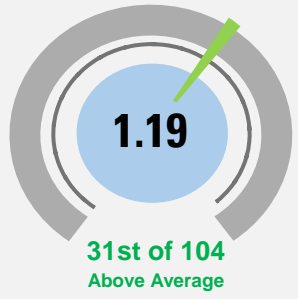


# 2Q 2022 SAN ANTONIO, TX



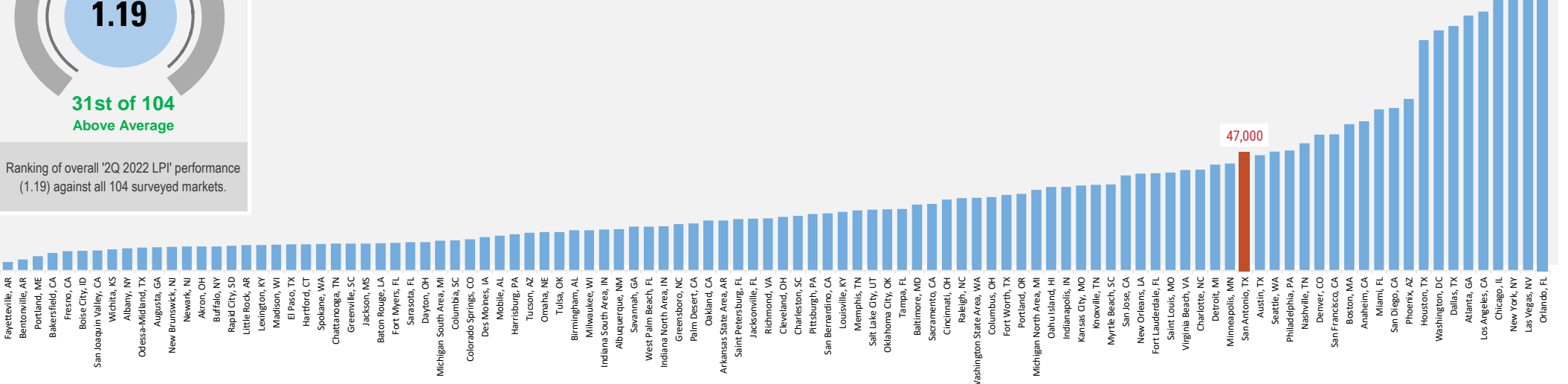
## Fundamentals Dashboard

### Lodging Performance Index



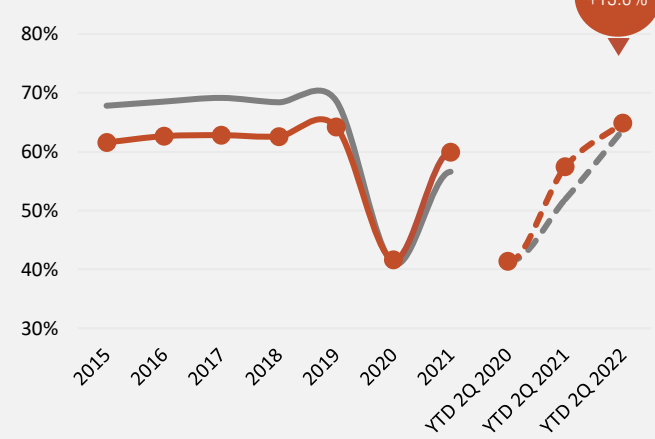
Ranking of overall '2Q 2022 LPI' performance (1.19) against all 104 surveyed markets.

