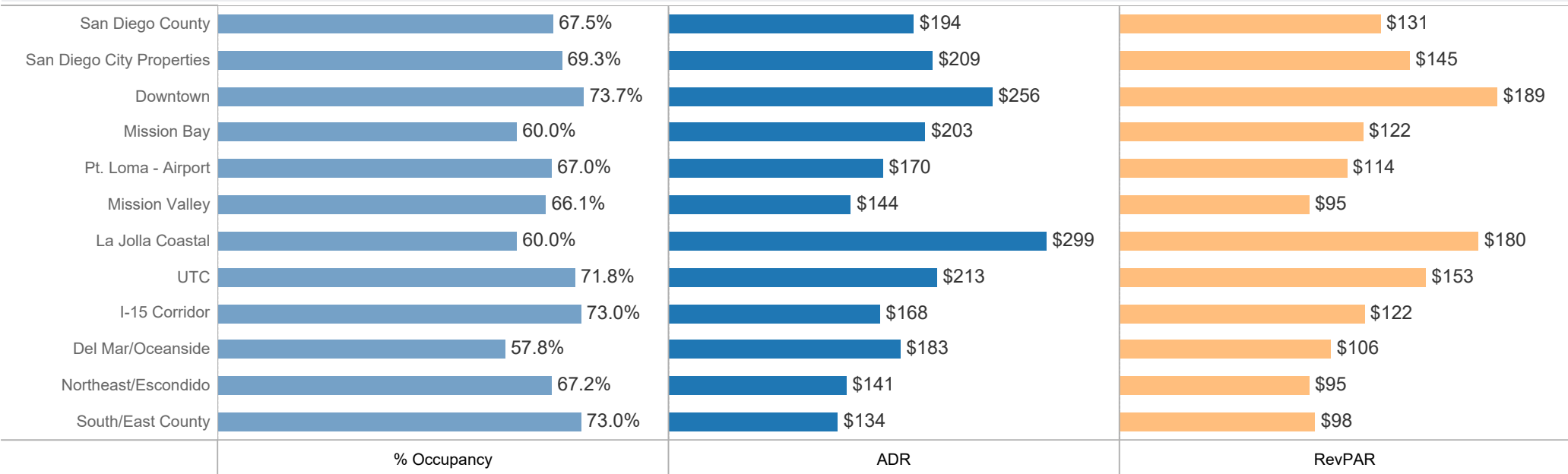




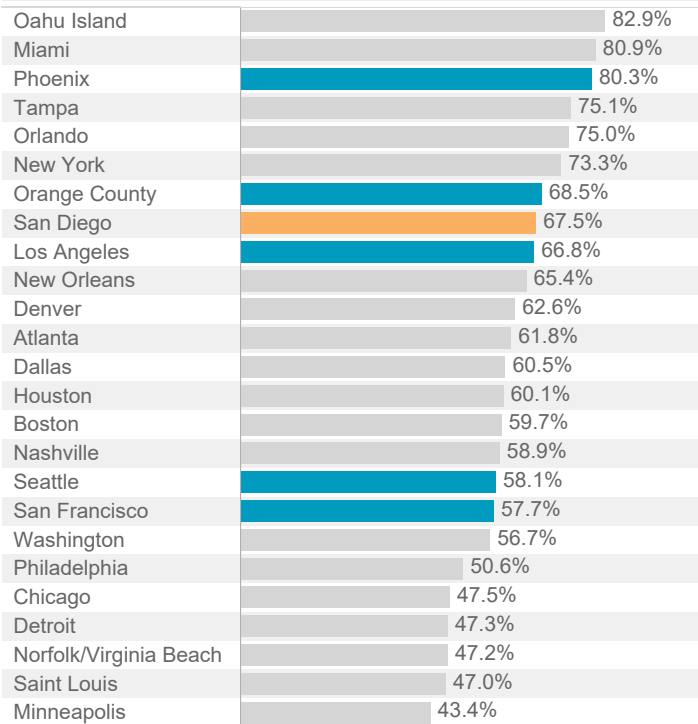
# Weekly Hotel Performance Update - Week of Feb 4-10, 2024

source: STR, Inc.

