



# Weekly Hotel Performance Update - Week of Feb 18-24, 2024

source: STR, Inc.

San Diego County Hotel Performance - Week of Feb 18-24, 2024

Area	% Occupancy	ADR	RevPAR
San Diego County	76.0%	\$194	\$148
San Diego City Properties	76.6%	\$205	\$157
Downtown	75.9%	\$244	\$185
Mission Bay	76.1%	\$219	\$167
Pt. Loma - Airport	78.5%	\$175	\$137
Mission Valley	77.2%	\$145	\$112
La Jolla Coastal	74.4%	\$309	\$230
UTC	78.7%	\$207	\$163
I-15 Corridor	75.7%	\$172	\$130
Del Mar/Oceanside	74.4%	\$202	\$150
Northeast/Escondido	75.5%	\$146	\$110
South/East County	77.4%	\$138	\$107

Weekly Top 25 Hotel Occupancy  
Feb 18-24, 2024

Miami	88.2%
Oahu Island	86.8%
Phoenix	86.0%
Tampa	84.8%
Orlando	81.3%
San Diego	76.0%
New York	74.5%
New Orleans	72.1%
Orange County	69.5%
Los Angeles	67.8%
Dallas	65.8%
Atlanta	65.4%
Nashville	65.3%
Houston	64.9%
Denver	61.7%
Washington	60.6%
Seattle	60.6%
Boston	60.3%
Philadelphia	58.2%
San Francisco	57.1%
Norfolk/Virginia Beach	55.9%
Chicago	55.3%
Detroit	54.5%
Saint Louis	54.0%
Minneapolis	47.8%

Weekly Top 25 ADR  
Feb 18-24, 2024

Miami	\$311
Oahu Island	\$304
Phoenix	\$236
Orlando	\$229
Tampa	\$218
Orange County	\$205
New York	\$201
San Diego	\$194
Los Angeles	\$186
San Francisco	\$180
New Orleans	\$178
Boston	\$160
Nashville	\$160
Washington	\$157
Seattle	\$144
Philadelphia	\$133
Denver	\$130
Chicago	\$129
Dallas	\$128
Atlanta	\$122
Minneapolis	\$119
Houston	\$119
Saint Louis	\$116
Detroit	\$116
Norfolk/Virginia Beach	\$107

