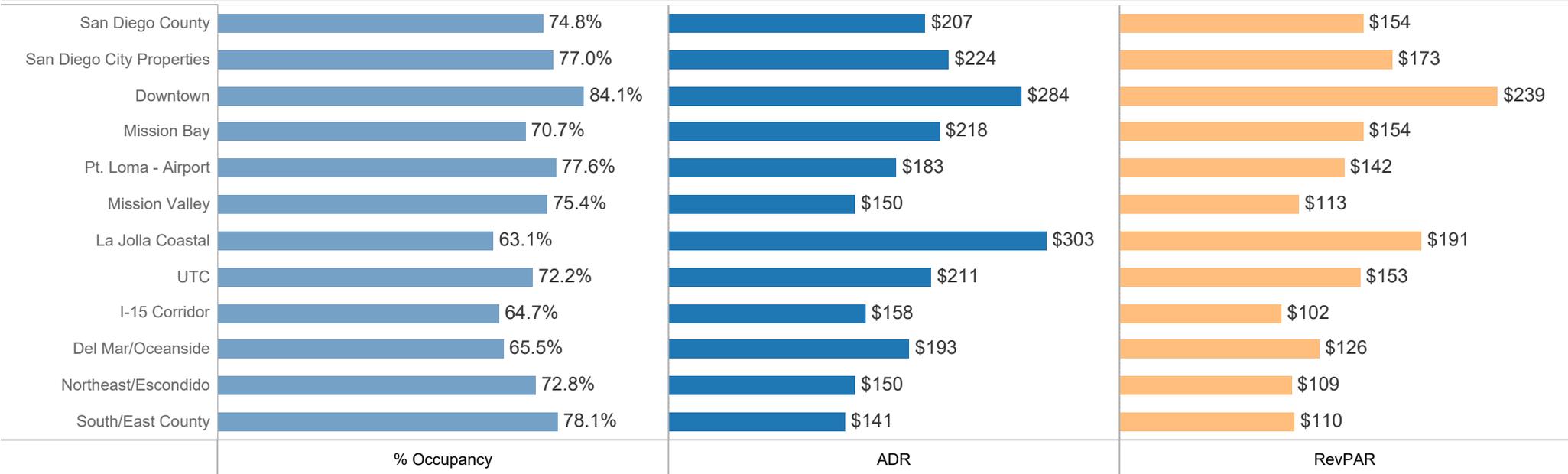




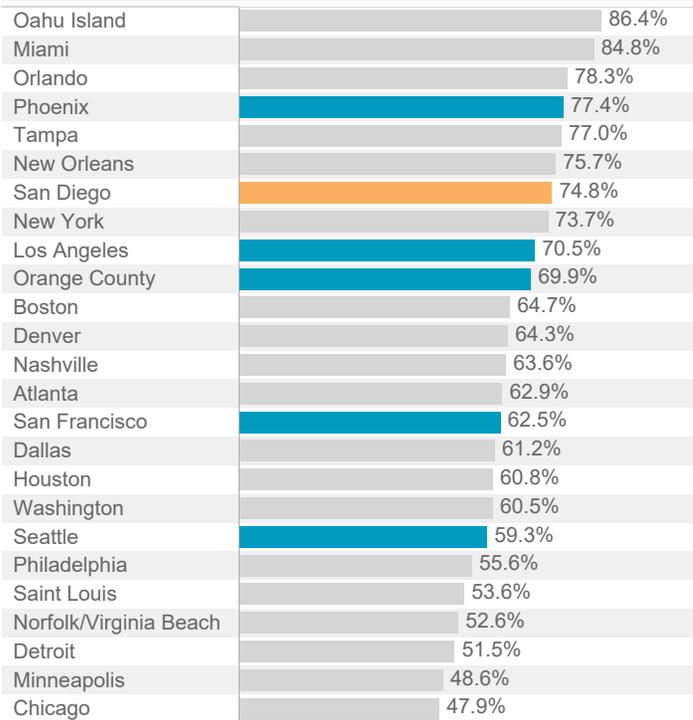
# Weekly Hotel Performance Update - Week of Feb 11-17, 2024

source: STR, Inc.

