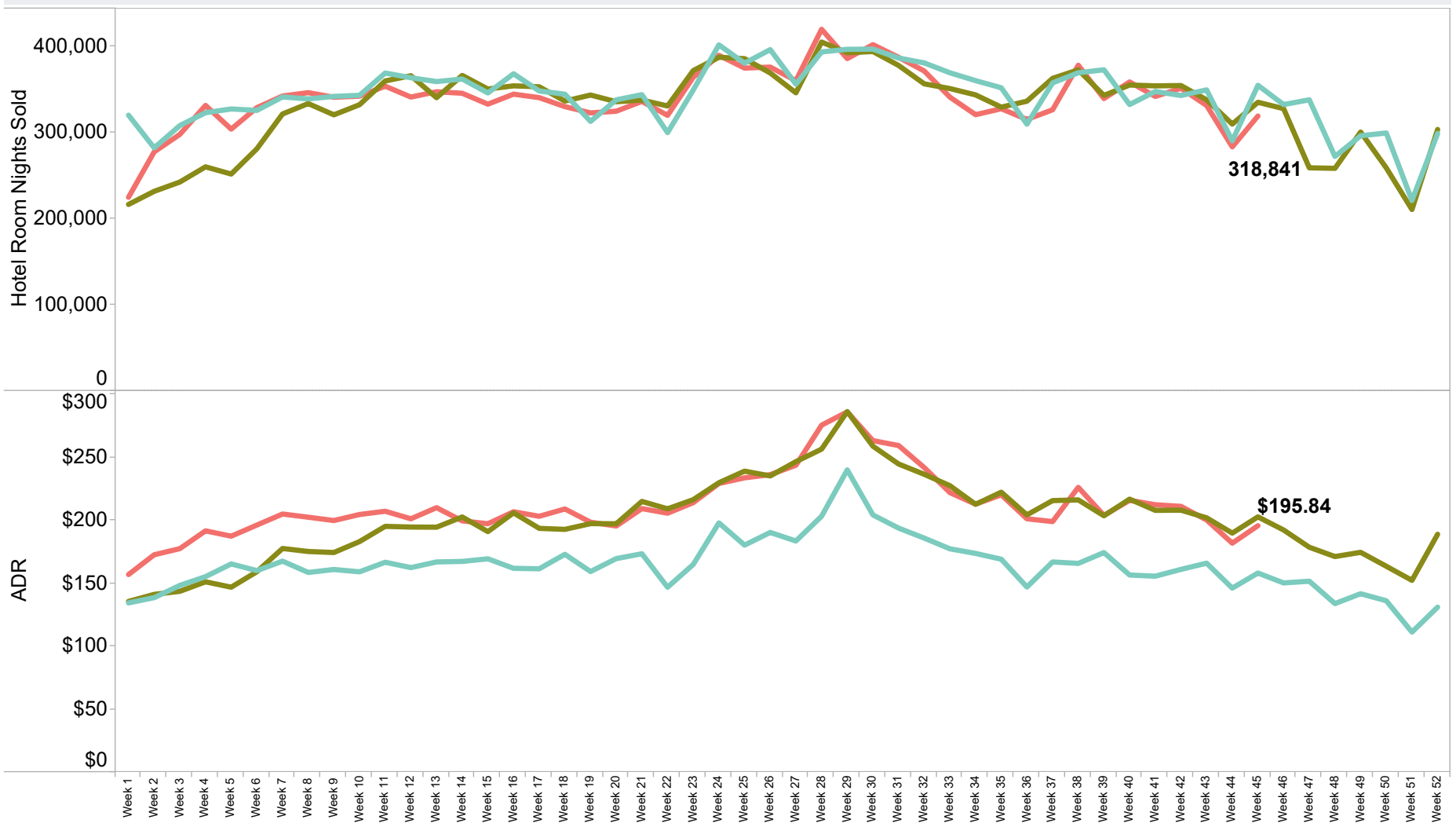




San Diego County Weekly Demand & Average Rate Trend

Calendar Year 2019 Benchmark
