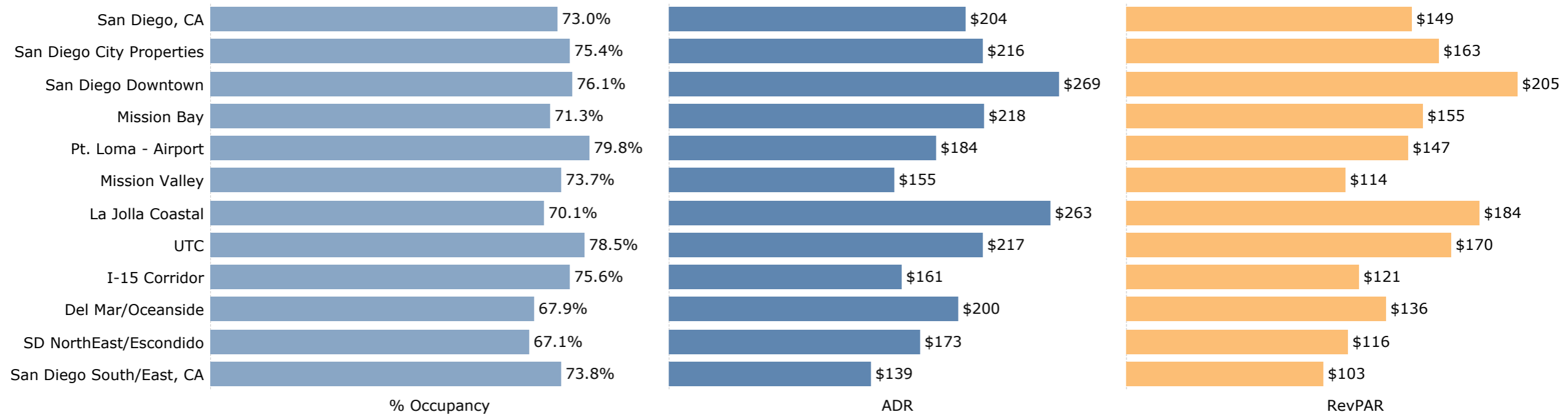


Weekly Hotel Performance Update

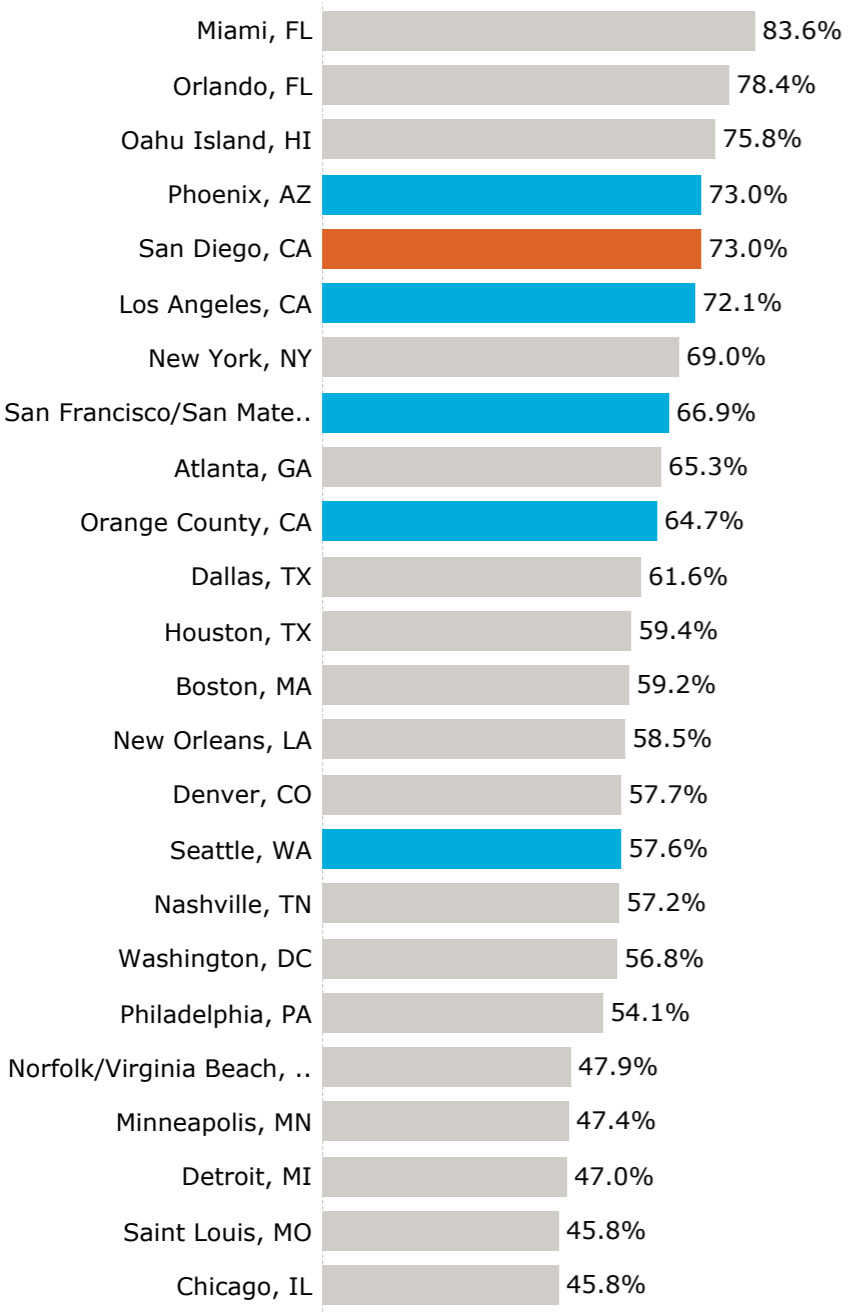
Jan 26 - Feb 1, 2025