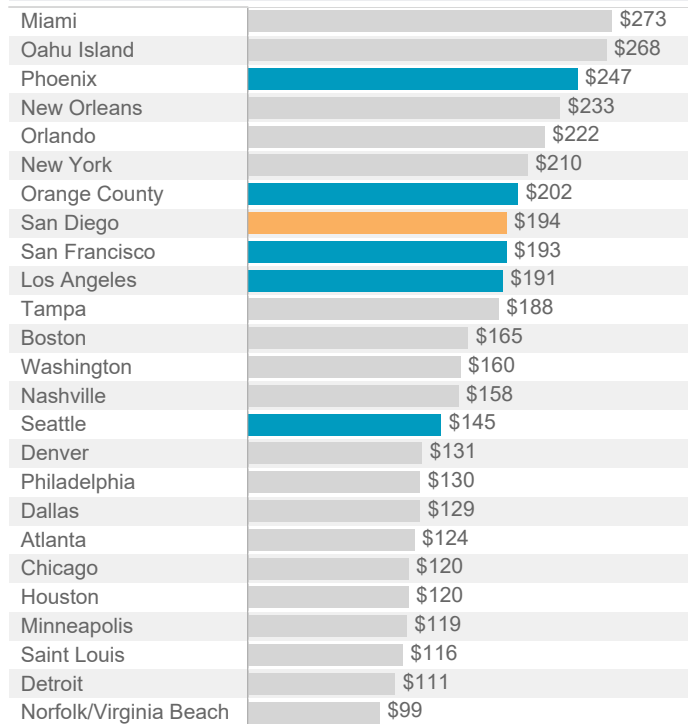
San Diego County Hotel Performance - Week of Feb 4-10, 2024



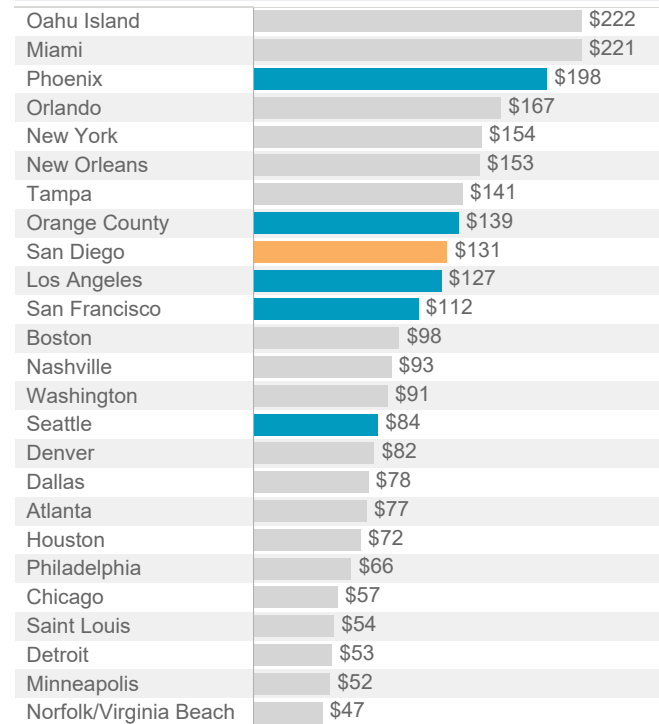
Weekly Top 25 Hotel Occupancy  
Feb 4-10, 2024



