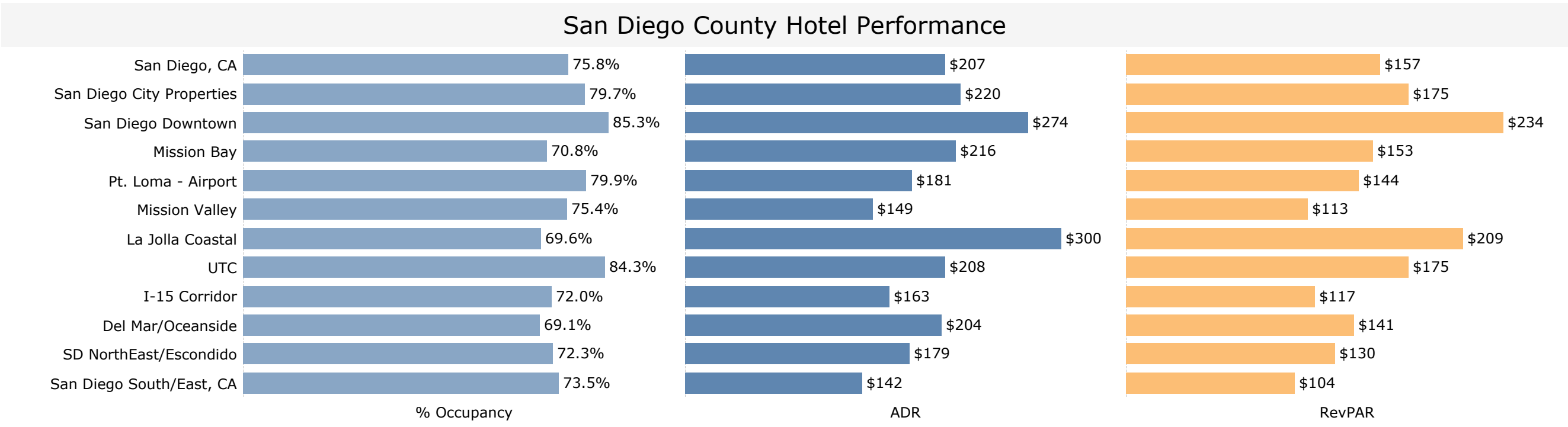


Weekly Hotel Performance Update

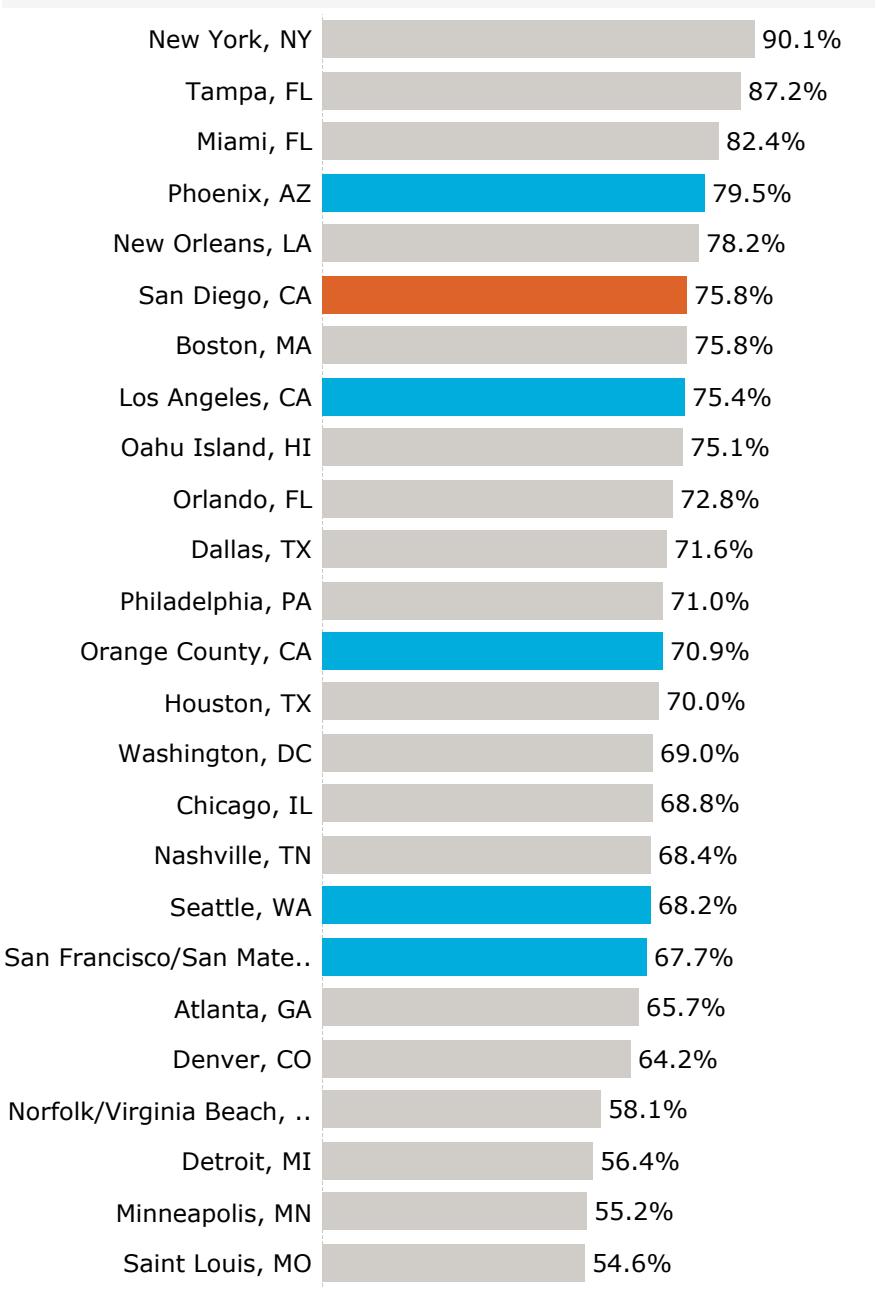