Weekly Top 25 RevPAR  
Feb 18-24, 2024

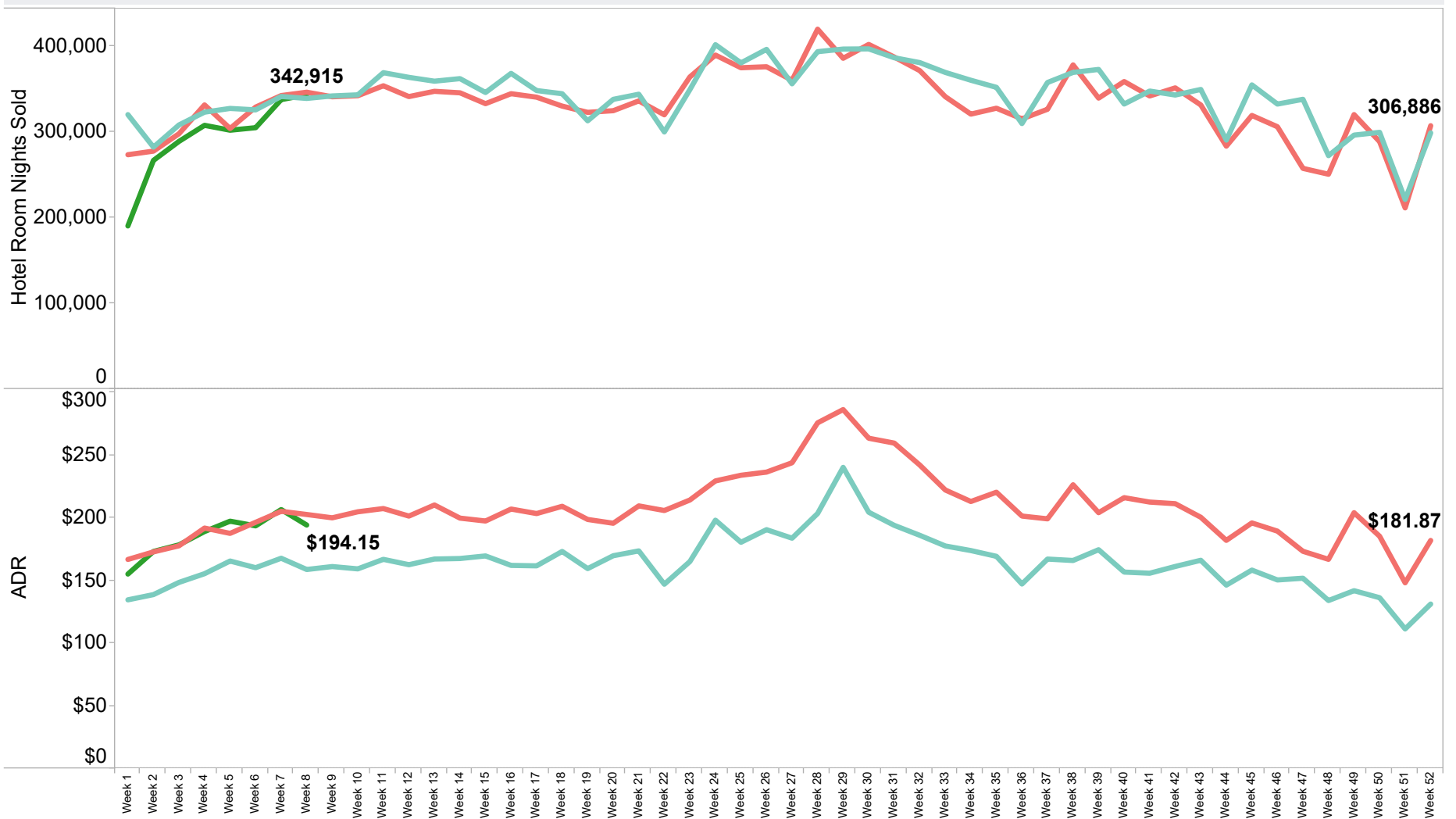
Miami	\$274
Oahu Island	\$263
Phoenix	\$203
Orlando	\$186
Tampa	\$185
New York	\$150
San Diego	\$148
Orange County	\$142
New Orleans	\$128
Los Angeles	\$126
Nashville	\$104
San Francisco	\$102
Boston	\$97
Washington	\$95
Seattle	\$87
Dallas	\$84
Atlanta	\$80
Denver	\$80
Philadelphia	\$78
Houston	\$77
Chicago	\$71
Detroit	\$63
Saint Louis	\$63
Norfolk/Virginia Beach	\$60
Minneapolis	\$57



