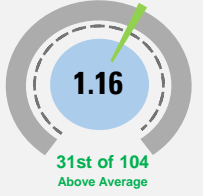


4Q 2022 NEW YORK, NY



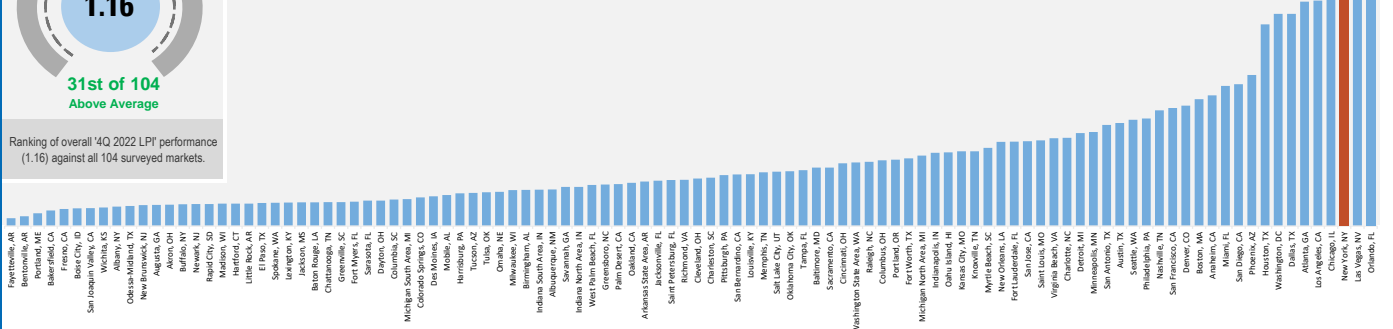
Fundamentals Dashboard

Lodging Performance Index

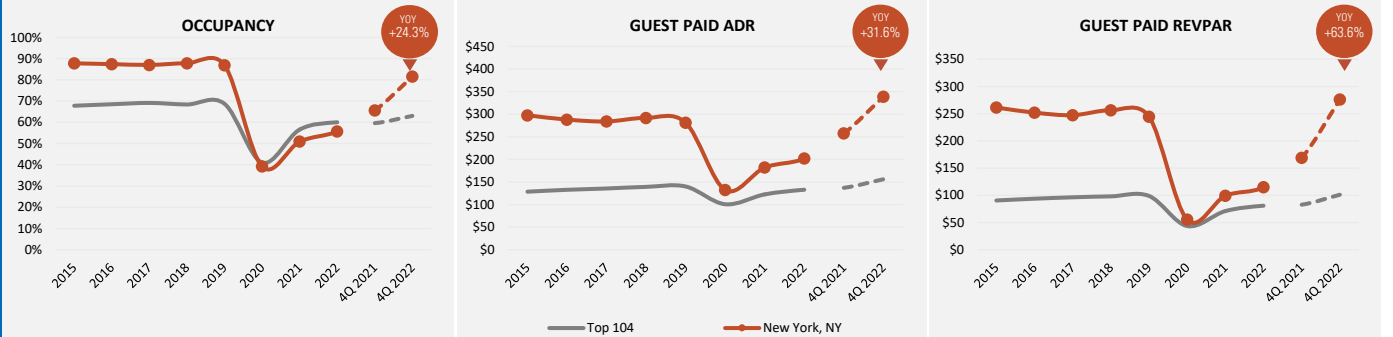


Ranking of overall 4Q 2022 LPI performance (1.16) against all 104 surveyed markets.