Nov 10 - 16, 2024



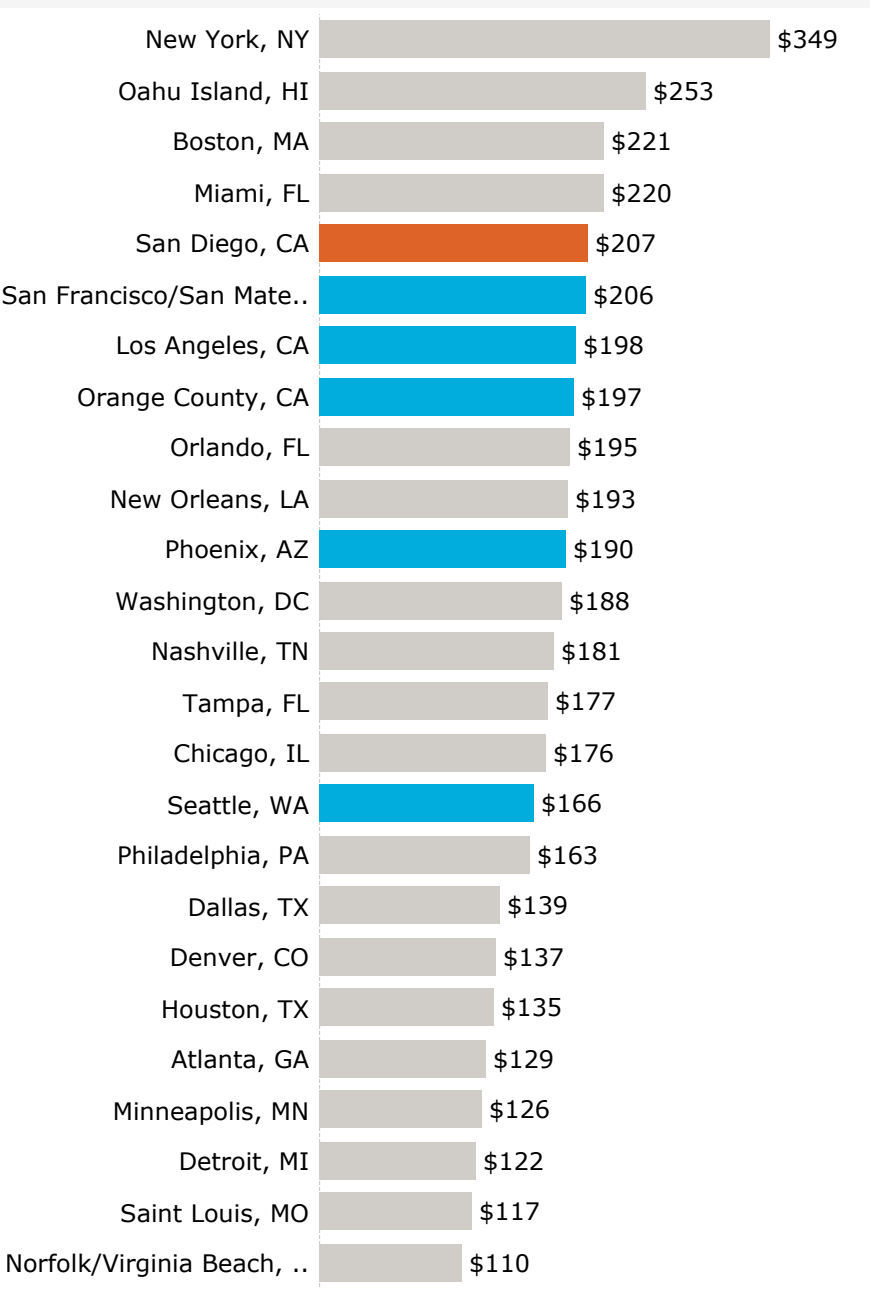
Week of 11/10/24
 Hotel Category Total
 Segment Total Market



