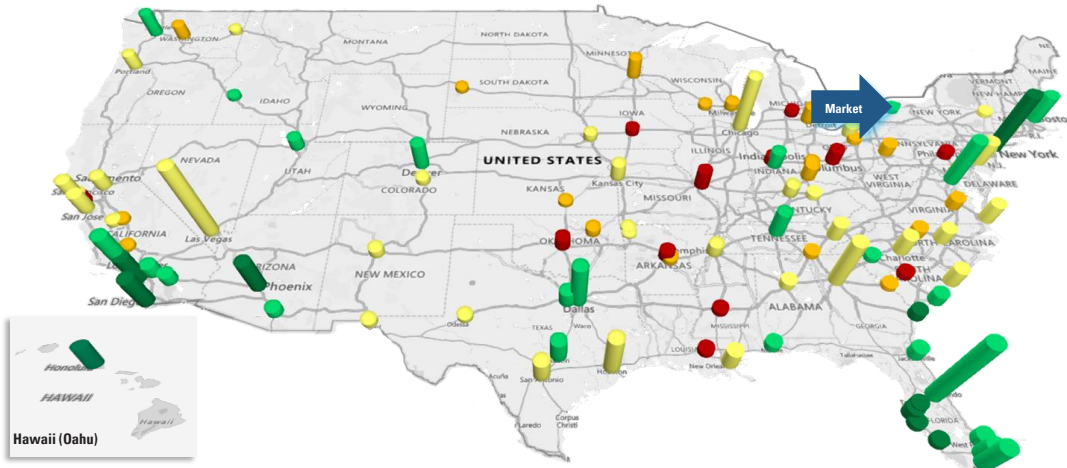


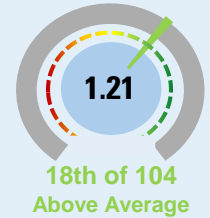
1Q 2024 BUFFALO, NY



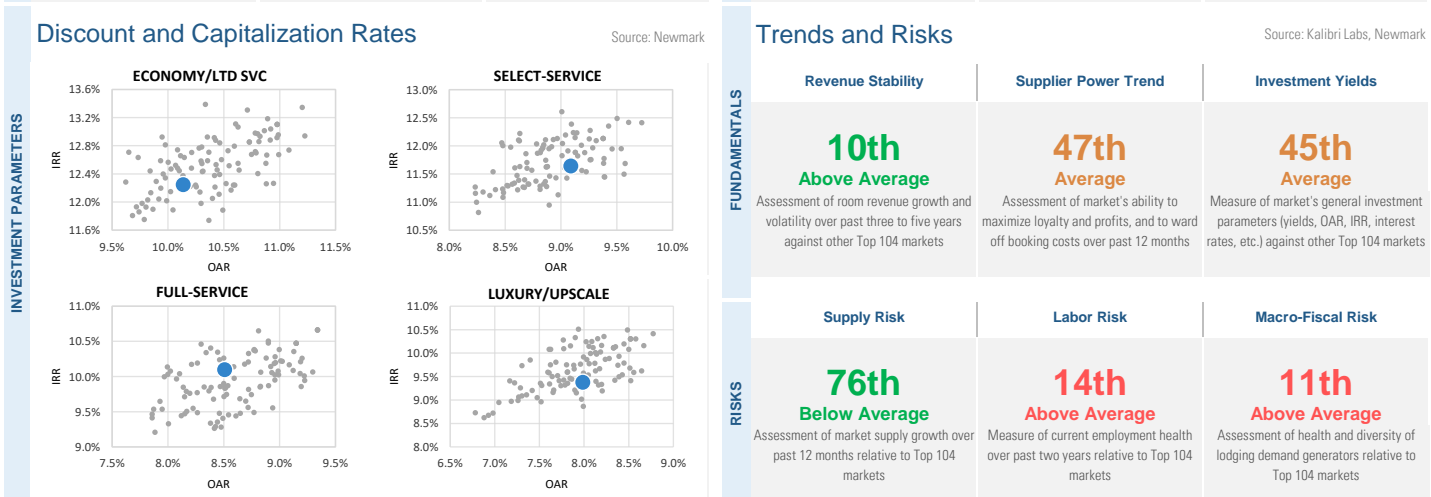
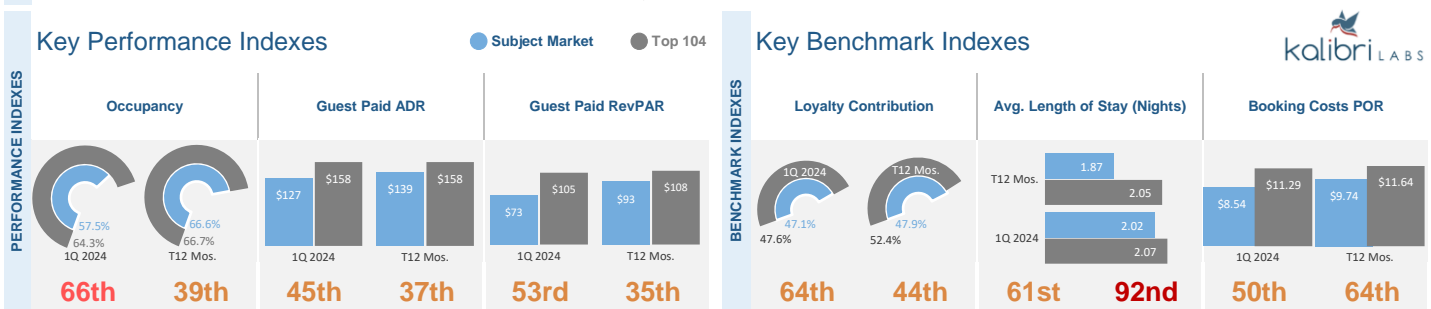
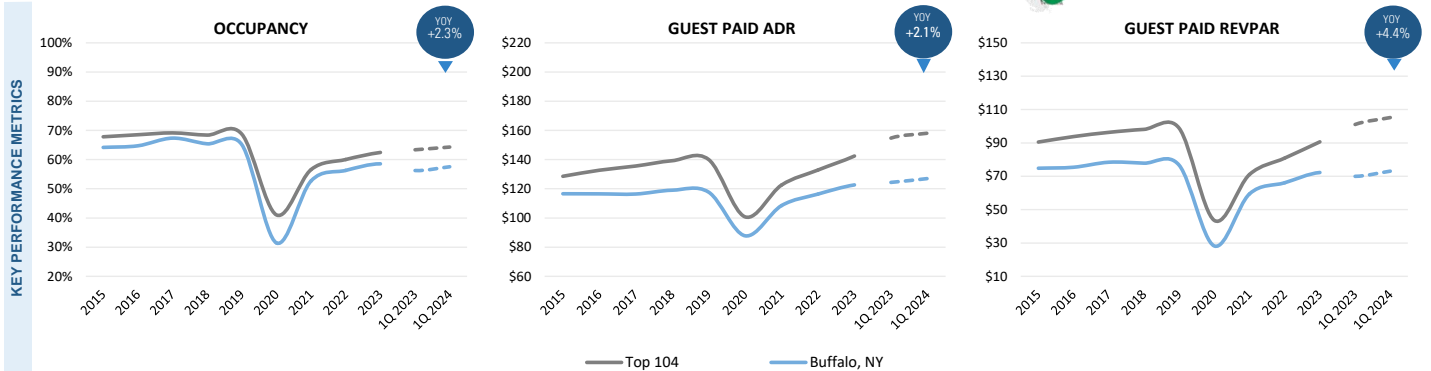
Logging Performance Index Snapshot



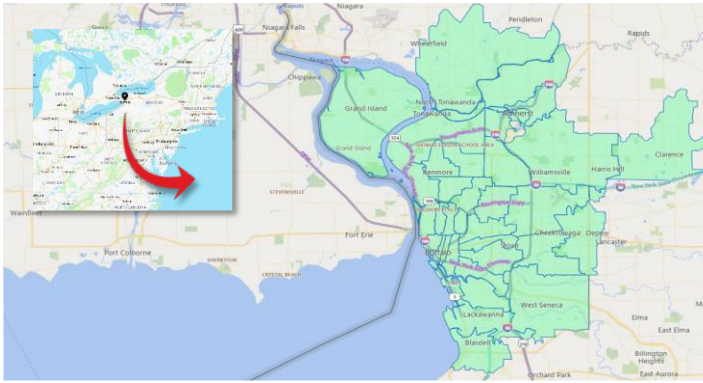
LOGGING PERFORMANCE INDEX Buffalo, NY



Ranking of overall '1Q 2024 LPI' performance (1.21) against all 104 surveyed markets.



