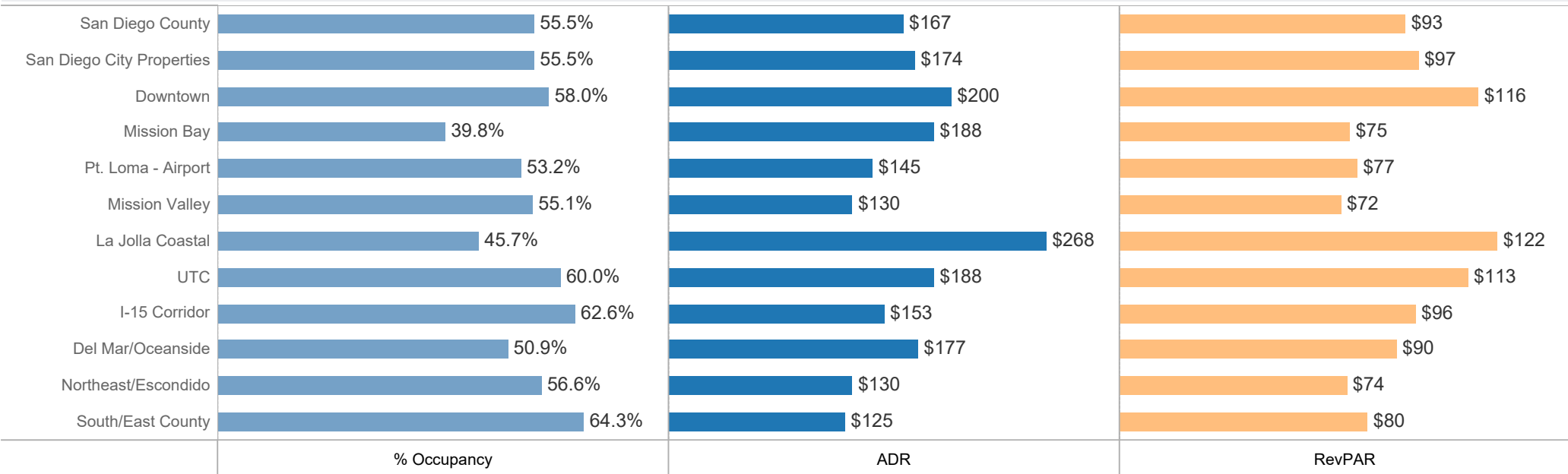




Weekly Hotel Performance Update - Week of Nov 26 - Dec 2, 2023

source: STR, Inc.

San Diego County Hotel Performance - Week of Nov 26 - Dec 2, 2023



Weekly Top 25 Hotel Occupancy
Nov 26 - Dec 2, 2023

New York	83.5%
Miami	69.0%
Oahu Island	67.5%
Phoenix	64.8%
Nashville	62.3%
Boston	61.5%
Los Angeles	61.5%
Tampa	61.0%
Orange County	60.7%
Orlando	60.7%
Dallas	60.4%
Chicago	59.7%
New Orleans	58.7%
Philadelphia	58.3%
Atlanta	57.8%
San Diego	55.5%
Washington	55.3%
Seattle	52.7%
Saint Louis	52.5%
Houston	52.2%
Denver	51.8%
Detroit	51.1%
San Francisco	50.7%
Norfolk/Virginia Beach	48.7%
Minneapolis	45.9%

Weekly Top 25 ADR
Nov 26 - Dec 2, 2023

New York	\$382
Oahu Island	\$254
Orange County	\$200
Miami	\$191
San Francisco	\$186
Los Angeles	\$179
Orlando	\$178
Boston	\$176
New Orleans	\$169
Nashville	\$169
San Diego	\$167
Phoenix	\$157
Washington	\$156
Chicago	\$155
Philadelphia	\$150
Tampa	\$143
Seattle	\$142
Saint Louis	\$125
Dallas	\$120
Denver	\$119
Minneapolis	\$119
Atlanta	\$117
Detroit	\$114
Houston	\$106
Norfolk/Virginia Beach	\$104

