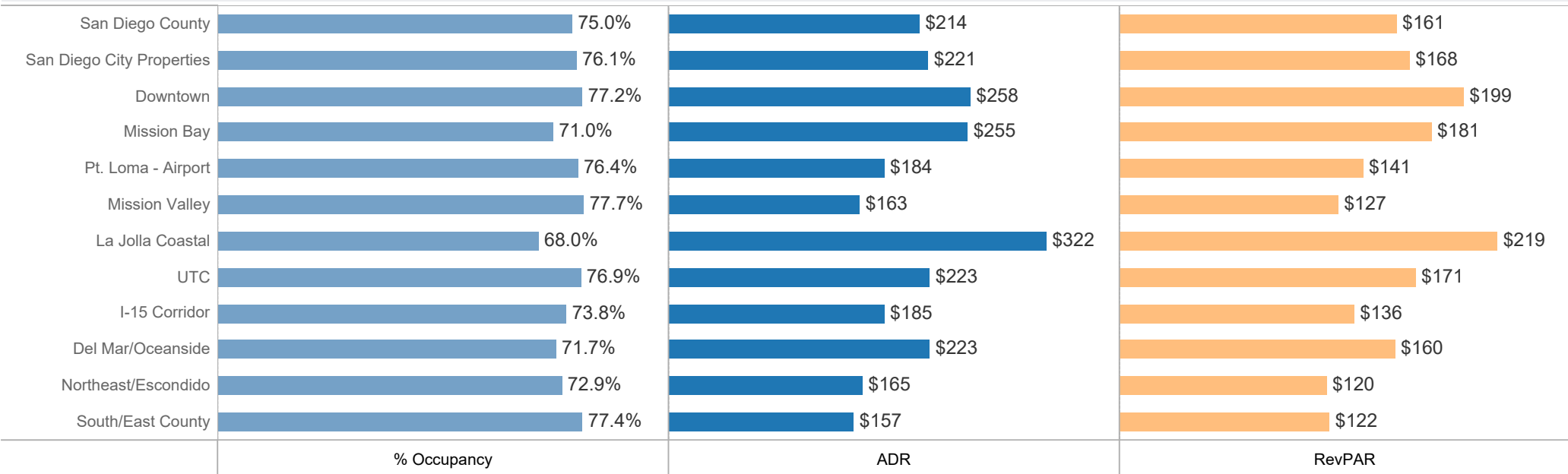# Weekly Hotel Performance Update - Week of May 19-25, 2024
source: STR, Inc.

San Diego County Hotel Performance - Week of May 19-25, 2024

Area	% Occupancy	ADR	RevPAR
San Diego County	75.0%	$214	$161
San Diego City Properties	76.1%	$221	$168
Downtown	77.2%	$258	$199
Mission Bay	71.0%	$255	$181
Pt. Loma - Airport	76.4%	$184	$141
Mission Valley	77.7%	$163	$127
La Jolla Coastal	68.0%	$322	$219
UTC	76.9%	$223	$171
I-15 Corridor	73.8%	$185	$136
Del Mar/Oceanside	71.7%	$223	$160
Northeast/Escondido	72.9%	$165	$120
South/East County	77.4%	$157	$122

Weekly Top 25 Hotel Occupancy — May 19-25, 2024

City	% Occupancy
New York	89.0%
Boston	85.3%
Seattle	80.6%
Washington	79.0%
Oahu Island	78.3%
Chicago	77.5%
San Diego	75.0%
Denver	74.9%
Los Angeles	74.3%
Houston	74.1%
Nashville	73.9%
Philadelphia	73.5%
Orange County	73.2%
Miami	72.7%
San Francisco	70.5%
Phoenix	70.1%
Atlanta	69.9%
Dallas	69.9%
Tampa	69.3%
New Orleans	68.8%
Orlando	66.8%
Norfolk/Virginia Beach	66.4%
Saint Louis	64.3%
Detroit	62.4%
Minneapolis	60.2%

Weekly Top 25 ADR — May 19-25, 2024

City	ADR
New York	$318
Boston	$283
Oahu Island	$273
San Diego	$214
Washington	$207
Miami	$202
Orange County	$202
Seattle	$195
San Francisco	$194
Los Angeles	$190
Chicago	$187
Orlando	$184
Nashville	$177
Philadelphia	$176
New Orleans	$167
Tampa	$163
Denver	$157
Phoenix	$147
Norfolk/Virginia Beach	$141
Saint Louis	$133
Minneapolis	$131
Atlanta	$129
Detroit	$129
Dallas	$127
Houston	$120