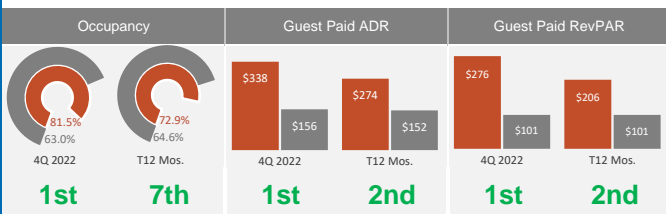
ROOM SUPPLY RANKING vs. MAJOR US MARKETS



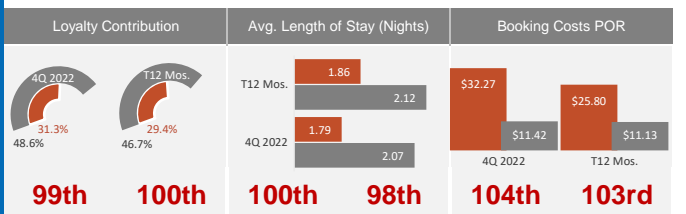
KEY PERFORMANCE METRICS



Key Performance Indexes

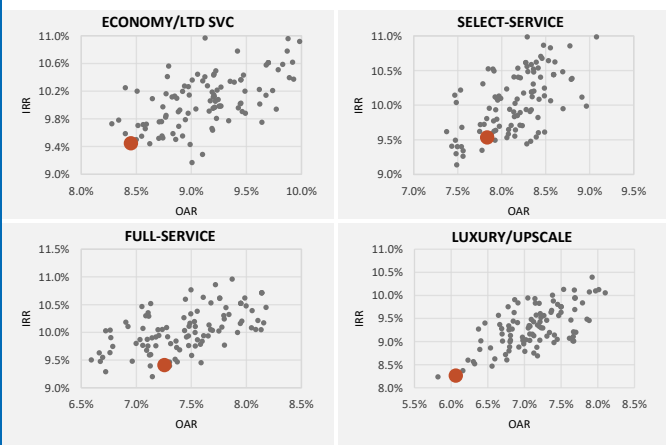


Key Benchmark Indexes



Discount and Capitalization Rates

Source: Newmark

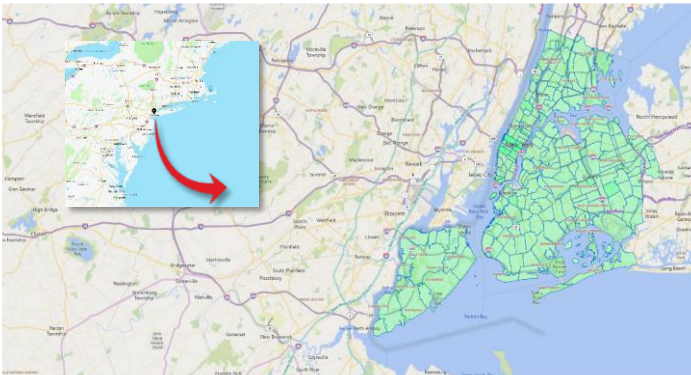


Trends and Risks

Source: Kalibri Labs, Newmark

FUNDAMENTALS		
Revenue Stability 65th Average Assessment of room revenue growth and volatility over past three to five years against other Top 104 markets	Supplier Power Trend 102nd Soft Assessment of market's ability to maximize loyalty and profits, and to ward off booking costs over past 12 months	Investment Yields 2nd Strong Measure of market's general investment parameters (yields, OAR, IRR, interest rates, etc.) against other Top 104 markets
RISKS		
Supply Risk 8th High Risk Assessment of market supply growth over past 12 months relative to Top 104 markets	Labor Risk 2nd High Risk Measure of current employment health over past two years relative to Top 104 markets	Macro-Fiscal Risk 77th Below Average Assessment of health and diversity of lodging demand generators relative to Top 104 markets

Location



Quick Facts

Jurisdictional Information
 Municipal Name: New York City
 County: Bronx County, Kings County, New York County, and others
 State: New York
 Geo Coordinates (market center): 40.66347, -73.9387

Major Hotel Demand Generators
 Montefiore Health System | Mount Sinai Health System | JPMorgan Chase & Co. | Bank of America | New York-Presbyterian Healthcare System | NYU Langone Medical Center | Macy's Inc. | Verizon Communications | Columbia University | Citigroup Inc. | Morgan Stanley | Memorial Sloan-Kettering Cancer Center | City University of New York | PwC | Staffing Alternatives | Delta Air Lines Inc. | Time Warner Inc. | American Airlines | Archdiocese of New York | Rutgers, The State University of New Jersey