San Diego County Hotel Performance - Week of Feb 11-17, 2024



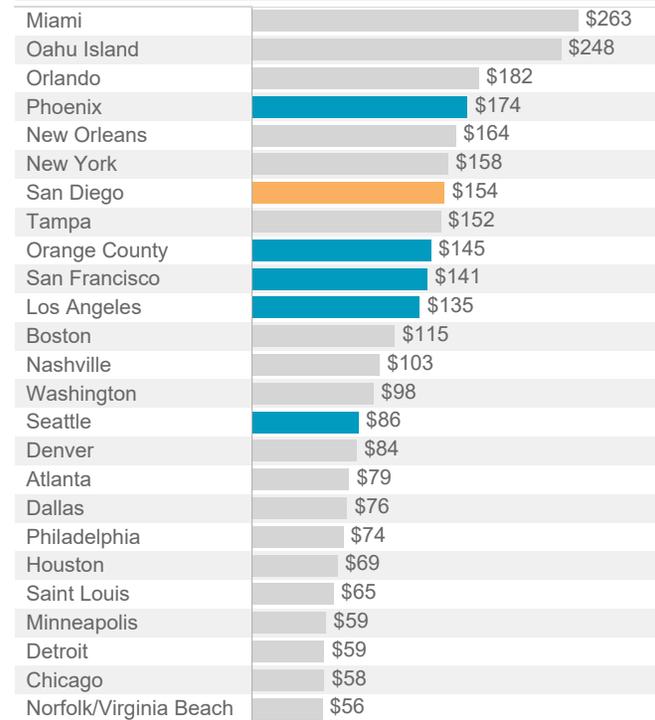
Weekly Top 25 Hotel Occupancy Feb 11-17, 2024