Weekly Top 25 RevPAR — May 19-25, 2024

City	RevPAR
New York	$283
Boston	$241
Oahu Island	$214
Washington	$163
San Diego	$161
Seattle	$157
Orange County	$148
Miami	$147
Chicago	$145
Los Angeles	$142
San Francisco	$137
Nashville	$131
Philadelphia	$129
Orlando	$123
Denver	$118
New Orleans	$115
Tampa	$113
Phoenix	$103
Norfolk/Virginia Beach	$93
Atlanta	$91
Houston	$89
Dallas	$89
Saint Louis	$85
Detroit	$80
Minneapolis	$79

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

Year
2019
2023
2024

Hotel Room Nights Sold

400,000
300,000
200,000
100,000
0

339,796
306,886

ADR

$300
$250
$200
$150
$100
$50
$0

$214.13
$181.87

Week 1 Week 2 Week 3 Week 4 Week 5 Week 6 Week 7 Week 8 Week 9 Week 10 Week 11 Week 12 Week 13 Week 14 Week 15 Week 16 Week 17 Week 18 Week 19 Week 20 Week 21 Week 22 Week 23 Week 24 Week 25 Week 26 Week 27 Week 28 Week 29 Week 30 Week 31 Week 32 Week 33 Week 34 Week 35 Week 36 Week 37 Week 38 Week 39 Week 40 Week 41 Week 42 Week 43 Week 44 Week 45 Week 46 Week 47 Week 48 Week 49 Week 50 Week 51 Week 52

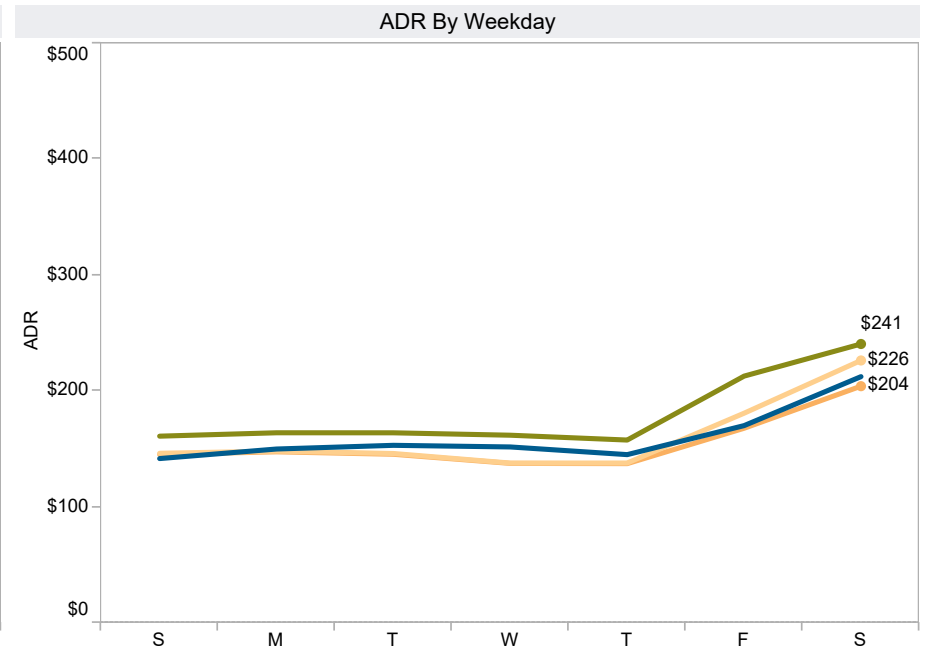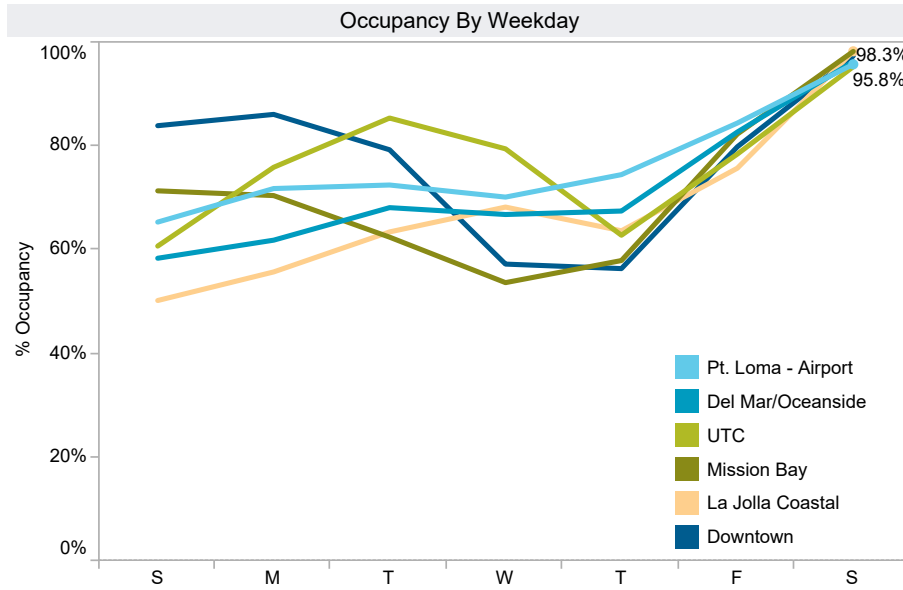# Last Week's Daily Hotel Performance by Region
Source: STR, Inc.

