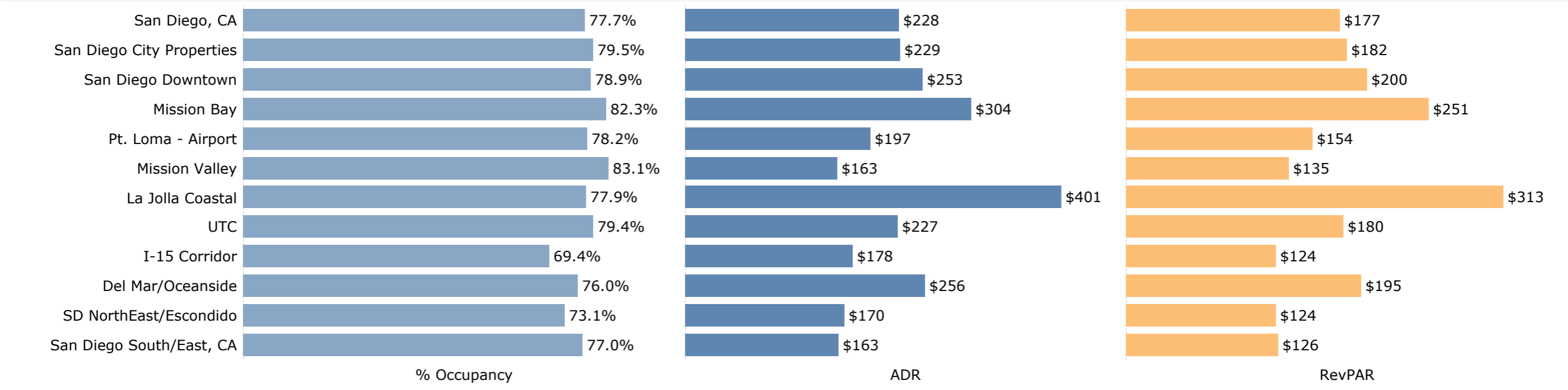


Weekly Hotel Performance Update

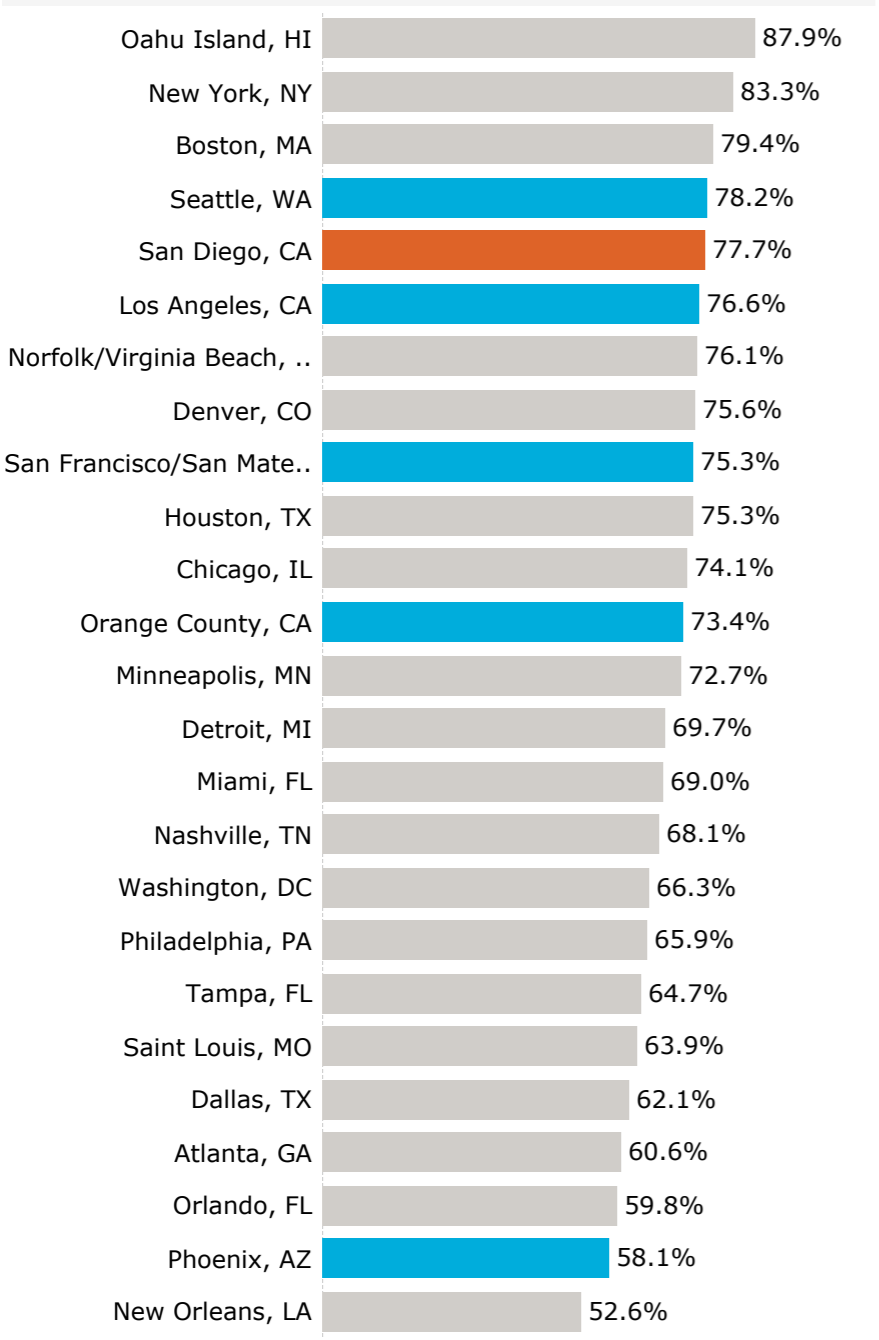
Aug 11 - 17, 2024



