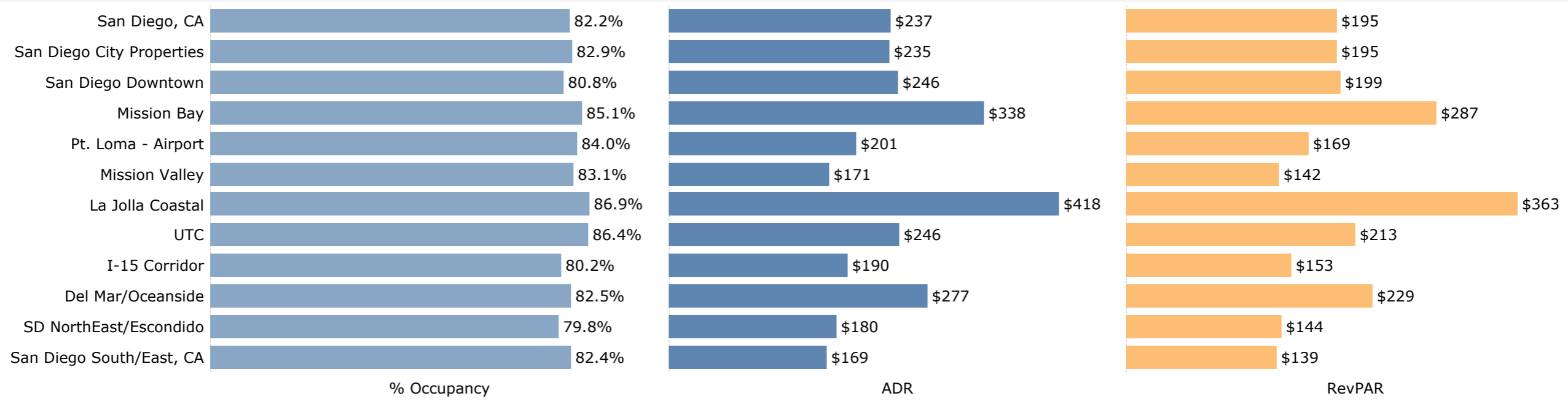


# Weekly Hotel Performance Update

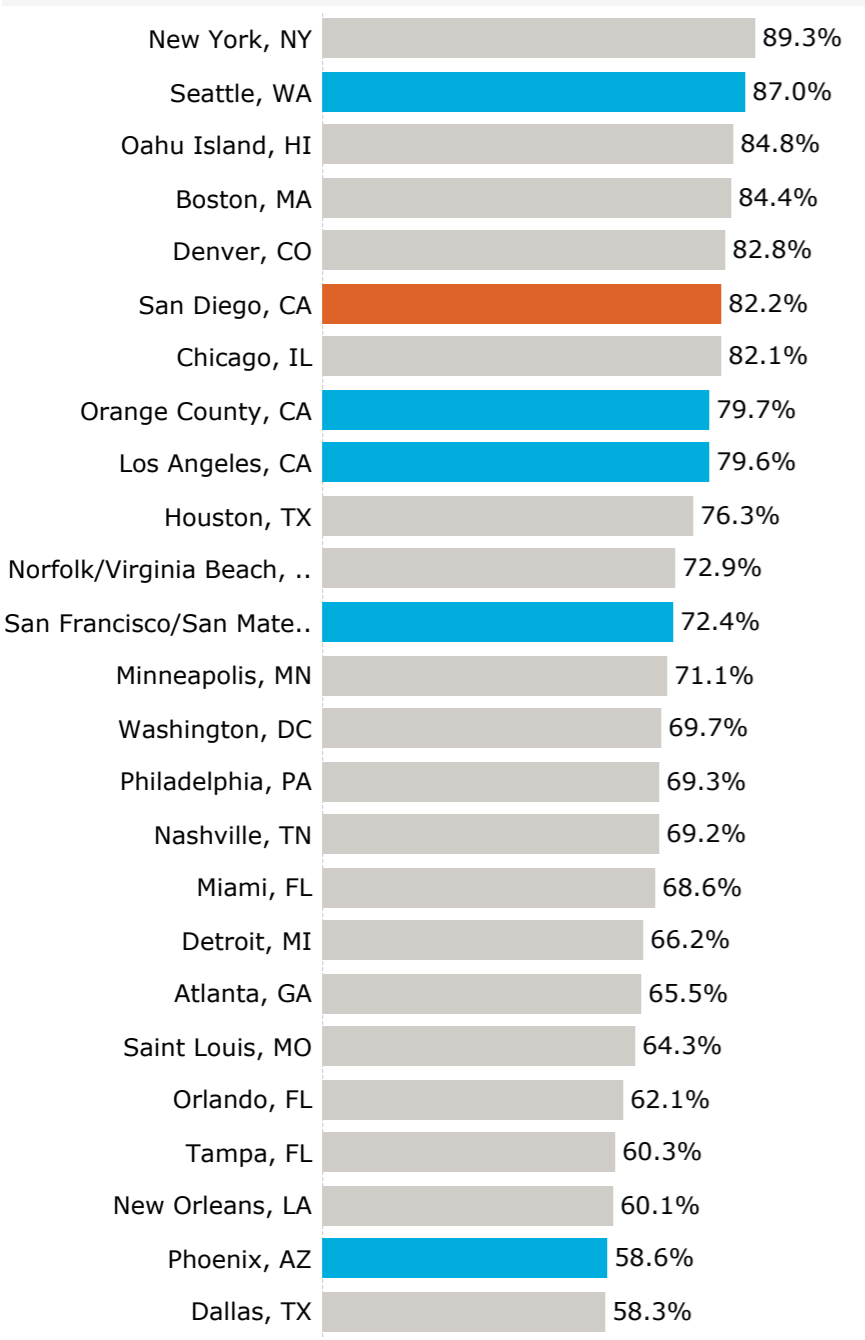
Aug 4 - 10, 2024