Source: STR, Inc

Year
2019
2022
2023





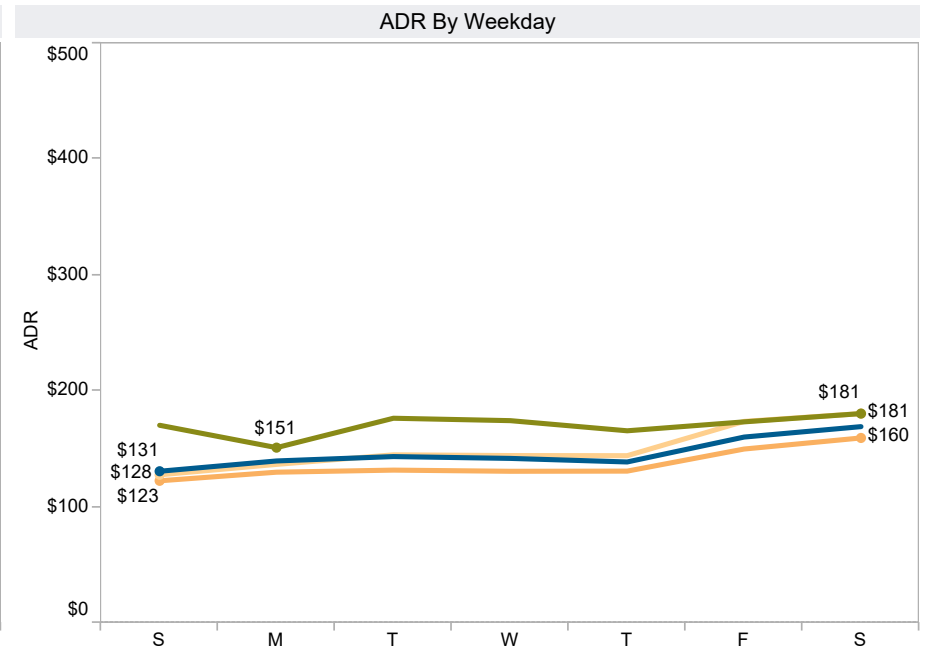
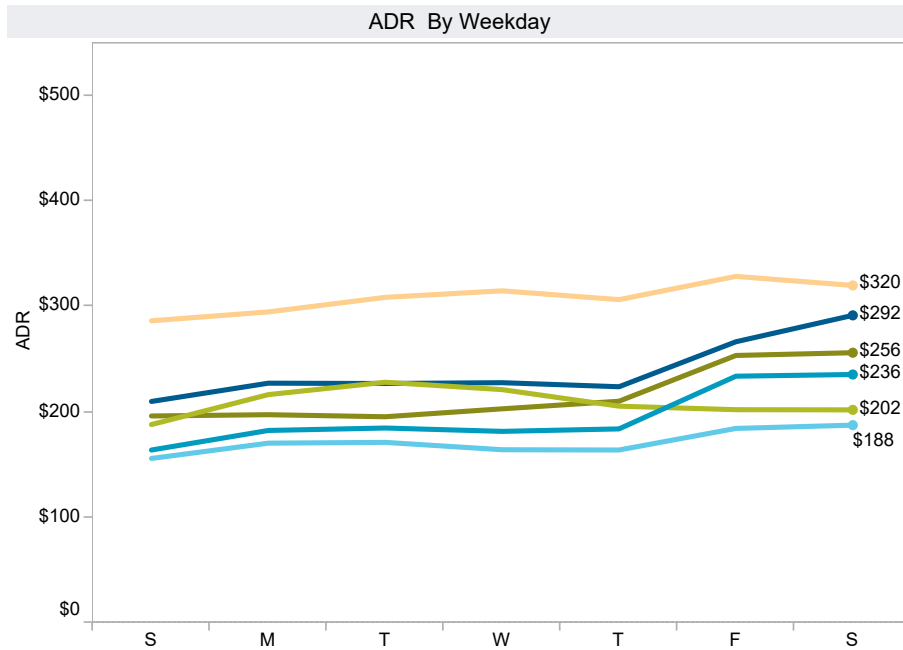
