



## Hospitality Market Report

## Boston - MA

PREPARED BY



**Wronka, Ltd.**

Commercial Real Estate Advisors

Ernest Wronka

President



**HOSPITALITY MARKET REPORT**

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12 Mo Occupancy

**49.2%**

12 Mo ADR

**\$155.41**

12 Mo RevPAR

**\$76.48**

12 Mo Supply

**21.5M**

12 Mo Demand

**10.6M**

Despite the impact of the delta variant, Boston hotels have been steadily improving since the summer. The return of special events including the Boston Marathon and the Head of the Charles Regatta, not to mention playoff games for the Red Sox, gave Boston its best month of performance since before the pandemic. Through November, occupancy was 57.1%, exceeding average occupancy for the U.S., which was 57.6%. Thanks also to these events, ADR increased 12% month over month to \$164, the highest it's been since October 2019. RevPAR is forecast to increase approximately 50% over 2020, but returning to pre-pandemic levels of RevPAR is not forecast until 2024 and 2025 and is highly dependent on the full return of groups, business travelers, and international tourists.

Boston continues to have a robust pipeline of hotels under construction and in final planning. There are 11 hotels (1,500 rooms) under construction, though none are projected to open during the remainder of 2021. The 1,054-room Omni Seaport, which opened in September, represents an increase to downtown supply of 4.5%. Nine hotels have opened already in 2021, including the 146-room Hampton Inn in Watertown, the 156-room dual-branded Fairfield Inn/Towne Place Suites in

Medford, and the 286-room Newbury Hotel. Formerly the Taj Boston, and a Ritz-Carlton before Taj, the Newbury hotel had been closed since November 2019 and underwent an extensive renovation. It will continue to be positioned in the Luxury segment. Weekend rates quoted for this fall are over \$800.

Asset sales slowed in 3Q21 after a brisker pace earlier in the year, though one transaction garnered a healthy price. RLJ Lodging Trust reentered the Boston market in October with the purchase of the 205-room AC by Marriott Boston Downtown for \$89 Million (\$434K/key). In other sales, Starwood Capital sold the 510-room dual-branded Aloft and Element at the Seaport to Global Hospitality Investment Group for \$142 Million in June. Colony Capital, which hit trouble with its hotel portfolio early on in the pandemic, sold the majority of its hotels assets to Highgate Holdings in March, three of which were in the Boston area. The Residence Inn Foxborough; the Residence Inn Franklin; and a Homewood Suites in Portsmouth, New Hampshire, were part of this portfolio sale. Hersha Hospitality Trust sold its 113-room Holiday Inn Express in Cambridge in March for a competitive price, \$32 Million (\$283K/key) to private equity firm TPG Real Estate for \$32 Million to increase

its liquidity.

Despite a very challenging operating environment, Boston's diversified economy in life sciences, financial

services, and tech, combined with top universities and hospitals, as well as excellent sports and tourist attractions, positions the lodging market better than others to recover from COVID in the near and long term.

### KEY INDICATORS

Class	Rooms	12 Mo Occ	12 Mo ADR	12 Mo RevPAR	12 Mo Delivered	Under Construction
Luxury & Upper Upscale	24,713	42.6%	\$221.35	\$94.32	1,054	589
Upscale & Upper Midscale	29,972	51.9%	\$131.97	\$68.55	884	532
Midscale & Economy	8,197	57.8%	\$95.67	\$55.32	0	99
<b>Total</b>	<b>62,882</b>	<b>49.2%</b>	<b>\$155.41</b>	<b>\$76.48</b>	<b>1,938</b>	<b>1,470*</b>

\*Includes 250 Rooms Under Construction that are currently unaffiliated with any Class.

Average Trend	Current	3 Mo	YTD	12 Mo	Historical Average	Forecast Average
Occupancy	57.1%	63.5%	51.2%	49.2%	62.3%	68.8%
Occupancy Change	101.6%	90.4%	44.0%	30.4%	-7.9%	8.3%
ADR	\$163.59	\$192.28	\$157.95	\$155.41	\$183.18	\$201.85
ADR Change	61.7%	75.3%	27.4%	21.7%	-4.2%	7.0%
RevPAR	\$93.39	\$122.03	\$80.93	\$76.48	\$114.12	\$138.94
RevPAR Change	225.9%	233.7%	83.5%	58.6%	-11.8%	15.8%

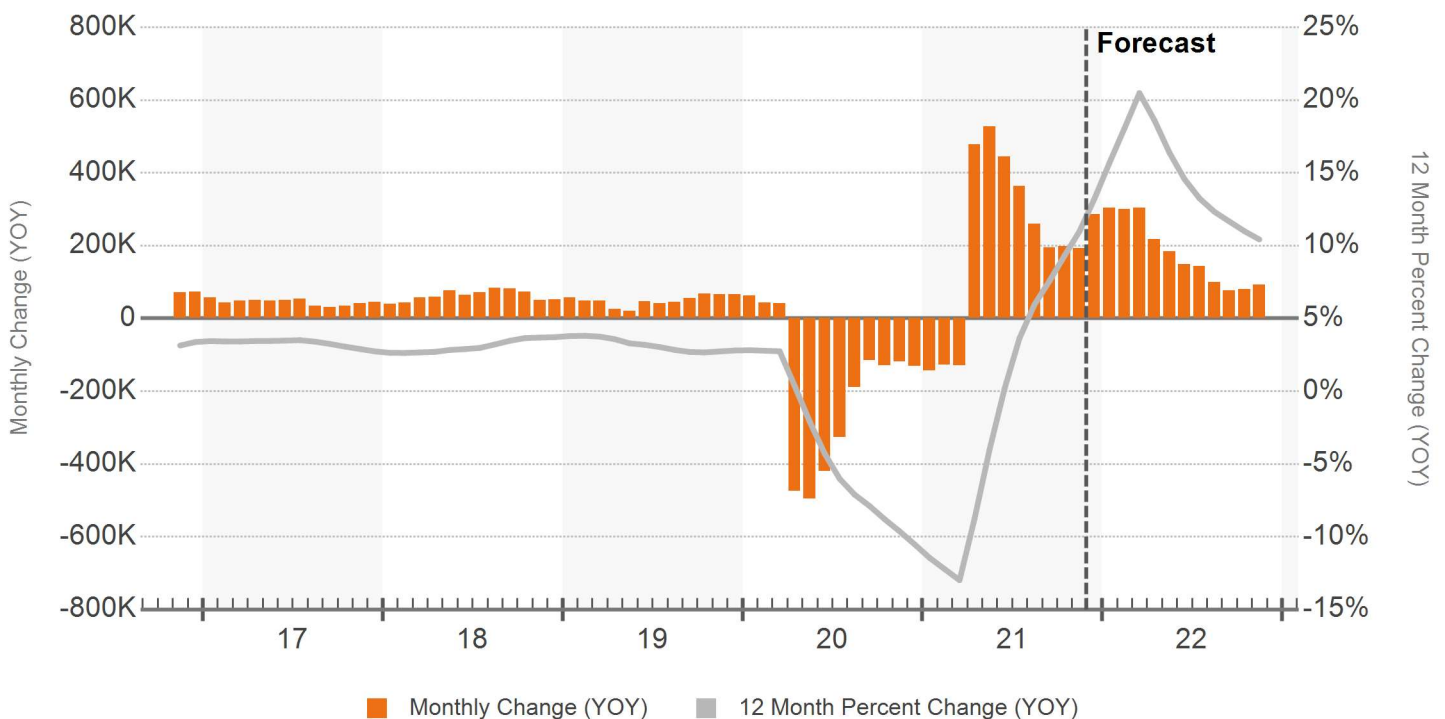
Thanks to a surge in leisure demand, the Boston lodging market has shown steady improvement for the past few months, despite having been one of the weakest performers of STR's Top 25 markets. Occupancy in November was 57.1%, compared to 57.6% for the U.S, thanks to the Boston Marathon, the Head of the Charles Regatta, and a playoff berth for the Red Sox. These three events helped ADR surge to \$164, a 12% increase over September. With ADR recovering faster than expected, RevPAR is forecast to improve approximately 50% in 2022 compared to 2021. The lack of business travel and reduced attendance at conventions this fall because of the delta variant, and now the omicron variant as well is pushing longer-term recovery further out. Nevertheless, leisure demand continues to rebound. Saturday night occupancy has increased throughout the region, reaching 87% in October, bolstered by special events and sports demand.

Group and convention business, an extremely important segment for the Boston market, is slowly showing some signs of recovery. 4,000 cardiologists met at the BCEC in July, the first time a convention has used the BCEC since February 2020. An additional 1,000 attendees attended via livestream. While there have been few conventions and tradeshow scheduled for 4Q21, the biggest return of groups is not expected until 2022.

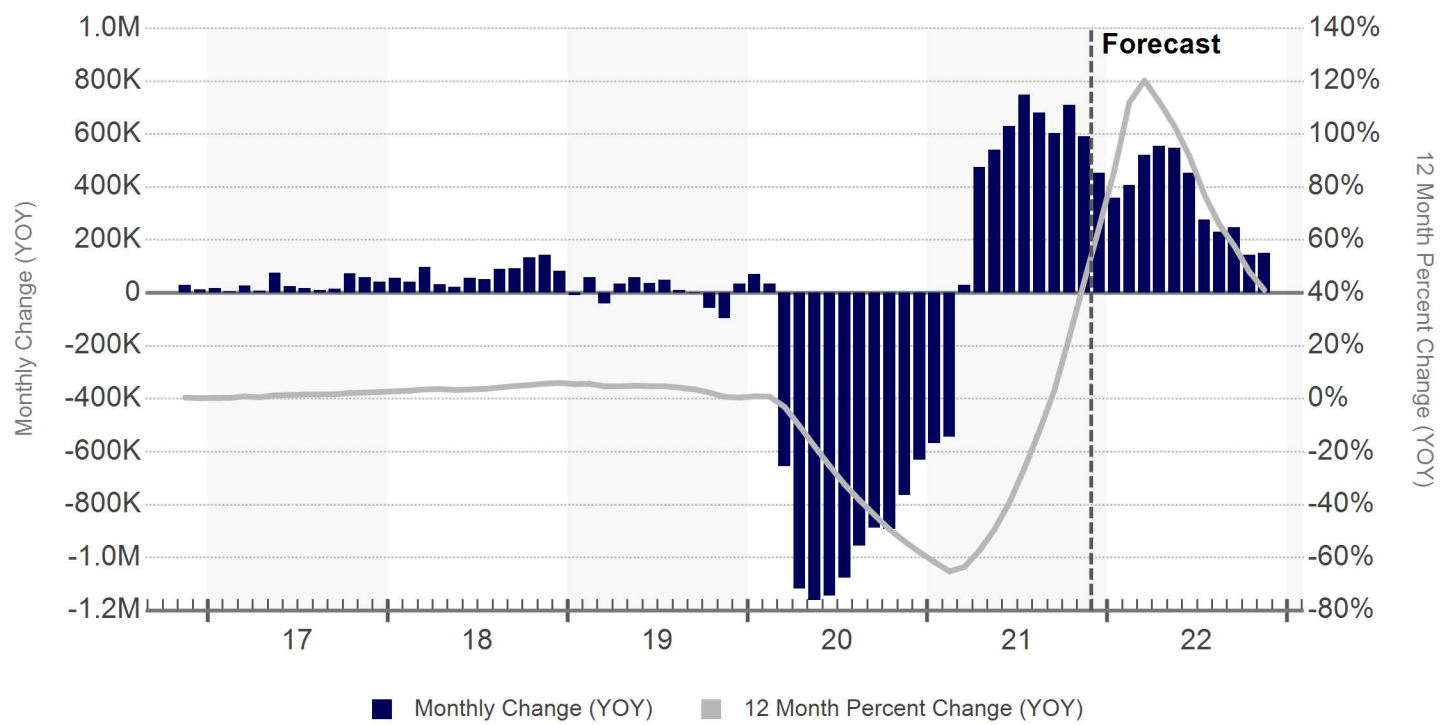
There are more than 20 citywide conventions, defined as more than 2,000 rooms peak night, booked at the BCEC and Hynes in 2022. Convention and group business in 2022 is expected to be at nearly 90% of 2019 levels, a welcome sign for the entire Boston region.

The Boston market is heavily reliant upon group and convention business, which comprises approximately 30% of demand for downtown and Cambridge hotels. When conventions fill downtown hotels, business demand is compressed to suburban hotels, benefiting their occupancy and rates, as well. The resumption of business travel, another key component of lodging demand in Boston, is still uncertain as companies delay coming back to the office due to the delta and omicron variants. Further, as more companies adopt permanent hybrid work schedules, the impact to hotels, particularly for weekday demand is still unclear. While weekend business has been improving, Tuesday and Wednesday night occupancy, key nights for business travel, remain well below prepandemic levels, averaging just 46% this year. Although hotel owners were hopeful the return of vaccinated international travelers from China and Europe would accelerate recovery, the omicron variant is likely putting a hold on travel for the next few weeks if not months.

