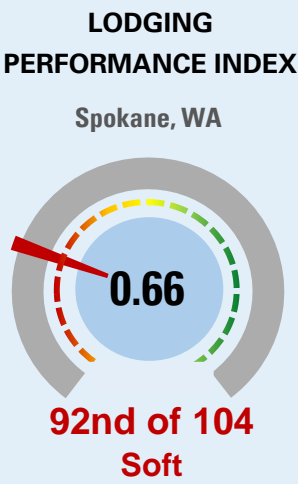
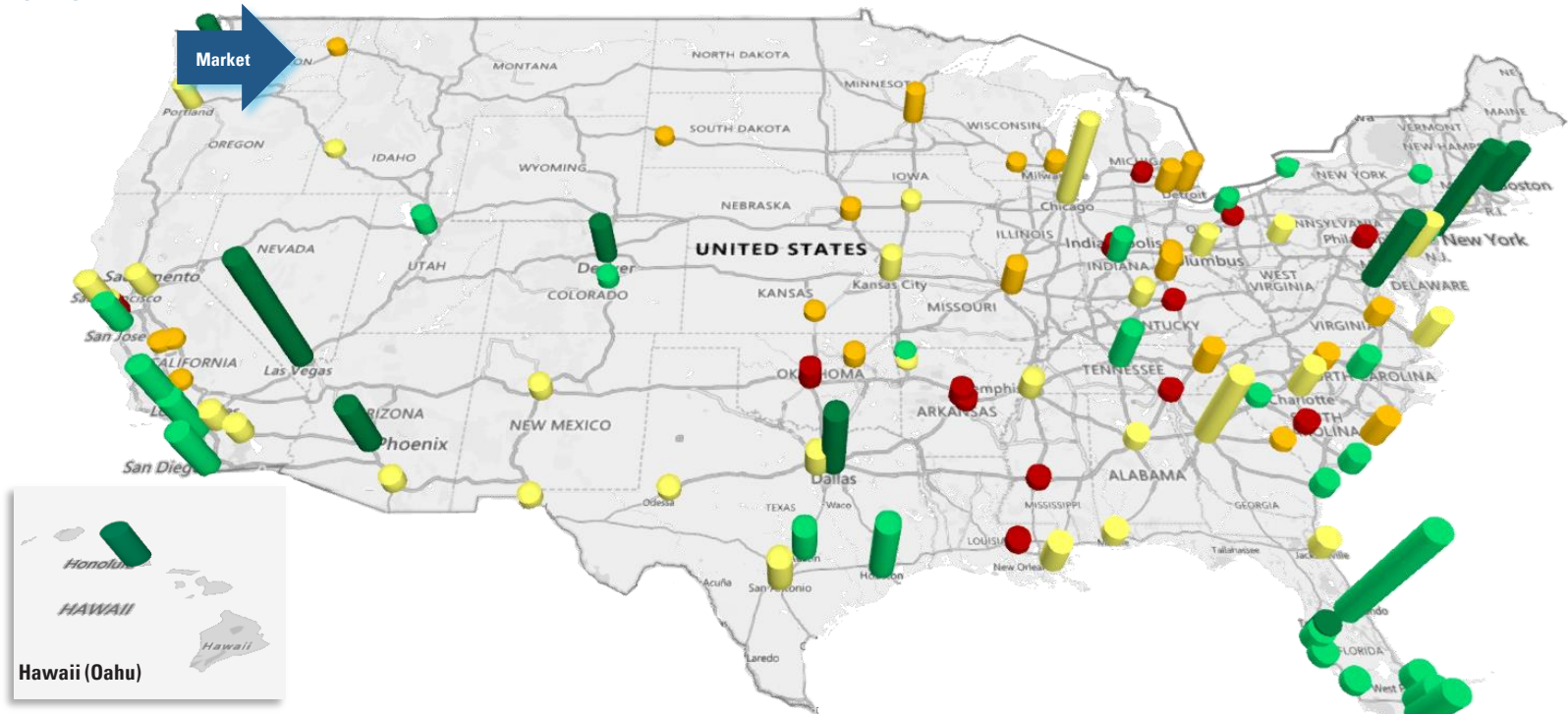
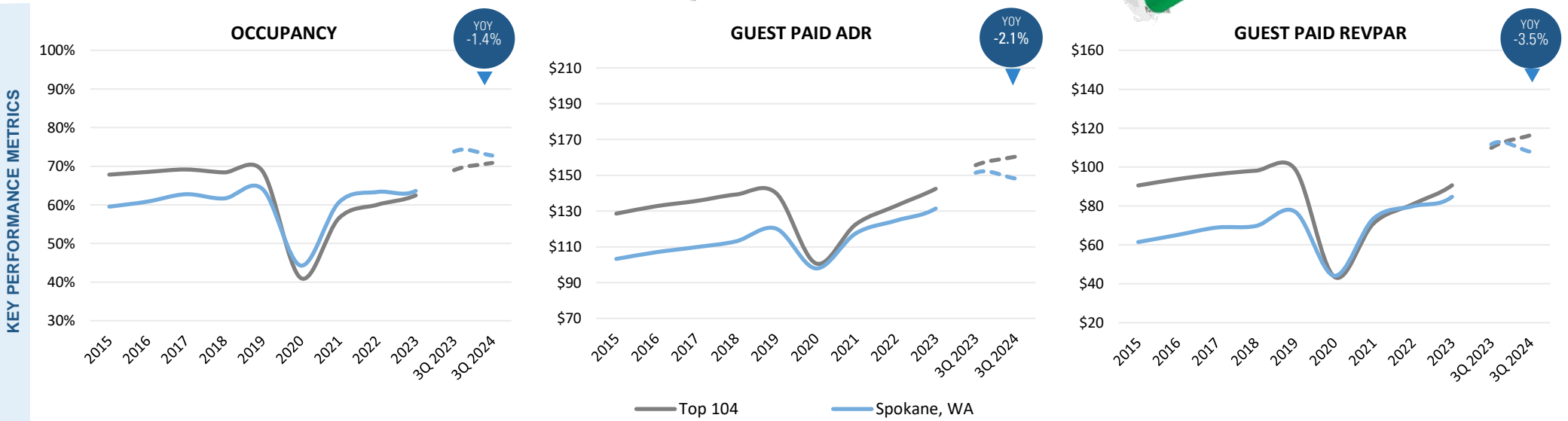




