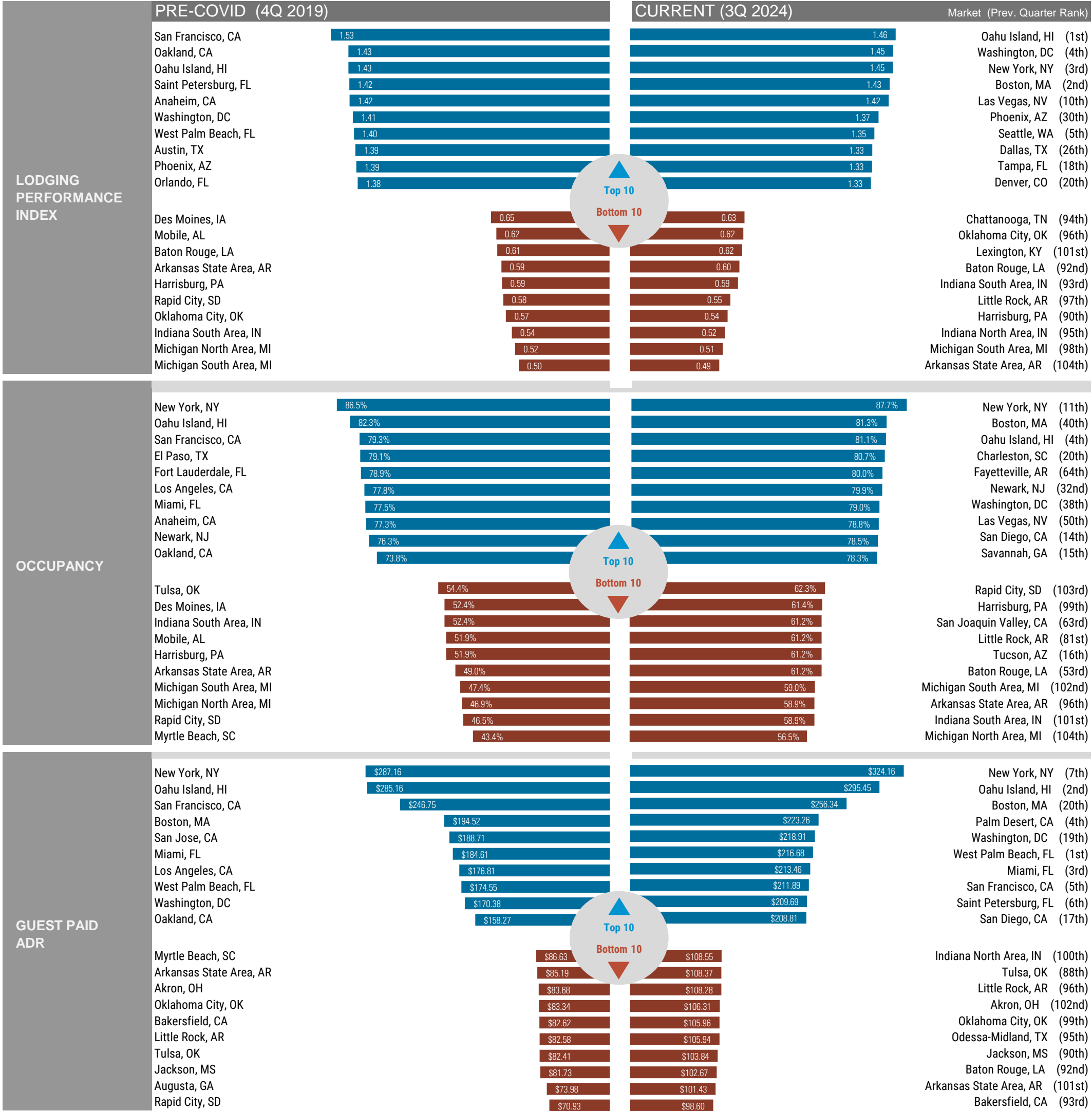
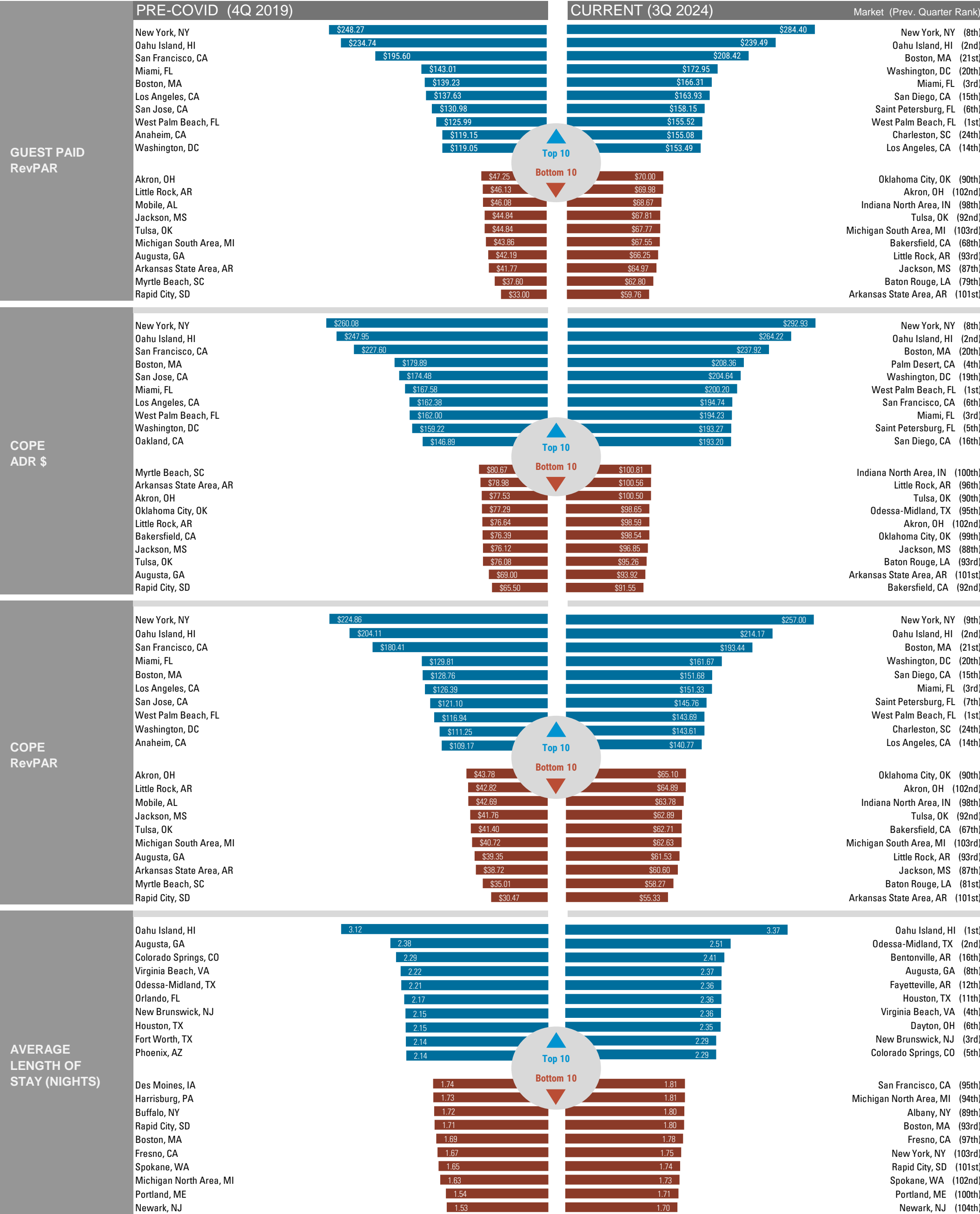


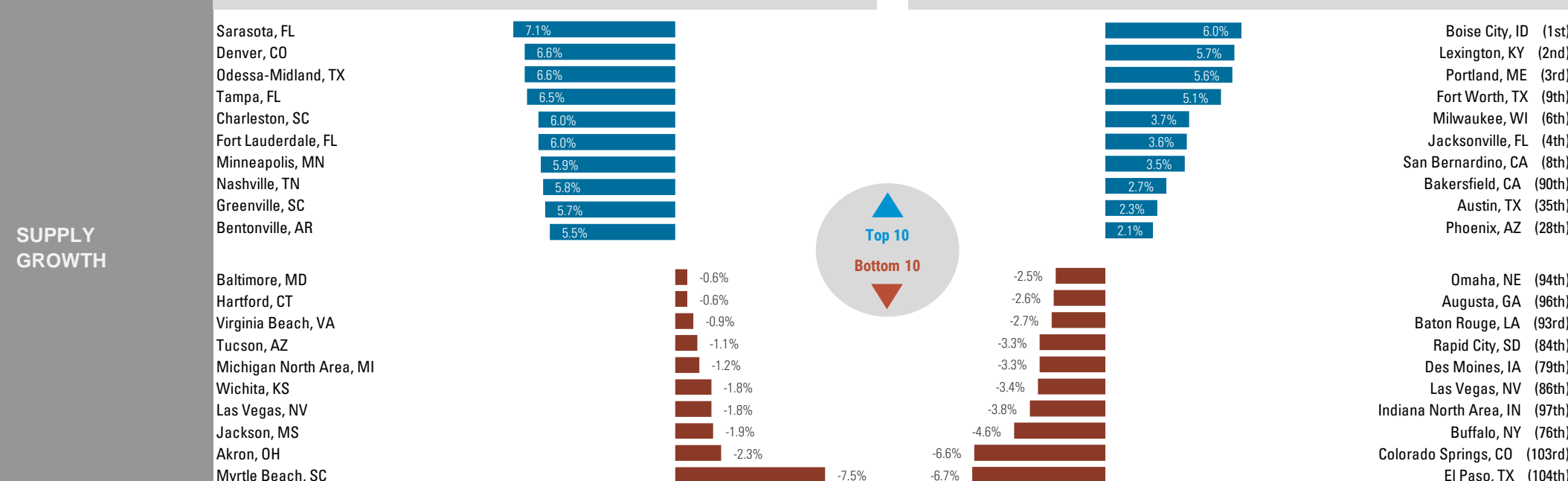
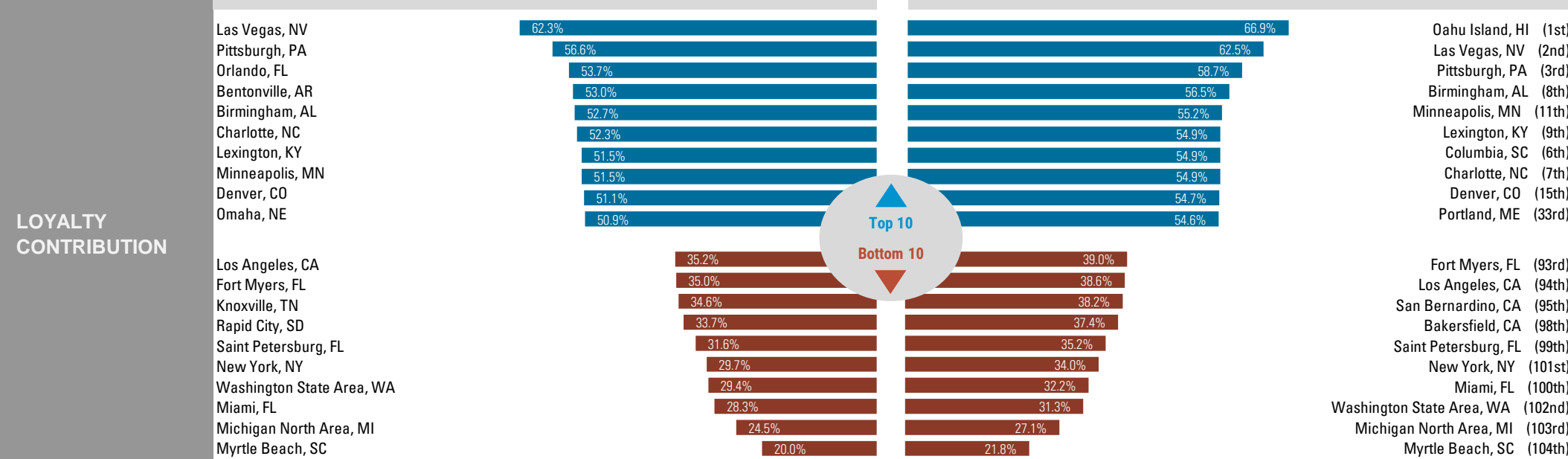
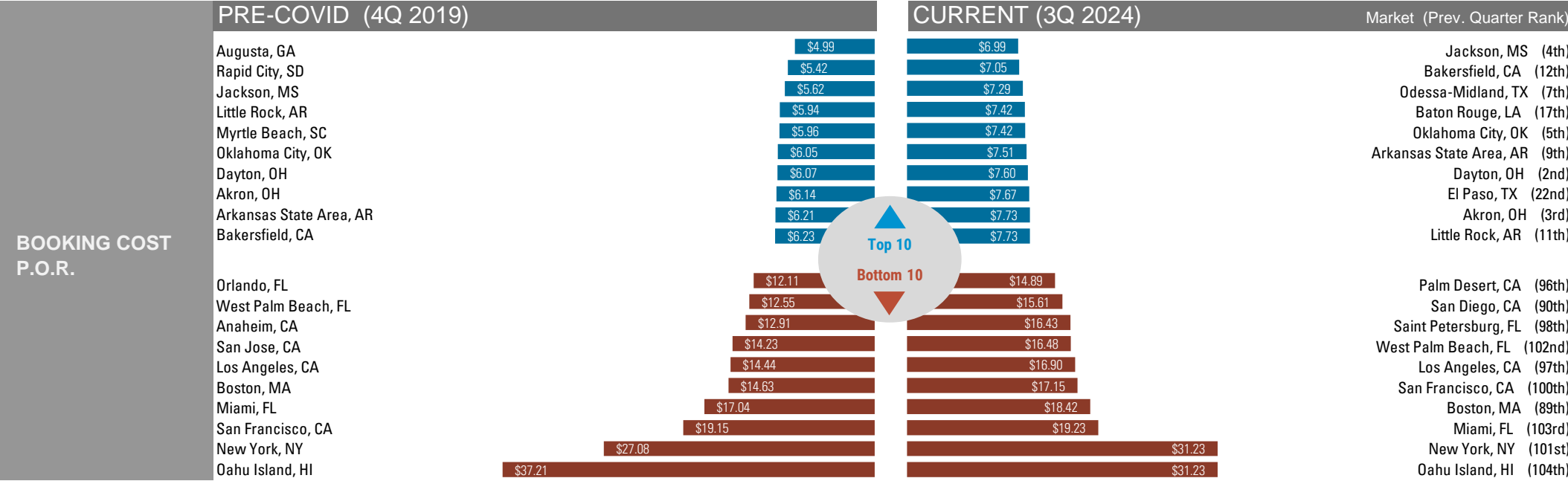


3Q 2024 Hotel Market Nsights Report
Top10/Bottom10

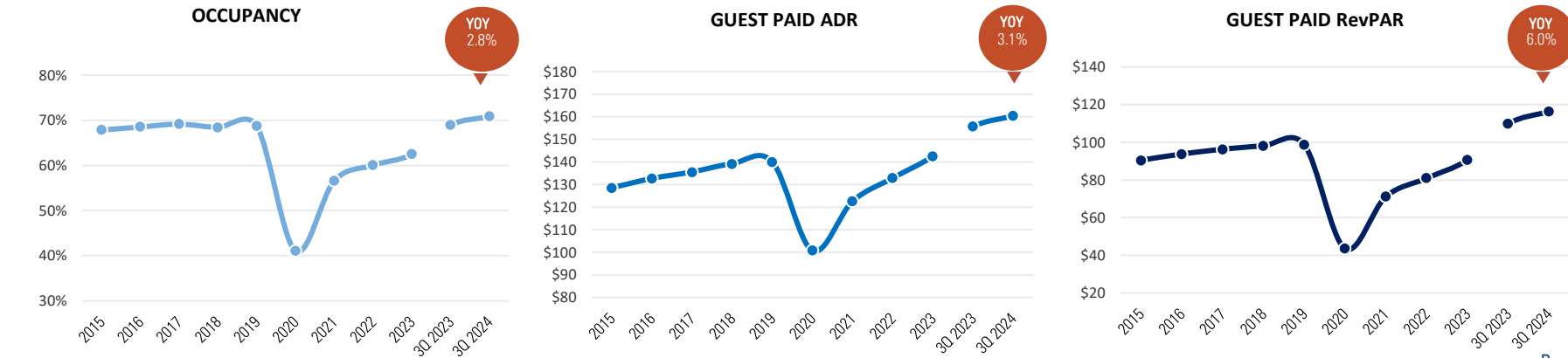
Data provided by: kalibri LABS



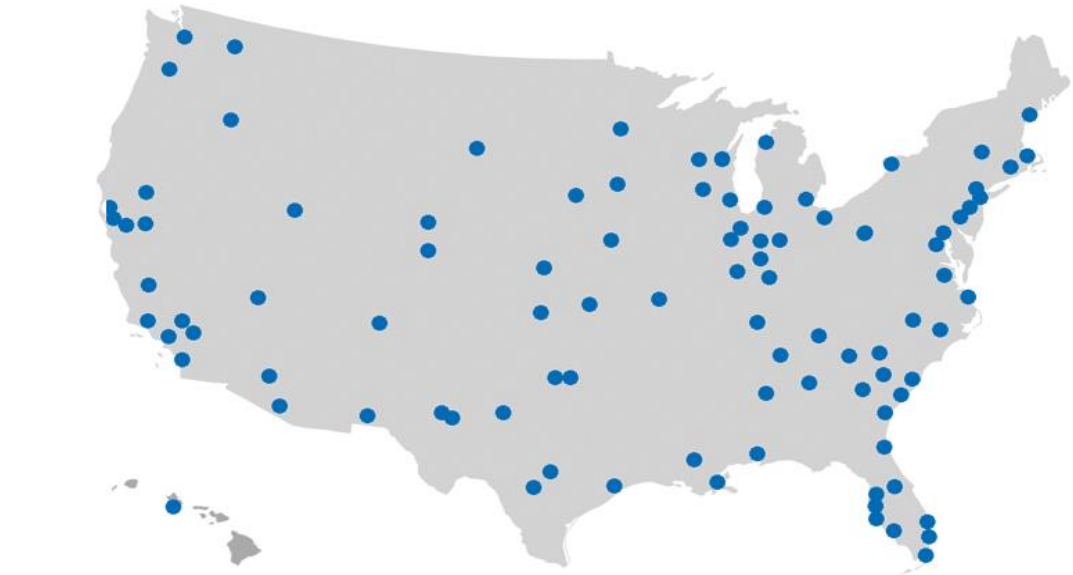