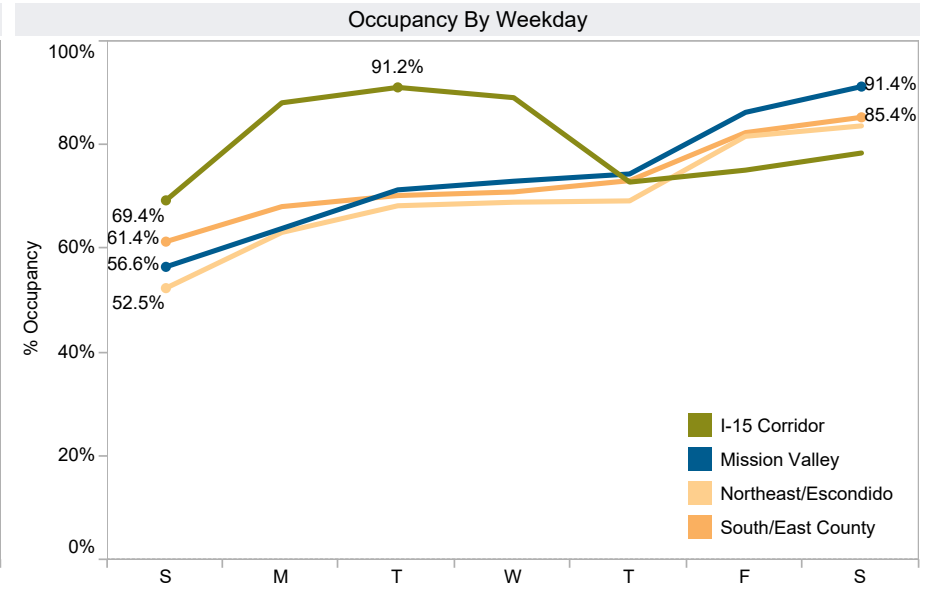
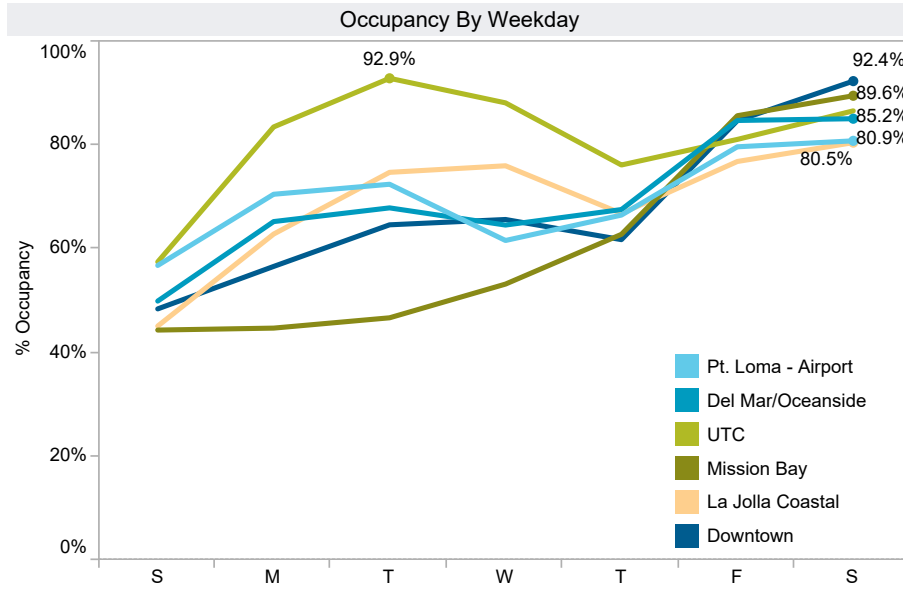
Last Week's Daily Hotel Performance by Region
Source: STR, Inc.

