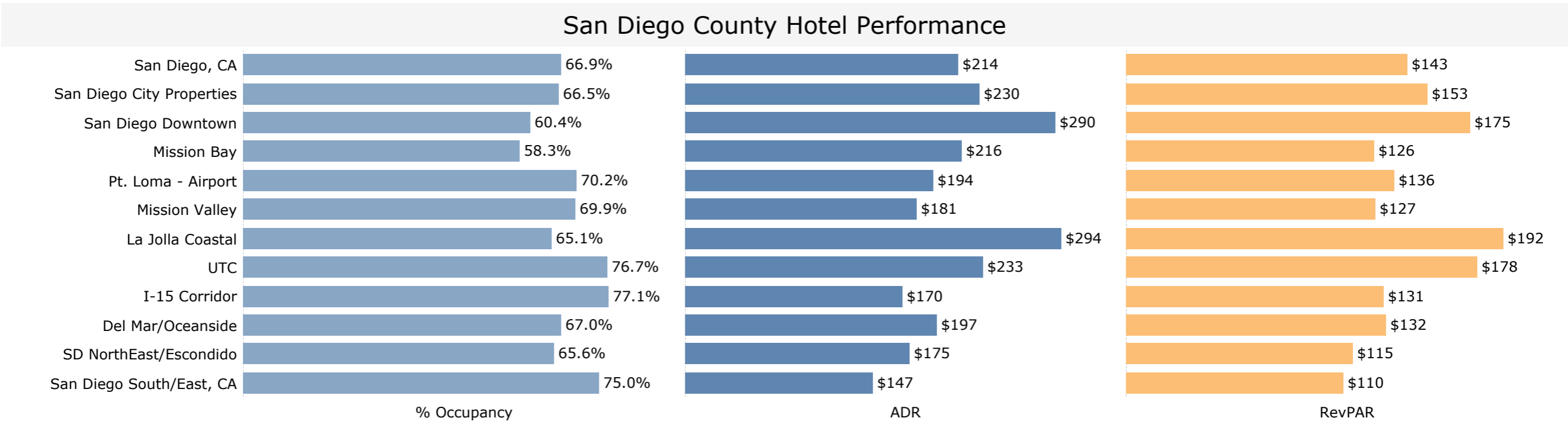


# Weekly Hotel Performance Update

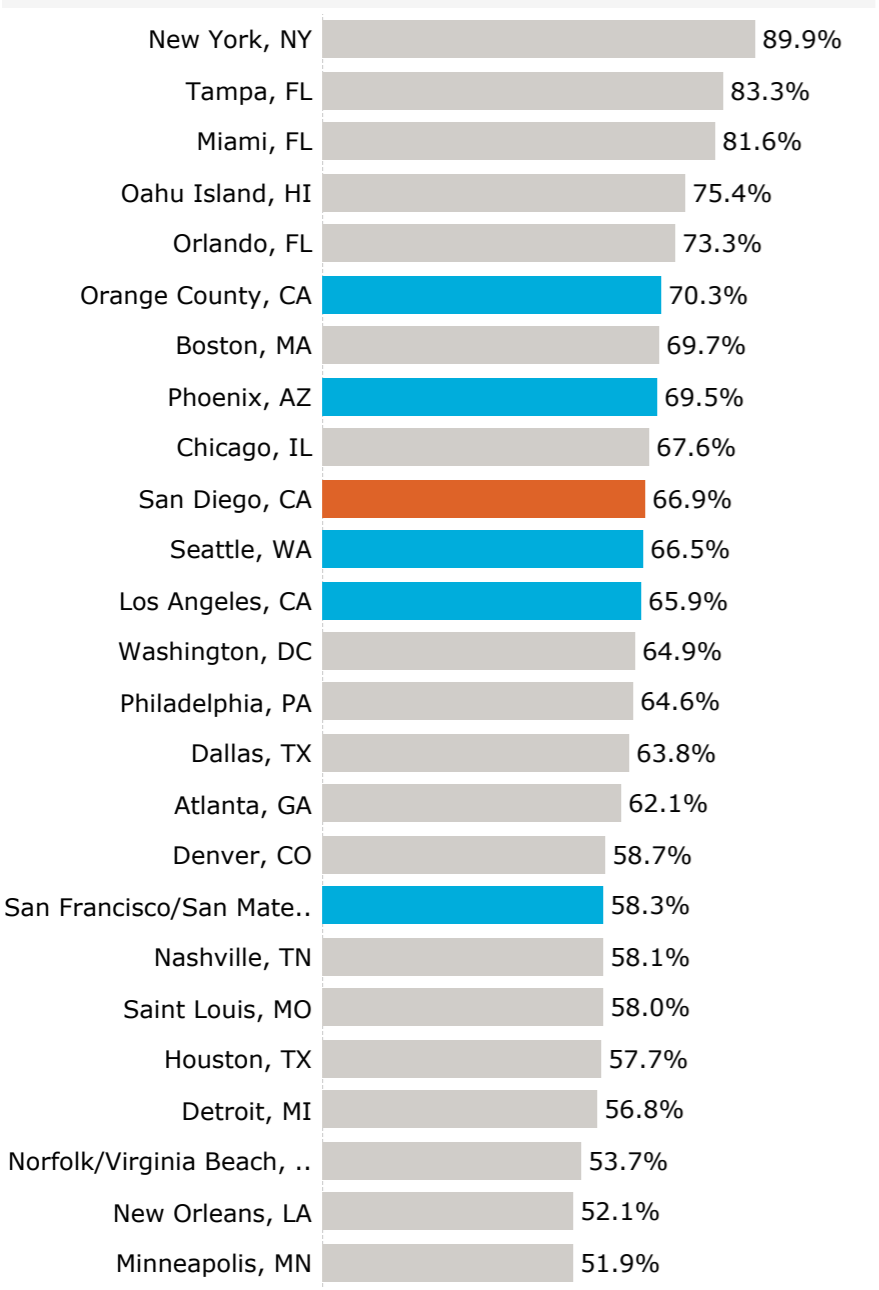