Weekly Top 25 ADR  
Feb 4-10, 2024



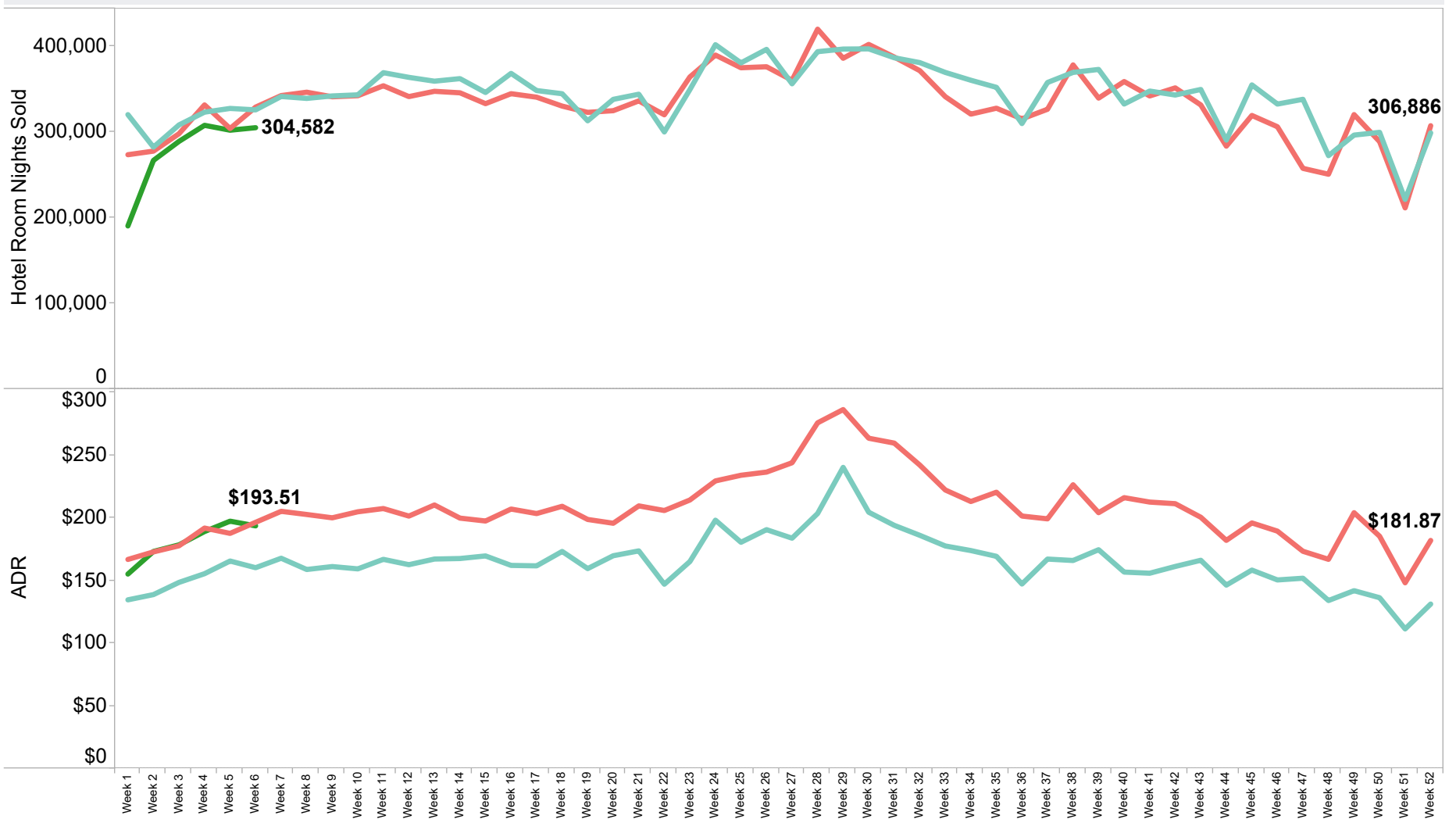
Weekly Top 25 RevPAR  
Feb 4-10, 2024