# 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.

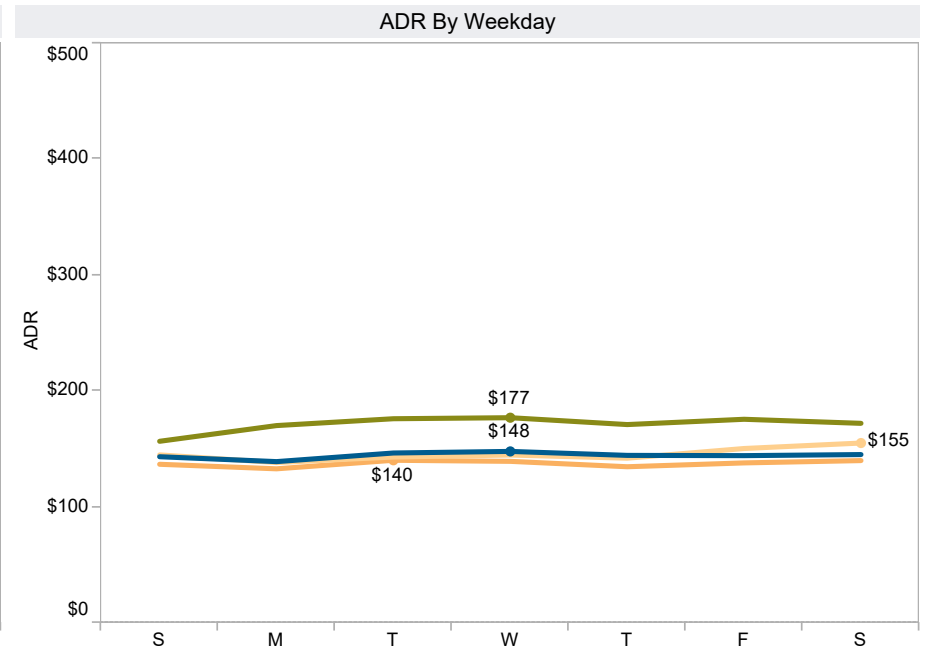
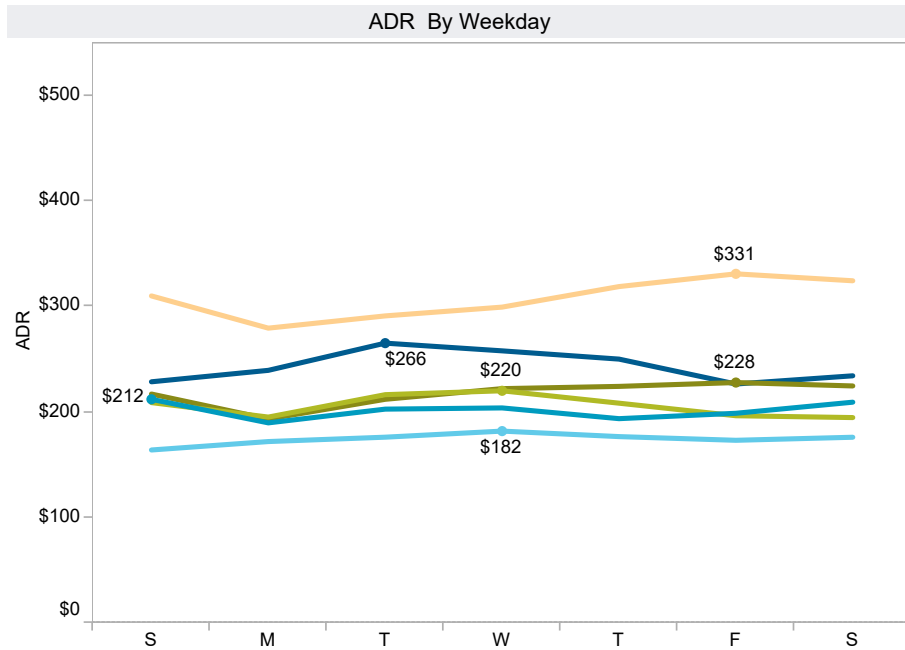