Dec 1 - 7, 2024



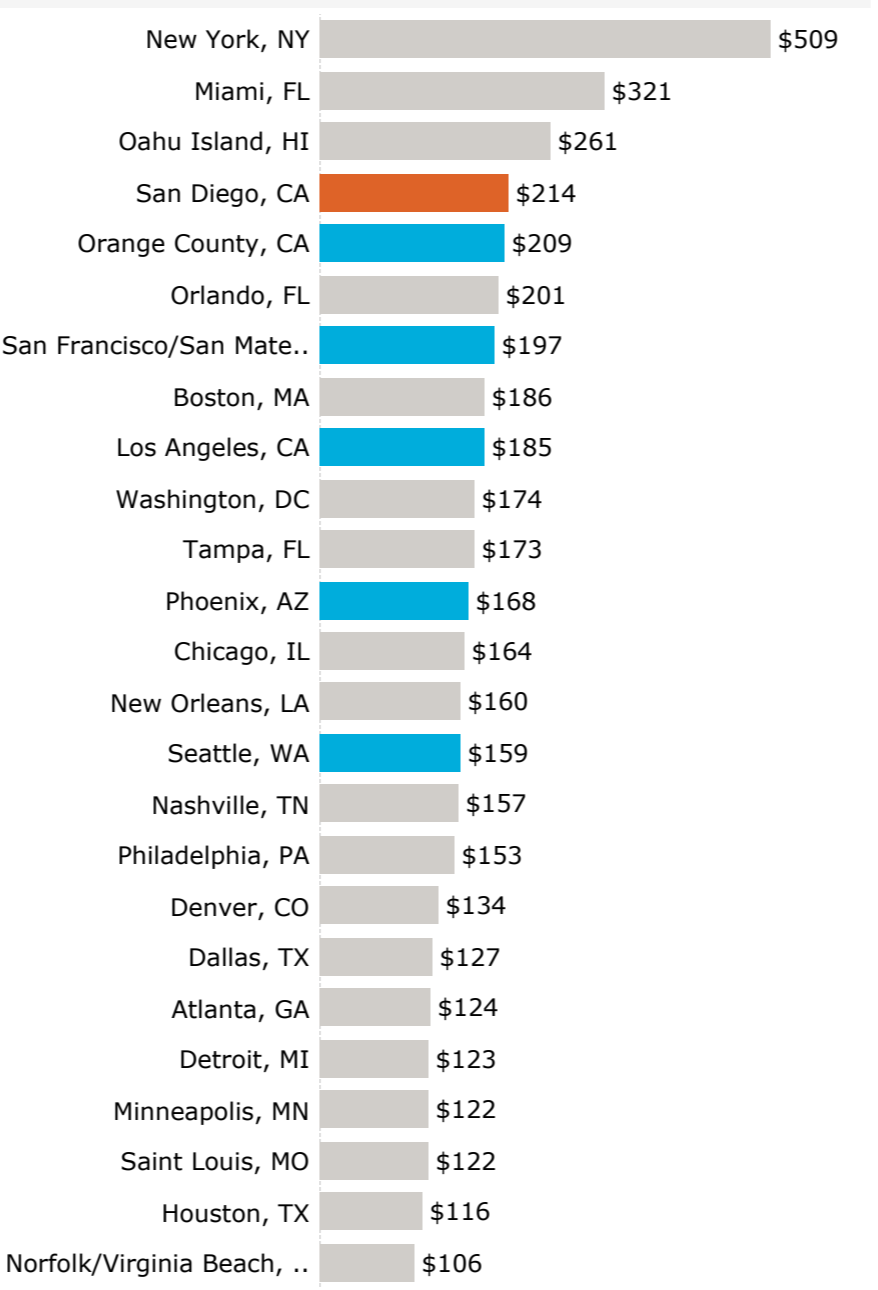
Week of 12/1/24  
 Hotel Category Total  
 Segment Total Market



