

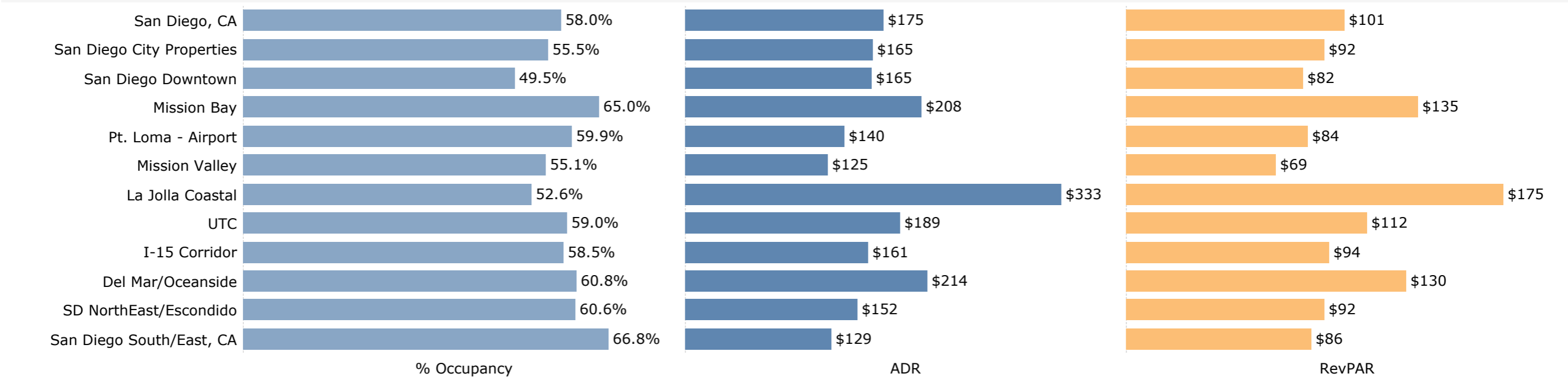
# Weekly Hotel Performance Update

Nov 24 - 30, 2024

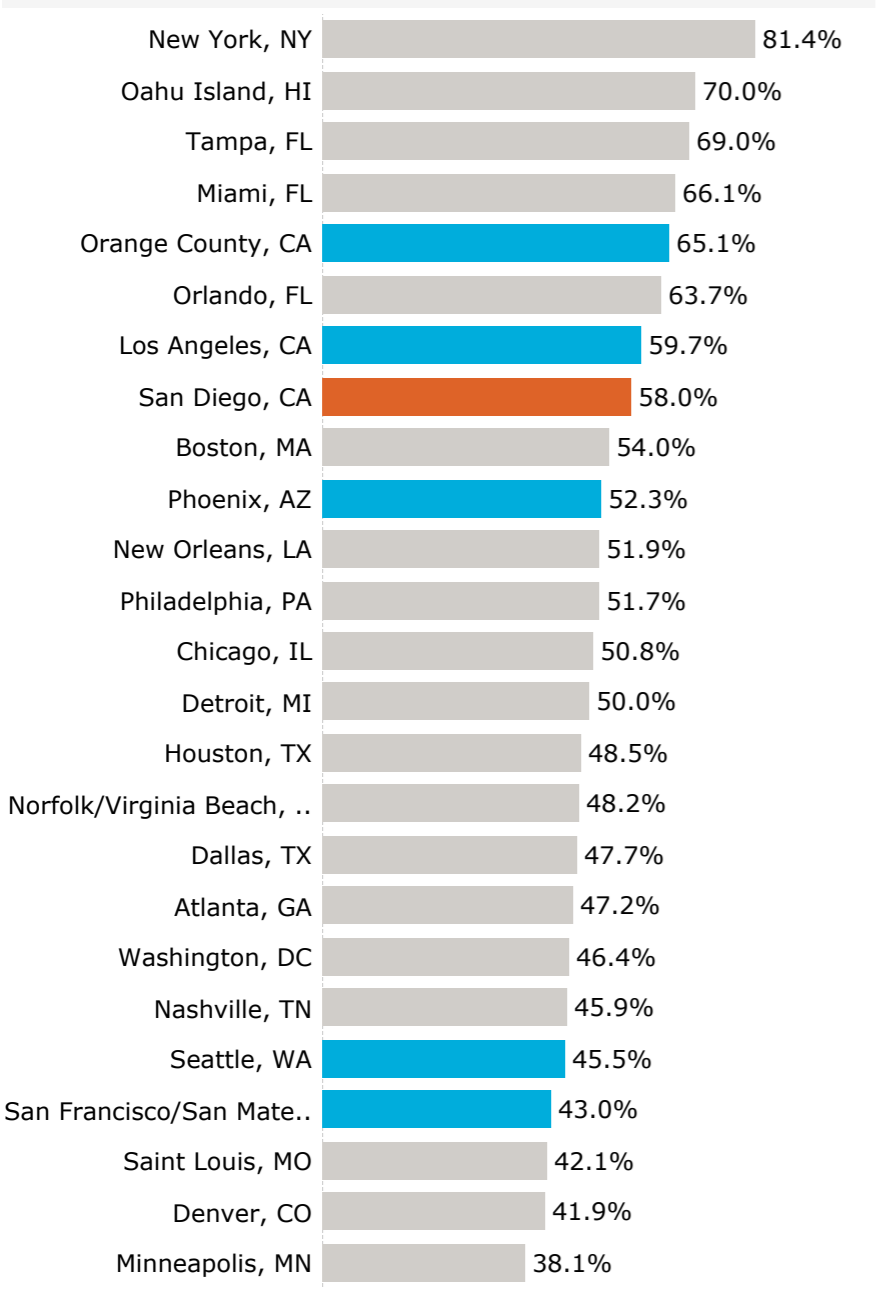


Week of 11/24/24  