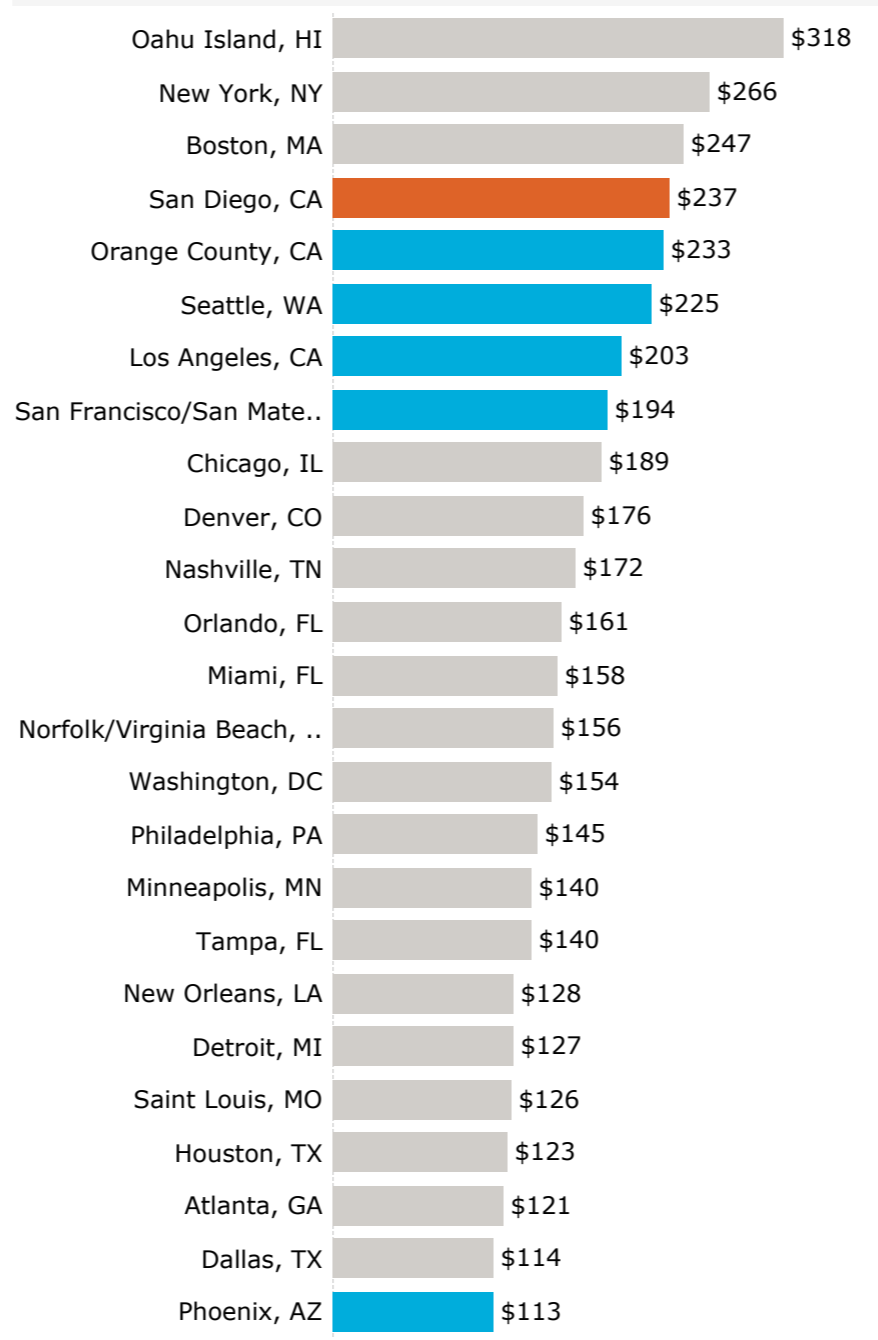
## San Diego County Hotel Performance



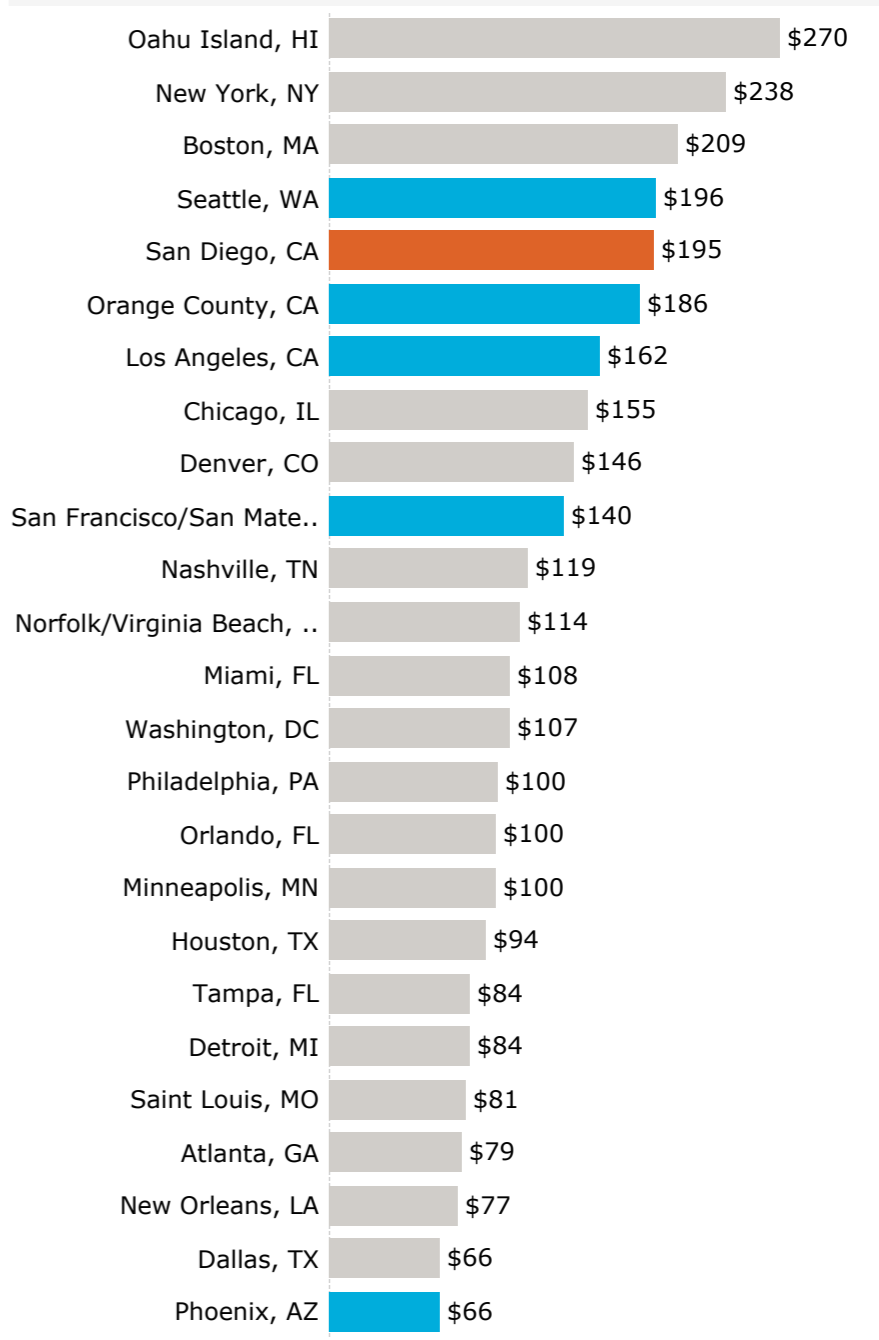
### Weekly Top 25 Hotel