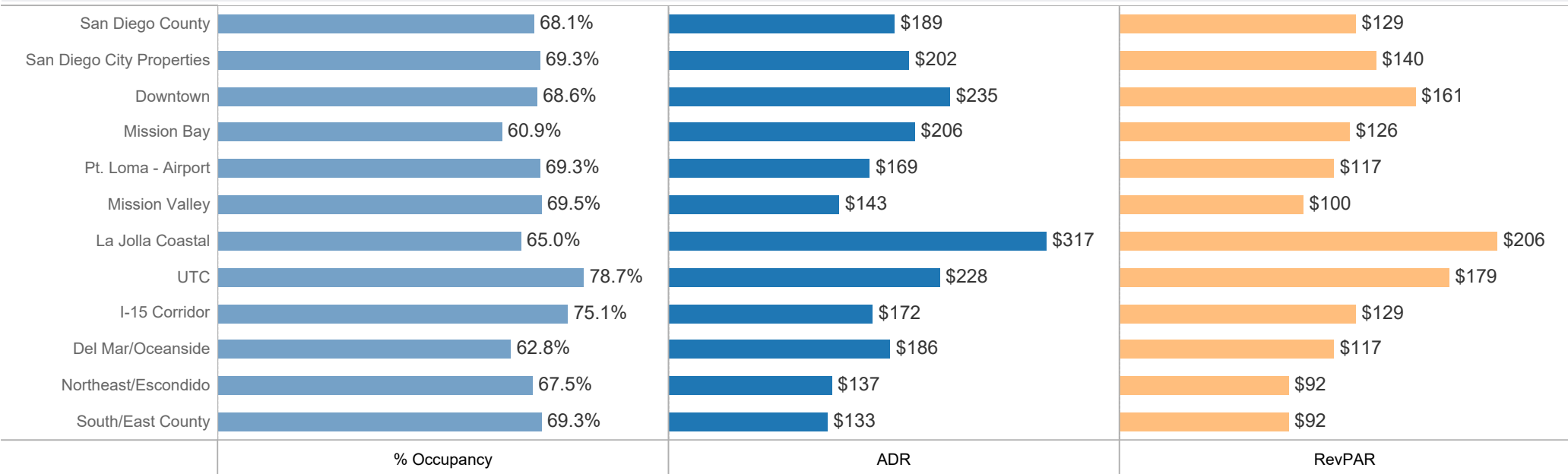




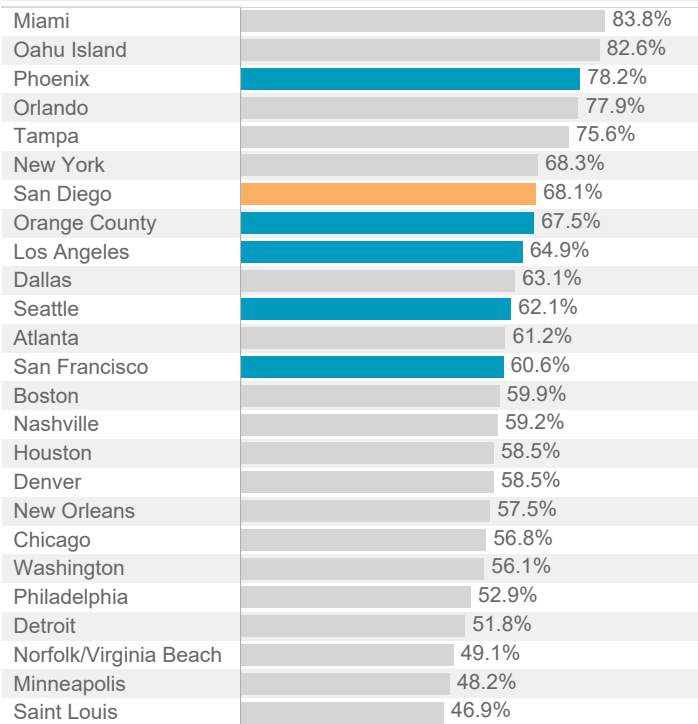
# Weekly Hotel Performance Update - Week of Jan 21-27, 2024

source: STR, Inc.