 Hotel Category Total  
 Segment Total Market

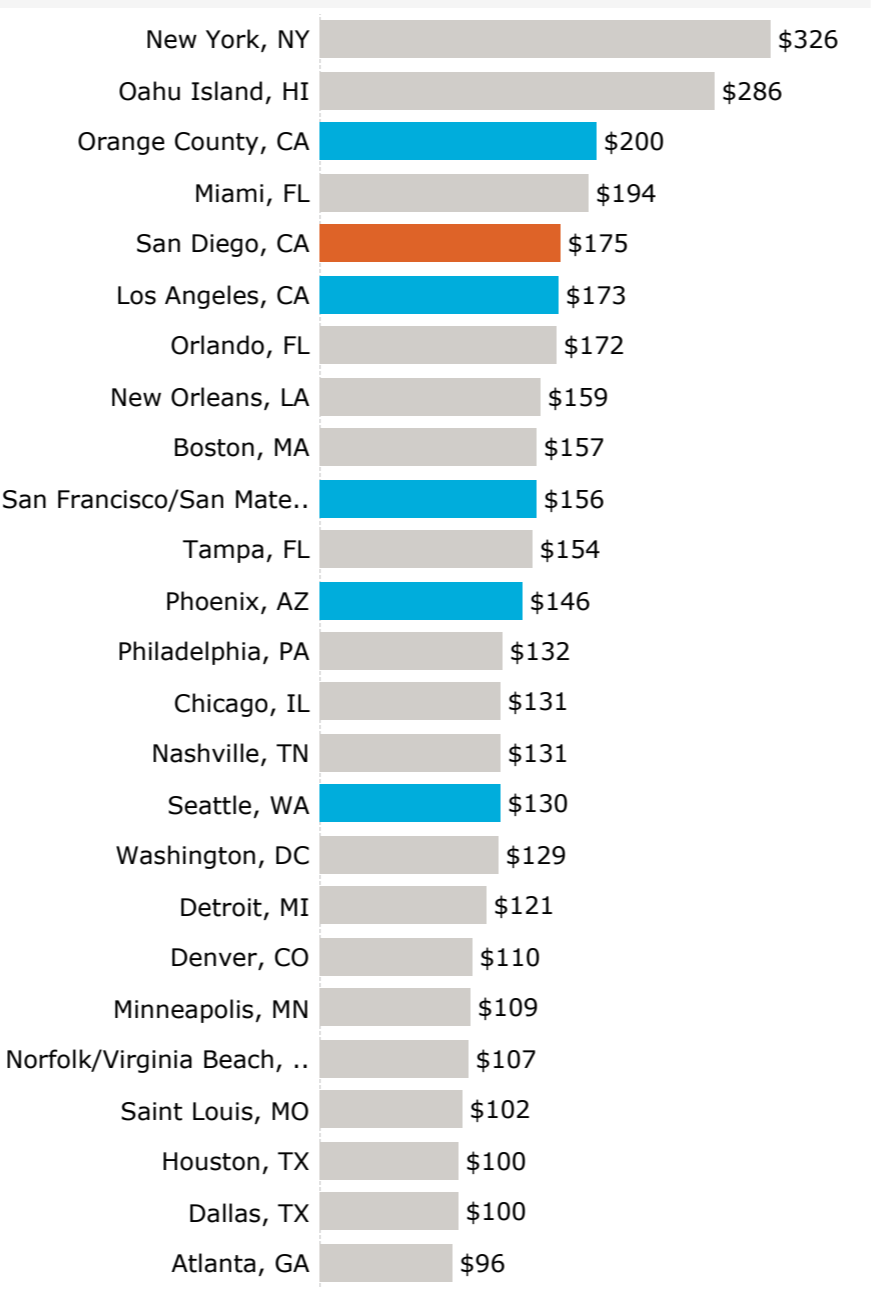
## San Diego County Hotel Performance



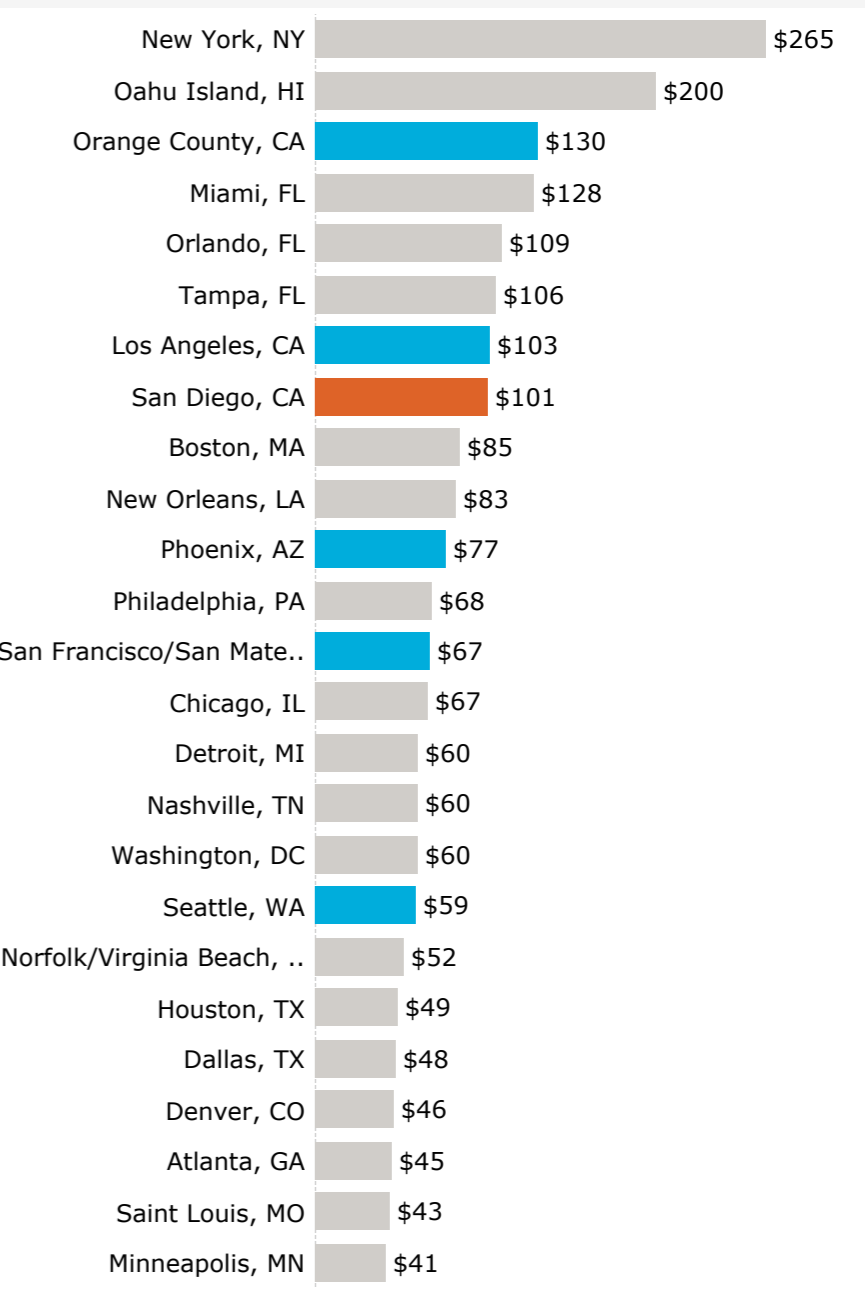