Weekly Top 25 RevPAR
Nov 26 - Dec 2, 2023

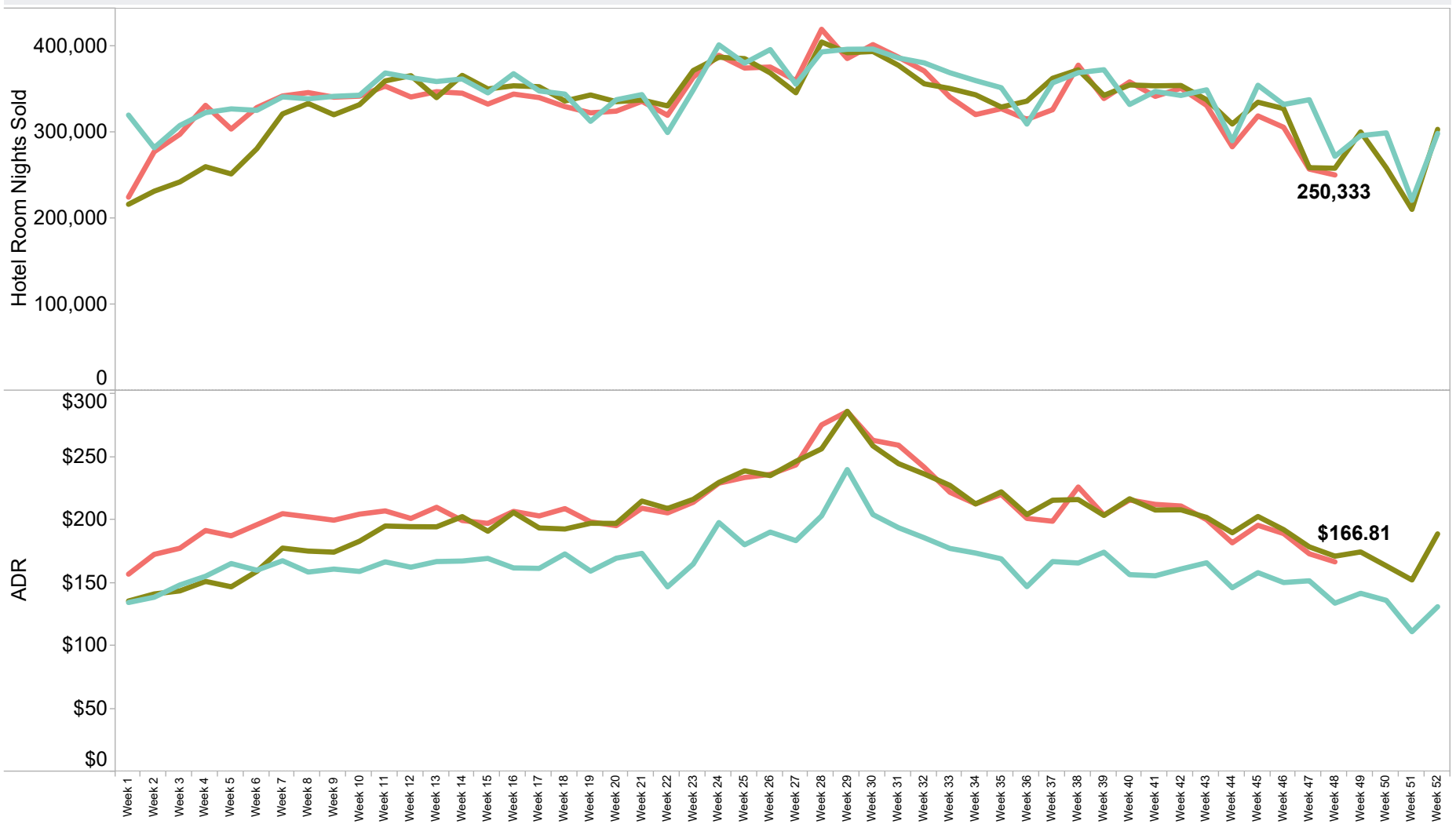
New York	\$319
Oahu Island	\$172
Miami	\$132
Orange County	\$122
Los Angeles	\$110
Boston	\$108
Orlando	\$108
Nashville	\$105
Phoenix	\$102
New Orleans	\$99
San Francisco	\$94
San Diego	\$93
Chicago	\$92
Philadelphia	\$87
Tampa	\$87
Washington	\$86
Seattle	\$75
Dallas	\$73
Atlanta	\$68
Saint Louis	\$66
Denver	\$62
Detroit	\$58
Houston	\$55
Minneapolis	\$55
Norfolk/Virginia Beach	\$50