Weekly Top 25 ADR Feb 11-17, 2024



Weekly Top 25 RevPAR Feb 11-17, 2024

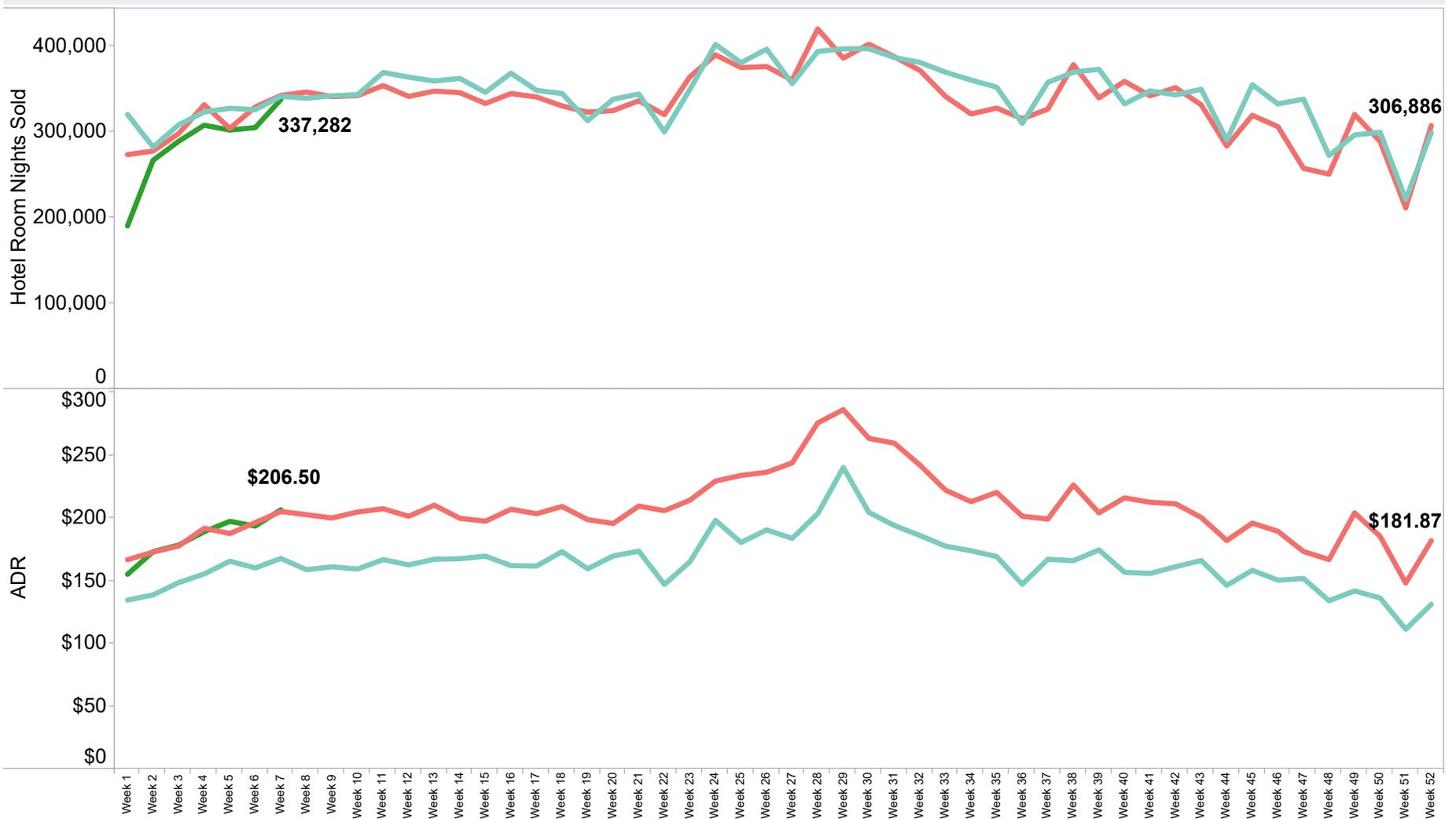




# San Diego County Weekly Demand & Average