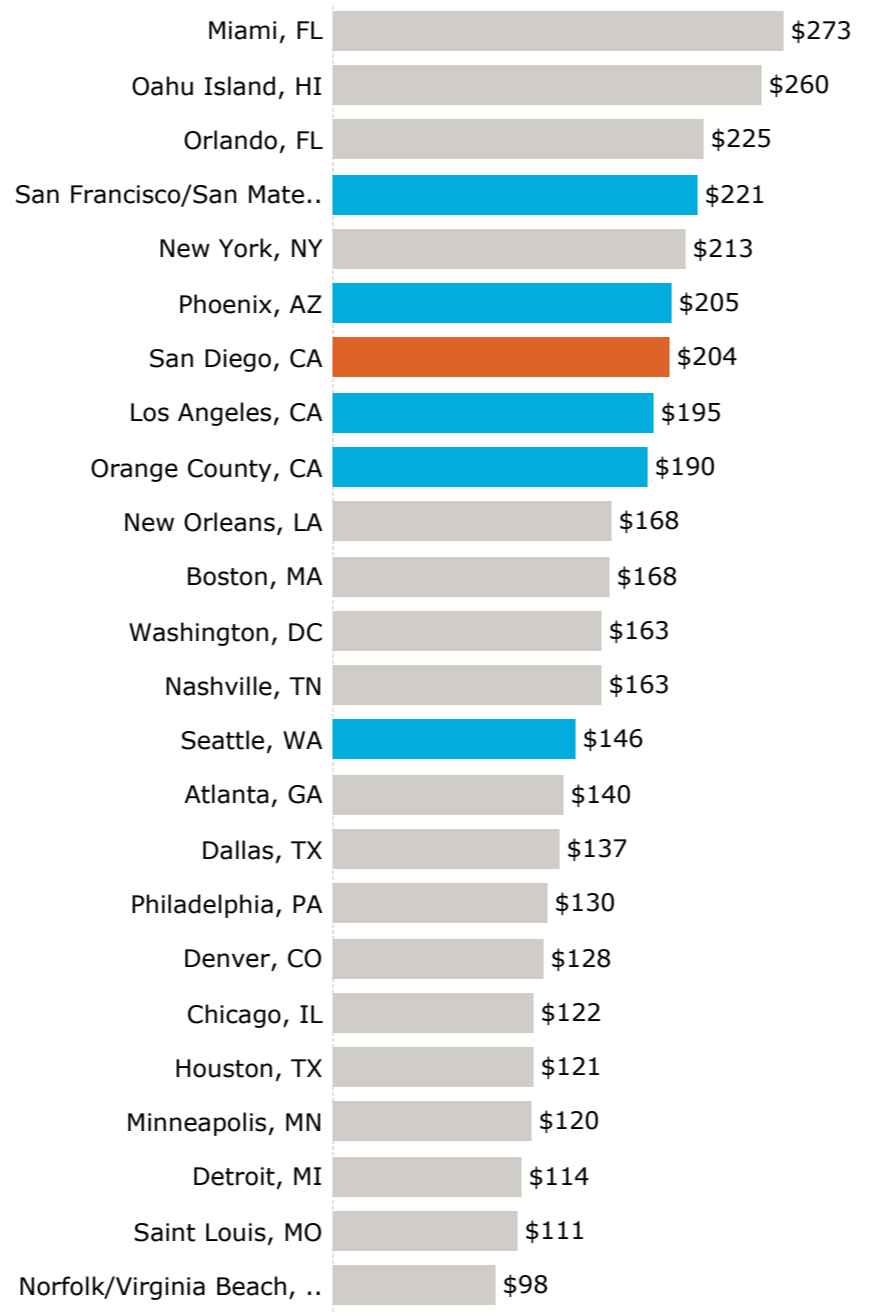
San Diego County Hotel Performance



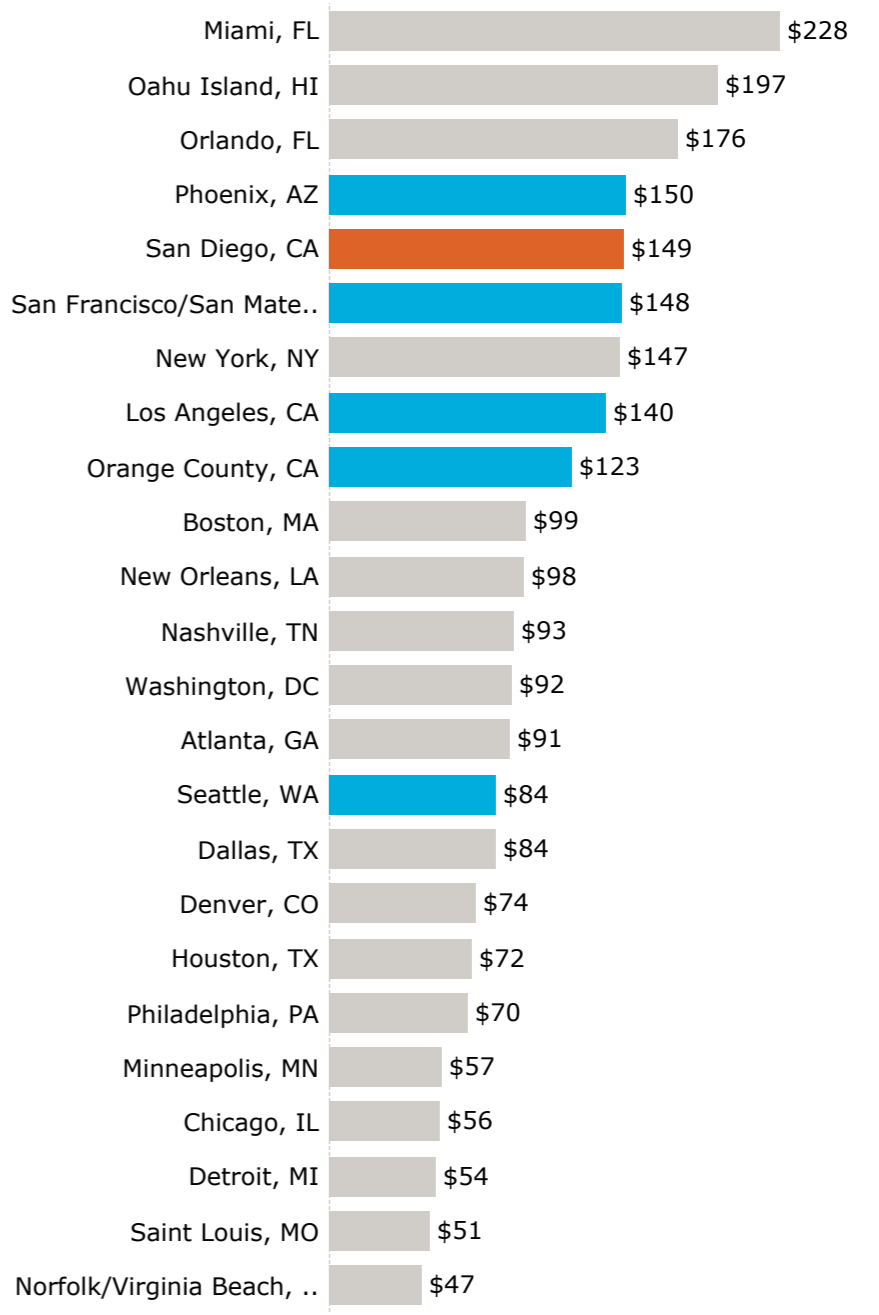