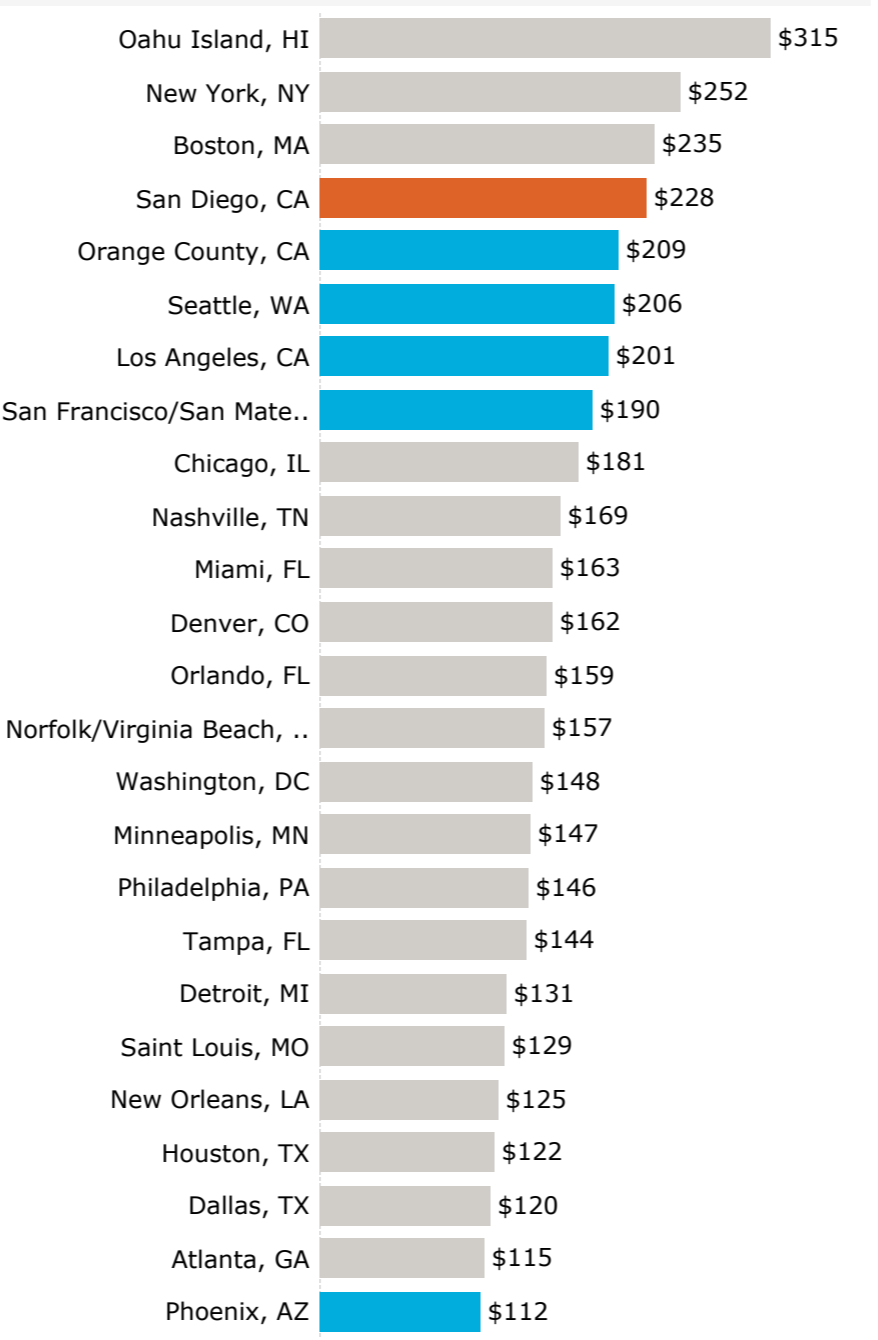
San Diego County Hotel Performance



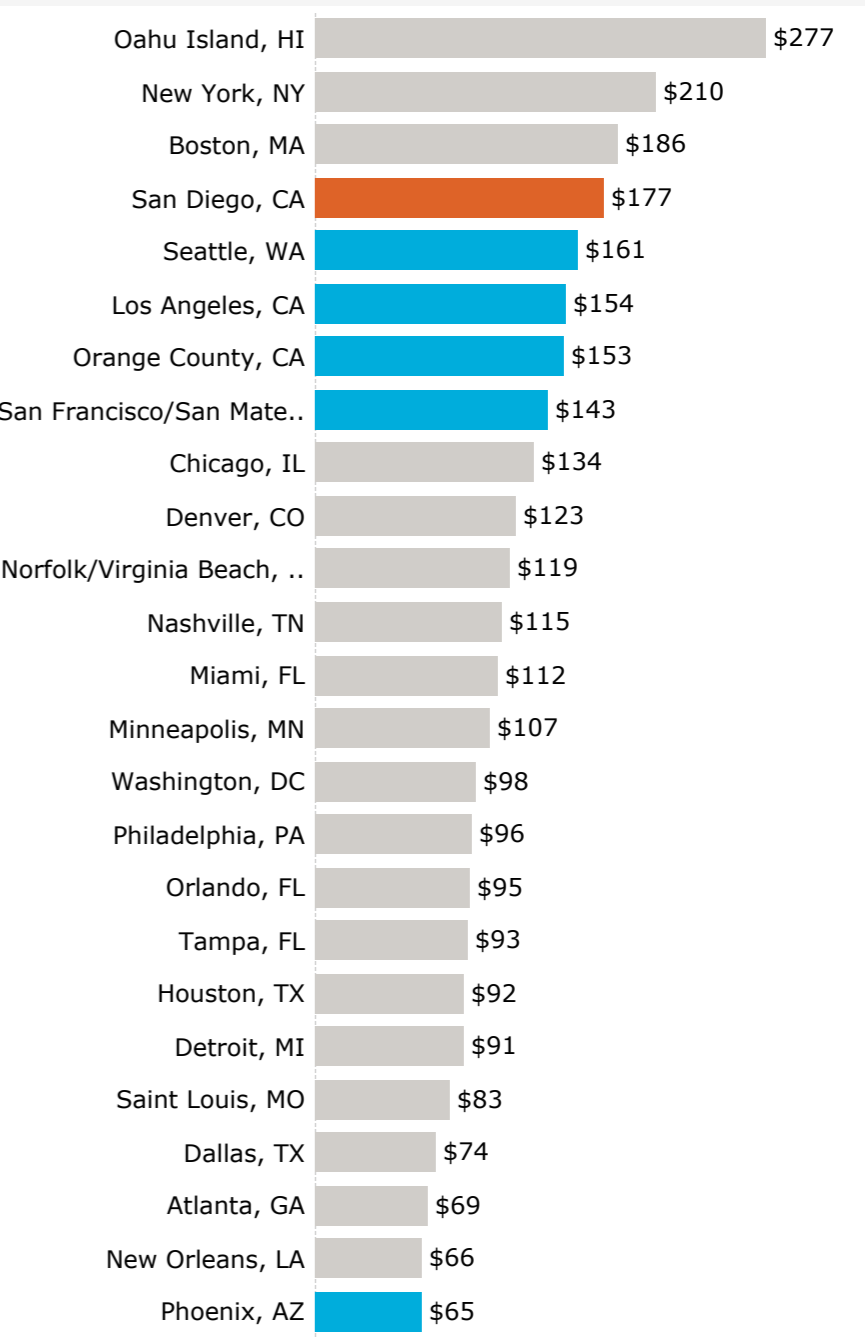
Weekly Top 25 Hotel Occupancy