Metrics and Ranking
 Population (hotel market area): 7,328,431
 Income per Capita: \$57,782
 Feeder Group Size: 78 Persons PSR
 Feeder Group Earnings: \$4,505,363 PSR
 Total Market COPE: \$9.4 billion

Rankings
 3rd of 104 (Very Large)
 23rd of 104 (Above Average)
 59th of 104 (Average)
 73rd of 104 (Below Average)
 1st of 104 (Strong)

Source: US Census Bureau, Dept. of Labor Statistics

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	87.8%	\$297.56	\$261.23	\$268.84	\$236.01	\$28.72	90.3%	41.6%	2.06	102,830	1.60
2016	87.4%	\$288.07	\$251.79	\$260.00	\$227.26	\$28.07	90.3%	44.1%	2.05	107,420	1.35
2017	87.0%	\$283.92	\$247.11	\$256.52	\$223.26	\$27.40	90.3%	44.7%	2.04	110,870	1.30
2018	87.8%	\$291.80	\$256.18	\$265.10	\$232.73	\$26.70	90.8%	45.9%	2.02	111,790	1.52
2019	86.9%	\$281.11	\$244.28	\$255.72	\$222.22	\$25.39	91.0%	49.6%	1.81	131,310	1.16
2020	39.2%	\$132.23	\$56.26	\$123.20	\$48.28	\$9.04	93.2%	19.0%	3.16	124,250	0.96
2021	50.9%	\$181.94	\$99.04	\$166.19	\$84.57	\$15.76	91.3%	24.8%	2.15	121,760	0.97
2022	55.7%	\$201.77	\$114.82	\$183.66	\$102.27	\$18.11	91.0%	26.9%	1.98	123,650	1.16
CAGR: 2015 thru 2022	-6.3%	-5.4%	-11.1%	-5.3%	-11.3%	-6.4%	0.1%	-6.0%	-0.6%	2.7%	-4.6%
4Q 2021	65.6%	\$257.17	\$168.60	\$233.02	\$152.77	\$24.15	90.6%	29.8%	1.82	125,280	0.97
4Q 2022	81.5%	\$338.41	\$275.78	\$306.15	\$249.49	\$32.27	90.5%	31.3%	1.79	131,520	1.16
% Change	24.3%	31.6%	63.6%	31.4%	63.3%	33.6%	-0.2%	4.9%	-1.8%	5.0%	19.5%

Data provided by: kalibri LABS

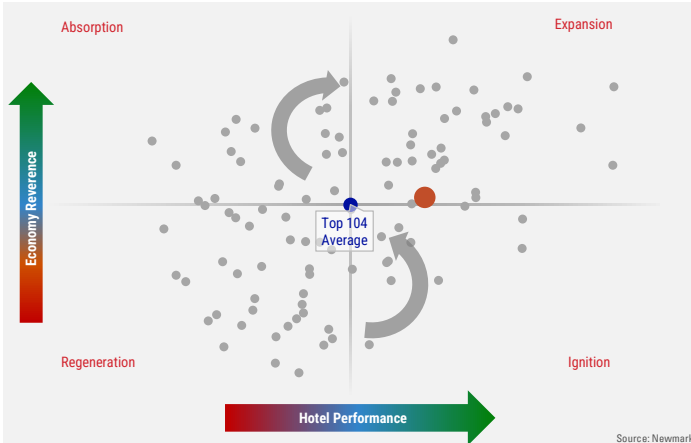
Notable Metrics

HIGHEST	Latest-Quarter Occupancy 1st Strong New York, NY enjoyed strong latest-quarter occupancy (81.5%)	Latest-Quarter Guest Paid ADR 1st Strong The market exhibited strong latest-quarter Guest Paid ADR (\$338.41)	Latest-Quarter Guest Paid RevPAR 1st Strong The market also benefited from strong latest-quarter Guest Paid RevPAR (\$275.78)
	Latest-Quarter Booking Costs POR 104th Soft This market has been burdened by high latest-quarter booking costs (\$32.27)	T12-Month COPE ADR Percentage 103rd Soft The market has been hampered by weak T12-month COPE ADR percentage (90.6%)	T12-Month Booking Costs POR 103rd Soft New York, NY also was burdened by high T12-month booking costs POR (\$25.80)