San Diego County Weekly Demand & Average Rate Trend

Calendar Year 2019 Benchmark
Source: STR, Inc

Year
2019
2022
2023





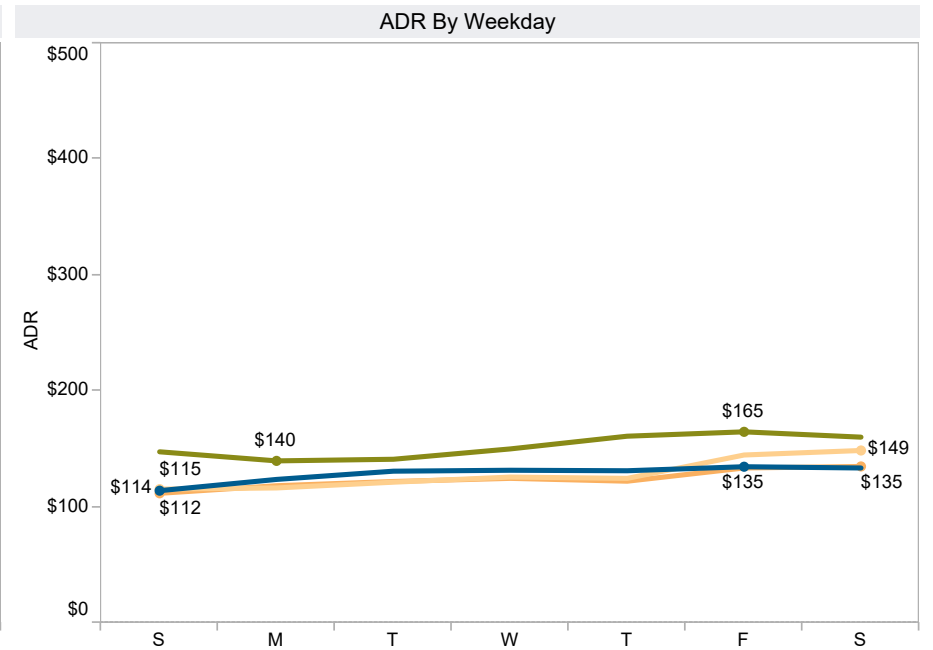