Weekly Top 25 ADR



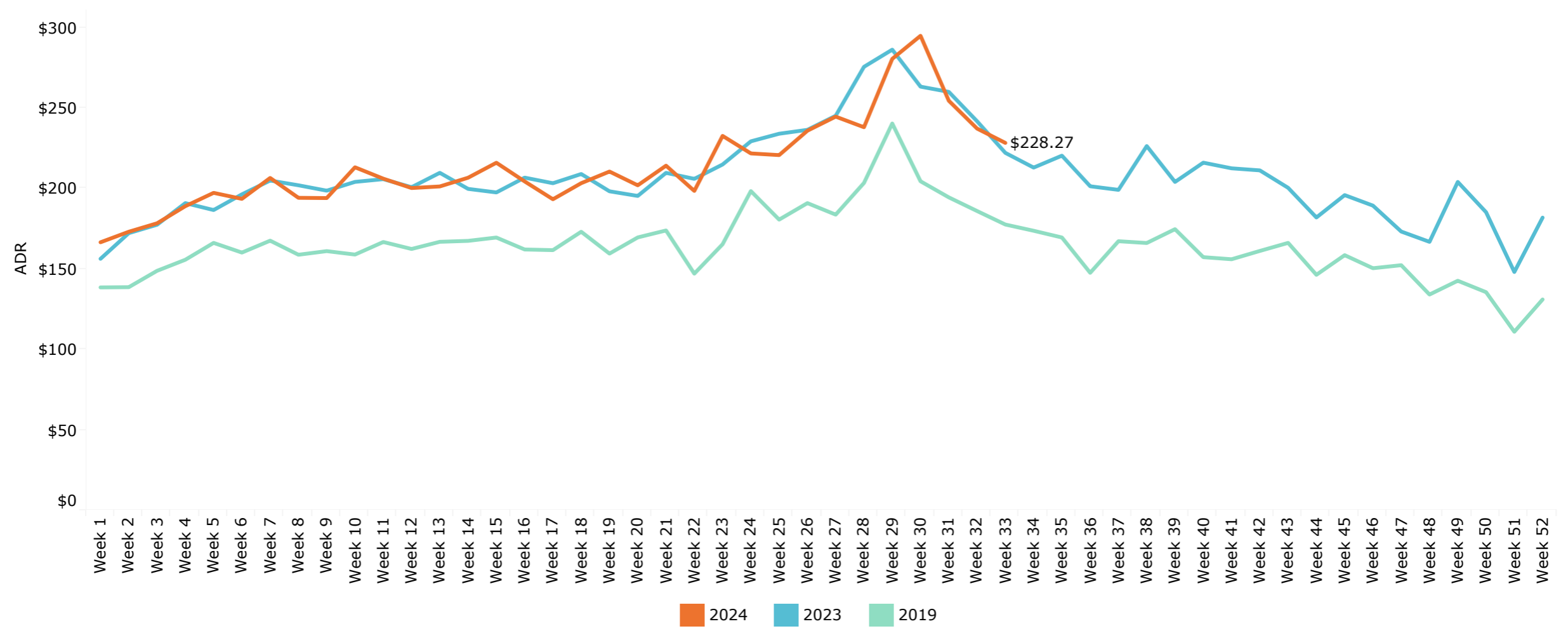
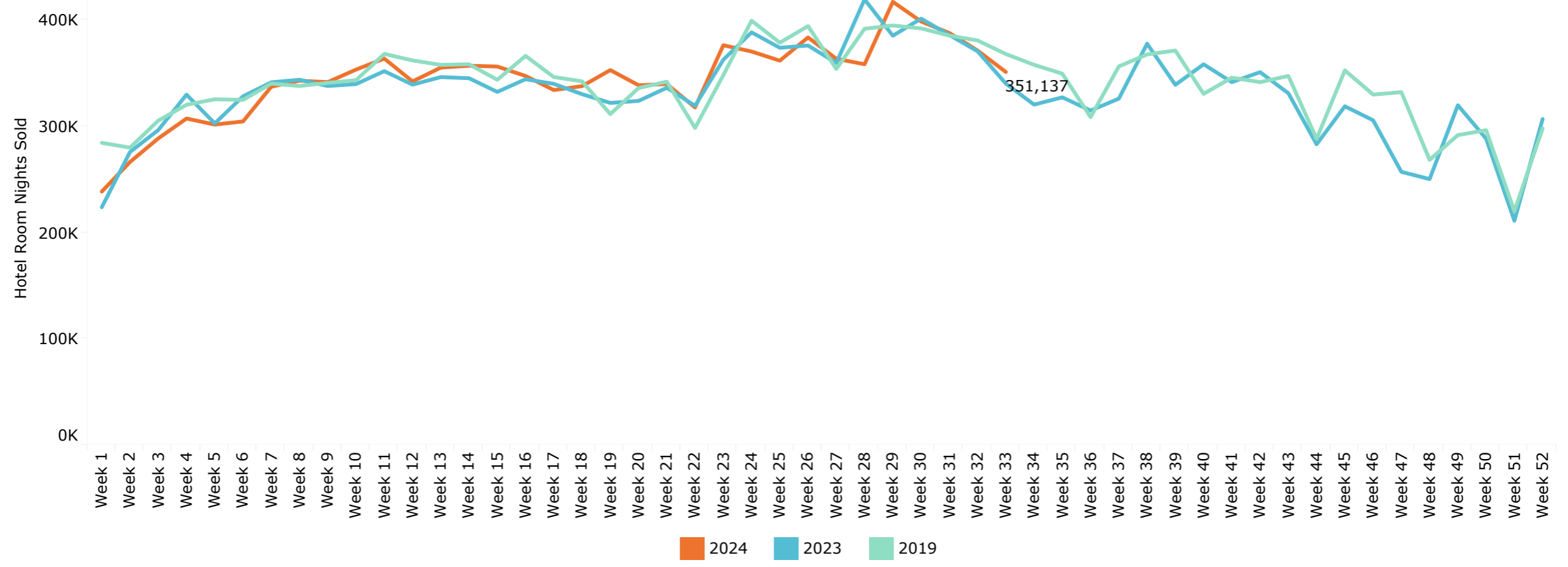
Weekly Top 25 RevPAR