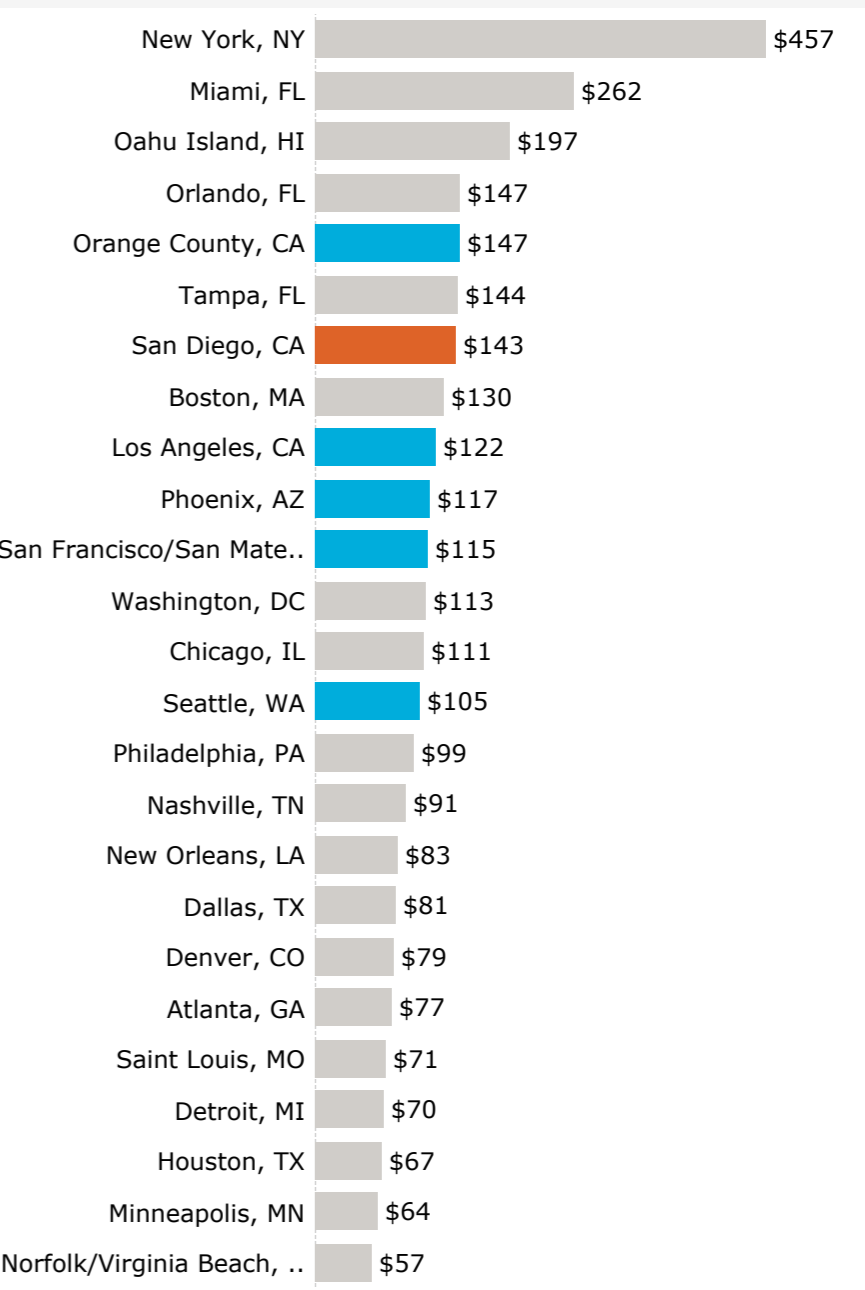
### Weekly Top 25 Hotel Occupancy



### Weekly Top 25 ADR



### Weekly Top 25 RevPAR



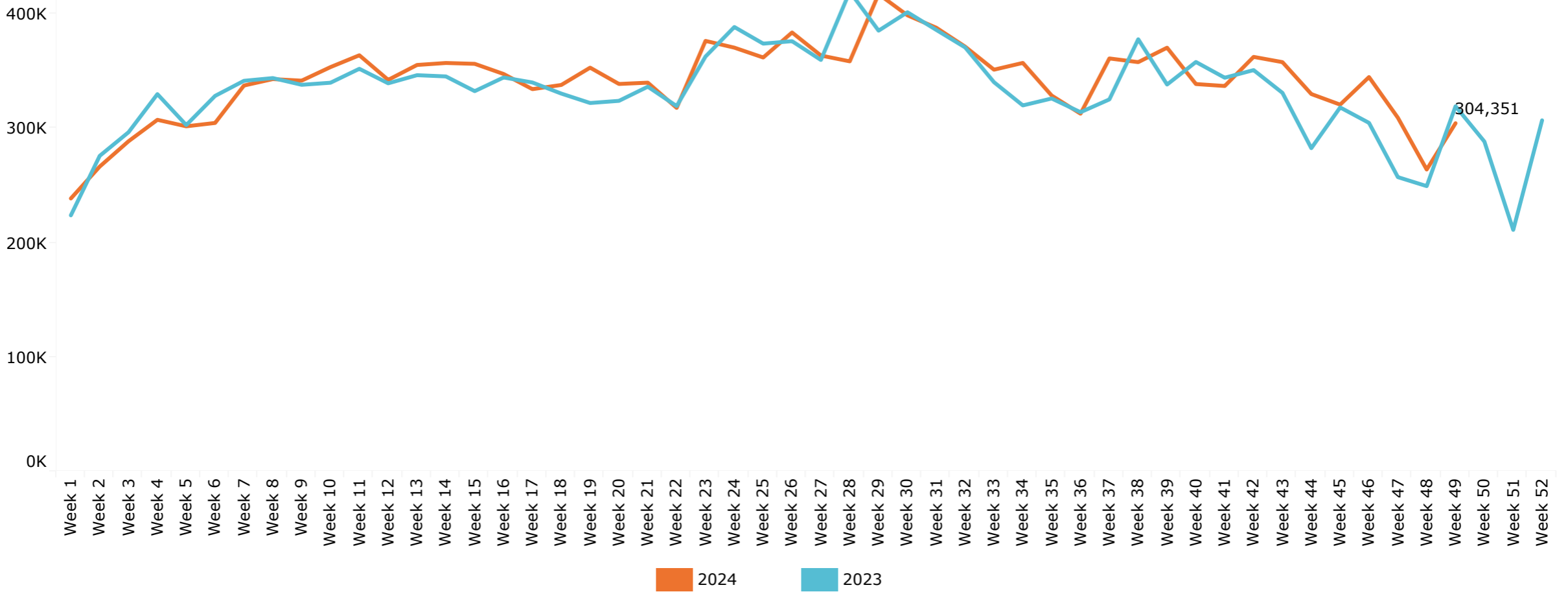
# San Diego County Weekly Demand & Average Rate Trend