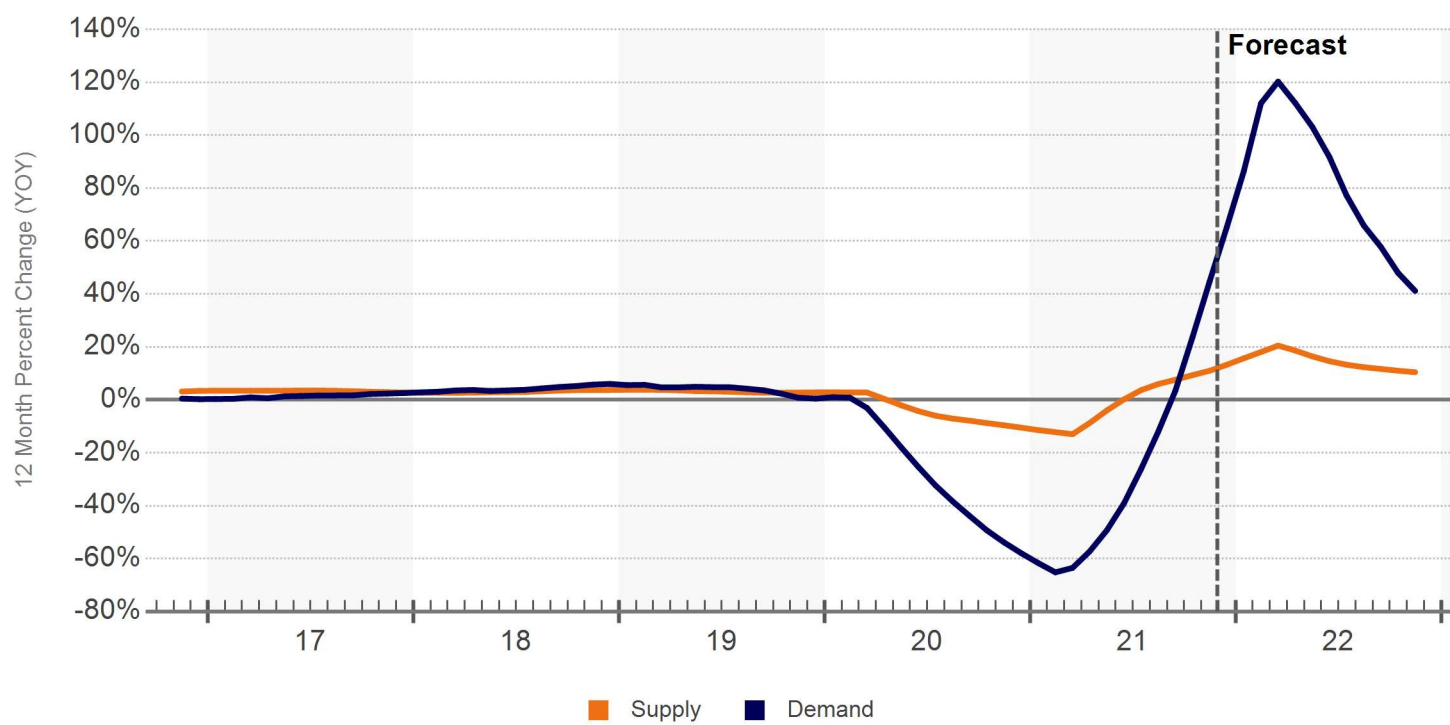
### SUPPLY CHANGE



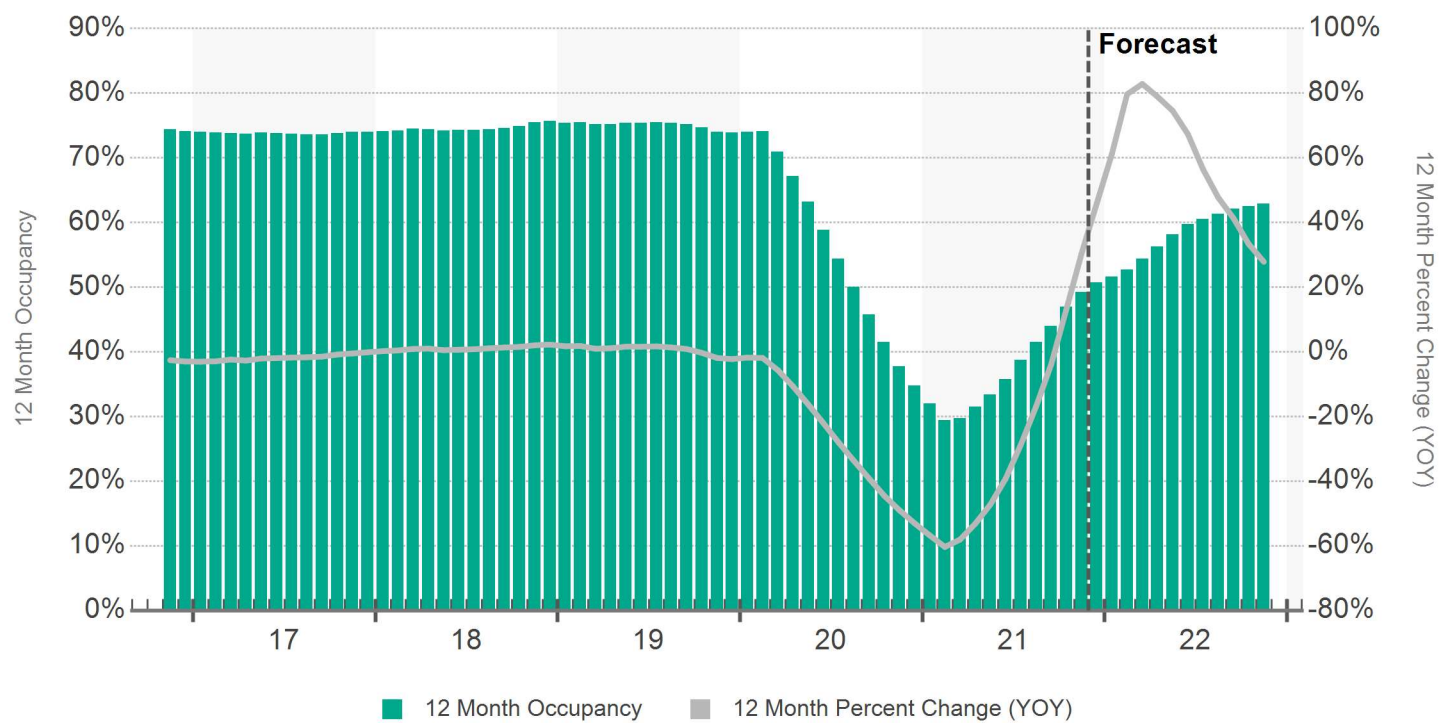
DEMAND CHANGE



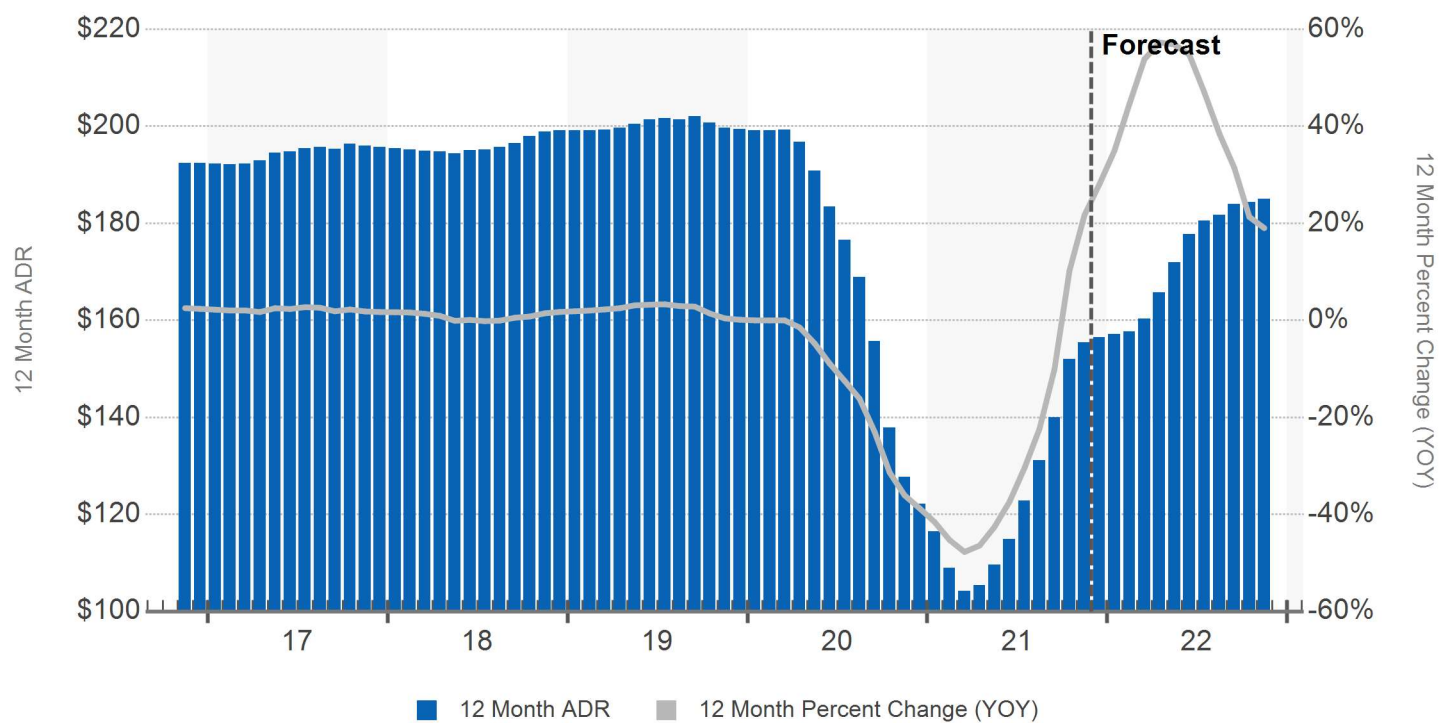
SUPPLY & DEMAND CHANGE



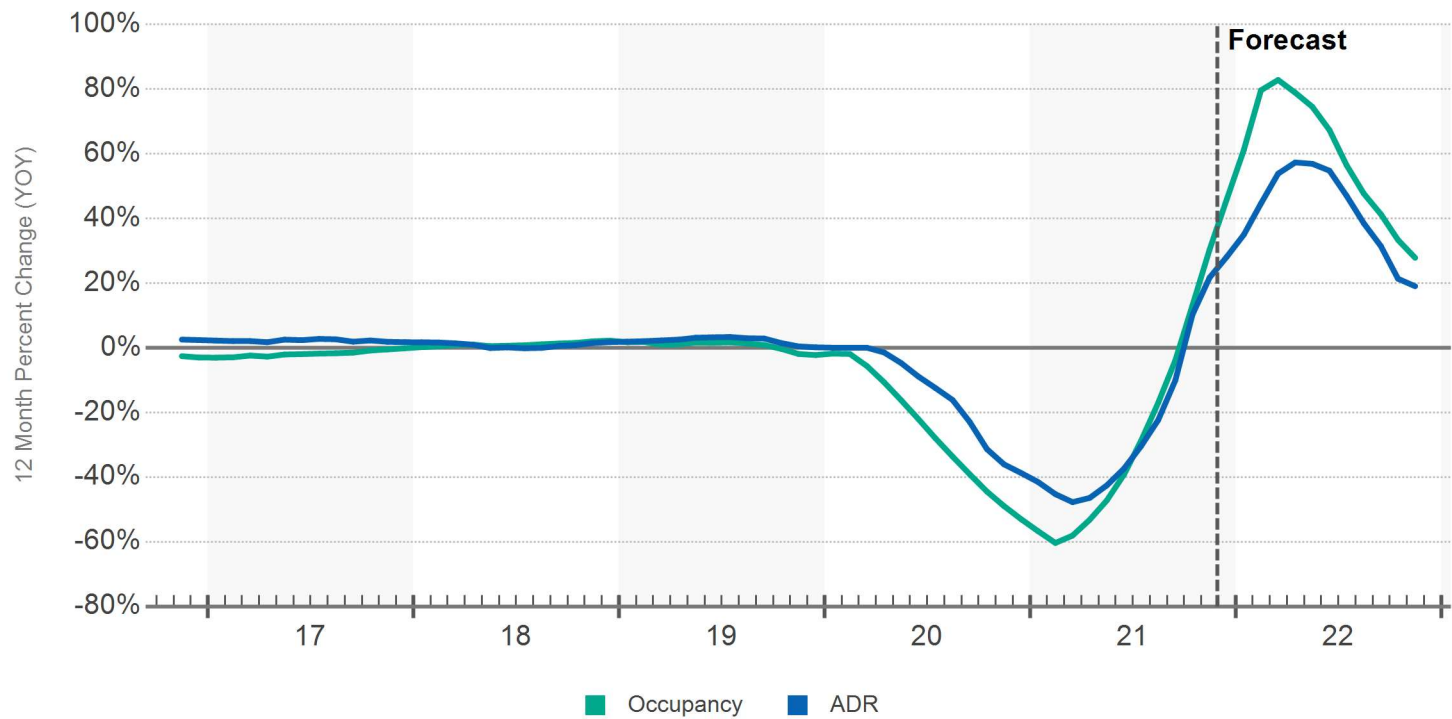
OCCUPANCY



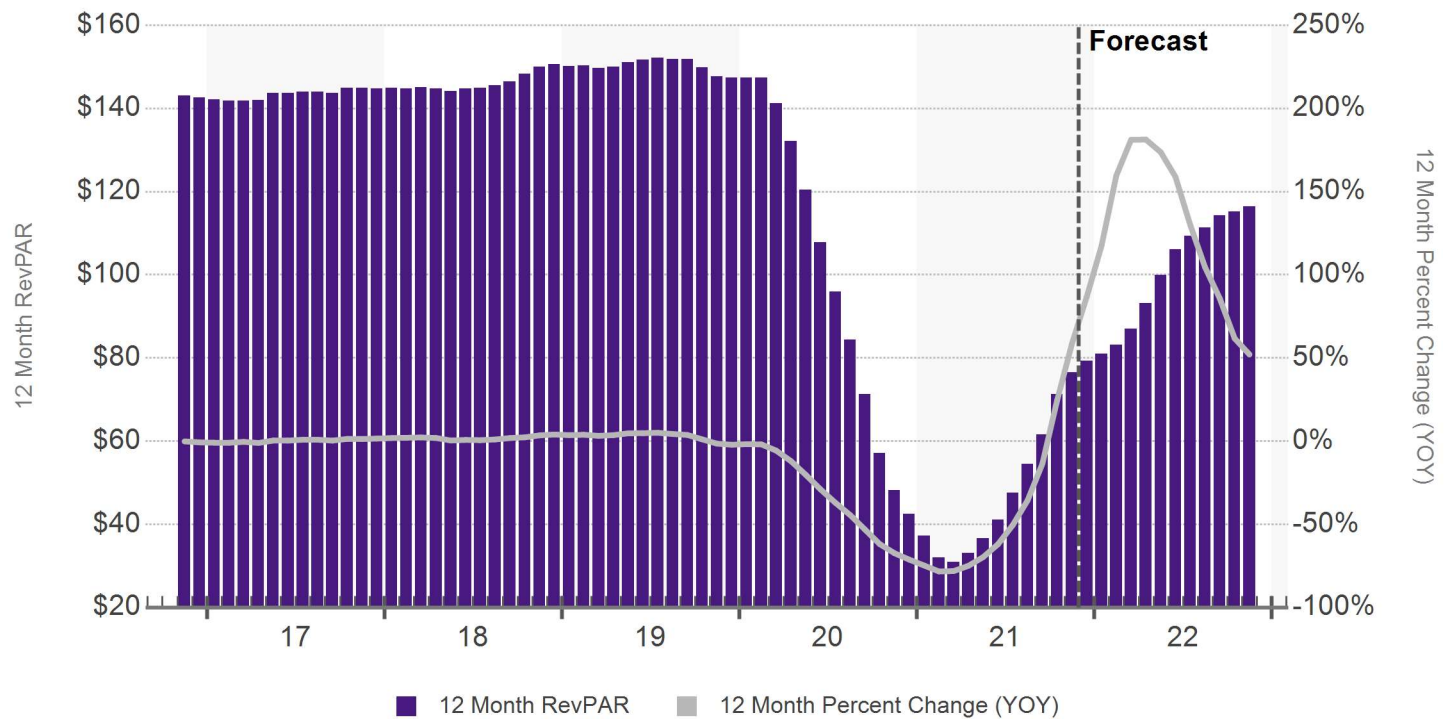
ADR



OCCUPANCY & ADR CHANGE

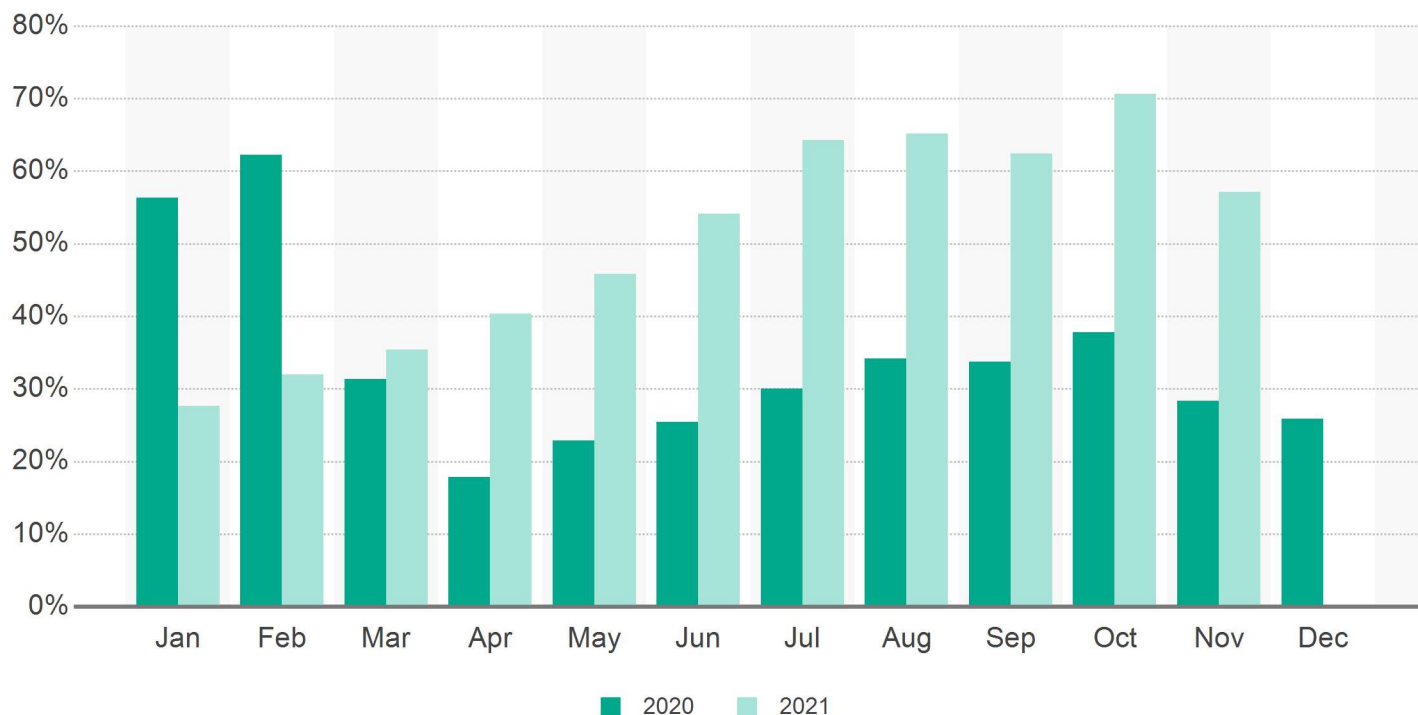


REVPAR

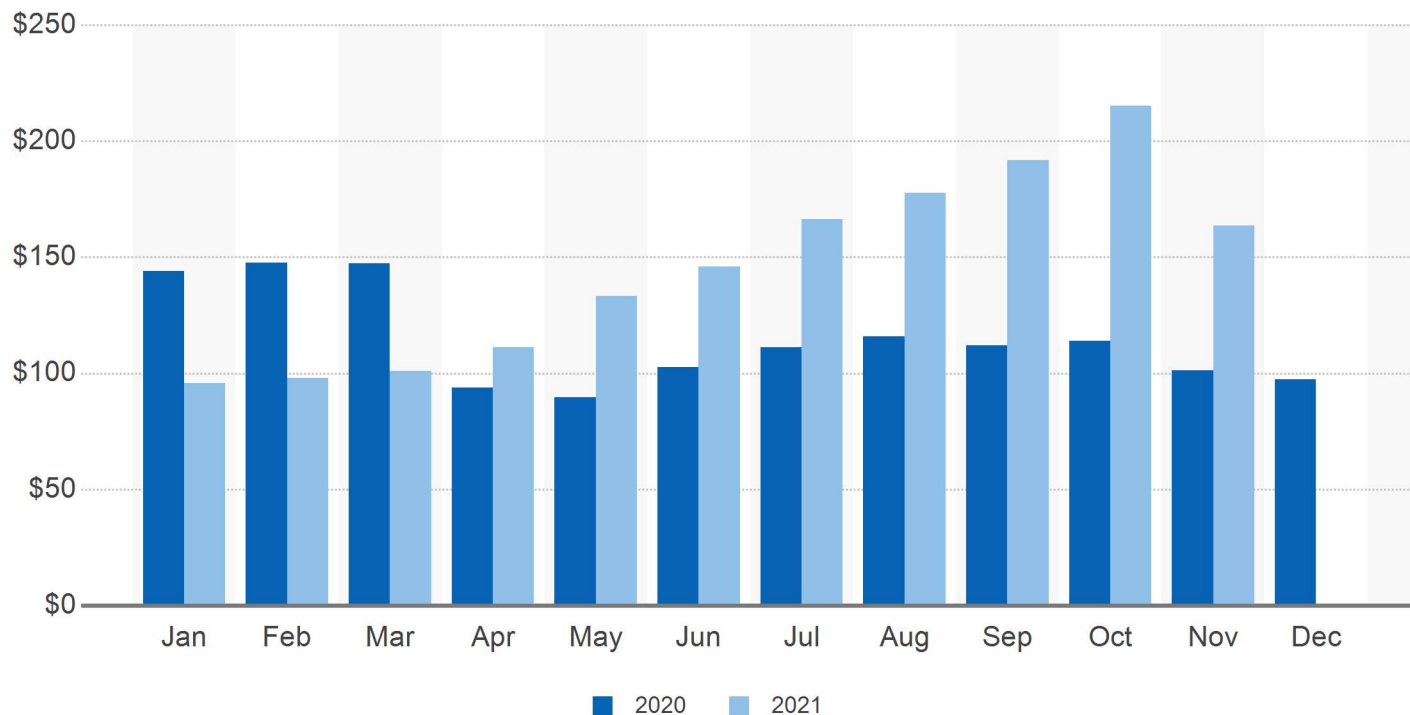




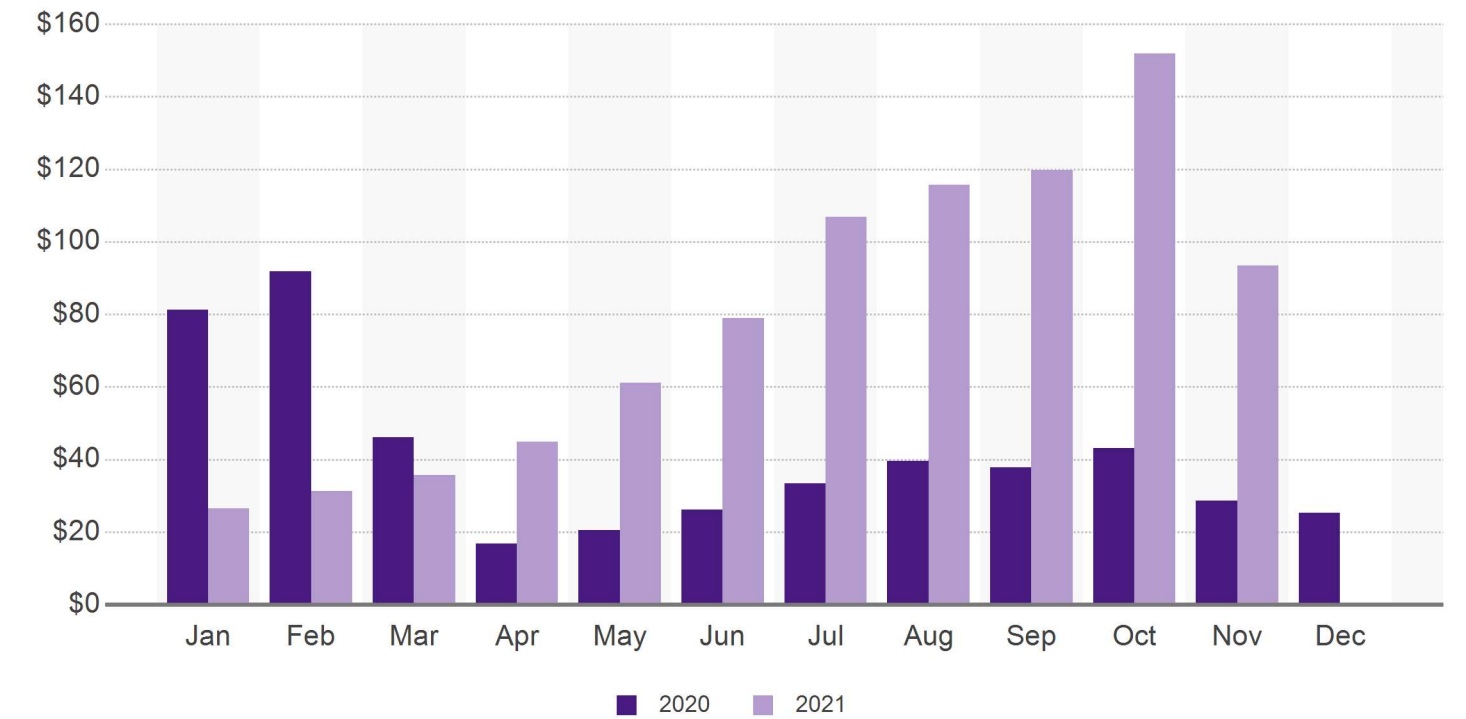
## OCCUPANCY MONTHLY



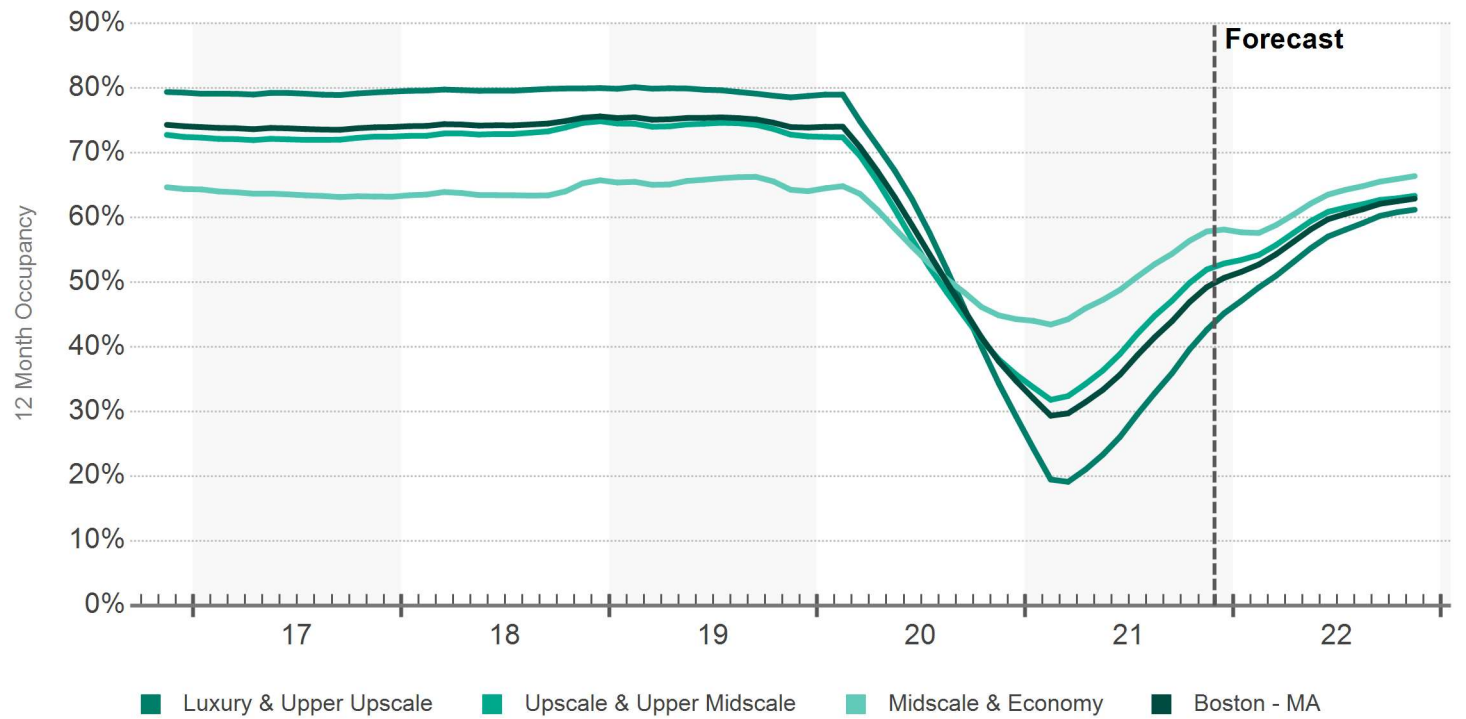
## ADR MONTHLY



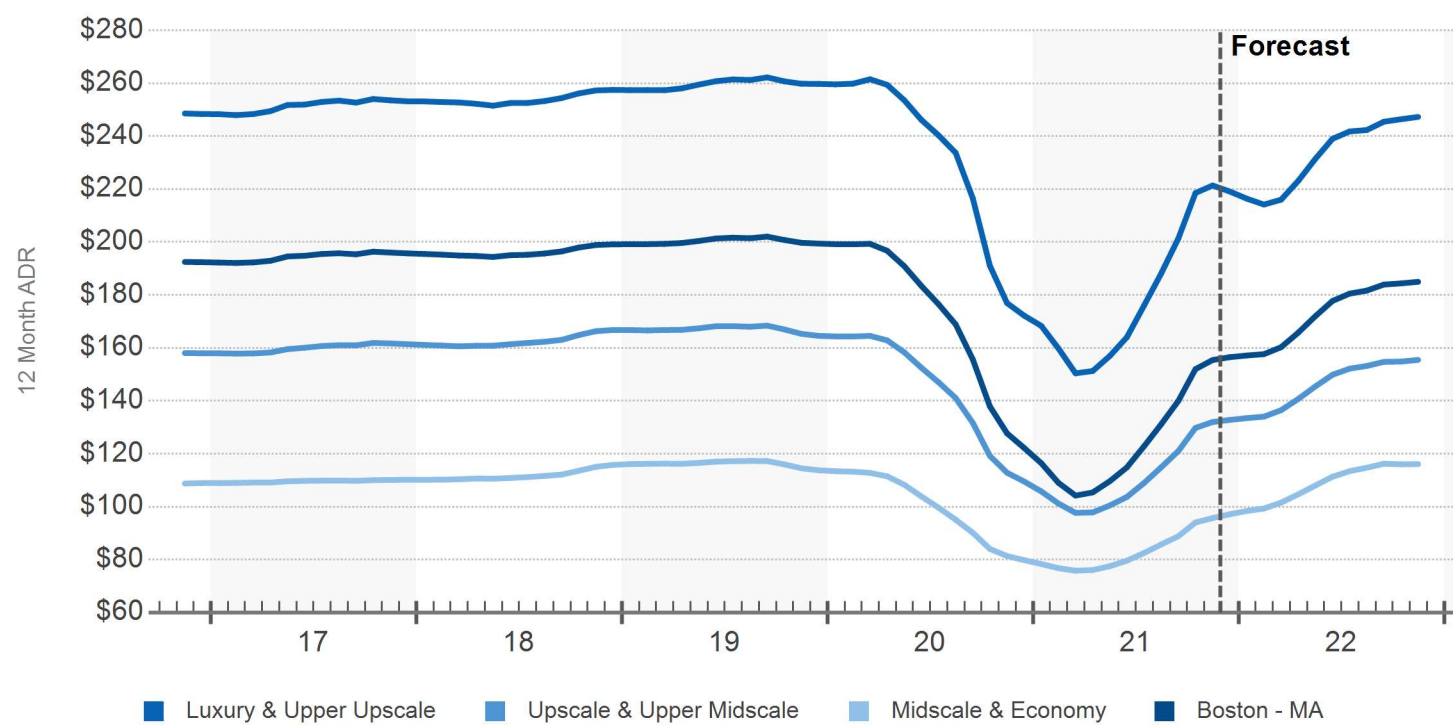
REVPAR MONTHLY



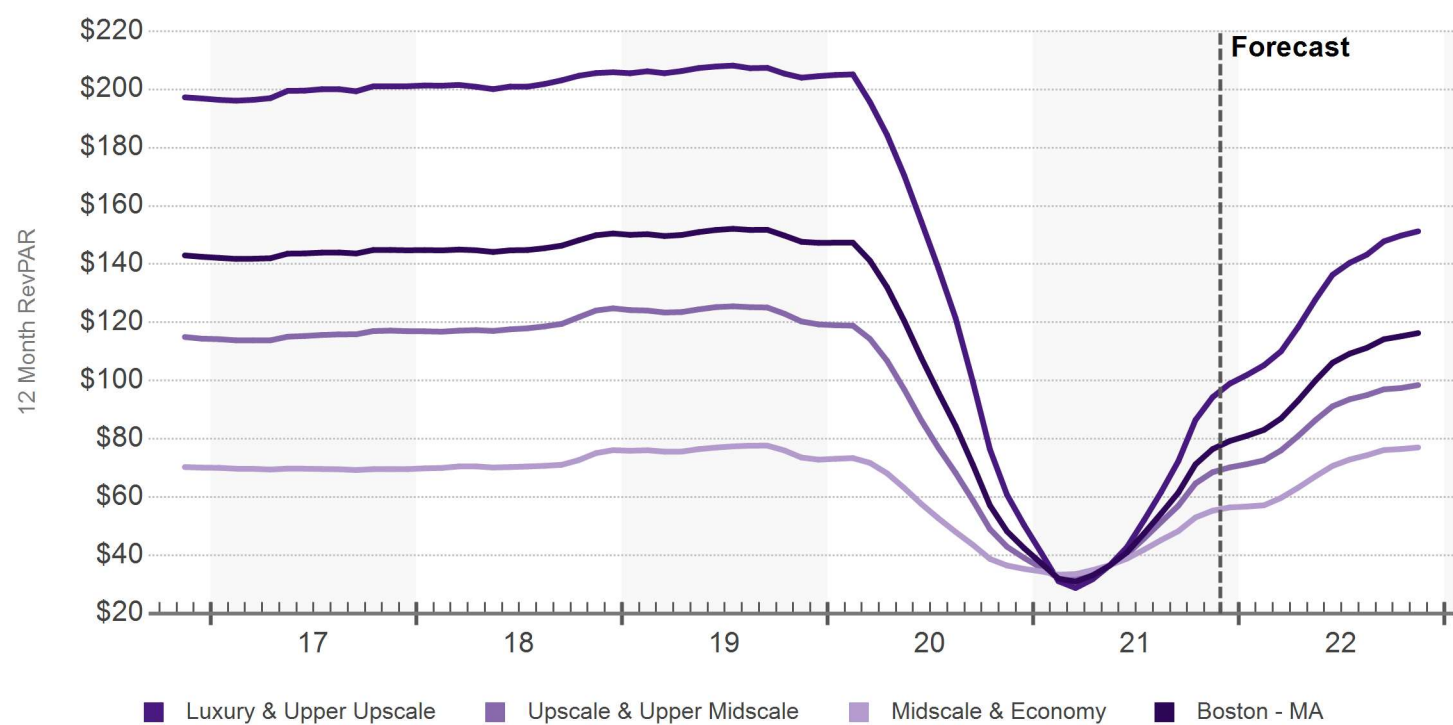
OCCUPANCY BY CLASS



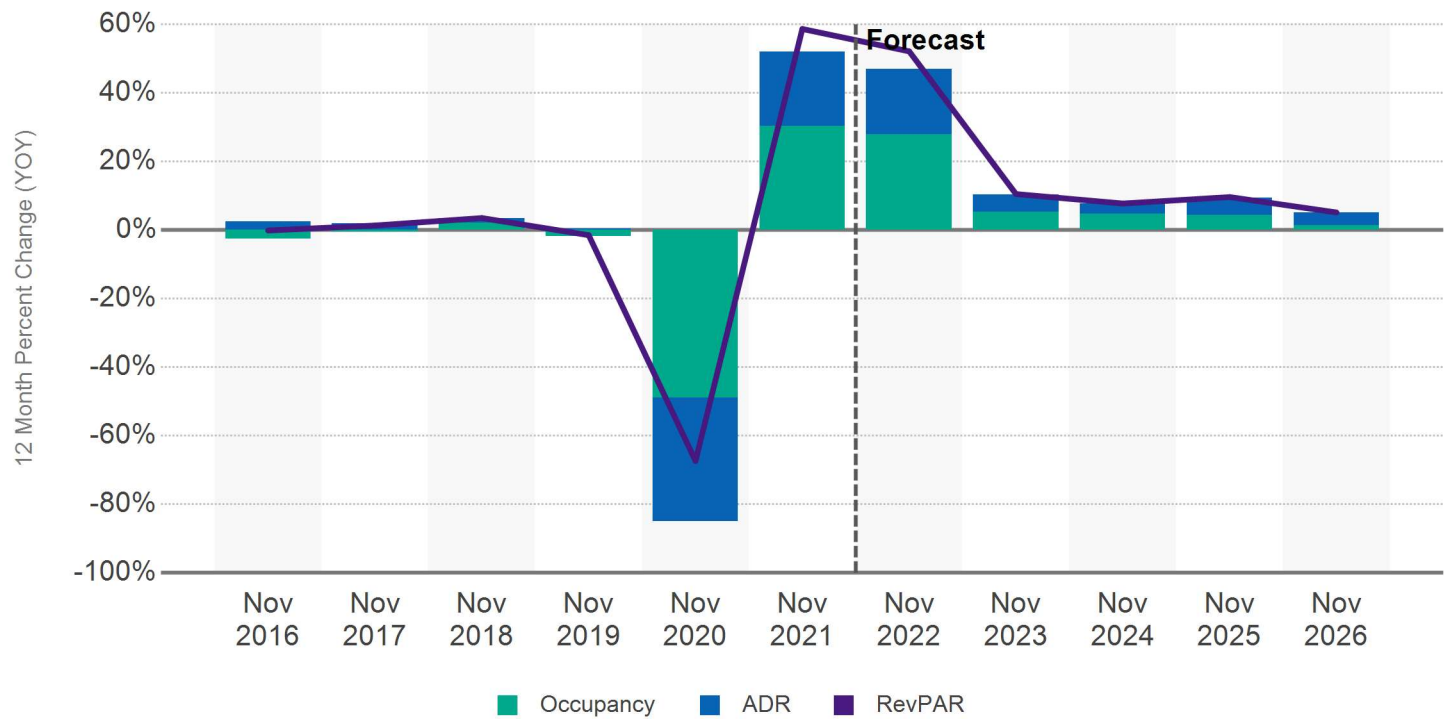
ADR BY CLASS



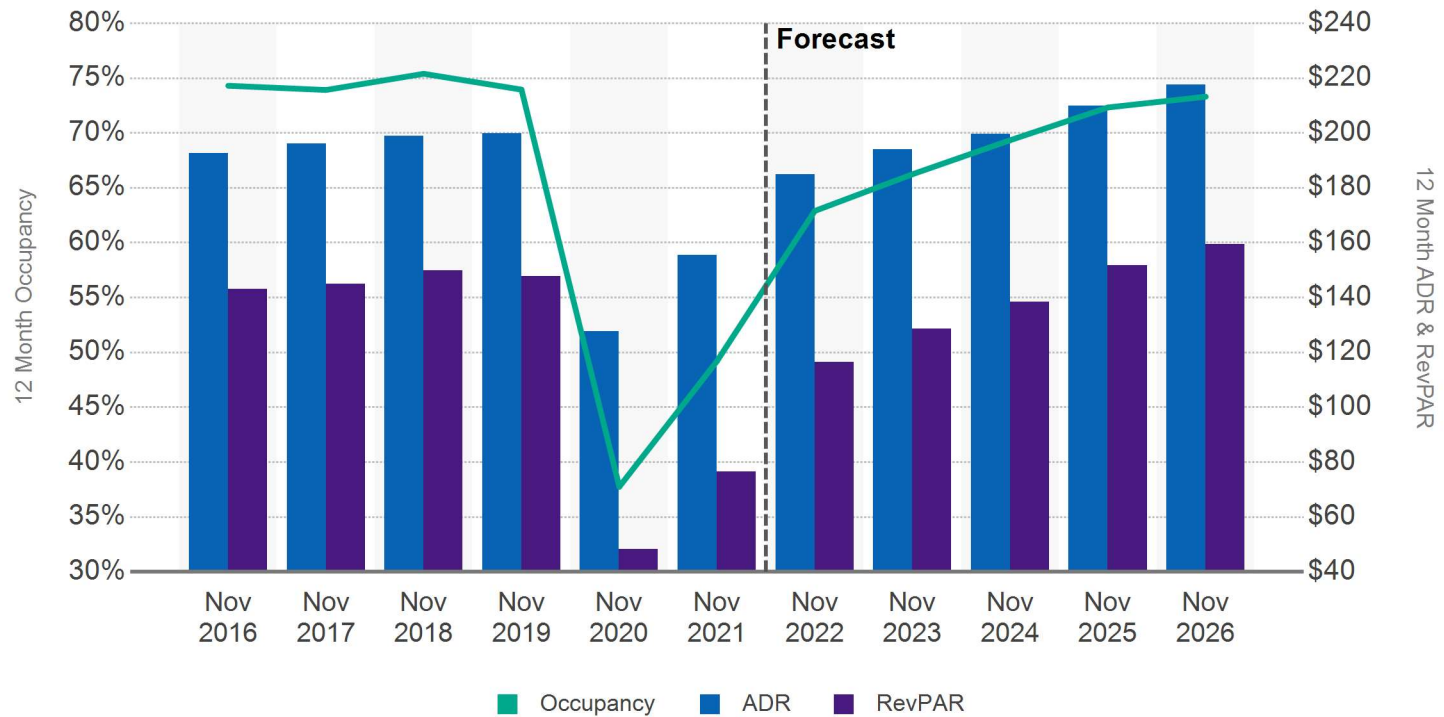
REVPAR BY CLASS



REVPAR GROWTH COMPOSITION



OCCUPANCY, ADR & RevPAR





### FULL-SERVICE HOTELS PROFITABILITY (ANNUAL)

Market	2020			2019-2020 % Change	
	% of Revenues	PAR	POR	PAR	POR
<b>Revenue</b>					
Rooms	72.4%	\$13,549	\$156.74	-82.0%	-38.3%
Food	11.7%	\$2,185	\$25.28	-85.0%	-48.5%
Beverage	3.8%	\$708	\$8.18	-82.2%	-38.9%
Other F&B	4.6%	\$855	\$9.89	-84.2%	-45.8%
Other Departments	3.2%	\$604	\$6.98	-75.6%	-15.9%
Miscellaneous Income	4.3%	\$813	\$9.40	-56.6%	49.2%