Source : STR

San Diego County Weekly Demand & Average Rate Trend

Calendar Year 2019 Benchmark



Last Week's Daily Hotel Performance by Region

Aug 11 - 17, 2024



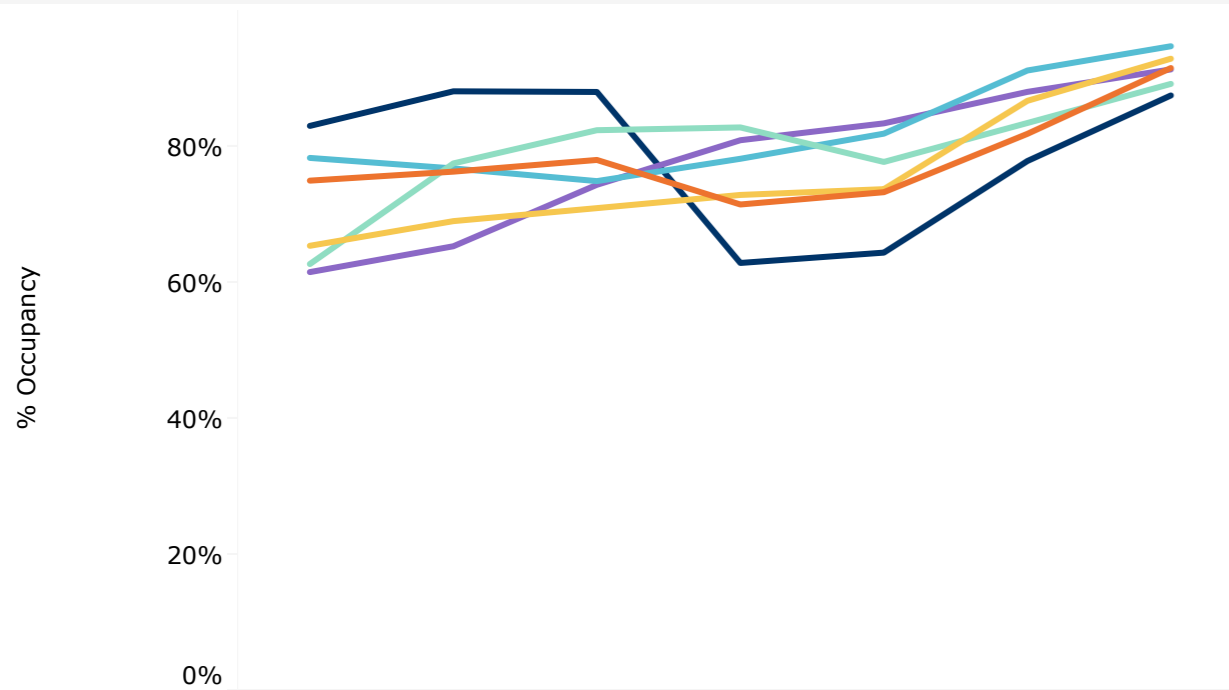
| | | Sun, August 11 | Mon, August 12 | Tue, August 13 | Wed, August 14 | Thu, August 15 | Fri, August 16 | Sat, August 17 |
|---------------------------|-------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| San Diego City Properties | Demand | 30,031 | 32,284 | 32,732 | 28,874 | 29,074 | 32,488 | 35,489 |
| | % Occupancy | 75.6% | 81.3% | 82.4% | 72.7% | 73.2% | 81.8% | 89.4% |
| | ADR | \$239.3 | \$241.0 | \$242.2 | \$215.3 | \$208.5 | \$223.3 | \$233.3 |
| | RevPAR | \$181.0 | \$196.0 | \$199.7 | \$156.6 | \$152.7 | \$182.7 | \$208.6 |
| San Diego Downtown | Demand | 12,353 | 13,109 | 13,095 | 9,357 | 9,583 | 11,585 | 13,019 |
| | % Occupancy | 83.1% | 88.1% | 88.0% | 62.9% | 64.4% | 77.9% | 87.5% |
| | ADR | \$289.0 | \$292.0 | \$288.1 | \$227.4 | \$212.7 | \$213.5 | \$230.5 |
| | RevPAR | \$240.1 | \$257.3 | \$253.6 | \$143.1 | \$137.0 | \$166.3 | \$201.7 |
| Mission Valley | Demand | 5,914 | 6,522 | 6,466 | 6,427 | 6,326 | 6,581 | 7,150 |
| | % Occupancy | 75.8% | 83.6% | 82.9% | 82.4% | 81.1% | 84.3% | 91.6% |
| | ADR | \$154.4 | \$158.9 | \$164.5 | \$160.9 | \$153.9 | \$169.0 | \$174.2 |
| | RevPAR | \$117.0 | \$132.8 | \$136.3 | \$132.5 | \$124.8 | \$142.5 | \$159.6 |
| Pt. Loma - Airport | Demand | 3,403 | 3,463 | 3,541 | 3,244 | 3,326 | 3,715 | 4,154 |
| | % Occupancy | 75.0% | 76.3% | 78.0% | 71.5% | 73.3% | 81.9% | 91.6% |
| | ADR | \$195.1 | \$195.7 | \$196.1 | \$182.7 | \$182.6 | \$207.4 | \$216.6 |
| | RevPAR | \$146.4 | \$149.4 | \$153.1 | \$130.6 | \$133.9 | \$169.8 | \$198.3 |
| Mission Bay | Demand | 2,482 | 2,433 | 2,374 | 2,478 | 2,595 | 2,889 | 3,002 |