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

Year  
 2019  
 2023  
 2024





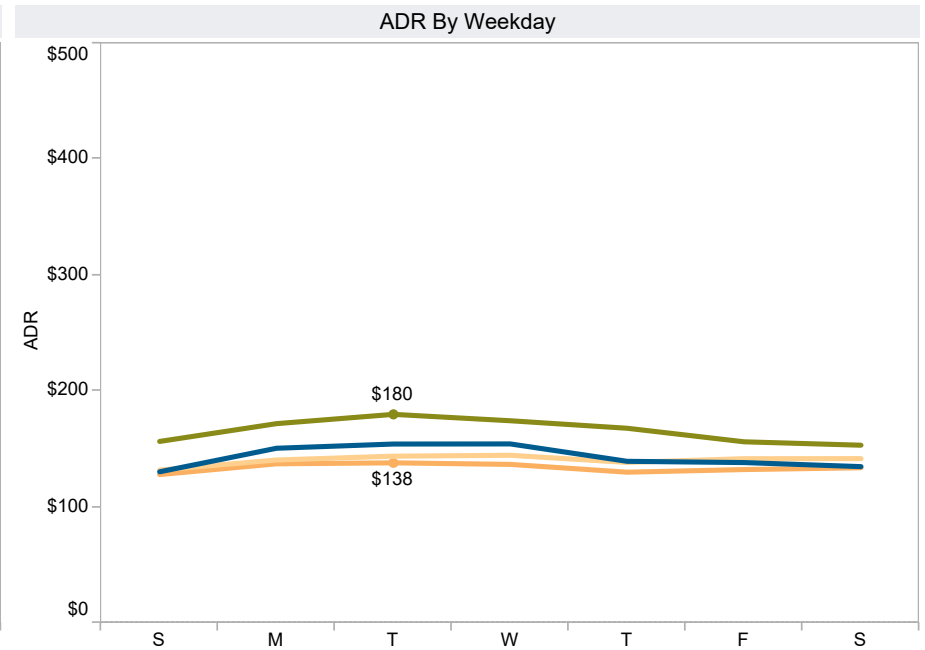
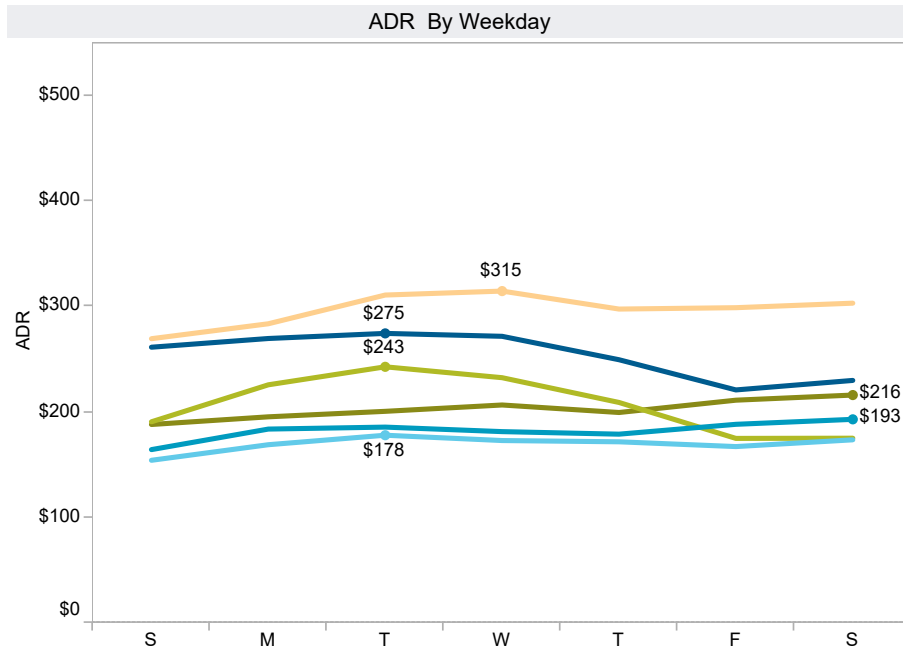