Location



Quick Facts

Jurisdictional Information Source: US Census Bureau, Dept. of Labor Statistics

Municipal Name: Buffalo
 County: Erie County
 State: New York
 Geo Coordinates (market center): 42.88645, -78.87837

Major Hotel Demand Generators

Kaleida Health | Catholic Health | M&T Bank | University at Buffalo | Employer Services Corp. | Tops Friendly Markets | Seneca Gaming Corp. | Erie County Medical Center (ECMC) Corp. | Wegmans Food Markets Inc. | Catholic Diocese of Buffalo | HSBC Bank USA NA | Roswell Park Cancer Institute | GEICO | Alcott HR Group Inc. | People Inc. | Moog Inc. | Dresser-Rand Co. | First Niagara Bank NA | Delaware North | VA Western New York Healthcare System

Metrics and Ranking	Measurement	Rankings
Population (hotel market area)	593,220	78th of 104 (Below Average)
Income per Capita	\$34,268	97th of 104 (Soft)
Feeder Group Size	91.6 Persons PSR	74th of 104 (Below Average)
Feeder Group Earnings	\$3,139,535 PSR	41st of 104 (Average)
Total Market Hotel Revenues	\$325.8 million	79th of 104 (Below Average)

Key Performance Metrics

YEAR ENDING	Occ %	Guest Paid ADR	RevPAR	COPE		Booking Co: POR	ADR COPE %	Loyalty %	Avg Length of Stay Nights	Supply Rooms	Performance Index (LPI)
2015	64.2%	\$116.60	\$74.83	\$107.14	\$68.76	\$9.45	91.9%	49.2%	1.79	9,450	0.89
2016	64.7%	\$116.53	\$75.42	\$107.04	\$69.28	\$9.48	91.9%	50.8%	1.72	9,760	0.76
2017	67.4%	\$116.41	\$78.41	\$106.75	\$71.90	\$9.67	91.7%	51.6%	1.73	9,660	1.06
2018	65.4%	\$119.03	\$77.86	\$109.12	\$71.38	\$9.91	91.7%	54.7%	1.71	9,840	0.87
2019	65.1%	\$117.69	\$76.66	\$107.96	\$70.32	\$9.73	91.7%	57.3%	1.70	10,080	0.79
2020	31.4%	\$87.79	\$28.22	\$81.90	\$25.76	\$5.88	93.3%	43.3%	2.10	10,050	0.50
2021	52.7%	\$108.50	\$59.43	\$100.94	\$53.20	\$7.56	93.0%	44.1%	2.00	10,000	0.86
2022	56.3%	\$116.37	\$66.11	\$108.28	\$60.96	\$8.09	93.0%	45.4%	1.99	10,000	1.01
2023	58.5%	\$122.65	\$72.26	\$114.10	\$66.80	\$8.55	93.0%	46.0%	1.94	10,000	1.20
CAGR: 2015 thru 2023	-1.1%	0.6%	-0.4%	0.8%	-0.4%	-1.2%	0.2%	-0.8%	1.0%	0.7%	3.8%
1Q 2023	56.3%	\$124.37	\$69.97	\$115.71	\$65.09	\$8.66	93.0%	46.6%	1.86	9,860	0.99
1Q 2024	57.5%	\$126.98	\$73.07	\$118.44	\$68.15	\$8.54	93.3%	47.1%	2.02	9,730	1.21