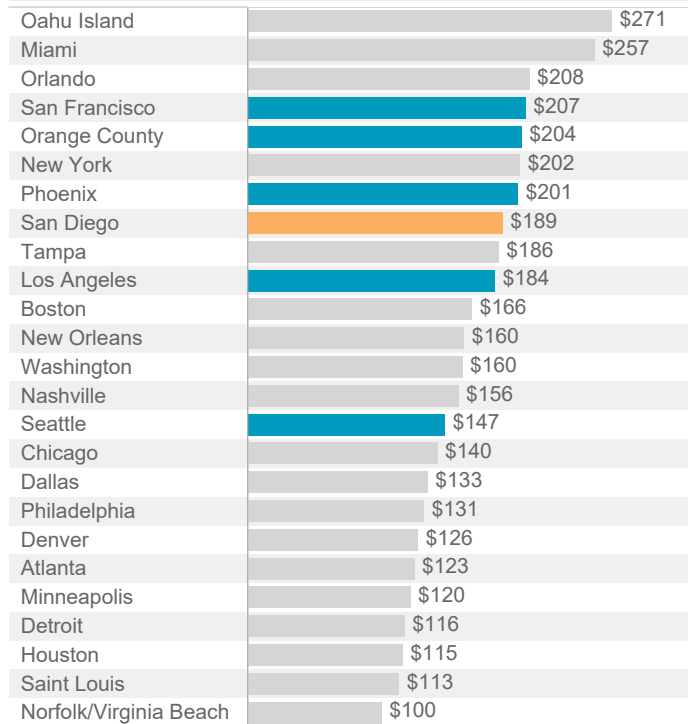
San Diego County Hotel Performance - Week of Jan 21-27, 2024



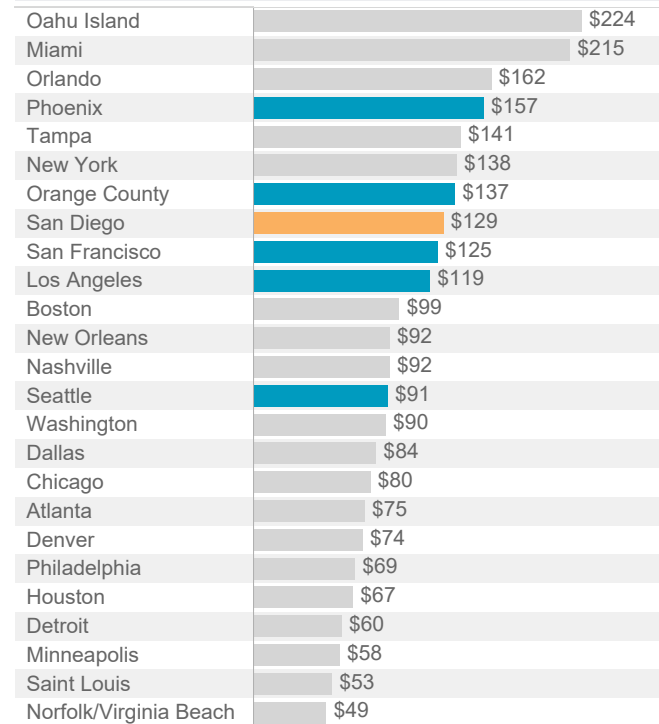
Weekly Top 25 Hotel Occupancy  
Jan 21-27, 2024