		Sun, May 19	Mon, May 20	Tue, May 21	Wed, May 22	Thu, May 23	Fri, May 24	Sat, May 25
San Diego City Properties	Rooms Sold	28,678	30,829	30,465	26,314	25,206	32,132	38,639
	% Occupancy	72.0%	77.4%	76.5%	66.1%	63.3%	80.7%	97.0%
	ADR	$223.13	$223.91	$214.40	$193.04	$185.46	$219.49	$265.99
	RevPAR	$160.65	$173.30	$163.98	$127.53	$117.36	$177.06	$258.02
Downtown	Rooms Sold	12,494	12,818	11,803	8,523	8,394	11,889	14,494
	% Occupancy	84.0%	86.2%	79.4%	57.3%	56.4%	79.9%	97.4%
	ADR	$291.02	$289.32	$264.94	$217.64	$202.69	$221.74	$281.29
	RevPAR	$244.45	$249.33	$210.24	$124.71	$114.38	$177.24	$274.10
Mission Valley	Rooms Sold	5,312	5,917	6,185	5,953	5,639	6,489	7,644
	% Occupancy	67.0%	74.6%	78.0%	75.1%	71.1%	81.8%	96.4%
	ADR	$141.84	$150.08	$153.26	$151.86	$145.24	$170.28	$212.54
	RevPAR	$95.02	$112.00	$119.55	$114.02	$103.29	$139.36	$204.90
Pt. Loma - Airport	Rooms Sold	2,972	3,266	3,297	3,191	3,388	3,840	4,355
	% Occupancy	65.4%	71.9%	72.6%	70.2%	74.6%	84.5%	95.8%
	ADR	$160.45	$173.76	$173.96	$172.57	$165.06	$190.03	$235.81
	RevPAR	$104.94	$124.89	$126.22	$121.19	$123.07	$160.59	$226.00
Mission Bay	Rooms Sold	2,263	2,234	1,980	1,702	1,837	2,610	3,115
	% Occupancy	71.4%	70.5%	62.5%	53.7%	58.0%	82.4%	98.3%
	ADR	$212.95	$211.11	$206.93	$210.72	$222.69	$309.41	$344.21
	RevPAR	$152.12	$148.87	$129.33	$113.21	$129.13	$254.91	$338.45
La Jolla Coastal	Rooms Sold	912	1,012	1,152	1,239	1,156	1,375	1,784
	% Occupancy	50.3%	55.8%	63.5%	68.3%	63.7%	75.8%	98.3%
	ADR	$276.44	$251.27	$277.95	$291.62	$307.22	$377.53	$402.68
	RevPAR	$138.98	$140.18	$176.51	$199.18	$195.78	$286.16	$396.02
UTC	Rooms Sold	2,527	3,159	3,554	3,307	2,614	3,265	3,966
	% Occupancy	60.8%	76.0%	85.5%	79.5%	62.9%	78.5%	95.4%
	ADR	$192.24	$208.48	$221.64	$214.56	$202.59	$233.42	$266.10
	RevPAR	$116.84	$158.39	$189.44	$170.65	$127.36	$183.29	$253.82
I-15 Corridor	Rooms Sold	1,181	1,316	1,388	1,298	1,026	1,398	1,799
	% Occupancy	64.9%	72.3%	76.3%	71.3%	56.4%	76.8%	98.8%
	ADR	$161.17	$164.10	$164.06	$161.99	$157.82	$212.99	$240.72
	RevPAR	$104.58	$118.65	$125.12	$115.53	$88.97	$163.61	$237.94
Del Mar/Oceanside	Rooms Sold	4,190	4,440	4,890	4,795	4,843	5,936	6,908
	% Occupancy	58.4%	61.9%	68.2%	66.9%	67.5%	82.8%	96.3%
	ADR	$183.33	$181.27	$189.65	$179.43	$193.71	$272.67	$304.88
	RevPAR	$107.12	$112.24	$129.32	$119.98	$130.82	$225.71	$293.70
South/East County	Rooms Sold	5,101	5,560	5,625	5,386	5,528	5,943	7,143
	% Occupancy	68.6%	74.7%	75.6%	72.4%	74.3%	79.9%	96.0%
	ADR	$145.32	$147.65	$145.54	$137.68	$137.46	$167.99	$204.31
	RevPAR	$99.65	$110.36	$110.05	$99.68	$102.15	$134.21	$196.18
Northeast/Escondido	Rooms Sold	3,134	3,371	3,388	3,314	3,368	4,016	4,727
	% Occupancy	63.2%	68.0%	68.3%	66.8%	67.9%	81.0%	95.3%
	ADR	$146.41	$148.27	$146.21	$137.96	$138.01	$180.99	$226.50
	RevPAR	$92.49	$100.75	$99.85	$92.16	$93.70	$146.51	$215.82