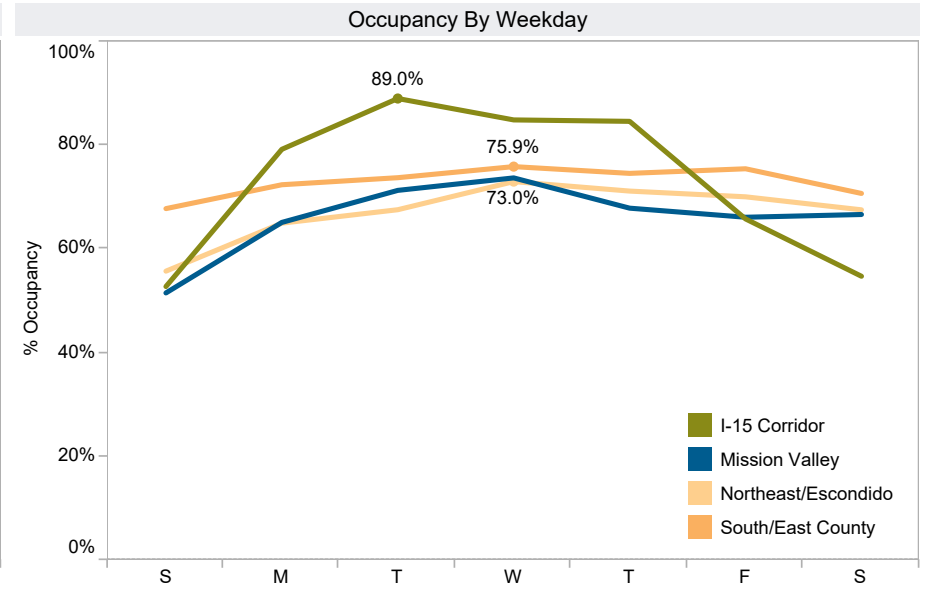
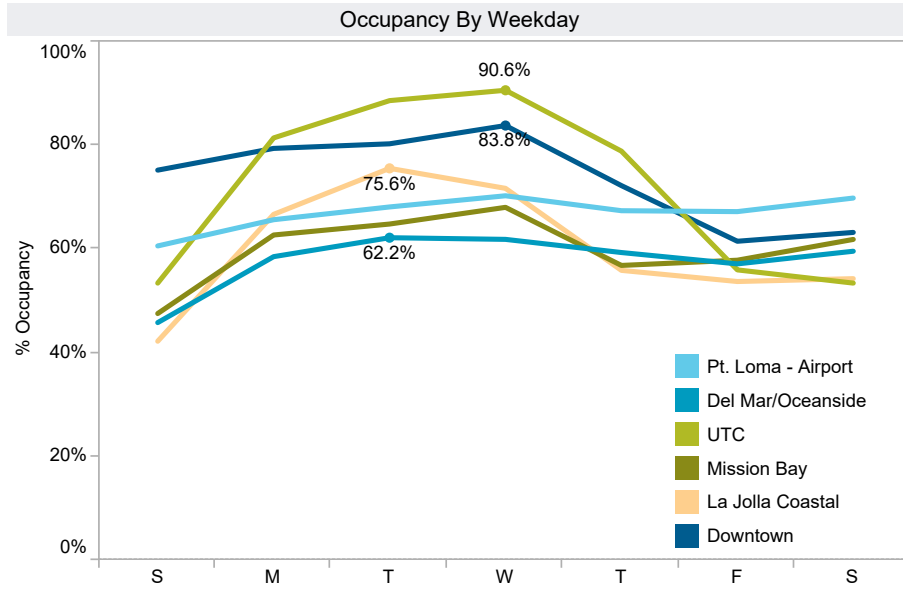
Last Week's Daily Hotel Performance by Region  
Source: STR, Inc.