Occupancy



### Weekly Top 25 ADR



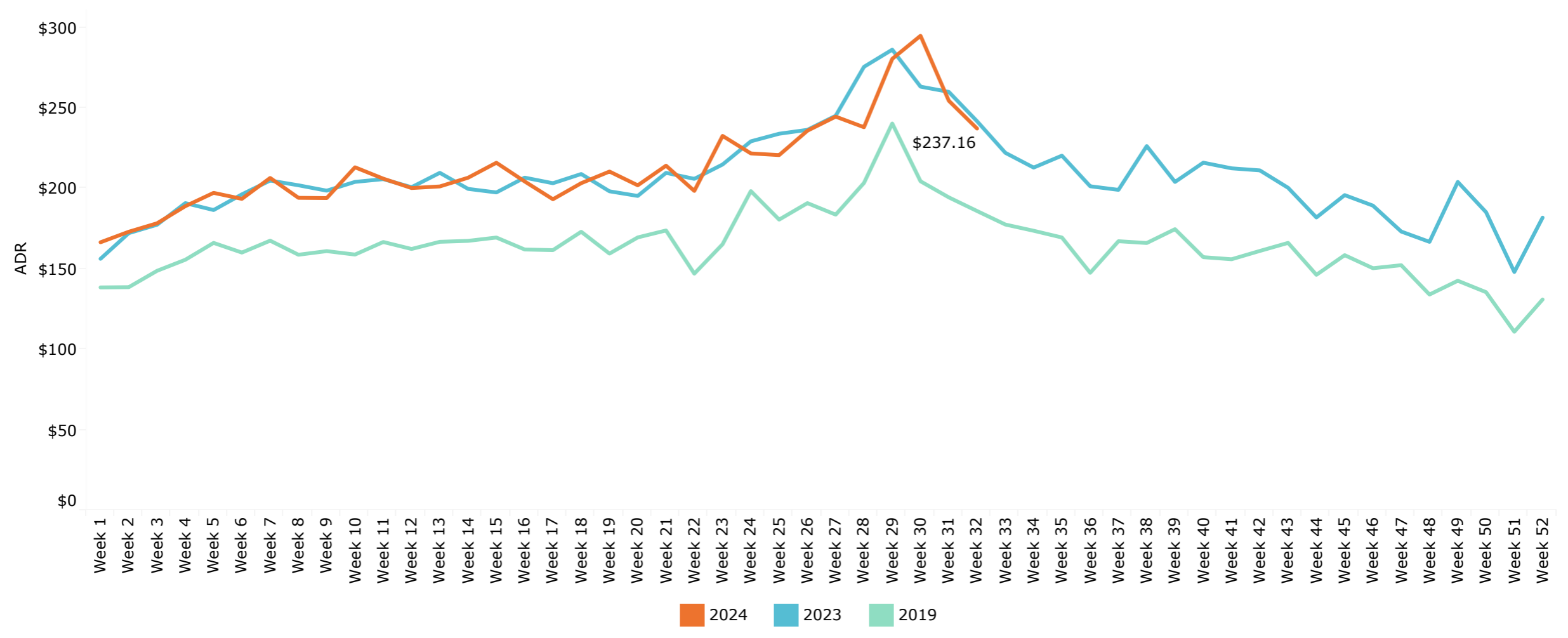
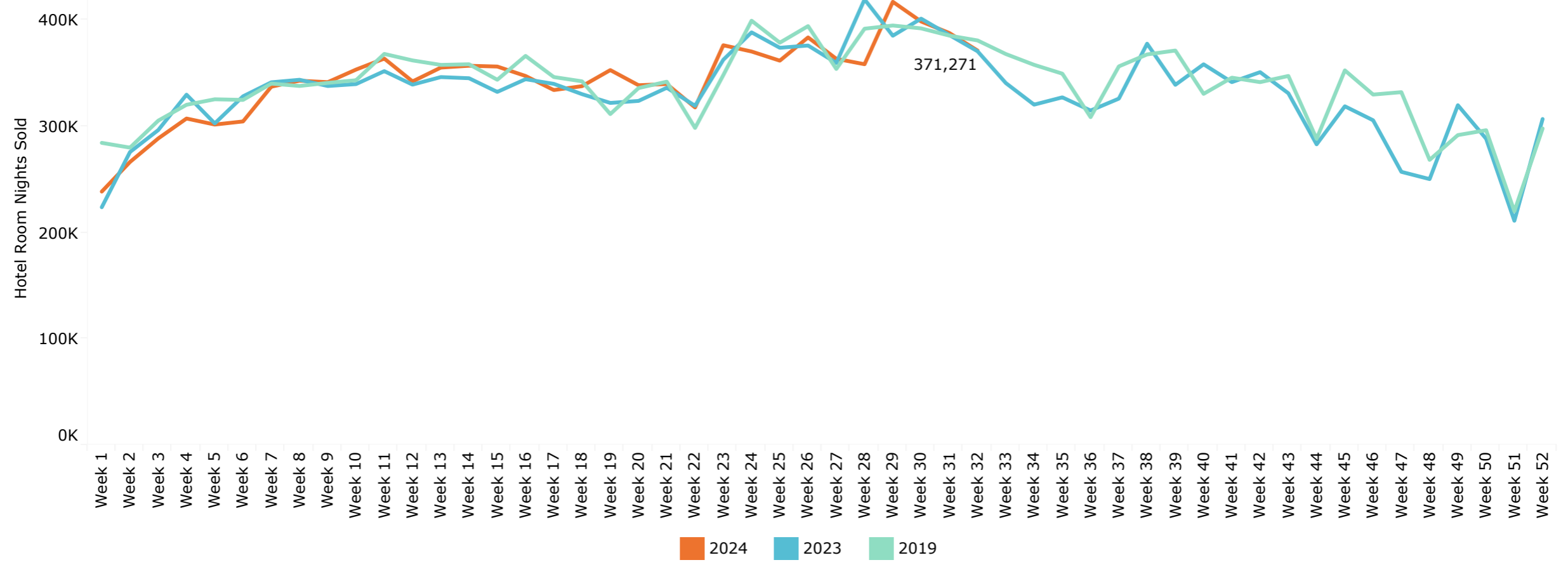
### Weekly Top 25 RevPAR