Day of Week Occupancy and ADR Patterns By Region
Week of May 19-25, 2024
Weekly min & max noted

Occupancy By Weekday

98.3%
95.8%

Legend:
- Pt. Loma - Airport
- Del Mar/Oceanside
- UTC
- Mission Bay
- La Jolla Coastal
- Downtown

Occupancy By Weekday

98.8%
95.3%

Legend:
- I-15 Corridor
- Mission Valley
- Northeast/Escondido
- South/East County

ADR By Weekday

$291
$403
$344
$305
$266
$236

ADR By Weekday

$241
$226
$204
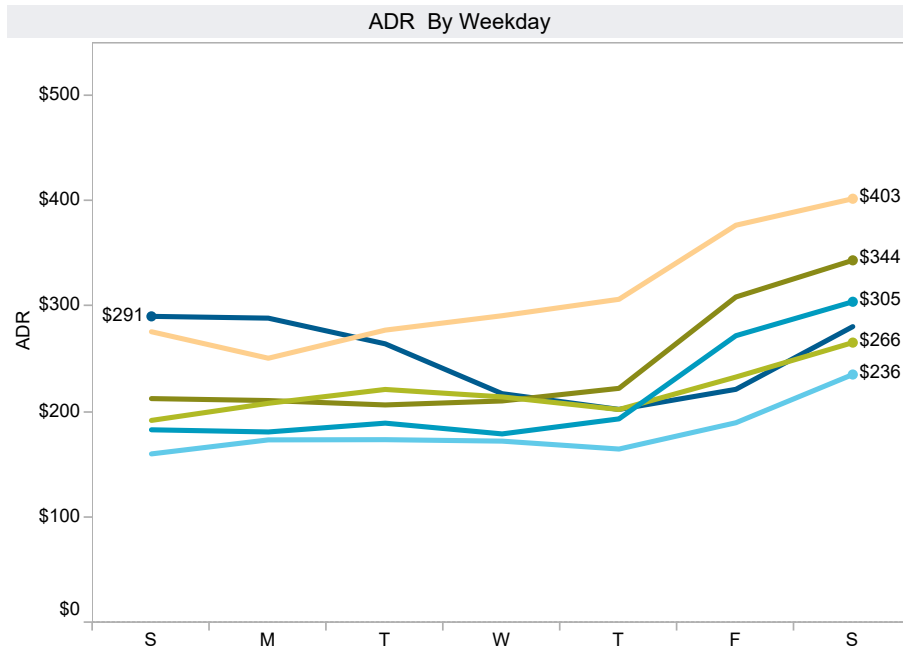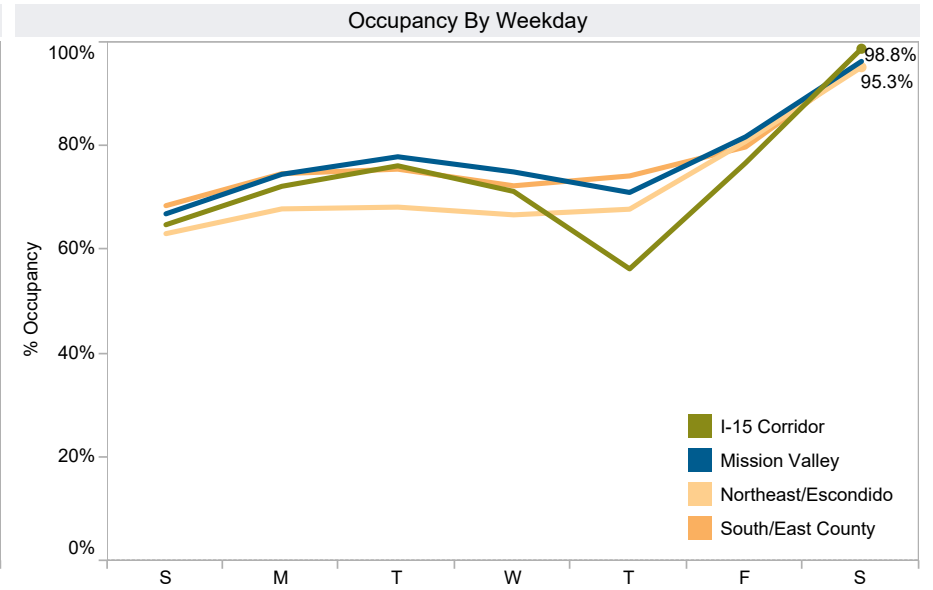
STR Latest Weekly Performance Trend
Competitive Set Group and Transient