		Sun, February 04	Mon, February 05	Tue, February 06	Wed, February 07	Thu, February 08	Fri, February 09	Sat, February 10
San Diego City Properties	Rooms Sold	24,349	28,900	30,368	31,238	27,825	24,820	24,975
	% Occupancy	61.4%	72.8%	76.5%	78.7%	70.1%	62.5%	62.9%
	ADR	\$206.53	\$218.21	\$224.84	\$222.44	\$203.72	\$187.31	\$192.00
	RevPAR	\$126.71	\$158.90	\$172.05	\$175.08	\$142.83	\$117.14	\$120.83
Downtown	Rooms Sold	11,123	11,743	11,874	12,395	10,682	9,095	9,347
	% Occupancy	75.2%	79.4%	80.3%	83.8%	72.2%	61.5%	63.2%
	ADR	\$261.73	\$270.00	\$274.85	\$272.08	\$249.85	\$221.18	\$230.21
	RevPAR	\$196.90	\$214.45	\$220.73	\$228.10	\$180.51	\$136.06	\$145.54
Mission Valley	Rooms Sold	4,088	5,167	5,657	5,848	5,385	5,246	5,288
	% Occupancy	51.5%	65.1%	71.3%	73.7%	67.9%	66.1%	66.7%
	ADR	\$130.42	\$150.75	\$154.38	\$154.47	\$139.47	\$138.39	\$134.88
	RevPAR	\$67.22	\$98.21	\$110.11	\$113.90	\$94.70	\$91.54	\$89.93
Pt. Loma - Airport	Rooms Sold	2,756	2,986	3,098	3,196	3,065	3,057	3,176
	% Occupancy	60.6%	65.7%	68.1%	70.3%	67.4%	67.2%	69.8%
	ADR	\$154.39	\$169.17	\$178.18	\$173.14	\$171.94	\$167.41	\$173.82
	RevPAR	\$93.58	\$111.09	\$121.40	\$121.70	\$115.90	\$112.55	\$121.41
Mission Bay	Rooms Sold	1,507	1,987	2,054	2,156	1,801	1,833	1,960
	% Occupancy	47.6%	62.7%	64.8%	68.1%	56.8%	57.9%	61.9%
	ADR	\$188.38	\$195.65	\$200.86	\$206.89	\$199.75	\$211.45	\$216.31
	RevPAR	\$89.61	\$122.72	\$130.23	\$140.80	\$113.56	\$122.34	\$133.83
La Jolla Coastal	Rooms Sold	766	1,210	1,371	1,301	1,014	975	985
	% Occupancy	42.2%	66.7%	75.6%	71.7%	55.9%	53.7%	54.3%
	ADR	\$269.81	\$283.98	\$311.25	\$315.01	\$297.95	\$299.25	\$303.53
	RevPAR	\$113.93	\$189.43	\$235.24	\$225.93	\$166.55	\$160.84	\$164.82
UTC	Rooms Sold	2,221	3,385	3,684	3,767	3,279	2,327	2,221
	% Occupancy	53.4%	81.4%	88.6%	90.6%	78.9%	56.0%	53.4%
	ADR	\$190.92	\$226.04	\$243.12	\$232.80	\$209.29	\$175.16	\$175.36
	RevPAR	\$102.03	\$184.11	\$215.51	\$211.01	\$165.12	\$98.07	\$93.71
I-15 Corridor	Rooms Sold	959	1,440	1,618	1,543	1,538	1,196	995
	% Occupancy	52.8%	79.3%	89.0%	84.9%	84.6%	65.8%	54.8%
	ADR	\$156.62	\$171.97	\$179.99	\$174.47	\$167.99	\$156.30	\$153.37
	RevPAR	\$82.66	\$136.29	\$160.28	\$148.16	\$142.19	\$102.88	\$83.98
Del Mar/Oceanside	Rooms Sold	3,285	4,197	4,459	4,436	4,254	4,097	4,272
	% Occupancy	45.8%	58.5%	62.2%	61.9%	59.3%	57.1%	59.6%
	ADR	\$164.52	\$184.02	\$185.89	\$181.60	\$179.19	\$188.54	\$193.27
	RevPAR	\$75.39	\$107.73	\$115.62	\$112.37	\$106.33	\$107.75	\$115.17
South/East County	Rooms Sold	4,887	5,219	5,317	5,471	5,377	5,441	5,098
	% Occupancy	67.8%	72.4%	73.8%	75.9%	74.6%	75.5%	70.7%
	ADR	\$128.03	\$137.31	\$138.15	\$136.81	\$130.08	\$132.35	\$133.90
	RevPAR	\$86.81	\$99.44	\$101.92	\$103.85	\$97.05	\$99.92	\$94.72
Northeast/Escondido	Rooms Sold	2,775	3,236	3,365	3,635	3,544	3,489	3,364
	% Occupancy	55.7%	65.0%	67.6%	73.0%	71.2%	70.1%	67.6%
	ADR	\$131.92	\$140.60	\$143.91	\$144.68	\$138.51	\$141.74	\$141.78
	RevPAR	\$73.54	\$91.40	\$97.28	\$105.65	\$98.61	\$99.34	\$95.81



