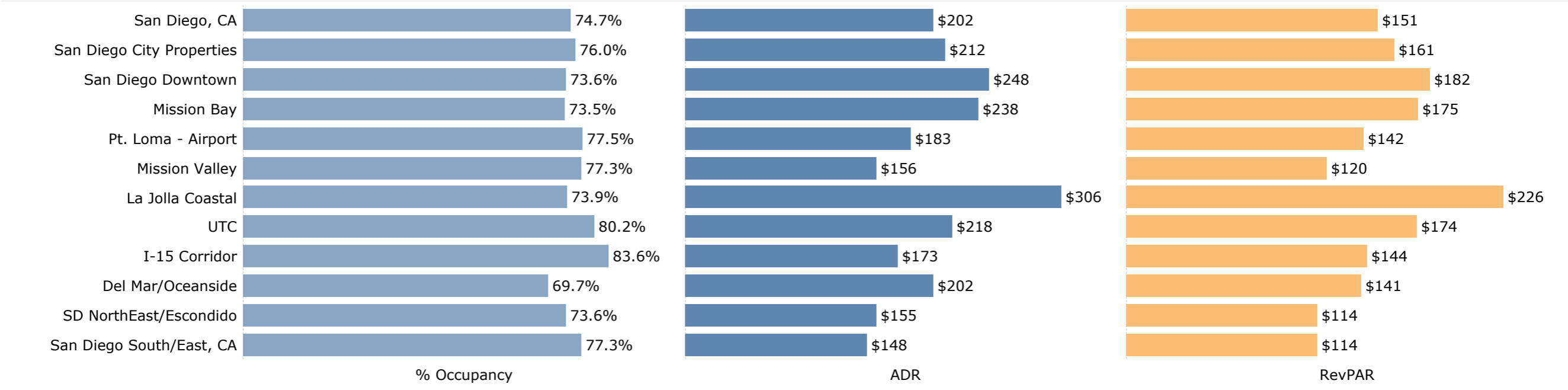


# Weekly Hotel Performance Update

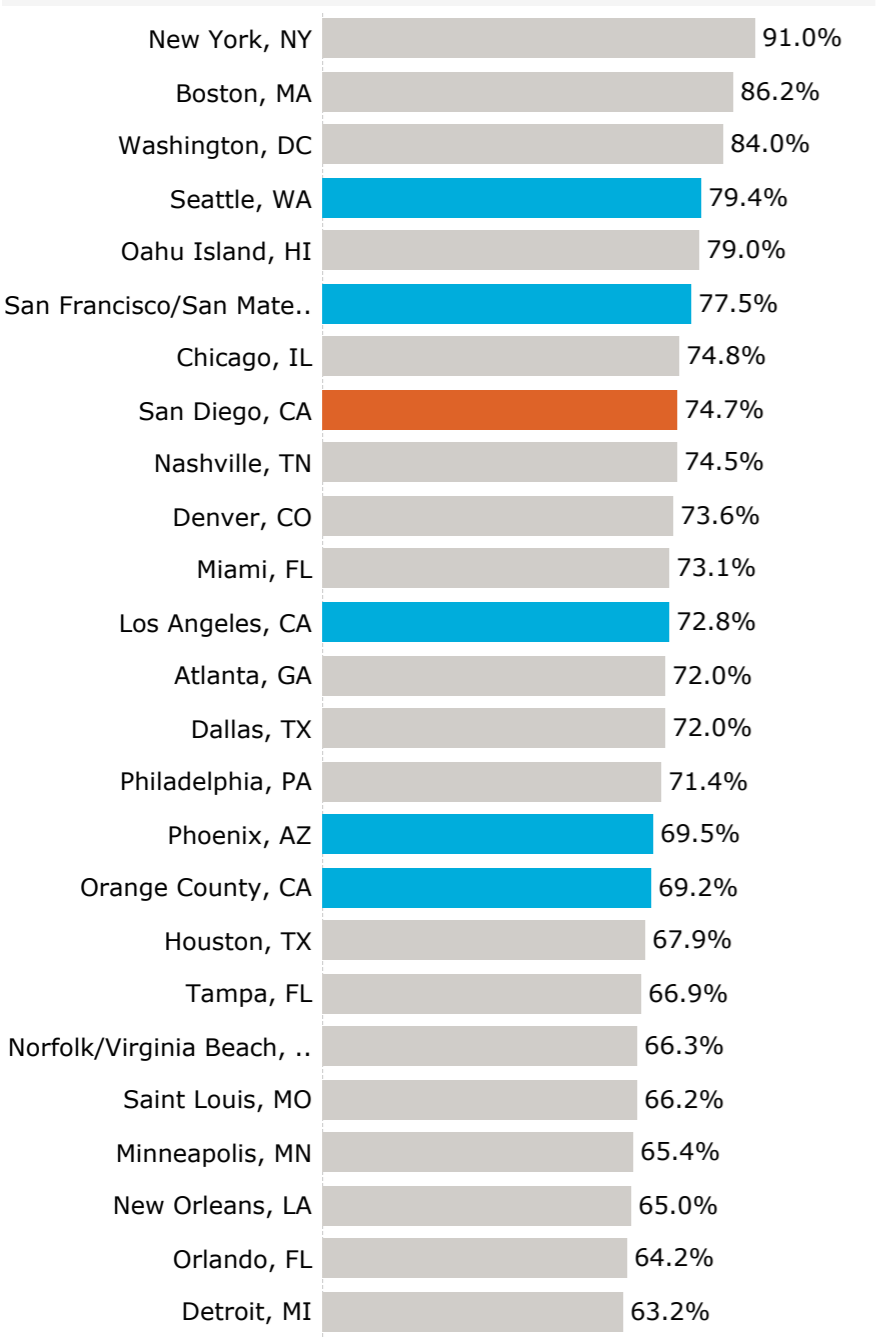
May 12 - 18, 2024