Rate Trend

Calendar Year 2019 Benchmark  
Source: STR, Inc

Year  
2019  
2023  
2024





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

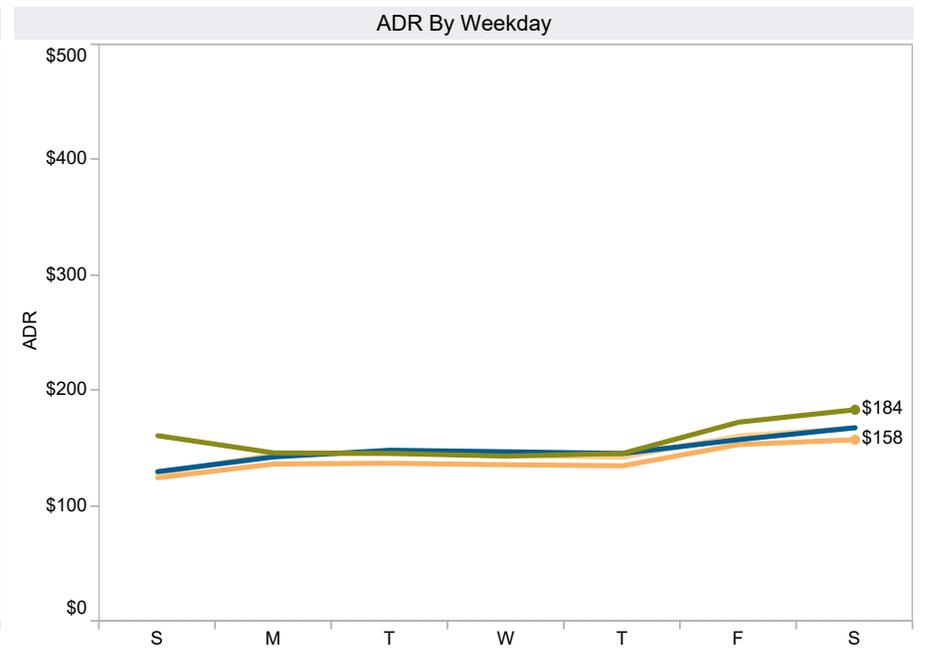
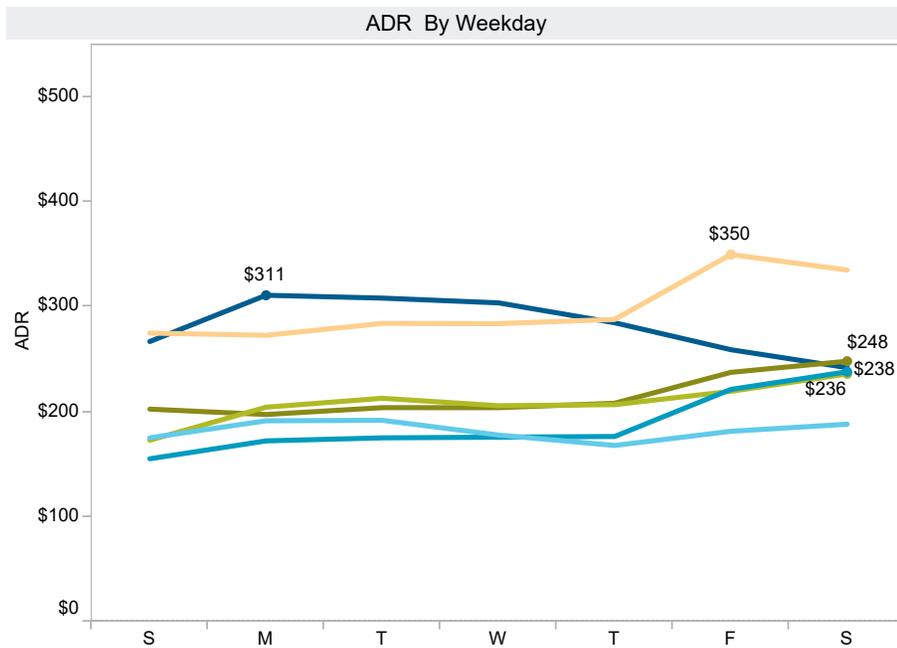
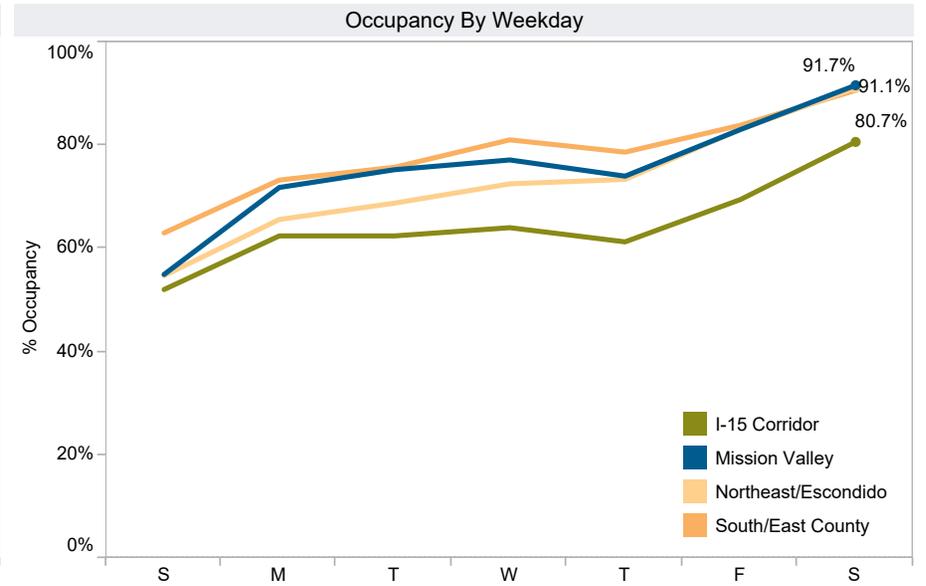
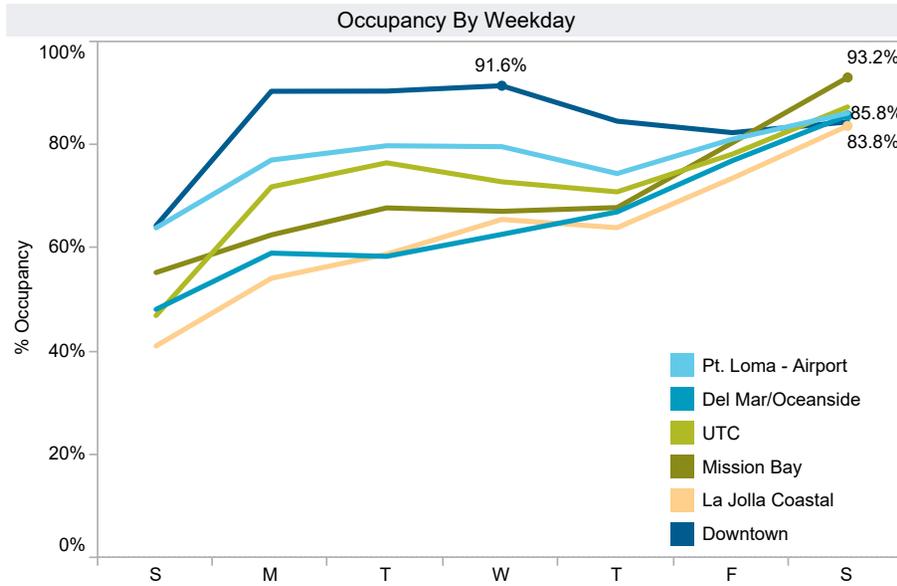
TOURISM AUTHORITY