Lodging Performance Index Snapshot

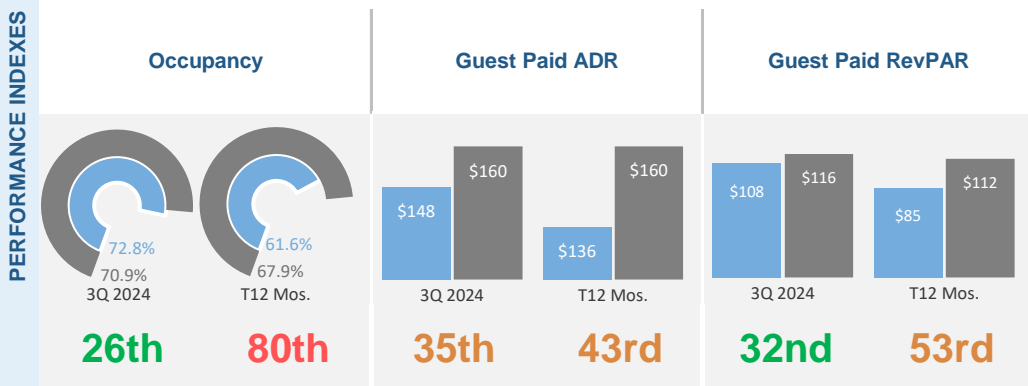


Ranking of overall '3Q 2024 LPI' performance (0.66) against all 104 surveyed markets.