Calendar Year 2022 Benchmark

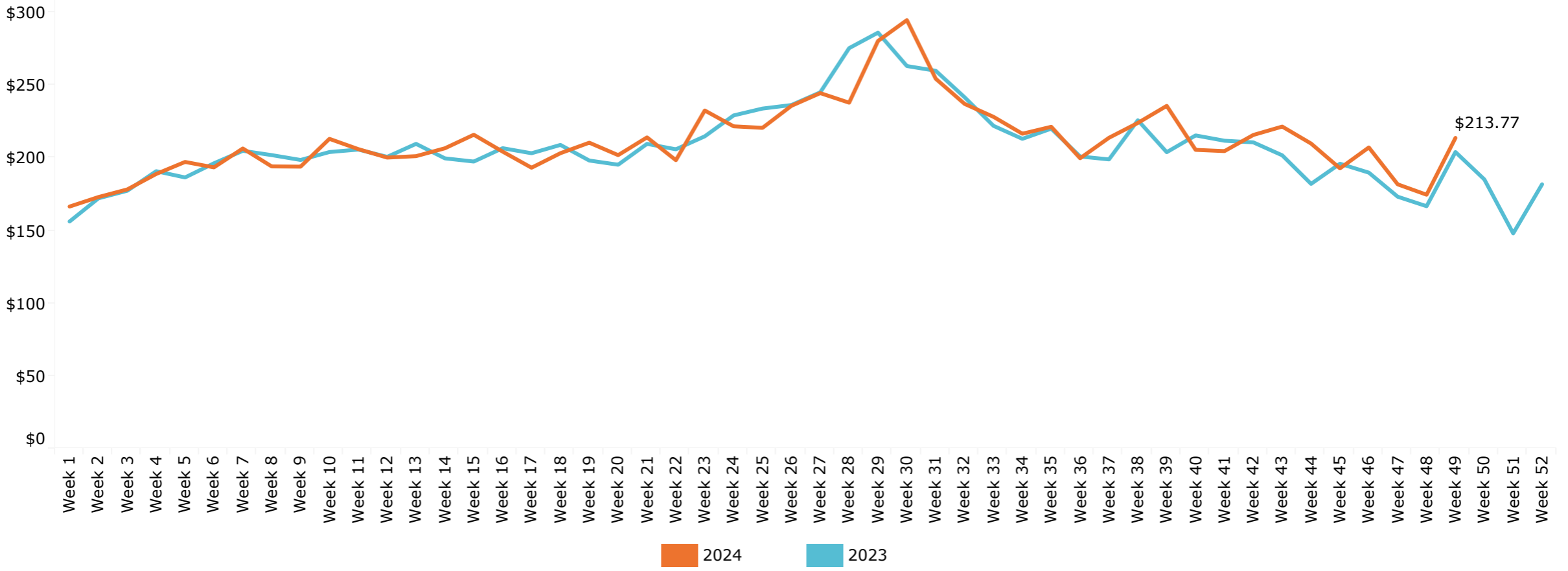


✕ Week as of 12/1/24
 Year All
Segment Total
Hotel Category Total

Hotel Room Nights Sold



ADR



# Last Week's Daily Hotel Performance by Region

Dec 1 - 7, 2024



Week of 12/1/24	Hotel Category Total	Segment Total							
			Sun, December 1	Mon, December 2	Tue, December 3	Wed, December 4	Thu, December 5	Fri, December 6	Sat, December 7
San Diego City Properties	Demand		14,714	18,247	21,650	25,182	31,404	36,965	37,575
	% Occupancy		36.9%	45.7%	54.3%	63.1%	78.7%	92.6%	94.2%
	ADR		\$151.1	\$163.9	\$178.8	\$201.0	\$243.3	\$279.7	\$283.6
	RevPAR		\$55.7	\$74.9	\$97.0	\$126.9	\$191.5	\$259.1	\$267.0
San Diego Downtown	Demand		3,997	4,926	5,957	7,513	11,768	14,266	14,466
	% Occupancy		26.9%	33.1%	40.0%	50.5%	79.1%	95.9%	97.3%
	ADR		\$162.0	\$175.6	\$187.1	\$229.6	\$305.0	\$353.1	\$361.7
	RevPAR		\$43.5	\$58.1	\$74.9	\$116.0	\$241.3	\$338.6	\$351.8
Mission Valley	Demand		3,804	4,118	4,891	5,471	6,326	7,216	7,349
	% Occupancy		47.5%	51.5%	61.1%	68.4%	79.0%	90.2%	91.8%
	ADR		\$127.8	\$136.1	\$150.0	\$163.7	\$188.0	\$221.7	\$222.0
	RevPAR		\$60.7	\$70.0	\$91.7	\$111.9	\$148.6	\$199.9	\$203.9
Pt. Loma - Airport	Demand		2,077	2,380	2,587	2,972	3,690	4,256	4,318
	% Occupancy		45.8%	52.5%	57.0%	65.5%	81.3%	93.8%	95.2%
	ADR		\$137.1	\$145.8	\$149.9	\$171.3	\$205.7	\$235.8	\$238.6
	RevPAR		\$62.7	\$76.5	\$85.5	\$112.2	\$167.3	\$221.2	\$227.1
Mission Bay	Demand		972	1,142	1,303	1,632	1,996	2,881	2,995
	% Occupancy		30.7%	36.0%	41.1%	51.5%	63.0%	90.9%	94.5%
	ADR		\$171.6	\$175.5	\$175.0	\$182.3	\$205.3	\$252.3	\$255.6
	RevPAR		\$52.7	\$63.3	\$72.0	\$93.9	\$129.3	\$229.5	\$241.6
La Jolla Coastal	Demand		554	814	1,110	1,351	1,418	1,502	1,528
	% Occupancy		30.5%	44.8%	61.1%	74.4%	78.1%	82.7%	84.1%
	ADR		\$263.7	\$258.6	\$271.5	\$281.5	\$302.4	\$322.6	\$317.7
	RevPAR		\$80.4	\$115.9	\$166.0	\$209.4	\$236.1	\$266.9	\$267.3
UTC	Demand		1,692	2,783	3,349	3,598	3,428	3,727	3,747
	% Occupancy		40.7%	66.9%	80.5%	86.5%	82.4%	89.6%	90.1%
	ADR		\$173.2	\$194.6	\$230.9	\$243.0	\$245.6	\$250.0	\$249.9
	RevPAR		\$70.5	\$130.2	\$186.0	\$210.3	\$202.5	\$224.1	\$225.2
I-15 Corridor	Demand		707	1,154	1,393	1,542	1,546	1,717	1,763
	% Occupancy		38.8%	63.4%	76.5%	84.7%	84.9%	94.3%	96.9%
	ADR		\$150.3	\$150.2	\$158.8	\$167.4	\$169.7	\$182.7	\$187.3
	RevPAR		\$58.4	\$95.2	\$121.6	\$141.8	\$144.1	\$172.4	\$181.5
Del Mar/Oceanside	Demand		2,957	4,101	4,651	5,049	4,803	5,965	6,196
	% Occupancy		41.1%	57.1%	64.7%	70.2%	66.8%	83.0%	86.2%
	ADR		\$161.0	\$172.8	\$185.9	\$188.0	\$188.4	\$223.8	\$228.3
	RevPAR		\$66.2	\$98.6	\$120.3	\$132.0	\$125.9	\$185.7	\$196.8
San Diego South/East, CA	Demand		4,053	4,712	5,129	5,508	6,076	6,750	6,928
	% Occupancy		54.3%	63.2%	68.8%	73.8%	81.5%	90.5%	92.9%
	ADR		\$119.2	\$124.1	\$126.5	\$132.9	\$144.9	\$174.8	\$180.7
	RevPAR		\$64.8	\$78.4	\$87.0	\$98.1	\$118.0	\$158.2	\$167.9