		Sun, February 11	Mon, February 12	Tue, February 13	Wed, February 14	Thu, February 15	Fri, February 16	Sat, February 17
San Diego City Properties	Rooms Sold	23,001	30,607	31,517	31,910	30,247	32,099	34,601
	% Occupancy	58.0%	77.1%	79.4%	80.4%	76.2%	80.9%	87.2%
	ADR	\$206.78	\$235.17	\$235.47	\$230.67	\$220.55	\$219.50	\$218.18
	RevPAR	\$119.84	\$181.36	\$187.00	\$185.47	\$168.09	\$177.53	\$190.22
Downtown	Rooms Sold	9,529	13,381	13,386	13,540	12,524	12,195	12,503
	% Occupancy	64.5%	90.5%	90.5%	91.6%	84.7%	82.5%	84.6%
	ADR	\$267.21	\$311.38	\$308.66	\$304.13	\$285.14	\$259.43	\$242.33
	RevPAR	\$172.22	\$281.81	\$279.45	\$278.52	\$241.53	\$213.98	\$204.93
Mission Valley	Rooms Sold	4,361	5,699	5,972	6,122	5,873	6,589	7,270
	% Occupancy	55.0%	71.9%	75.3%	77.2%	74.1%	83.1%	91.7%
	ADR	\$130.09	\$142.90	\$148.65	\$147.33	\$145.89	\$157.88	\$168.21
	RevPAR	\$71.53	\$102.69	\$111.93	\$113.73	\$108.03	\$131.16	\$154.20
Pt. Loma - Airport	Rooms Sold	2,911	3,509	3,635	3,627	3,390	3,693	3,922
	% Occupancy	64.0%	77.2%	79.9%	79.8%	74.6%	81.2%	86.3%
	ADR	\$175.42	\$191.61	\$192.11	\$178.02	\$168.10	\$181.60	\$188.36
	RevPAR	\$112.30	\$147.87	\$153.58	\$142.00	\$125.33	\$147.49	\$162.47
Mission Bay	Rooms Sold	1,754	1,985	2,151	2,130	2,153	2,551	2,952
	% Occupancy	55.4%	62.7%	67.9%	67.2%	68.0%	80.5%	93.2%
	ADR	\$202.74	\$197.61	\$204.15	\$204.14	\$208.39	\$237.83	\$248.45
	RevPAR	\$112.25	\$123.82	\$138.62	\$137.26	\$141.62	\$191.51	\$231.51
La Jolla Coastal	Rooms Sold	746	984	1,069	1,191	1,162	1,336	1,520
	% Occupancy	41.1%	54.2%	58.9%	65.7%	64.1%	73.6%	83.8%
	ADR	\$275.32	\$273.16	\$284.52	\$284.29	\$288.34	\$350.23	\$335.44
	RevPAR	\$113.22	\$148.18	\$167.67	\$186.65	\$184.70	\$257.94	\$281.07
UTC	Rooms Sold	1,954	2,991	3,185	3,032	2,951	3,255	3,635
	% Occupancy	47.0%	72.0%	76.6%	73.0%	71.0%	78.3%	87.5%
	ADR	\$173.08	\$204.59	\$213.11	\$206.00	\$207.04	\$219.74	\$236.28
	RevPAR	\$81.37	\$147.24	\$163.32	\$150.29	\$147.01	\$172.10	\$206.66
I-15 Corridor	Rooms Sold	946	1,135	1,135	1,164	1,114	1,263	1,466
	% Occupancy	52.1%	62.5%	62.5%	64.1%	61.3%	69.5%	80.7%
	ADR	\$161.31	\$146.34	\$145.92	\$143.60	\$145.93	\$173.05	\$183.77
	RevPAR	\$83.98	\$91.41	\$91.15	\$91.99	\$89.47	\$120.29	\$148.27
Del Mar/Oceanside	Rooms Sold	3,457	4,239	4,194	4,500	4,812	5,524	6,152
	% Occupancy	48.2%	59.1%	58.5%	62.8%	67.1%	77.1%	85.8%
	ADR	\$155.39	\$172.45	\$175.36	\$176.00	\$176.67	\$221.58	\$238.40
	RevPAR	\$74.93	\$101.97	\$102.59	\$110.47	\$118.59	\$170.73	\$204.58
South/East County	Rooms Sold	4,543	5,282	5,461	5,844	5,672	6,048	6,535
	% Occupancy	63.0%	73.3%	75.8%	81.1%	78.7%	83.9%	90.7%
	ADR	\$124.83	\$136.74	\$137.36	\$136.09	\$135.19	\$153.58	\$157.82
	RevPAR	\$78.69	\$100.22	\$104.08	\$110.35	\$106.39	\$128.88	\$143.10
Northeast/Escondido	Rooms Sold	2,726	3,268	3,426	3,612	3,655	4,138	4,537
	% Occupancy	54.8%	65.6%	68.8%	72.6%	73.4%	83.1%	91.1%
	ADR	\$128.45	\$145.04	\$146.03	\$144.42	\$142.59	\$161.08	\$167.84
	RevPAR	\$70.34	\$95.22	\$100.50	\$104.79	\$104.69	\$133.90	\$152.97