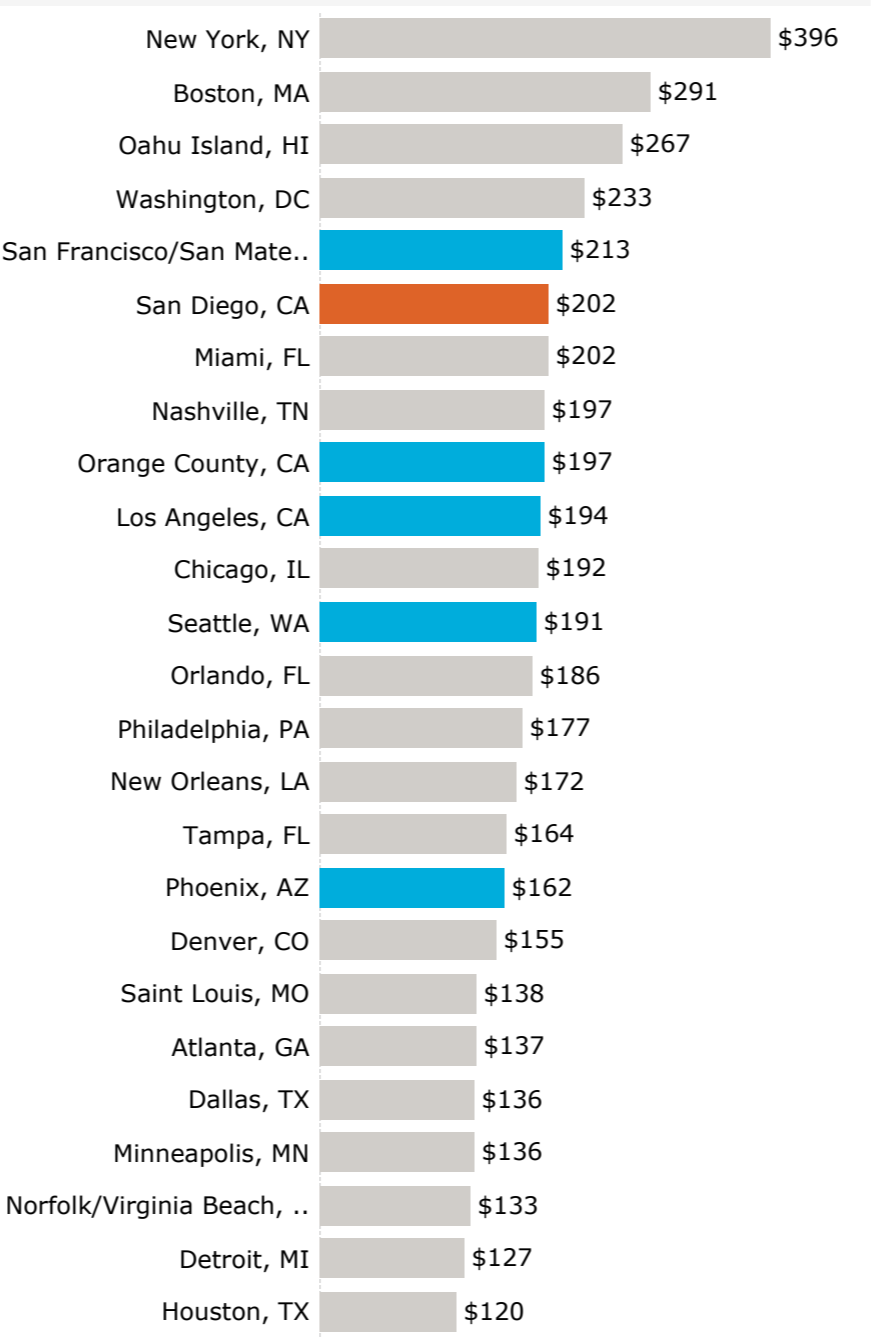
## San Diego County Hotel Performance



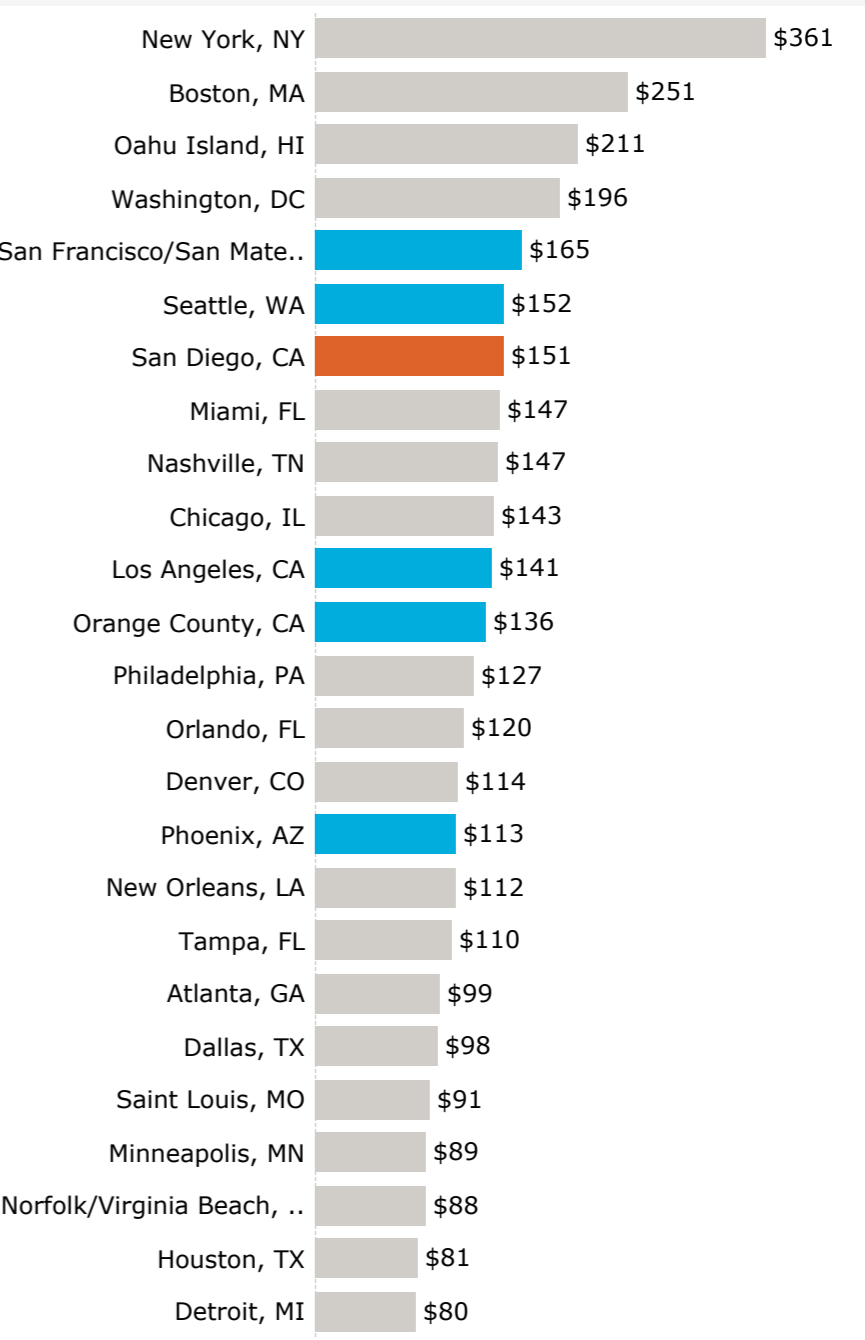
## Weekly Top 25 Hotel