<b>Total Revenue</b>	<b>100%</b>	<b>\$18,713</b>	<b>\$216.48</b>	<b>-82.0%</b>	<b>-38.0%</b>
<b>Operating Expenses</b>					
Rooms	44.2%	\$5,986	\$69.25	-67.7%	11.2%
Food & Beverage	125.7%	\$4,710	\$54.48	-73.4%	-8.6%
Other Departments	63.6%	\$384	\$4.44	-63.4%	25.8%
Administrative & General	19.4%	\$3,634	\$42.04	-55.1%	54.3%
Information & Telecommunication Systems	4.0%	\$742	\$8.58	-42.2%	98.6%
Sales & Marketing	14.3%	\$2,670	\$30.89	-66.6%	15.0%
Property Operations & Maintenance	10.4%	\$1,951	\$22.57	-41.3%	101.9%
Utilities	10.3%	\$1,925	\$22.27	-40.1%	105.8%
<b>Gross Operating Profit</b>	<b>-17.6%</b>	<b>-\$3,289</b>	<b>-\$38.05</b>	<b>-107.7%</b>	<b>-126.5%</b>
Management Fees	1.5%	\$277	\$3.20	-94.0%	-79.2%
Rent	3.0%	\$556	\$6.44	-46.8%	82.8%
Property Taxes	24.0%	\$4,492	\$51.96	-11.1%	205.8%
Insurance	2.1%	\$390	\$4.51	-20.6%	172.9%
<b>EBITDA</b>	<b>-48.1%</b>	<b>-\$9,004</b>	<b>-\$104.17</b>	<b>-128.6%</b>	<b>-198.4%</b>
<b>Total Labor Costs</b>	<b>215.7%</b>	<b>\$40,355</b>	<b>\$155.10</b>	<b>-44.9%</b>	<b>30.9%</b>

(1) For Annual P&L, the current year exchange rate is used for each year going back in time. This current year exchange rate is the average of all 12 monthly rates for that year.