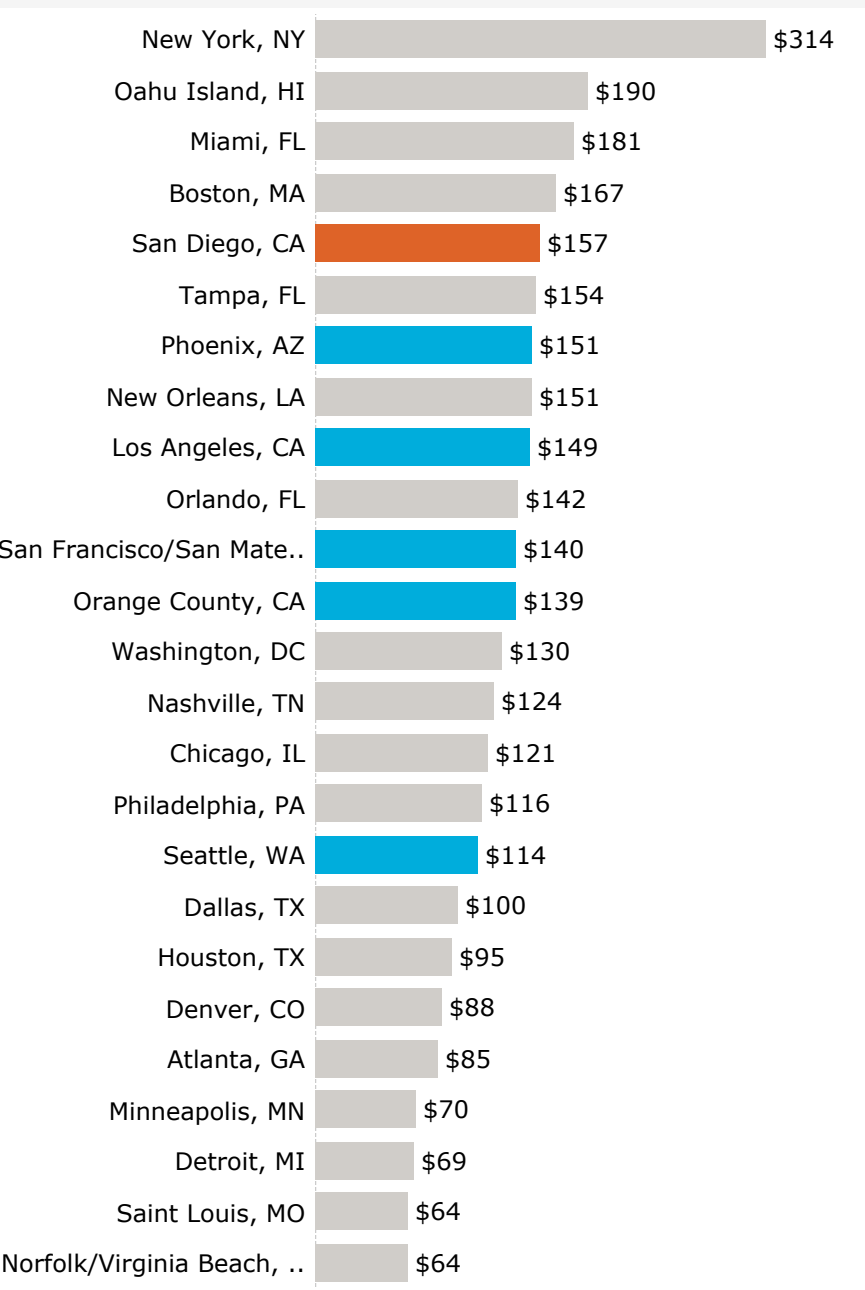
Weekly Top 25 Hotel Occupancy



Weekly Top 25 ADR



Weekly Top 25 RevPAR



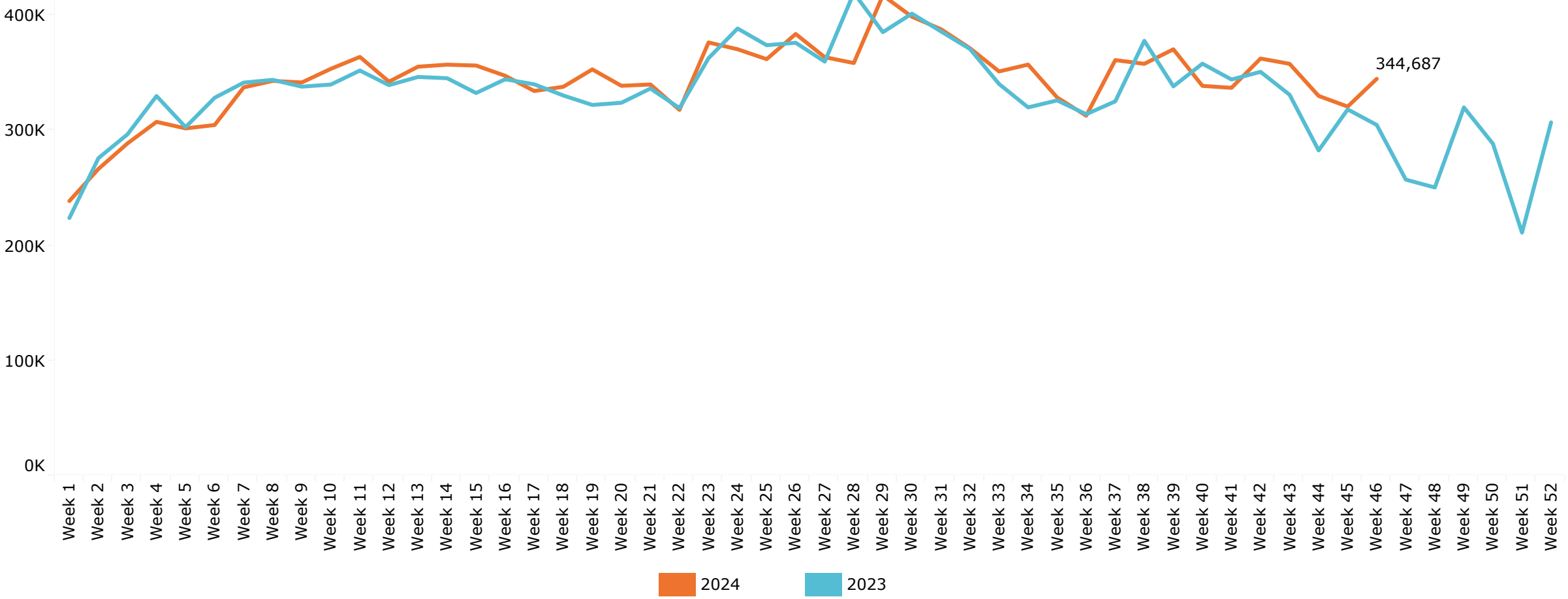
San Diego County Weekly Demand & Average Rate Trend