Occupancy



## Weekly Top 25 ADR



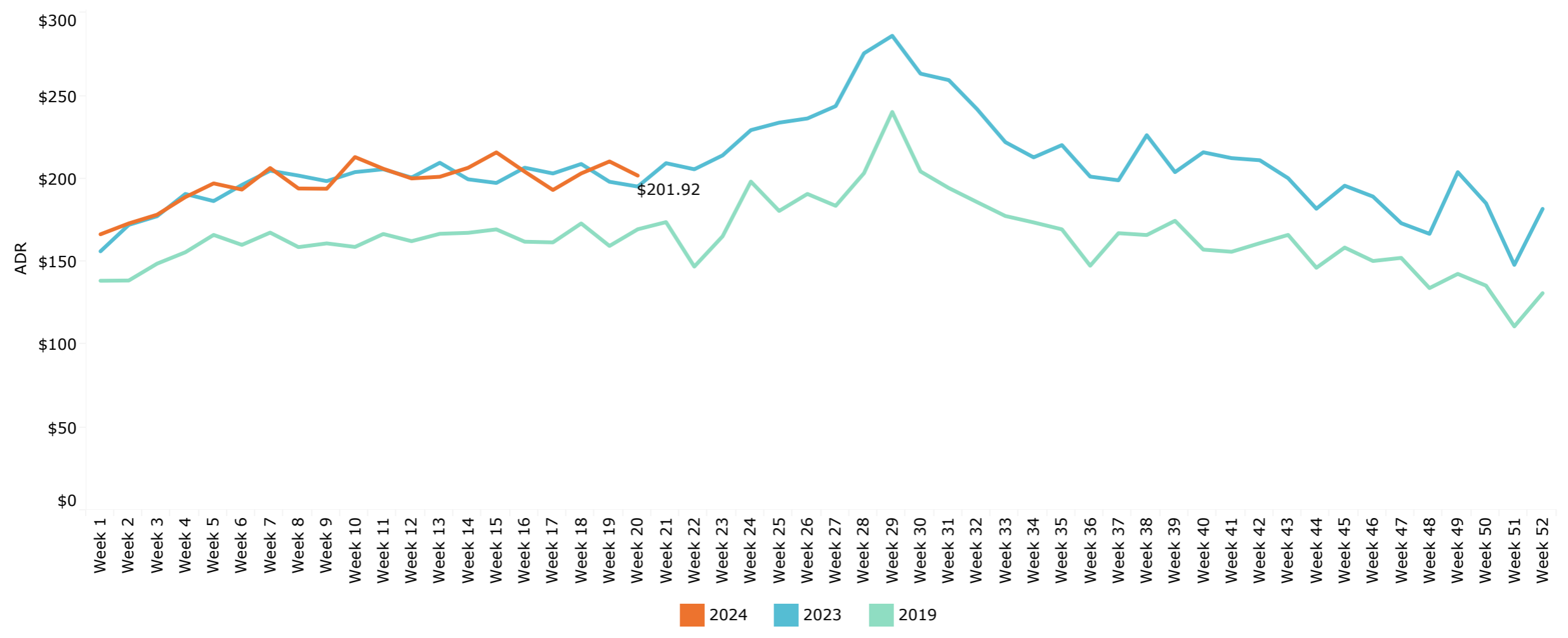
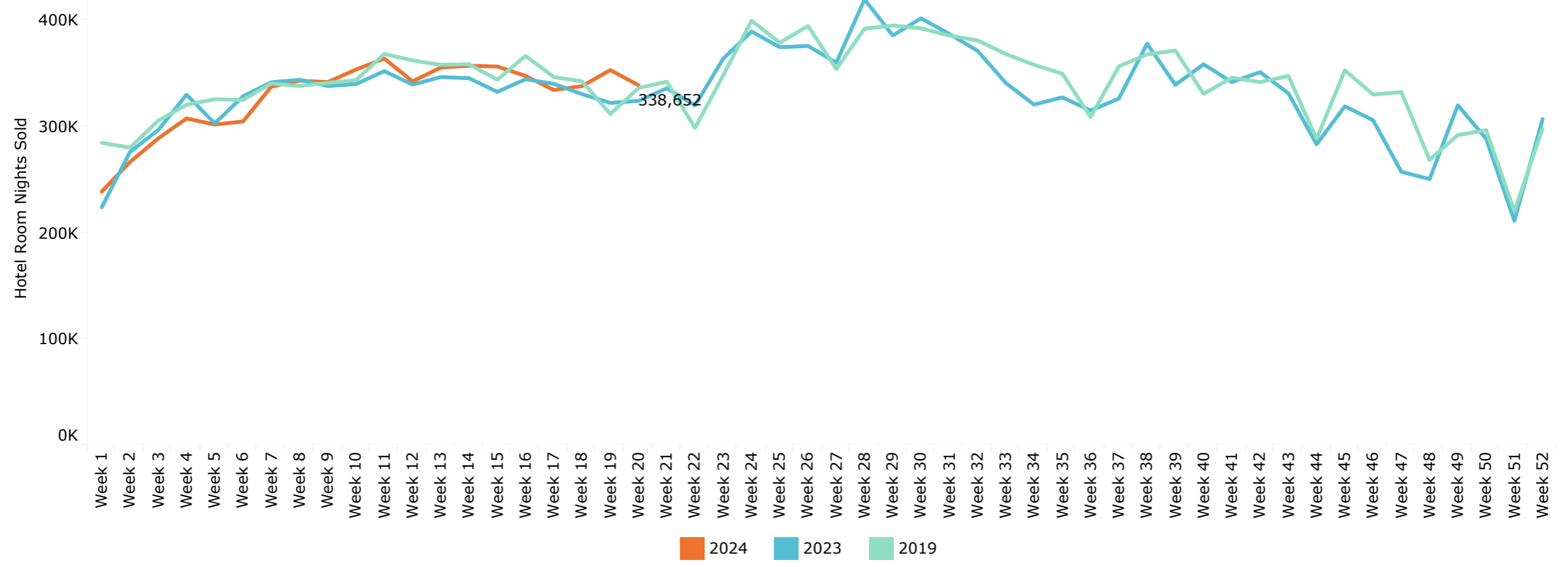
## Weekly Top 25 RevPAR



