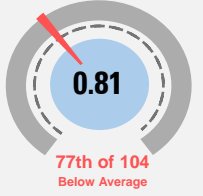


4Q 2022 ALBANY, NY



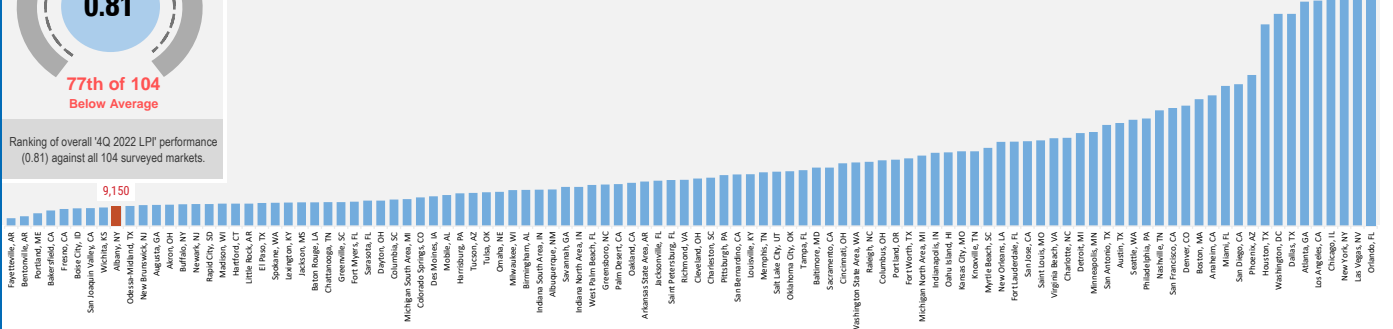
Fundamentals Dashboard

Lodging Performance Index

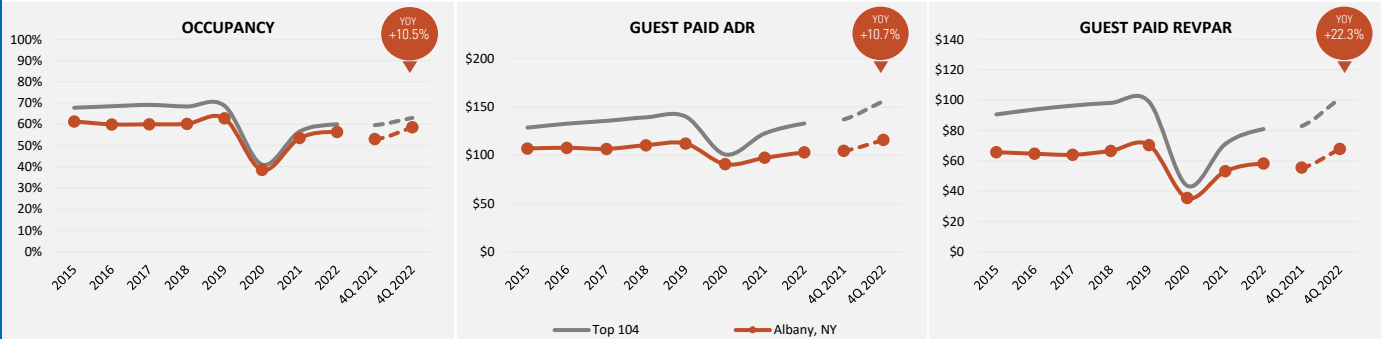


Ranking of overall 4Q 2022 LPI performance (0.81) against all 104 surveyed markets.