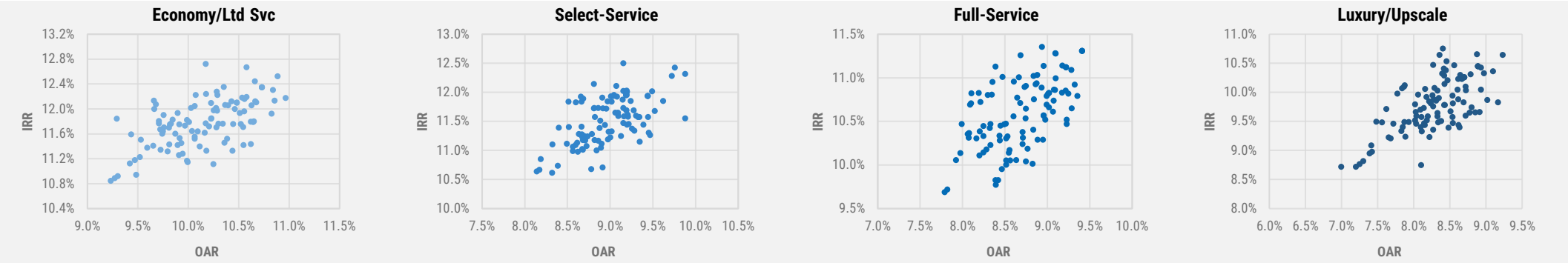
YEAR	Guest Paid			COPE*		Booking Cost	ADR COPE*	Loyalty	Avg. Length of Stay (Nights)	Supply (Avail. Rms)	Performance Index (LPI)
	Occ %	ADR	RevPAR	ADR	RevPAR						
2015	67.8%	\$128.56	\$90.52	\$118.03	\$82.98	\$10.53	91.8%	44.7%	2.14	3,075,000	1.00
2016	68.5%	\$132.71	\$93.79	\$121.68	\$85.88	\$11.03	91.7%	46.7%	2.09	3,107,000	1.00