Weekly Top 25 Hotel Occupancy



Weekly Top 25 ADR

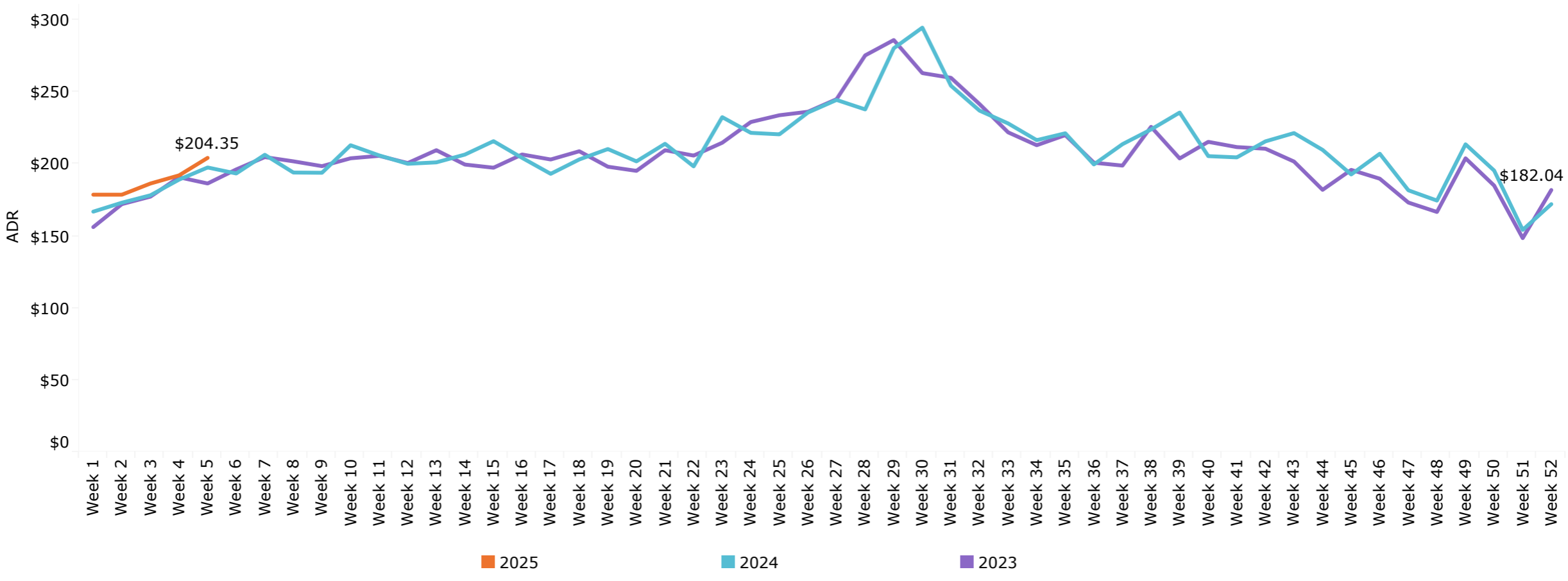
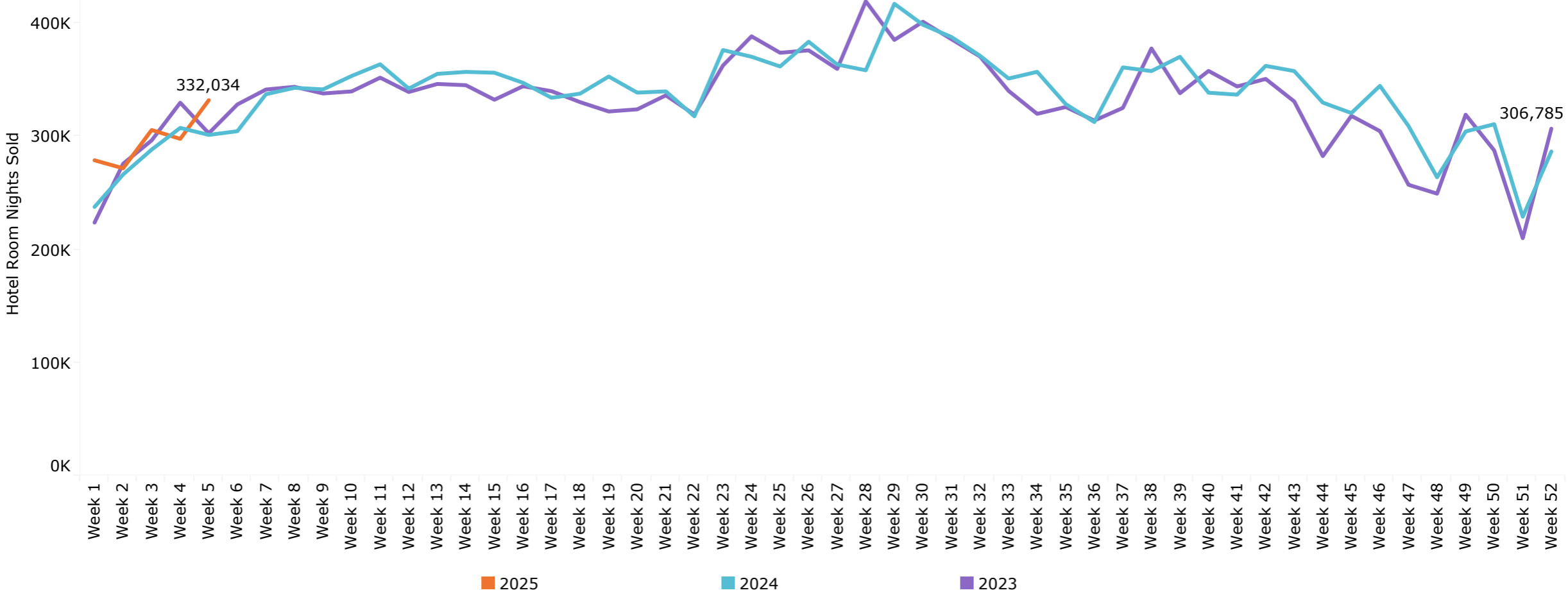