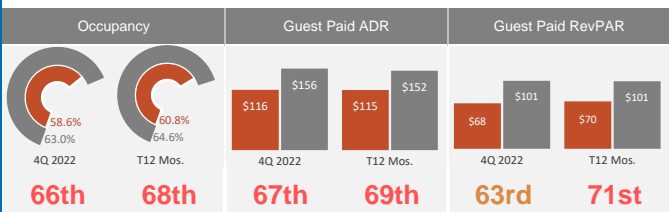
ROOM SUPPLY RANKING vs. MAJOR US MARKETS



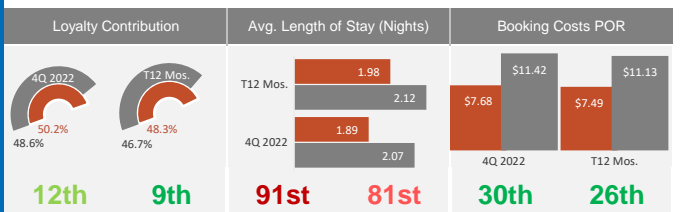
KEY PERFORMANCE METRICS



Key Performance Indexes

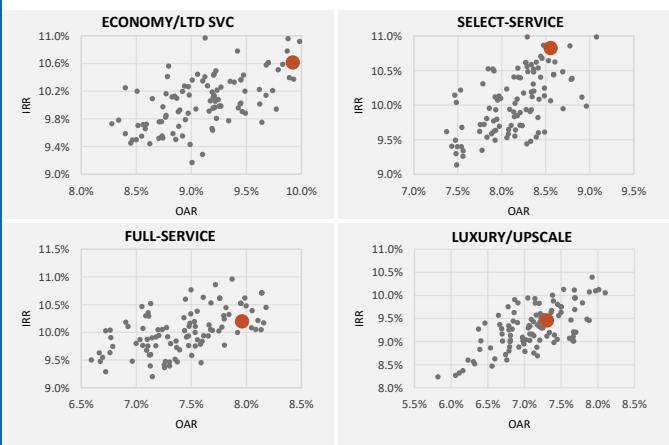


Key Benchmark Indexes



Discount and Capitalization Rates

Source: Newmark

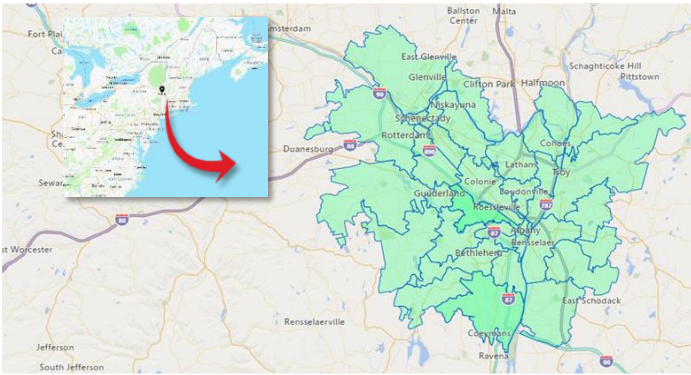


Trends and Risks

Source: Kalibri Labs, Newmark

FUNDAMENTALS	Revenue Stability	Supplier Power Trend	Investment Yields
	60th Average	7th Strong	96th Soft
	Assessment of room revenue growth and volatility over past three to five years against other Top 104 markets	Assessment of market's ability to maximize loyalty and profits, and to ward off booking costs over past 12 months	Measure of market's general investment parameters (yields, OAR, IRR, interest rates, etc.) against other Top 104 markets
RISKS	Supply Risk	Labor Risk	Macro-Fiscal Risk
	93rd Low Risk	23rd Above Average	29th Above Average
	Assessment of market supply growth over past 12 months relative to Top 104 markets	Measure of current employment health over past two years relative to Top 104 markets	Assessment of health and diversity of lodging demand generators relative to Top 104 markets

Location



Quick Facts

Jurisdictional Information
 Municipal Name: Albany
 County: Albany County
 State: New York
 Geo Coordinates (market center): 42.65258, -73.75623