(2) Percentage of Revenues for departmental expenses (Rooms, Food & Beverage, and Other Departments) are based on their respective departmental revenues. All other expense percentages are based on Total Revenue.

(3) Labor costs are already included in the operating expenses above. Amounts shown in Total Labor Costs are for additional detail only.

Boston's surge in supply growth continues in 2021, with 11 hotels (1,500 rooms) under construction. The Boston lodging market had lagged its East Coast competitors, Washington, D.C., and New York, in terms of overall supply growth, but the development pace has considerably increased over the past four years. Notable projects opening in 2022 include the 154-room luxury Raffles Hotel, part of a larger mixed-use project that will include residences as well. This will be Raffles' first hotel in North America. The 212-room Canopy Boston Downtown is expected to open in 1Q22. It is located in between downtown and the North End.

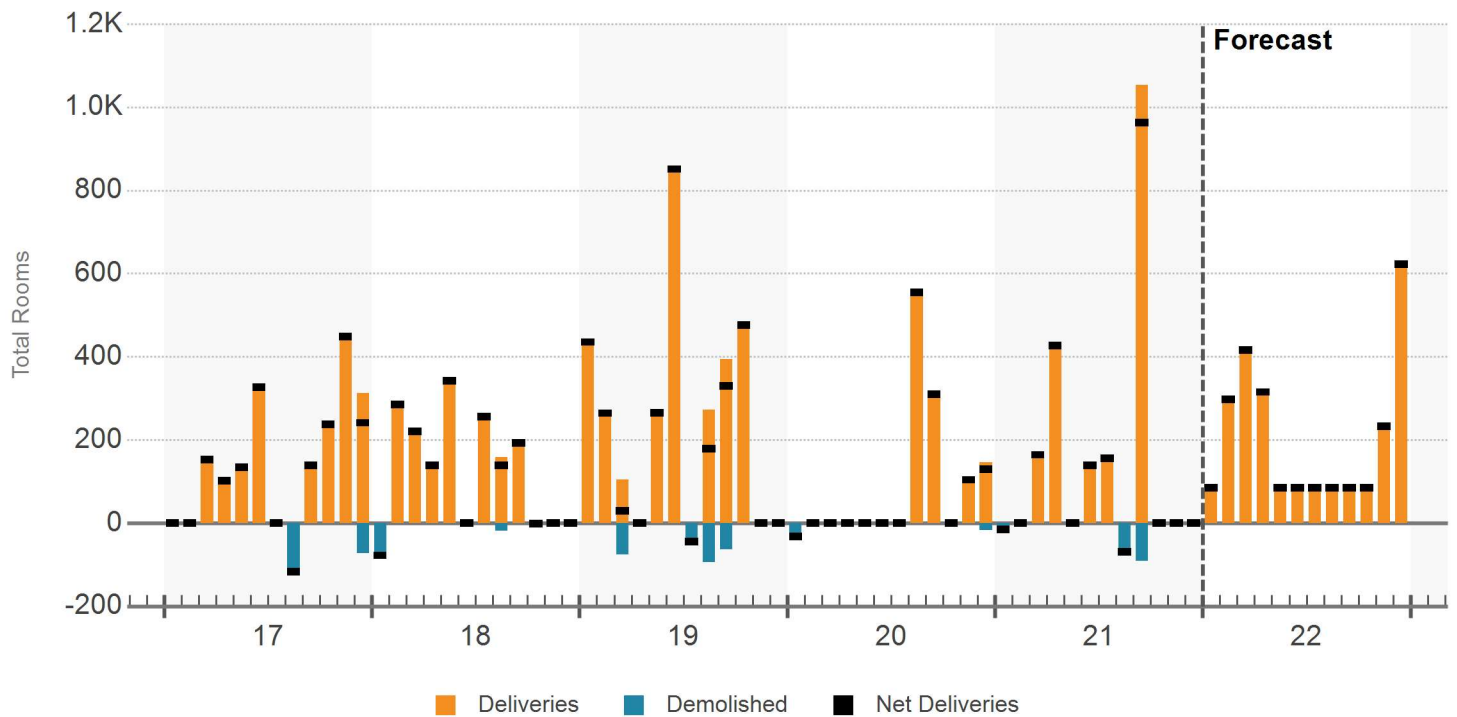
The 1,054 room Omni Seaport, which opened in September, will change the landscape of group business in Boston once the market and country recover from the pandemic. The Omni is the largest hotel to open in Boston since the 1,144-room Marriott Copley Place opened in 1984. The new Omni has a pedestrian underground tunnel connecting it to the BCEC. Boston tourism officials have said the city needed at least 1,800 more full-service hotel rooms within a half-mile of the BCEC to remain competitive for larger citywide conventions; consequently, the Omni is expected to induce new group demand. With 100,000 SF of meeting space of its own, however, the Omni is not expected to be completely reliant only on the BCEC for business. Its location in the Seaport area will aid in attracting both leisure and corporate guests, as well. The hotel is on a 90-year ground lease with Massport. Also adding to the Seaport's lodging supply is the dual-branded, 164-room Homewood Suites/252-room Hampton Inn at 670 Summer St., which opened in April. These properties are one block from the BCEC.

The renovated and rebranded 286-room Newbury Hotel opened in May. Formerly the Taj Boston, and a Ritz-Carlton before Taj, the hotel had been closed since November 2019 and has undergone an extensive renovation. It will continue to be positioned in the Luxury segment. Opening rates are over \$500. The 317-room luxury Langham Boston reopened in July after an extensive two-year renovation.

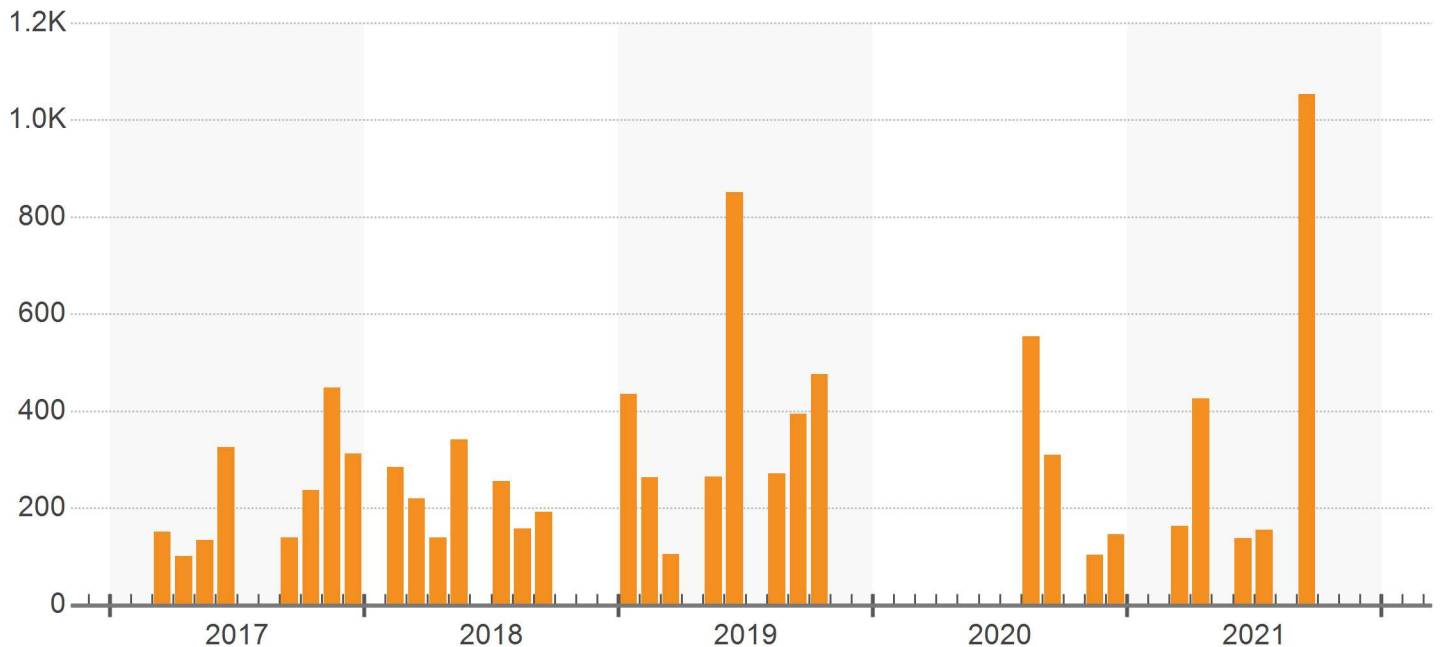
Like many of STR's Top 25 lodging markets, the increase in Boston's lodging supply has been primarily in the Upscale segment, with 33 hotels and approximately 5,000 rooms added between 2015 and 2019. Approximately 25% of the new Upscale supply that opened during this timeframe has been in the Seaport area. The 510-room Aloft/Element dual-branded property opened in 2016, followed by the 326-room Yotel in 2017 and, most recently, the 297-room Hyatt Place in August 2020.

Until recently, Boston was generally considered an under-supplied hotel market. From 2015-19, supply growth increased significantly, with 54 hotels opening adding approximately 8,000 new rooms to the market. Despite COVID, 10 new hotels (1,100 rooms) opened in 2020. The large increase in growth was built on solid historic fundamentals with demand exceeding supply by a near 2 to 1 margin on an average annualized basis from 2004-14. With excess demand, rates grew as well, 3.5% on an average annualized basis from 2004-14, despite an 11% drop in 2009 due to the recession. The growth in average rates and sustained absorption of rooms made it easier for developers and investors to underwrite deals in a city known for its higher barriers to entry and long permitting process.