Notable Trends

FASTEST	Short-Term Historical Loyalty Contribution Growth 15th Above Average New York, NY enjoyed strong short-term historical loyalty contribution growth (3.5%)	Long-Term Historical Booking Costs POR Growth 26th Above Average The market has benefited from low long-term historical booking costs POR growth (1.4%)	Overall Health of Hotel Market 27th Above Average The market also has benefited from strong general hotel market performance (levels and trends of fundamentals)
	Short-Term Historical Average Length of Stay Growth 101st Soft The market exhibited weak short-term historical average length of stay growth (-1.5%)	Long-Term Historical Average Length of Stay Growth 100th Soft We note this area exhibited weak long-term historical average length of stay growth (-1.2%)	T12-Month Rooms Supply Growth 97th Soft New York, NY also has been hindered by high rooms supply growth over the last 12 months (5.0%)

Market Performance Stage



New York, NY: Expansion Stage

The New York, NY market is currently in the 'Expansion' stage of the performance cycle. In this 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.

Other Stages:

Regeneration: In the 'Regeneration' 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.

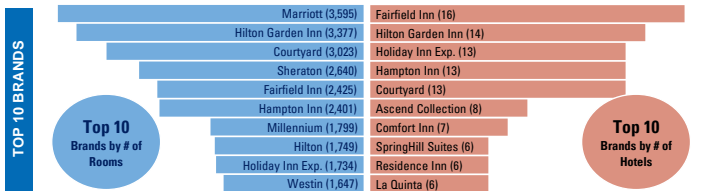
Ignition: In the 'Ignition' stage, hotels typically perform adequately for operators to enjoy positive returns, with confidence the economy will recover from the COVID-19 crisis. While the regional economy continues to recover, strong hotel performance locally is igniting expansion in certain key sectors. Example markets in this stage include Knoxville, TN; Miami, FL; and Myrtle Beach, SC.