# Day of Week Occupancy and ADR Patterns by Region

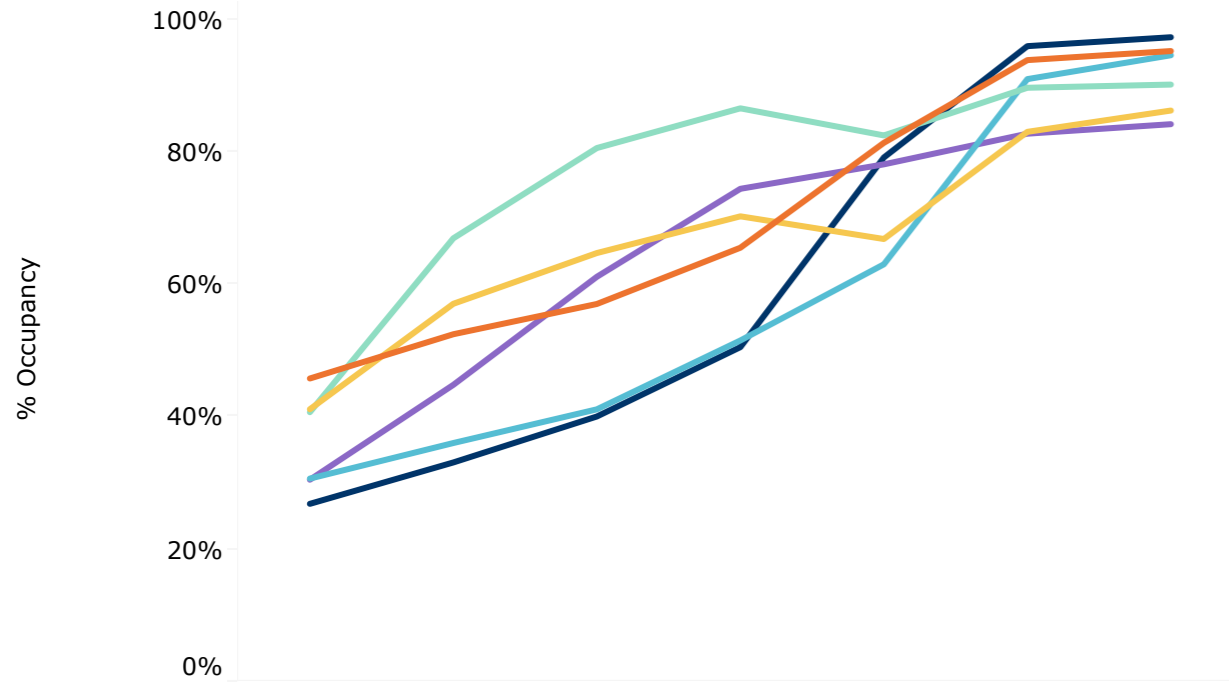
Dec 1 - 7, 2024

Week of 12/1/24

Segment Total

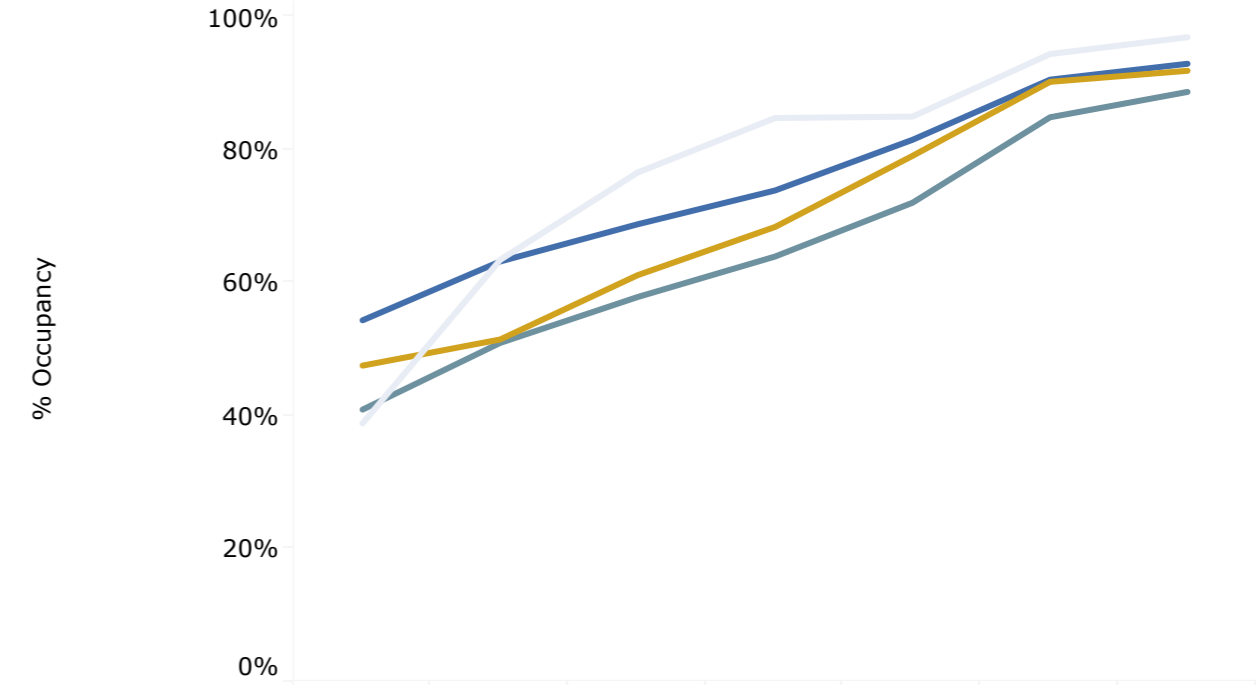
Hotel Category Total

### Occupancy By Weekday



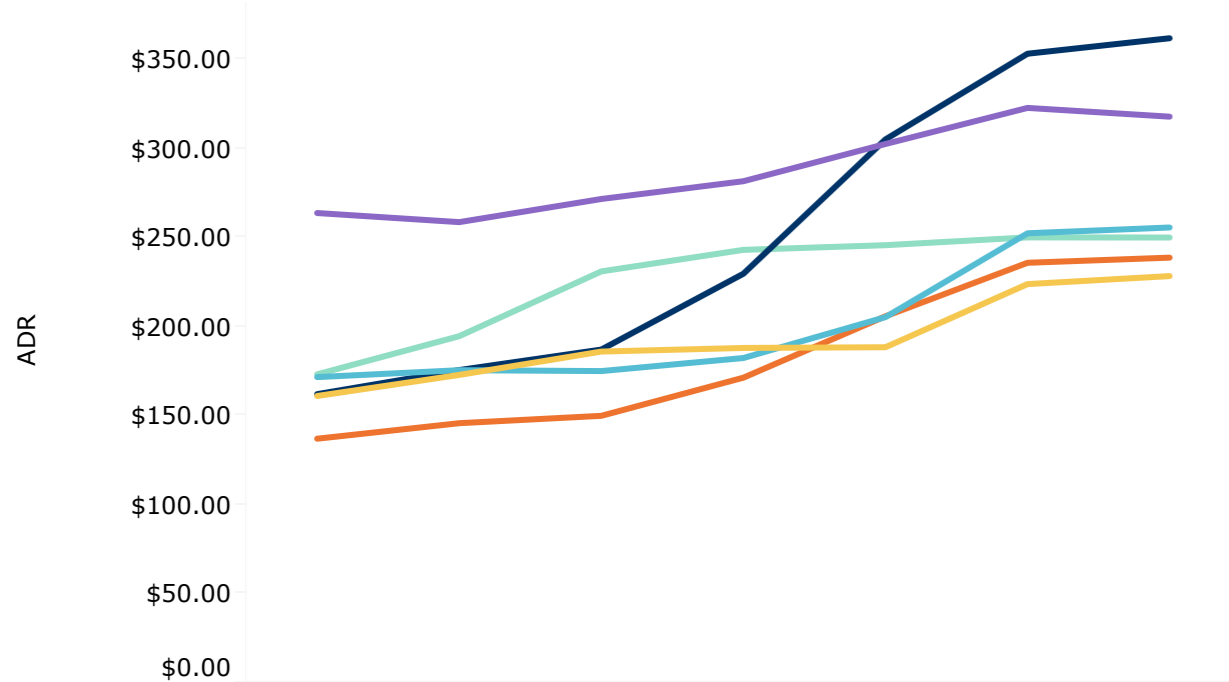
	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Pt. Loma - Airport	46%	52%	57%	66%	81%	94%	95%
Del Mar/Oceanside	41%	57%	65%	70%	67%	83%	86%
UTC	41%	67%	81%	87%	82%	90%	90%
Mission Bay	31%	36%	41%	52%	63%	91%	95%
La Jolla Coastal	31%	45%	61%	74%	78%	83%	84%
San Diego Downtown	27%	33%	40%	51%	79%	96%	97%