Source : STR

# San Diego County Weekly Demand & Average Rate Trend

## Calendar Year 2019 Benchmark



# Last Week's Daily Hotel Performance by Region

May 12 - 18, 2024



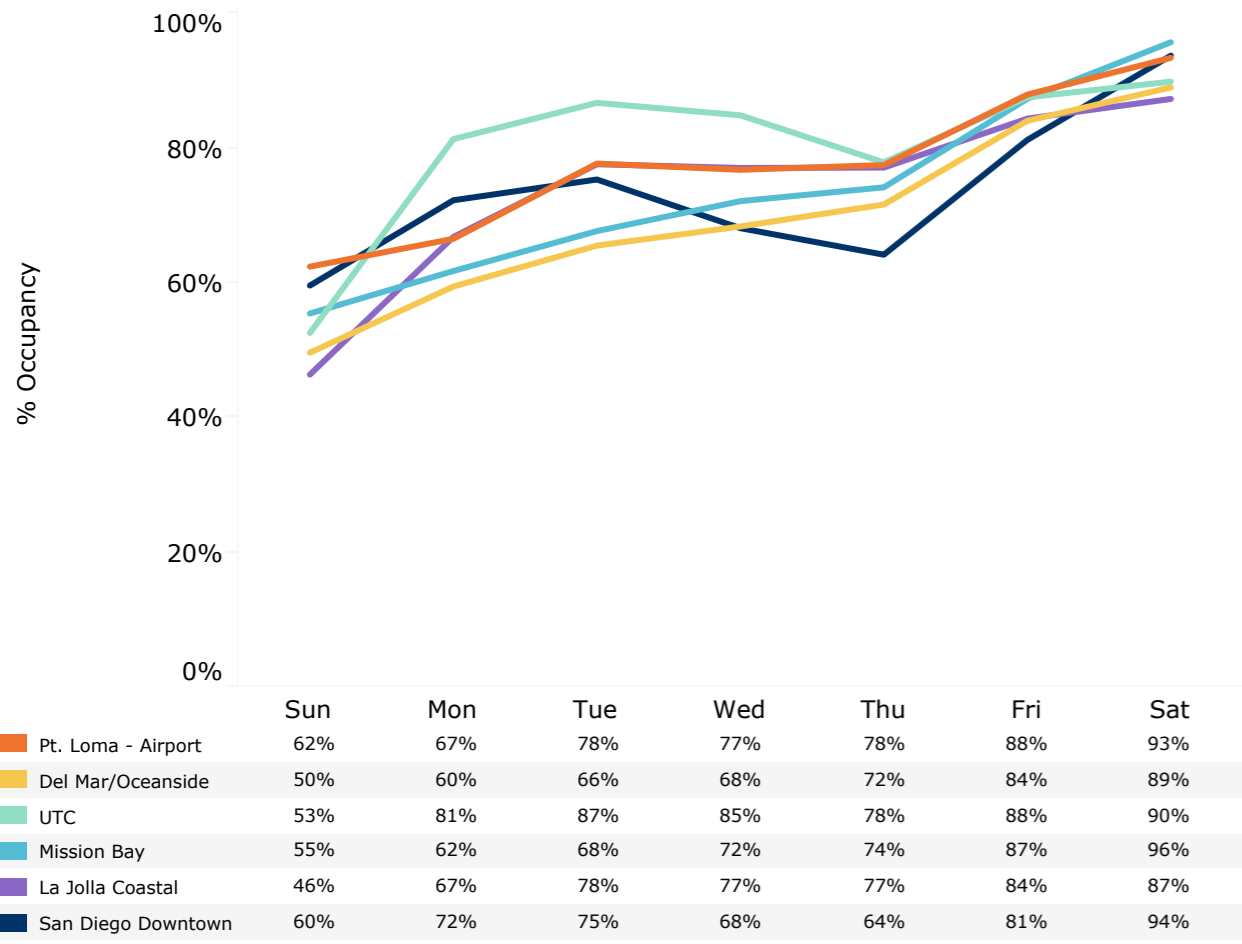
|                           |             | Sun, May 12 | Mon, May 13 | Tue, May 14 | Wed, May 15 | Thu, May 16 | Fri, May 17 | Sat, May 18 |
|---------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| San Diego City Properties | Demand      | 23,275      | 28,090      | 30,373      | 29,778      | 29,207      | 33,916      | 37,164      |
|                           | % Occupancy | 58.4%       | 70.5%       | 76.3%       | 74.8%       | 73.3%       | 85.1%       | 93.3%       |
|                           | ADR         | \$184.2     | \$200.5     | \$205.6     | \$204.0     | \$197.3     | \$225.0     | \$247.7     |
|                           | RevPAR      | \$107.6     | \$141.4     | \$156.8     | \$152.5     | \$144.7     | \$191.6     | \$231.2     |
| San Diego Downtown        | Demand      | 8,872       | 10,757      | 11,216      | 10,140      | 9,554       | 12,091      | 13,954      |
|                           | % Occupancy | 59.6%       | 72.3%       | 75.4%       | 68.2%       | 64.2%       | 81.3%       | 93.8%       |
|                           | ADR         | \$211.1     | \$232.1     | \$231.9     | \$227.6     | \$223.0     | \$265.7     | \$310.8     |
|                           | RevPAR      | \$125.9     | \$167.9     | \$174.9     | \$155.1     | \$143.2     | \$216.0     | \$291.6     |
| Mission Valley            | Demand      | 4,666       | 5,387       | 5,815       | 6,163       | 6,399       | 6,986       | 7,462       |
|                           | % Occupancy | 58.8%       | 67.9%       | 73.3%       | 77.7%       | 80.7%       | 88.1%       | 94.1%       |
|                           | ADR         | \$135.2     | \$143.5     | \$149.1     | \$156.6     | \$148.7     | \$168.5     | \$175.5     |
|                           | RevPAR      | \$79.6      | \$97.5      | \$109.4     | \$121.7     | \$120.0     | \$148.5     | \$165.1     |
| Pt. Loma - Airport        | Demand      | 2,838       | 3,026       | 3,534       | 3,492       | 3,524       | 4,000       | 4,248       |
|                           | % Occupancy | 62.5%       | 66.6%       | 77.8%       | 76.8%       | 77.6%       | 88.0%       | 93.5%       |
|                           | ADR         | \$160.0     | \$167.7     | \$180.7     | \$180.5     | \$173.3     | \$193.6     | \$212.6     |
|                           | RevPAR      | \$99.9      | \$111.7     | \$140.5     | \$138.7     | \$134.4     | \$170.5     | \$198.7     |
| Mission Bay               | Demand      | 1,758       | 1,958       | 2,146       | 2,287       | 2,352       | 2,769       | 3,035       |
|                           | % Occupancy | 55.5%       | 61.8%       | 67.7%       | 72.2%       | 74.2%       | 87.4%       | 95.8%       |
|                           | ADR         | \$218.7     | \$213.0     | \$213.9     | \$224.1     | \$234.2     | \$263.1     | \$274.3     |