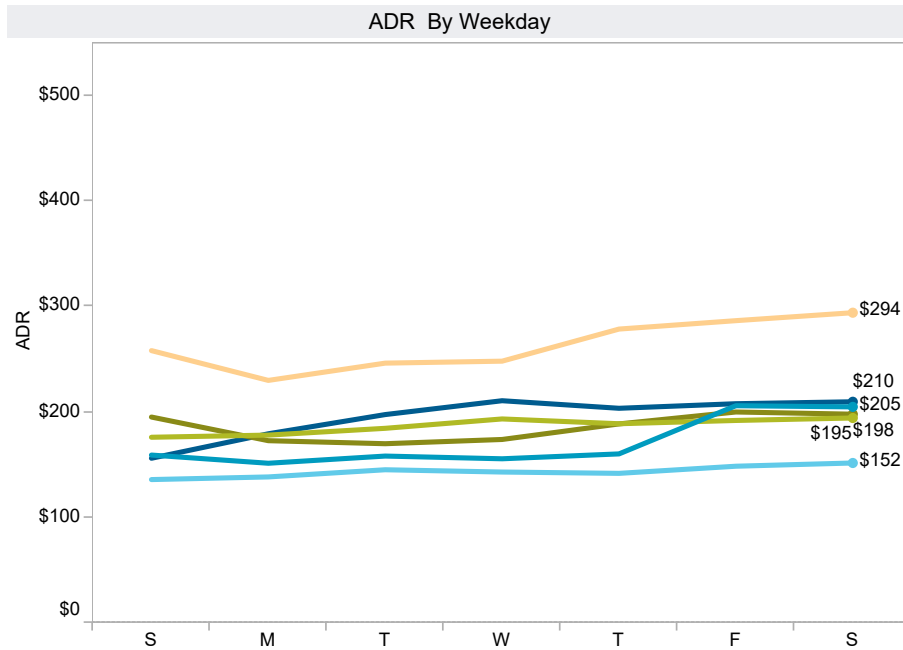
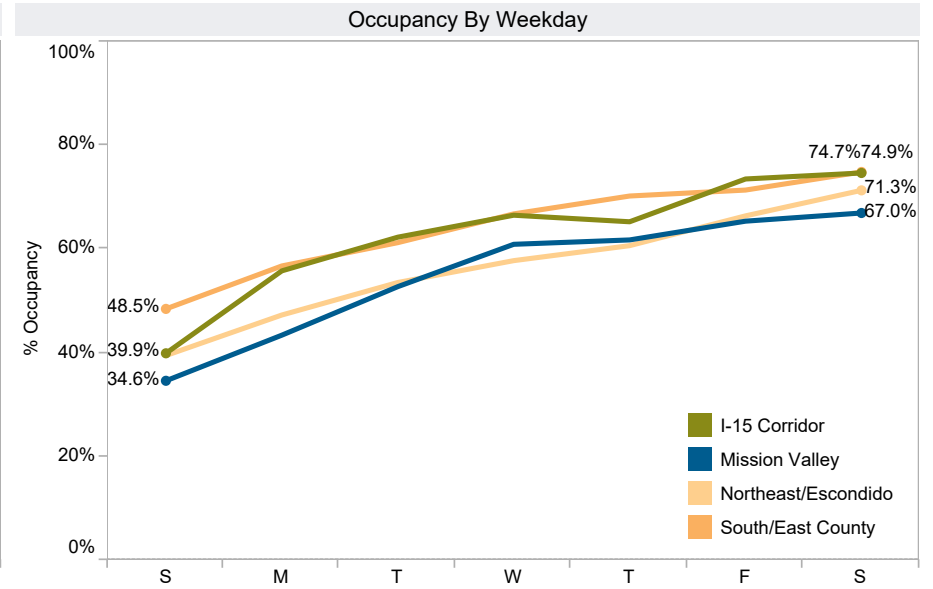
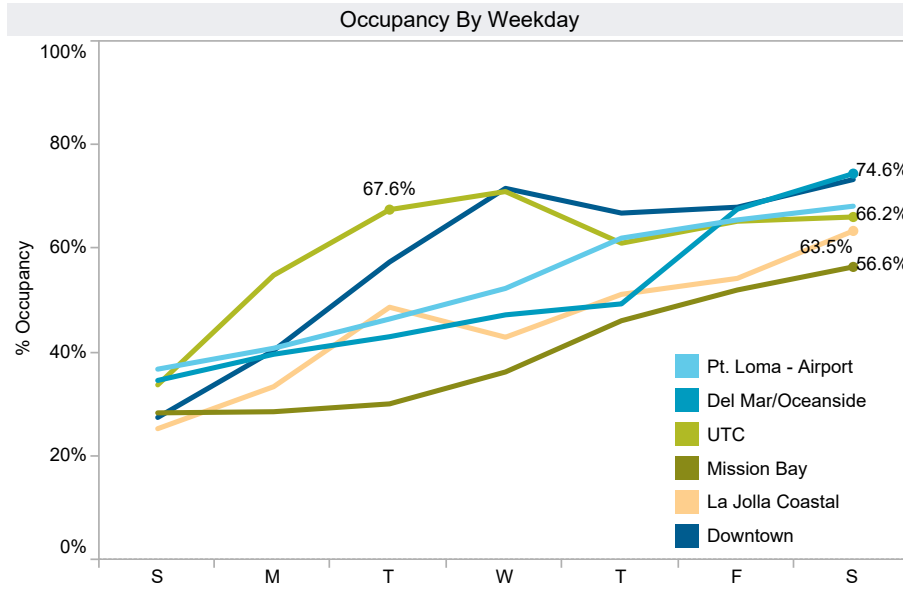
Last Week's Daily Hotel Performance by Region
Source: STR, Inc.