| | % Occupancy | 78.3% | 76.8% | 74.9% | 78.2% | 81.9% | 91.2% | 94.8% |
| | ADR | \$295.8 | \$275.2 | \$271.2 | \$277.7 | \$289.4 | \$345.4 | \$357.3 |
| | RevPAR | \$231.7 | \$211.4 | \$203.2 | \$217.2 | \$237.1 | \$315.0 | \$338.6 |
| La Jolla Coastal | Demand | 1,118 | 1,187 | 1,351 | 1,470 | 1,515 | 1,599 | 1,659 |
| | % Occupancy | 61.6% | 65.4% | 74.4% | 80.9% | 83.4% | 88.1% | 91.4% |
| | ADR | \$379.0 | \$369.4 | \$382.1 | \$384.5 | \$386.6 | \$445.6 | \$441.4 |
| | RevPAR | \$233.3 | \$241.4 | \$284.3 | \$311.3 | \$322.5 | \$392.4 | \$403.2 |
| UTC | Demand | 2,609 | 3,224 | 3,427 | 3,444 | 3,233 | 3,471 | 3,710 |
| | % Occupancy | 62.7% | 77.5% | 82.4% | 82.8% | 77.8% | 83.5% | 89.2% |
| | ADR | \$209.5 | \$232.7 | \$240.7 | \$238.5 | \$219.7 | \$216.3 | \$225.1 |
| | RevPAR | \$131.5 | \$180.4 | \$198.4 | \$197.5 | \$170.8 | \$180.5 | \$200.9 |
| I-15 Corridor | Demand | 1,067 | 1,203 | 1,309 | 1,260 | 1,193 | 1,349 | 1,464 |
| | % Occupancy | 58.6% | 66.1% | 71.9% | 69.2% | 65.5% | 74.1% | 80.4% |
| | ADR | \$166.1 | \$174.1 | \$178.2 | \$176.5 | \$172.3 | \$186.6 | \$190.2 |
| | RevPAR | \$97.4 | \$115.1 | \$128.2 | \$122.2 | \$112.9 | \$138.3 | \$153.0 |
| Del Mar/Oceanside | Demand | 4,692 | 4,952 | 5,089 | 5,228 | 5,289 | 6,220 | 6,664 |
| | % Occupancy | 65.4% | 69.1% | 71.0% | 72.9% | 73.8% | 86.7% | 92.9% |
| | ADR | \$241.3 | \$238.0 | \$238.8 | \$239.2 | \$243.6 | \$281.5 | \$293.5 |
| | RevPAR | \$157.9 | \$164.4 | \$169.5 | \$174.4 | \$179.7 | \$244.2 | \$272.8 |
| San Diego South/East, CA | Demand | 5,106 | 5,427 | 5,491 | 5,554 | 5,823 | 6,141 | 6,560 |
| | % Occupancy | 68.6% | 73.0% | 73.8% | 74.7% | 78.3% | 82.6% | 88.2% |
| | ADR | \$160.2 | \$163.2 | \$162.7 | \$155.1 | \$151.5 | \$171.4 | \$176.0 |
| | RevPAR | \$110.0 | \$119.1 | \$120.1 | \$115.8 | \$118.6 | \$141.5 | \$155.2 |