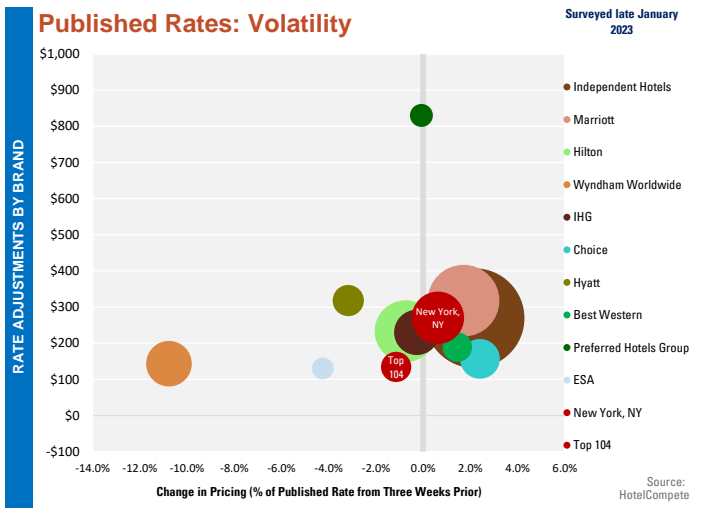
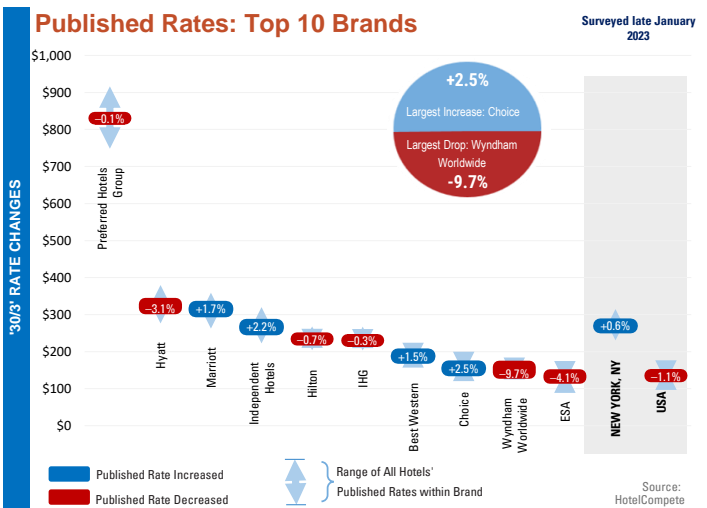
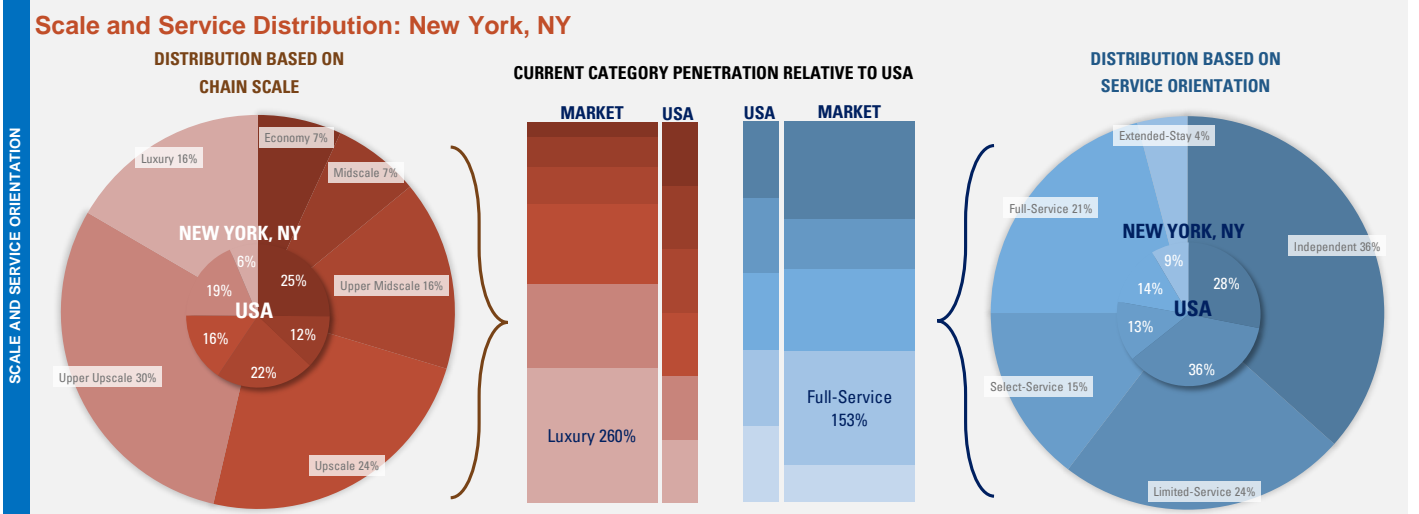
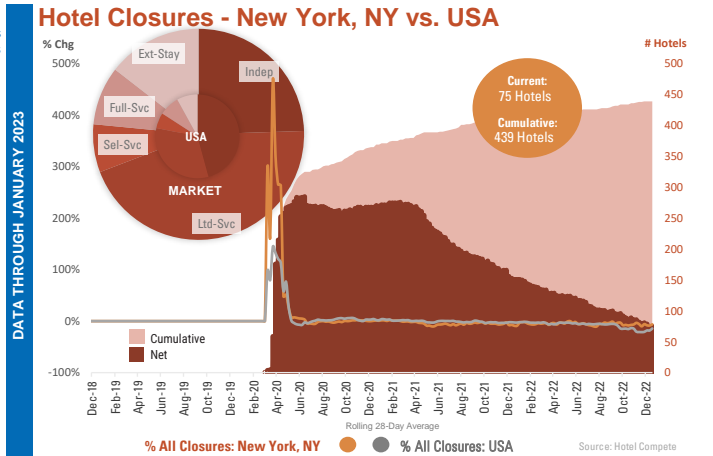
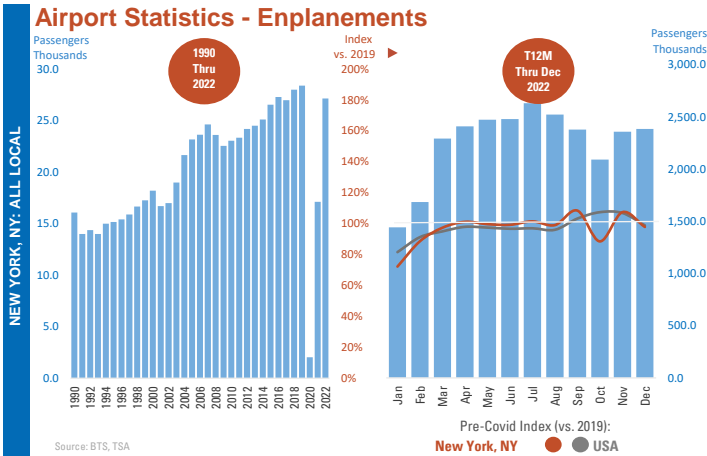
Absorption: In the 'Absorption' stage, hotels are underperforming but in an economy with resilience and confidence the economy will shed lingering pandemic impacts, presenting upside for CRE. Barriers to entry are high and the market hosts little or no new supply, allowing for the existing stock of rooms to be absorbed. Example markets in this stage include Atlanta, GA; Charlotte, NC; and Columbus, OH.