Weekly Top 25 RevPAR



San Diego County Weekly Demand & Average Rate Trend

Calendar Year Benchmark



Last Week's Daily Hotel Performance by Region

Jan 26 - Feb 1, 2025



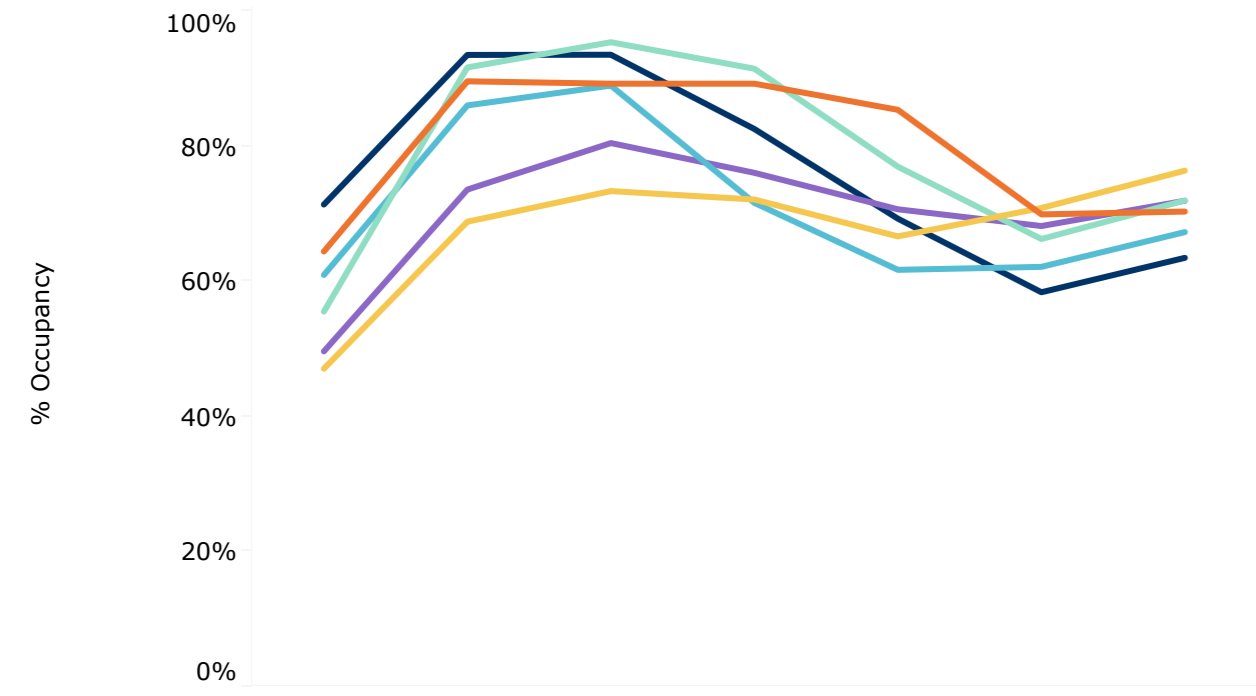
| | | Sun, January 26 | Mon, January 27 | Tue, January 28 | Wed, January 29 | Thu, January 30 | Fri, January 31 | Sat, February 1 |
|---------------------------|-------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| San Diego City Properties | Demand | 25,998 | 35,334 | 35,849 | 33,314 | 28,989 | 25,007 | 26,291 |
| | % Occupancy | 65.1% | 88.5% | 89.8% | 83.5% | 72.6% | 62.7% | 65.9% |
| | ADR | \$205.9 | \$242.7 | \$245.8 | \$226.8 | \$202.9 | \$181.7 | \$185.1 |
| | RevPAR | \$134.1 | \$214.9 | \$220.8 | \$189.3 | \$147.4 | \$113.8 | \$121.9 |
| San Diego Downtown | Demand | 10,620 | 13,914 | 13,918 | 12,284 | 10,310 | 8,690 | 9,448 |
| | % Occupancy | 71.4% | 93.6% | 93.6% | 82.6% | 69.3% | 58.4% | 63.5% |
| | ADR | \$256.4 | \$313.0 | \$310.7 | \$279.6 | \$248.4 | \$213.0 | \$217.2 |
| | RevPAR | \$183.1 | \$292.8 | \$290.7 | \$230.9 | \$172.2 | \$124.4 | \$138.0 |
| Mission Valley | Demand | 5,303 | 6,691 | 6,746 | 6,696 | 5,819 | 5,016 | 5,039 |
| | % Occupancy | 66.3% | 83.6% | 84.3% | 83.7% | 72.7% | 62.7% | 63.0% |
| | ADR | \$145.6 | \$170.1 | \$175.3 | \$170.3 | \$146.4 | \$133.0 | \$130.9 |
| | RevPAR | \$96.5 | \$142.2 | \$147.7 | \$142.5 | \$106.5 | \$83.3 | \$82.4 |
| Pt. Loma - Airport | Demand | 2,932 | 4,078 | 4,062 | 4,062 | 3,886 | 3,182 | 3,201 |
| | % Occupancy | 64.5% | 89.6% | 89.3% | 89.3% | 85.4% | 69.9% | 70.4% |
| | ADR | \$163.2 | \$204.5 | \$200.6 | \$197.3 | \$190.2 | \$157.1 | \$161.9 |
| | RevPAR | \$105.2 | \$183.3 | \$179.1 | \$176.2 | \$162.4 | \$109.9 | \$113.9 |
| Mission Bay | Demand | 1,932 | 2,727 | 2,820 | 2,270 | 1,956 | 1,970 | 2,133 |