Source: US Census Bureau, Dept. of Labor Statistics

Major Hotel Demand Generators
 St. Peter's Health Partners | Albany Medical Center | Golub Corp. | Hannaford Supermarkets | GE | Ellis Medicine | Stewart's Shops Corp. | GlobalFoundries | Bechtel Marine Propulsion Corp. | Glens Falls Hospital | Center for Disability Services Holding Corp. | Saratoga Hospital and Care Nursing Home | Rensselaer Polytechnic Institute | St. Mary's Hospital at Amsterdam | Empire Blue Cross | Northern Rivers Family Services | National Grid | Lia Auto Group | Momentive Performance Materials Inc. | Rivers Casino & Resort Schenectady

Metrics and Ranking

Measurement	Rankings
Population (hotel market area)	85th of 104 (Below Average)
Income per Capita	71st of 104 (Below Average)
Feeder Group Size	66th of 104 (Below Average)
Feeder Group Earnings	56th of 104 (Average)
Total Market COPE	94th of 104 (Soft)

Key Performance Metrics

YEAR ENDING	Occ %	Guest Paid		COPE		Booking Cost POR	ADR COPE %	Loyalty %	Avg. Length of Stay (Nights)	Supply (Available Rms)	Performance Index (LPI)
		ADR	RevPAR	ADR	RevPAR						
2015	61.4%	\$107.02	\$65.67	\$99.46	\$61.03	\$7.56	92.9%	48.6%	1.82	8,800	1.03
2016	60.0%	\$107.75	\$64.63	\$99.82	\$59.87	\$7.92	92.6%	51.1%	1.80	8,660	0.76
2017	60.0%	\$106.56	\$63.93	\$98.57	\$59.14	\$7.99	92.5%	52.1%	1.76	8,960	0.78
2018	60.3%	\$110.39	\$66.52	\$101.84	\$61.36	\$8.55	92.3%	55.0%	1.72	8,800	0.76
2019	62.8%	\$112.09	\$70.40	\$103.30	\$64.88	\$8.79	92.2%	59.6%	1.74	9,470	0.94
2020	38.5%	\$90.73	\$35.41	\$85.59	\$32.91	\$5.14	94.3%	42.3%	2.29	9,280	0.93
2021	53.5%	\$97.33	\$53.05	\$91.34	\$48.85	\$5.98	93.9%	45.1%	2.16	9,110	0.78
2022	56.4%	\$102.78	\$58.13	\$96.35	\$54.32	\$6.43	93.7%	46.4%	2.11	9,140	0.81
CAGR: 2015 thru 2022	-1.2%	-0.6%	-1.7%	-0.5%	-1.7%	-2.3%	0.1%	-0.7%	2.1%	0.5%	-3.4%
4Q 2021	53.0%	\$104.52	\$55.40	\$97.82	\$51.85	\$6.70	93.6%	47.6%	2.02	9,200	0.78
4Q 2022	58.6%	\$115.69	\$67.75	\$108.02	\$63.26	\$7.68	93.4%	50.2%	1.89	9,150	0.81
% Change	10.5%	10.7%	22.3%	10.4%	22.0%	14.6%	-0.2%	5.4%	-6.2%	-0.5%	3.3%