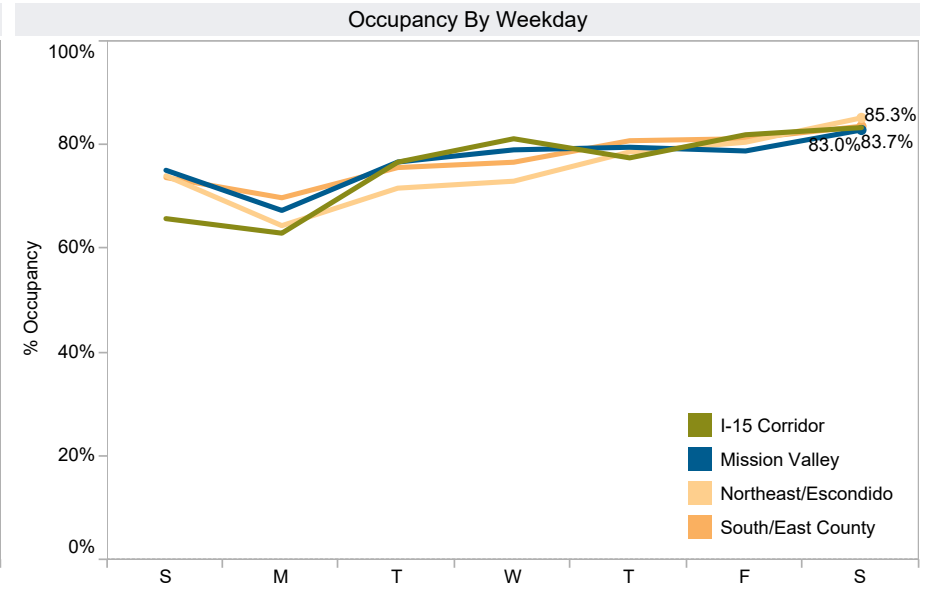
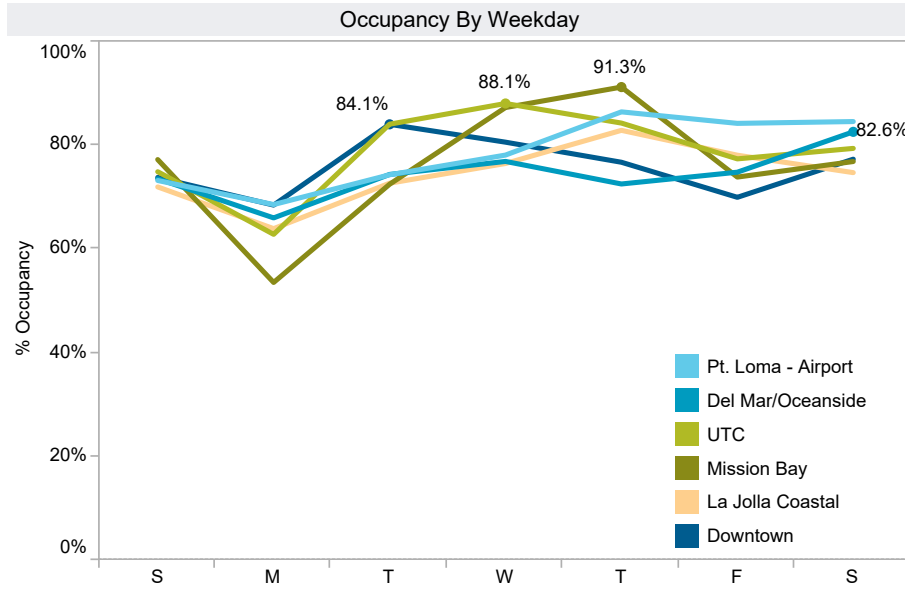
TOURISM AUTHORITY