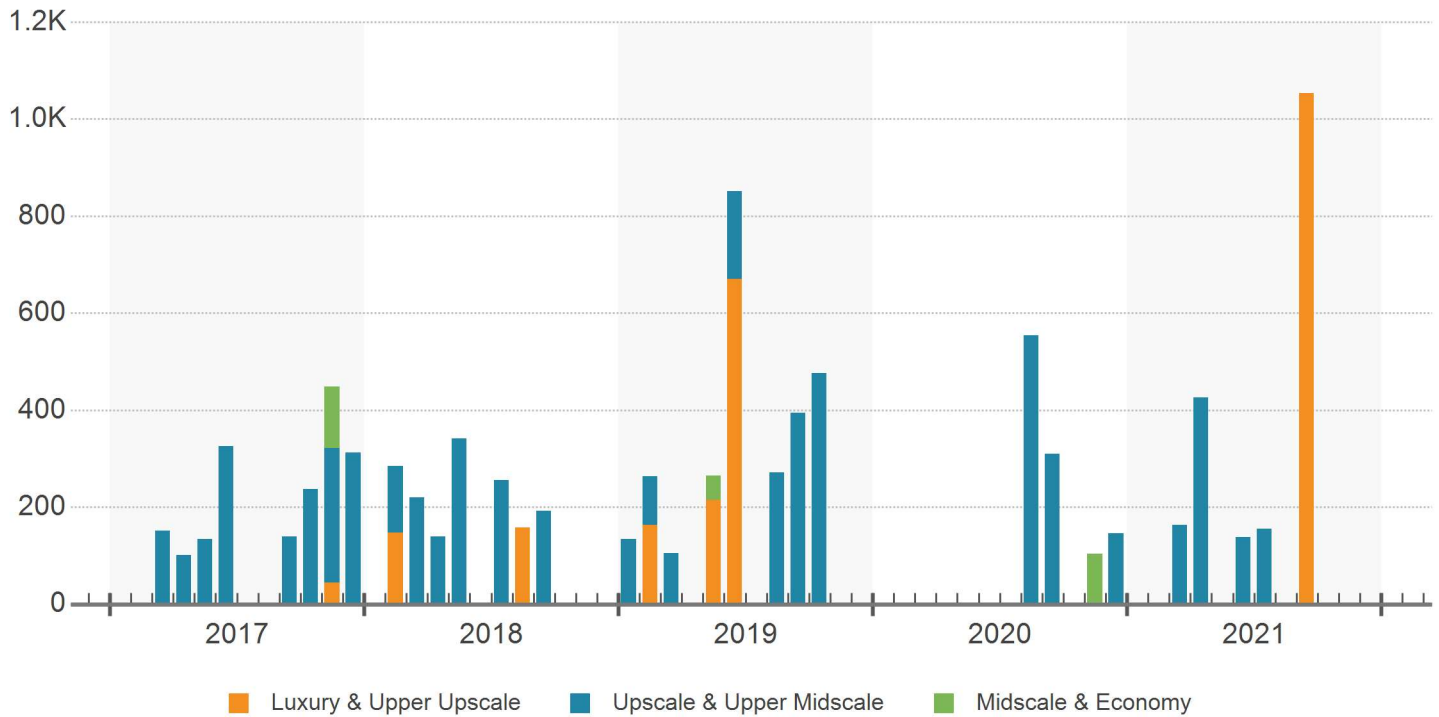
## DELIVERIES & DEMOLITIONS



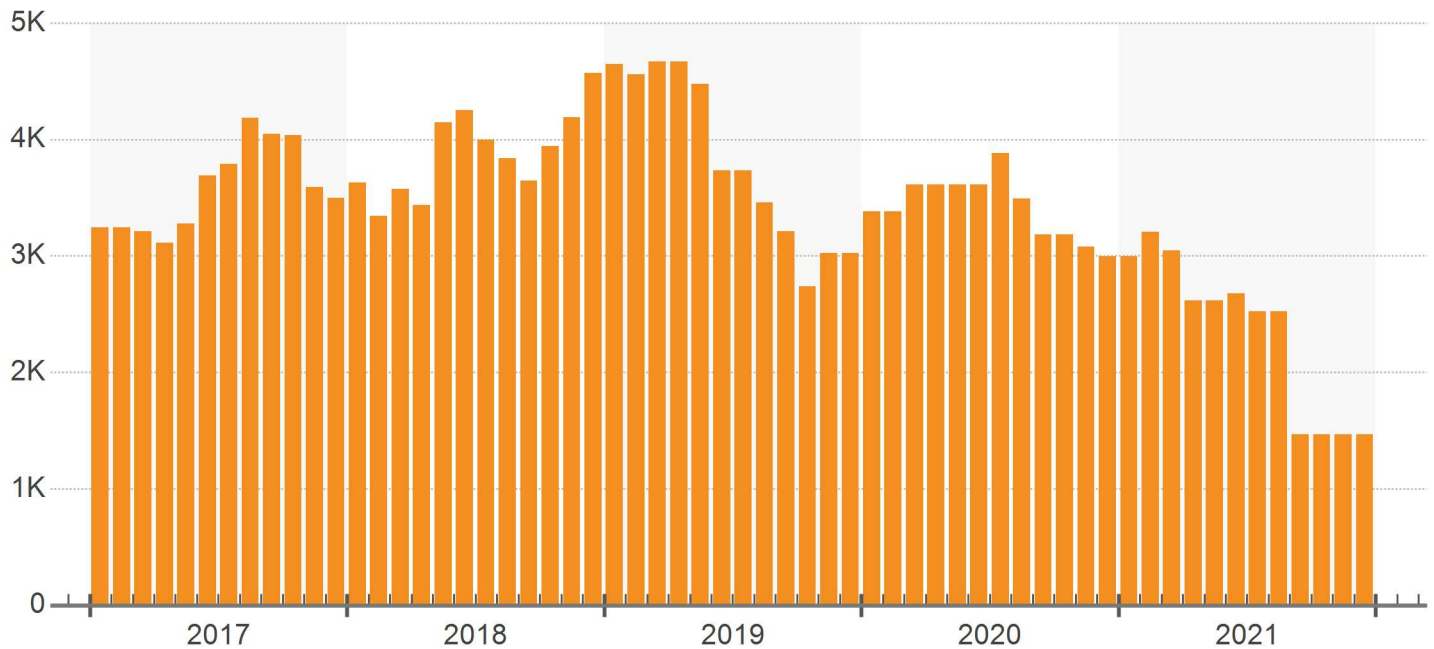
## ROOMS DELIVERED



## ROOMS DELIVERED BY CLASS

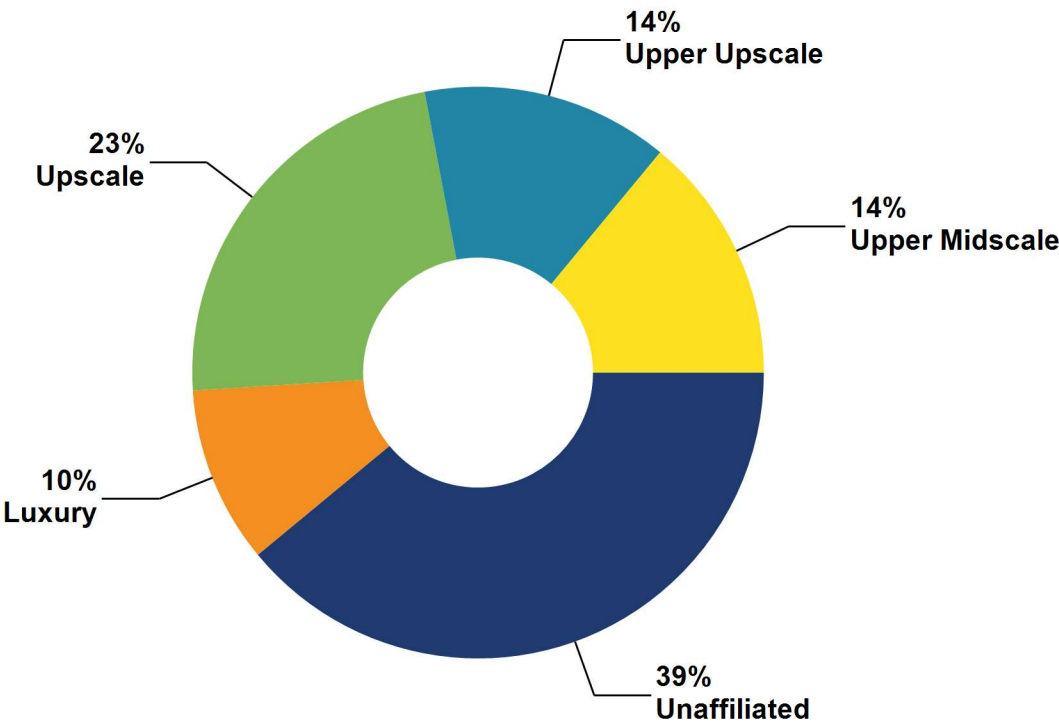


## ROOMS UNDER CONSTRUCTION

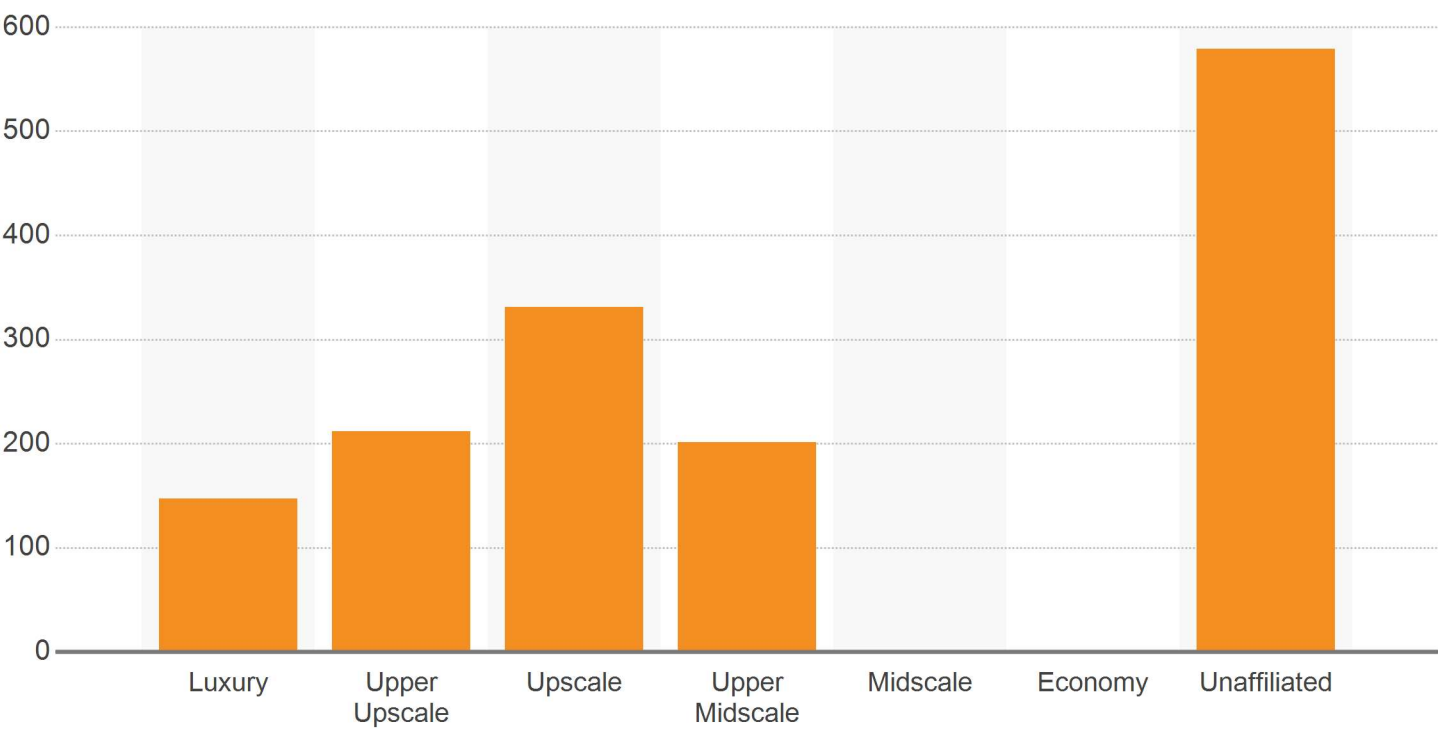




TOTAL ROOMS UNDER CONSTRUCTION BY SCALE



ROOMS UNDER CONSTRUCTION BY SCALE



# Under Construction Properties

Boston - MA Hospitality

Properties

Rooms

Percent of Inventory

Average Rooms

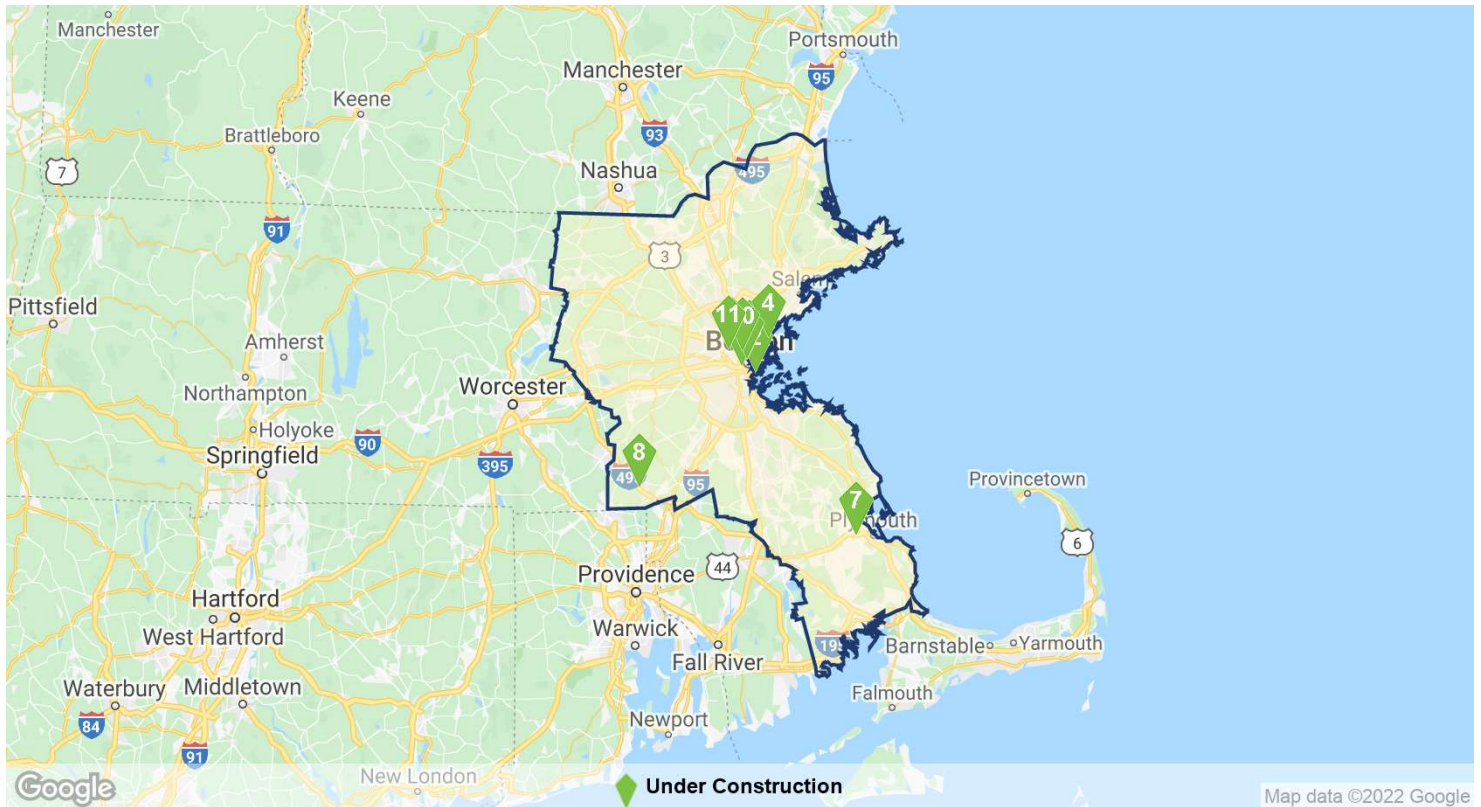
11

1,470

2.3%

134

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

	Property Name/Address	Class	Rooms	Stories	Start	Complete	Brand/Developer
1	105 1st Ave	Upper Upscale	230	5	Mar 2020	Apr 2022	- Chain Forge Hotel LLC
2	Canopy by Hilton Boston Downtown 111 North St	Upper Upscale	212	6	Feb 2021	Feb 2022	Canopy by Hilton CV Properties, LLC
3	Phase 4 1 Congress St	-	200	23	Jun 2021	Dec 2022	- The McClellan Highway Devel...
4	SpringHill Suites 1290 North Shore Rd	Upscale	168	6	Jul 2020	Mar 2022	SpringHill Suites Gate Residential
5	Cambria Hotels Somerville 515 Somerville Ave	Upscale	163	6	Aug 2020	Mar 2022	Cambria Hotels The Noannet Group
6	Raffles Boston 40 Trinity Pl	Luxury	147	33	Sep 2019	Nov 2022	Raffles Trinity Stuart LLC
7	Home2 Suites by Hilton Lot 8B Colony Pl	Upper Midscale	101	5	Jul 2020	May 2023	Home2 Suites by Hilton Pioneer Management

# Under Construction Properties

Boston - MA Hospitality

## UNDER CONSTRUCTION

	Property Name/Address	Class	Rooms	Stories	Start	Complete	Brand/Developer
8	<a href="#">Home2 Suites by Hilton Boston Fr...</a> 725 Union St	Upper Midscale	100	4	Jan 2020	Jul 2023	Home2 Suites by Hilton 4 SQ Development LLC
9	<a href="#">Unnamed Hotel @ Washington St</a> 88 N Washington St	Economy	64	14	Dec 2020	Dec 2022	- LIMAC LLC
10	<a href="#">Hood Park Redevelopment</a> 25 Supertest St	-	50	5	Jan 2019	Dec 2021	- Catamount Management Corp
11	<a href="#">The Beacon Street Hotel</a> 371 Beacon St	Economy	35	4	Nov 2019	Jan 2022	- Hay Creek Hotels

After a slow 3Q21 with only one branded hotel, and several smaller B&B's trading, one transaction in 4Q21 is particularly notable. RLJ Lodging Trust reentered the downtown Boston market with the purchase of the 205-room AC by Marriott Boston Downtown for \$89 Million (\$434K/key) in October. This was a very competitive price given Boston's slow rate of recovery. Overall, 30 hotels have sold since the beginning of the year.

On another positive note, Starwood Capital sold the 510-room dual-branded Aloft and Element at the Seaport to Global Hospitality Investment Group for \$142 Million in June, valued at \$300,000 per key for the Aloft and \$238,000 per key for the Element, strong prices given Boston's weak performance for the past 20 months, but illustrating the long-term value of real estate in the Seaport area. Hersha Hospitality Trust sold the 113-room Holiday Inn Express in Cambridge in April for a competitive price, \$32 Million (\$283K/key) to private equity firm TPG Real Estate to increase its liquidity. The hotel's location supported the strong pricing as Cambridge is a high barrier to entry market with limited land left to develop and very strong metrics pre-pandemic. Cambridge's 3-year average occupancy (2017-2019) was 77% and an average rate of \$211.

Blackstone and Starwood Capital's purchase of Extended Stay America in June resulted in a change of ownership for eight ESA's in the Boston region. The ESA's that sold had an average price per key of \$80,000. Colony Capital divested all of its hotel assets as it hit distress early on in the pandemic. Three hotels in the Boston region, the Residence Inn Foxboro, Residence Inn Franklin, and the Homewood Suites Portsmouth NH were part of this portfolio sale. No prices for these assets were disclosed.

Despite improvement in overall performance metrics recently, hotels are still in distress after nearly two years of impacted performance. According to CoStar's CMBS

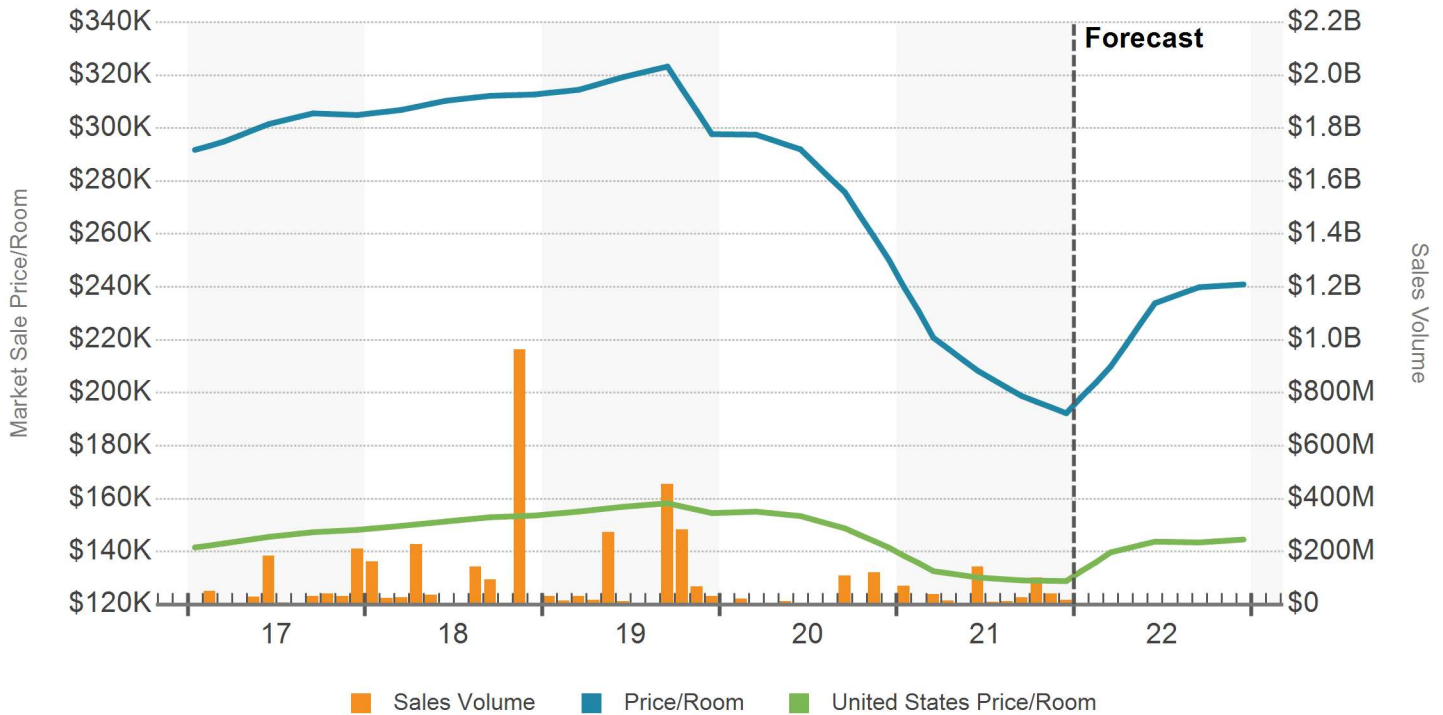
data, there are 16 hotels in special servicing, up from six two months ago. Nearly half are in the Upper Upscale or Luxury segment and concentrated in the downtown and Cambridge area.

Transaction volume was muted in 2020 due to the pandemic with only 18 hotels trading, 12 of which were small mom-and-pop roadside motels or B&Bs. COVID did force the sale of three notable properties as owners sought cash to pay off debt. Xenia Hotels & Resorts sold two hotels for this purpose, the 245-room Hotel Commonwealth and the 221-room Residence Inn Boston Cambridge. The 375-room Sheraton Framingham, built in the 1970s to look like a castle, sold in a foreclosure auction for \$15 million (\$40,000/Key) in December. The Hotel Commonwealth was sold to Ohana Real Estate Investors for \$113 million (\$460,000/key), \$23 million less than Xenia paid for it four years ago. Xenia had recently added 96 rooms and extra meeting space to the property. Xenia also sold the Residence Inn Cambridge for \$107.5 million (\$487,000/key) to an undisclosed buyer. With an excellent location and strong brand, this asset likely would have garnered a much higher price one year ago.

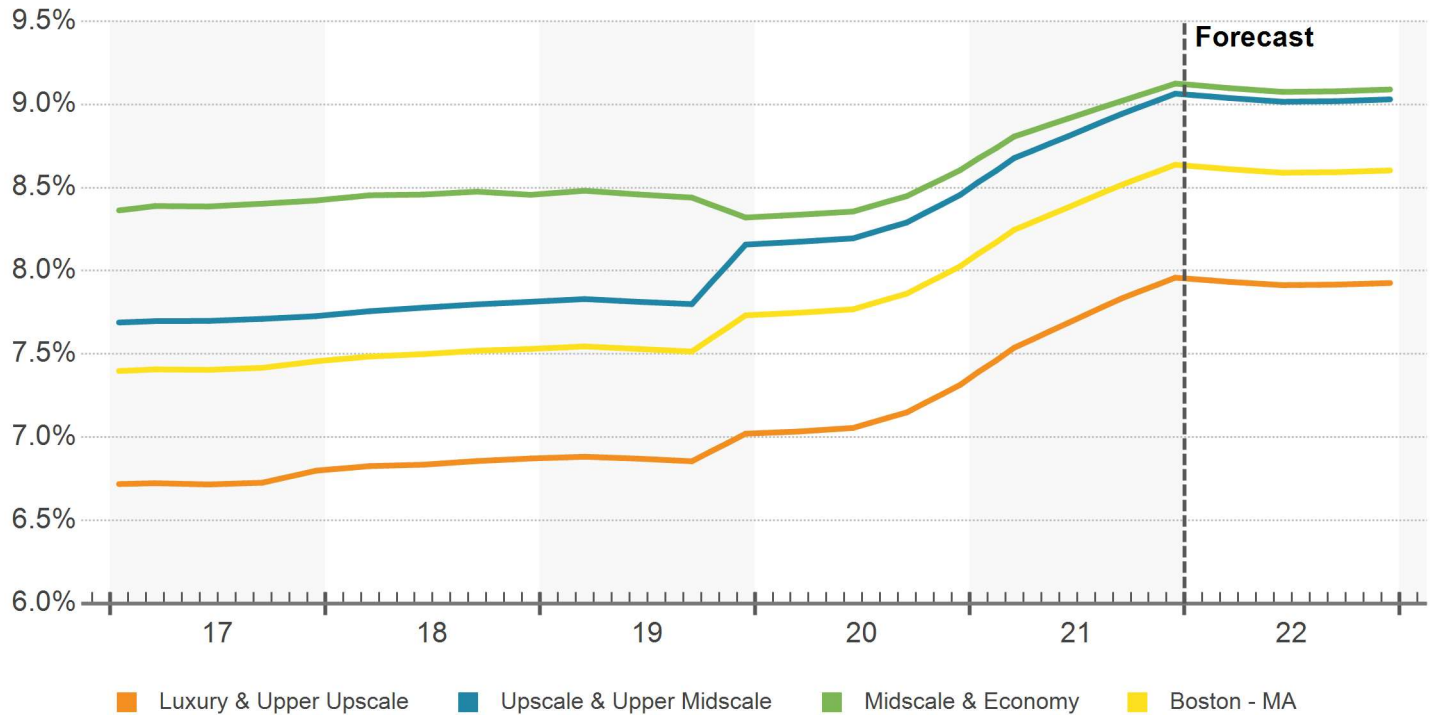
As COVID impacted many of its hotels, Newton-based REIT Service Properties Trust (SVC) exercised its right to terminate management agreements for 122 Marriott-branded hotels and 103 Intercontinental branded hotels, 14 of which are in the Boston area, because both brands defaulted on required payments per their management agreements. Marriott defaulted on an \$11 million, while Intercontinental owed \$8.4 million. The management agreements for the Marriott-branded properties were terminated January 31, 2021; they were set to expire in 2035. SVC reportedly plans on selling 24 of the Marriott-branded hotels, though it's unclear which ones, while it will rebrand all other hotels to Sonesta, a brand of which it is one-third owner.