		Sun, November 05	Mon, November 06	Tue, November 07	Wed, November 08	Thu, November 09	Fri, November 10	Sat, November 11
San Diego City Properties	Rooms Sold	21,024	25,280	27,954	27,816	26,913	33,076	35,147
	% Occupancy	52.9%	63.6%	70.4%	70.0%	67.7%	83.3%	88.5%
	ADR	\$178.98	\$193.06	\$198.68	\$197.72	\$191.53	\$221.91	\$235.05
	RevPAR	\$94.72	\$122.86	\$139.81	\$138.44	\$129.76	\$184.77	\$207.96
Downtown	Rooms Sold	7,154	8,363	9,548	9,700	9,126	12,514	13,640
	% Occupancy	48.5%	56.7%	64.7%	65.7%	61.8%	84.8%	92.4%
	ADR	\$210.23	\$227.58	\$227.29	\$228.05	\$224.20	\$266.90	\$291.97
	RevPAR	\$101.89	\$128.94	\$147.02	\$149.86	\$138.61	\$226.27	\$269.79
Mission Valley	Rooms Sold	4,487	5,074	5,665	5,797	5,908	6,851	7,245
	% Occupancy	56.6%	64.0%	71.4%	73.1%	74.5%	86.4%	91.4%
	ADR	\$130.89	\$139.78	\$143.56	\$141.98	\$138.91	\$160.39	\$169.39
	RevPAR	\$74.05	\$89.43	\$102.54	\$103.78	\$103.47	\$138.55	\$154.74
Pt. Loma - Airport	Rooms Sold	2,620	3,253	3,342	2,842	3,068	3,675	3,728
	% Occupancy	56.8%	70.6%	72.5%	61.7%	66.6%	79.7%	80.9%
	ADR	\$156.13	\$170.65	\$171.40	\$164.41	\$164.15	\$184.63	\$187.75
	RevPAR	\$88.75	\$120.45	\$124.28	\$101.38	\$109.27	\$147.22	\$151.86
Mission Bay	Rooms Sold	1,406	1,418	1,481	1,687	1,991	2,716	2,838
	% Occupancy	44.4%	44.8%	46.7%	53.3%	62.8%	85.7%	89.6%
	ADR	\$196.45	\$197.66	\$195.72	\$203.24	\$210.45	\$253.90	\$256.50
	RevPAR	\$87.19	\$88.47	\$91.50	\$108.23	\$132.26	\$217.67	\$229.78
La Jolla Coastal	Rooms Sold	819	1,141	1,357	1,380	1,213	1,395	1,461
	% Occupancy	45.1%	62.9%	74.8%	76.1%	66.9%	76.9%	80.5%
	ADR	\$286.80	\$295.25	\$309.06	\$315.25	\$306.90	\$328.96	\$320.37
	RevPAR	\$129.49	\$185.71	\$231.20	\$239.83	\$205.22	\$252.97	\$258.03
UTC	Rooms Sold	2,391	3,473	3,863	3,666	3,168	3,373	3,602
	% Occupancy	57.5%	83.6%	92.9%	88.2%	76.2%	81.2%	86.7%
	ADR	\$188.31	\$216.73	\$228.47	\$221.47	\$205.77	\$202.42	\$202.25
	RevPAR	\$108.34	\$181.11	\$212.36	\$195.36	\$156.85	\$164.28	\$175.29
I-15 Corridor	Rooms Sold	1,261	1,603	1,657	1,621	1,325	1,367	1,427
	% Occupancy	69.4%	88.2%	91.2%	89.2%	72.9%	75.2%	78.5%
	ADR	\$170.57	\$151.27	\$176.64	\$174.56	\$165.81	\$173.52	\$180.64
	RevPAR	\$118.37	\$133.45	\$161.08	\$155.73	\$120.91	\$130.54	\$141.87
Del Mar/Oceanside	Rooms Sold	3,574	4,671	4,860	4,623	4,837	6,066	6,090
	% Occupancy	50.0%	65.3%	68.0%	64.6%	67.6%	84.8%	85.2%
	ADR	\$164.12	\$182.70	\$185.02	\$181.84	\$184.19	\$234.22	\$235.82
	RevPAR	\$82.01	\$119.32	\$125.73	\$117.54	\$124.57	\$198.65	\$200.81
South/East County	Rooms Sold	4,063	4,510	4,651	4,697	4,841	5,454	5,649
	% Occupancy	61.4%	68.2%	70.3%	71.0%	73.2%	82.5%	85.4%
	ADR	\$122.66	\$130.08	\$131.88	\$130.87	\$131.01	\$150.06	\$159.63
	RevPAR	\$75.36	\$88.71	\$92.75	\$92.95	\$95.91	\$123.76	\$136.36
Northeast/Escondido	Rooms Sold	2,612	3,147	3,403	3,437	3,450	4,070	4,170
	% Occupancy	52.5%	63.2%	68.4%	69.0%	69.3%	81.8%	83.8%
	ADR	\$127.83	\$136.82	\$145.08	\$144.43	\$144.33	\$173.91	\$180.67
	RevPAR	\$67.07	\$86.50	\$99.18	\$99.72	\$100.03	\$142.19	\$151.34