Calendar Year 2022 Benchmark

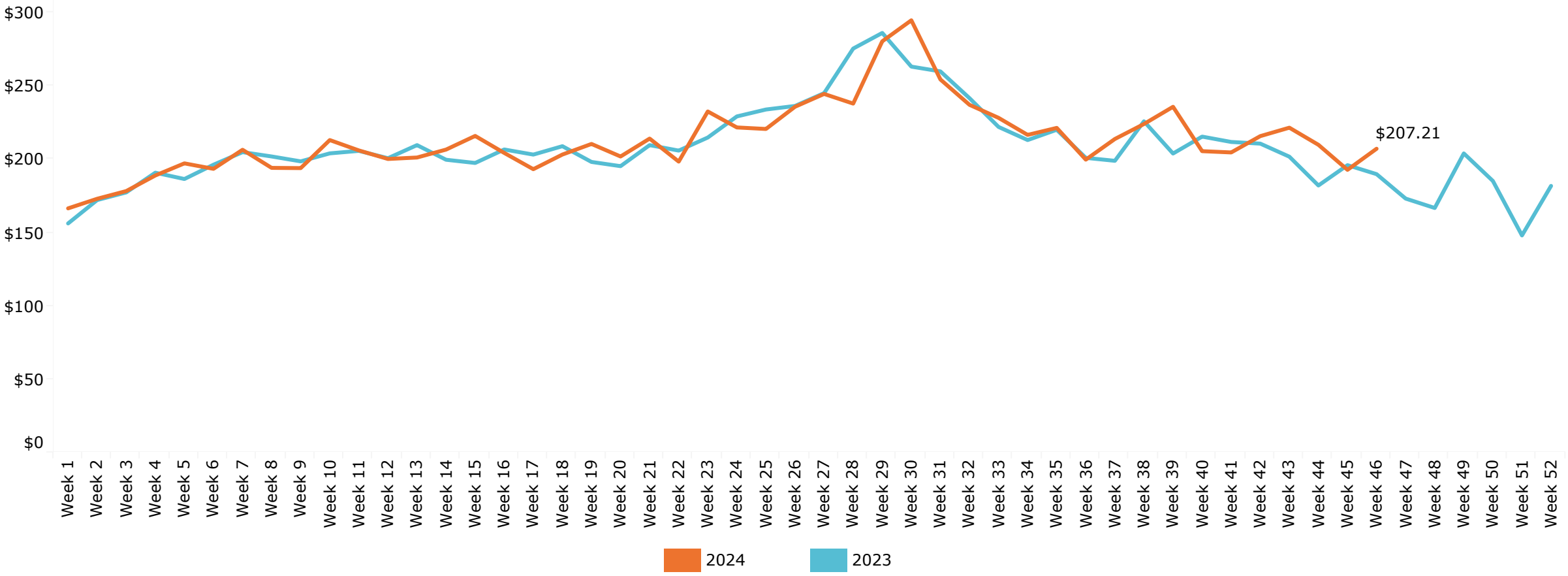


✕ Week as of 11/10/24
 Year All
Segment Total
Hotel Category Total

Hotel Room Nights Sold



ADR



Last Week's Daily Hotel Performance by Region

Nov 10 - 16, 2024



Week of 11/10/24		Hotel Category Total	Segment Total						
			Sun, November 10	Mon, November 11	Tue, November 12	Wed, November 13	Thu, November 14	Fri, November 15	Sat, November 16
San Diego City Properties	Demand		31,135	29,087	32,420	31,525	32,286	33,442	32,658
	% Occupancy		78.0%	72.9%	81.2%	79.0%	80.9%	83.8%	81.8%
	ADR		\$219.4	\$230.7	\$231.8	\$215.5	\$209.7	\$219.4	\$211.8
	RevPAR		\$171.2	\$168.2	\$188.3	\$170.2	\$169.7	\$183.8	\$173.4
San Diego Downtown	Demand		13,139	12,537	13,049	11,608	12,137	13,551	12,840
	% Occupancy		88.3%	84.3%	87.7%	78.0%	81.6%	91.1%	86.3%
	ADR		\$284.1	\$295.1	\$288.5	\$258.2	\$256.1	\$272.2	\$261.2
	RevPAR		\$250.9	\$248.7	\$253.1	\$201.5	\$209.0	\$248.0	\$225.4
Mission Valley	Demand		5,645	4,996	5,925	6,097	6,418	6,489	6,677
	% Occupancy		70.5%	62.4%	74.0%	76.2%	80.2%	81.1%	83.4%
	ADR		\$138.7	\$144.3	\$151.6	\$151.6	\$150.8	\$153.0	\$153.9
	RevPAR		\$97.9	\$90.1	\$112.2	\$115.5	\$120.9	\$124.1	\$128.4
Pt. Loma - Airport	Demand		3,737	3,149	3,484	3,593	3,764	3,892	3,746
	% Occupancy		82.4%	69.4%	76.8%	79.2%	83.0%	85.8%	82.6%
	ADR		\$179.4	\$184.4	\$188.8	\$182.4	\$178.0	\$179.1	\$173.0
	RevPAR		\$147.7	\$128.0	\$145.0	\$144.5	\$147.7	\$153.6	\$142.9
Mission Bay	Demand		2,340	1,577	2,019	2,285	2,663	2,447	2,359
	% Occupancy		73.9%	49.8%	63.7%	72.1%	84.1%	77.2%	74.5%
	ADR		\$205.8	\$198.2	\$204.6	\$219.9	\$215.7	\$235.9	\$226.4
	RevPAR		\$152.0	\$98.7	\$130.4	\$158.6	\$181.3	\$182.2	\$168.6
La Jolla Coastal	Demand		1,110	1,154	1,447	1,449	1,291	1,211	1,183
	% Occupancy		61.1%	63.5%	79.7%	79.8%	71.1%	66.7%	65.1%
	ADR		\$282.5	\$291.1	\$299.2	\$297.3	\$292.3	\$316.2	\$324.2
	RevPAR		\$172.7	\$185.0	\$238.4	\$237.2	\$207.8	\$210.9	\$211.2
UTC	Demand		3,001	3,501	3,924	3,790	3,445	3,435	3,432
	% Occupancy		72.2%	84.2%	94.4%	91.1%	82.9%	82.6%	82.5%
	ADR		\$186.2	\$212.2	\$243.8	\$233.1	\$205.2	\$185.2	\$178.5
	RevPAR		\$134.4	\$178.6	\$230.1	\$212.4	\$170.0	\$153.0	\$147.4
I-15 Corridor	Demand		1,096	1,237	1,548	1,619	1,405	1,159	1,107
	% Occupancy		60.2%	68.0%	85.1%	89.0%	77.2%	63.7%	60.8%
	ADR		\$150.6	\$160.6	\$168.5	\$169.9	\$164.5	\$161.4	\$159.0
	RevPAR		\$90.7	\$109.2	\$143.3	\$151.1	\$127.0	\$102.8	\$96.7
Del Mar/Oceanside	Demand		4,698	4,348	4,884	5,118	4,871	5,311	5,550
	% Occupancy		65.4%	60.5%	67.9%	71.2%	67.8%	73.9%	77.2%
	ADR		\$187.5	\$196.6	\$195.9	\$198.5	\$200.8	\$224.1	\$220.5
	RevPAR		\$122.5	\$118.9	\$133.1	\$141.3	\$136.1	\$165.6	\$170.3
San Diego South/East, CA	Demand		5,337	4,949	5,223	5,420	5,542	5,832	5,991
	% Occupancy		71.7%	66.5%	70.2%	72.9%	74.5%	78.4%	80.5%
	ADR		\$138.9	\$142.6	\$142.3	\$138.3	\$135.6	\$146.2	\$146.1
	RevPAR		\$99.6	\$94.9	\$99.9	\$100.8	\$101.0	\$114.6	\$117.7