Data provided by: kalibri LABS

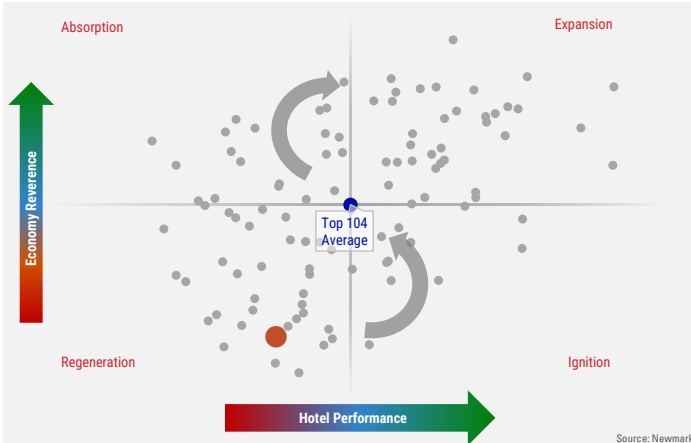
Notable Metrics

HIGHEST	T12-Month Loyalty Contribution	Latest-Quarter Loyalty Contribution	T12-Month COPE ADR Percentage
	9th Strong	12th Above Average	17th Above Average
	Albany, NY exhibited strong T12-month loyalty contribution (48.3%)	The market exhibited strong latest-quarter loyalty contribution (50.2%)	The market also benefited from strong T12-month COPE ADR percentage (93.5%)
LOWEST	OAR: Economy/Ltd Svc	IRR: Select-Service	IRR: Economy/Ltd Svc
	102nd Highly Unfavorable	100th Highly Unfavorable	99th Highly Unfavorable
	This market exhibited unfavorable OAR metrics in the economy/ltd svc segment (9.9%)	The market posted unfavorable IRR metrics in the select-service segment (10.8%)	Albany, NY also posted unfavorable IRR metrics in the economy/ltd svc segment (10.6%)

Notable Trends

FASTEST	T12-Month Rooms Supply Growth	Long-Term Historical Booking Costs POR Growth	Long-Term Historical Supply Growth
	12th Above Average	21st Above Average	22nd Above Average
	Albany, NY exhibited low rooms supply growth over the last 12 months (-0.5%)	The market has benefited from low long-term historical booking costs POR growth (1.2%)	The market also has benefited from low long-term historical supply growth (0.8%)
SLOWEST	General Economy Reversion	Short-Term Historical Supply Growth	Long-Term Historical COPE ADR Growth
	97th Soft	96th Soft	95th Soft
	The market posted weak general economic reversion (per-capita unemployment, GDP and other indicators)	We note this area has been burdened by high short-term historical supply growth (-0.2%)	Albany, NY also posted weak long-term historical COPE ADR growth (0.9%)

Market Performance Stage



Albany, NY: Regeneration Stage

The Albany, NY market is currently in the 'Regeneration' stage of the performance cycle. In this stage, hotels and the underlying economy are underperforming. The highest and best uses of hotel assets are challenged whether by lingering COVID-19 impacts, oversupply, weak economic indicators, and/or poor corporate contribution. Hotel investors look for opportunities to either exit or regenerate demand. Example markets in this stage include Chicago, IL; Detroit, MI; and Houston, TX.

Other Stages:

- Ignition:** In the 'Ignition' stage, hotels typically perform adequately for operators to enjoy positive returns, with confidence the economy will recover from the COVID-19 crisis. While the regional economy continues to recover, strong hotel performance locally is igniting expansion in certain key sectors. Example markets in this stage include Knoxville, TN; Miami, FL; and Myrtle Beach, SC.
- Absorption:** In the 'Absorption' stage, hotels are underperforming but in an economy with resilience and confidence the economy will shed lingering pandemic impacts, presenting upside for CRE. Barriers to entry are high and the market hosts little or no new supply, allowing for the existing stock of rooms to be absorbed. Example markets in this stage include Atlanta, GA; Charlotte, NC; and Columbus, OH.
- Expansion:** In the 'Expansion' stage, hotels perform adequately, contributing to a resilient economy that is approaching a 'post' pandemic environment. Displacement demand is high, new hotel supply is feasible (despite barriers normally being high), and the overall economy is expanding. Example markets in this stage include Anaheim, CA; Austin, TX; and Boston, MA.