		Sun, February 18	Mon, February 19	Tue, February 20	Wed, February 21	Thu, February 22	Fri, February 23	Sat, February 24
San Diego City Properties	Rooms Sold	29,303	26,188	31,410	32,063	32,011	30,082	31,682
	% Occupancy	73.8%	66.0%	79.1%	80.8%	80.7%	75.8%	79.8%
	ADR	\$198.00	\$197.66	\$216.07	\$214.39	\$208.53	\$197.95	\$200.62
	RevPAR	\$146.19	\$130.43	\$171.01	\$173.20	\$168.20	\$150.04	\$160.15
Downtown	Rooms Sold	10,915	10,126	12,430	11,921	11,348	10,348	11,436
	% Occupancy	73.8%	68.5%	84.1%	80.6%	76.8%	70.0%	77.3%
	ADR	\$228.90	\$239.77	\$265.59	\$258.27	\$250.44	\$226.80	\$234.59
	RevPAR	\$168.99	\$164.21	\$223.29	\$208.24	\$192.22	\$158.74	\$181.45
Mission Valley	Rooms Sold	5,965	5,350	6,091	6,277	6,317	6,260	6,581
	% Occupancy	75.2%	67.5%	76.8%	79.1%	79.6%	78.9%	83.0%
	ADR	\$143.42	\$139.21	\$146.64	\$148.02	\$144.59	\$144.37	\$145.29
	RevPAR	\$107.87	\$93.90	\$112.62	\$117.15	\$115.16	\$113.95	\$120.56
Pt. Loma - Airport	Rooms Sold	3,330	3,119	3,380	3,553	3,932	3,831	3,847
	% Occupancy	73.2%	68.6%	74.3%	78.1%	86.5%	84.3%	84.6%
	ADR	\$164.17	\$172.17	\$176.32	\$182.10	\$176.87	\$173.37	\$176.26
	RevPAR	\$120.23	\$118.10	\$131.07	\$142.29	\$152.95	\$146.07	\$149.13
Mission Bay	Rooms Sold	2,448	1,697	2,297	2,766	2,891	2,341	2,436
	% Occupancy	77.3%	53.6%	72.5%	87.3%	91.3%	73.9%	76.9%
	ADR	\$217.29	\$193.60	\$212.29	\$222.40	\$224.54	\$228.19	\$224.95
	RevPAR	\$167.90	\$103.71	\$153.92	\$194.18	\$204.91	\$168.62	\$172.97
La Jolla Coastal	Rooms Sold	1,306	1,160	1,319	1,388	1,504	1,417	1,356
	% Occupancy	72.0%	63.9%	72.7%	76.5%	82.9%	78.1%	74.8%
	ADR	\$310.42	\$279.83	\$291.45	\$299.80	\$319.29	\$331.38	\$324.79
	RevPAR	\$223.49	\$178.94	\$211.92	\$229.39	\$264.72	\$258.86	\$242.79
UTC	Rooms Sold	3,114	2,612	3,495	3,661	3,504	3,217	3,301
	% Occupancy	74.9%	62.8%	84.1%	88.1%	84.3%	77.4%	79.4%
	ADR	\$209.17	\$195.41	\$216.68	\$220.37	\$208.60	\$196.68	\$194.93
	RevPAR	\$156.72	\$122.81	\$182.22	\$194.13	\$175.88	\$152.24	\$154.83
I-15 Corridor	Rooms Sold	1,197	1,146	1,395	1,477	1,410	1,491	1,516
	% Occupancy	65.9%	63.1%	76.8%	81.3%	77.6%	82.1%	83.4%
	ADR	\$156.75	\$170.30	\$176.22	\$177.10	\$171.18	\$175.75	\$172.24
	RevPAR	\$103.26	\$107.41	\$135.29	\$143.96	\$132.83	\$144.21	\$143.71
Del Mar/Oceanside	Rooms Sold	5,274	4,733	5,334	5,514	5,202	5,365	5,923
	% Occupancy	73.6%	66.0%	74.4%	76.9%	72.6%	74.8%	82.6%
	ADR	\$212.28	\$189.91	\$202.96	\$204.10	\$193.90	\$199.01	\$209.55
	RevPAR	\$156.17	\$125.38	\$151.01	\$156.98	\$140.70	\$148.93	\$173.13
South/East County	Rooms Sold	5,319	5,038	5,458	5,532	5,831	5,859	6,032
	% Occupancy	73.8%	69.9%	75.7%	76.8%	80.9%	81.3%	83.7%
	ADR	\$136.91	\$132.99	\$140.36	\$139.44	\$134.78	\$138.10	\$140.09
	RevPAR	\$101.04	\$92.97	\$106.30	\$107.03	\$109.05	\$112.27	\$117.25
Northeast/Escondido	Rooms Sold	3,691	3,212	3,572	3,639	3,920	4,013	4,247
	% Occupancy	74.1%	64.5%	71.8%	73.1%	78.7%	80.6%	85.3%
	ADR	\$145.01	\$138.41	\$143.16	\$144.91	\$142.16	\$150.52	\$155.24
	RevPAR	\$107.52	\$89.31	\$102.73	\$105.93	\$111.95	\$121.34	\$132.45