Day of Week Occupancy and ADR Patterns by Region

Aug 11 - 17, 2024

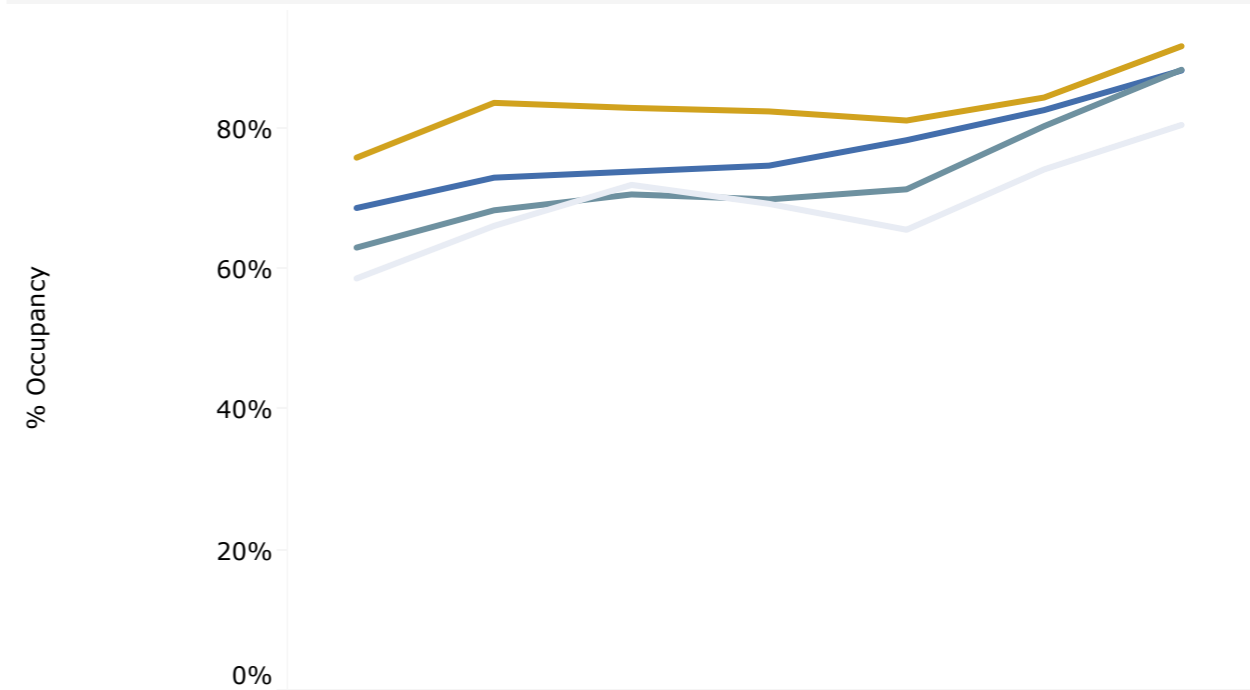


Occupancy By Weekday



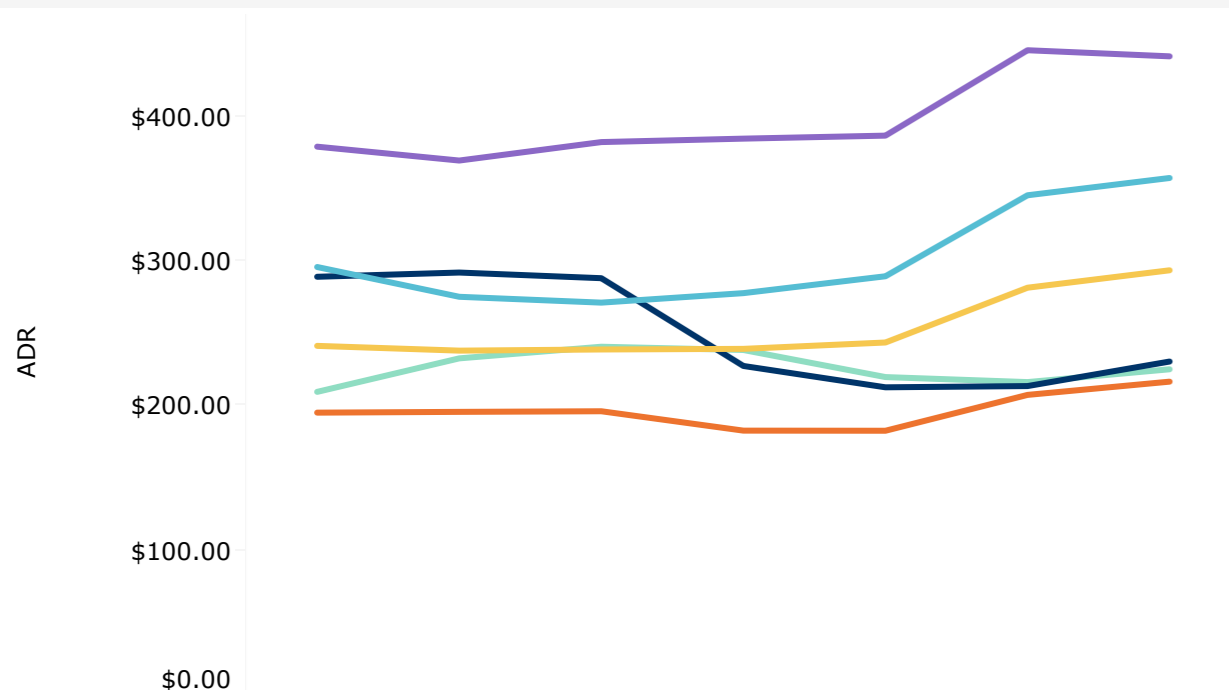
| | Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|--------------------|-----|-----|-----|-----|-----|-----|-----|
| Pt. Loma - Airport | 75% | 76% | 78% | 72% | 73% | 82% | 92% |
| Del Mar/Oceanside | 65% | 69% | 71% | 73% | 74% | 87% | 93% |
| UTC | 63% | 78% | 82% | 83% | 78% | 83% | 89% |
| Mission Bay | 78% | 77% | 75% | 78% | 82% | 91% | 95% |
| La Jolla Coastal | 62% | 65% | 74% | 81% | 83% | 88% | 91% |
| San Diego Downtown | 83% | 88% | 88% | 63% | 64% | 78% | 88% |