Day of Week Occupancy and ADR Patterns By Region

Week of Nov 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 42	Week 43	Week 44	Week 45	Week 42	Week 43	Week 44	Week 45	Week 42	Week 43	Week 44	Week 45
		Oct 15-21, 2023	Oct 22-28, 2023	Oct 29 - Nov 4, 2023	Nov 5-11, 2023	Oct 15-21, 2023	Oct 22-28, 2023	Oct 29 - Nov 4, 2023	Nov 5-11, 2023	Oct 15-21, 2023	Oct 22-28, 2023	Oct 29 - Nov 4, 2023	Nov 5-11, 2023
% Occupancy	San Diego	77.9%	73.3%	62.7%	70.6%	36.5%	34.3%	23.1%	29.7%	39.0%	38.3%	33.4%	36.6%
	San Francisco	71.1%	73.3%	63.3%	72.6%	17.1%	22.8%	21.2%	21.6%	47.7%	46.6%	37.5%	47.0%
	Seattle	76.1%	69.8%	56.1%	73.2%	30.3%	20.2%	15.7%	24.8%	48.6%	51.5%	36.8%	52.3%
	Phoenix	77.9%	73.3%	70.9%	80.2%	39.2%	36.4%	32.1%	42.2%	35.4%	31.3%	30.5%	34.2%
	Los Angeles	77.8%	76.6%	71.0%	75.1%	20.1%	18.4%	15.8%	17.7%	57.1%	56.6%	52.3%	56.8%
	Orange County	77.5%	72.4%	64.6%	73.0%	25.7%	21.3%	16.2%	24.2%	50.4%	51.8%	45.7%	50.2%
Occupancy YOY	San Diego	-1.0%	-2.3%	-8.8%	-5.1%	-5.9%	-12.2%	-26.3%	-12.3%	4.9%	12.1%	3.5%	0.8%
	San Francisco	-5.1%	10.4%	-5.5%	2.8%	-6.6%	81.8%	18.4%	20.3%	-7.6%	-3.0%	-16.1%	-4.3%
	Seattle	7.8%	5.1%	-11.2%	7.5%	68.3%	2.2%	10.2%	42.5%	-4.4%	14.9%	-18.1%	13.2%
	Phoenix	3.4%	-4.1%	-6.8%	-4.2%	6.4%	-16.8%	-7.9%	-3.6%	11.4%	6.4%	-7.7%	-6.5%
	Los Angeles	0.6%	0.3%	-0.6%	1.0%	-2.9%	5.3%	-14.4%	8.7%	3.0%	-1.7%	2.5%	2.8%
	Orange County	-2.2%	-5.2%	-0.9%	-2.9%	-1.0%	-14.2%	-14.8%	-5.9%	-5.7%	-0.1%	4.8%	3.5%
ADR	San Diego	\$211.20	\$200.37	\$181.94	\$195.84	\$291.38	\$280.74	\$262.91	\$281.08	\$291.39	\$270.27	\$251.68	\$266.06
	San Francisco	\$226.82	\$243.11	\$227.52	\$238.48	\$322.08	\$338.81	\$329.00	\$348.03	\$279.02	\$299.30	\$281.89	\$290.52
	Seattle	\$189.58	\$174.23	\$155.29	\$168.00	\$261.03	\$236.66	\$233.90	\$210.36	\$266.90	\$240.19	\$213.10	\$232.35
	Phoenix	\$177.54	\$173.84	\$179.06	\$186.03	\$294.06	\$292.65	\$299.22	\$285.40	\$294.21	\$296.42	\$293.42	\$320.65
	Los Angeles	\$204.02	\$207.15	\$202.27	\$197.86	\$292.36	\$288.04	\$302.65	\$279.83	\$300.75	\$306.84	\$303.01	\$290.84
	Orange County	\$232.23	\$207.09	\$204.24	\$210.40	\$293.94	\$281.68	\$287.43	\$293.84	\$363.59	\$309.28	\$310.43	\$313.15
ADR YOY	San Diego	1.5%	-0.9%	-4.2%	-3.5%	8.0%	5.4%	3.6%	6.3%	-2.1%	-5.3%	-6.8%	-8.6%
	San Francisco	-3.1%	11.1%	6.2%	9.0%	11.3%	11.8%	23.8%	28.2%	-4.2%	12.7%	6.4%	7.6%
	Seattle	8.3%	1.7%	-2.3%	5.3%	10.1%	1.8%	8.3%	-1.8%	12.2%	4.9%	1.4%	8.4%
	Phoenix	3.9%	1.5%	-0.4%	1.9%	1.7%	6.6%	4.8%	2.7%	-3.0%	-4.1%	-4.6%	1.3%
	Los Angeles	-3.0%	-2.6%	-3.1%	-2.4%	10.5%	4.4%	3.2%	4.1%	-2.1%	0.1%	-0.1%	-0.8%
	Orange County	10.9%	1.8%	20.5%	3.3%	3.6%	5.6%	20.8%	12.6%	15.0%	0.8%	35.7%	-0.2%