|                           | RevPAR      | \$121.4     | \$131.6     | \$144.9     | \$161.8     | \$173.9     | \$230.0     | \$262.8     |
| La Jolla Coastal          | Demand      | 842         | 1,213       | 1,409       | 1,399       | 1,400       | 1,532       | 1,585       |
|                           | % Occupancy | 46.4%       | 66.9%       | 77.7%       | 77.1%       | 77.2%       | 84.5%       | 87.4%       |
|                           | ADR         | \$279.3     | \$288.2     | \$298.0     | \$302.5     | \$301.6     | \$330.4     | \$326.9     |
|                           | RevPAR      | \$129.6     | \$192.7     | \$231.5     | \$233.3     | \$232.7     | \$279.0     | \$285.6     |
| UTC                       | Demand      | 2,187       | 3,385       | 3,609       | 3,532       | 3,241       | 3,643       | 3,740       |
|                           | % Occupancy | 52.6%       | 81.4%       | 86.8%       | 84.9%       | 77.9%       | 87.6%       | 89.9%       |
|                           | ADR         | \$191.4     | \$224.8     | \$237.4     | \$227.5     | \$210.2     | \$211.8     | \$210.2     |
|                           | RevPAR      | \$100.7     | \$183.0     | \$206.0     | \$193.2     | \$163.9     | \$185.5     | \$189.1     |
| I-15 Corridor             | Demand      | 1,180       | 1,329       | 1,520       | 1,654       | 1,644       | 1,602       | 1,716       |
|                           | % Occupancy | 64.8%       | 73.0%       | 83.5%       | 90.9%       | 90.3%       | 88.0%       | 94.3%       |
|                           | ADR         | \$158.1     | \$153.8     | \$173.8     | \$182.2     | \$177.3     | \$174.7     | \$180.8     |
|                           | RevPAR      | \$102.5     | \$112.3     | \$145.2     | \$165.5     | \$160.1     | \$153.8     | \$170.4     |
| Del Mar/Oceanside         | Demand      | 3,562       | 4,267       | 4,703       | 4,907       | 5,141       | 6,033       | 6,389       |
|                           | % Occupancy | 49.7%       | 59.5%       | 65.6%       | 68.4%       | 71.7%       | 84.1%       | 89.1%       |
|                           | ADR         | \$173.7     | \$189.4     | \$191.4     | \$190.1     | \$194.8     | \$226.6     | \$227.2     |
|                           | RevPAR      | \$86.3      | \$112.7     | \$125.5     | \$130.1     | \$139.7     | \$190.6     | \$202.4     |
| San Diego South/East, CA  | Demand      | 4,625       | 5,301       | 5,683       | 5,722       | 5,726       | 6,367       | 6,845       |
|                           | % Occupancy | 62.2%       | 71.3%       | 76.4%       | 76.9%       | 77.0%       | 85.6%       | 92.0%       |
|                           | ADR         | \$137.2     | \$142.9     | \$143.2     | \$141.4     | \$138.0     | \$157.0     | \$168.4     |
|                           | RevPAR      | \$85.3      | \$101.8     | \$109.4     | \$108.8     | \$106.2     | \$134.4     | \$155.0     |