Data provided by: **kalibri** LABS

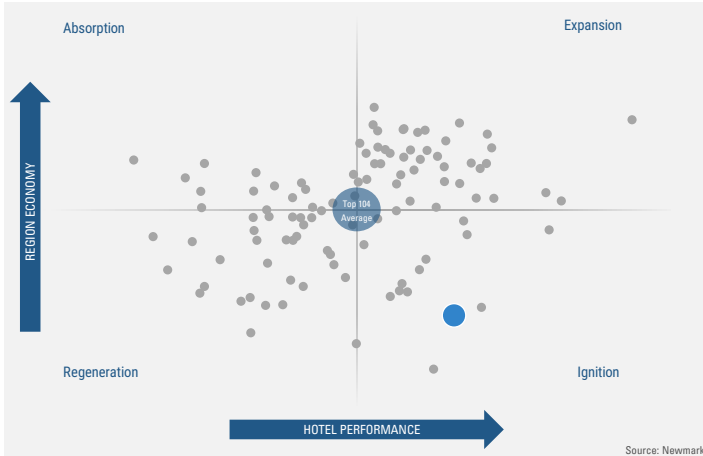
Notable Metrics

HIGHEST	Latest-Quarter LPI	Feeder Population Per Room	Population Density per Room
	18th Above Average	27th Above Average	28th Above Average
	Buffalo, NY enjoyed strong latest-quarter LPI (1.21)	The market posted a high ratio of feeder population per room (43.04)	The market also boasted strong population density per room (60.42)
LOWEST	Economy Median Income	T12-Month Average Length of Stay	Total Rooms Supply
	97th Soft	92nd Soft	91st Soft
	This market was stymied by weak Economy Median Income (\$34,268)	The market exhibited weak T12-month average length of stay (1.87 Nights)	Buffalo, NY also is burdened with a small and non-diverse hotel market (9,731)

Notable Trends

STRONGEST	Short-Term Historical Occupancy Growth	Short-Term Historical Average Length of Stay Growth	Long-Term Historical Occupancy Growth
	1st Very Strong	5th Strong	7th Strong
	Buffalo, NY has benefited from strong short-term historical occupancy growth (2.2%)	The market has benefited from strong short-term historical average length of stay growth (3.3%)	The market also enjoyed strong long-term historical occupancy growth (1.1%)
WEAKEST	Short-Term Historical Loyalty Contribution Growth	Long-Term Historical Loyalty Contribution Growth	General Economy Reversion
	104th Soft	102nd Soft	101st Soft
	The market has been hindered by weak short-term historical loyalty contribution growth (0.4%)	We note this area has been hindered by weak long-term historical loyalty contribution growth (2.2%)	Buffalo, NY also posted weak general economic reversion (per-capita unemployment, GDP and other indicators)

Market Performance Stage



Buffalo, NY: Ignition Stage

The Buffalo, NY market is currently in the 'Ignition' stage of the performance cycle. In this stage, hotels typically perform adequately for operators to enjoy positive returns, with confidence the economy will remain fully recovered from the pandemic. While the regional economy continues to recover, strong hotel performance locally is igniting expansion in certain key sectors. Example markets in this stage include Baltimore, MD; Chicago, IL; and Houston, TX.

Other Stages:

Regeneration: In the 'Regeneration' stage, hotels and the underlying economy are underperforming. The highest and best uses of hotel assets are still being challenged by lingering pandemic 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 Cincinnati, OH; Detroit, MI; and Knoxville, TN.

Absorption: In the 'Absorption' stage, hotels are underperforming but in an economy with resilience and confidence the economy will shed any 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 Columbus, OH; Kansas City, MO; and Minneapolis, MN.

Expansion: In the 'Expansion' stage, hotels perform adequately, contributing to a resilient economy that has fully exited from the 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; Atlanta, GA; and Austin, TX.

Industry Observations

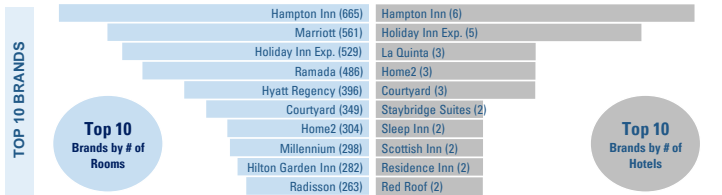
MOODY'S ANALYTICS

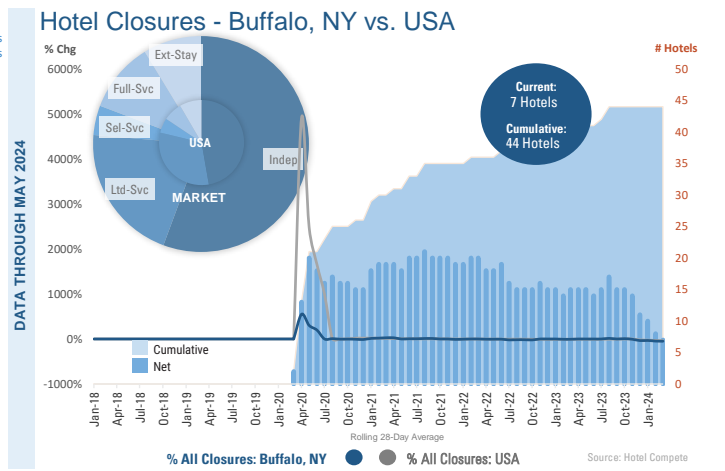
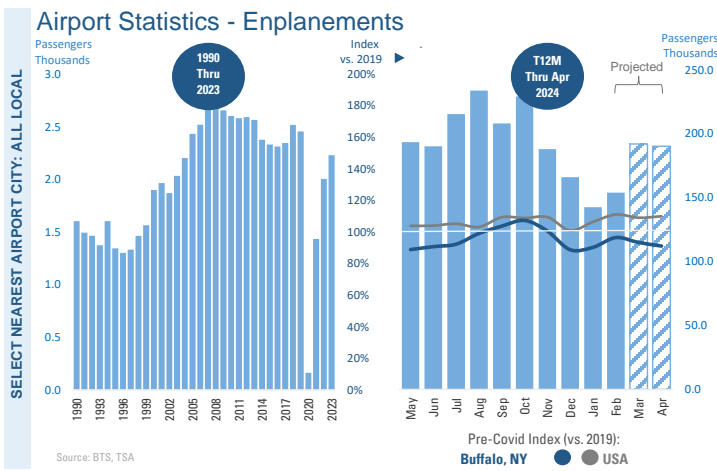
Business Cycle: **At Risk**
 Employment Growth (2 yr): **5.3%**
 Risk Exposure (402 US markets): **91st Percentile: Above Average**
 Key Industry Notes: Manufacturing, medical; Housing affordability; Tourist attractions; Low business costs; Population losses