Occupancy By Weekday



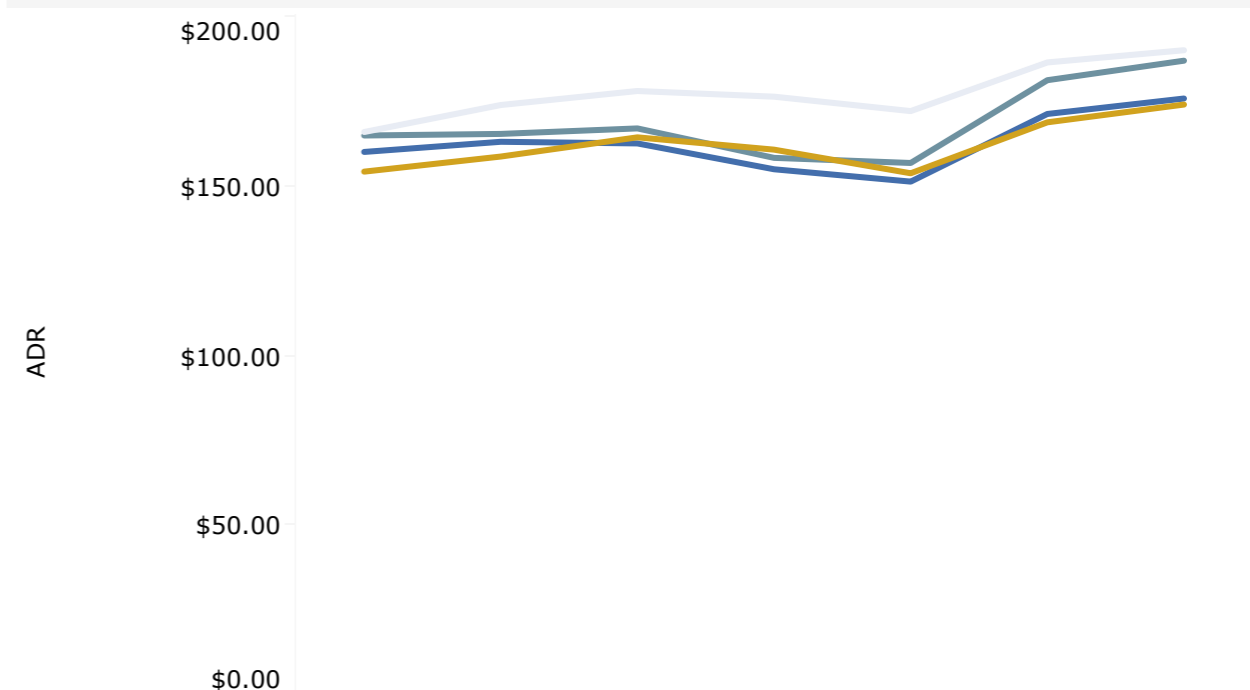
| | Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|--------------------------|-----|-----|-----|-----|-----|-----|-----|
| I-15 Corridor | 59% | 66% | 72% | 69% | 66% | 74% | 80% |
| Mission Valley | 76% | 84% | 83% | 82% | 81% | 84% | 92% |
| San Diego South/East, CA | 69% | 73% | 74% | 75% | 78% | 83% | 88% |
| SD NorthEast/Escondido | 63% | 68% | 71% | 70% | 71% | 80% | 88% |

ADR By Weekday



| | Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|--------------------|----------|----------|----------|----------|----------|----------|----------|
| Pt. Loma - Airport | \$195.14 | \$195.68 | \$196.11 | \$182.72 | \$182.64 | \$207.41 | \$216.57 |
| Del Mar/Oceanside | \$241.30 | \$238.01 | \$238.80 | \$239.23 | \$243.63 | \$281.49 | \$293.54 |
| UTC | \$209.50 | \$232.66 | \$240.71 | \$238.45 | \$219.73 | \$216.26 | \$225.12 |
| Mission Bay | \$295.80 | \$275.22 | \$271.18 | \$277.74 | \$289.40 | \$345.38 | \$357.33 |
| La Jolla Coastal | \$378.97 | \$369.38 | \$382.15 | \$384.52 | \$386.61 | \$445.62 | \$441.41 |
| San Diego Downtown | \$289.05 | \$291.98 | \$288.07 | \$227.41 | \$212.66 | \$213.51 | \$230.47 |

ADR By Weekday



| | Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|--------------------------|----------|----------|----------|----------|----------|----------|----------|
| I-15 Corridor | \$166.10 | \$174.07 | \$178.21 | \$176.54 | \$172.28 | \$186.63 | \$190.24 |
| Mission Valley | \$154.42 | \$158.87 | \$164.54 | \$160.90 | \$153.93 | \$168.97 | \$174.21 |
| San Diego South/East, CA | \$160.23 | \$163.22 | \$162.74 | \$155.12 | \$151.47 | \$171.43 | \$175.99 |
| SD NorthEast/Escondido | \$165.08 | \$165.55 | \$167.17 | \$158.48 | \$156.97 | \$181.39 | \$187.15 |