# Day of Week Occupancy and ADR Patterns by Region

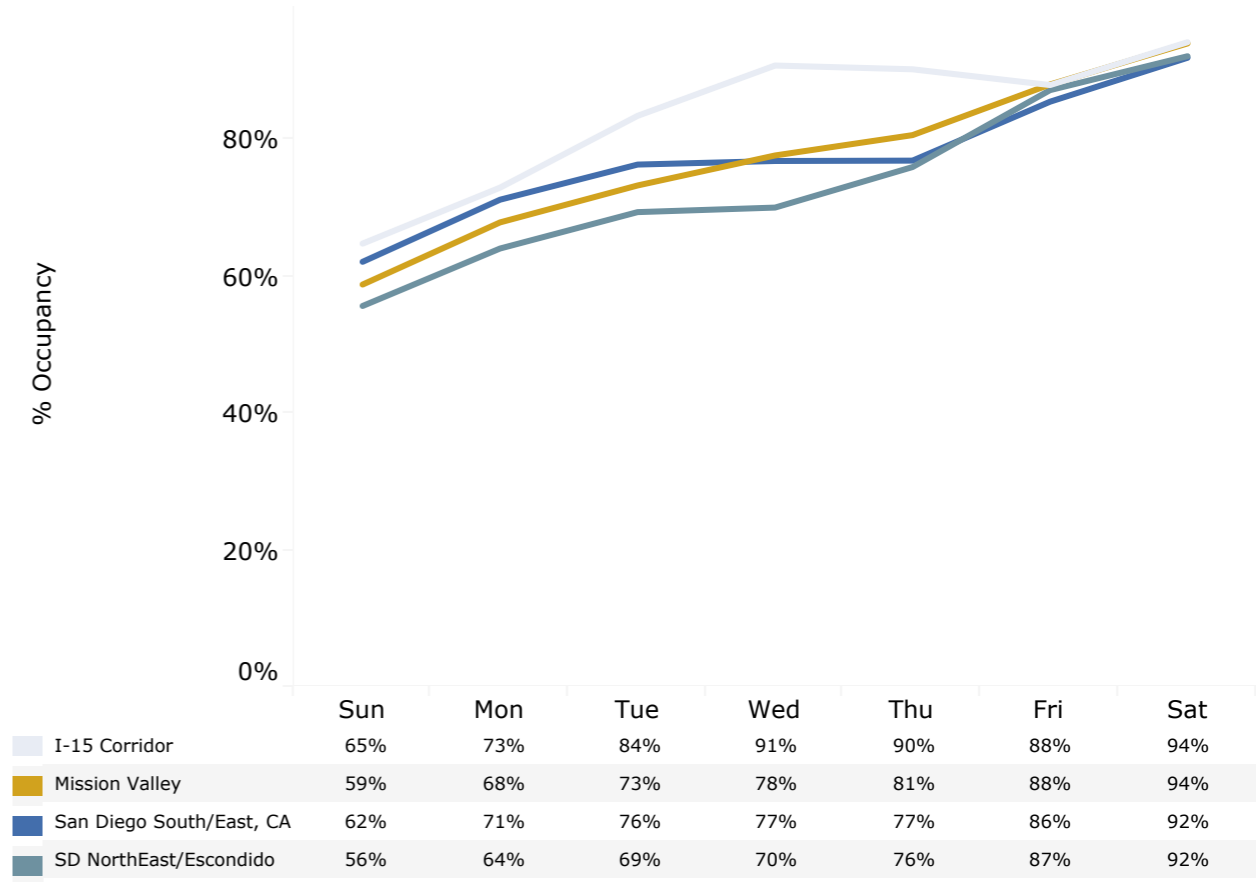
May 12 - 18, 2024



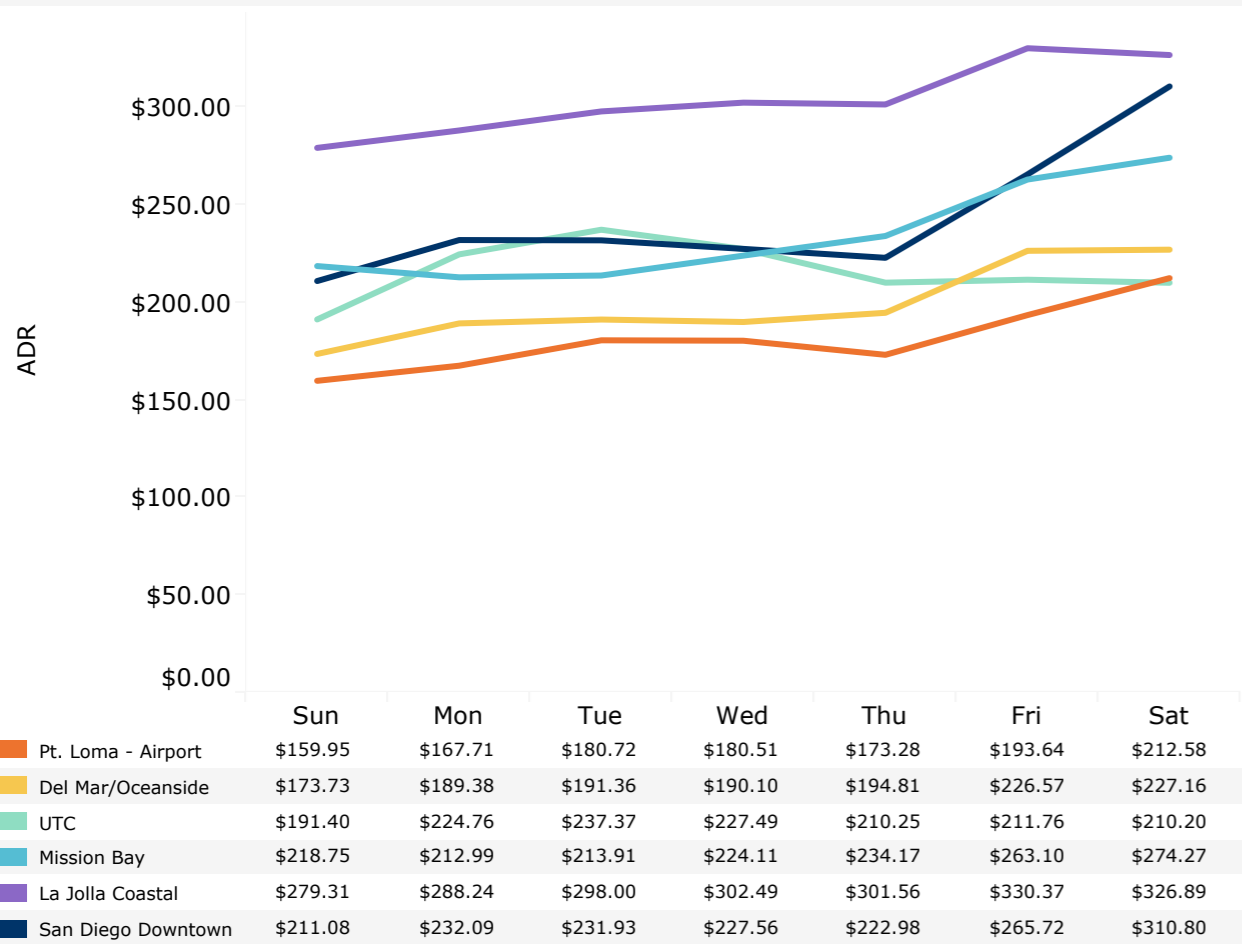
### Occupancy By Weekday



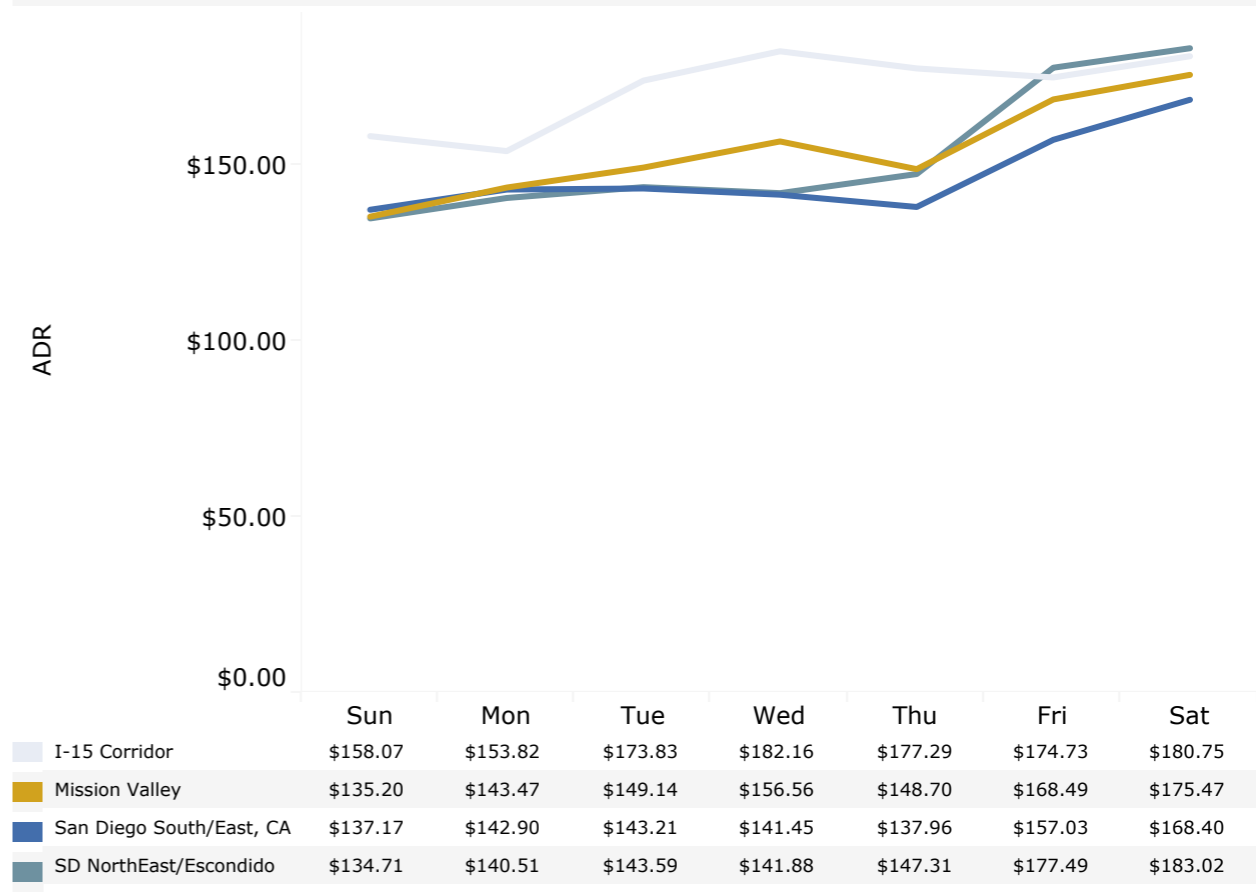
### Occupancy By Weekday



### ADR By Weekday



### ADR By Weekday



# Competitive Set Weekly Performance

Last 4 Weeks



|                | Total Market                |                  |                      |                   | Group             |                  |                      |                   | Transient         |                  |                      |                   |          |
|----------------|-----------------------------|------------------|----------------------|-------------------|-------------------|------------------|----------------------|-------------------|-------------------|------------------|----------------------|-------------------|----------|
|                | May 12 - 18, 2024           | May 5 - 11, 2024 | Apr 28 - May 4, 2024 | Apr 21 - 27, 2024 | May 12 - 18, 2024 | May 5 - 11, 2024 | Apr 28 - May 4, 2024 | Apr 21 - 27, 2024 | May 12 - 18, 2024 | May 5 - 11, 2024 | Apr 28 - May 4, 2024 | Apr 21 - 27, 2024 |          |
| % Occupancy    | San Diego, CA               | 74.7%            | 77.9%                | 74.5%             | 73.8%             | 31.1%            | 32.3%                | 32.4%             | 24.8%             | 39.7%            | 44.2%                | 39.8%             | 43.0%    |
|                | San Francisco/San Mateo, CA | 77.5%            | 79.3%                | 64.5%             | 67.5%             | 20.3%            | 29.9%                | 11.5%             | 12.6%             | 51.2%            | 42.5%                | 44.0%             | 46.5%    |
|                | Seattle, WA                 | 79.4%            | 77.2%                | 69.4%             | 74.6%             | 18.2%            | 27.7%                | 19.7%             | 21.3%             | 57.1%            | 49.6%                | 45.9%             | 53.8%    |
|                | Phoenix, AZ                 | 69.5%            | 70.9%                | 70.4%             | 76.9%             | 32.9%            | 31.1%                | 31.6%             | 35.7%             | 33.4%            | 36.4%                | 35.5%             | 37.2%    |
|                | Los Angeles, CA             | 72.8%            | 75.4%                | 72.3%             | 69.2%             | 16.1%            | 16.7%                | 15.9%             | 11.5%             | 52.8%            | 58.3%                | 53.3%             | 53.7%    |