Selected Year 2024

		Total Market				Group				Transient			
		Week 18	Week 19	Week 20	Week 21	Week 18	Week 19	Week 20	Week 21	Week 18	Week 19	Week 20	Week 21
		Apr 28 - May 4, 2024	May 5-11, 2024	May 12-18, 2024	May 19-25, 2024	Apr 28 - May 4, 2024	May 5-11, 2024	May 12-18, 2024	May 19-25, 2024	Apr 28 - May 4, 2024	May 5-11, 2024	May 12-18, 2024	May 19-25, 2024
% Occupancy	San Diego	74.5%	77.9%	74.7%	75.0%	32.4%	32.3%	31.1%	22.4%	39.8%	44.2%	39.7%	48.7%
	San Francisco	64.5%	79.3%	77.5%	70.5%	11.5%	29.9%	20.3%	12.4%	44.0%	42.5%	51.2%	49.7%
	Seattle	69.4%	77.2%	79.4%	80.6%	19.7%	27.7%	18.2%	21.4%	45.9%	49.6%	57.1%	57.9%
	Phoenix	70.4%	70.9%	69.5%	70.1%	31.6%	31.1%	32.9%	25.2%	35.5%	36.4%	33.4%	38.9%
	Los Angeles	72.3%	75.4%	72.8%	74.3%	15.9%	16.7%	16.1%	15.0%	53.3%	58.3%	52.8%	56.9%
	Orange County	69.5%	70.1%	69.2%	73.2%	28.8%	26.5%	21.0%	23.8%	41.8%	43.8%	46.6%	48.0%
Occupancy YOY	San Diego	1.5%	8.4%	3.6%	0.5%	-3.8%	19.1%	21.4%	-10.8%	10.1%	8.0%	-4.1%	4.8%
	San Francisco	-5.0%	20.7%	4.7%	-1.9%	-34.9%	126.6%	22.3%	-16.5%	-3.1%	-5.6%	1.5%	1.7%
	Seattle	8.2%	14.2%	6.4%	9.5%	12.9%	47.9%	-10.3%	32.2%	12.9%	10.6%	12.9%	9.2%
	Phoenix	-2.4%	2.5%	2.8%	0.2%	-12.7%	5.8%	11.7%	1.3%	-2.1%	-2.3%	3.0%	-1.0%
	Los Angeles	-2.2%	2.2%	-1.5%	1.2%	-15.3%	19.4%	13.1%	-0.5%	-2.6%	-0.9%	-8.6%	0.7%
	Orange County	-7.6%	0.4%	-3.7%	1.7%	-2.1%	0.5%	5.7%	29.8%	-11.7%	-4.7%	-10.1%	-11.3%
ADR	San Diego	$203.25	$210.48	$201.92	$214.13	$293.67	$290.99	$286.18	$302.02	$274.18	$289.19	$277.22	$293.78
	San Francisco	$190.72	$313.13	$212.89	$194.13	$282.19	$423.81	$286.55	$278.09	$236.98	$424.81	$266.38	$236.84
	Seattle	$169.62	$191.59	$190.87	$194.71	$234.81	$245.53	$266.87	$260.76	$238.63	$277.44	$267.19	$274.45
	Phoenix	$168.92	$163.62	$162.18	$147.15	$303.87	$273.51	$278.36	$230.42	$272.81	$261.76	$259.49	$239.29
	Los Angeles	$201.53	$218.96	$193.85	$190.40	$314.29	$343.58	$292.27	$282.26	$309.57	$347.74	$288.86	$279.64
	Orange County	$200.75	$193.03	$196.84	$202.05	$270.30	$279.79	$286.38	$252.07	$312.76	$270.27	$299.40	$319.50
ADR YOY	San Diego	-2.8%	6.0%	3.2%	2.2%	-0.4%	2.5%	7.4%	10.9%	-5.4%	8.3%	3.2%	1.5%
	San Francisco	-8.3%	54.2%	-2.5%	-7.3%	-5.3%	42.2%	-9.2%	-9.1%	-5.8%	71.3%	-0.7%	-6.8%
	Seattle	0.9%	9.1%	6.9%	8.7%	-3.6%	-0.5%	15.0%	10.8%	2.8%	12.4%	8.9%	12.8%
	Phoenix	-0.9%	1.8%	5.4%	-1.9%	7.9%	2.9%	7.1%	-7.6%	-2.8%	1.0%	2.2%	-3.2%
	Los Angeles	-6.6%	5.9%	-4.0%	-4.4%	-5.1%	5.5%	4.7%	-5.4%	-6.1%	13.7%	-3.3%	-3.5%
	Orange County	-4.8%	-6.4%	-2.0%	-1.0%	-10.4%	-4.4%	1.1%	-5.4%	1.8%	-14.1%	-1.2%	3.8%