# Day of Week Occupancy and ADR Patterns By Region

Week of Feb 18-24, 2024  
Weekly min & max noted





# STR Latest Weekly Performance Trend Competitive Set Group and Transient

Selected Year  
2024

		Total Market				Group				Transient			
		Week 5	Week 6	Week 7	Week 8	Week 5	Week 6	Week 7	Week 8	Week 5	Week 6	Week 7	Week 8
		Jan 28 - Feb 3, 2024	Feb 4-10, 2024	Feb 11-17, 2024	Feb 18-24, 2024	Jan 28 - Feb 3, 2024	Feb 4-10, 2024	Feb 11-17, 2024	Feb 18-24, 2024	Jan 28 - Feb 3, 2024	Feb 4-10, 2024	Feb 11-17, 2024	Feb 18-24, 2024
% Occupancy	San Diego	66.8%	67.5%	74.8%	76.0%	34.2%	35.8%	30.8%	32.9%	29.2%	27.5%	39.5%	38.8%
	San Francisco	63.3%	57.7%	62.5%	57.1%	17.3%	12.5%	19.6%	11.6%	40.8%	38.2%	38.0%	39.8%
	Seattle	60.1%	58.1%	59.3%	60.6%	21.6%	12.1%	13.7%	17.1%	35.9%	41.0%	39.1%	39.1%
	Phoenix	73.9%	80.3%	77.4%	86.0%	41.0%	38.0%	34.9%	41.5%	27.8%	35.3%	35.2%	40.7%
	Los Angeles	66.6%	66.8%	70.5%	67.8%	16.8%	16.8%	12.7%	11.8%	49.4%	49.1%	52.7%	52.6%
	Orange County	61.1%	68.5%	69.9%	69.5%	20.8%	23.3%	20.6%	21.0%	39.8%	44.4%	46.3%	50.5%
Occupancy YOY	San Diego	-1.2%	-7.7%	-1.8%	-1.1%	-0.4%	13.5%	-1.1%	-13.0%	2.8%	-20.7%	-1.7%	8.1%
	San Francisco	0.5%	1.6%	2.8%	-0.2%	-5.4%	-2.7%	25.9%	46.6%	4.2%	2.0%	-2.7%	0.3%
	Seattle	19.4%	6.1%	1.8%	0.1%	190.7%	16.4%	5.5%	-5.1%	14.2%	11.5%	5.3%	12.0%
	Phoenix	3.3%	3.5%	-2.6%	-0.9%	20.8%	-30.4%	-11.1%	1.2%	-2.6%	65.1%	7.1%	-1.3%
	Los Angeles	-1.0%	-1.1%	-4.4%	-10.0%	-3.1%	4.1%	-12.5%	-21.5%	-0.2%	-3.1%	-6.1%	-7.0%
	Orange County	0.0%	-1.6%	2.4%	-7.9%	0.7%	-4.1%	12.9%	-10.3%	-7.8%	-5.5%	-4.1%	-5.8%
ADR	San Diego	\$197.24	\$193.51	\$206.50	\$194.15	\$287.86	\$287.68	\$292.35	\$280.84	\$279.03	\$268.51	\$294.32	\$269.55
	San Francisco	\$212.70	\$193.36	\$226.30	\$179.53	\$280.60	\$252.80	\$335.37	\$248.01	\$270.42	\$247.04	\$285.69	\$224.79
	Seattle	\$148.29	\$144.75	\$145.85	\$144.21	\$214.89	\$195.24	\$204.72	\$205.80	\$207.47	\$205.04	\$205.25	\$197.03
	Phoenix	\$202.10	\$246.80	\$224.46	\$236.11	\$336.26	\$401.09	\$334.12	\$340.55	\$331.58	\$431.46	\$375.73	\$381.11
	Los Angeles	\$193.50	\$190.58	\$191.23	\$185.81	\$297.04	\$281.96	\$260.10	\$265.82	\$297.04	\$291.95	\$296.38	\$282.92
	Orange County	\$183.96	\$202.34	\$206.78	\$204.51	\$268.17	\$274.51	\$265.22	\$250.62	\$271.73	\$304.60	\$320.88	\$318.55
ADR YOY	San Diego	5.2%	-1.4%	0.7%	-4.2%	-0.8%	2.9%	5.7%	1.1%	11.6%	-2.9%	-0.2%	-7.0%
	San Francisco	-1.7%	-5.3%	10.7%	-2.8%	1.1%	-12.0%	18.4%	-6.3%	-3.3%	-4.8%	9.6%	-4.7%
	Seattle	7.5%	0.4%	0.5%	0.2%	14.5%	1.2%	6.1%	8.6%	5.1%	1.3%	-0.4%	-2.3%
	Phoenix	-1.6%	-36.2%	-19.3%	1.8%	0.2%	-35.6%	-26.3%	6.7%	-1.3%	-35.7%	-18.0%	-2.5%
	Los Angeles	-0.6%	-1.4%	-7.0%	-4.4%	10.1%	1.1%	-6.3%	2.6%	-1.3%	0.0%	-8.8%	-4.5%
	Orange County	-2.4%	0.5%	2.4%	-3.3%	4.1%	-0.3%	-4.1%	-0.9%	-5.4%	0.8%	4.3%	-2.4%