Source : STR

# San Diego County Weekly Demand & Average Rate Trend

## Calendar Year 2019 Benchmark



# Last Week's Daily Hotel Performance by Region

Aug 4 - 10, 2024



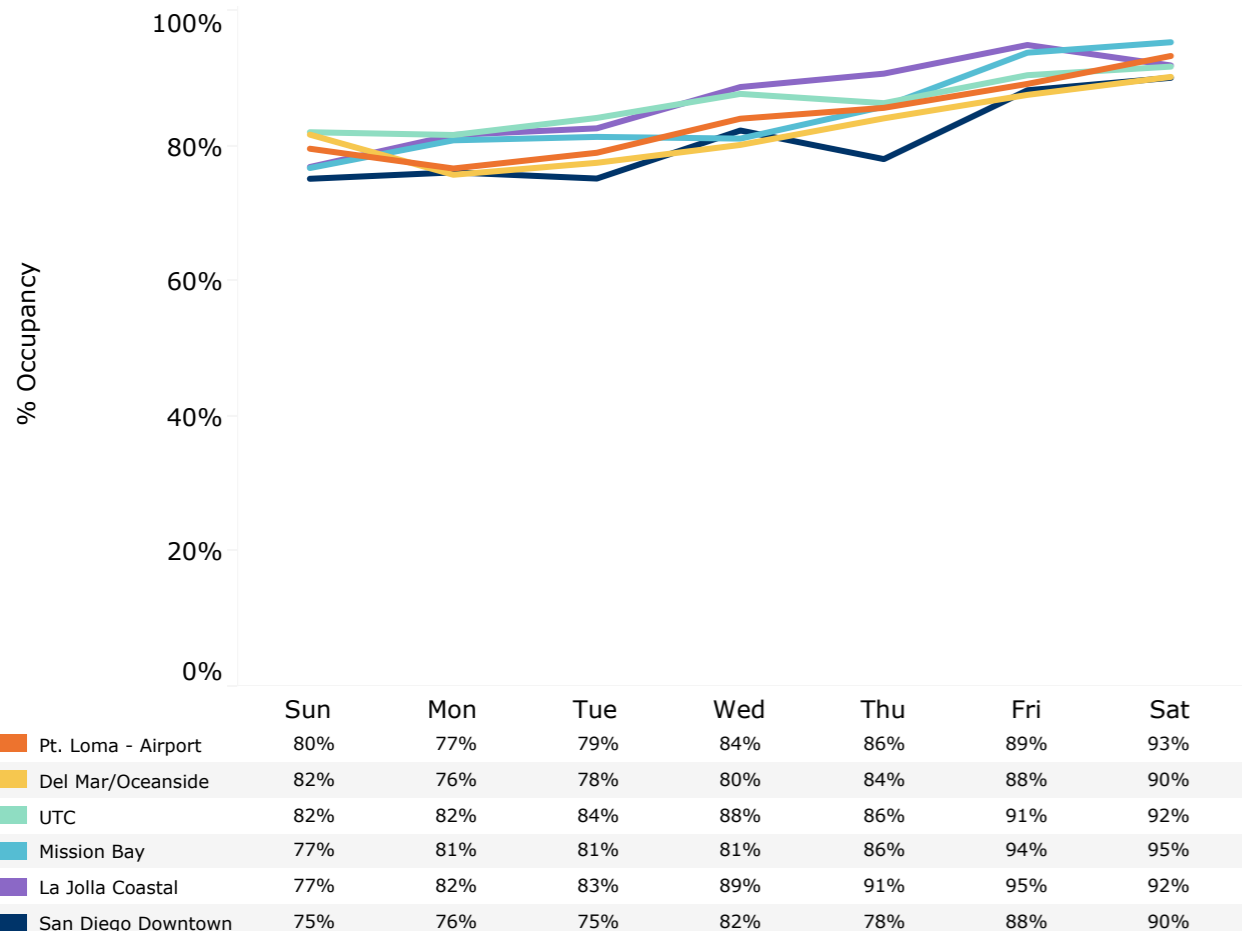
|                           |             | Sun, August 4 | Mon, August 5 | Tue, August 6 | Wed, August 7 | Thu, August 8 | Fri, August 9 | Sat, August 10 |
|---------------------------|-------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| San Diego City Properties | Demand      | 30,507        | 30,732        | 31,046        | 33,085        | 32,916        | 35,581        | 36,539         |
|                           | % Occupancy | 76.8%         | 77.4%         | 78.2%         | 83.3%         | 82.9%         | 89.6%         | 92.0%          |
|                           | ADR         | \$225.6       | \$223.7       | \$228.0       | \$232.5       | \$227.5       | \$248.7       | \$257.0        |
|                           | RevPAR      | \$173.3       | \$173.1       | \$178.3       | \$193.7       | \$188.6       | \$222.8       | \$236.5        |
| San Diego Downtown        | Demand      | 11,191        | 11,332        | 11,196        | 12,254        | 11,624        | 13,140        | 13,415         |
|                           | % Occupancy | 75.2%         | 76.2%         | 75.3%         | 82.4%         | 78.1%         | 88.3%         | 90.2%          |
|                           | ADR         | \$227.7       | \$234.0       | \$239.1       | \$250.4       | \$239.1       | \$252.8       | \$271.1        |
|                           | RevPAR      | \$171.3       | \$178.2       | \$180.0       | \$206.3       | \$186.8       | \$223.3       | \$244.5        |
| Mission Valley            | Demand      | 5,850         | 5,823         | 6,024         | 6,445         | 6,715         | 7,071         | 7,442          |
|                           | % Occupancy | 75.0%         | 74.6%         | 77.2%         | 82.6%         | 86.1%         | 90.6%         | 95.4%          |
|                           | ADR         | \$165.6       | \$161.3       | \$164.3       | \$165.4       | \$161.3       | \$182.2       | \$189.7        |
|                           | RevPAR      | \$124.2       | \$120.4       | \$126.8       | \$136.6       | \$138.8       | \$165.1       | \$181.0        |
| Pt. Loma - Airport        | Demand      | 3,621         | 3,488         | 3,594         | 3,823         | 3,896         | 4,057         | 4,245          |
|                           | % Occupancy | 79.7%         | 76.8%         | 79.1%         | 84.1%         | 85.7%         | 89.3%         | 93.4%          |
|                           | ADR         | \$194.1       | \$189.4       | \$193.0       | \$193.0       | \$195.1       | \$213.8       | \$222.3        |
|                           | RevPAR      | \$154.7       | \$145.3       | \$152.7       | \$162.4       | \$167.3       | \$190.9       | \$207.7        |
| Mission Bay               | Demand      | 2,434         | 2,564         | 2,580         | 2,572         | 2,722         | 2,975         | 3,024          |
|                           | % Occupancy | 76.8%         | 80.9%         | 81.4%         | 81.2%         | 85.9%         | 93.9%         | 95.5%          |
|                           | ADR         | \$334.7       | \$316.6       | \$312.3       | \$314.8       | \$319.0       | \$372.2       | \$381.2        |