Industry Observations

Business Cycle: In Expansion
 0.7%

Risk Exposure (402 US markets): 99th Percentile: High Risk

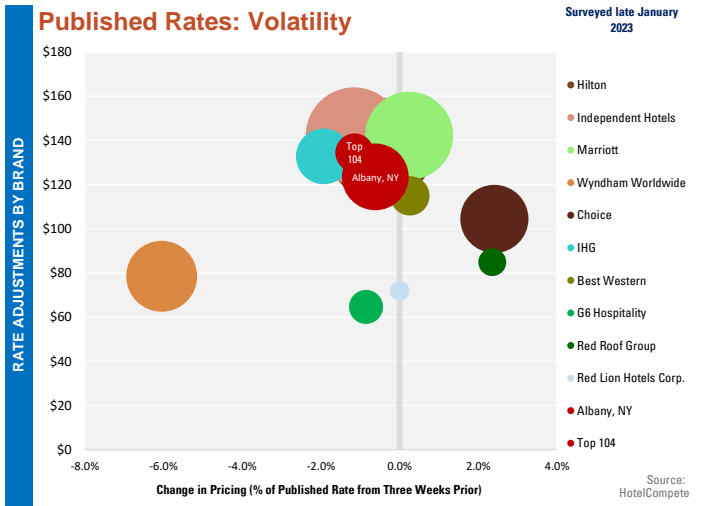
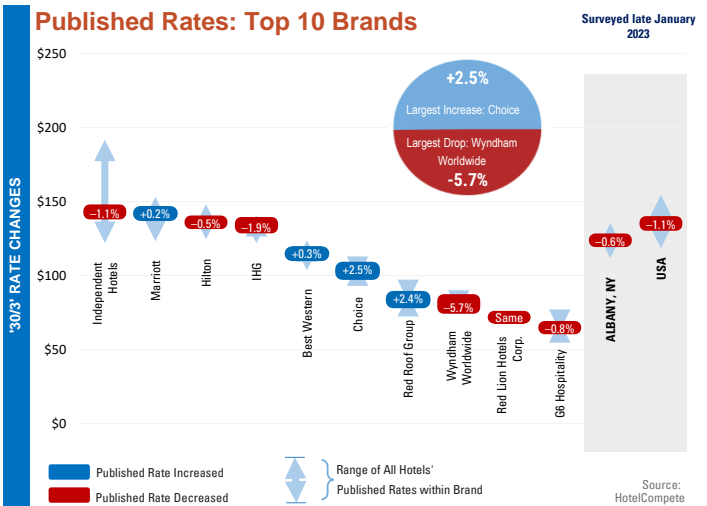
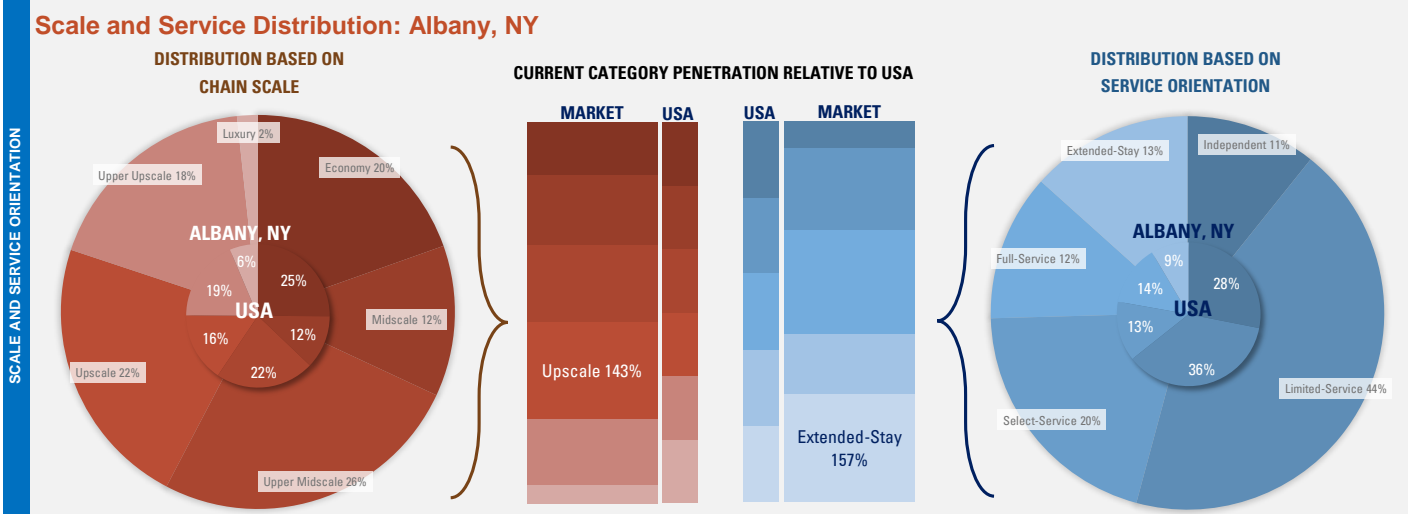