## SALES VOLUME & MARKET SALE PRICE PER ROOM



## MARKET CAP RATE



# Sales Past 12 Months

Boston - MA Hospitality

Sale Comparables

34

Average Price/Room

\$187K

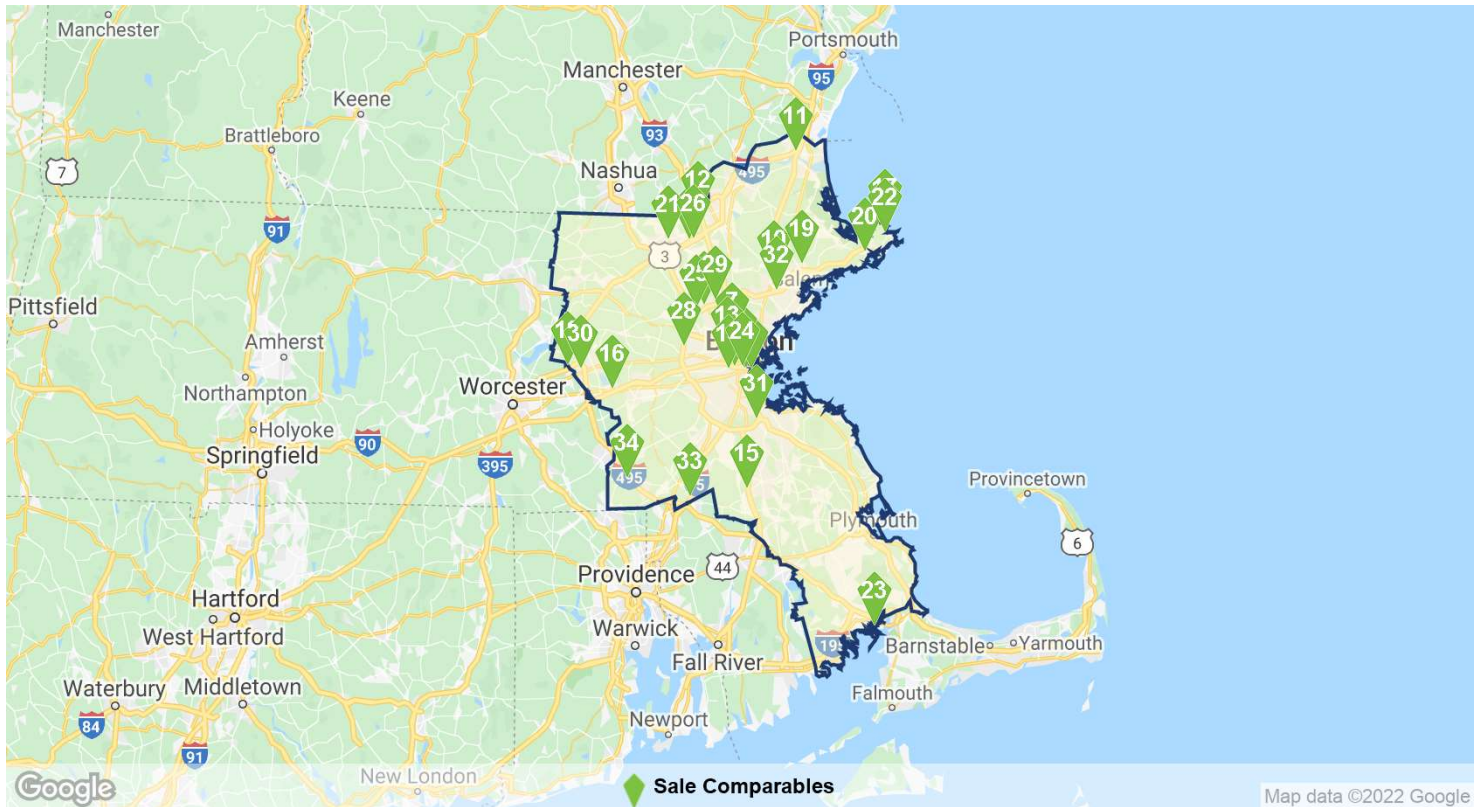
Average Price

\$20.7M

Average Cap Rate

7.3%

## SALE COMPARABLE LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sale Attributes	Low	Average	Median	High
Sale Price	\$899,000	\$20,654,301	\$7,831,567	\$99,177,724
Price/Room	\$43,161	\$186,733	\$95,000	\$434,146
Cap Rate	6.8%	7.3%	6.8%	7.8%
Time Since Sale in Months	0.7	6.1	6.5	11.3
Property Attributes	Low	Average	Median	High
Property Size in Rooms	14	110	107	418
Number of Floors	2	4	3	13
Total Meeting Space	340	3,144	3,144	14,570
Year Built	1824	1952	1976	2017
Class	Economy	Upper Midscale	Economy	Upper Upscale

# Sales Past 12 Months

Boston - MA Hospitality

## RECENT SIGNIFICANT SALES

	Property Name/Address	Property Information				Sale Information		
		Class	Yr Built	Rooms	Brand	Sale Date	Price	Price/Room
1	<a href="#">aloft Boston Seaport District</a> 401-403 D St	Upscale	2016	330	aloft Hotel	6/21/2021	\$99,177,724	\$278,431
2	<a href="#">AC Hotels by Marriott Boston Downtown</a> 223-237 Albany St	Upscale	2017	205	AC Hotels by Marriott	10/14/2021	\$89,000,000	\$434,146
3	<a href="#">Marriott Boston Burlington</a> 1 Burlington Mall Rd	Upper Upscale	1983	418	Marriott	1/22/2021	\$68,980,782	\$165,026
4	<a href="#">element Boston Seaport</a> 391-395 D St	Upscale	2016	180	element	6/21/2021	\$42,822,276	\$278,431
5	<a href="#">Boston Hotel Buckminster</a> 645 Beacon St	Upper Upscale	1897	132	-	11/3/2021	\$37,792,477	-
6	<a href="#">Holiday Inn Express &amp; Suites Boston Downtown</a> 250 Monsignor Obrien Hwy	Upper Midscale	1997	112	Holiday Inn Express	3/9/2021	\$32,000,000	\$313,208
7	<a href="#">Hyatt Place Boston Medford</a> 116 Riverside Ave	Upscale	1997	157	Hyatt Place	9/23/2021	\$26,525,000	\$121,837
8	<a href="#">Home Suites Inn</a> 455 Totten Pond Rd	Upscale	1968	117	-	10/15/2021	\$12,666,037	-
9	<a href="#">Fairfield Inn by Marriott Boston Tewksbury</a> 1695 Andover St	Upper Midscale	1988	126	Fairfield Inn	12/10/2021	\$8,665,688	\$68,775
10	<a href="#">Motel 6 Boston North - Danvers</a> 65 Newbury St	Economy	1972	110	Motel 6	4/29/2021	\$8,525,000	\$77,500
11	<a href="#">Fairfield Inn by Marriott Amesbury</a> 37 Clark's Rd	Upper Midscale	1987	102	Fairfield Inn	12/9/2021	\$8,333,375	\$81,700
12	<a href="#">SpringHill Suites Boston Andover</a> 550 Minuteman Rd	Upscale	2001	136	SpringHill Suites	7/22/2021	\$7,831,567	\$98,922
13	<a href="#">The Mary Prentiss Inn</a> 6 Prentiss St	Upper Midscale	1840	20	-	8/4/2021	\$6,050,000	\$302,500
14	<a href="#">The Bertram Inn</a> 92 Sewall Ave	Midscale	1908	14	-	8/25/2021	\$4,350,000	\$310,714
15	<a href="#">Brockton Inn</a> 1005 Belmont St	Economy	1964	64	-	3/12/2021	\$4,200,000	\$65,625
16	<a href="#">Motel 6 Boston West - Framingham</a> 1668 Worcester Rd	Economy	1976	107	Motel 6	4/29/2021	\$4,100,000	\$43,161
17	<a href="#">Emerson Inn By The Sea</a> 1 Cathedral Ave	Upper Midscale	1856	36	-	2/9/2021	\$4,100,000	\$113,889
18	<a href="#">The Residences at Solomon Pond</a> 880 Donald Lynch Blvd	Midscale	1987	65	-	5/14/2021	\$3,000,000	\$46,154
19	<a href="#">Beverly Garden Suites</a> 5 Lakeview Ave	Economy	1964	20	-	3/19/2021	\$1,900,000	\$95,000
20	<a href="#">Castle Manor Inn</a> 141 Essex Ave	Economy	1890	26	-	11/30/2021	\$1,820,000	\$70,000

The economic impact of the coronavirus pandemic was severe in Boston and throughout Massachusetts, but the area is on the road to recovery. The statewide unemployment rate continues to improve, dropping to 5.3% in September since its peak of 16.4% in April 2020. Massachusetts still ranks ahead of New York (6.9%) and Washington, D.C. (5.6%). Massachusetts has one of the highest vaccination rates in the country and has taken a very cautious approach with regard to COVID safety measures throughout the pandemic.

The Boston metro lost over 400,000 jobs at the beginning of the pandemic in early 2020, but it has since regained approximately 75% of those jobs as of September. While there have been significant job gains since the pandemic began, the leisure and hospitality sector remains impacted. With hotels and restaurants shut down for months in 2020, many hospitality workers sought jobs elsewhere and have not returned. With the city fully open, hotels, restaurants, and bars are still struggling to find enough staff. Despite the recent increase in lodging demand, leisure and hospitality employment is still down approximately 13% when compared to pre-COVID levels. Jobs in the leisure and hospitality sector have become increasingly difficult to fill, due to higher wages and better working conditions in other sectors. The impact of the omicron variant is currently unknown but is expected to create yet another pause of business and group travel, which will likely hinder further hiring for the next few months.

Tourism is an important industry for Boston and the state of Massachusetts as a whole. In 2019, Boston welcomed 19.8 million domestic visitors and 2.8 million international visitors, which generated an economic impact of approximately \$14 billion in direct spending. International visitation has grown at an average annualized rate of 6% over the past few years, led by China. The Chinese market is Boston's largest group of overseas travelers, comprising 24% of its international visitors. According to Boston USA, Chinese visitors to Boston are also its biggest spenders, contributing an estimated \$616 million to the local economy in 2018. Though restrictions for vaccinated travelers from China, the European Union, the United Kingdom, and 30 other countries have been lifted, given the omicron variant, any increase in travel to Boston from these countries is expected to be delayed.

Convention and group demand are as important to the region as tourist demand in terms of economic impact and the number of jobs it supports. The Boston Convention & Exhibit Center (the BCEC) generates an estimated economic impact of \$640 million annually and supports over 5,000 jobs. With large cancellations due to COVID in 2020 and more cancellations in 2021, 2022 is looking much stronger with the return of many groups to both the Hynes Convention Center and the BCEC. Group pace for 2022 is expected to be nearly 95% of 2019 levels which bodes well for the region's longer-term recovery.

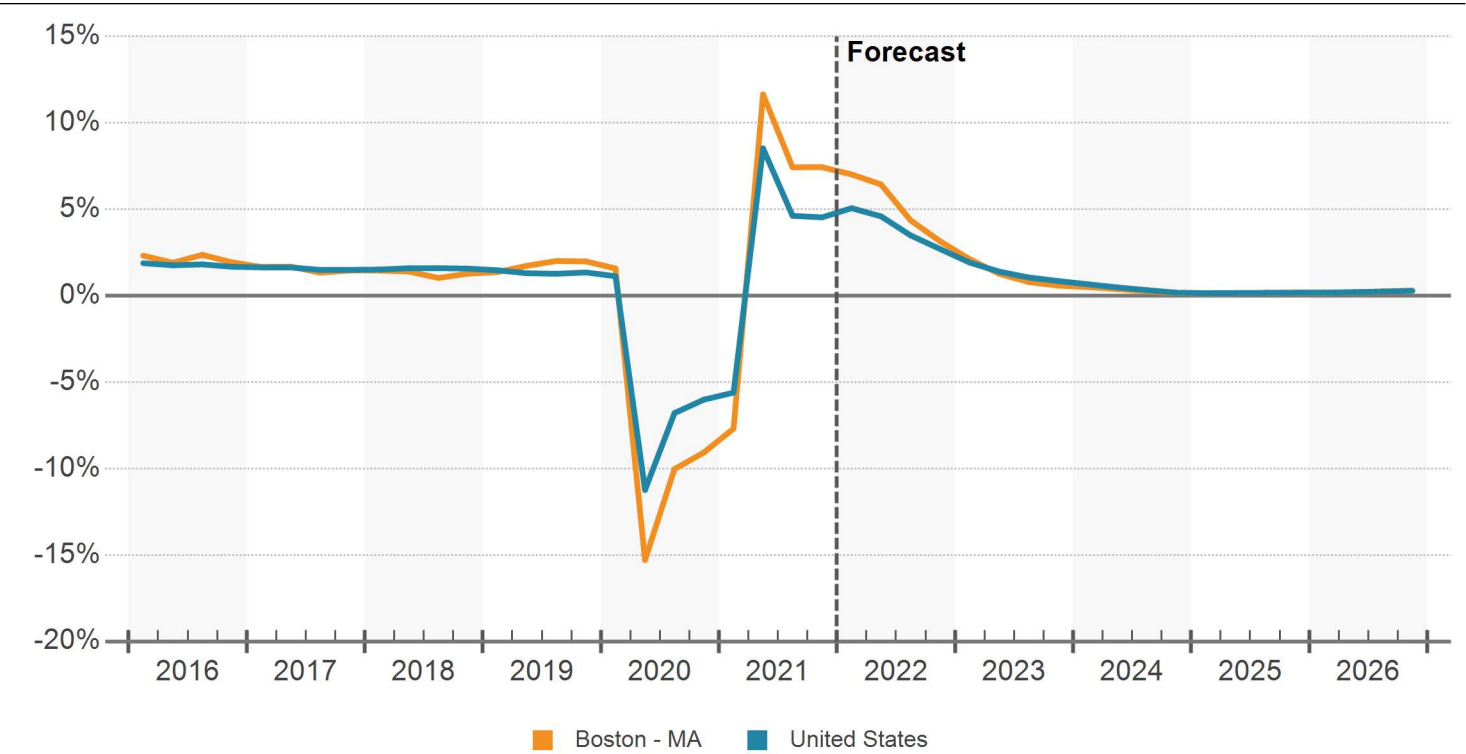
#### BOSTON - MA EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	149	0.3	3.21%	3.43%	-0.53%	0.68%	-1.21%	-0.08%
Trade, Transportation and Utilities	646	0.7	6.07%	2.49%	0.44%	0.94%	0.15%	0.36%
Retail Trade	436	0.8	4.86%	1.81%	0.22%	0.44%	0.16%	0.35%
Financial Activities	329	1.1	1.96%	1.49%	0.63%	1.42%	0.11%	0.61%
Government	270	0.4	1.98%	2.47%	-0.02%	0.03%	0.58%	0.62%
Natural Resources, Mining and Construction	237	0.8	6.59%	3.10%	4.68%	2.48%	0.68%	0.67%
Education and Health Services	566	0.7	9.66%	4.04%	1.70%	1.67%	0.95%	1.13%
Professional and Business Services	511	0.7	6.43%	4.46%	2.60%	1.94%	0.89%	1.09%
Information	80	0.8	7.71%	6.42%	1.30%	0.53%	1.29%	1.34%
Leisure and Hospitality	2,231	4.2	9.45%	16.07%	1.11%	1.47%	1.29%	2.04%
Other Services	92	0.5	7.85%	5.34%	0.67%	0.69%	1.50%	0.58%
<b>Total Employment</b>	<b>5,112</b>	<b>1.0</b>	<b>7.43%</b>	<b>4.54%</b>	<b>1.21%</b>	<b>1.17%</b>	<b>0.86%</b>	<b>0.83%</b>

Source: Oxford Economics  
LQ = Location Quotient

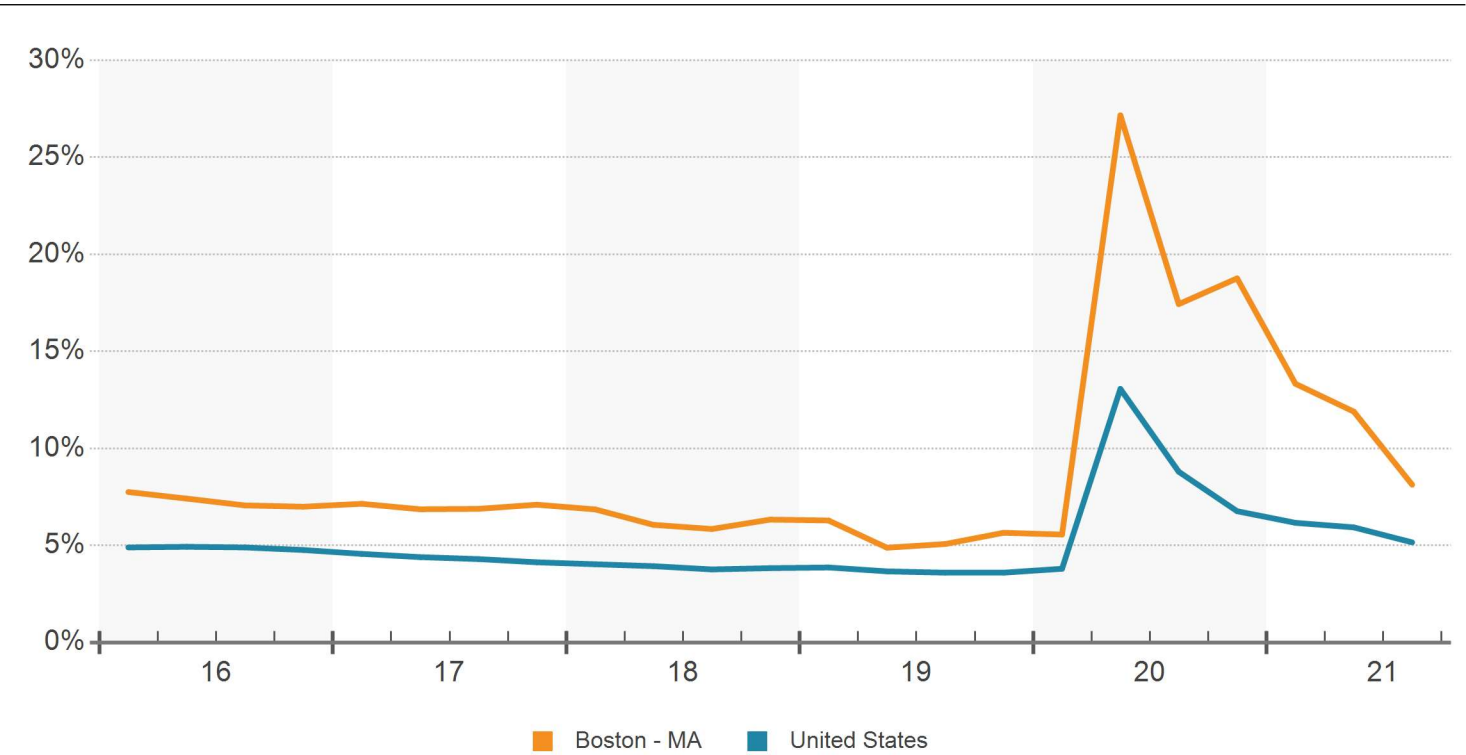


JOB GROWTH (YOY)