# Day of Week Occupancy and ADR Patterns By Region

Week of Feb 4-10, 2024  
Weekly min & max noted





# STR Latest Weekly Performance Trend Competitive Set Group and Transient

Selected Year  
2024

		Total Market				Group				Transient			
		Week 3	Week 4	Week 5	Week 6	Week 3	Week 4	Week 5	Week 6	Week 3	Week 4	Week 5	Week 6
		Jan 14-20, 2024	Jan 21-27, 2024	Jan 28 - Feb 3, 2024	Feb 4-10, 2024	Jan 14-20, 2024	Jan 21-27, 2024	Jan 28 - Feb 3, 2024	Feb 4-10, 2024	Jan 14-20, 2024	Jan 21-27, 2024	Jan 28 - Feb 3, 2024	Feb 4-10, 2024
% Occupancy	San Diego	63.9%	68.1%	66.8%	67.5%	25.6%	31.8%	34.2%	35.8%	31.8%	31.7%	29.2%	27.5%
	San Francisco	52.6%	60.6%	63.3%	57.7%	11.8%	15.7%	17.3%	12.5%	34.5%	40.3%	40.8%	38.2%
	Seattle	54.1%	62.1%	60.1%	58.1%	7.2%	18.0%	21.6%	12.1%	34.5%	40.5%	35.9%	41.0%
	Phoenix	71.7%	78.2%	73.9%	80.3%	36.6%	41.3%	41.0%	38.0%	27.6%	31.5%	27.8%	35.3%
	Los Angeles	62.8%	64.9%	66.6%	66.8%	12.0%	14.1%	16.8%	16.8%	45.9%	47.6%	49.4%	49.1%
	Orange County	57.8%	67.5%	61.1%	68.5%	14.6%	20.4%	20.8%	23.3%	41.0%	45.4%	39.8%	44.4%
Occupancy YOY	San Diego	-3.5%	-7.7%	-1.2%	-7.7%	-16.6%	-18.4%	-0.4%	13.5%	8.3%	2.8%	2.8%	-20.7%
	San Francisco	-3.0%	3.9%	0.5%	1.6%	-16.1%	39.7%	-5.4%	-2.7%	4.5%	2.7%	4.2%	2.0%
	Seattle	9.6%	10.1%	19.4%	6.1%	42.4%	15.5%	190.7%	16.4%	5.5%	12.9%	14.2%	11.5%
	Phoenix	-1.9%	-3.1%	3.3%	3.5%	6.7%	5.5%	20.8%	-30.4%	0.5%	-5.9%	-2.6%	65.1%
	Los Angeles	2.3%	-1.7%	-1.0%	-1.1%	5.8%	-6.8%	-3.1%	4.1%	1.0%	-3.6%	-0.2%	-3.1%
	Orange County	0.2%	6.2%	0.0%	-1.6%	-19.1%	-22.7%	0.7%	-4.1%	-0.9%	7.6%	-7.8%	-5.5%
ADR	San Diego	\$178.34	\$188.97	\$197.24	\$193.51	\$269.00	\$280.15	\$287.86	\$287.68	\$239.12	\$252.16	\$279.03	\$268.51
	San Francisco	\$190.45	\$206.69	\$212.70	\$193.36	\$271.04	\$288.33	\$280.60	\$252.80	\$239.19	\$258.67	\$270.42	\$247.04
	Seattle	\$136.43	\$147.01	\$148.29	\$144.75	\$204.86	\$195.64	\$214.89	\$195.24	\$194.91	\$207.62	\$207.47	\$205.04
	Phoenix	\$182.49	\$200.89	\$202.10	\$246.80	\$312.61	\$320.93	\$336.26	\$401.09	\$296.92	\$342.31	\$331.58	\$431.46
	Los Angeles	\$180.69	\$183.97	\$193.50	\$190.58	\$274.63	\$279.59	\$297.04	\$281.96	\$274.22	\$274.10	\$297.04	\$291.95
	Orange County	\$183.54	\$203.78	\$183.96	\$202.34	\$262.52	\$288.29	\$268.17	\$274.51	\$276.17	\$301.62	\$271.73	\$304.60
ADR YOY	San Diego	0.4%	-1.4%	5.2%	-1.4%	2.0%	2.4%	-0.8%	2.9%	0.4%	-6.8%	11.6%	-2.9%
	San Francisco	-5.0%	4.5%	-1.7%	-5.3%	-3.4%	7.4%	1.1%	-12.0%	-6.1%	3.7%	-3.3%	-4.8%
	Seattle	-0.2%	0.4%	7.5%	0.4%	5.0%	-1.7%	14.5%	1.2%	3.4%	5.9%	5.1%	1.3%
	Phoenix	0.6%	-1.5%	-1.6%	-36.2%	7.1%	2.0%	0.2%	-35.6%	-2.8%	-4.2%	-1.3%	-35.7%
	Los Angeles	0.2%	-1.7%	-0.6%	-1.4%	6.7%	5.9%	10.1%	1.1%	2.2%	-0.6%	-1.3%	0.0%
	Orange County	1.8%	9.2%	-2.4%	0.5%	11.5%	10.3%	4.1%	-0.3%	-0.9%	6.8%	-5.4%	0.8%