### ROOM SUPPLY RANKING vs. MAJOR US MARKETS

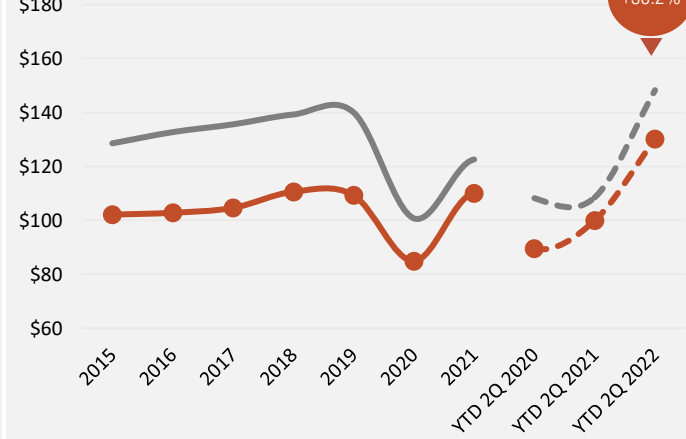


KEY PERFORMANCE METRICS

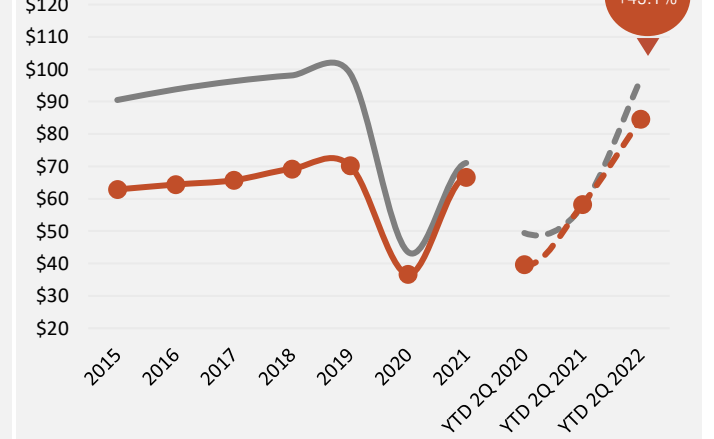
### OCCUPANCY



### GUEST PAID ADR

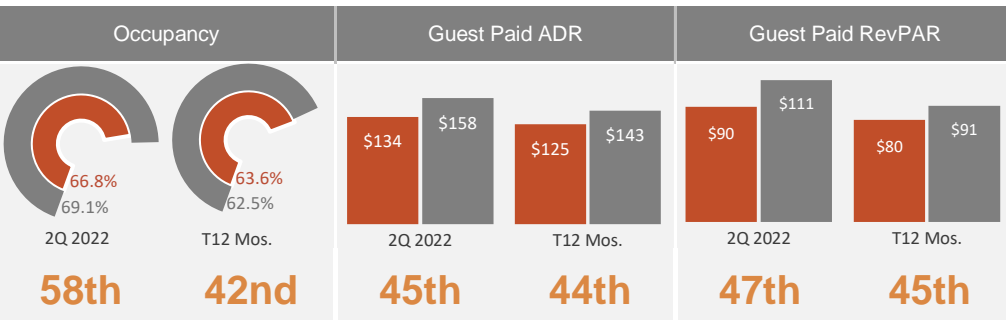


### GUEST PAID REVPAR

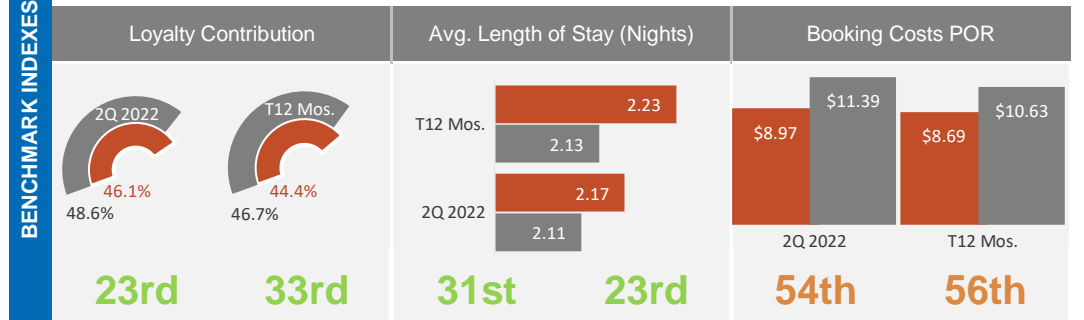


## Key Performance Indexes

● Subject Market ● Top 104

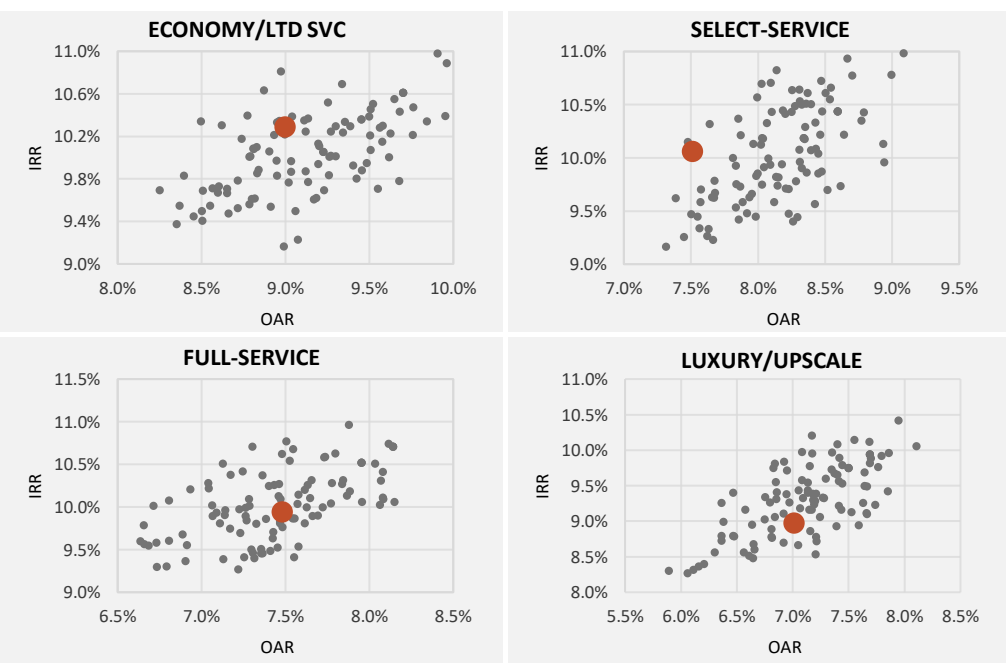


## Key Benchmark Indexes



## Discount and Capitalization Rates

Source: Newmark

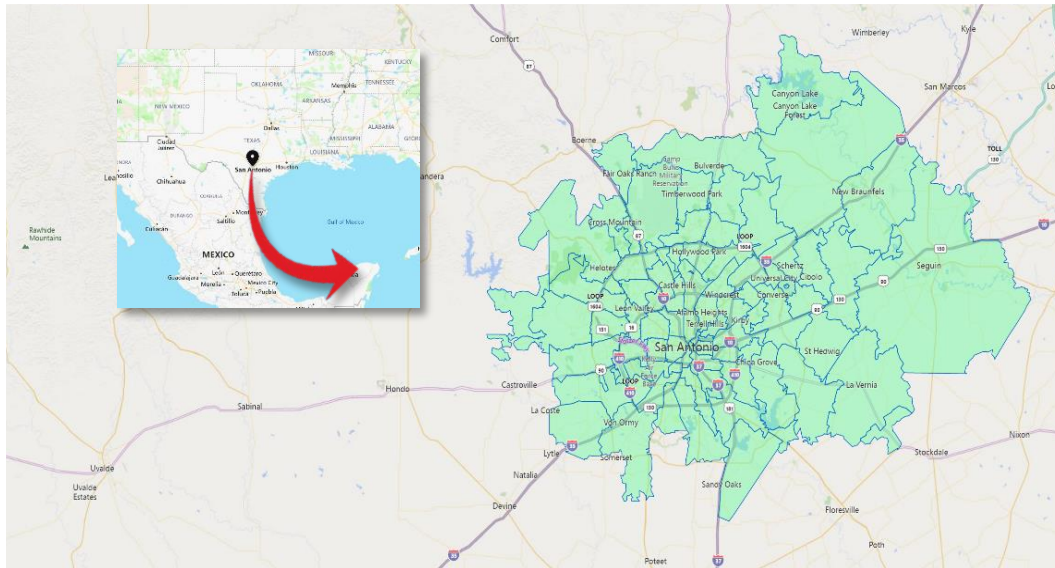


## Trends and Risks

Source: Kalibri Labs, Newmark



Location



Quick Facts

Jurisdictional Information		Source: US Census Bureau, Dept. of Labor Statistics
Municipal Name:	San Antonio	
County:	Bexar County, Comal County, Medina County	
State:	Texas	
Geo Coordinates (market center):	29.46594, -98.5247	
Major Hotel Demand Generators		
Joint Base San Antonio (JBSA)   H-E-B   USAA   Methodist Healthcare System   Baptist Health System   JP Morgan Chase   Wells Fargo   AT&T   Bill Miller BBQ   Christus Santa Rosa Health Care   Rackspace   CPS Energy   Toyota Motor Manufacturing   Clear Channel Communications   Boeing   Southwest Research Institute   Frost Bank   Accenture   Valero Energy   Harland Clarke		
Metrics and Ranking		Rankings
Population (hotel market area)	1,928,907	26th of 104 (Above Average)
Income per Capita	\$49,711	47th of 104 (Average)
Feeder Group Size	64.8 Persons PSR	38th of 104 (Average)
Feeder Group Earnings	\$3,222,397 PSR	37th of 104 (Average)
Total Market COPE	\$1.4 billion	24th of 104 (Above Average)