Source: Smith Travel Research, Inc.

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

## WESTERN COMPETITIVE DAILY ANALYSIS OCCUPANCY FEB 18-24, 2024

		February 18, 2024	February 19, 2024	February 20, 2024	February 21, 2024	February 22, 2024	February 23, 2024	February 24, 2024
		Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<b>TOTAL MARKET</b>	San Diego	73.6%	65.9%	77.2%	79.0%	79.4%	76.4%	80.7%
	Los Angeles	67.9%	57.1%	63.2%	67.3%	68.6%	73.1%	77.2%
	Orange County	71.5%	57.6%	66.1%	73.2%	73.2%	74.0%	71.2%
	San Francisco	50.8%	48.2%	59.3%	65.6%	61.4%	56.0%	58.1%
	Phoenix	80.8%	78.3%	85.2%	90.6%	88.7%	91.0%	87.5%
	Seattle	63.1%	57.8%	63.9%	63.6%	60.0%	57.3%	58.3%
<b>GROUP (UPSCALE+ PROPERTIES)</b>	San Diego	27.1%	34.9%	42.6%	47.8%	45.2%	38.8%	28.3%
	Los Angeles	11.2%	9.3%	13.7%	18.4%	18.7%	17.7%	16.3%
	Orange County	24.2%	26.0%	21.0%	21.9%	24.9%	23.6%	22.3%
	San Francisco	10.2%	8.5%	7.9%	8.5%	8.1%	6.9%	5.1%
	Phoenix	37.5%	41.1%	49.2%	52.2%	44.9%	32.8%	29.6%
	Seattle	17.7%	20.6%	24.6%	22.2%	16.8%	13.1%	11.0%
<b>TRANSIENT (UPSCALE+ PROPERTIES)</b>	San Diego	48.1%	30.7%	32.2%	33.7%	32.9%	34.6%	39.3%
	Los Angeles	58.8%	49.5%	57.6%	59.6%	58.1%	55.2%	57.3%
	Orange County	56.8%	49.0%	52.7%	55.1%	55.0%	53.2%	53.4%
	San Francisco	42.8%	34.5%	40.4%	42.9%	40.1%	38.5%	38.5%
	Phoenix	39.3%	34.7%	36.3%	36.5%	42.1%	50.6%	49.2%
	Seattle	35.9%	29.1%	33.7%	37.2%	35.6%	34.7%	38.3%