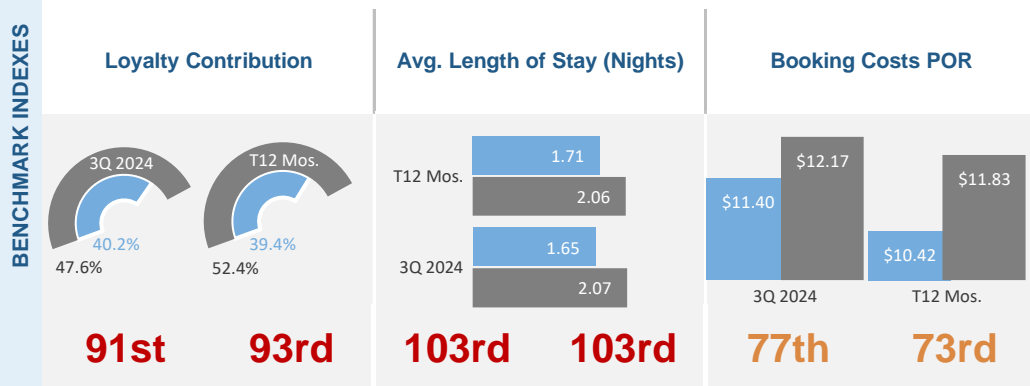


Key Performance Indexes

Subject Market Top 104

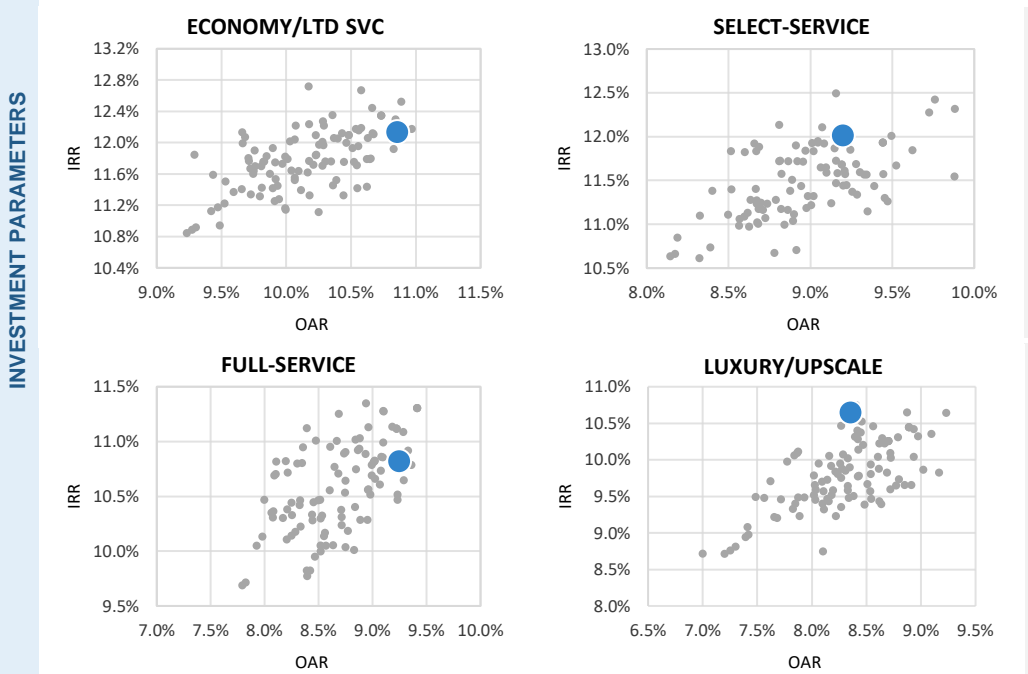


Key Benchmark Indexes



Discount and Capitalization Rates

Source: Newmark

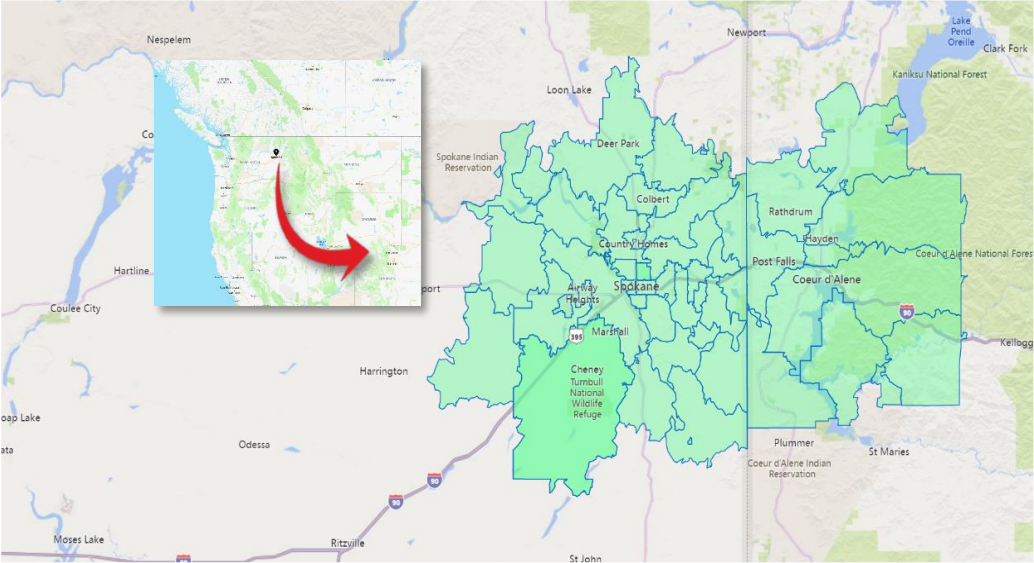


Trends and Risks

Source: Kalibri Labs, Newmark



Location



Quick Facts

Jurisdictional Information

Municipal Name:

Spokane

County:

Spokane County

State:

Washington

Geo Coordinates (market center):

47.65878, -117.42605

Source: US Census Bureau, Dept. of Labor Statistics

Major Hotel Demand Generators

Fairchild AFB | Providence Health Care | Kalispel Tribal Economic Authority | URM Stores Inc. | Wal-Mart Stores Inc. | Eastern Washington University | Community Colleges of Spokane | Gonzaga University | Rockwood Clinic PS | Avista Corp. | Deaconess Medical Center | Manns-Grandstaff Veterans Medical Ctr. | Ecova Inc. | Alorica Business Solutions | BNSF Railway Co. | Kaiser Aluminum Washington LLC | Yoke's Food Inc. | Eastern State Hospital | Pathology Associates Medical Labs | Fred Meyer Stores

Metrics and Ranking

Measurement

Rankings

Population (hotel market area)

562,627

81st of 104 (Below Average)

Income per Capita

\$44,768

67th of 104 (Below Average)

Feeder Group Size

83.5 Persons PSR

65th of 104 (Average)

Feeder Group Earnings

\$3,737,150 PSR

55th of 104 (Average)

Total Market Hotel Revenues

\$334.9 million

77th of 104 (Below Average)