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	61.6%	\$102.12	\$62.87	\$94.31	\$58.06	\$7.82	92.3%	38.7%	2.18	44,790	1.12
2016	62.6%	\$102.82	\$64.41	\$94.42	\$59.15	\$8.40	91.8%	41.1%	2.13	44,880	0.91
2017	62.8%	\$104.61	\$65.71	\$95.88	\$60.22	\$8.74	91.6%	43.6%	2.09	45,310	1.16
2018	62.6%	\$110.60	\$69.25	\$101.43	\$63.51	\$9.17	91.7%	47.6%	2.08	46,150	1.22
2019	64.3%	\$109.31	\$70.25	\$100.37	\$64.50	\$8.94	91.8%	52.1%	2.04	47,580	0.91
2020	41.6%	\$84.88	\$36.65	\$79.12	\$32.93	\$5.76	93.2%	40.2%	2.37	47,220	0.85
2021	59.9%	\$110.04	\$66.65	\$102.02	\$61.11	\$8.02	92.7%	42.2%	2.28	46,780	1.13
CAGR: 2015 thru 2021	-0.5%	1.3%	1.0%	1.3%	0.9%	0.4%	0.1%	1.5%	0.7%	0.7%	0.1%
YTD 2Q 2020	41.3%	\$89.58	\$39.70	\$83.73	\$37.10	\$5.84	93.5%	41.1%	2.37	47,020	0.96
YTD 2Q 2021	57.4%	\$99.95	\$58.27	\$92.69	\$54.02	\$7.26	92.7%	41.1%	2.35	46,430	1.10
YTD 2Q 2022	64.9%	\$130.14	\$84.53	\$121.54	\$78.94	\$8.59	93.4%	45.5%	2.26	46,370	1.19
% Change	13.0%	30.2%	45.1%	31.1%	46.1%	18.3%	0.7%	10.7%	-3.9%	-0.1%	9.1%

Data provided by: kalibri LABS

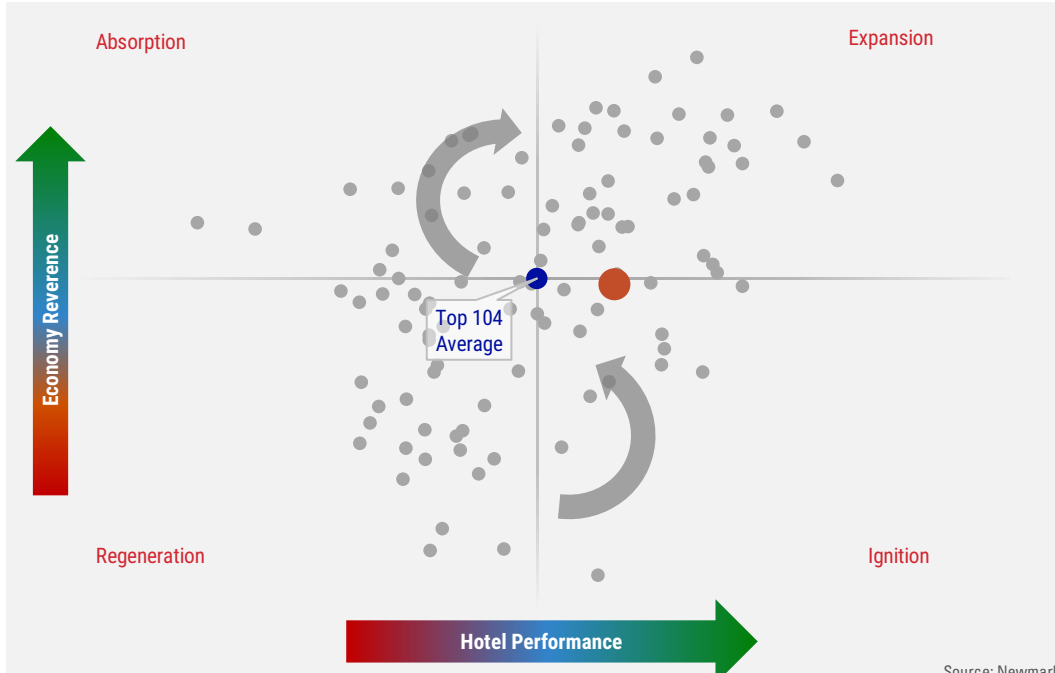
Notable Metrics

	OAR: Select-Service	Total Rooms Supply	Total Rooms Supply
HIGHEST	<b>6th</b> Highly Favorable San Antonio, TX enjoyed favorable OAR metrics in the select-service segment (7.5%)	<b>21st</b> Above Average The market benefits from a large and diverse hotel market (47,018)	<b>21st</b> Above Average The market also benefits from a large and diverse hotel market (47,018)
LOWEST	<b>71st</b> Unfavorable This market posted unfavorable IRR metrics in the economy/ltltd svc segment (10.3%)	<b>68th</b> Below Average The market has been hindered by weak population density per room (41.03)	<b>68th</b> Below Average San Antonio, TX also has been hindered by weak population density per room (41.03)

Notable Trends

	Long-Term Historical Loyalty Contribution Growth	Long-Term Historical Occupancy Growth	Long-Term Historical Supply Growth
FASTEST	<b>22nd</b> Above Average San Antonio, TX exhibited strong long-term historical loyalty contribution growth (4.5%)	<b>24th</b> Above Average The market enjoyed strong long-term historical occupancy growth (0.0%)	<b>25th</b> Above Average The market also has benefited from low long-term historical supply growth (1.0%)
SLOWEST	<b>87th</b> Below Average The market has been burdened by high short-term historical supply growth (0.5%)	<b>68th</b> Below Average We note this area has been hindered by weak short-term historical occupancy growth (0.3%)	<b>67th</b> Below Average San Antonio, TX also exhibited weak short-term historical average length of stay growth (1.2%)