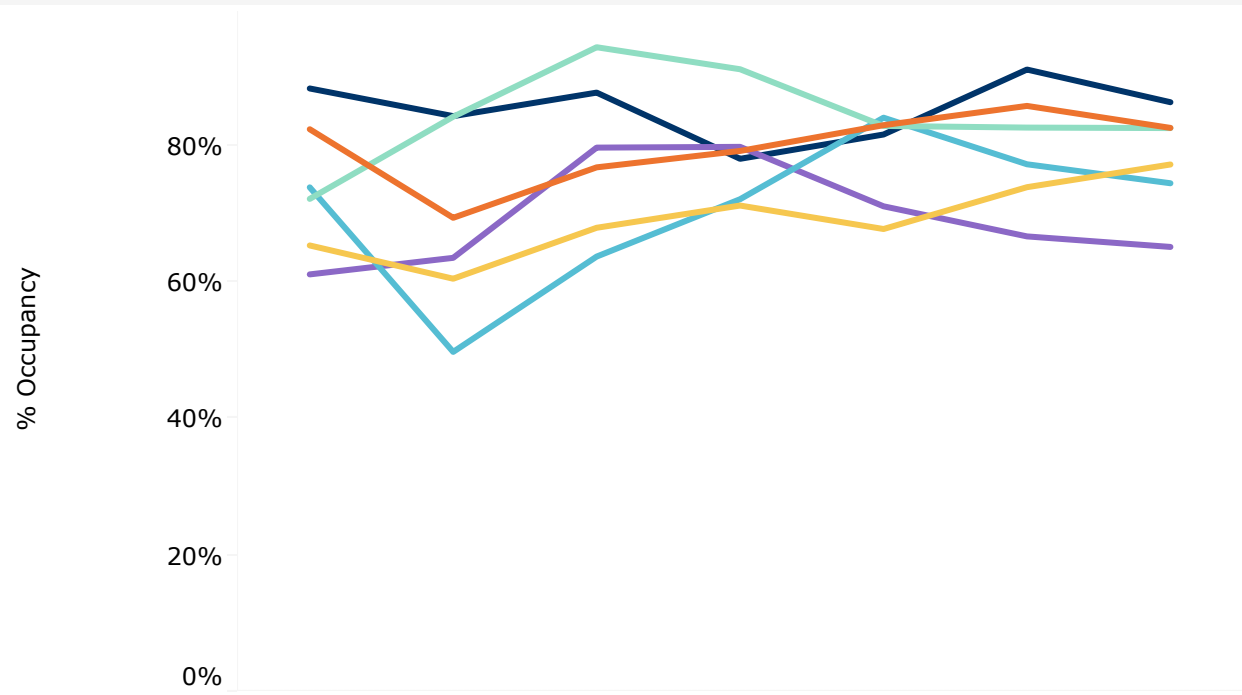


Day of Week Occupancy and ADR Patterns by Region

Nov 10 - 16, 2024

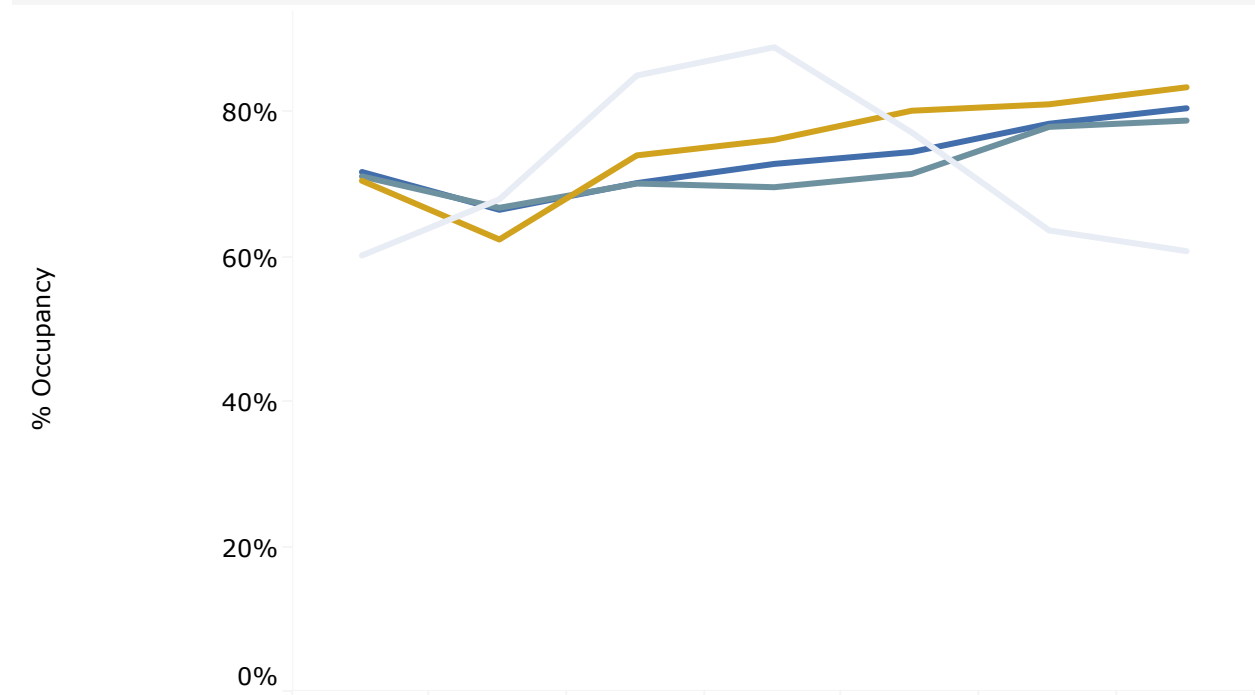
X Week of 11/10/24 Segment Total Hotel Category Total

Occupancy By Weekday



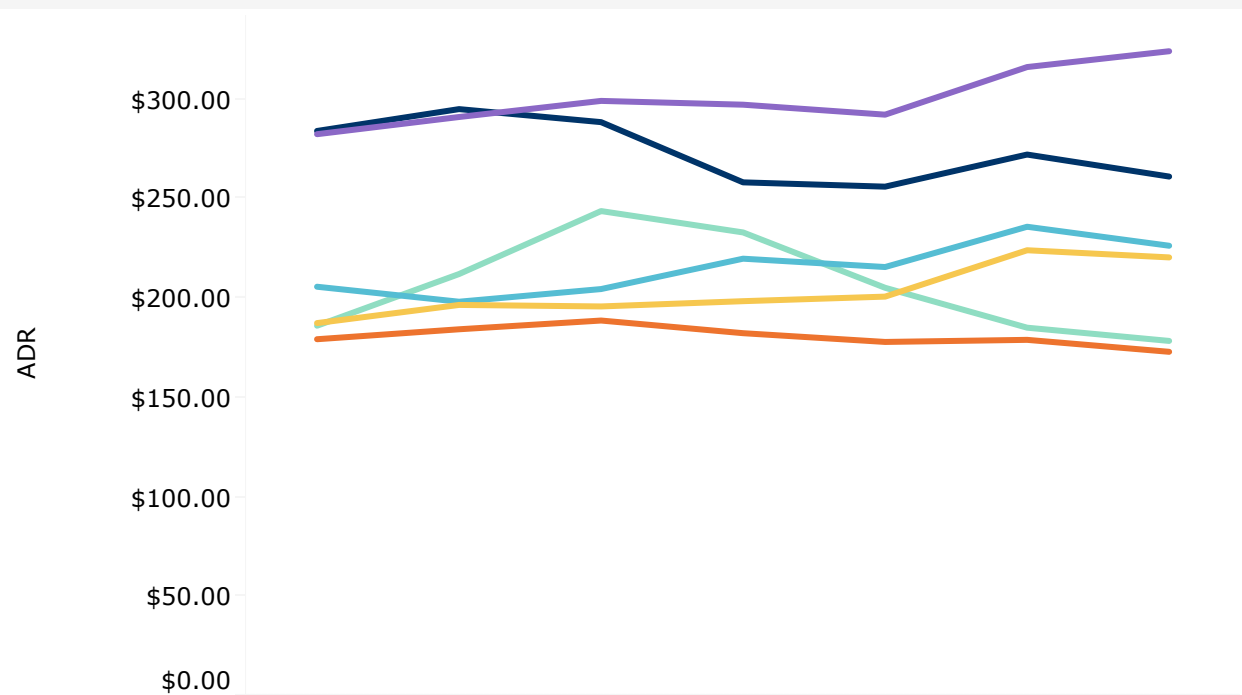
	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Pt. Loma - Airport	82%	69%	77%	79%	83%	86%	83%
Del Mar/Oceanside	65%	60%	68%	71%	68%	74%	77%
UTC	72%	84%	94%	91%	83%	83%	83%
Mission Bay	74%	50%	64%	72%	84%	77%	74%
La Jolla Coastal	61%	64%	80%	80%	71%	67%	65%
San Diego Downtown	88%	84%	88%	78%	82%	91%	86%