### Weekly Top 25 Hotel Occupancy



### Weekly Top 25 ADR



### Weekly Top 25 RevPAR

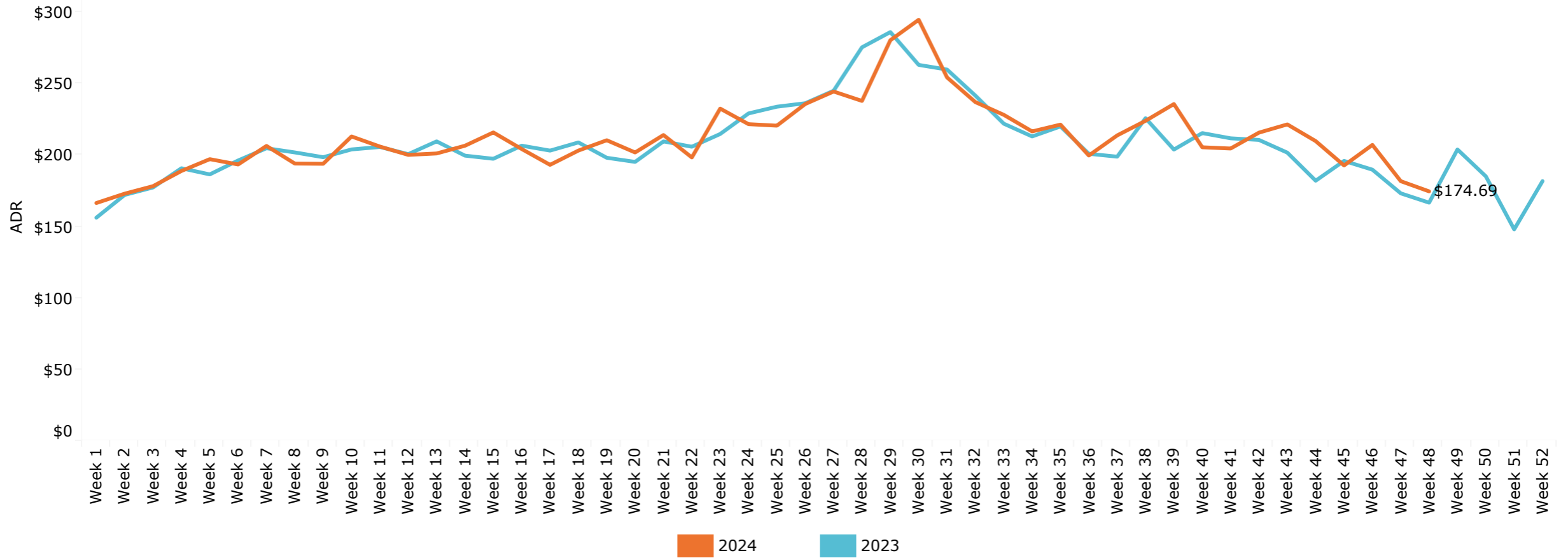
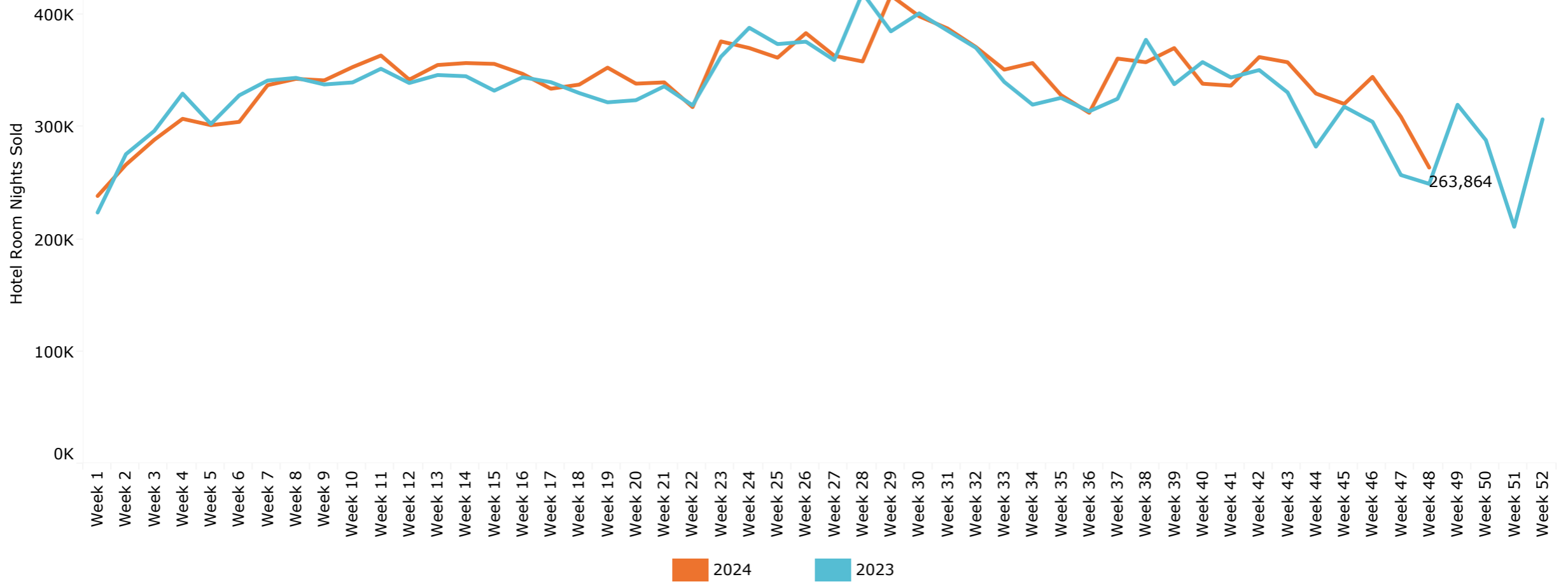