Source: Smith Travel Research, Inc.

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

WESTERN COMPETITIVE DAILY ANALYSIS OCCUPANCY NOV 5-11, 2023

		November 5, 2023	November 6, 2023	November 7, 2023	November 8, 2023	November 9, 2023	November 10, 2023	November 11, 2023
		Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
TOTAL MARKET	San Diego	53.1%	63.5%	68.8%	68.9%	68.6%	83.7%	87.6%
	Los Angeles	63.8%	69.6%	73.4%	72.8%	73.6%	83.2%	88.9%
	Orange County	58.3%	65.1%	70.1%	71.9%	76.9%	83.0%	85.3%
	San Francisco	65.1%	73.5%	79.5%	79.9%	72.2%	68.8%	69.3%
	Phoenix	66.4%	76.3%	82.2%	83.4%	82.3%	86.1%	84.4%
	Seattle	58.7%	75.8%	78.3%	77.3%	72.0%	71.9%	78.4%
GROUP (UPSCALE+ PROPERTIES)	San Diego	14.6%	30.3%	34.8%	32.1%	26.2%	32.9%	37.2%
	Los Angeles	15.2%	18.7%	21.5%	18.8%	17.2%	16.5%	16.2%
	Orange County	13.5%	19.4%	25.7%	26.6%	29.2%	26.7%	28.1%
	San Francisco	27.5%	22.1%	21.2%	22.0%	19.0%	18.8%	20.4%
	Phoenix	29.5%	46.5%	52.4%	51.9%	45.2%	37.2%	32.8%
	Seattle	29.6%	32.4%	25.9%	23.2%	22.0%	20.2%	20.1%
TRANSIENT (UPSCALE+ PROPERTIES)	San Diego	28.6%	28.4%	30.7%	33.1%	37.3%	48.6%	49.7%
	Los Angeles	46.7%	52.0%	55.4%	56.8%	56.6%	62.7%	67.7%
	Orange County	41.3%	46.0%	49.1%	49.4%	50.9%	57.2%	57.7%
	San Francisco	35.5%	48.1%	55.7%	55.2%	47.7%	43.4%	43.6%
	Phoenix	27.4%	29.0%	31.4%	32.5%	34.1%	41.7%	43.0%
	Seattle	34.3%	50.6%	56.1%	57.8%	51.7%	53.5%	62.2%