Market Performance Stage



San Antonio, TX: Ignition Stage

The San Antonio, TX market is currently in the 'Ignition' stage of the performance cycle. In this stage, hotels generally perform adequately for operators to enjoy positive returns, with confidence the economy will recover from the COVID-19 crisis. While the general economy lags, strong hotel performance can ignite expansion in certain key sectors. Example markets in this stage include Knoxville, TN; Las Vegas, NV; and Miami, FL.

**Other Stages:**

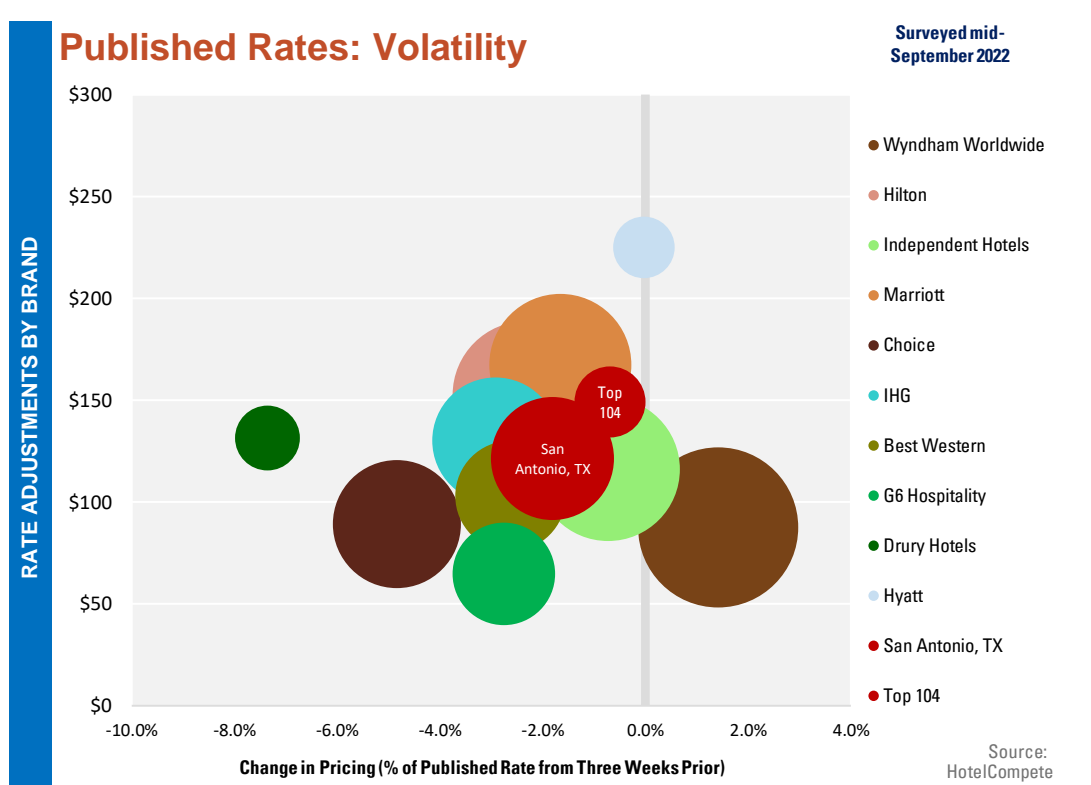
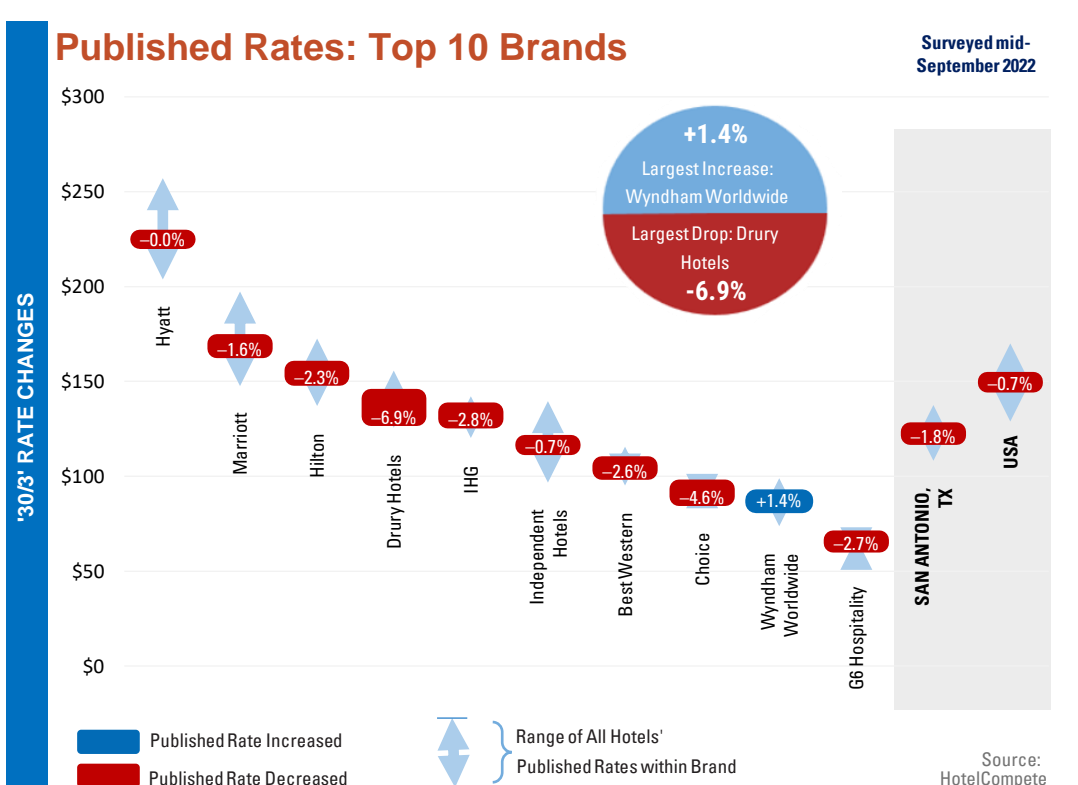
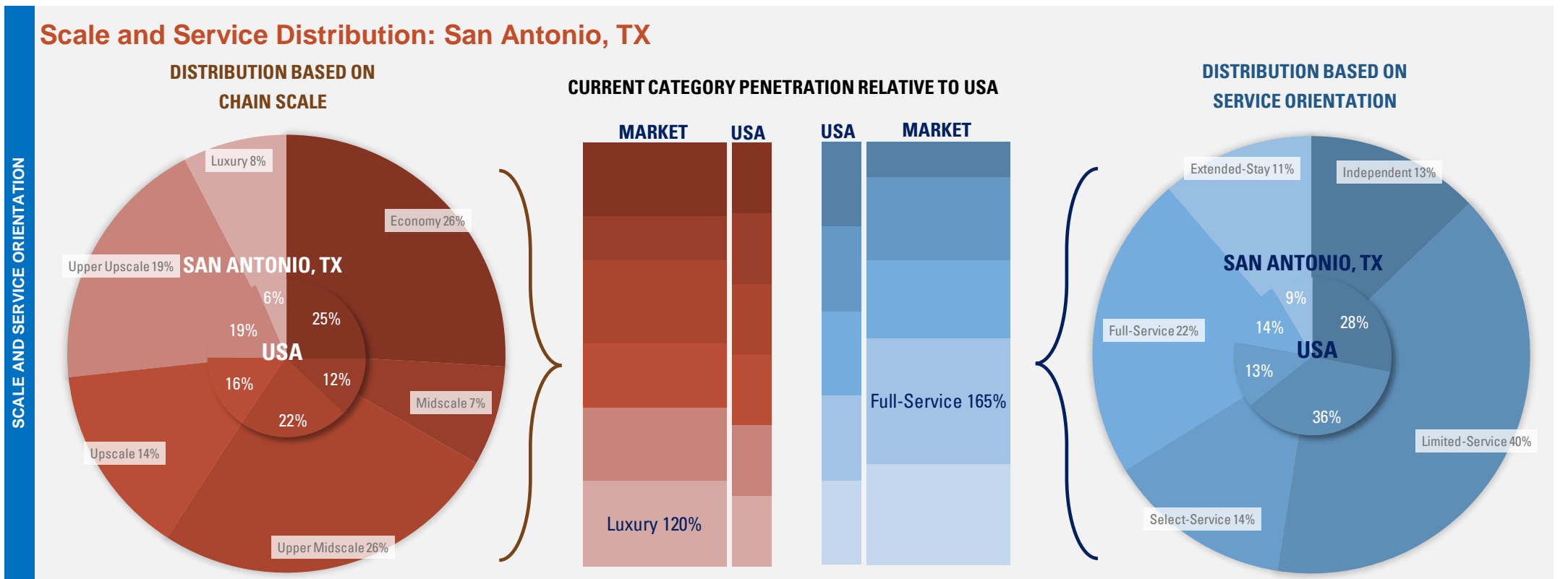
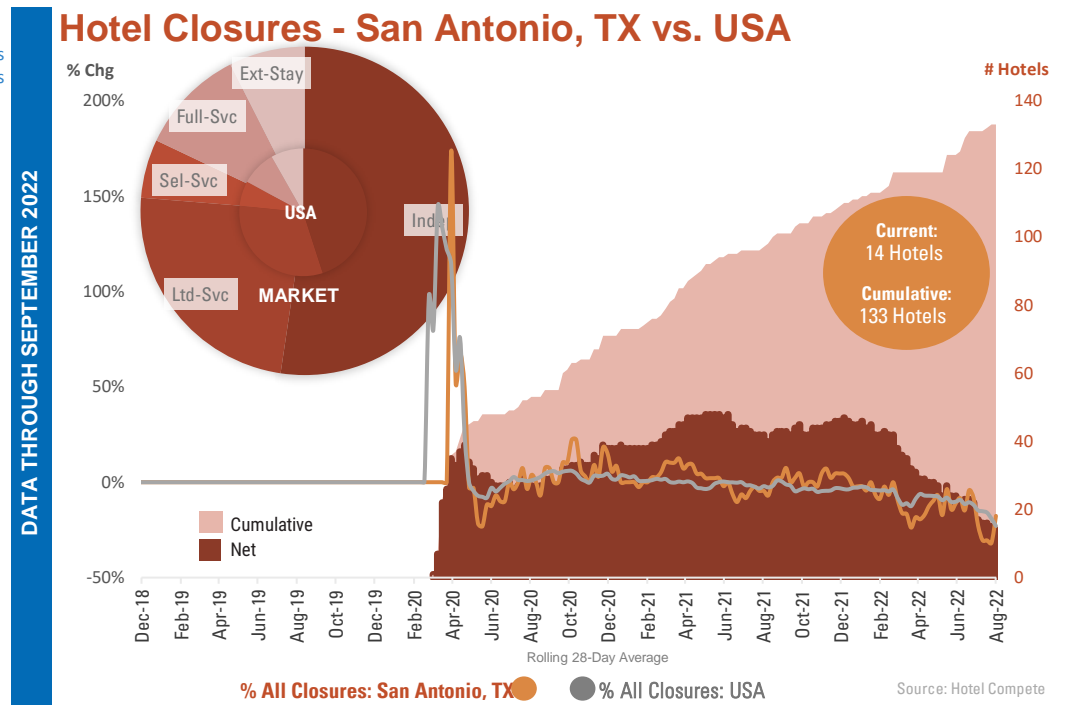
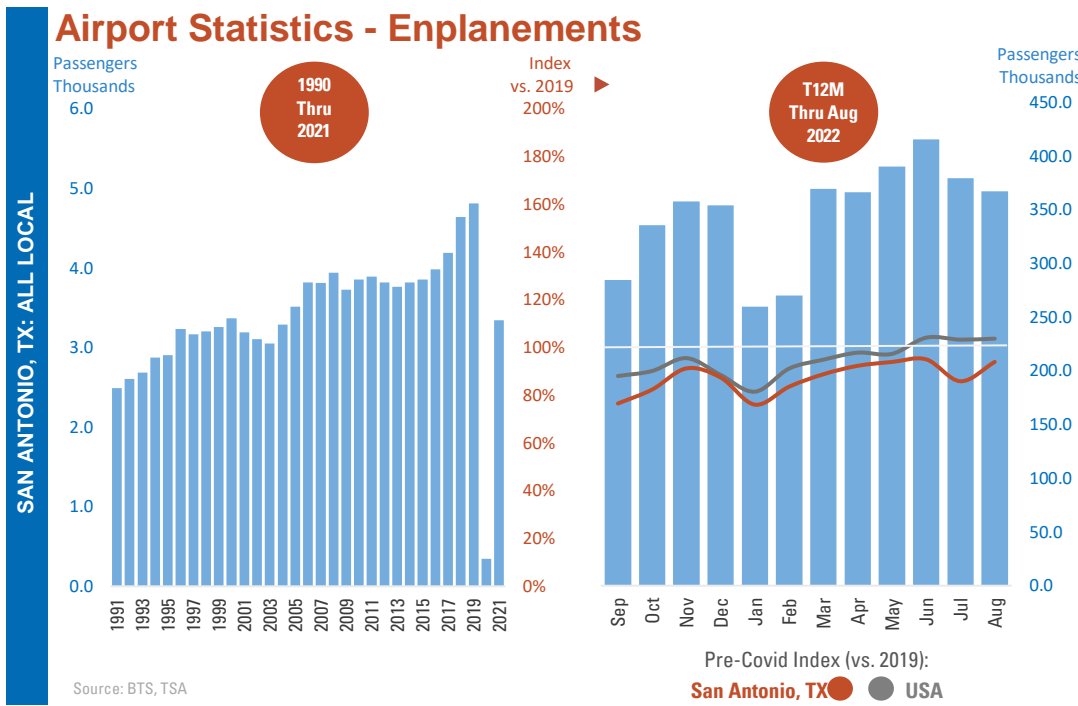
- Regeneration:** In the 'Regeneration' stage, hotels and the underlying economy are underperforming. The highest and best uses of hotel assets are challenged whether by COVID-19 impacts, oversupply, weak economic indicators, and/or poor corporate contribution. Hotel investors look for opportunities to either exit or regenerate demand. Example markets in this stage include Chicago, IL; Columbus, OH; and Detroit, MI.
- Absorption:** In the 'Absorption' stage, hotels are underperforming but in an economy with resilience and confidence the economy will recover from the COVID-19 crisis, 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 Charlotte, NC; Kansas City, MO; and Minneapolis, MN.
- 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; Atlanta, GA; and Austin, TX.