Key Performance Metrics

YEAR ENDING	Guest Paid			COPE		Booking Cost	ADR COPE	Loyalty	Avg Length of	Supply	Performance
	Occ %	ADR	RevPAR	ADR	RevPAR	POR	%	%	Stay Nights	Rooms	Index (LPI)
2015	59.5%	\$103.23	\$61.44	\$95.70	\$56.96	\$7.53	92.7%	45.6%	1.70	10,200	0.70
2016	60.8%	\$106.98	\$65.08	\$98.62	\$59.99	\$8.37	92.2%	49.3%	1.67	10,450	0.67
2017	62.7%	\$109.81	\$68.89	\$100.90	\$63.31	\$8.90	91.9%	50.4%	1.65	10,470	0.99
2018	61.7%	\$113.07	\$69.71	\$103.57	\$63.85	\$9.49	91.6%	50.8%	1.62	10,400	0.88
2019	64.1%	\$120.19	\$77.04	\$110.28	\$70.68	\$9.92	91.7%	55.4%	1.66	11,060	0.86
2020	44.3%	\$97.93	\$44.09	\$90.58	\$40.10	\$7.35	92.5%	33.6%	1.83	11,170	1.00
2021	60.7%	\$117.52	\$73.54	\$108.33	\$65.73	\$9.19	92.2%	34.8%	1.75	11,120	1.08
2022	63.3%	\$124.61	\$79.85	\$114.96	\$72.80	\$9.65	92.3%	35.4%	1.78	11,090	1.13
2023	63.6%	\$131.42	\$84.75	\$121.34	\$77.18	\$10.09	92.3%	35.7%	1.79	11,070	0.70
CAGR: 2015 thru 2023	0.8%	3.1%	4.1%	3.0%	3.9%	3.7%	-0.1%	-3.0%	0.6%	1.0%	-0.2%
3Q 2023	73.8%	\$151.37	\$111.68	\$139.80	\$103.14	\$11.57	92.4%	38.2%	1.66	10,990	0.92
3Q 2024	72.8%	\$148.16	\$107.82	\$136.76	\$99.52	\$11.40	92.3%	40.2%	1.65	10,950	0.66

Data provided by:

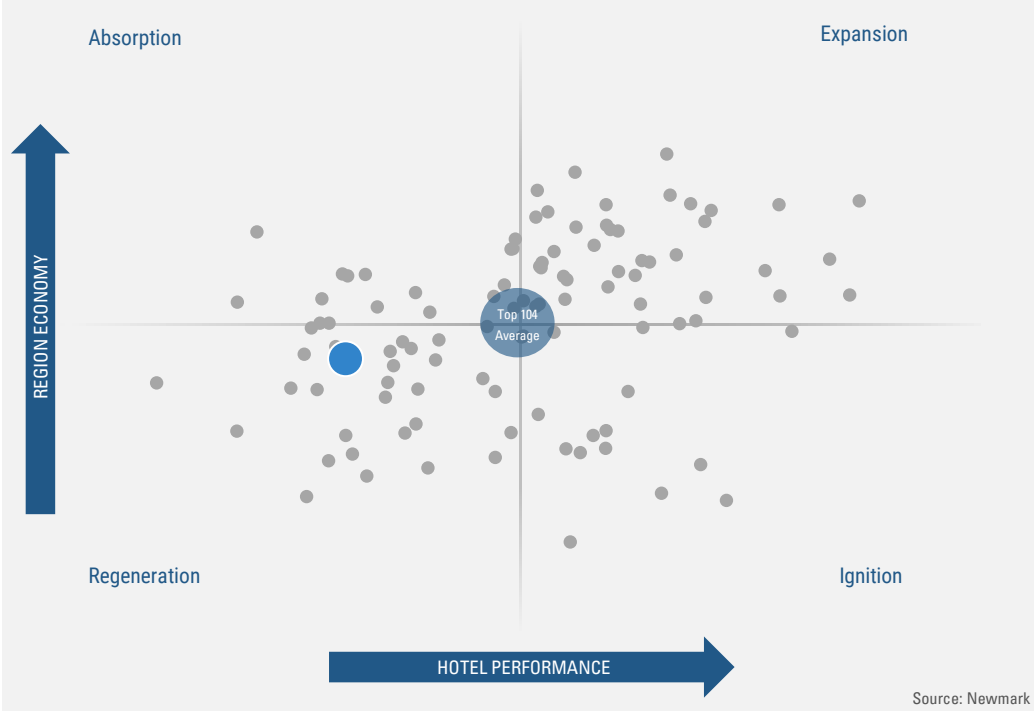
Notable Metrics

HIGHEST	Latest-Quarter Occupancy	Latest-Quarter Guest Paid RevPAR	Latest-Quarter COPE RevPAR
	<b>26th</b> Above Average Spokane, WA enjoyed strong latest-quarter occupancy (72.8%)	<b>32nd</b> Above Average The market benefited from strong latest-quarter Guest Paid RevPAR (\$107.82)	<b>32nd</b> Above Average The market also benefited from strong latest-quarter COPE RevPAR (\$99.52)
LOWEST	T12-Month Average Length of Stay	Latest-Quarter Average Length of Stay	OAR: Economy/Ltd Svc
	<b>103rd</b> Soft This market exhibited weak T12-month average length of stay (1.71 Nights)	<b>103rd</b> Soft The market has been impeded by weak latest-quarter average length of stay (1.65 Nights)	<b>102nd</b> Highly Unfavorable Spokane, WA also exhibited unfavorable OAR metrics in the economy/ltl svc segment (10.9%)