| | % Occupancy | 61.0% | 86.1% | 89.0% | 71.7% | 61.7% | 62.2% | 67.3% |
| | ADR | \$218.9 | \$230.1 | \$230.1 | \$207.9 | \$199.6 | \$210.8 | \$216.7 |
| | RevPAR | \$133.5 | \$198.1 | \$204.8 | \$149.0 | \$123.2 | \$131.1 | \$145.9 |
| La Jolla Coastal | Demand | 902 | 1,337 | 1,462 | 1,382 | 1,284 | 1,239 | 1,307 |
| | % Occupancy | 49.7% | 73.6% | 80.5% | 76.1% | 70.7% | 68.2% | 72.0% |
| | ADR | \$241.4 | \$248.3 | \$260.4 | \$259.3 | \$262.2 | \$285.0 | \$279.2 |
| | RevPAR | \$119.9 | \$182.8 | \$209.7 | \$197.3 | \$185.4 | \$194.5 | \$201.0 |
| UTC | Demand | 2,310 | 3,813 | 3,968 | 3,805 | 3,202 | 2,757 | 2,994 |
| | % Occupancy | 55.6% | 91.7% | 95.4% | 91.5% | 77.0% | 66.3% | 72.0% |
| | ADR | \$203.9 | \$226.6 | \$254.6 | \$244.1 | \$207.9 | \$175.2 | \$175.9 |
| | RevPAR | \$113.3 | \$207.8 | \$243.0 | \$223.4 | \$160.1 | \$116.2 | \$126.6 |
| I-15 Corridor | Demand | 1,118 | 1,685 | 1,736 | 1,676 | 1,380 | 1,010 | 1,030 |
| | % Occupancy | 61.4% | 92.6% | 95.4% | 92.1% | 75.8% | 55.5% | 56.6% |
| | ADR | \$154.4 | \$165.7 | \$164.8 | \$169.1 | \$159.8 | \$148.4 | \$150.6 |
| | RevPAR | \$94.8 | \$153.4 | \$157.2 | \$155.7 | \$121.2 | \$82.4 | \$85.2 |
| Del Mar/Oceanside | Demand | 3,386 | 4,950 | 5,276 | 5,186 | 4,794 | 5,096 | 5,493 |
| | % Occupancy | 47.1% | 68.9% | 73.4% | 72.1% | 66.7% | 70.9% | 76.4% |
| | ADR | \$180.2 | \$198.5 | \$204.1 | \$200.7 | \$194.2 | \$201.7 | \$209.4 |
| | RevPAR | \$84.9 | \$136.7 | \$149.8 | \$144.8 | \$129.5 | \$143.0 | \$160.0 |
| San Diego South/East, CA | Demand | 4,791 | 5,658 | 5,821 | 5,793 | 5,579 | 5,420 | 5,483 |
| | % Occupancy | 64.2% | 75.9% | 78.0% | 77.7% | 74.8% | 72.7% | 73.5% |
| | ADR | \$133.2 | \$147.6 | \$149.9 | \$145.6 | \$134.5 | \$129.6 | \$132.1 |
| | RevPAR | \$85.5 | \$112.0 | \$117.0 | \$113.1 | \$100.6 | \$94.1 | \$97.1 |