|                           | RevPAR      | \$257.1       | \$256.3       | \$254.4       | \$255.5       | \$274.1       | \$349.5       | \$363.9        |
| La Jolla Coastal          | Demand      | 1,398         | 1,484         | 1,502         | 1,613         | 1,649         | 1,726         | 1,671          |
|                           | % Occupancy | 77.0%         | 81.7%         | 82.7%         | 88.8%         | 90.8%         | 95.0%         | 92.0%          |
|                           | ADR         | \$413.0       | \$392.0       | \$405.0       | \$390.8       | \$405.4       | \$458.9       | \$453.2        |
|                           | RevPAR      | \$318.0       | \$320.3       | \$335.0       | \$347.1       | \$368.1       | \$436.2       | \$417.0        |
| UTC                       | Demand      | 3,415         | 3,398         | 3,503         | 3,651         | 3,594         | 3,766         | 3,819          |
|                           | % Occupancy | 82.1%         | 81.7%         | 84.2%         | 87.8%         | 86.4%         | 90.6%         | 91.8%          |
|                           | ADR         | \$238.5       | \$231.5       | \$245.0       | \$255.5       | \$246.8       | \$255.5       | \$249.6        |
|                           | RevPAR      | \$195.9       | \$189.2       | \$206.4       | \$224.4       | \$213.3       | \$231.4       | \$229.3        |
| I-15 Corridor             | Demand      | 1,451         | 1,468         | 1,446         | 1,420         | 1,389         | 1,483         | 1,563          |
|                           | % Occupancy | 79.7%         | 80.7%         | 79.5%         | 78.0%         | 76.3%         | 81.5%         | 85.9%          |
|                           | ADR         | \$200.5       | \$193.0       | \$196.1       | \$180.1       | \$181.5       | \$187.2       | \$193.9        |
|                           | RevPAR      | \$159.9       | \$155.6       | \$155.8       | \$140.5       | \$138.5       | \$152.5       | \$166.6        |
| Del Mar/Oceanside         | Demand      | 5,864         | 5,438         | 5,565         | 5,755         | 6,037         | 6,286         | 6,477          |
|                           | % Occupancy | 81.8%         | 75.8%         | 77.6%         | 80.3%         | 84.2%         | 87.7%         | 90.3%          |
|                           | ADR         | \$258.0       | \$267.9       | \$255.2       | \$261.0       | \$267.8       | \$308.9       | \$311.9        |
|                           | RevPAR      | \$211.0       | \$203.2       | \$198.0       | \$209.5       | \$225.5       | \$270.8       | \$281.7        |
| San Diego South/East, CA  | Demand      | 5,566         | 5,789         | 5,902         | 6,263         | 6,296         | 6,450         | 6,659          |
|                           | % Occupancy | 74.8%         | 77.8%         | 79.3%         | 84.2%         | 84.6%         | 86.7%         | 89.5%          |
|                           | ADR         | \$157.9       | \$158.7       | \$163.0       | \$164.3       | \$164.7       | \$184.2       | \$186.8        |
|                           | RevPAR      | \$118.1       | \$123.5       | \$129.4       | \$138.3       | \$139.4       | \$159.7       | \$167.2        |