Weekly Top 25 ADR  
Jan 21-27, 2024



Weekly Top 25 RevPAR  
Jan 21-27, 2024

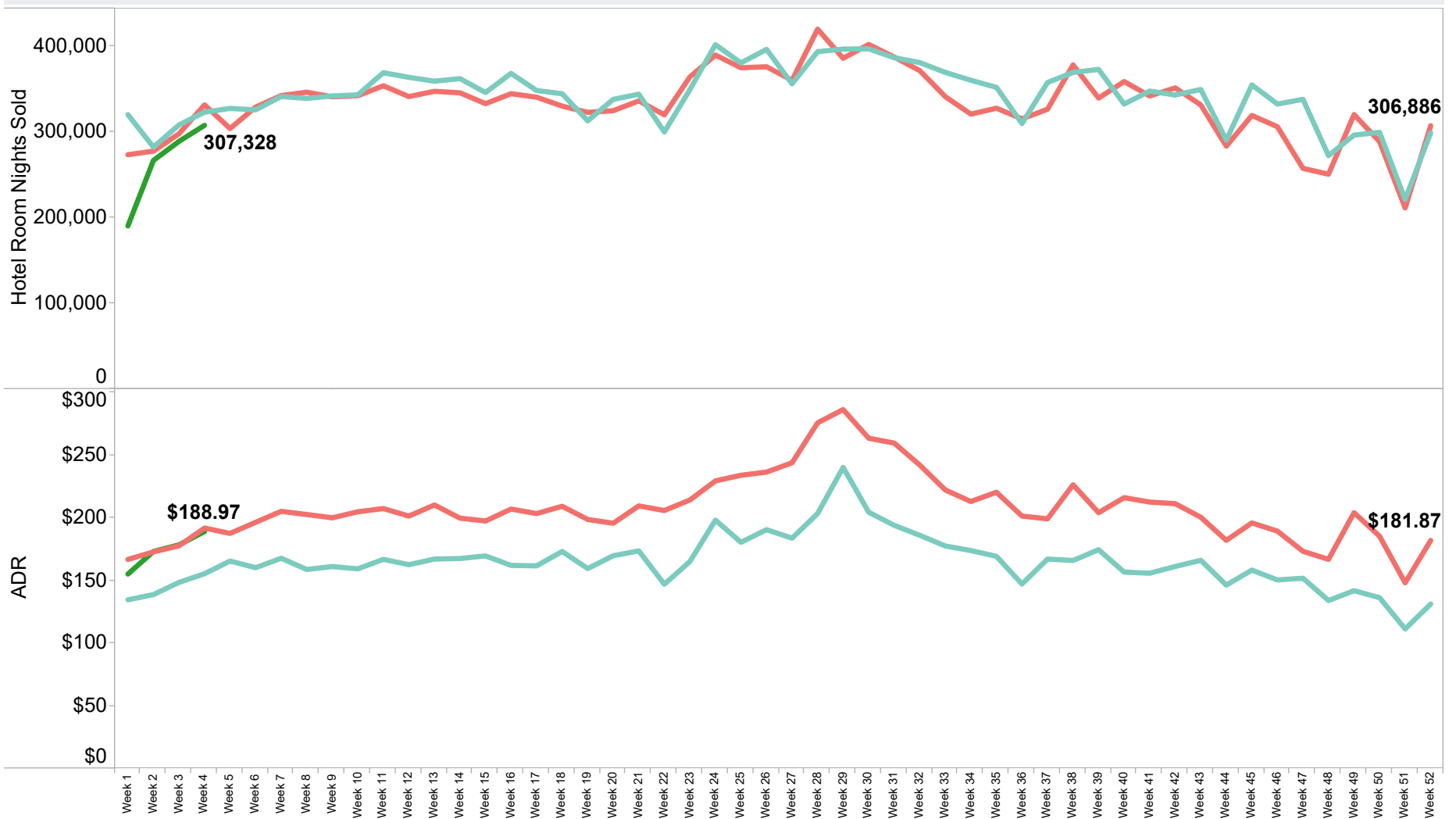




# San Diego County Weekly Demand & Average Rate Trend

Calendar Year 2019 Benchmark  
Source: STR, Inc

Year  
2019  
2023  
2024





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

TOURISM AUTHORITY

		Sun, January 21	Mon, January 22	Tue, January 23	Wed, January 24	Thu, January 25	Fri, January 26	Sat, January 27
San Diego City Properties	Rooms Sold	23,895	30,592	32,157	29,288	26,773	24,677	25,425
	% Occupancy	60.1%	77.0%	80.9%	73.7%	67.4%	62.1%	64.0%
	ADR	\$202.13	\$217.20	\$220.78	\$206.60	\$194.68	\$184.07	\$181.28
	RevPAR	\$121.51	\$167.16	\$178.61	\$152.23	\$131.13	\$114.28	\$115.95
Downtown	Rooms Sold	10,000	12,363	12,528	10,049	9,127	8,139	8,746
	% Occupancy	67.6%	83.6%	84.7%	68.0%	61.7%	55.0%	59.2%
	ADR	\$247.98	\$258.82	\$258.74	\$236.15	\$222.79	\$202.74	\$196.93
	RevPAR	\$167.72	\$216.42	\$219.24	\$160.51	\$137.53	\$111.61	\$116.49
Mission Valley	Rooms Sold	4,560	5,672	6,038	6,187	5,593	5,246	5,295
	% Occupancy	57.5%	71.5%	76.1%	78.0%	70.5%	66.1%	66.8%
	ADR	\$140.46	\$149.89	\$154.35	\$151.72	\$142.26	\$131.95	\$129.87
	RevPAR	\$80.76	\$107.20	\$117.51	\$118.36	\$100.33	\$87.28	\$86.71
Pt. Loma - Airport	Rooms Sold	2,645	3,181	3,411	3,308	3,344	3,261	3,216
	% Occupancy	57.4%	69.0%	74.0%	71.8%	72.6%	70.8%	69.8%
	ADR	\$161.58	\$185.08	\$185.00	\$169.68	\$165.71	\$157.64	\$156.52
	RevPAR	\$92.73	\$127.73	\$136.91	\$121.79	\$120.23	\$111.54	\$109.21
Mission Bay	Rooms Sold	1,533	2,195	2,420	1,827	1,669	1,843	2,028
	% Occupancy	48.4%	69.3%	76.4%	57.7%	52.7%	58.2%	64.0%