Day of Week Occupancy and ADR Patterns by Region

Jan 26 - Feb 1, 2025

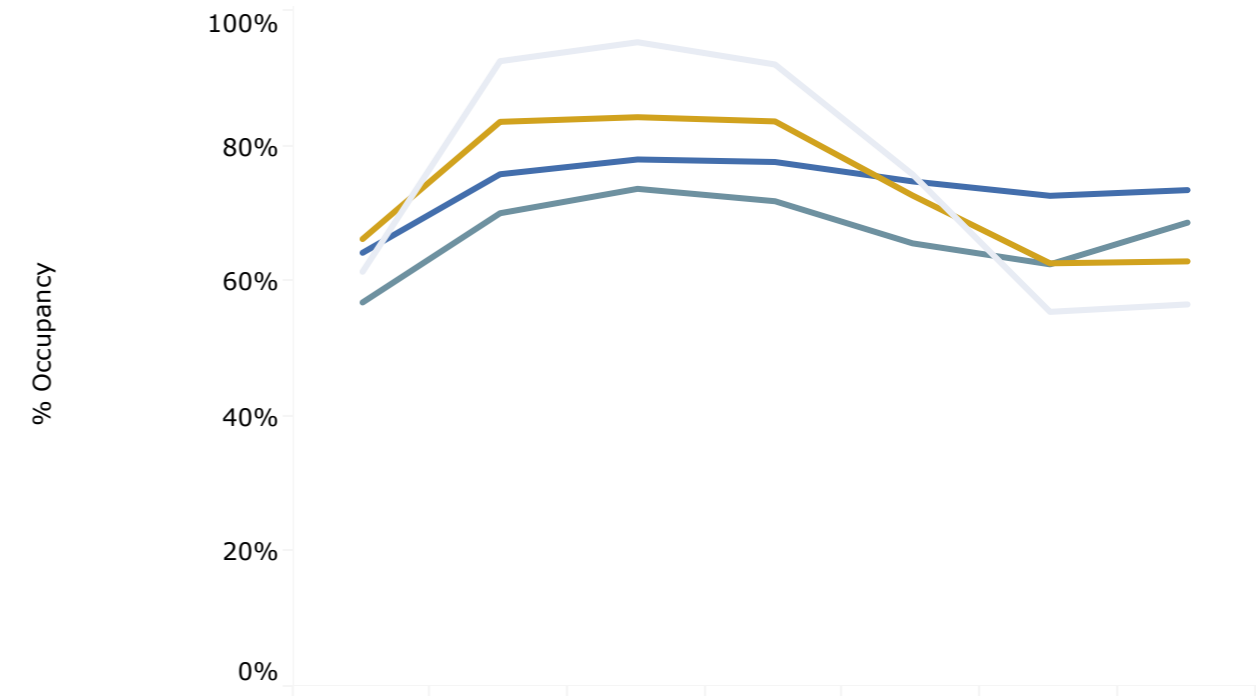


Occupancy By Weekday



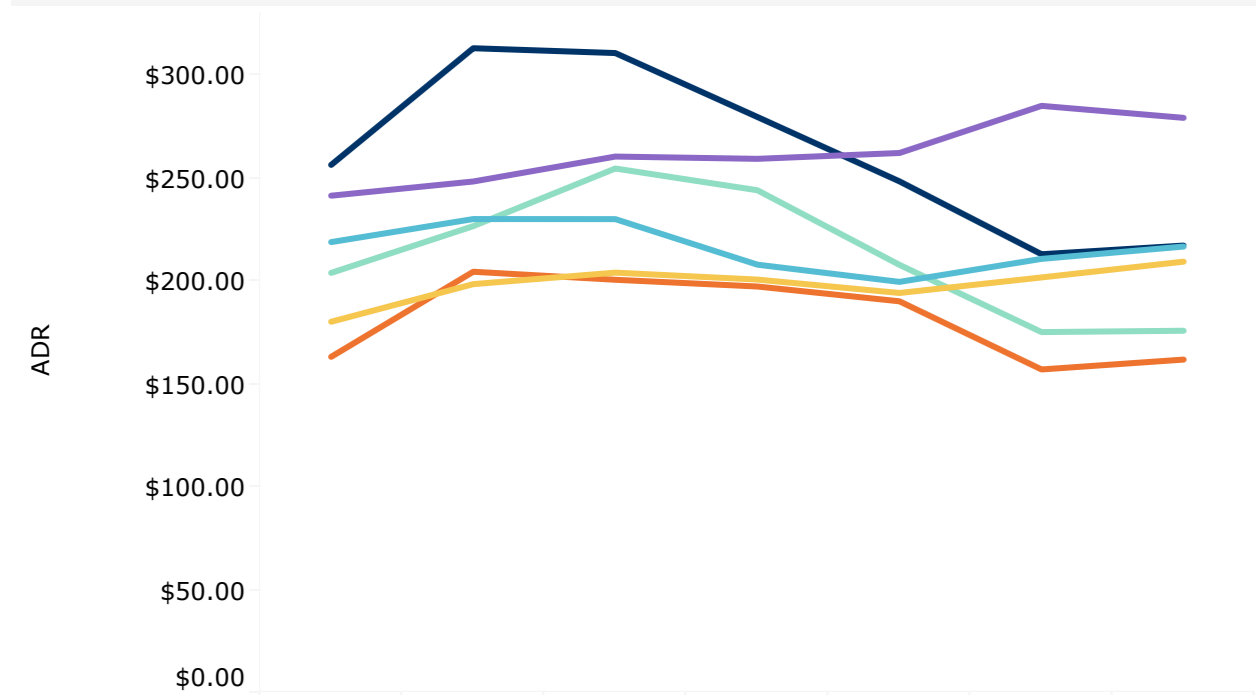
| | Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|--------------------|-----|-----|-----|-----|-----|-----|-----|
| Pt. Loma - Airport | 64% | 90% | 89% | 89% | 85% | 70% | 70% |
| Del Mar/Oceanside | 47% | 69% | 73% | 72% | 67% | 71% | 76% |
| UTC | 56% | 92% | 95% | 92% | 77% | 66% | 72% |
| Mission Bay | 61% | 86% | 89% | 72% | 62% | 62% | 67% |
| La Jolla Coastal | 50% | 74% | 81% | 76% | 71% | 68% | 72% |
| San Diego Downtown | 71% | 94% | 94% | 83% | 69% | 58% | 64% |