# Day of Week Occupancy and ADR Patterns By Region

Week of Feb 11-17, 2024  
Weekly min & max noted





# STR Latest Weekly Performance Trend Competitive Set Group and Transient

Selected Year  
2024

	Total Market				Group				Transient				
	Week 4	Week 5	Week 6	Week 7	Week 4	Week 5	Week 6	Week 7	Week 4	Week 5	Week 6	Week 7	
	Jan 21-27, 2024	Jan 28 - Feb 3, 2024	Feb 4-10, 2024	Feb 11-17, 2024	Jan 21-27, 2024	Jan 28 - Feb 3, 2024	Feb 4-10, 2024	Feb 11-17, 2024	Jan 21-27, 2024	Jan 28 - Feb 3, 2024	Feb 4-10, 2024	Feb 11-17, 2024	
% Occupancy	San Diego	68.1%	66.8%	67.5%	74.8%	31.8%	34.2%	35.8%	30.8%	31.7%	29.2%	27.5%	39.5%
	San Francisco	60.6%	63.3%	57.7%	62.5%	15.7%	17.3%	12.5%	19.6%	40.3%	40.8%	38.2%	38.0%
	Seattle	62.1%	60.1%	58.1%	59.3%	18.0%	21.6%	12.1%	13.7%	40.5%	35.9%	41.0%	39.1%
	Phoenix	78.2%	73.9%	80.3%	77.4%	41.3%	41.0%	38.0%	34.9%	31.5%	27.8%	35.3%	35.2%
	Los Angeles	64.9%	66.6%	66.8%	70.5%	14.1%	16.8%	16.8%	12.7%	47.6%	49.4%	49.1%	52.7%
	Orange County	67.5%	61.1%	68.5%	69.9%	20.4%	20.8%	23.3%	20.6%	45.4%	39.8%	44.4%	46.3%
Occupancy YOY	San Diego	-7.7%	-1.2%	-7.7%	-1.8%	-18.4%	-0.4%	13.5%	-1.1%	2.8%	2.8%	-20.7%	-1.7%
	San Francisco	3.9%	0.5%	1.6%	2.8%	39.7%	-5.4%	-2.7%	25.9%	2.7%	4.2%	2.0%	-2.7%
	Seattle	10.1%	19.4%	6.1%	1.8%	15.5%	190.7%	16.4%	5.5%	12.9%	14.2%	11.5%	5.3%
	Phoenix	-3.1%	3.3%	3.5%	-2.6%	5.5%	20.8%	-30.4%	-11.1%	-5.9%	-2.6%	65.1%	7.1%
	Los Angeles	-1.7%	-1.0%	-1.1%	-4.4%	-6.8%	-3.1%	4.1%	-12.5%	-3.6%	-0.2%	-3.1%	-6.1%
	Orange County	6.2%	0.0%	-1.6%	2.4%	-22.7%	0.7%	-4.1%	12.9%	7.6%	-7.8%	-5.5%	-4.1%
ADR	San Diego	\$188.97	\$197.24	\$193.51	\$206.50	\$280.15	\$287.86	\$287.68	\$292.35	\$252.16	\$279.03	\$268.51	\$294.32
	San Francisco	\$206.69	\$212.70	\$193.36	\$226.30	\$288.33	\$280.60	\$252.80	\$335.37	\$258.67	\$270.42	\$247.04	\$285.69
	Seattle	\$147.01	\$148.29	\$144.75	\$145.85	\$195.64	\$214.89	\$195.24	\$204.72	\$207.62	\$207.47	\$205.04	\$205.25
	Phoenix	\$200.89	\$202.10	\$246.80	\$224.46	\$320.93	\$336.26	\$401.09	\$334.12	\$342.31	\$331.58	\$431.46	\$375.73
	Los Angeles	\$183.97	\$193.50	\$190.58	\$191.23	\$279.59	\$297.04	\$281.96	\$260.10	\$274.10	\$297.04	\$291.95	\$296.38
	Orange County	\$203.78	\$183.96	\$202.34	\$206.78	\$288.29	\$268.17	\$274.51	\$265.22	\$301.62	\$271.73	\$304.60	\$320.88
ADR YOY	San Diego	-1.4%	5.2%	-1.4%	0.7%	2.4%	-0.8%	2.9%	5.7%	-6.8%	11.6%	-2.9%	-0.2%
	San Francisco	4.5%	-1.7%	-5.3%	10.7%	7.4%	1.1%	-12.0%	18.4%	3.7%	-3.3%	-4.8%	9.6%
	Seattle	0.4%	7.5%	0.4%	0.5%	-1.7%	14.5%	1.2%	6.1%	5.9%	5.1%	1.3%	-0.4%
	Phoenix	-1.5%	-1.6%	-36.2%	-19.3%	2.0%	0.2%	-35.6%	-26.3%	-4.2%	-1.3%	-35.7%	-18.0%
	Los Angeles	-1.7%	-0.6%	-1.4%	-7.0%	5.9%	10.1%	1.1%	-6.3%	-0.6%	-1.3%	0.0%	-8.8%
	Orange County	9.2%	-2.4%	0.5%	2.4%	10.3%	4.1%	-0.3%	-4.1%	6.8%	-5.4%	0.8%	4.3%

Source: Smith Travel Research, Inc.