Notable Trends

STRONGEST	Short-Term Historical Occupancy Growth	Long-Term Historical Occupancy Growth	Long-Term Historical Guest Paid RevPAR Growth
	<b>8th</b> Strong Spokane, WA has benefited from strong short-term historical occupancy growth (6.1%)	<b>21st</b> Above Average The market enjoyed strong long-term historical occupancy growth (0.2%)	<b>25th</b> Above Average The market also exhibited strong long-term historical Guest Paid RevPAR growth (3.1%)
WEAKEST	Short-Term Historical Loyalty Contribution Growth	Long-Term Historical Loyalty Contribution Growth	Overall Health of Hotel Market
	<b>98th</b> Soft The market has been hindered by weak short-term historical loyalty contribution growth (2.6%)	<b>91st</b> Soft We note this area has been hindered by weak long-term historical loyalty contribution growth (3.3%)	<b>89th</b> Below Average Spokane, WA also has been hampered by weak general hotel market performance (levels and trends of fundamentals)

Market Performance Stage



Spokane, WA: Regeneration Stage

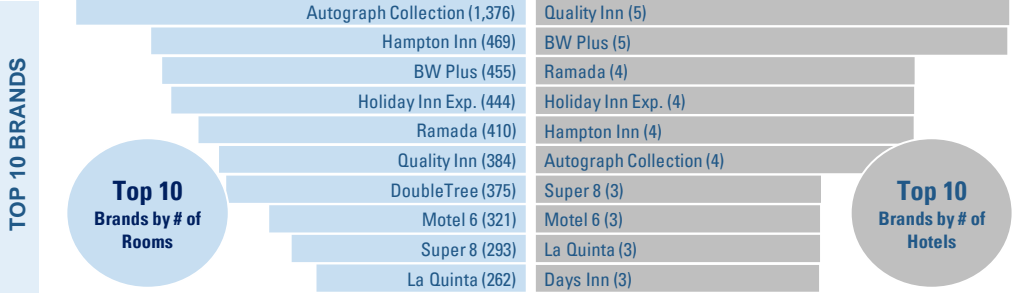
The Spokane, WA market is currently in the 'Regeneration' stage of the performance cycle. In this stage, hotels and the underlying economy are underperforming. The highest and best uses of hotel assets are still being challenged by lingering pandemic impacts, oversupply, weak economic indicators, and/or 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.

Other Stages:

Ignition	In the 'Ignition' 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; Miami, FL; and New Orleans, LA.
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 Minneapolis, MN; ; and .
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.