Source: Smith Travel Research, Inc.

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

## WESTERN COMPETITIVE DAILY ANALYSIS OCCUPANCY FEB 4-10, 2024

		February 4, 2024	February 5, 2024	February 6, 2024	February 7, 2024	February 8, 2024	February 9, 2024	February 10, 2024
		Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<b>TOTAL MARKET</b>	San Diego	59.0%	69.6%	73.4%	75.5%	68.5%	63.4%	63.2%
	Los Angeles	64.6%	63.8%	66.2%	69.1%	68.6%	67.4%	68.1%
	Orange County	55.1%	70.1%	78.3%	75.1%	68.7%	66.1%	66.1%
	San Francisco	47.2%	59.4%	67.3%	65.5%	58.0%	51.4%	55.2%
	Phoenix	58.4%	73.5%	86.9%	92.8%	90.6%	84.2%	75.5%
	Seattle	45.4%	61.1%	67.6%	67.6%	59.1%	53.0%	52.6%
<b>GROUP (UPSCALE+ PROPERTIES)</b>	San Diego	20.4%	40.6%	47.3%	45.5%	33.5%	17.2%	16.1%
	Los Angeles	13.9%	14.3%	19.4%	23.1%	20.2%	13.0%	9.1%
	Orange County	14.4%	31.9%	38.0%	36.2%	27.0%	13.0%	9.4%
	San Francisco	6.9%	13.6%	18.7%	21.3%	17.1%	8.5%	3.8%
	Phoenix	24.1%	39.6%	45.7%	54.0%	64.4%	77.2%	77.0%
	Seattle	4.8%	10.7%	13.2%	14.7%	11.9%	8.9%	8.6%
<b>TRANSIENT (UPSCALE+ PROPERTIES)</b>	San Diego	25.5%	32.0%	33.9%	35.1%	32.0%	38.3%	45.8%
	Los Angeles	49.1%	47.9%	51.7%	51.5%	50.5%	50.5%	53.7%
	Orange County	40.1%	43.8%	47.7%	46.4%	43.5%	50.8%	56.3%
	San Francisco	27.8%	37.0%	41.4%	41.8%	36.2%	36.7%	41.2%
	Phoenix	21.6%	23.2%	25.9%	24.6%	20.5%	16.0%	17.7%
	Seattle	23.9%	35.8%	41.3%	42.1%	36.7%	35.9%	41.5%