### Occupancy By Weekday



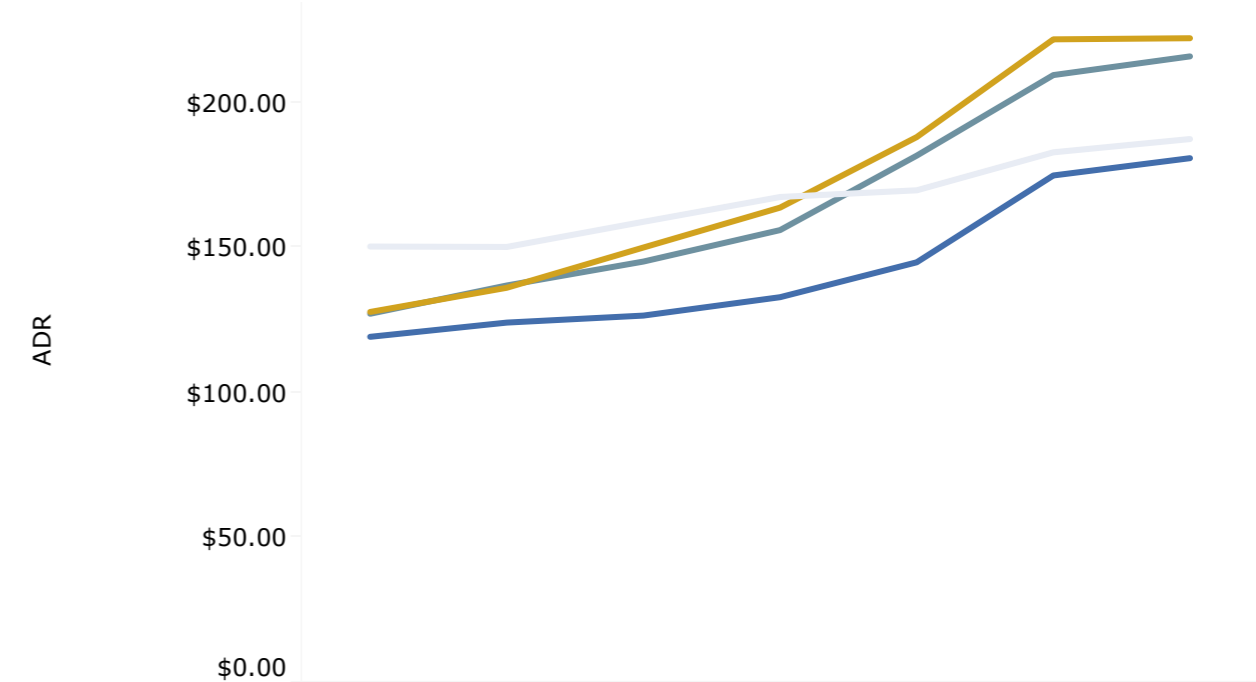
	Sun	Mon	Tue	Wed	Thu	Fri	Sat
I-15 Corridor	39%	63%	77%	85%	85%	94%	97%
Mission Valley	48%	51%	61%	68%	79%	90%	92%
San Diego South/East, CA	54%	63%	69%	74%	81%	90%	93%
SD NorthEast/Escondido	41%	51%	58%	64%	72%	85%	89%

### ADR By Weekday



	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Pt. Loma - Airport	\$137.06	\$145.76	\$149.89	\$171.30	\$205.73	\$235.76	\$238.65
Del Mar/Oceanside	\$161.03	\$172.85	\$185.94	\$187.97	\$188.38	\$223.80	\$228.29
UTC	\$173.16	\$194.58	\$230.92	\$243.00	\$245.63	\$250.01	\$249.93
Mission Bay	\$171.62	\$175.49	\$175.00	\$182.33	\$205.26	\$252.31	\$255.55
La Jolla Coastal	\$263.67	\$258.56	\$271.55	\$281.52	\$302.41	\$322.65	\$317.74
San Diego Downtown	\$162.05	\$175.57	\$187.07	\$229.61	\$304.98	\$353.05	\$361.74

### ADR By Weekday



	Sun	Mon	Tue	Wed	Thu	Fri	Sat
I-15 Corridor	\$150.31	\$150.16	\$158.83	\$167.36	\$169.67	\$182.74	\$187.32
Mission Valley	\$127.78	\$136.11	\$149.97	\$163.71	\$188.00	\$221.66	\$222.04
San Diego South/East, CA	\$119.21	\$124.11	\$126.53	\$132.86	\$144.88	\$174.78	\$180.74
SD NorthEast/Escondido	\$127.16	\$136.90	\$145.13	\$155.97	\$181.61	\$209.35	\$215.79