Moody's Rating

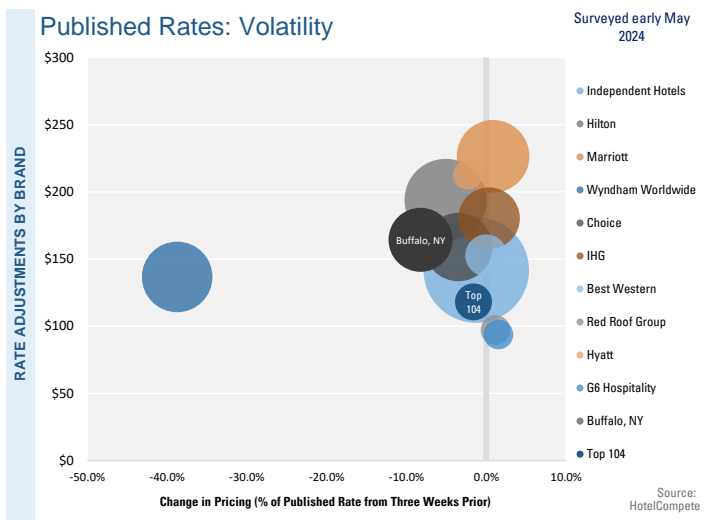
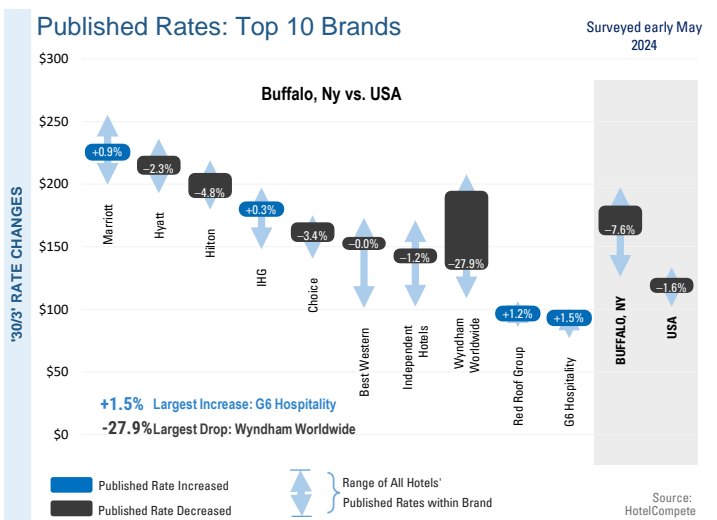
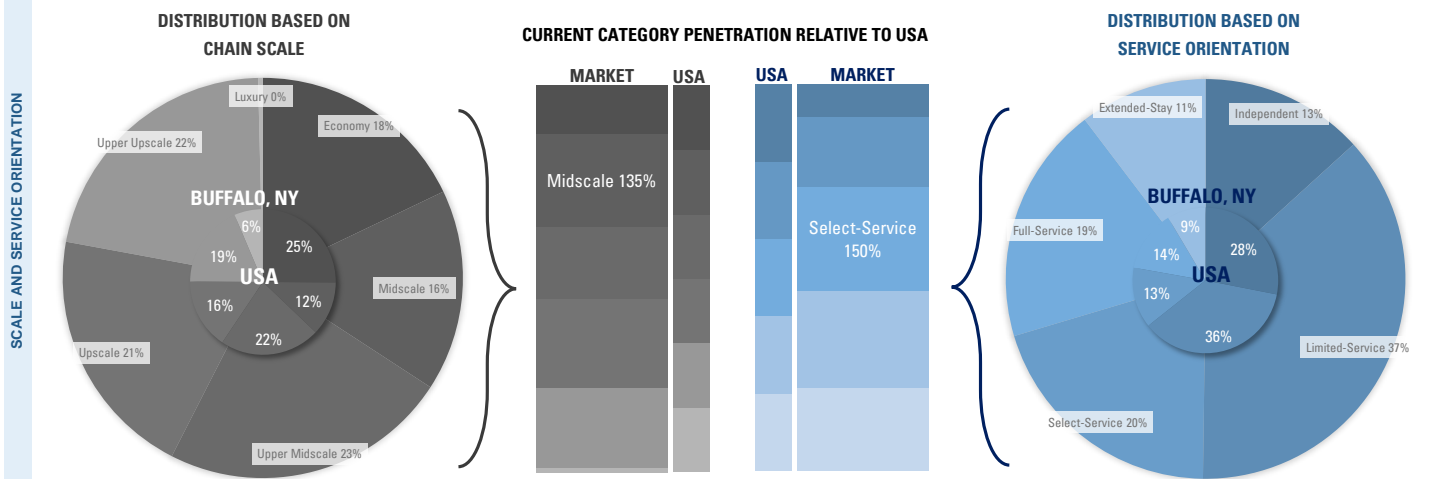
NR