# Day of Week Occupancy and ADR Patterns by Region

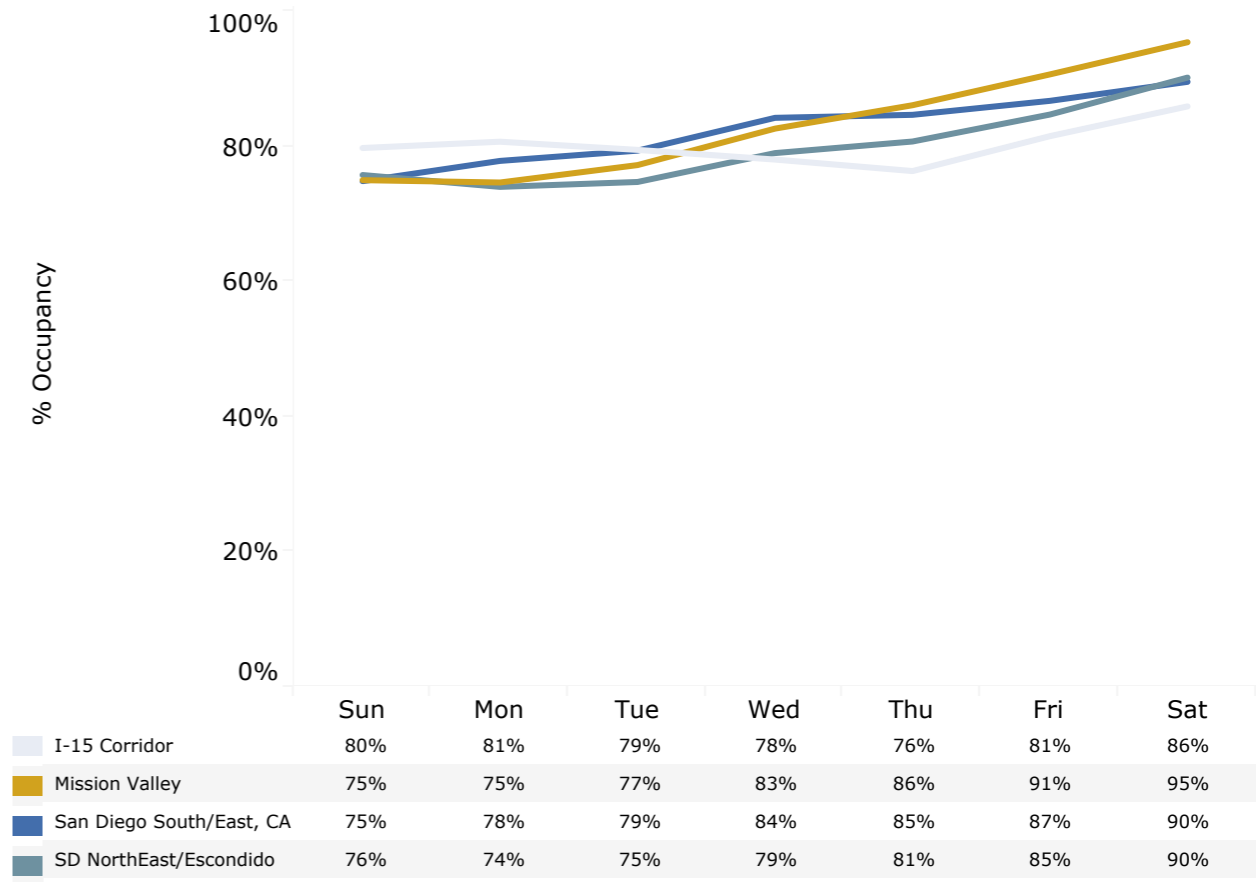
Aug 4 - 10, 2024



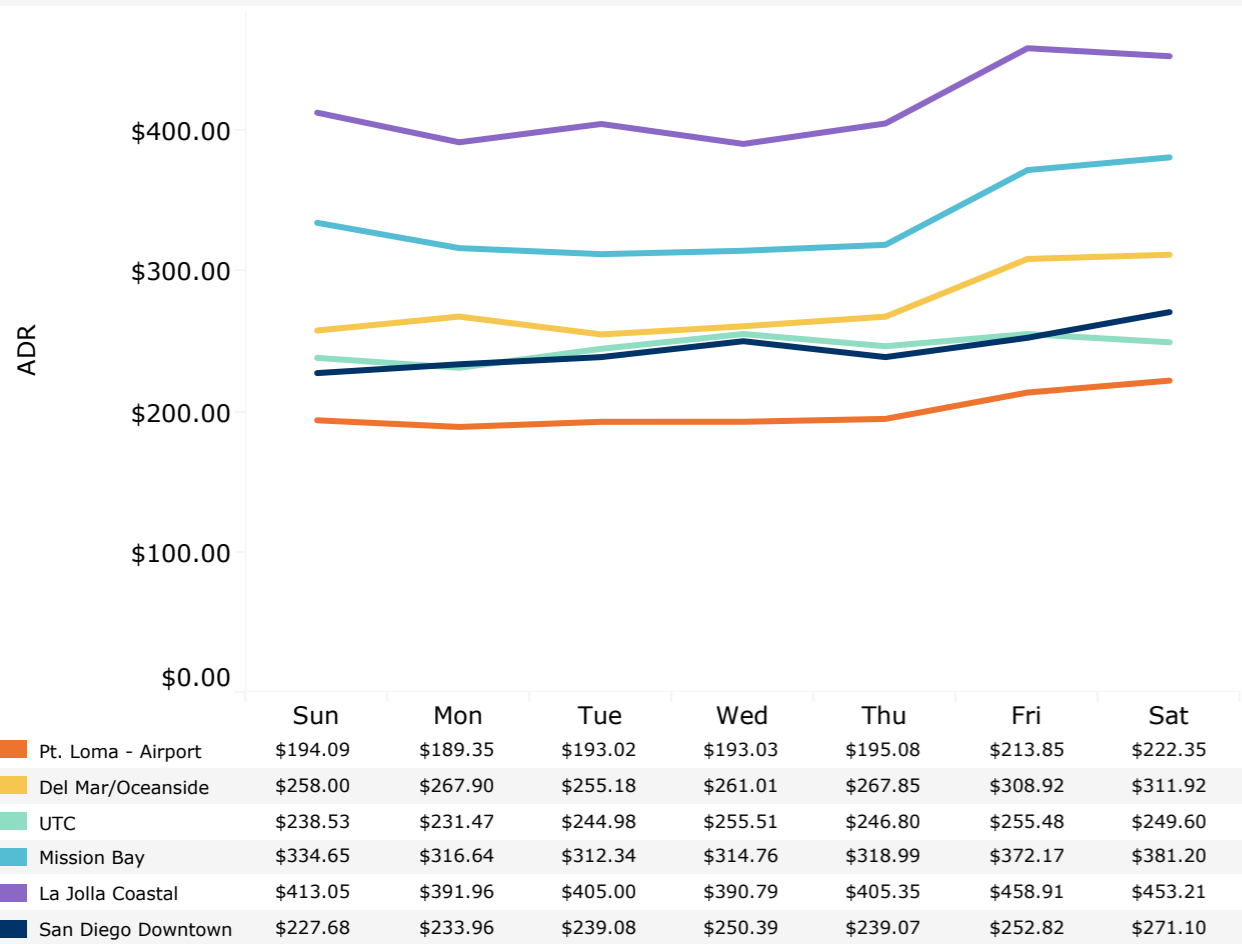
### Occupancy By Weekday



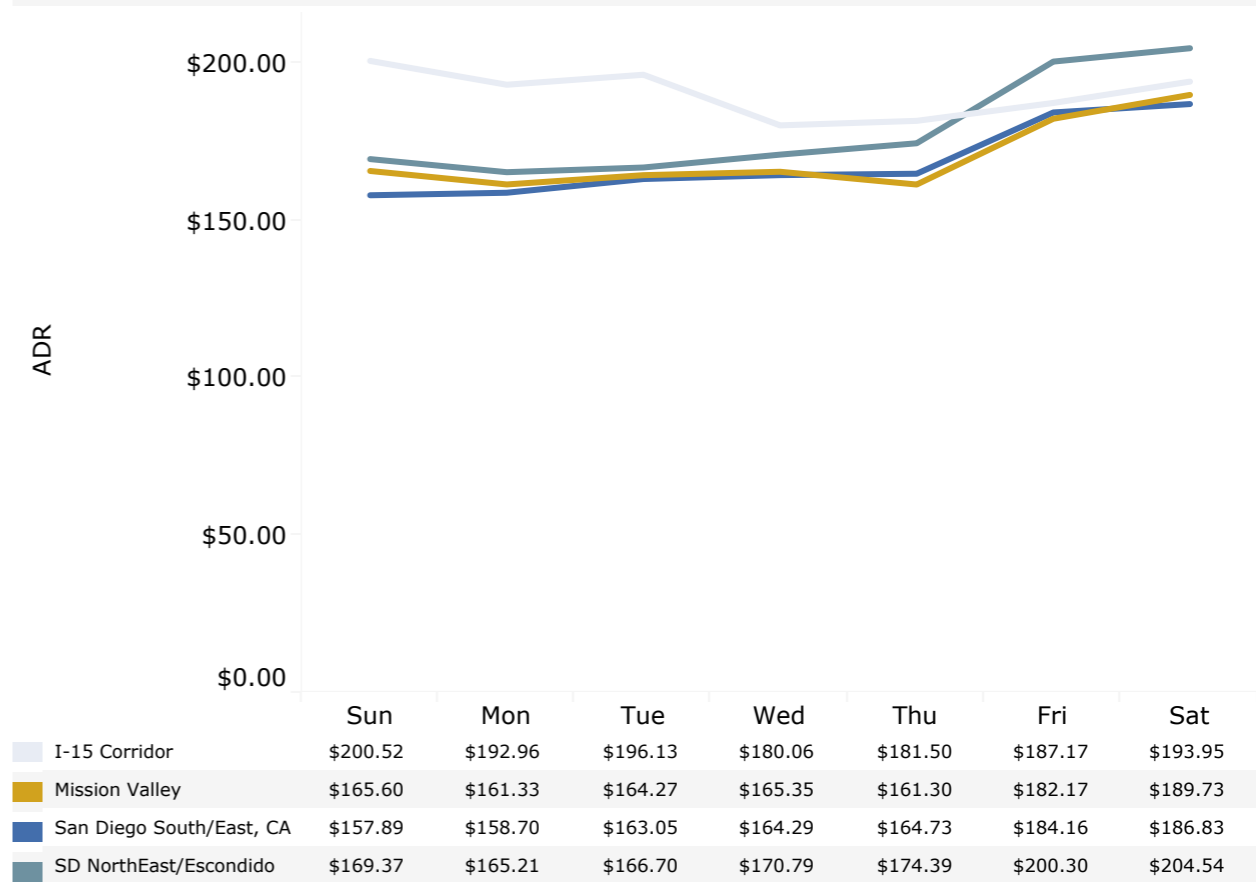
### Occupancy By Weekday



### ADR By Weekday



### ADR By Weekday



# Competitive Set Weekly Performance

Last 4 Weeks



|                | Total Market                |                      |                   |                   | Group            |                      |                   |                   | Transient        |                      |                   |                   |          |
|----------------|-----------------------------|----------------------|-------------------|-------------------|------------------|----------------------|-------------------|-------------------|------------------|----------------------|-------------------|-------------------|----------|
|                | Aug 4 - 10, 2024            | Jul 28 - Aug 3, 2024 | Jul 21 - 27, 2024 | Jul 14 - 20, 2024 | Aug 4 - 10, 2024 | Jul 28 - Aug 3, 2024 | Jul 21 - 27, 2024 | Jul 14 - 20, 2024 | Aug 4 - 10, 2024 | Jul 28 - Aug 3, 2024 | Jul 21 - 27, 2024 | Jul 14 - 20, 2024 |          |
| % Occupancy    | San Diego, CA               | 82.2%                | 85.8%             | 88.2%             | 92.3%            | 20.3%                | 23.1%             | 36.0%             | 30.0%            | 58.6%                | 59.5%             | 48.8%             | 59.7%    |
|                | San Francisco/San Mateo, CA | 72.4%                | 70.8%             | 76.5%             | 71.6%            | 8.7%                 | 9.5%              | 11.4%             | 10.7%            | 54.0%                | 51.9%             | 55.4%             | 49.9%    |
|                | Seattle, WA                 | 87.0%                | 83.4%             | 91.6%             | 86.8%            | 23.5%                | 19.4%             | 26.5%             | 19.4%            | 59.5%                | 60.4%             | 60.9%             | 62.7%    |
|                | Phoenix, AZ                 | 58.6%                | 55.2%             | 60.4%             | 62.1%            | 19.9%                | 13.9%             | 20.0%             | 21.7%            | 30.6%                | 30.5%             | 33.1%             | 34.0%    |
|                | Los Angeles, CA             | 79.6%                | 78.1%             | 82.9%             | 81.3%            | 12.9%                | 11.4%             | 14.6%             | 17.2%            | 63.3%                | 63.1%             | 64.8%             | 60.7%    |