Occupancy By Weekday



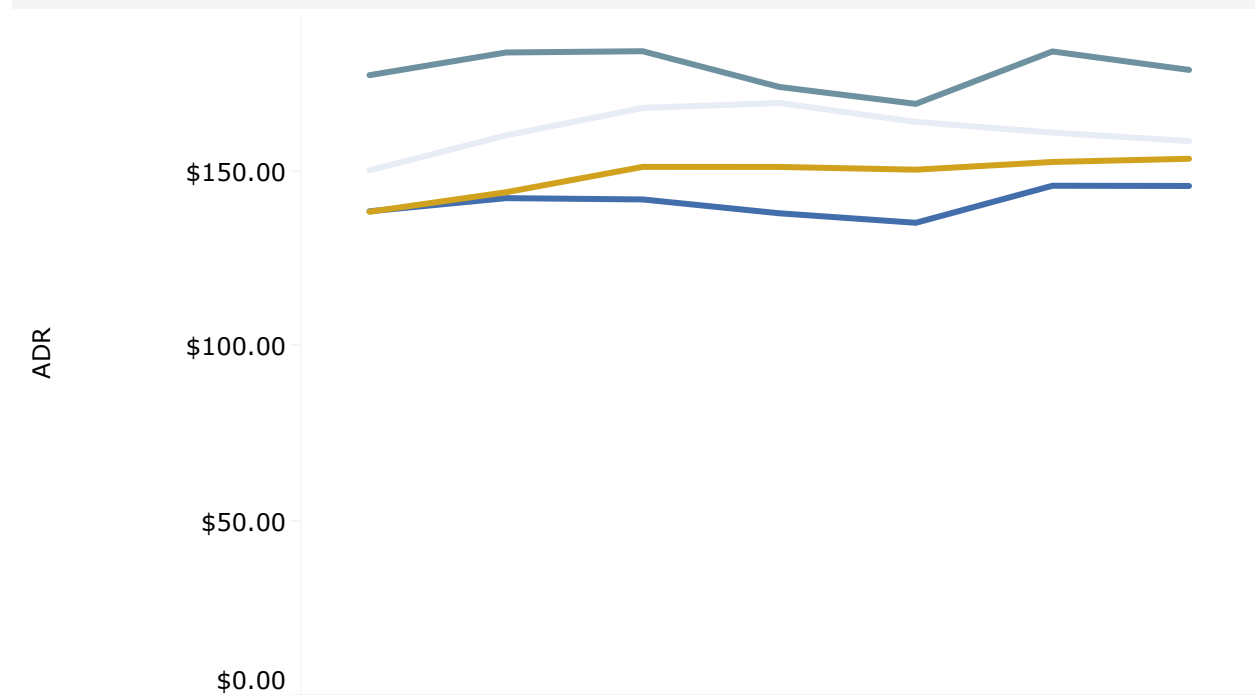
	Sun	Mon	Tue	Wed	Thu	Fri	Sat
I-15 Corridor	60%	68%	85%	89%	77%	64%	61%
Mission Valley	71%	62%	74%	76%	80%	81%	83%
San Diego South/East, CA	72%	67%	70%	73%	74%	78%	81%
SD NorthEast/Escondido	71%	67%	70%	70%	71%	78%	79%

ADR By Weekday



	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Pt. Loma - Airport	\$179.37	\$184.38	\$188.77	\$182.41	\$178.01	\$179.06	\$173.05
Del Mar/Oceanside	\$187.49	\$196.62	\$195.86	\$198.51	\$200.80	\$224.11	\$220.51
UTC	\$186.17	\$212.15	\$243.81	\$233.07	\$205.24	\$185.18	\$178.52
Mission Bay	\$205.76	\$198.23	\$204.60	\$219.87	\$215.67	\$235.93	\$226.38
La Jolla Coastal	\$282.46	\$291.11	\$299.20	\$297.30	\$292.28	\$316.22	\$324.17
San Diego Downtown	\$284.08	\$295.07	\$288.52	\$258.25	\$256.09	\$272.23	\$261.16

ADR By Weekday



	Sun	Mon	Tue	Wed	Thu	Fri	Sat
I-15 Corridor	\$150.61	\$160.64	\$168.50	\$169.91	\$164.51	\$161.43	\$159.00
Mission Valley	\$138.74	\$144.34	\$151.61	\$151.59	\$150.80	\$153.01	\$153.93
San Diego South/East, CA	\$138.88	\$142.65	\$142.27	\$138.31	\$135.58	\$146.20	\$146.14
SD NorthEast/Escondido	\$177.88	\$184.38	\$184.74	\$174.51	\$169.66	\$184.68	\$179.39