# San Diego County Weekly Demand & Average Rate Trend

## Calendar Year 2022 Benchmark



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



# Last Week's Daily Hotel Performance by Region

Nov 24 - 30, 2024



Week of 11/24/24		Hotel Category Total		Segment Total								
		Sun, November 24	Mon, November 25	Tue, November 26	Wed, November 27	Thu, November 28	Fri, November 29	Sat, November 30				
San Diego City Properties	Demand	21,298	20,950	17,657	19,556	24,577	27,732	23,301				
	% Occupancy	53.4%	52.5%	44.3%	49.0%	61.6%	69.5%	58.4%				
	ADR	\$160.1	\$155.7	\$159.0	\$167.9	\$172.3	\$175.8	\$162.0				
	RevPAR	\$85.5	\$81.8	\$70.3	\$82.3	\$106.1	\$122.2	\$94.6				
San Diego Downtown	Demand	9,511	8,027	5,120	5,649	7,140	8,777	7,347				
	% Occupancy	63.9%	54.0%	34.4%	38.0%	48.0%	59.0%	49.4%				
	ADR	\$172.6	\$166.7	\$169.4	\$165.7	\$153.7	\$167.4	\$157.7				
	RevPAR	\$110.3	\$90.0	\$58.3	\$62.9	\$73.8	\$98.8	\$77.9				
Mission Valley	Demand	3,461	4,166	3,614	3,783	4,799	5,820	5,232				
	% Occupancy	43.2%	52.1%	45.2%	47.3%	60.0%	72.7%	65.4%				
	ADR	\$118.6	\$124.2	\$117.6	\$119.9	\$127.8	\$134.2	\$128.8				
	RevPAR	\$51.3	\$64.7	\$53.1	\$56.7	\$76.6	\$97.6	\$84.2				
Pt. Loma - Airport	Demand	2,511	2,537	2,378	2,540	3,010	3,322	2,728				
	% Occupancy	55.3%	55.9%	52.4%	56.0%	66.3%	73.2%	60.1%				
	ADR	\$137.3	\$133.4	\$134.1	\$135.8	\$139.4	\$154.7	\$143.9				
	RevPAR	\$76.0	\$74.6	\$70.3	\$76.0	\$92.5	\$113.2	\$86.5				
Mission Bay	Demand	1,592	1,670	1,794	2,104	2,538	2,637	2,080				
	% Occupancy	50.3%	52.7%	56.6%	66.4%	80.1%	83.2%	65.7%				
	ADR	\$185.4	\$187.7	\$203.3	\$213.4	\$220.8	\$226.7	\$203.5				
	RevPAR	\$93.2	\$98.9	\$115.1	\$141.8	\$176.9	\$188.7	\$133.6				
La Jolla Coastal	Demand	687	703	831	1,099	1,323	1,252	792				
	% Occupancy	37.8%	38.7%	45.8%	60.5%	72.9%	68.9%	43.6%				
	ADR	\$300.5	\$293.2	\$308.9	\$351.3	\$361.0	\$352.2	\$315.7				
	RevPAR	\$113.7	\$113.5	\$141.4	\$212.6	\$263.0	\$242.8	\$137.7				
UTC	Demand	1,811	1,974	2,021	2,236	3,126	3,200	2,804				
	% Occupancy	43.6%	47.5%	48.6%	53.8%	75.2%	77.0%	67.4%				
	ADR	\$167.1	\$165.2	\$167.9	\$190.8	\$212.3	\$202.4	\$194.3				
	RevPAR	\$72.8	\$78.4	\$81.6	\$102.6	\$159.6	\$155.7	\$131.1				
I-15 Corridor	Demand	750	833	886	1,048	1,391	1,410	1,134				
	% Occupancy	41.2%	45.8%	48.7%	57.6%	76.4%	77.5%	62.3%				
	ADR	\$145.6	\$137.5	\$144.3	\$160.6	\$177.5	\$176.8	\$163.1				
	RevPAR	\$60.0	\$62.9	\$70.3	\$92.5	\$135.7	\$137.0	\$101.6				
Del Mar/Oceanside	Demand	3,343	3,493	3,655	4,261	5,470	5,551	4,811				
	% Occupancy	46.5%	48.6%	50.8%	59.3%	76.1%	77.2%	66.9%				
	ADR	\$166.3	\$172.0	\$180.8	\$224.2	\$251.8	\$252.3	\$205.8				
	RevPAR	\$77.3	\$83.6	\$91.9	\$132.9	\$191.6	\$194.8	\$137.7				
San Diego South/East, CA	Demand	4,465	4,771	4,648	4,803	5,650	5,548	4,972				
	% Occupancy	59.9%	64.0%	62.3%	64.4%	75.7%	74.4%	66.7%				
	ADR	\$120.9	\$119.9	\$121.3	\$126.7	\$135.9	\$140.9	\$131.8				
	RevPAR	\$72.4	\$76.7	\$75.6	\$81.6	\$103.0	\$104.8	\$87.9				