Occupancy By Weekday



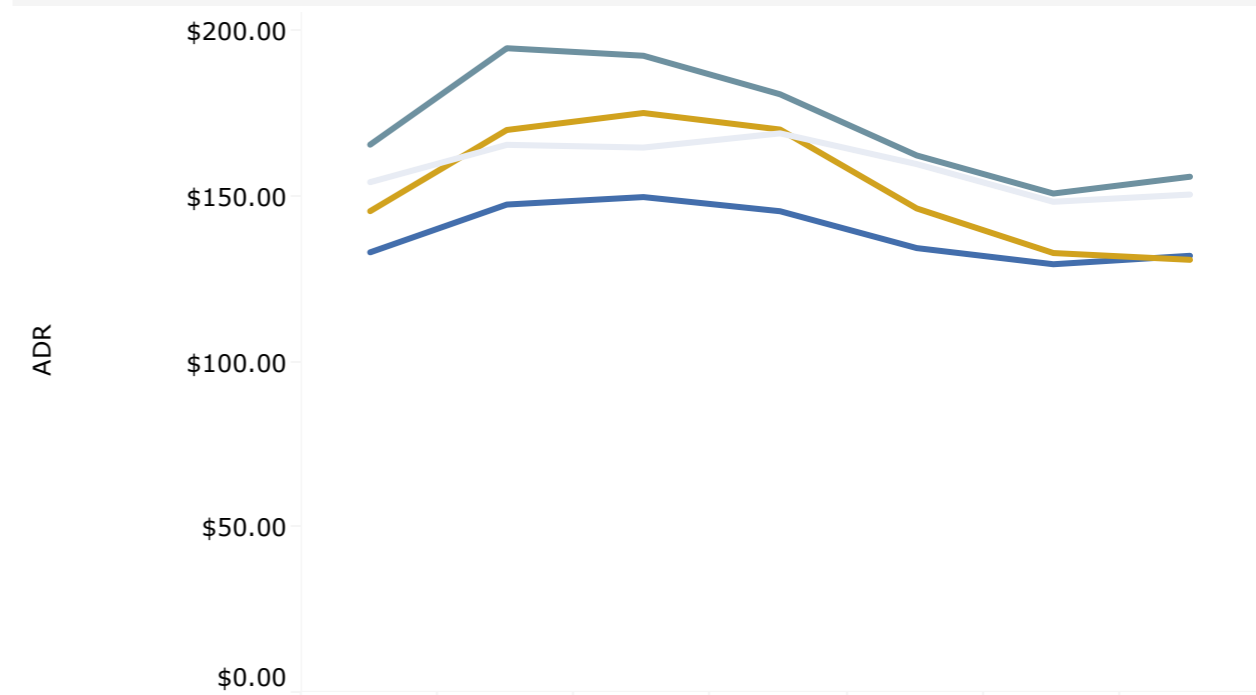
| | Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|--------------------------|-----|-----|-----|-----|-----|-----|-----|
| I-15 Corridor | 61% | 93% | 95% | 92% | 76% | 55% | 57% |
| Mission Valley | 66% | 84% | 84% | 84% | 73% | 63% | 63% |
| San Diego South/East, CA | 64% | 76% | 78% | 78% | 75% | 73% | 74% |
| SD NorthEast/Escondido | 57% | 70% | 74% | 72% | 66% | 63% | 69% |

ADR By Weekday



| | Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|--------------------|----------|----------|----------|----------|----------|----------|----------|
| Pt. Loma - Airport | \$163.19 | \$204.51 | \$200.61 | \$197.34 | \$190.16 | \$157.07 | \$161.87 |
| Del Mar/Oceanside | \$180.23 | \$198.49 | \$204.07 | \$200.71 | \$194.19 | \$201.75 | \$209.40 |
| UTC | \$203.95 | \$226.65 | \$254.63 | \$244.07 | \$207.86 | \$175.21 | \$175.87 |
| Mission Bay | \$218.90 | \$230.09 | \$230.06 | \$207.94 | \$199.59 | \$210.75 | \$216.74 |
| La Jolla Coastal | \$241.43 | \$248.32 | \$260.43 | \$259.32 | \$262.15 | \$285.04 | \$279.22 |
| San Diego Downtown | \$256.37 | \$313.02 | \$310.68 | \$279.64 | \$248.39 | \$213.01 | \$217.22 |

ADR By Weekday



| | Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|--------------------------|----------|----------|----------|----------|----------|----------|----------|
| I-15 Corridor | \$154.37 | \$165.66 | \$164.83 | \$169.13 | \$159.84 | \$148.44 | \$150.63 |
| Mission Valley | \$145.60 | \$170.14 | \$175.28 | \$170.27 | \$146.43 | \$132.96 | \$130.91 |
| San Diego South/East, CA | \$133.16 | \$147.61 | \$149.87 | \$145.59 | \$134.45 | \$129.57 | \$132.12 |
| SD NorthEast/Escondido | \$165.69 | \$194.85 | \$192.58 | \$180.93 | \$162.45 | \$150.94 | \$156.02 |