		Sun, November 26	Mon, November 27	Tue, November 28	Wed, November 29	Thu, November 30	Fri, December 01	Sat, December 02
San Diego City Properties	Rooms Sold	12,722	16,936	21,486	24,919	24,793	25,981	27,463
	% Occupancy	32.0%	42.6%	54.1%	62.7%	62.4%	65.4%	69.1%
	ADR	\$149.71	\$158.97	\$171.83	\$179.48	\$176.58	\$181.62	\$183.69
	RevPAR	\$47.95	\$67.77	\$92.94	\$112.59	\$110.20	\$118.78	\$126.99
Downtown	Rooms Sold	4,063	5,971	8,489	10,586	9,882	10,050	10,838
	% Occupancy	27.5%	40.5%	57.5%	71.7%	66.9%	68.1%	73.4%
	ADR	\$156.32	\$179.55	\$197.79	\$210.93	\$203.76	\$208.10	\$209.94
	RevPAR	\$43.03	\$72.63	\$113.75	\$151.27	\$136.41	\$141.68	\$154.14
Mission Valley	Rooms Sold	2,744	3,442	4,184	4,832	4,899	5,186	5,311
	% Occupancy	34.6%	43.4%	52.8%	60.9%	61.8%	65.4%	67.0%
	ADR	\$114.13	\$123.84	\$130.95	\$131.75	\$131.32	\$134.80	\$133.71
	RevPAR	\$39.49	\$53.74	\$69.08	\$80.27	\$81.12	\$88.14	\$89.54
Pt. Loma - Airport	Rooms Sold	1,698	1,884	2,144	2,416	2,863	3,025	3,147
	% Occupancy	36.8%	40.9%	46.5%	52.4%	62.1%	65.6%	68.3%
	ADR	\$136.08	\$138.59	\$145.40	\$143.24	\$141.98	\$148.76	\$151.82
	RevPAR	\$50.13	\$56.65	\$67.64	\$75.08	\$88.19	\$97.63	\$103.67
Mission Bay	Rooms Sold	900	907	955	1,150	1,463	1,651	1,792
	% Occupancy	28.4%	28.6%	30.1%	36.3%	46.2%	52.1%	56.6%
	ADR	\$195.44	\$173.00	\$170.12	\$174.15	\$188.91	\$200.24	\$198.15
	RevPAR	\$55.52	\$49.53	\$51.28	\$63.22	\$87.24	\$104.35	\$112.08
La Jolla Coastal	Rooms Sold	460	607	885	780	930	986	1,152
	% Occupancy	25.4%	33.5%	48.8%	43.0%	51.3%	54.4%	63.5%
	ADR	\$258.51	\$230.22	\$246.62	\$248.49	\$278.95	\$286.94	\$294.49
	RevPAR	\$65.55	\$77.04	\$120.32	\$106.85	\$143.01	\$155.96	\$187.02
UTC	Rooms Sold	1,405	2,284	2,810	2,955	2,541	2,717	2,751
	% Occupancy	33.8%	55.0%	67.6%	71.1%	61.1%	65.4%	66.2%
	ADR	\$176.25	\$178.31	\$184.74	\$193.64	\$189.08	\$192.20	\$194.54
	RevPAR	\$59.58	\$97.99	\$124.91	\$137.68	\$115.60	\$125.65	\$128.77
I-15 Corridor	Rooms Sold	725	1,014	1,132	1,209	1,186	1,336	1,357
	% Occupancy	39.9%	55.8%	62.3%	66.5%	65.3%	73.5%	74.7%
	ADR	\$147.68	\$139.84	\$141.24	\$150.17	\$161.14	\$164.91	\$160.32
	RevPAR	\$58.92	\$78.04	\$87.99	\$99.92	\$105.18	\$121.26	\$119.73
Del Mar/Oceanside	Rooms Sold	2,485	2,847	3,090	3,392	3,544	4,854	5,345
	% Occupancy	34.7%	39.7%	43.1%	47.3%	49.4%	67.7%	74.6%
	ADR	\$159.36	\$151.57	\$158.40	\$155.82	\$160.45	\$206.19	\$205.08
	RevPAR	\$55.24	\$60.19	\$68.27	\$73.73	\$79.32	\$139.61	\$152.90
South/East County	Rooms Sold	3,205	3,753	4,050	4,417	4,645	4,721	4,952
	% Occupancy	48.5%	56.8%	61.2%	66.8%	70.2%	71.4%	74.9%
	ADR	\$111.86	\$118.40	\$122.07	\$124.76	\$122.30	\$133.71	\$135.03
	RevPAR	\$54.21	\$67.19	\$74.76	\$83.33	\$85.91	\$95.46	\$101.12
Northeast/Escondido	Rooms Sold	1,965	2,354	2,666	2,876	3,020	3,306	3,551
	% Occupancy	39.5%	47.3%	53.6%	57.8%	60.7%	66.4%	71.3%
	ADR	\$115.44	\$116.49	\$121.46	\$125.87	\$124.74	\$144.91	\$148.81
	RevPAR	\$45.57	\$55.09	\$65.05	\$72.72	\$75.68	\$96.24	\$106.15