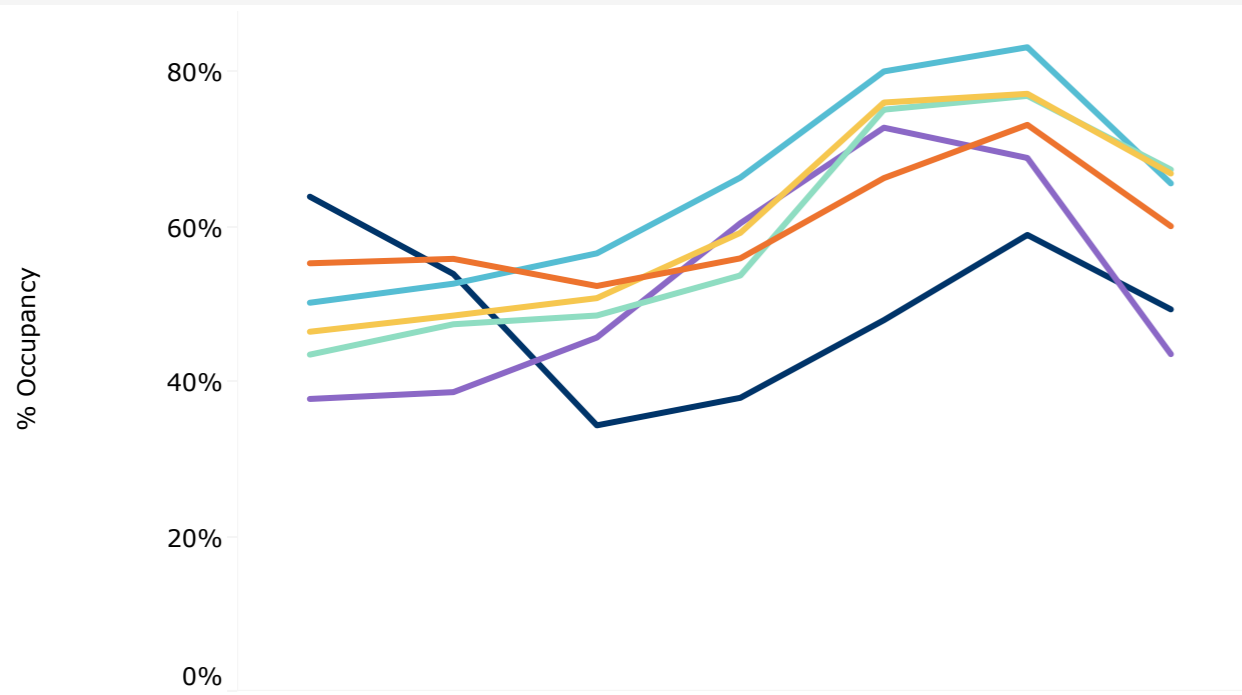


# Day of Week Occupancy and ADR Patterns by Region

Nov 24 - 30, 2024

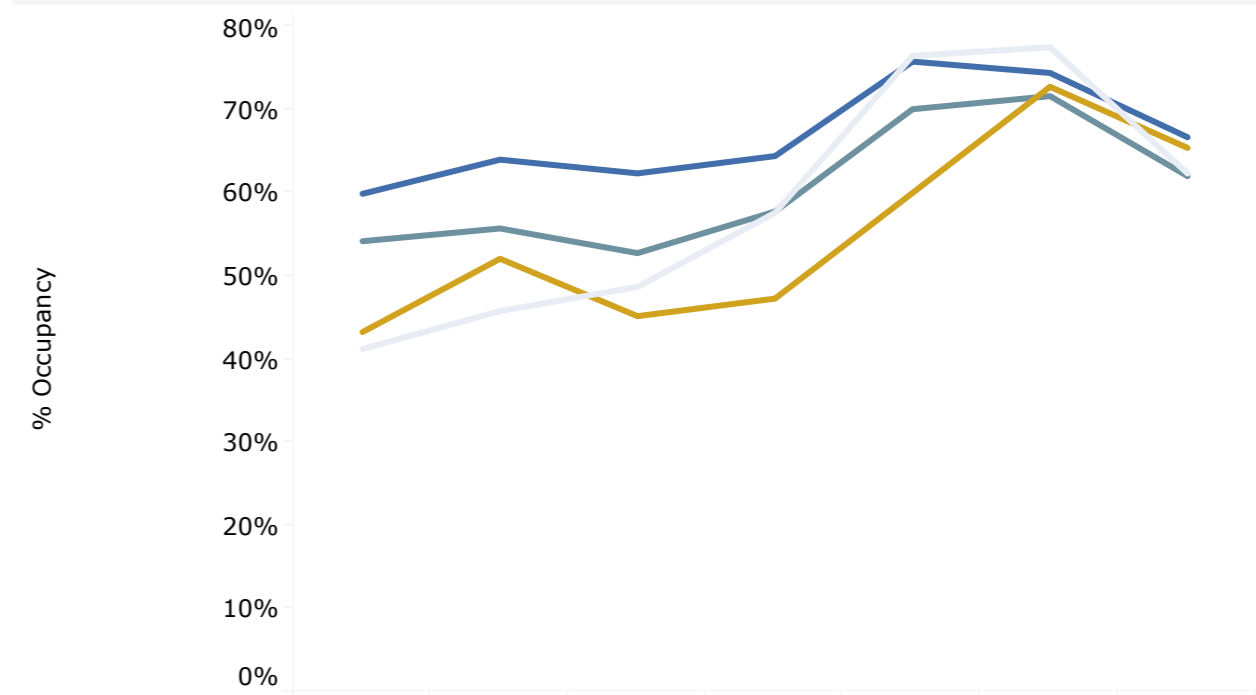
X Week of 11/24/24 Segment Total Hotel Category Total

### Occupancy By Weekday



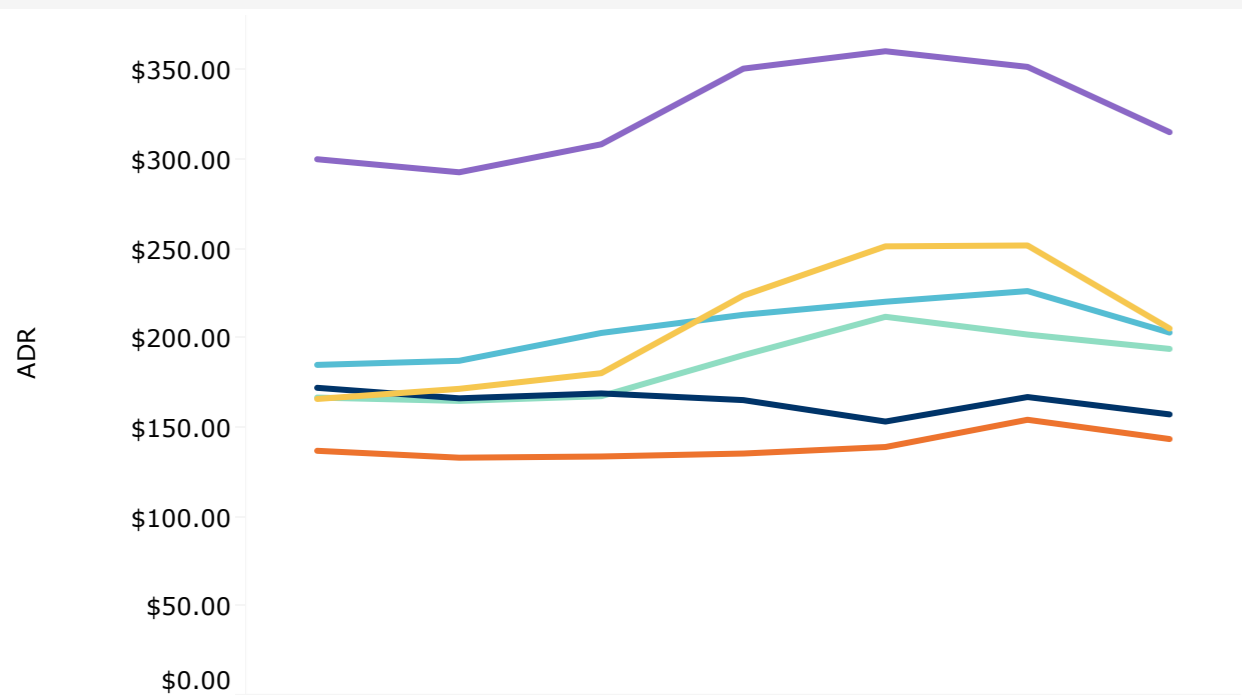
	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Pt. Loma - Airport	55%	56%	52%	56%	66%	73%	60%
Del Mar/Oceanside	47%	49%	51%	59%	76%	77%	67%
UTC	44%	47%	49%	54%	75%	77%	67%
Mission Bay	50%	53%	57%	66%	80%	83%	66%
La Jolla Coastal	38%	39%	46%	61%	73%	69%	44%
San Diego Downtown	64%	54%	34%	38%	48%	59%	49%