Industry Observations

Business Cycle: In Recovery
Employment Growth (2 yr): -3.2%
Risk Exposure (402 US markets): 83rd Percentile: Above Average
Key Industry Notes: Financial, medical center
 Financial capital of the world
 High per capita income
 International immigration
 High costs: taxes, housing

Moody's Rating
Aa1
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
	2nd Strong	7th Strong	103rd Soft
	The 30-day advanced published rate for the market was a very aggressive \$270.36, ranking 2nd out of 104 markets. (Guest-Paid ADR ranked a very aggressive 1st at \$338.41 in 4Q 2022.)	Published rates have recently been moving upward, increasing 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 20.1% lower than the market's Guest-Paid ADR in 4Q 2022. This optimism is soft. By comparison, the T-104 spread was -13.9%.

BRAND LEVEL	Published Rate Integrity	Coverage	Volatility
	1st Strong	1st Strong	51st Moderate
	Published rates among the top 10 brands have a significant amount of integrity with very little pricing overlap, suggesting bottom-feeding rarely exists.	New York, NY has a strong spectrum of rate classes and traveler types among its top 10 brands, and the range of coverage has been widening.	New York, NY's top 10 brands are exhibiting moderate 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

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

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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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 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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FOR INFORMATION CONTACT:

Bryan Younge MAI, ASA, FRICS

Executive Vice President, Valuation & Advisory,
 Specialty Practice Leader – Hospitality, Gaming & Leisure
 m 773-263-4544
 bryan.younge@nrmk.com

CONTACT: NORTHEAST/NEW ENGLAND MARKETS

FOR MORE INFORMATION

Bryan Younge, MAI, ASA, FRICS
 Senior Managing Director
 Practice Leader - Hospitality, Gaming & Leisure
NEWMARK VALUATION & ADVISORY
 Americas
 m 773-263-4544
 bryan.younge@nrmk.com

Jeff Mayer
 Executive Vice President
 Hospitality, Gaming & Leisure
NEWMARK VALUATION & ADVISORY
 Northeast/New England Markets
 t 212-850-5416
 jeff.mayer@nrmk.com

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