Competitive Set Weekly Performance

Last 4 Weeks



✕ Week of 11/10/24 Hotel Category Total

	Total Market				Group				Transient				
	Nov 10 - 16, 2024	Nov 3 - 9, 2024	Oct 27 - Nov 2, 2024	Oct 20 - 26, 2024	Nov 10 - 16, 2024	Nov 3 - 9, 2024	Oct 27 - Nov 2, 2024	Oct 20 - 26, 2024	Nov 10 - 16, 2024	Nov 3 - 9, 2024	Oct 27 - Nov 2, 2024	Oct 20 - 26, 2024	
% Occupancy	San Diego, CA	75.8%	70.5%	73.0%	79.1%	27.1%	18.9%	21.2%	29.8%	46.5%	49.4%	49.7%	47.0%
	San Francisco/San Mateo, CA	67.7%	58.2%	62.5%	77.3%	12.5%	8.2%	10.5%	16.7%	49.9%	44.3%	46.8%	54.9%
	Seattle, WA	68.2%	62.2%	58.2%	73.1%	13.2%	10.5%	8.5%	15.3%	51.7%	48.4%	46.3%	54.2%
	Phoenix, AZ	79.5%	78.7%	69.6%	78.2%	28.1%	26.3%	22.2%	26.9%	49.6%	50.7%	45.7%	49.7%
	Los Angeles, CA	75.4%	69.6%	70.1%	80.8%	13.7%	10.0%	11.1%	15.0%	57.3%	55.0%	54.2%	60.9%
	Orange County, CA	70.9%	68.9%	64.2%	74.6%	15.0%	16.7%	12.5%	15.9%	54.8%	51.2%	50.5%	57.6%
Occupancy YOY%	San Diego, CA	+12.0%	-0.1%	+16.4%	+7.8%	+25.3%	-16.2%	+23.3%	+20.0%	+5.6%	+7.0%	+13.9%	+0.6%
	San Francisco/San Mateo, CA	-5.9%	-19.8%	-1.3%	+5.3%	-51.3%	-54.6%	-39.0%	-8.6%	+18.1%	-10.9%	+14.2%	+10.4%
	Seattle, WA	-5.3%	-15.0%	+3.7%	+4.8%	-19.6%	-32.0%	-13.9%	+19.7%	-1.1%	-11.3%	+7.8%	+0.9%
	Phoenix, AZ	+0.5%	-1.8%	-1.8%	+6.7%	+1.7%	-6.5%	-0.5%	+13.5%	+0.3%	+1.4%	-2.4%	+4.0%
	Los Angeles, CA	+5.4%	-7.3%	-1.3%	+5.5%	+19.8%	-18.8%	-5.7%	+7.1%	+3.8%	-4.9%	+0.1%	+5.5%
	Orange County, CA	-6.0%	-5.5%	-0.7%	+3.0%	-27.8%	+7.0%	+5.9%	+15.6%	+2.3%	-9.2%	-2.4%	-0.3%
ADR	San Diego, CA	\$207.21	\$192.82	\$209.88	\$221.57	\$238.90	\$228.78	\$244.81	\$246.15	\$191.80	\$181.53	\$197.97	\$209.66
	San Francisco/San Mateo, CA	\$206.44	\$191.30	\$197.03	\$225.41	\$237.47	\$239.74	\$237.82	\$259.55	\$204.09	\$186.99	\$192.66	\$222.12
	Seattle, WA	\$166.41	\$155.33	\$159.11	\$186.77	\$188.88	\$173.65	\$189.98	\$210.57	\$163.49	\$153.80	\$156.23	\$184.27
	Phoenix, AZ	\$190.30	\$193.56	\$170.23	\$185.84	\$214.86	\$211.50	\$195.21	\$219.97	\$179.48	\$187.18	\$160.59	\$169.94
	Los Angeles, CA	\$197.86	\$186.91	\$191.13	\$208.57	\$220.32	\$196.21	\$213.11	\$219.91	\$197.17	\$189.24	\$191.34	\$211.43
	Orange County, CA	\$196.85	\$199.05	\$192.67	\$207.41	\$210.24	\$213.77	\$204.12	\$223.41	\$193.03	\$194.18	\$189.67	\$203.28
ADR YOY%	San Diego, CA	+9.5%	-1.5%	+15.4%	+10.6%	+7.9%	+1.7%	+15.6%	+8.3%	+9.0%	-1.3%	+14.9%	+11.2%
	San Francisco/San Mateo, CA	-23.8%	-19.8%	-13.4%	-7.3%	-31.8%	-19.2%	-15.8%	-11.8%	-13.5%	-17.4%	-10.4%	-5.5%
	Seattle, WA	-3.6%	-7.5%	+2.5%	+7.2%	+4.2%	-2.6%	-1.4%	+10.2%	-6.0%	-8.6%	+3.9%	+5.8%
	Phoenix, AZ	+4.9%	+4.0%	-4.9%	+6.9%	+6.2%	+2.7%	-8.9%	+4.5%	+3.5%	+4.8%	-3.2%	+7.0%
	Los Angeles, CA	+2.5%	-5.5%	-5.5%	+0.7%	+2.0%	-10.6%	-8.2%	-1.5%	+1.4%	-5.1%	-5.8%	+0.6%
	Orange County, CA	-8.8%	-5.4%	-5.7%	+0.2%	-4.5%	-8.3%	-6.4%	+0.1%	-10.5%	-5.5%	-6.5%	-0.6%

Weekday Analysis

Nov 10 - 16, 2024



Week of 11/10/24
Hotel Category Total