|                | Orange County, CA           | 79.7%                | 80.6%             | 85.6%             | 83.7%            | 21.8%                | 20.2%             | 22.0%             | 20.5%            | 58.7%                | 60.7%             | 61.4%             | 61.2%    |
| Occupancy YOY% | San Diego, CA               | -0.3%                | -0.1%             | -1.1%             | +7.8%            | -17.8%               | -27.8%            | +41.6%            | +1.4%            | +7.8%                | +17.1%            | -18.7%            | +18.9%   |
|                | San Francisco/San Mateo, CA | -2.1%                | +1.2%             | +4.7%             | -7.2%            | -14.4%               | -2.6%             | +53.4%            | -24.6%           | -3.3%                | +0.4%             | +0.7%             | -9.4%    |
|                | Seattle, WA                 | +5.5%                | +2.1%             | +7.3%             | -2.0%            | +38.9%               | -5.1%             | +8.0%             | -16.8%           | -3.2%                | +4.1%             | +3.5%             | +1.0%    |
|                | Phoenix, AZ                 | -4.9%                | -4.3%             | -2.2%             | -4.2%            | -5.0%                | -24.5%            | +0.8%             | -1.4%            | -7.2%                | +3.1%             | +1.2%             | -8.4%    |
|                | Los Angeles, CA             | -3.6%                | -2.5%             | +1.5%             | +2.1%            | -13.4%               | -9.4%             | +27.3%            | +51.7%           | -4.3%                | -1.8%             | -2.2%             | -4.9%    |
|                | Orange County, CA           | +3.6%                | -2.4%             | -1.8%             | -3.6%            | +32.7%               | +3.4%             | -16.9%            | -11.4%           | -10.0%               | -4.6%             | +5.4%             | -3.2%    |
| ADR            | San Diego, CA               | \$237.16             | \$254.45          | \$294.80          | \$280.47         | \$306.94             | \$296.17          | \$345.14          | \$303.14         | \$342.79             | \$369.72          | \$435.25          | \$403.21 |
|                | San Francisco/San Mateo, CA | \$193.80             | \$189.07          | \$196.83          | \$195.65         | \$250.46             | \$246.39          | \$263.18          | \$261.01         | \$237.58             | \$232.45          | \$238.68          | \$241.98 |
|                | Seattle, WA                 | \$224.79             | \$217.58          | \$236.55          | \$225.13         | \$287.66             | \$278.51          | \$280.08          | \$275.76         | \$310.83             | \$296.03          | \$337.04          | \$301.42 |