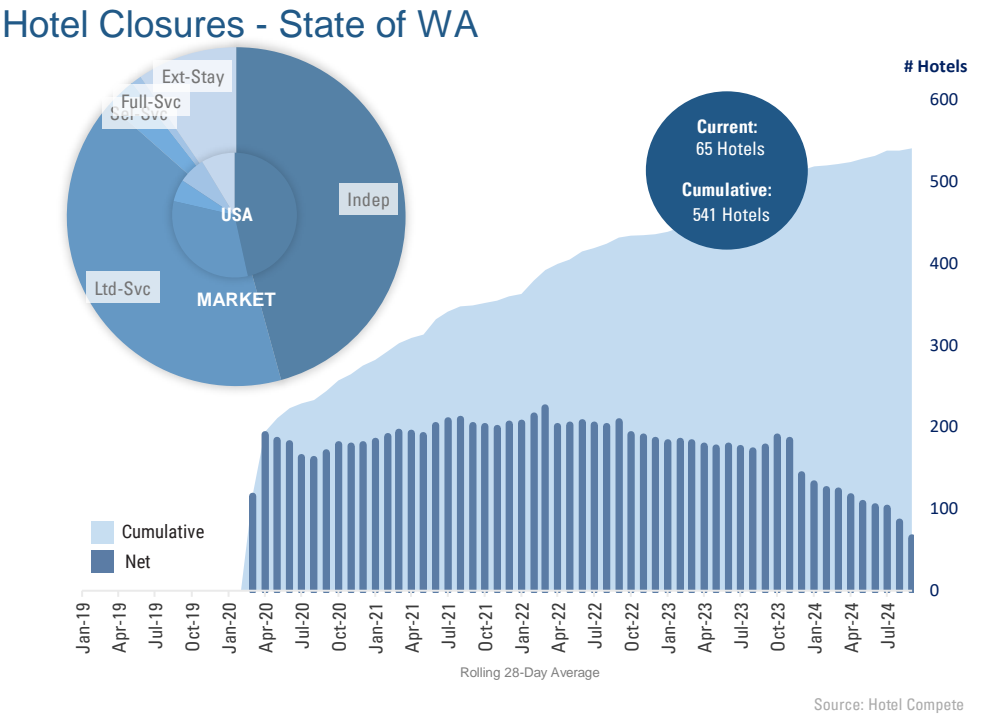
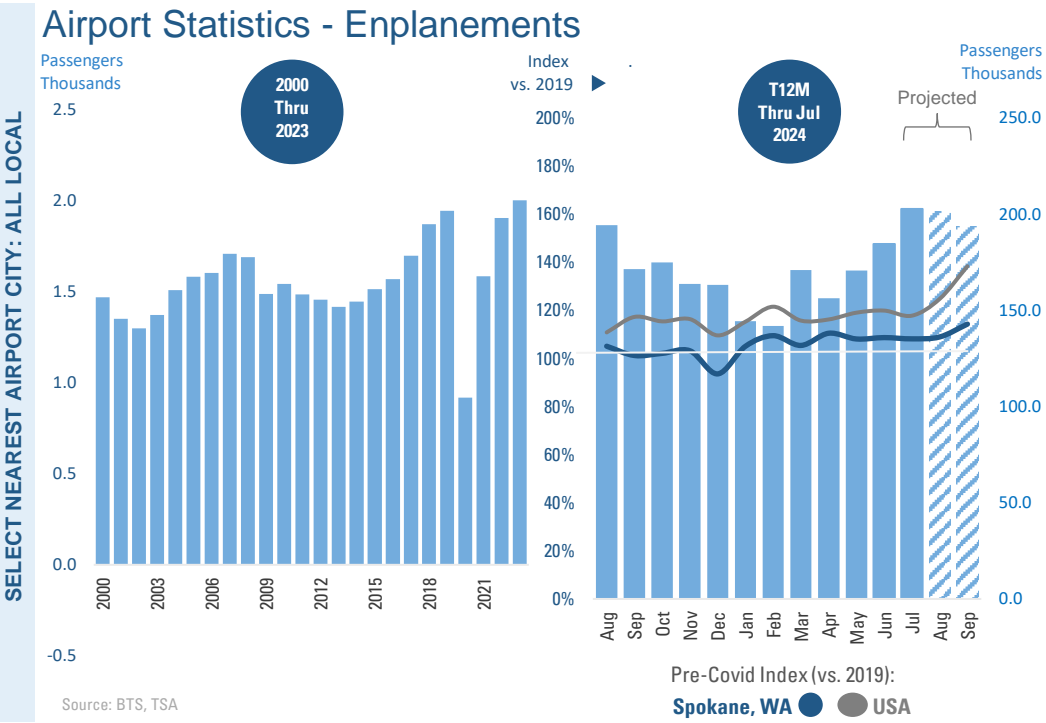
Industry Observations

MOODY'S ANALYTICS	Business Cycle:	Mid Expansion	Moody's Rating
	Employment Growth (2 yr):	1.2%	
	Risk Exposure (402 US markets):	42nd Percentile: Average Risk	<b>Aa1</b> Investment Grade
	Key Industry Notes:	Low cost of doing business Large healthcare industry High industrial diversity Industrial diversity Low incomes and high living costs	