# Competitive Set Weekly Performance

Last 4 Weeks



Week of 12/1/24  
Hotel Category Total

	Total Market				Group				Transient				
	Dec 1 - 7, 2024	Nov 24 - 30, 2024	Nov 17 - 23, 2024	Nov 10 - 16, 2024	Dec 1 - 7, 2024	Nov 24 - 30, 2024	Nov 17 - 23, 2024	Nov 10 - 16, 2024	Dec 1 - 7, 2024	Nov 24 - 30, 2024	Nov 17 - 23, 2024	Nov 10 - 16, 2024	
% Occupancy	San Diego, CA	66.9%	58.0%	67.9%	75.8%	28.0%	7.6%	22.3%	27.1%	36.6%	48.0%	43.3%	46.5%
	San Francisco/San Mateo, CA	58.3%	43.0%	63.2%	67.7%	8.7%	2.2%	14.6%	12.5%	44.1%	35.1%	43.0%	49.9%
	Seattle, WA	66.5%	45.5%	76.7%	68.2%	12.5%	3.1%	13.4%	13.2%	50.8%	38.8%	59.9%	51.7%
	Phoenix, AZ	69.5%	52.3%	69.4%	79.5%	21.2%	6.3%	20.4%	28.1%	46.6%	44.4%	47.3%	49.6%
	Los Angeles, CA	65.9%	59.7%	70.8%	75.4%	11.9%	4.8%	13.0%	13.7%	49.3%	50.2%	53.3%	57.3%
	Orange County, CA	70.3%	65.1%	73.0%	70.9%	13.3%	4.6%	20.0%	15.0%	55.9%	59.4%	52.0%	54.8%
Occupancy YOY%	San Diego, CA	-5.6%	+4.5%	+19.2%	+12.0%	-1.6%	-48.1%	+286.1%	+25.3%	-9.3%	+24.1%	-11.7%	+5.6%
	San Francisco/San Mateo, CA	-11.1%	-15.1%	+50.5%	-5.9%	-28.5%	-74.5%	+404.4%	-51.3%	-8.9%	-5.9%	+24.8%	+18.1%
	Seattle, WA	+8.1%	-13.7%	+63.1%	-5.3%	+59.4%	-54.4%	+301.3%	-19.6%	+0.8%	-9.0%	+48.1%	-1.1%
	Phoenix, AZ	-8.9%	-19.2%	+30.1%	+0.5%	-12.3%	-67.4%	+276.5%	+1.7%	-7.0%	+2.0%	+3.0%	+0.3%
	Los Angeles, CA	-1.7%	-2.9%	+19.2%	+5.4%	+12.5%	-51.6%	+143.9%	+19.8%	-4.5%	+7.6%	+8.1%	+3.8%
	Orange County, CA	-8.3%	+7.1%	+15.1%	-6.0%	-41.5%	-58.5%	+333.1%	-27.8%	+5.8%	+22.3%	-10.1%	+2.3%
ADR	San Diego, CA	\$213.77	\$174.69	\$181.83	\$207.21	\$236.09	\$174.91	\$202.60	\$238.90	\$200.71	\$176.28	\$173.19	\$191.80
	San Francisco/San Mateo, CA	\$197.07	\$156.28	\$214.48	\$206.44	\$230.41	\$155.63	\$253.81	\$237.47	\$195.59	\$156.54	\$208.30	\$204.09
	Seattle, WA	\$158.58	\$129.89	\$161.18	\$166.41	\$165.89	\$138.10	\$181.10	\$188.88	\$159.21	\$130.55	\$159.27	\$163.49
	Phoenix, AZ	\$167.99	\$146.47	\$169.66	\$190.30	\$196.45	\$147.56	\$204.23	\$214.86	\$157.37	\$148.01	\$157.02	\$179.48
	Los Angeles, CA	\$184.91	\$172.95	\$188.39	\$197.86	\$211.43	\$172.82	\$204.73	\$220.32	\$182.82	\$176.45	\$188.47	\$197.17
	Orange County, CA	\$208.79	\$200.50	\$205.48	\$196.85	\$210.82	\$147.64	\$205.81	\$210.24	\$208.29	\$204.46	\$205.42	\$193.03
ADR YOY%	San Diego, CA	+4.8%	+4.7%	+5.0%	+9.5%	+5.5%	-10.0%	+18.4%	+7.9%	+4.0%	+11.4%	-1.0%	+9.0%
	San Francisco/San Mateo, CA	-6.8%	-15.8%	+36.5%	-23.8%	-1.6%	-32.0%	+44.5%	-31.8%	-7.9%	-13.3%	+33.0%	-13.5%
	Seattle, WA	+6.9%	-8.7%	+18.8%	-3.6%	+3.6%	-11.7%	+31.0%	+4.2%	+6.6%	-8.5%	+15.5%	-6.0%
	Phoenix, AZ	+2.3%	-7.0%	+16.5%	+4.9%	+8.4%	-17.8%	+42.2%	+6.2%	-1.1%	-2.0%	+5.7%	+3.5%
	Los Angeles, CA	+1.5%	-3.4%	+10.1%	+2.5%	-0.3%	-16.5%	+21.9%	+2.0%	+0.8%	-1.5%	+6.8%	+1.4%
	Orange County, CA	-2.5%	+0.1%	+0.2%	-8.8%	+1.7%	-28.1%	+43.4%	-4.5%	-4.7%	+2.1%	-2.4%	-10.5%

# Weekday Analysis

Dec 1 - 7, 2024



Week of 12/1/24  
Hotel Category Total