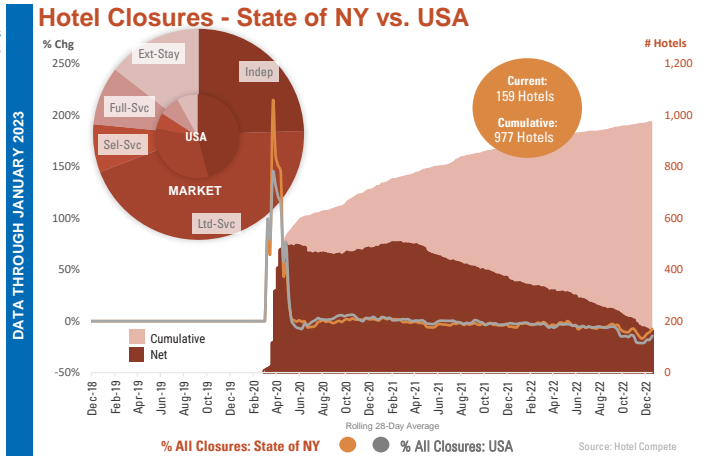
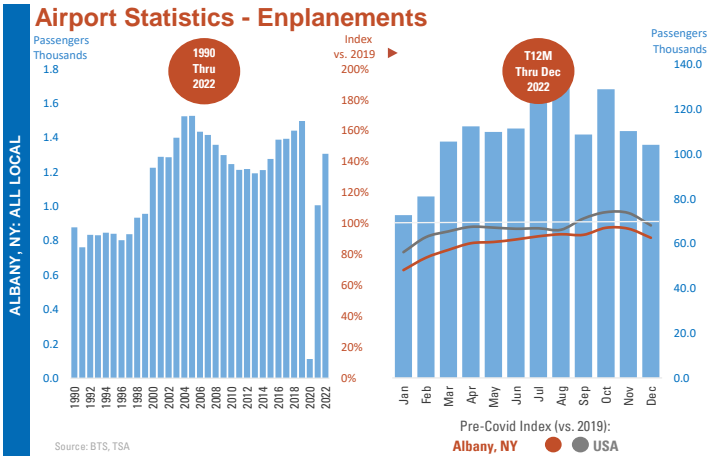
Key Industry Notes: College town, high tech
 Technical skills - graduates
 Central location
 Low employment volatility
 Graduate retention