### Occupancy By Weekday



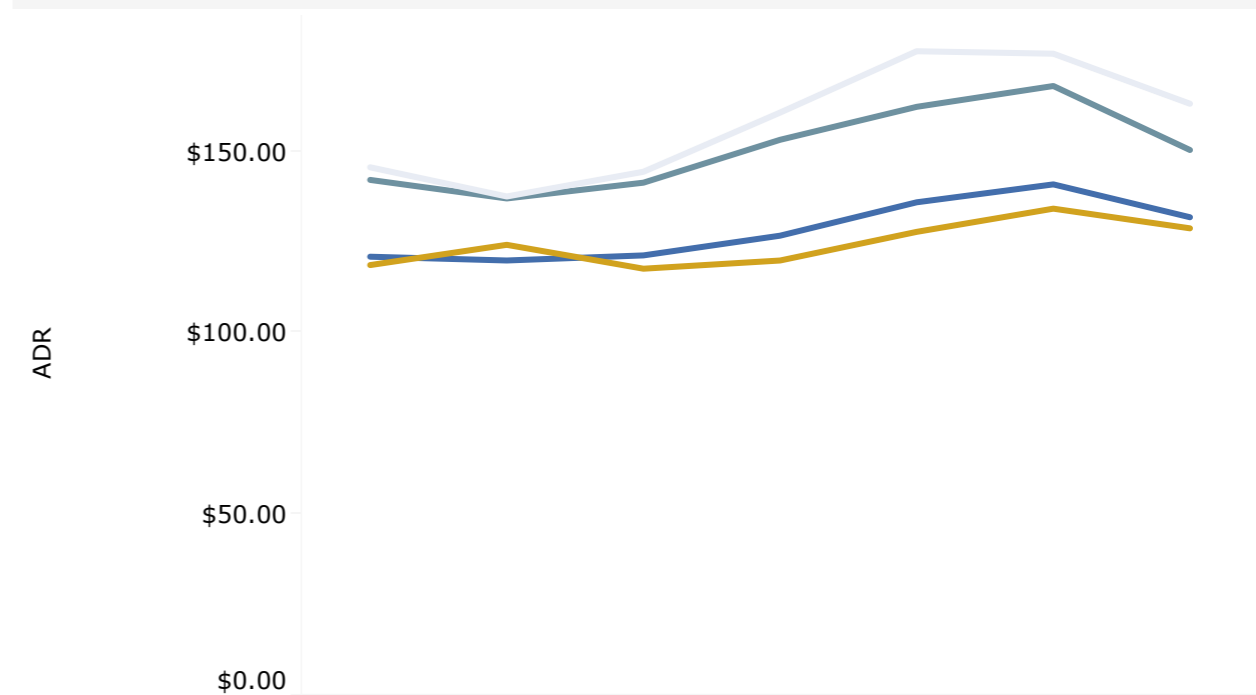
	Sun	Mon	Tue	Wed	Thu	Fri	Sat
I-15 Corridor	41%	46%	49%	58%	76%	77%	62%
Mission Valley	43%	52%	45%	47%	60%	73%	65%
San Diego South/East, CA	60%	64%	62%	64%	76%	74%	67%
SD NorthEast/Escondido	54%	56%	53%	58%	70%	72%	62%

### ADR By Weekday



	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Pt. Loma - Airport	\$137.29	\$133.43	\$134.10	\$135.76	\$139.40	\$154.66	\$143.86
Del Mar/Oceanside	\$166.31	\$171.98	\$180.75	\$224.20	\$251.76	\$252.25	\$205.75
UTC	\$167.09	\$165.22	\$167.88	\$190.83	\$212.32	\$202.37	\$194.33
Mission Bay	\$185.39	\$187.68	\$203.27	\$213.43	\$220.75	\$226.73	\$203.47
La Jolla Coastal	\$300.54	\$293.23	\$308.91	\$351.27	\$361.01	\$352.25	\$315.68
San Diego Downtown	\$172.55	\$166.68	\$169.41	\$165.67	\$153.66	\$167.39	\$157.67

### ADR By Weekday



	Sun	Mon	Tue	Wed	Thu	Fri	Sat
I-15 Corridor	\$145.56	\$137.52	\$144.33	\$160.62	\$177.51	\$176.83	\$163.06
Mission Valley	\$118.64	\$124.22	\$117.64	\$119.90	\$127.78	\$134.17	\$128.76
San Diego South/East, CA	\$120.94	\$119.90	\$121.30	\$126.73	\$135.92	\$140.86	\$131.81
SD NorthEast/Escondido	\$142.09	\$136.98	\$141.32	\$153.13	\$162.21	\$167.94	\$150.32