2017	69.1%	\$135.60	\$96.32	\$124.17	\$88.08	\$11.43	91.6%	48.2%	2.05	3,149,600	1.00
2018	68.4%	\$139.24	\$98.11	\$127.72	\$89.90	\$11.52	91.7%	50.9%	2.02	3,192,400	1.00
2019	68.7%	\$140.04	\$98.85	\$128.42	\$90.59	\$11.61	91.7%	55.5%	1.98	3,371,300	1.00
2020	41.1%	\$100.76	\$43.54	\$93.73	\$38.23	\$7.02	93.0%	37.6%	2.32	3,360,900	1.00
2021	56.6%	\$122.58	\$71.07	\$113.25	\$64.20	\$9.32	92.4%	39.8%	2.17	3,407,100	1.00
2022	60.0%	\$132.87	\$80.89	\$122.77	\$74.16	\$10.10	92.4%	40.1%	2.15	3,418,200	1.00
2023	62.5%	\$142.45	\$90.64	\$131.82	\$83.01	\$10.62	92.5%	40.4%	2.14	3,426,400	1.00
CAGR	-1.7%	0.5%	-1.6%	0.6%	-1.6%	-0.6%	0.1%	-1.6%	0.0%	1.5%	0.0%
3Q 2023	69.0%	\$155.61	\$109.82	\$143.77	\$101.38	\$11.84	92.4%	45.7%	2.06	3,448,300	1.00
3Q 2024	70.9%	\$160.39	\$116.37	\$148.21	\$107.47	\$12.17	92.4%	47.6%	2.07	3,466,100	1.00



Hotel Market Investment Parameters



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



Glossary of Terms and Definitions

Booking Channel	The channel each booking came through.	HC-RevPAR or Hotel Collected RevPAR	The revenue per available room based on the total room revenue paid by the guest.
COPE	Contribution to Operating Profit and Expenses.	HC Revenue or Hotel Collected Revenue	The amount of revenue a hotel actually collected and recorded in their financial statements. Hotel-Collected Revenue does not account for intermediary markups applied to wholesale and merchant model business. Hotel-Collected Revenue is the raw revenue data provided by operators to Kalibri Labs. Hotel-Collected Revenue will equal Guest-Paid Revenue when there is no third-party involvement.