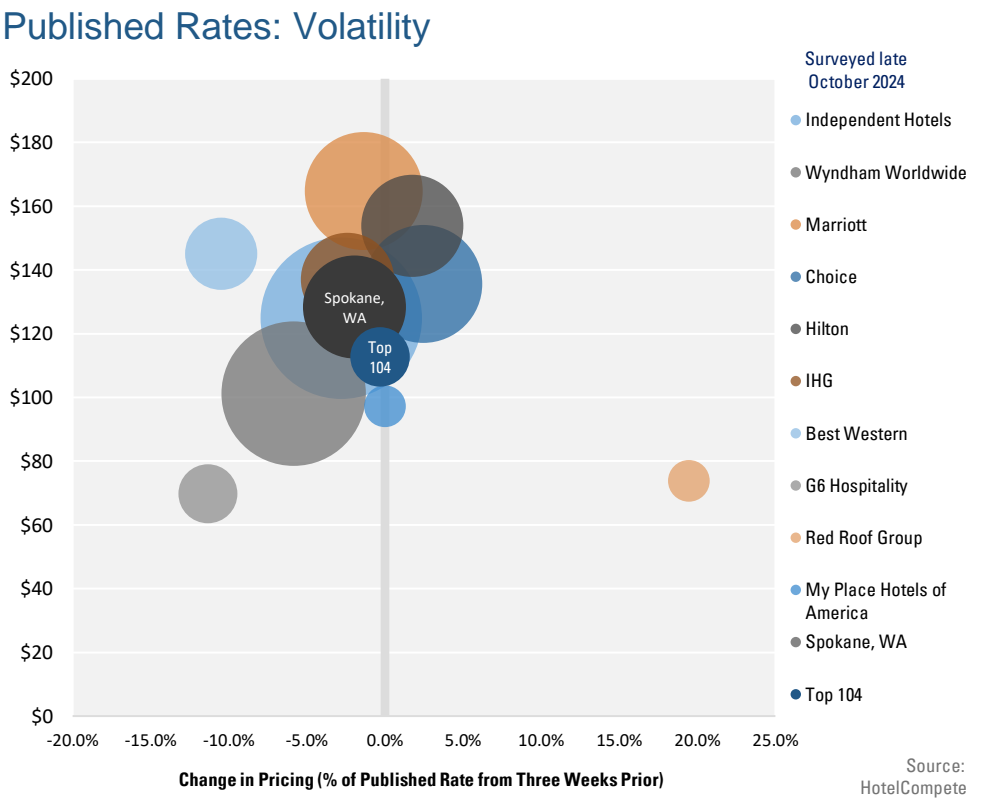
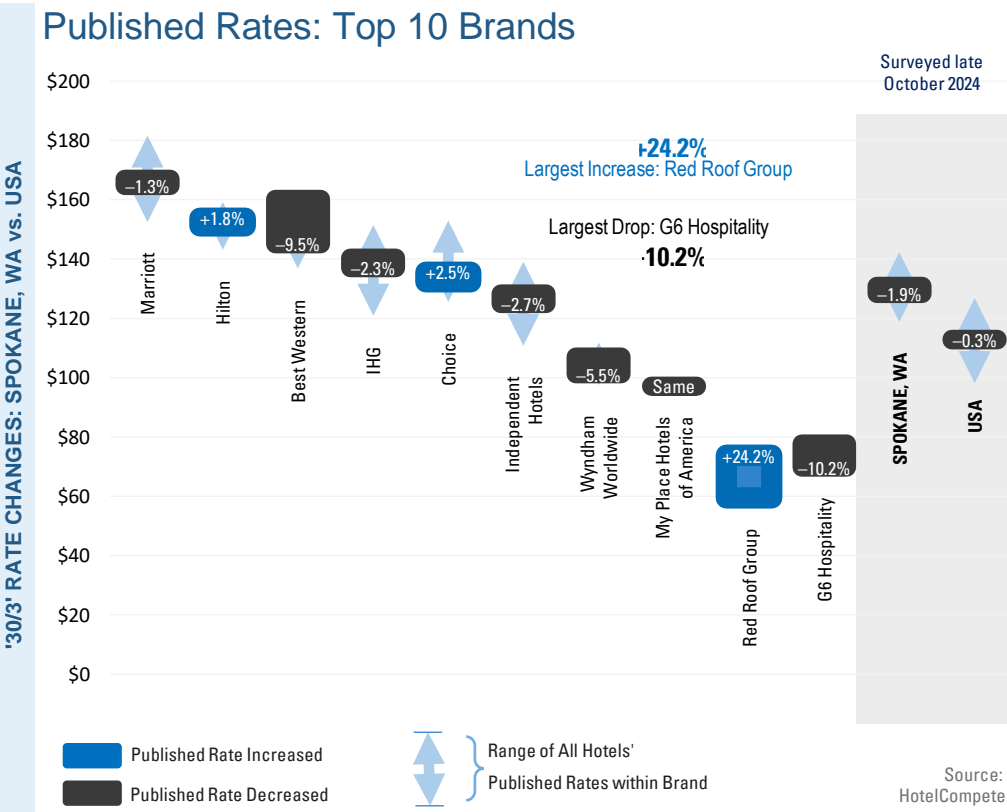
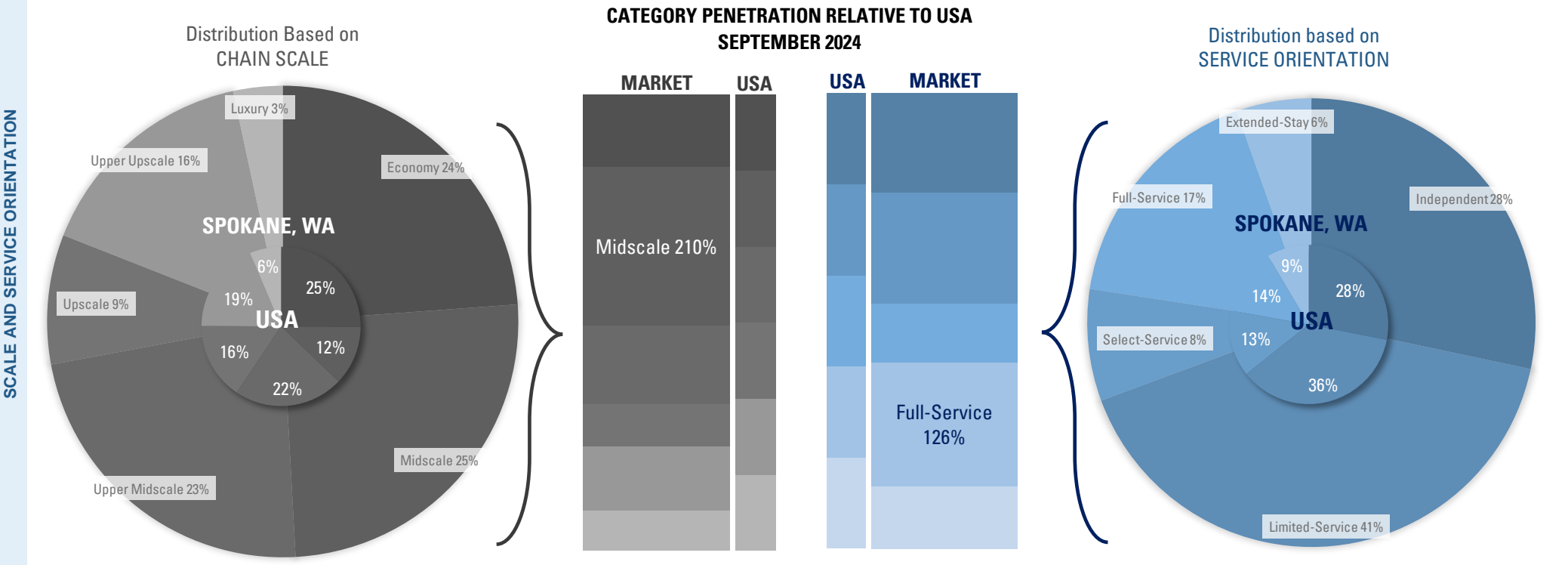