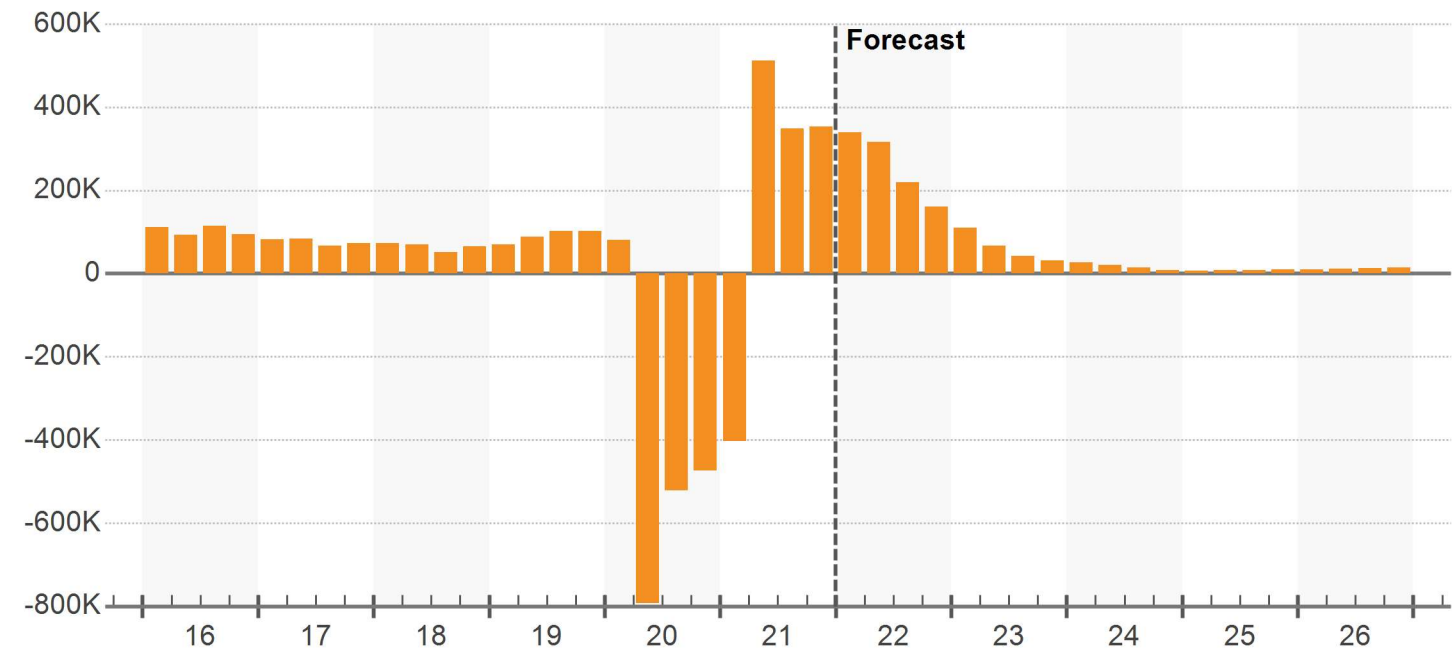


Source: Oxford Economics

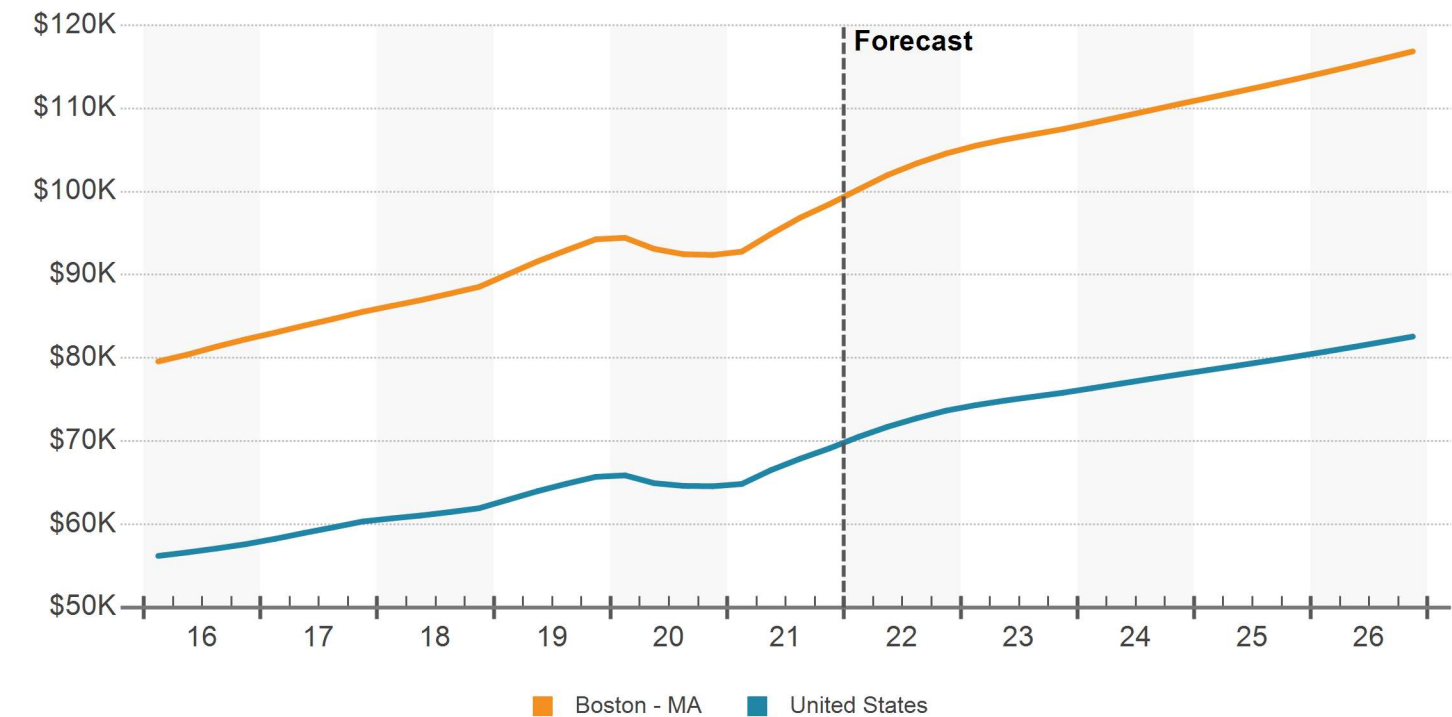
UNEMPLOYMENT RATE (%)



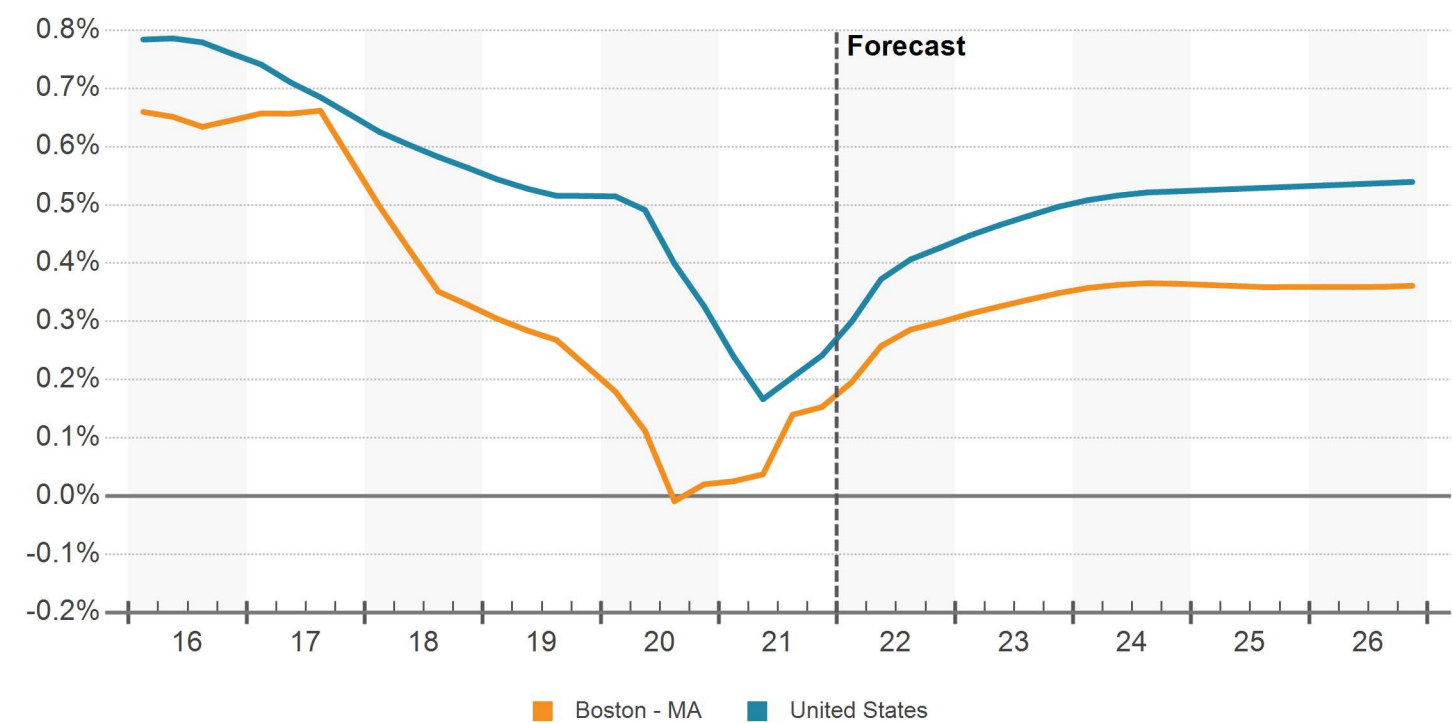
NET EMPLOYMENT CHANGE (YOY)



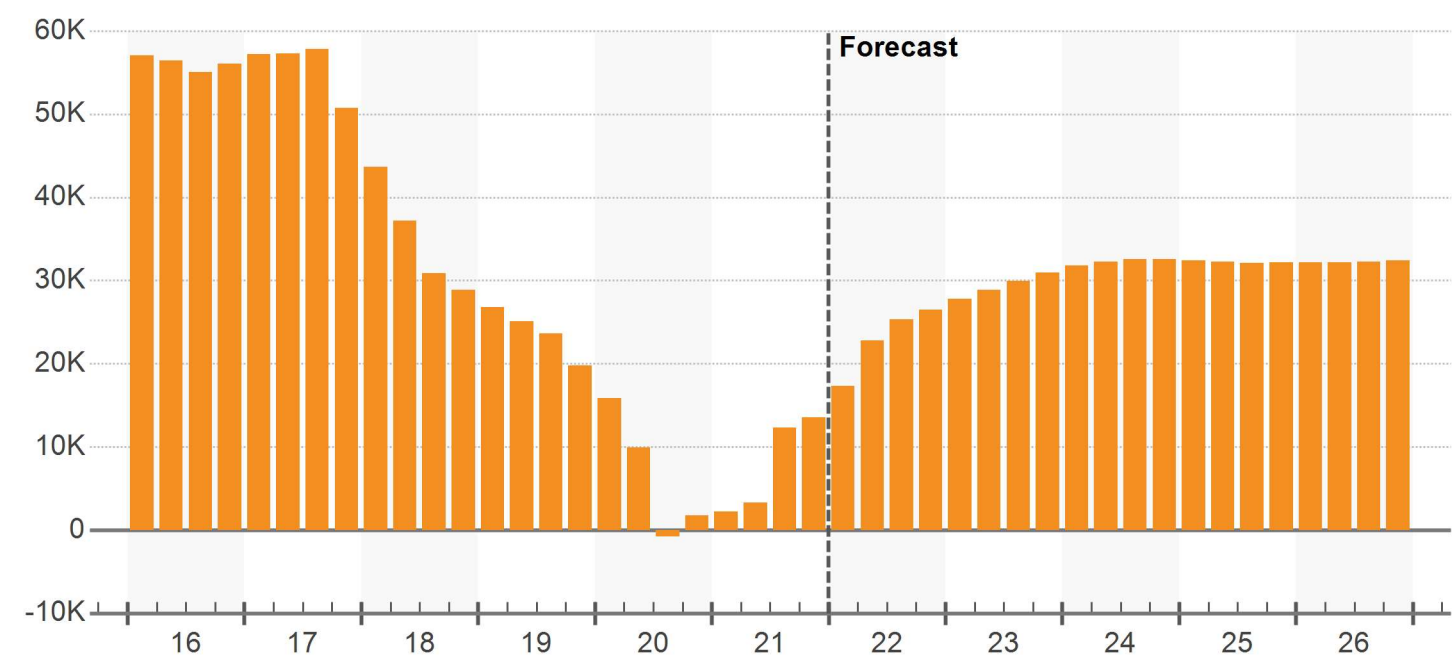
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

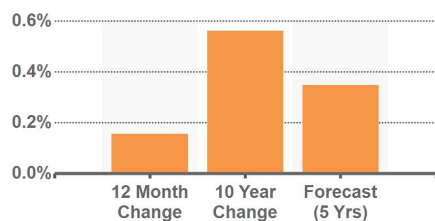


### DEMOGRAPHIC TRENDS

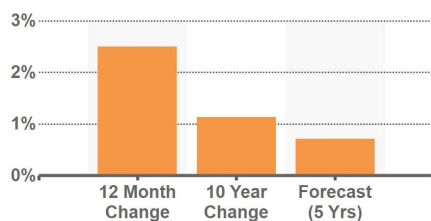
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	8,864,520	332,567,406	0.2%	0.2%	0.6%	0.6%	0.3%	0.5%
Households	-	124,198,531	-	0.2%	-	0.7%	-	0.5%
Median Household Income	\$98,500	\$69,139	6.6%	7.1%	3.6%	3.2%	3.5%	3.6%
Labor Force	2,498,224	162,506,563	2.5%	1.2%	1.1%	0.5%	0.7%	0.6%
Unemployment	8.1%	5.2%	-10.6%	-1.6%	-0.5%	-0.4%	-	-

Source: Oxford Economics

#### POPULATION GROWTH



#### LABOR FORCE GROWTH



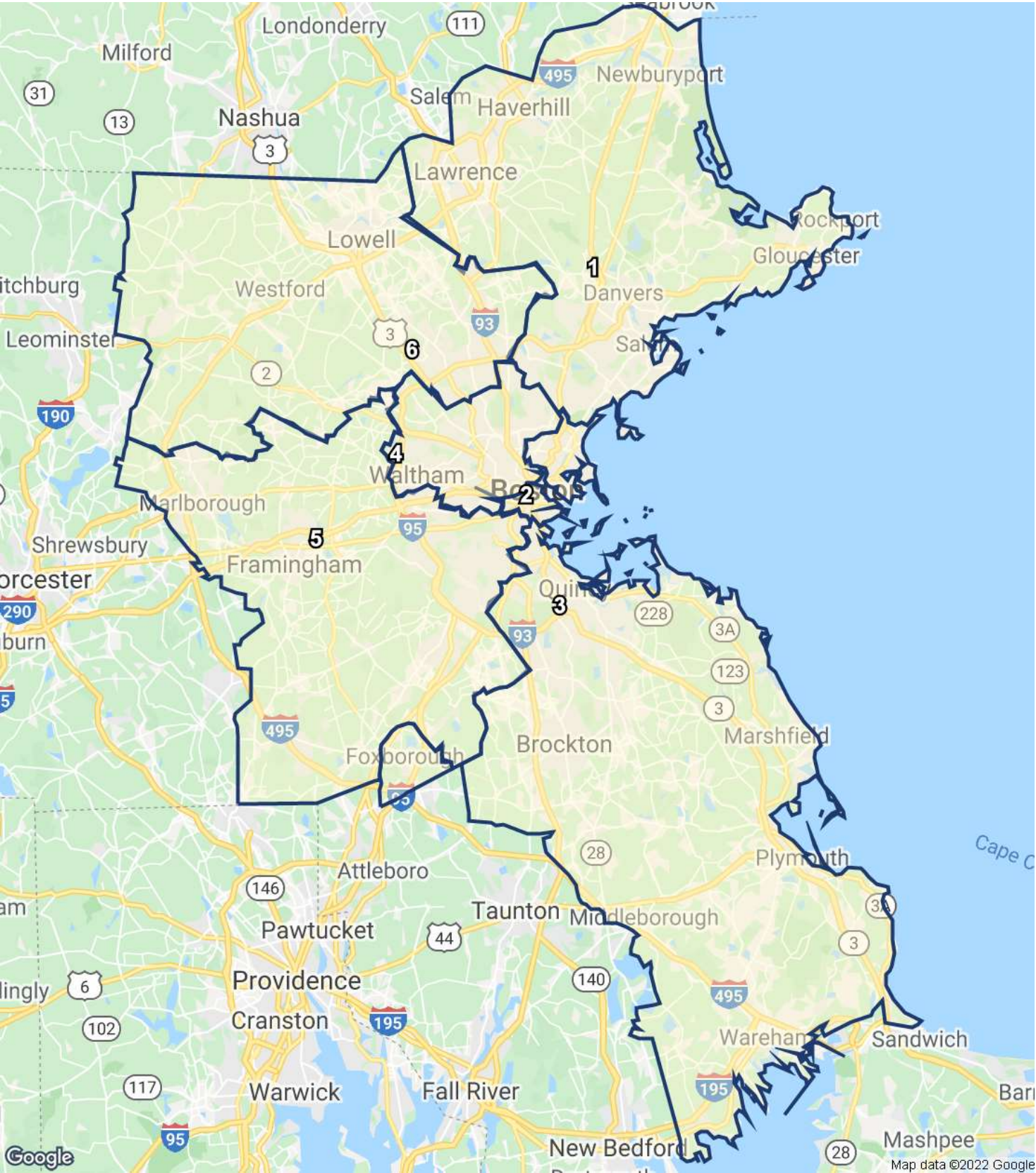
#### INCOME GROWTH



Source: Oxford Economics



BOSTON - MA SUBMARKETS





## SUBMARKET INVENTORY

#	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Rooms	% Market	Rank	Bldgs	Rooms	%	Rank	Bldgs	Rooms	% Market	Rank
1	<a href="#">Andover/Danvers Northeast</a>	82	6,455	10.2%	6	0	0	-	-	0	0	0%	6
2	<a href="#">Boston CBD/Airport</a>	102	25,001	39.7%	1	3	1,470	5.9%	1	5	791	3.2%	2
3	<a href="#">Boston Southshore</a>	76	6,874	10.9%	5	0	0	-	-	1	101	1.5%	3
4	<a href="#">Cambridge/Waltham</a>	66	9,227	14.6%	2	2	156	1.7%	3	4	478	5.2%	1
5	<a href="#">Dedham/Marlborough</a>	65	8,271	13.1%	3	2	312	3.8%	2	1	100	1.2%	4
6	<a href="#">Woburn/Tewksbury Northwest</a>	53	7,221	11.5%	4	0	0	-	-	0	0	0%	5

### SUBMARKET PERFORMANCE

#	Submarket	12 Mo Occupancy			12 Mo ADR			12 Mo RevPAR		
		Rank	%	Year Growth	Rank	Per Room	Year Growth	Rank	Per Room	Year Growth
1	<a href="#">Andover/Danvers Northeast</a>	3	51.4%	42.3%	4	\$119.65	19.0%	4	\$61.51	69.4%
2	<a href="#">Boston CBD/Airport</a>	5	47.3%	23.6%	1	\$210.97	28.2%	1	\$99.69	58.5%
3	<a href="#">Boston Southshore</a>	1	54.8%	35.5%	3	\$126.70	15.7%	2	\$69.48	56.8%
4	<a href="#">Cambridge/Waltham</a>	6	44.9%	26.0%	2	\$147.14	15.9%	3	\$66.01	46.0%
5	<a href="#">Dedham/Marlborough</a>	4	48.5%	39.2%	5	\$117.32	11.9%	6	\$56.90	55.8%
6	<a href="#">Woburn/Tewksbury Northwest</a>	2	54.7%	32.2%	6	\$104.53	9.9%	5	\$57.19	45.3%