	ADR	\$196.94	\$213.70	\$214.62	\$194.37	\$188.94	\$209.78	\$216.92
	RevPAR	\$95.30	\$148.07	\$163.94	\$112.10	\$99.54	\$122.04	\$138.86
La Jolla Coastal	Rooms Sold	746	1,165	1,346	1,412	1,229	1,196	1,159
	% Occupancy	41.1%	64.2%	74.2%	77.8%	67.8%	65.9%	63.9%
	ADR	\$257.31	\$280.52	\$305.70	\$322.97	\$340.81	\$359.30	\$326.79
	RevPAR	\$105.82	\$180.15	\$226.83	\$251.40	\$230.90	\$236.89	\$208.79
UTC	Rooms Sold	2,480	3,537	3,827	3,883	3,436	2,890	2,841
	% Occupancy	59.7%	85.1%	92.1%	93.4%	82.7%	69.5%	68.4%
	ADR	\$203.36	\$235.32	\$250.75	\$248.86	\$220.45	\$205.51	\$210.94
	RevPAR	\$121.35	\$200.27	\$230.90	\$232.51	\$182.26	\$142.91	\$144.19
I-15 Corridor	Rooms Sold	1,129	1,532	1,673	1,657	1,384	1,071	1,108
	% Occupancy	62.1%	84.3%	92.1%	91.2%	76.2%	58.9%	61.0%
	ADR	\$179.44	\$181.72	\$183.22	\$179.71	\$167.33	\$148.18	\$147.57
	RevPAR	\$111.50	\$153.22	\$168.70	\$163.88	\$127.46	\$87.34	\$89.99
Del Mar/Oceanside	Rooms Sold	3,171	4,013	4,518	4,915	4,838	4,648	5,393
	% Occupancy	44.2%	56.0%	63.0%	68.6%	67.5%	64.8%	75.2%
	ADR	\$159.56	\$178.25	\$194.48	\$188.70	\$188.63	\$188.49	\$195.13
	RevPAR	\$70.58	\$99.78	\$122.57	\$129.37	\$127.30	\$122.21	\$146.79
South/East County	Rooms Sold	3,874	4,691	4,673	4,748	4,698	4,664	4,747
	% Occupancy	58.6%	70.9%	70.7%	71.8%	71.0%	70.5%	71.8%
	ADR	\$128.91	\$137.12	\$139.15	\$132.28	\$130.22	\$130.43	\$130.76
	RevPAR	\$75.52	\$97.26	\$98.33	\$94.98	\$92.51	\$91.99	\$93.86
Northeast/Escondido	Rooms Sold	2,758	3,208	3,401	3,515	3,405	3,557	3,660
	% Occupancy	55.4%	64.4%	68.3%	70.6%	68.4%	71.5%	73.5%
	ADR	\$131.33	\$139.03	\$142.73	\$137.49	\$132.01	\$137.59	\$138.48
	RevPAR	\$72.76	\$89.59	\$97.51	\$97.08	\$90.29	\$98.32	\$101.82