Source: Newmark

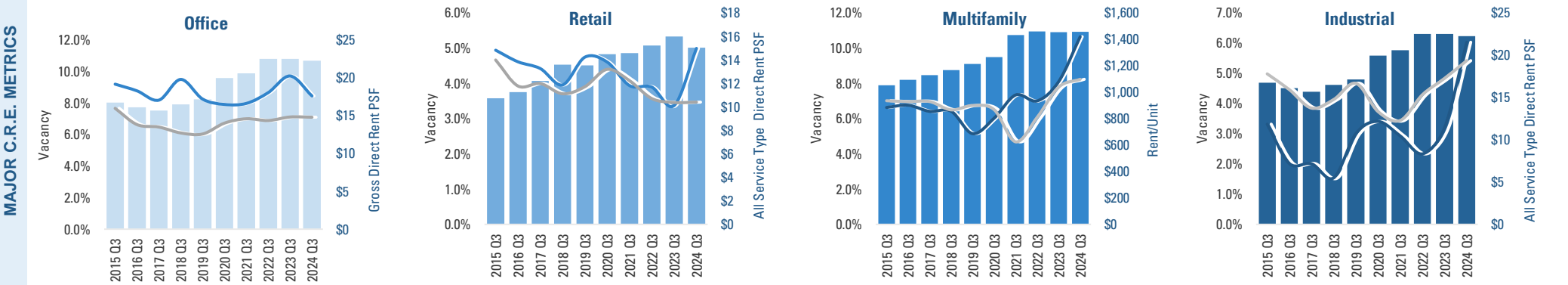




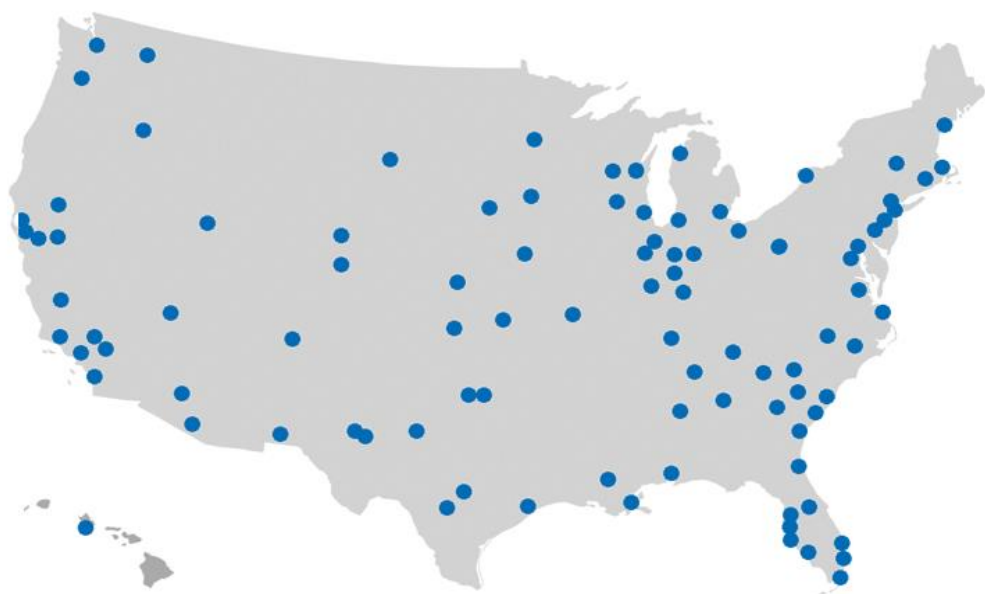
## Scale and Service Distribution: Spokane, WA



## Major CRE Market Performance



# 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  
Stadiums, Sports & Entertainment Facilities

Conference, Expo and Convention Centers  
Golf Courses  
Marinas

Ski and Village Resorts  
Water Parks, Amusement Parks and Attractions

*Our core disciplines and expert subject areas include:*

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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.

**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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