Industry Observations

<b>Business Cycle:</b>	In Recovery
<b>Employment Growth (2 yr):</b>	-1.5%
<b>Risk Exposure (402 US markets):</b>	48th Percentile: Average Risk
<b>Key Industry Notes:</b>	Financial center, defense Military supports economy Strategic locale near Mexico Slow educational attainment Moderate risk profile

Moody's Rating
<b>Aaa</b> Investment Grade
Long-term investment grade, Prime-1 short-term outlook





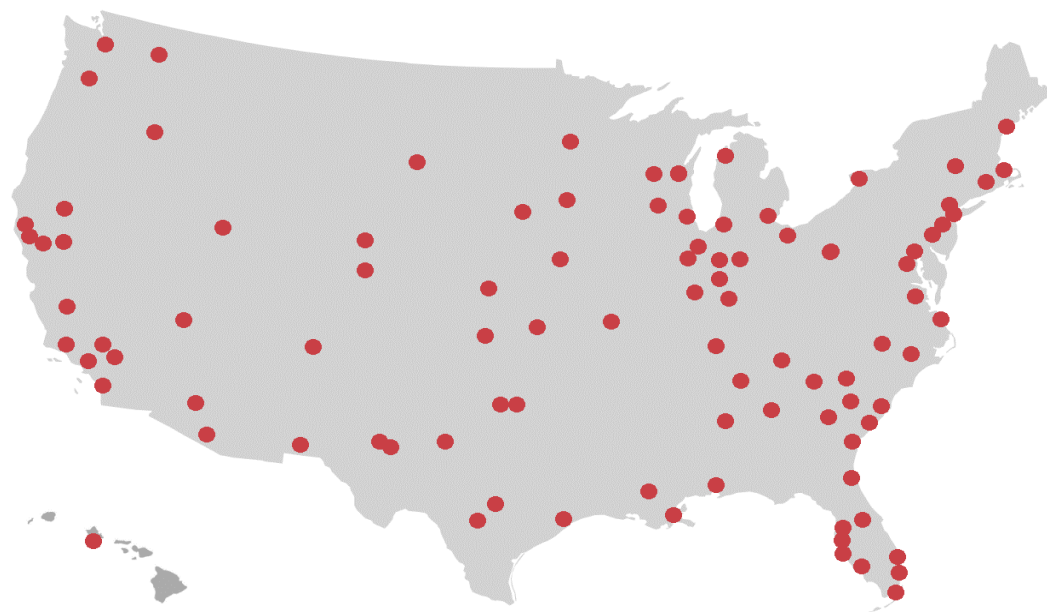
### Published Rate Observations: 30-Day Advance

	Published Rate Level	Rate Movement	Optimism
<b>MARKET LEVEL</b>	<b>84th</b> Below Average The 30-day advanced published rate for the market was a somewhat conservative \$121.35, ranking 84th out of 104 markets. (Guest-Paid ADR ranked a moderate 45th at \$130.14 in 2Q 2022.)	<b>77th</b> Below Average Published rates have recently been moving downward, decreasing by a modest 1.8% over three weeks going into mid-September 2022. By comparison, the T-104 average posted downward movement of 0.68%.	<b>94th</b> Soft Published rates reported in mid-September 2022 were 9.7% lower than the market's Guest-Paid ADR in 2Q 2022. This optimism is soft. By comparison, the T-104 spread was -5.6%.

	Published Rate Integrity	Coverage	Volatility
<b>BRAND LEVEL</b>	<b>29th</b> Above Average Published rates among the top 10 brands have a moderate amount of integrity with some pricing overlap, suggesting bottom-feeding occasionally exists.	<b>41st</b> Average San Antonio, TX has an average spectrum of rate classes and traveler types among its top 10 brands, and the range of coverage has been holding steady.	<b>61st</b> Moderate San Antonio, TX's top 10 brands are exhibiting moderate volatility with respect to advanced booking pricing movements in the three weeks leading into mid-September 2022.



# 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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### 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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### 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.

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### 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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