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

## WESTERN COMPETITIVE DAILY ANALYSIS OCCUPANCY FEB 11-17, 2024

	February 11, 2024	February 12, 2024	February 13, 2024	February 14, 2024	February 15, 2024	February 16, 2024	February 17, 2024
	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<b>TOTAL MARKET</b>	San Diego 56.6%	San Diego 72.6%	San Diego 74.6%	San Diego 76.8%	San Diego 74.5%	San Diego 80.6%	San Diego 87.5%
	Los Angeles 54.9%	Los Angeles 61.7%	Los Angeles 63.8%	Los Angeles 70.9%	Los Angeles 71.8%	Los Angeles 82.2%	Los Angeles 88.4%
	Orange County 54.2%	Orange County 59.1%	Orange County 58.2%	Orange County 63.9%	Orange County 74.3%	Orange County 86.7%	Orange County 92.8%
	San Francisco 49.6%	San Francisco 66.7%	San Francisco 70.6%	San Francisco 71.0%	San Francisco 60.9%	San Francisco 55.9%	San Francisco 62.5%
	Phoenix 57.9%	Phoenix 73.1%	Phoenix 76.4%	Phoenix 77.3%	Phoenix 78.5%	Phoenix 87.4%	Phoenix 90.9%
	Seattle 42.6%	Seattle 53.8%	Seattle 57.0%	Seattle 59.1%	Seattle 59.7%	Seattle 66.6%	Seattle 76.2%

<b>GROUP</b>	San Diego 22.7%	San Diego 38.6%	San Diego 40.2%	San Diego 39.2%	San Diego 30.9%	San Diego 21.8%	San Diego 24.5%
<b>(UPSCALE+ PROPERTIES)</b>	Los Angeles 7.9%	Los Angeles 13.6%	Los Angeles 16.2%	Los Angeles 17.1%	Los Angeles 16.5%	Los Angeles 16.1%	Los Angeles 14.3%
	Orange County 7.4%	Orange County 11.9%	Orange County 13.4%	Orange County 18.4%	Orange County 22.3%	Orange County 26.7%	Orange County 27.9%
	San Francisco 4.2%	San Francisco 7.9%	San Francisco 12.5%	San Francisco 21.5%	San Francisco 24.4%	San Francisco 22.4%	San Francisco 15.8%
	Phoenix 74.6%	Phoenix 24.5%	Phoenix 29.1%	Phoenix 36.7%	Phoenix 38.3%	Phoenix 35.6%	Phoenix 36.2%
	Seattle 4.1%	Seattle 8.2%	Seattle 10.2%	Seattle 13.1%	Seattle 17.3%	Seattle 18.0%	Seattle 20.3%

<b>TRANSIENT</b>	San Diego 31.6%	San Diego 34.1%	San Diego 35.0%	San Diego 34.7%	San Diego 34.5%	San Diego 49.4%	San Diego 62.1%
<b>(UPSCALE+ PROPERTIES)</b>	Los Angeles 40.3%	Los Angeles 43.0%	Los Angeles 52.7%	Los Angeles 58.6%	Los Angeles 60.7%	Los Angeles 65.8%	Los Angeles 71.9%
	Orange County 37.6%	Orange County 38.7%	Orange County 46.7%	Orange County 46.0%	Orange County 47.7%	Orange County 56.6%	Orange County 64.8%
	San Francisco 26.4%	San Francisco 31.8%	San Francisco 37.3%	San Francisco 40.2%	San Francisco 38.9%	San Francisco 43.7%	San Francisco 55.0%
	Phoenix 17.8%	Phoenix 24.0%	Phoenix 28.4%	Phoenix 33.7%	Phoenix 36.1%	Phoenix 43.0%	Phoenix 46.9%
	Seattle 22.4%	Seattle 29.1%	Seattle 36.8%	Seattle 38.0%	Seattle 38.5%	Seattle 42.3%	Seattle 53.0%