Competitive Set Weekly Performance

Last 4 Weeks



| | Total Market | | | | Group | | | | Transient | | | | |
|----------------|-----------------------------|-------------------|-------------------|------------------|----------------------|-------------------|-------------------|------------------|----------------------|-------------------|-------------------|------------------|----------|
| | Jan 26 - Feb 1, 2025 | Jan 19 - 25, 2025 | Jan 12 - 18, 2025 | Jan 5 - 11, 2025 | Jan 26 - Feb 1, 2025 | Jan 19 - 25, 2025 | Jan 12 - 18, 2025 | Jan 5 - 11, 2025 | Jan 26 - Feb 1, 2025 | Jan 19 - 25, 2025 | Jan 12 - 18, 2025 | Jan 5 - 11, 2025 | |
| % Occupancy | San Diego, CA | 73.0% | 65.4% | 67.2% | 59.7% | 25.0% | 20.6% | 20.5% | 16.2% | 46.0% | 42.8% | 44.9% | 41.4% |
| | San Francisco/San Mateo, CA | 66.9% | 58.6% | 71.2% | 47.0% | 14.0% | 11.0% | 22.8% | 6.9% | 47.7% | 42.2% | 42.8% | 34.4% |
| | Seattle, WA | 57.6% | 55.9% | 60.0% | 49.4% | 9.0% | 8.5% | 10.2% | 8.3% | 45.5% | 44.3% | 46.5% | 37.6% |
| | Phoenix, AZ | 73.0% | 71.6% | 76.6% | 60.9% | 28.0% | 24.5% | 30.0% | 19.3% | 43.3% | 45.3% | 44.8% | 39.7% |
| | Los Angeles, CA | 72.1% | 68.7% | 63.9% | 65.0% | 14.1% | 12.7% | 9.9% | 7.1% | 53.5% | 51.5% | 49.6% | 53.1% |
| | Orange County, CA | 64.7% | 69.4% | 60.5% | 63.4% | 12.8% | 17.4% | 11.0% | 7.4% | 50.7% | 50.7% | 48.4% | 54.7% |
| Occupancy YOY% | San Diego, CA | +9.2% | -3.8% | +5.1% | +1.2% | +0.5% | -11.0% | +7.6% | -11.8% | +15.2% | -0.2% | +4.7% | +7.1% |
| | San Francisco/San Mateo, CA | +5.6% | -3.3% | +35.4% | -27.8% | -3.6% | -17.0% | +141.1% | -65.1% | +7.7% | -1.0% | +12.5% | -15.1% |
| | Seattle, WA | -4.2% | -9.9% | +10.9% | -6.2% | -33.3% | -31.1% | +59.4% | +22.0% | +4.7% | -5.2% | +5.5% | -10.8% |
| | Phoenix, AZ | -1.2% | -8.4% | +6.9% | -12.2% | +2.5% | -12.2% | +21.2% | -19.1% | -3.4% | -6.6% | -0.1% | -8.8% |
| | Los Angeles, CA | +8.2% | +6.0% | +1.7% | +5.7% | +18.1% | +21.7% | +8.9% | -20.8% | +7.9% | +4.1% | +2.0% | +12.0% |
| | Orange County, CA | +6.0% | +2.9% | +4.7% | -0.4% | -8.8% | +12.3% | +9.9% | -53.5% | +10.3% | -0.4% | +3.1% | +17.0% |
| ADR | San Diego, CA | \$204.35 | \$192.19 | \$186.54 | \$178.78 | \$240.40 | \$239.64 | \$230.09 | \$223.27 | \$187.56 | \$171.62 | \$168.30 | \$163.20 |
| | San Francisco/San Mateo, CA | \$220.73 | \$196.68 | \$625.98 | \$182.60 | \$247.10 | \$237.70 | \$1,087.84 | \$244.46 | \$220.29 | \$191.56 | \$440.97 | \$175.05 |
| | Seattle, WA | \$146.28 | \$143.33 | \$148.75 | \$134.33 | \$160.31 | \$157.72 | \$170.32 | \$142.26 | \$145.50 | \$142.19 | \$145.87 | \$133.87 |
| | Phoenix, AZ | \$205.40 | \$199.81 | \$194.82 | \$166.84 | \$244.18 | \$232.73 | \$216.65 | \$204.83 | \$183.96 | \$185.52 | \$183.49 | \$150.93 |
| | Los Angeles, CA | \$194.67 | \$182.13 | \$183.84 | \$188.53 | \$202.99 | \$184.78 | \$172.85 | \$185.65 | \$196.35 | \$184.92 | \$189.74 | \$193.32 |
| | Orange County, CA | \$190.17 | \$203.09 | \$187.65 | \$186.45 | \$210.46 | \$223.63 | \$193.56 | \$190.08 | \$184.23 | \$195.47 | \$185.37 | \$185.37 |
| ADR YOY% | San Diego, CA | +3.6% | +1.7% | +4.6% | +3.3% | +6.1% | +6.4% | +6.8% | +6.7% | +3.0% | -0.1% | +2.8% | +3.4% |
| | San Francisco/San Mateo, CA | +3.8% | -4.8% | +228.7% | -69.0% | +3.3% | -2.5% | +367.4% | -76.3% | +4.8% | -5.0% | +138.1% | -59.0% |
| | Seattle, WA | -1.4% | -2.5% | +9.0% | -1.0% | -7.8% | -0.4% | +12.9% | -0.5% | +1.5% | -2.9% | +6.8% | -2.2% |
| | Phoenix, AZ | +1.6% | -0.5% | +6.8% | -2.8% | +1.5% | +0.6% | -2.7% | -3.4% | +1.0% | -0.7% | +12.1% | -0.9% |
| | Los Angeles, CA | +0.6% | -1.0% | +1.7% | +3.0% | -9.1% | -13.4% | -16.9% | -11.3% | +1.7% | +0.8% | +4.7% | +5.1% |
| | Orange County, CA | +3.4% | -0.3% | +2.2% | -6.0% | +0.8% | +0.9% | -5.7% | +0.2% | +3.8% | -2.3% | +3.0% | -8.5% |

Weekday Analysis

Jan 26 - Feb 1, 2025