|                | Phoenix, AZ                 | \$112.69             | \$108.75          | \$112.93          | \$116.77         | \$164.44             | \$145.33          | \$152.17          | \$161.53         | \$175.07             | \$172.85          | \$177.38          | \$182.83 |
|                | Los Angeles, CA             | \$203.15             | \$203.07          | \$209.35          | \$208.15         | \$280.22             | \$296.79          | \$283.76          | \$278.67         | \$310.79             | \$305.98          | \$318.48          | \$319.98 |
|                | Orange County, CA           | \$232.99             | \$212.93          | \$229.37          | \$225.40         | \$312.94             | \$271.18          | \$286.12          | \$284.31         | \$374.69             | \$326.43          | \$363.41          | \$355.87 |
| ADR YOY%       | San Diego, CA               | -2.0%                | -2.0%             | +11.9%            | -2.0%            | +1.1%                | +1.5%             | +15.3%            | -6.8%            | -2.9%                | -6.6%             | +15.4%            | -4.7%    |
|                | San Francisco/San Mateo, CA | -8.4%                | -6.3%             | -4.0%             | -7.7%            | -9.9%                | -4.8%             | +7.0%             | -1.0%            | -7.4%                | -5.6%             | -5.4%             | -7.6%    |
|                | Seattle, WA                 | +7.8%                | +3.6%             | +2.6%             | -10.4%           | +12.5%               | +8.7%             | +2.4%             | +2.0%            | +10.1%               | +2.7%             | +2.3%             | -18.7%   |
|                | Phoenix, AZ                 | -3.5%                | -1.9%             | -0.1%             | +0.2%            | -4.9%                | +0.4%             | -0.5%             | +6.4%            | -4.6%                | -7.1%             | -4.2%             | -3.5%    |
|                | Los Angeles, CA             | -8.9%                | -8.1%             | +1.1%             | +0.4%            | +7.0%                | +3.3%             | -3.8%             | -5.2%            | -10.0%               | -8.3%             | +3.4%             | +3.7%    |
|                | Orange County, CA           | +4.1%                | -9.6%             | -3.3%             | -6.8%            | +19.0%               | -0.3%             | +3.0%             | +3.4%            | +5.8%                | -13.6%            | -1.3%             | -8.6%    |

# Weekday Analysis

Aug 4 - 10, 2024