Competitive Set Weekly Performance

Last 4 Weeks



| | Total Market | | | | Group | | | | Transient | | | | |
|----------------|-----------------------------|------------------|----------------------|-------------------|-------------------|------------------|----------------------|-------------------|-------------------|------------------|----------------------|-------------------|----------|
| | Aug 11 - 17, 2024 | Aug 4 - 10, 2024 | Jul 28 - Aug 3, 2024 | Jul 21 - 27, 2024 | Aug 11 - 17, 2024 | Aug 4 - 10, 2024 | Jul 28 - Aug 3, 2024 | Jul 21 - 27, 2024 | Aug 11 - 17, 2024 | Aug 4 - 10, 2024 | Jul 28 - Aug 3, 2024 | Jul 21 - 27, 2024 | |
| % Occupancy | San Diego, CA | 77.7% | 82.2% | 85.8% | 88.2% | 22.0% | 20.3% | 23.1% | 36.0% | 52.9% | 58.6% | 59.5% | 48.8% |
| | San Francisco/San Mateo, CA | 75.3% | 72.4% | 70.8% | 76.5% | 9.9% | 8.7% | 9.5% | 11.4% | 57.6% | 54.0% | 51.9% | 55.4% |
| | Seattle, WA | 78.2% | 87.0% | 83.4% | 91.6% | 13.7% | 23.5% | 19.4% | 26.5% | 58.5% | 59.5% | 60.4% | 60.9% |
| | Phoenix, AZ | 58.1% | 58.6% | 55.2% | 60.4% | 17.9% | 19.9% | 13.9% | 20.0% | 32.4% | 30.6% | 30.5% | 33.1% |
| | Los Angeles, CA | 76.6% | 79.6% | 78.1% | 82.9% | 14.5% | 12.9% | 11.4% | 14.6% | 60.3% | 63.3% | 63.1% | 64.8% |
| | Orange County, CA | 73.4% | 79.7% | 80.6% | 85.6% | 21.7% | 21.8% | 20.2% | 22.0% | 53.0% | 58.7% | 60.7% | 61.4% |
| Occupancy YOY% | San Diego, CA | +2.8% | -0.3% | -0.1% | -1.1% | +39.1% | -17.8% | -27.8% | +41.6% | -4.6% | +7.8% | +17.1% | -18.7% |
| | San Francisco/San Mateo, CA | -2.2% | -2.1% | +1.2% | +4.7% | -22.3% | -14.4% | -2.6% | +53.4% | -0.4% | -3.3% | +0.4% | +0.7% |
| | Seattle, WA | +1.3% | +5.5% | +2.1% | +7.3% | -22.4% | +38.9% | -5.1% | +8.0% | +5.7% | -3.2% | +4.1% | +3.5% |
| | Phoenix, AZ | -1.2% | -4.9% | -4.3% | -2.2% | +10.2% | -5.0% | -24.5% | +0.8% | -1.1% | -7.2% | +3.1% | +1.2% |
| | Los Angeles, CA | -0.4% | -3.6% | -2.5% | +1.5% | +28.5% | -13.4% | -9.4% | +27.3% | -7.0% | -4.3% | -1.8% | -2.2% |
| | Orange County, CA | +6.2% | +3.6% | -2.4% | -1.8% | +61.6% | +32.7% | +3.4% | -16.9% | -9.7% | -10.0% | -4.6% | +5.4% |
| ADR | San Diego, CA | \$228.27 | \$237.16 | \$254.45 | \$294.80 | \$319.29 | \$306.94 | \$296.17 | \$345.14 | \$325.08 | \$342.79 | \$369.72 | \$435.25 |
| | San Francisco/San Mateo, CA | \$190.47 | \$193.80 | \$189.07 | \$196.83 | \$240.32 | \$250.46 | \$246.39 | \$263.18 | \$230.57 | \$237.58 | \$232.45 | \$238.68 |
| | Seattle, WA | \$205.88 | \$224.79 | \$217.58 | \$236.55 | \$272.29 | \$287.66 | \$278.51 | \$280.08 | \$276.83 | \$310.83 | \$296.03 | \$337.04 |
| | Phoenix, AZ | \$111.62 | \$112.69 | \$108.75 | \$112.93 | \$150.82 | \$164.44 | \$145.33 | \$152.17 | \$173.89 | \$175.07 | \$172.85 | \$177.38 |
| | Los Angeles, CA | \$201.43 | \$203.15 | \$203.07 | \$209.35 | \$274.04 | \$280.22 | \$296.79 | \$283.76 | \$306.28 | \$310.79 | \$305.98 | \$318.48 |
| | Orange County, CA | \$208.70 | \$232.99 | \$212.93 | \$229.37 | \$287.88 | \$312.94 | \$271.18 | \$286.12 | \$326.14 | \$374.69 | \$326.43 | \$363.41 |
| ADR YOY% | San Diego, CA | +2.8% | -2.0% | -2.0% | +11.9% | +6.7% | +1.1% | +1.5% | +15.3% | +4.0% | -2.9% | -6.6% | +15.4% |
| | San Francisco/San Mateo, CA | -12.0% | -8.4% | -6.3% | -4.0% | -13.1% | -9.9% | -4.8% | +7.0% | -12.4% | -7.4% | -5.6% | -5.4% |
| | Seattle, WA | +2.5% | +7.8% | +3.6% | +2.6% | +8.7% | +12.5% | +8.7% | +2.4% | +1.3% | +10.1% | +2.7% | +2.3% |
| | Phoenix, AZ | -0.1% | -3.5% | -1.9% | -0.1% | +4.3% | -4.9% | +0.4% | -0.5% | -3.6% | -4.6% | -7.1% | -4.2% |
| | Los Angeles, CA | -4.1% | -8.9% | -8.1% | +1.1% | -5.6% | +7.0% | +3.3% | -3.8% | -2.0% | -10.0% | -8.3% | +3.4% |
| | Orange County, CA | -0.5% | +4.1% | -9.6% | -3.3% | +3.8% | +19.0% | -0.3% | +3.0% | +0.3% | +5.8% | -13.6% | -1.3% |

Weekday Analysis

Aug 11 - 17, 2024