Moody's Rating

Aa3
 Investment Grade

Long-term investment grade, Prime-1 short-term outlook





Published Rate Observations: 30-Day Advance

MARKET LEVEL	Published Rate Level	Rate Movement	Optimism
	59th Average	46th Average	27th Above Average
	The 30-day advanced published rate for the market was a moderate \$123.48, ranking 59th out of 104 markets. (Guest-Paid ADR ranked a somewhat conservative 67th at \$115.69 in 4Q 2022.)	Published rates have recently been moving downward, decreasing by a modest 0.6% over three weeks going into late January 2023. By comparison, the T-104 average posted downward movement of 1.13%.	Published rates reported in late January 2023 were 6.7% higher than the market's Guest-Paid ADR in 4Q 2022. This optimism is above average. By comparison, the T-104 spread was -13.9%.

Published Rate Observations: Brand Level

BRAND LEVEL	Published Rate Integrity	Coverage	Volatility
	69th Below Average	70th Below Average	5th Very Low
	Published rates among the top 10 brands have a moderate amount of integrity with some pricing overlap, suggesting bottom-feeding occasionally exists.	Albany, NY has a below average spectrum of rate classes and traveler types among its top 10 brands, and the range of coverage has been holding steady.	Albany, NY's top 10 brands are exhibiting very low volatility with respect to advanced booking pricing movements in the three weeks leading into late January 2023.

Nsights Hotel Market Reports Coverage



Akron, OH	Dayton, OH	Louisville, KY	Portland, OR
Albany, NY	Denver, CO	Madison, WI	Raleigh, NC
Albuquerque, NM	Des Moines, IA	Memphis, TN	Rapid City, SD
Anaheim, CA	Detroit, MI	Miami, FL	Richmond, VA
Arkansas State Area, AR	El Paso, TX	Michigan North Area, MI	Sacramento, CA
Atlanta, GA	Fayetteville, AR	Michigan South Area, MI	Saint Louis, MO
Augusta, GA	Fort Lauderdale, FL	Milwaukee, WI	Saint Petersburg, FL
Austin, TX	Fort Myers, FL	Minneapolis, MN	Salt Lake City, UT
Bakersfield, CA	Fort Worth, TX	Mobile, AL	San Antonio, TX
Baltimore, MD	Fresno, CA	Myrtle Beach, SC	San Bernardino, CA
Baton Rouge, LA	Greensboro, NC	Nashville, TN	San Diego, CA
Bentonville, AR	Greenville, SC	New Brunswick, NJ	San Francisco, CA
Birmingham, AL	Harrisburg, PA	New Orleans, LA	San Joaquin Valley, CA
Boise City, ID	Hartford, CT	New York, NY	San Jose, CA
Boston, MA	Houston, TX	Newark, NJ	Sarasota, FL
Buffalo, NY	Indiana North Area, IN	Oahu Island, HI (Branded)	Savannah, GA
Charleston, SC	Indiana South Area, IN	Oakland, CA	Seattle, WA
Charlotte, NC	Indianapolis, IN	Odessa-Midland, TX	Spokane, WA
Chattanooga, TN	Jackson, MS	Oklahoma City, OK	Tampa, FL
Chicago, IL	Jacksonville, FL	Omaha, NE	Tucson, AZ
Cincinnati, OH	Kansas City, MO	Orlando, FL (Non-Disney)	Tulsa, OK
Cleveland, OH	Knoxville, TN	Palm Desert, CA	Virginia Beach, VA
Colorado Springs, CO	Las Vegas, NV (Non-Strip)	Philadelphia, PA	Washington State Area, WA
Columbia, SC	Lexington, KY	Phoenix, AZ	Washington, DC
Columbus, OH	Little Rock, AR	Pittsburgh, PA	West Palm Beach, FL
Dallas, TX	Los Angeles, CA	Portland, ME	Wichita, KS

*Customized market reports available upon request

Hospitality, Gaming & Leisure

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Our Hospitality, Gaming & Leisure platform has experience in valuation assignments and market analysis for properties including:

- Hotels and Resorts
- Gaming Facilities
- Arenas, Stadiums and Sports Facilities

- Conference, Expo and Convention Centers
- Golf Courses
- Marinas

- Ski and Village Resorts
- Water Parks, Amusement Parks and Attractions

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We empower owners and operators to maximize economic incentives and advise government entities on the impact of incentives on a community or development.

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We take feasibility studies to the next level, combining market knowledge with expert economic impact analysis and acumen in cash-on-cash, ROI and other metrics.

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Our seamless approach to fulfilling clients' financial reporting requirements means no outside assistance is needed.

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Our experts bring a strategic perspective and hands-on approach, exceeding the depth and scope of typical litigation services every time.

Portfolio Analytics
We bring industry averages and trends to bear on traditional analytics, ensuring comprehensive due diligence.

Property Tax
We understand every aspect of a property's operations, allowing us to craft advanced tax strategies.

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