# STR Latest Weekly Performance Trend Competitive Set Group and Transient

Selected Year  
2024

		Total Market				Group				Transient			
		Week 1	Week 2	Week 3	Week 4	Week 1	Week 2	Week 3	Week 4	Week 1	Week 2	Week 3	Week 4
		Dec 31, 2023 - Jan 6, 2024	Jan 7-13, 2024	Jan 14-20, 2024	Jan 21-27, 2024	Dec 31, 2023 - Jan 6, 2024	Jan 7-13, 2024	Jan 14-20, 2024	Jan 21-27, 2024	Dec 31, 2023 - Jan 6, 2024	Jan 7-13, 2024	Jan 14-20, 2024	Jan 21-27, 2024
% Occupancy	San Diego	49.1%	59.0%	63.9%	68.1%	6.5%	26.0%	25.6%	31.8%	32.9%	29.4%	31.8%	31.7%
	San Francisco	45.3%	65.1%	52.6%	60.6%	10.7%	25.2%	11.8%	15.7%	28.4%	35.9%	34.5%	40.3%
	Seattle	43.3%	52.7%	54.1%	62.1%	9.5%	7.7%	7.2%	18.0%	24.8%	33.8%	34.5%	40.5%
	Phoenix	54.3%	69.4%	71.7%	78.2%	15.5%	35.7%	36.6%	41.3%	27.7%	26.6%	27.6%	31.5%
	Los Angeles	58.7%	61.5%	62.8%	64.9%	9.3%	12.5%	12.0%	14.1%	44.4%	45.5%	45.9%	47.6%
	Orange County	60.2%	63.7%	57.8%	67.5%	11.4%	24.7%	14.6%	20.4%	48.0%	41.0%	41.0%	45.4%
Occupancy YOY	San Diego	-7.6%	-4.4%	-3.5%	-7.7%	-26.6%	-7.6%	-16.6%	-18.4%	-7.0%	3.0%	8.3%	2.8%
	San Francisco	-0.9%	0.0%	-3.0%	3.9%	103.1%	21.5%	-16.1%	39.7%	-8.1%	-1.1%	4.5%	2.7%
	Seattle	-5.2%	-4.9%	9.6%	10.1%	59.9%	-40.6%	42.4%	15.5%	-20.0%	-2.9%	5.5%	12.9%
	Phoenix	-2.3%	-4.1%	-1.9%	-3.1%	-10.4%	-0.9%	6.7%	5.5%	5.3%	0.3%	0.5%	-5.9%
	Los Angeles	-4.5%	-5.1%	2.3%	-1.7%	-22.5%	-10.6%	5.8%	-6.8%	-1.1%	-8.4%	1.0%	-3.6%
	Orange County	-0.9%	13.0%	0.2%	6.2%	73.4%	66.3%	-19.1%	-22.7%	-8.3%	-1.6%	-0.9%	7.6%
ADR	San Diego	\$155.05	\$173.09	\$178.34	\$188.97	\$223.29	\$255.52	\$269.00	\$280.15	\$223.10	\$224.98	\$239.12	\$252.16
	San Francisco	\$168.10	\$589.16	\$190.45	\$206.69	\$253.01	\$1,304.27	\$271.04	\$288.33	\$203.94	\$631.30	\$239.19	\$258.67
	Seattle	\$124.89	\$135.64	\$136.43	\$147.01	\$161.28	\$183.89	\$204.86	\$195.64	\$183.61	\$192.44	\$194.91	\$207.62
	Phoenix	\$144.83	\$171.65	\$182.49	\$200.89	\$241.74	\$293.17	\$312.61	\$320.93	\$257.28	\$269.51	\$296.92	\$342.31
	Los Angeles	\$185.79	\$182.96	\$180.69	\$183.97	\$243.90	\$274.33	\$274.63	\$279.59	\$294.37	\$278.60	\$274.22	\$274.10
	Orange County	\$196.08	\$198.25	\$183.54	\$203.78	\$232.72	\$235.20	\$262.52	\$288.29	\$304.43	\$309.26	\$276.17	\$301.62
ADR YOY	San Diego	-7.0%	0.2%	0.4%	-1.4%	6.2%	-0.6%	2.0%	2.4%	-11.4%	0.3%	0.4%	-6.8%
	San Francisco	-2.4%	2.6%	-5.0%	4.5%	-8.2%	4.2%	-3.4%	7.4%	-6.9%	-10.2%	-6.1%	3.7%
	Seattle	-10.9%	-4.0%	-0.2%	0.4%	-9.6%	-4.1%	5.0%	-1.7%	-11.2%	1.8%	3.4%	5.9%
	Phoenix	-4.6%	-1.6%	0.6%	-1.5%	1.0%	6.3%	7.1%	2.0%	-10.2%	-8.2%	-2.8%	-4.2%
	Los Angeles	-9.1%	-12.9%	0.2%	-1.7%	-6.5%	-6.0%	6.7%	5.9%	-8.3%	-15.3%	2.2%	-0.6%
	Orange County	4.0%	9.2%	1.8%	9.2%	22.0%	-1.2%	11.5%	10.3%	4.3%	9.8%	-0.9%	6.8%