## OVERALL SUPPLY &amp; DEMAND

Year	Supply			Demand		
	Available Rooms	Change	% Change	Occupied Rooms	Change	% Change
2025	23,869,230	0	0%	17,221,733	639,659	3.9%
2024	23,869,230	31,176	0.1%	16,582,074	773,125	4.9%
2023	23,838,054	127,910	0.5%	15,808,949	749,632	5.0%
2022	23,710,144	1,968,239	9.1%	15,059,317	4,047,458	36.8%
2021	21,741,905	2,539,810	13.2%	11,011,859	4,343,926	65.1%
YTD	19,740,886	2,253,680	12.9%	10,114,269	3,890,541	62.5%
2020	19,202,095	(2,257,420)	-10.5%	6,667,932	(9,187,942)	-57.9%
2019	21,459,515	583,562	2.8%	15,855,874	72,903	0.5%
2018	20,875,953	746,747	3.7%	15,782,971	894,083	6.0%
2017	20,129,206	535,837	2.7%	14,888,888	372,701	2.6%
2016	19,593,369	639,591	3.4%	14,516,188	36,257	0.3%
2015	18,953,778	243,620	1.3%	14,479,931	397,065	2.8%
2014	18,710,158	(1,471)	0%	14,082,866	403,521	2.9%
2013	18,711,629	140,103	0.8%	13,679,346	369,660	2.8%
2012	18,571,526	116,182	0.6%	13,309,686	193,865	1.5%
2011	18,455,344	(4,641)	0%	13,115,820	445,508	3.5%

## LUXURY &amp; UPPER UPSCALE SUPPLY &amp; DEMAND

Year	Supply			Demand		
	Available Rooms	Change	% Change	Occupied Rooms	Change	% Change
2025	9,347,776	0	0%	6,500,494	252,028	4.0%
2024	9,347,776	0	0%	6,248,466	327,508	5.5%
2023	9,347,776	63,656	0.7%	5,920,958	196,069	3.4%
2022	9,284,120	1,044,841	12.7%	5,724,889	2,003,535	53.8%
2021	8,239,279	1,595,009	24.0%	3,721,354	1,779,511	91.6%
YTD	7,452,561	1,440,474	24.0%	3,344,139	1,502,969	81.6%
2020	6,644,270	(1,979,142)	-23.0%	1,941,843	(4,850,805)	-71.4%
2019	8,623,412	188,769	2.2%	6,792,648	46,545	0.7%
2018	8,434,643	74,237	0.9%	6,746,103	104,502	1.6%
2017	8,360,406	50,215	0.6%	6,641,601	52,689	0.8%
2016	8,310,191	167,538	2.1%	6,588,912	99,943	1.5%
2015	8,142,653	67,350	0.8%	6,488,969	109,194	1.7%
2014	8,075,303	(723)	0%	6,379,775	53,504	0.8%
2013	8,076,026	47,138	0.6%	6,326,271	195,790	3.2%
2012	8,028,888	(4,066)	-0.1%	6,130,481	144,685	2.4%
2011	8,032,954	12,493	0.2%	5,985,796	140,718	2.4%

## UPSCALE &amp; UPPER MIDSACLE SUPPLY &amp; DEMAND

Year	Supply			Demand		
	Available Rooms	Change	% Change	Occupied Rooms	Change	% Change
2025	11,399,480	0	0%	8,319,593	316,276	4.0%
2024	11,399,480	31,176	0.3%	8,003,317	380,276	5.0%
2023	11,368,304	64,254	0.6%	7,623,041	384,907	5.3%
2022	11,304,050	707,689	6.7%	7,238,134	1,636,081	29.2%
2021	10,596,361	877,459	9.0%	5,602,053	2,132,261	61.5%
YTD	9,645,870	766,169	8.6%	5,201,405	1,975,954	61.3%
2020	9,718,902	(221,465)	-2.2%	3,469,792	(3,738,162)	-51.9%
2019	9,940,367	547,821	5.8%	7,207,954	176,952	2.5%
2018	9,392,546	696,697	8.0%	7,031,001	727,647	11.5%
2017	8,695,849	479,948	5.8%	6,303,354	352,581	5.9%
2016	8,215,901	459,958	5.9%	5,950,773	92,595	1.6%
2015	7,755,943	171,217	2.3%	5,858,178	265,522	4.7%
2014	7,584,726	53,038	0.7%	5,592,656	275,886	5.2%
2013	7,531,688	135,861	1.8%	5,316,769	198,582	3.9%
2012	7,395,827	167,479	2.3%	5,118,187	99,776	2.0%
2011	7,228,348	(15,306)	-0.2%	5,018,411	180,890	3.7%

## MIDSCALE &amp; ECONOMY SUPPLY &amp; DEMAND

Year	Supply			Demand		
	Available Rooms	Change	% Change	Occupied Rooms	Change	% Change
2025	3,121,974	0	0%	2,401,646	71,356	3.1%
2024	3,121,974	0	0%	2,330,290	65,340	2.9%
2023	3,121,974	0	0%	2,264,950	168,656	8.0%
2022	3,121,974	215,709	7.4%	2,096,294	407,264	24.1%
2021	2,906,265	67,342	2.4%	1,689,030	432,281	34.4%
YTD	2,642,455	47,037	1.8%	1,569,303	411,948	35.6%
2020	2,838,923	(56,813)	-2.0%	1,256,749	(597,831)	-32.2%
2019	2,895,736	(153,028)	-5.0%	1,854,579	(149,521)	-7.5%
2018	3,048,764	(24,187)	-0.8%	2,004,100	62,054	3.2%
2017	3,072,951	5,674	0.2%	1,942,046	(32,771)	-1.7%
2016	3,067,277	12,095	0.4%	1,974,818	(156,794)	-7.4%
2015	3,055,182	5,053	0.2%	2,131,612	22,211	1.1%
2014	3,050,129	(53,786)	-1.7%	2,109,401	74,312	3.7%
2013	3,103,915	(42,896)	-1.4%	2,035,089	(24,961)	-1.2%
2012	3,146,811	(47,231)	-1.5%	2,060,049	(50,746)	-2.4%
2011	3,194,042	(1,828)	-0.1%	2,110,795	124,159	6.2%

## OVERALL PERFORMANCE

Year	Occupancy		ADR		RevPAR	
	Percent	% Change	Per Room	% Change	Per Room	% Change
2025	72.2%	3.9%	\$210.53	5.3%	\$151.90	9.3%
2024	69.5%	4.8%	\$200.01	2.9%	\$138.95	7.8%
2023	66.3%	4.4%	\$194.43	5.3%	\$128.94	10.0%
2022	63.5%	25.4%	\$184.61	18.0%	\$117.25	47.9%
2021	50.6%	45.9%	\$156.49	28.1%	\$79.26	86.8%
YTD	51.2%	44.0%	\$157.95	27.4%	\$80.93	83.5%
2020	34.7%	-53.0%	\$122.18	-38.7%	\$42.43	-71.2%
2019	73.9%	-2.3%	\$199.40	0.1%	\$147.33	-2.1%
2018	75.6%	2.2%	\$199.12	1.7%	\$150.54	4.0%
2017	74.0%	-0.2%	\$195.71	1.7%	\$144.76	1.6%
2016	74.1%	-3.0%	\$192.38	2.4%	\$142.53	-0.7%
2015	76.4%	1.5%	\$187.92	6.2%	\$143.56	7.8%
2014	75.3%	3.0%	\$176.95	7.8%	\$133.19	11.0%
2013	73.1%	2.0%	\$164.18	3.6%	\$120.02	5.7%
2012	71.7%	0.8%	\$158.47	7.4%	\$113.57	8.3%
2011	71.1%	3.5%	\$147.62	4.5%	\$104.91	8.2%

## LUXURY &amp; UPPER UPSCALE PERFORMANCE

Year	Occupancy		ADR		RevPAR	
	Percent	% Change	Per Room	% Change	Per Room	% Change
2025	69.5%	4.0%	\$280.97	5.2%	\$195.39	9.5%
2024	66.8%	5.5%	\$267	3.1%	\$178.47	8.8%
2023	63.3%	2.7%	\$258.90	4.8%	\$163.99	7.6%
2022	61.7%	36.5%	\$247.05	12.8%	\$152.34	53.9%
2021	45.2%	54.5%	\$219.09	27.2%	\$98.95	96.6%
YTD	44.9%	46.5%	\$223.72	28.7%	\$100.39	88.6%
2020	29.2%	-62.9%	\$172.18	-33.7%	\$50.32	-75.4%
2019	78.8%	-1.5%	\$259.74	0.9%	\$204.60	-0.6%
2018	80.0%	0.7%	\$257.47	1.7%	\$205.93	2.4%
2017	79.4%	0.2%	\$253.17	1.9%	\$201.12	2.1%
2016	79.3%	-0.5%	\$248.37	0.5%	\$196.92	0%
2015	79.7%	0.9%	\$247.02	5.6%	\$196.86	6.5%
2014	79.0%	0.9%	\$233.97	8.7%	\$184.84	9.6%
2013	78.3%	2.6%	\$215.25	2.8%	\$168.61	5.4%
2012	76.4%	2.5%	\$209.49	7.0%	\$159.95	9.6%
2011	74.5%	2.2%	\$195.87	4.3%	\$145.95	6.7%



## UPSCALE &amp; UPPER MIDSACLE PERFORMANCE

Year	Occupancy		ADR		RevPAR	
	Percent	% Change	Per Room	% Change	Per Room	% Change
2025	73.0%	4.0%	\$178.48	5.1%	\$130.26	9.3%
2024	70.2%	4.7%	\$169.74	2.4%	\$119.17	7.2%
2023	67.1%	4.7%	\$165.76	6.8%	\$111.15	11.9%
2022	64.0%	21.1%	\$155.16	16.9%	\$99.35	41.5%
2021	52.9%	48.1%	\$132.78	21.3%	\$70.20	79.6%
YTD	53.9%	48.5%	\$133.94	20.7%	\$72.23	79.2%
2020	35.7%	-50.8%	\$109.49	-33.5%	\$39.09	-67.2%
2019	72.5%	-3.1%	\$164.55	-1.3%	\$119.32	-4.4%
2018	74.9%	3.3%	\$166.77	3.3%	\$124.84	6.7%
2017	72.5%	0.1%	\$161.40	2.2%	\$116.99	2.3%
2016	72.4%	-4.1%	\$157.97	3.4%	\$114.41	-0.9%
2015	75.5%	2.4%	\$152.79	7.5%	\$115.40	10.1%
2014	73.7%	4.5%	\$142.09	8.2%	\$104.77	13.0%
2013	70.6%	2.0%	\$131.37	3.9%	\$92.74	6.0%
2012	69.2%	-0.3%	\$126.43	6.9%	\$87.49	6.6%
2011	69.4%	4.0%	\$118.26	5.4%	\$82.10	9.6%

## MIDSCALE &amp; ECONOMY PERFORMANCE

Year	Occupancy		ADR		RevPAR	
	Percent	% Change	Per Room	% Change	Per Room	% Change
2025	76.9%	3.1%	\$130.93	5.3%	\$100.72	8.5%
2024	74.6%	2.9%	\$124.36	1.6%	\$92.82	4.6%
2023	72.5%	8.0%	\$122.35	5.7%	\$88.77	14.2%
2022	67.1%	15.5%	\$115.74	19.2%	\$77.72	37.7%
2021	58.1%	31.3%	\$97.14	21.7%	\$56.45	59.8%
YTD	59.4%	33.2%	\$97.34	20.6%	\$57.81	60.7%
2020	44.3%	-30.9%	\$79.79	-29.9%	\$35.32	-51.5%
2019	64.0%	-2.6%	\$113.76	-1.7%	\$72.86	-4.3%
2018	65.7%	4.0%	\$115.78	5.1%	\$76.11	9.3%
2017	63.2%	-1.8%	\$110.14	1.1%	\$69.61	-0.7%
2016	64.4%	-7.7%	\$108.91	4.6%	\$70.12	-3.5%
2015	69.8%	0.9%	\$104.10	7.9%	\$72.63	8.8%
2014	69.2%	5.5%	\$96.51	6.3%	\$66.74	12.2%
2013	65.6%	0.2%	\$90.75	5.6%	\$59.50	5.8%
2012	65.5%	-0.9%	\$85.92	7.0%	\$56.25	6.0%
2011	66.1%	6.3%	\$80.31	6.8%	\$53.07	13.6%

## OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Room	Avg Cap Rate	Price/Room	Price Index	Cap Rate
2026	-	-	-	-	-	-	\$273,700	215	8.7%
2025	-	-	-	-	-	-	\$264,641	208	8.7%
2024	-	-	-	-	-	-	\$254,546	200	8.7%
2023	-	-	-	-	-	-	\$251,617	198	8.6%
2022	-	-	-	-	-	-	\$240,943	189	8.6%
YTD	-	-	-	-	-	-	\$192,273	151	8.6%
2021	23	\$475M	4.0%	\$20,654,301	\$186,733	7.3%	\$192,273	151	8.6%
2020	8	\$265.5M	1.6%	\$33,183,318	\$277,975	9.6%	\$250,122	197	8.0%
2019	20	\$1.2B	5.7%	\$60,659,665	\$353,186	6.3%	\$297,737	234	7.7%
2018	24	\$1.7B	8.3%	\$69,587,581	\$348,083	8.8%	\$312,727	246	7.5%
2017	16	\$584.9M	5.0%	\$36,556,277	\$207,135	6.1%	\$304,949	240	7.5%
2016	29	\$1.1B	6.5%	\$37,392,200	\$304,172	8.0%	\$290,098	228	7.4%
2015	42	\$1.1B	10.9%	\$26,722,338	\$198,460	7.0%	\$266,906	210	7.4%
2014	24	\$577.3M	5.3%	\$24,054,769	\$211,548	10.2%	\$234,924	185	7.5%
2013	14	\$717M	5.8%	\$51,213,993	\$243,217	6.1%	\$206,227	162	7.7%
2012	14	\$432.2M	4.3%	\$30,874,419	\$195,850	7.0%	\$176,619	139	8.0%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

## LUXURY &amp; UPPER UPSCALE SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Room	Avg Cap Rate	Price/Room	Price Index	Cap Rate
2026	-	-	-	-	-	-	\$444,307	215	8.0%
2025	-	-	-	-	-	-	\$429,631	208	8.0%
2024	-	-	-	-	-	-	\$413,256	200	8.0%
2023	-	-	-	-	-	-	\$408,483	198	7.9%
2022	-	-	-	-	-	-	\$391,148	189	7.9%
YTD	-	-	-	-	-	-	\$312,760	151	8.0%
2021	2	\$106.8M	2.2%	\$53,386,630	\$194,133	-	\$312,760	151	8.0%
2020	2	\$116M	1.2%	\$58,000,000	\$421,818	-	\$409,809	198	7.3%
2019	8	\$1B	8.3%	\$128,044,653	\$507,108	4.8%	\$488,658	237	7.0%
2018	11	\$1.4B	13.8%	\$125,836,020	\$431,886	8.3%	\$511,088	247	6.9%
2017	2	\$265M	3.2%	\$132,500,000	\$358,593	4.3%	\$497,881	241	6.8%
2016	10	\$709.4M	5.7%	\$70,937,776	\$543,168	3.6%	\$475,298	230	6.7%
2015	11	\$767.7M	10.1%	\$69,790,872	\$339,358	6.7%	\$440,297	213	6.7%
2014	4	\$357.2M	3.1%	\$89,287,500	\$521,387	-	\$384,640	186	6.8%
2013	6	\$599.7M	8.4%	\$99,951,167	\$321,736	6.1%	\$335,531	162	7.1%
2012	5	\$318.4M	5.7%	\$63,678,374	\$251,693	4.7%	\$286,100	138	7.4%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### UPSCALE & UPPER MIDSACLE SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Room	Avg Cap Rate	Price/Room	Price Index	Cap Rate
2026	-	-	-	-	-	-	\$180,869	211	9.1%
2025	-	-	-	-	-	-	\$174,860	204	9.1%
2024	-	-	-	-	-	-	\$168,180	196	9.1%
2023	-	-	-	-	-	-	\$166,258	194	9.0%
2022	-	-	-	-	-	-	\$159,210	186	9.0%
YTD	-	-	-	-	-	-	\$127,196	148	9.1%
2021	11	\$337.2M	5.1%	\$30,651,970	\$221,678	7.3%	\$127,196	148	9.1%
2020	2	\$109.8M	0.9%	\$54,875,000	\$432,087	9.9%	\$163,664	191	8.5%
2019	8	\$155.4M	3.8%	\$19,422,354	\$145,622	10.5%	\$194,366	227	8.2%
2018	9	\$282.8M	5.6%	\$31,419,611	\$191,583	9.0%	\$208,073	243	7.8%
2017	12	\$317.7M	8.3%	\$26,470,869	\$155,424	7.2%	\$203,616	238	7.7%
2016	14	\$346.2M	8.1%	\$24,731,557	\$184,466	8.3%	\$192,306	224	7.7%
2015	25	\$314.2M	13.8%	\$12,567,664	\$107,342	7.8%	\$174,688	204	7.7%
2014	11	\$184M	6.6%	\$16,727,041	\$134,994	8.5%	\$155,949	182	7.8%
2013	6	\$112.5M	4.7%	\$18,758,150	\$115,316	-	\$138,776	162	8.0%
2012	6	\$99M	3.5%	\$16,500,000	\$138,268	7.1%	\$119,972	140	8.2%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### MIDSCALE & ECONOMY SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Room	Avg Cap Rate	Price/Room	Price Index	Cap Rate
2026	-	-	-	-	-	-	\$97,333	239	9.2%
2025	-	-	-	-	-	-	\$94,099	231	9.2%
2024	-	-	-	-	-	-	\$90,504	223	9.2%
2023	-	-	-	-	-	-	\$89,470	220	9.1%
2022	-	-	-	-	-	-	\$85,677	211	9.1%
YTD	-	-	-	-	-	-	\$68,458	168	9.1%
2021	10	\$31.1M	5.8%	\$3,110,400	\$65,759	-	\$68,458	168	9.1%
2020	4	\$39.7M	5.2%	\$9,929,137	\$93,231	9.0%	\$85,767	211	8.6%
2019	4	\$33.5M	4.3%	\$8,364,308	\$96,141	6.5%	\$101,283	249	8.3%
2018	4	\$3.1M	1.4%	\$782,306	\$26,745	-	\$99,030	243	8.5%
2017	2	\$2.3M	0.5%	\$1,125,000	\$54,878	-	\$95,454	235	8.4%
2016	5	\$28.8M	4.5%	\$5,750,848	\$75,273	10.1%	\$90,752	223	8.3%
2015	6	\$40.4M	5.5%	\$6,741,171	\$86,796	-	\$82,510	203	8.4%
2014	9	\$36.2M	8.1%	\$4,018,556	\$53,109	11.3%	\$73,379	180	8.5%
2013	2	\$4.7M	1.3%	\$2,370,000	\$43,889	-	\$64,011	157	8.8%
2012	3	\$14.9M	2.7%	\$4,950,000	\$65,708	11.4%	\$54,527	134	9.1%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### DELIVERIES & UNDER CONSTRUCTION

Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bldgs	Rooms	% Change	Bldgs	Rooms	Bldgs	Rooms	Bldgs	Rooms
YTD	443	62,882	-0.3%	10	1,457	10	1,457	8	893
2021	443	63,057	3.3%	7	1,938	2	1,762	11	1,470
2020	437	61,020	0.8%	9	1,114	5	1,065	16	2,996
2019	433	60,521	4.5%	16	3,062	11	2,783	16	3,024
2018	418	57,924	3.2%	12	1,592	9	1,494	21	4,569
2017	406	56,130	3.1%	13	1,850	11	1,661	21	3,497
2016	394	54,440	4.6%	16	2,304	14	2,252	18	3,197
2015	378	52,067	1.8%	8	954	7	941	19	2,979
2014	370	51,170	0.1%	1	50	(1)	(65)	12	1,537
2013	369	51,125	0.8%	3	427	1	334	2	380
2012	368	50,741	0%	3	305	0	233	3	427