# Competitive Set Weekly Performance

Last 4 Weeks



Week of 11/24/24

Hotel Category Total

	Total Market				Group				Transient				
	Nov 24 - 30, 2024	Nov 17 - 23, 2024	Nov 10 - 16, 2024	Nov 3 - 9, 2024	Nov 24 - 30, 2024	Nov 17 - 23, 2024	Nov 10 - 16, 2024	Nov 3 - 9, 2024	Nov 24 - 30, 2024	Nov 17 - 23, 2024	Nov 10 - 16, 2024	Nov 3 - 9, 2024	
% Occupancy	San Diego, CA	58.0%	67.9%	75.8%	70.5%	7.6%	22.3%	27.1%	18.9%	48.0%	43.3%	46.5%	49.4%
	San Francisco/San Mateo, CA	43.0%	63.2%	67.7%	58.2%	2.2%	14.6%	12.5%	8.2%	35.1%	43.0%	49.9%	44.3%
	Seattle, WA	45.5%	76.7%	68.2%	62.2%	3.1%	13.4%	13.2%	10.5%	38.8%	59.9%	51.7%	48.4%
	Phoenix, AZ	52.3%	69.4%	79.5%	78.7%	6.3%	20.4%	28.1%	26.3%	44.4%	47.3%	49.6%	50.7%
	Los Angeles, CA	59.7%	70.8%	75.4%	69.6%	4.8%	13.0%	13.7%	10.0%	50.2%	53.3%	57.3%	55.0%
	Orange County, CA	65.1%	73.0%	70.9%	68.9%	4.6%	20.0%	15.0%	16.7%	59.4%	52.0%	54.8%	51.2%
Occupancy YOY%	San Diego, CA	+4.5%	+19.2%	+12.0%	-0.1%	-48.1%	+286.1%	+25.3%	-16.2%	+24.1%	-11.7%	+5.6%	+7.0%
	San Francisco/San Mateo, CA	-15.1%	+50.5%	-5.9%	-19.8%	-74.5%	+404.4%	-51.3%	-54.6%	-5.9%	+24.8%	+18.1%	-10.9%
	Seattle, WA	-13.7%	+63.1%	-5.3%	-15.0%	-54.4%	+301.3%	-19.6%	-32.0%	-9.0%	+48.1%	-1.1%	-11.3%
	Phoenix, AZ	-19.2%	+30.1%	+0.5%	-1.8%	-67.4%	+276.5%	+1.7%	-6.5%	+2.0%	+3.0%	+0.3%	+1.4%
	Los Angeles, CA	-2.9%	+19.2%	+5.4%	-7.3%	-51.6%	+143.9%	+19.8%	-18.8%	+7.6%	+8.1%	+3.8%	-4.9%
	Orange County, CA	+7.1%	+15.1%	-6.0%	-5.5%	-58.5%	+333.1%	-27.8%	+7.0%	+22.3%	-10.1%	+2.3%	-9.2%
ADR	San Diego, CA	\$174.69	\$181.83	\$207.21	\$192.82	\$174.91	\$202.60	\$238.90	\$228.78	\$176.28	\$173.19	\$191.80	\$181.53
	San Francisco/San Mateo, CA	\$156.28	\$214.48	\$206.44	\$191.30	\$155.63	\$253.81	\$237.47	\$239.74	\$156.54	\$208.30	\$204.09	\$186.99
	Seattle, WA	\$129.89	\$161.18	\$166.41	\$155.33	\$138.10	\$181.10	\$188.88	\$173.65	\$130.55	\$159.27	\$163.49	\$153.80
	Phoenix, AZ	\$146.47	\$169.66	\$190.30	\$193.56	\$147.56	\$204.23	\$214.86	\$211.50	\$148.01	\$157.02	\$179.48	\$187.18
	Los Angeles, CA	\$172.95	\$188.39	\$197.86	\$186.91	\$172.82	\$204.73	\$220.32	\$196.21	\$176.45	\$188.47	\$197.17	\$189.24
	Orange County, CA	\$200.50	\$205.48	\$196.85	\$199.05	\$147.64	\$205.81	\$210.24	\$213.77	\$204.46	\$205.42	\$193.03	\$194.18
ADR YOY%	San Diego, CA	+4.7%	+5.0%	+9.5%	-1.5%	-10.0%	+18.4%	+7.9%	+1.7%	+11.4%	-1.0%	+9.0%	-1.3%
	San Francisco/San Mateo, CA	-15.8%	+36.5%	-23.8%	-19.8%	-32.0%	+44.5%	-31.8%	-19.2%	-13.3%	+33.0%	-13.5%	-17.4%
	Seattle, WA	-8.7%	+18.8%	-3.6%	-7.5%	-11.7%	+31.0%	+4.2%	-2.6%	-8.5%	+15.5%	-6.0%	-8.6%
	Phoenix, AZ	-7.0%	+16.5%	+4.9%	+4.0%	-17.8%	+42.2%	+6.2%	+2.7%	-2.0%	+5.7%	+3.5%	+4.8%
	Los Angeles, CA	-3.4%	+10.1%	+2.5%	-5.5%	-16.5%	+21.9%	+2.0%	-10.6%	-1.5%	+6.8%	+1.4%	-5.1%
	Orange County, CA	+0.1%	+0.2%	-8.8%	-5.4%	-28.1%	+43.4%	-4.5%	-8.3%	+2.1%	-2.4%	-10.5%	-5.5%

# Weekday Analysis

Nov 24 - 30, 2024



Week of 11/24/24  
Hotel Category Total