This market is not rated by Moody's





Scale and Service Distribution: Buffalo, NY

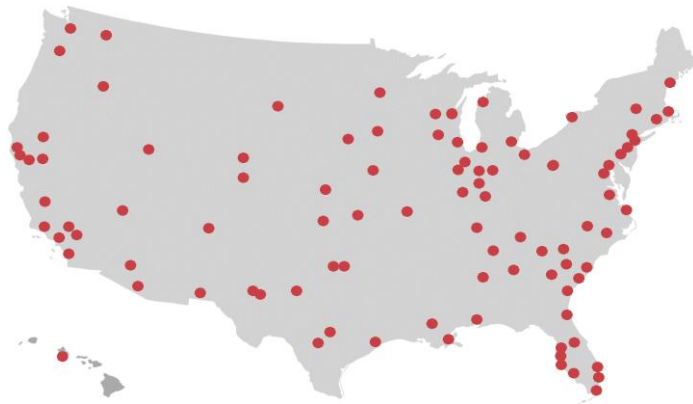


Published Rate Observations: 30-Day Advance

MARKET LEVEL	Published Rate Level	Rate Movement	Optimism
	30th Above Average	103rd Soft	23rd Above Average
	The 30-day advanced published rate for the market was a somewhat aggressive \$164.31, ranking 30th out of 104 markets. (Guest-Paid ADR ranked a moderate 45th at \$126.98 in 1Q 2024.)	Published rates have recently been moving downward, decreasing by a substantial 7.6% over three weeks going into early May 2024. By comparison, the T-104 average posted downward movement of 1.58%.	Published rates reported in early May 2024 were 29.4% higher than the market's Guest-Paid ADR in 1Q 2024. This optimism is above average. By comparison, the T-104 spread was -25.3%.

BRAND LEVEL	Published Rate Integrity	Coverage	Volatility
	83rd Below Average	50th Average	94th High
	Published rates among the top 10 brands has a moderate amount of integrity with some pricing overlap, suggesting bottom-feeding occasionally exists.	Buffalo, NY has an average spectrum of rate classes and traveler types among its top 10 brands, and the range of coverage has been contracting.	Buffalo, NY's top 10 brands are exhibiting high volatility with respect to advanced booking pricing movements in the three weeks leading into early May 2024.

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

Our Hospitality, Gaming & Leisure practice is focused exclusively on providing superior valuation and consulting services for a broad range of hotels, casinos and leisure properties. Our team takes a holistic, consultative approach that goes far beyond the physical asset, analyzing every aspect of a property's business and real estate operations to identify all areas of value for owners and investors.

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

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Golf Courses

Marinas

Ski and Village Resorts

Water Parks, Amusement Parks and Attractions

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Feasibility

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.

Litigation

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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