Day of Week Occupancy and ADR Patterns By Region

Week of Nov 26 - Dec 2, 2023
Weekly min & max noted





STR Latest Weekly Performance Trend Competitive Set Group and Transient

Selected Year
2023

		Total Market				Group				Transient			
		Week 45	Week 46	Week 47	Week 48	Week 45	Week 46	Week 47	Week 48	Week 45	Week 46	Week 47	Week 48
		Nov 5-11, 2023	Nov 12-18, 2023	Nov 19-25, 2023	Nov 26 - Dec 2, 2023	Nov 5-11, 2023	Nov 12-18, 2023	Nov 19-25, 2023	Nov 26 - Dec 2, 2023	Nov 5-11, 2023	Nov 12-18, 2023	Nov 19-25, 2023	Nov 26 - Dec 2, 2023
% Occupancy	San Diego	70.6%	67.7%	57.0%	55.5%	29.7%	28.8%	5.2%	18.9%	36.6%	36.1%	42.6%	28.8%
	San Francisco	72.6%	71.9%	42.0%	50.7%	21.6%	32.1%	3.0%	11.0%	47.0%	36.9%	28.8%	35.0%
	Seattle	73.2%	72.0%	47.0%	52.7%	24.8%	26.1%	3.7%	9.8%	52.3%	49.1%	35.4%	37.3%
	Phoenix	80.2%	79.1%	53.3%	64.8%	42.2%	41.4%	6.6%	29.8%	34.2%	34.5%	37.0%	29.2%
	Los Angeles	75.1%	71.5%	59.4%	61.5%	17.7%	16.2%	6.5%	13.5%	56.8%	55.2%	46.8%	46.0%
	Orange County	73.0%	75.4%	63.4%	60.7%	24.2%	29.4%	7.5%	16.2%	50.2%	48.1%	56.1%	45.3%
Occupancy YOY	San Diego	-5.1%	-7.1%	-1.1%	-3.6%	-12.3%	-12.2%	-11.8%	3.6%	0.8%	0.8%	2.4%	-7.9%
	San Francisco	2.8%	7.6%	-6.9%	-3.0%	20.3%	92.7%	2.0%	16.7%	-4.3%	-19.8%	-14.5%	-5.1%
	Seattle	7.5%	9.3%	7.7%	-5.6%	42.5%	44.4%	99.1%	-19.9%	13.2%	8.2%	12.4%	2.6%
	Phoenix	-4.2%	-3.4%	-5.1%	-5.6%	-3.6%	2.9%	-21.2%	0.0%	-6.5%	-7.2%	3.9%	-5.8%
	Los Angeles	1.0%	-4.2%	-1.6%	3.9%	8.7%	-5.0%	-4.3%	36.0%	2.8%	-4.5%	-1.3%	7.0%
	Orange County	-2.9%	0.7%	-1.5%	1.2%	-5.9%	11.7%	47.2%	25.1%	3.5%	-1.8%	-0.9%	-1.3%
ADR	San Diego	\$195.84	\$189.31	\$173.21	\$166.81	\$281.08	\$276.44	\$209.55	\$239.67	\$266.06	\$251.60	\$255.77	\$228.32
	San Francisco	\$238.48	\$270.83	\$157.14	\$185.71	\$348.03	\$414.49	\$208.97	\$261.49	\$290.52	\$317.96	\$196.96	\$230.06
	Seattle	\$168.00	\$172.60	\$135.72	\$142.20	\$210.36	\$218.06	\$177.38	\$191.05	\$232.35	\$246.59	\$193.74	\$196.69
	Phoenix	\$186.03	\$181.39	\$145.64	\$157.50	\$285.40	\$279.34	\$207.55	\$241.75	\$320.65	\$306.89	\$274.38	\$273.15
	Los Angeles	\$197.86	\$193.09	\$171.16	\$179.12	\$279.83	\$275.30	\$209.17	\$267.30	\$290.84	\$282.46	\$259.74	\$260.56
	Orange County	\$210.40	\$215.78	\$205.07	\$200.22	\$293.84	\$281.27	\$179.95	\$261.75	\$313.15	\$328.33	\$324.89	\$302.66
ADR YOY	San Diego	-3.5%	-1.6%	-3.1%	-2.6%	6.3%	8.1%	12.7%	-2.8%	-8.6%	-3.7%	-4.3%	-1.6%
	San Francisco	9.0%	26.1%	-3.9%	1.3%	28.2%	48.0%	18.9%	3.5%	7.6%	20.1%	-5.3%	1.7%
	Seattle	5.3%	9.9%	4.5%	0.3%	-1.8%	8.2%	-10.0%	-0.9%	8.4%	18.0%	11.0%	3.2%
	Phoenix	1.9%	3.5%	-3.7%	2.7%	2.7%	6.6%	1.1%	1.8%	1.3%	2.7%	-8.3%	5.5%
	Los Angeles	-2.4%	-6.6%	-6.1%	-0.8%	4.1%	2.0%	3.1%	2.0%	-0.8%	-4.5%	-4.3%	1.4%
	Orange County	3.3%	8.3%	16.6%	6.6%	12.6%	14.6%	-4.0%	-1.3%	-0.2%	7.4%	33.5%	7.2%