Source: Smith Travel Research, Inc.
Notes: The group and transient data only represents upscale chain properties.

WESTERN COMPETITIVE DAILY ANALYSIS
OCCUPANCY
MAY 19-25, 2024

	May 19, 2024 Sunday	May 20, 2024 Monday	May 21, 2024 Tuesday	May 22, 2024 Wednesday	May 23, 2024 Thursday	May 24, 2024 Friday	May 25, 2024 Saturday
TOTAL MARKET							
San Diego	68.6%	74.3%	74.4%	66.3%	64.8%	80.4%	96.1%
Los Angeles	66.3%	72.2%	76.2%	74.0%	68.4%	76.5%	86.6%
Orange County	58.5%	64.2%	74.3%	72.2%	68.5%	82.7%	91.9%
San Francisco	60.8%	68.4%	73.9%	73.1%	66.8%	70.4%	79.9%
Phoenix	58.3%	69.1%	73.9%	71.5%	66.5%	73.4%	78.2%
Seattle	68.3%	81.4%	85.0%	85.6%	78.7%	83.2%	82.2%
GROUP (UPSCALE+ PROPERTIES)							
San Diego	32.3%	37.2%	35.0%	20.0%	12.1%	10.3%	9.8%
Los Angeles	13.7%	19.2%	19.7%	17.2%	12.1%	11.7%	11.4%
Orange County	13.0%	20.0%	33.1%	32.4%	26.0%	26.0%	15.9%
San Francisco	10.4%	14.0%	15.9%	15.2%	10.4%	9.6%	10.9%
Phoenix	22.4%	38.6%	38.7%	29.7%	15.4%	16.1%	15.5%
Seattle	14.3%	27.0%	28.4%	27.1%	22.1%	16.6%	14.6%
TRANSIENT (UPSCALE+ PROPERTIES)							
San Diego	35.7%	36.5%	38.3%	38.3%	42.4%	66.0%	83.7%
Los Angeles	49.2%	55.3%	60.3%	58.2%	51.6%	57.3%	66.2%
Orange County	40.0%	40.5%	43.4%	41.5%	40.4%	55.0%	75.1%
San Francisco	41.1%	47.4%	51.4%	50.6%	46.2%	50.5%	60.5%
Phoenix	28.4%	29.3%	32.8%	33.0%	36.1%	51.8%	61.0%
Seattle	46.5%	56.3%	60.0%	60.1%	55.6%	64.5%	62.2%