COPE %	Proportion of revenue generated net of transaction-specific direct reservation costs expressed as a percentage and reflects how many dollars out of each hundred paid by the guest are actualized as revenue for the hotel. COPE % does not account for Sales and Marketing Spend.	Internal Discounts	Bookings from the following Rate Categories: Complimentary, Travel Industry – Barter, Travel Industry - Employee/Owner Rate, Travel Industry - Friends & Family, Travel Industry – House Use, Transient – Loyalty Program Redemption, and Contract – Permanent Rooms. Kalibri Labs separates these Rate Categories out to exclude artificially low revenue business for a more accurate picture of regular booking revenues.
COPE ADR	Average daily rate based on the total room revenue paid by the guest after transaction-specific direct reservation costs have been subtracted.	Length of Stay	Average number of actualized room nights per booking.
COPE Revenue	The amount of revenue after direct reservation costs are removed. These costs include commissions and transaction fees, as well as other costs incurred as a direct result of a booking. COPE Revenue does not include Sales and Marketing Spend.	Lodging Performance Index	The measure of a hotel market's effective overall performance, expressed as a weighted rank, using multiple key performance metrics as inputs. The baseline is 1.0, which is the average performance measurement of the top 104 hotel markets during the trailing four quarters of analysis. The index accounts for operating fundamentals and trends in nominal, inflation-adjusted figures.
COPE RevPAR	Revenue per available room based on the total room revenue paid by the guest after transaction-specific direct reservation costs have been subtracted.	Loyalty Investment	The investment made by the hotel to fund the brand loyalty program. These costs typically include the cost of loyalty points, loyalty amenities, and loyalty services. Recovery models can vary by company or brand, including a fixed fee per reservation, a fixed fee per night, a percentage of room revenue or a percentage of total folio revenue. Premium amounts can be applied based on the loyalty member tier, and costs are only incurred for an eligible member stay.
Cost Categories	Kalibri Labs classifies acquisition costs into the following categories: Channel / Transaction Fees, Loyalty Investment, Retail Commission Expenses, Travel Agent Amenity Fees, and Wholesale Commission Expenses. Additionally, operators provide Kalibri Labs with Sales and Marketing Spend to see how effective their expenditures are in relation to revenue generated.	LPI	Lodging Performance Index
Cost of Sales	The sum of all Cost Categories except for Sales and marketing Spend: Channel / Transaction Fees, Loyalty Investment, Retail Commission Expenses, Travel Agent Amenity Fees, and Wholesale Commission Expenses.	Net ADR	The average daily rate based on the total room revenue paid by the guest after all customer acquisition costs have been subtracted.
Feeder Group	The number of people in a defined market that was required for the sale of every hotel unit in the same market. The larger the number, the more challenging each room was to sell for the economy.	Net Revenue	The amount of revenue after all acquisition costs have been removed. These costs include costs associated with individual bookings as well as general Sales and Marketing Spend that are not associated with specific bookings.
Feeder Group Earnings PSR	The total earnings of the feeder group that was required for the sale of every hotel unit. The larger the number, the more challenging each room was to sell for the economy.	Net RevPAR	The revenue per available room based on the total room revenue paid by the guest after all customer acquisition costs have been subtracted.
GP ADR or Guest Paid ADR	The average daily rate based on the total room revenue paid by the guest inclusive of all transaction-specific direct reservation costs.	POR	Per Occupied Room. Synonymous with PSR, or Per Sold Room.
GP Revenue or Guest Paid Revenue	The amount of revenue a guest actually paid for a booking. Guest-Paid Revenue accounts for intermediary markups on top of Hotel-Collected Revenue and reflects the total amount paid either to a hotel directly or to a third party who collects revenue from a guest and remits a net, merchant, opaque or wholesale rate to the hotel.	PSR	Per Sold Room. Synonymous with POR, or Per Occupied Room.
GP RevPAR or Guest Paid RevPAR	Revenue per available room based on the total room revenue paid by the guest inclusive of all transaction-specific direct reservation costs.	Rate Category - Other	Includes Complimentary, Employee/Owner Rate, Friends & Family, House Use, Barter, and Day Use.
HC-ADR or Hotel Collected ADR	The average daily room rate based on the total room revenue paid by the guest.		

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