Source: Smith Travel Research, Inc.

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

WESTERN COMPETITIVE DAILY ANALYSIS OCCUPANCY NOV 26-DEC 2, 2023

	November 26, 2023 Sunday	November 27, 2023 Monday	November 28, 2023 Tuesday	November 29, 2023 Wednesday	November 30, 2023 Thursday	December 1, 2023 Friday	December 2, 2023 Saturday	
TOTAL MARKET	San Diego	34.6%	43.6%	52.5%	59.6%	60.8%	66.5%	70.5%
	Los Angeles	47.2%	49.8%	56.6%	60.5%	64.4%	72.9%	79.1%
	Orange County	42.1%	50.0%	56.2%	60.2%	63.6%	71.7%	81.5%
	San Francisco	32.9%	41.9%	51.1%	59.1%	59.7%	55.3%	54.6%
	Phoenix	42.5%	54.4%	67.5%	72.7%	72.1%	73.7%	70.5%
	Seattle	39.9%	50.2%	57.8%	57.9%	53.3%	53.2%	56.8%
GROUP (UPSCALE+ PROPERTIES)	San Diego	2.4%	9.5%	19.2%	27.9%	26.3%	23.8%	23.1%
	Los Angeles	8.3%	8.2%	12.6%	14.9%	16.5%	16.6%	17.4%
	Orange County	2.6%	7.2%	12.3%	16.7%	21.7%	21.8%	30.8%
	San Francisco	2.8%	4.5%	8.8%	16.9%	18.3%	15.8%	9.6%
	Phoenix	5.3%	17.3%	36.3%	44.3%	40.6%	36.0%	28.4%
	Seattle	5.0%	8.2%	12.4%	12.0%	11.5%	7.8%	11.8%
TRANSIENT (UPSCALE+ PROPERTIES)	San Diego	20.4%	22.9%	25.8%	27.6%	28.8%	35.9%	40.4%
	Los Angeles	33.4%	37.2%	43.2%	46.9%	48.9%	53.7%	58.5%
	Orange County	34.7%	40.7%	46.8%	46.0%	45.2%	51.0%	52.4%
	San Francisco	21.4%	29.8%	37.4%	41.3%	39.9%	36.3%	38.6%
	Phoenix	21.0%	25.5%	30.3%	30.0%	29.6%	33.2%	34.9%
	Seattle	25.5%	35.1%	41.6%	43.4%	36.9%	37.4%	41.3%