|                | Orange County, CA           | 69.2%            | 70.1%                | 69.5%             | 69.0%             | 21.0%            | 26.5%                | 28.8%             | 26.1%             | 46.6%            | 43.8%                | 41.8%             | 43.5%    |
| Occupancy YOY% | San Diego, CA               | +3.6%            | +8.4%                | +1.5%             | -2.6%             | +21.4%           | +19.1%               | -3.8%             | -27.4%            | -4.1%            | +8.0%                | +10.1%            | +7.0%    |
|                | San Francisco/San Mateo, CA | +4.7%            | +20.7%               | -5.0%             | -16.8%            | +22.3%           | +126.6%              | -34.9%            | -59.3%            | +1.5%            | -5.6%                | -3.1%             | +5.8%    |
|                | Seattle, WA                 | +6.4%            | +14.2%               | +8.2%             | +15.8%            | -10.3%           | +47.9%               | +12.9%            | +35.6%            | +12.9%           | +10.6%               | +12.9%            | +28.2%   |
|                | Phoenix, AZ                 | +2.8%            | +2.5%                | -2.4%             | +1.4%             | +11.7%           | +5.8%                | -12.7%            | -6.1%             | +3.0%            | -2.3%                | -2.1%             | +1.7%    |
|                | Los Angeles, CA             | -1.5%            | +2.2%                | -2.2%             | -5.4%             | +13.1%           | +19.4%               | -15.3%            | -21.9%            | -8.6%            | -0.9%                | -2.6%             | -6.9%    |
|                | Orange County, CA           | -3.7%            | +0.4%                | -7.6%             | -7.0%             | +5.7%            | +0.5%                | -2.1%             | -9.5%             | -10.1%           | -4.7%                | -11.7%            | -12.5%   |
| ADR            | San Diego, CA               | \$201.92         | \$210.48             | \$203.25          | \$193.26          | \$286.18         | \$290.99             | \$293.67          | \$282.24          | \$277.22         | \$289.19             | \$274.18          | \$260.30 |
|                | San Francisco/San Mateo, CA | \$212.89         | \$313.13             | \$190.72          | \$190.91          | \$286.55         | \$423.81             | \$282.19          | \$255.26          | \$266.38         | \$424.81             | \$236.98          | \$240.50 |
|                | Seattle, WA                 | \$190.87         | \$191.59             | \$169.62          | \$162.92          | \$266.87         | \$245.53             | \$234.81          | \$211.20          | \$267.19         | \$277.44             | \$238.63          | \$223.26 |