Source: Smith Travel Research, Inc.

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

## WESTERN COMPETITIVE DAILY ANALYSIS OCCUPANCY JAN 21-27, 2024

		January 21, 2024	January 22, 2024	January 23, 2024	January 24, 2024	January 25, 2024	January 26, 2024	January 27, 2024
		Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<b>TOTAL MARKET</b>	San Diego	57.1%	72.2%	76.0%	71.9%	67.4%	64.2%	67.5%
	Los Angeles	53.9%	62.0%	68.2%	67.3%	65.7%	67.5%	69.6%
	Orange County	46.9%	57.0%	65.3%	73.1%	75.6%	77.3%	76.8%
	San Francisco	42.0%	56.0%	64.4%	69.9%	64.8%	62.2%	64.7%
	Phoenix	64.4%	80.6%	85.4%	83.2%	80.1%	76.6%	76.8%
	Seattle	48.9%	65.7%	72.8%	73.4%	62.0%	56.1%	56.0%
<b>GROUP (UPSCALE+ PROPERTIES)</b>	San Diego	28.7%	41.2%	50.1%	48.3%	41.5%	30.6%	33.0%
	Los Angeles	12.8%	17.7%	19.9%	16.2%	14.3%	13.6%	11.4%
	Orange County	11.1%	31.2%	39.3%	36.8%	31.1%	22.0%	13.6%
	San Francisco	9.1%	10.5%	10.5%	12.2%	11.9%	11.8%	12.6%
	Phoenix	29.9%	53.4%	56.0%	50.2%	37.4%	22.2%	24.6%
	Seattle	7.9%	16.8%	21.3%	21.5%	17.2%	14.0%	10.6%
<b>TRANSIENT (UPSCALE+ PROPERTIES)</b>	San Diego	25.4%	28.2%	30.0%	30.8%	30.8%	34.1%	36.3%
	Los Angeles	41.1%	47.5%	52.4%	52.3%	50.8%	50.1%	51.0%
	Orange County	34.3%	38.5%	40.8%	40.3%	39.9%	47.5%	54.1%
	San Francisco	34.5%	38.4%	40.9%	41.9%	37.3%	39.3%	42.7%
	Phoenix	22.9%	27.5%	32.8%	35.1%	37.2%	39.0%	39.7%
	Seattle	25.5%	37.0%	41.3%	43.1%	35.8%	33.0%	35.1%