|                | Phoenix, AZ                 | \$162.18         | \$163.62             | \$168.92          | \$185.50          | \$278.36         | \$273.51             | \$303.87          | \$306.03          | \$259.49         | \$261.76             | \$272.81          | \$317.05 |
|                | Los Angeles, CA             | \$193.85         | \$218.96             | \$201.53          | \$187.09          | \$292.27         | \$343.58             | \$314.29          | \$291.06          | \$288.86         | \$347.74             | \$309.57          | \$280.31 |
|                | Orange County, CA           | \$196.84         | \$193.03             | \$200.75          | \$201.18          | \$286.38         | \$279.79             | \$270.30          | \$279.43          | \$299.40         | \$270.27             | \$312.76          | \$312.72 |
| ADR YOY%       | San Diego, CA               | +3.2%            | +6.0%                | -2.8%             | -4.9%             | +7.4%            | +2.5%                | -0.4%             | -0.4%             | +3.2%            | +8.3%                | -5.4%             | -6.5%    |
|                | San Francisco/San Mateo, CA | -2.5%            | +54.2%               | -8.3%             | -37.0%            | -9.2%            | +42.2%               | -5.3%             | -35.7%            | -0.7%            | +71.3%               | -5.8%             | -40.9%   |
|                | Seattle, WA                 | +6.9%            | +9.1%                | +0.9%             | +5.2%             | +15.0%           | -0.5%                | -3.6%             | -2.5%             | +8.9%            | +12.4%               | +2.8%             | +5.4%    |
|                | Phoenix, AZ                 | +5.4%            | +1.8%                | -0.9%             | +2.9%             | +7.1%            | +2.9%                | +7.9%             | +3.7%             | +2.2%            | +1.0%                | -2.8%             | +4.3%    |
|                | Los Angeles, CA             | -4.0%            | +5.9%                | -6.6%             | -7.1%             | +4.7%            | +5.5%                | -5.1%             | +0.8%             | -3.3%            | +13.7%               | -6.1%             | -7.2%    |
|                | Orange County, CA           | -2.0%            | -6.4%                | -4.8%             | -1.0%             | +1.1%            | -4.4%                | -10.4%            | +5.2%             | -1.2%            | -14.1%               | +1.8%             | +1.9%    |

# Weekday Analysis

May 12 - 18, 2024

