



hotelAVE Hospitality Dashboard



www.hotelave.com | Providence, New York, Los Angeles

Published Quarterly 09/16/2019

© hotelAVE 2019 All rights reserved.

Asset Management • Loan Surveillance • Lender Support • Receivership • Acquisition Due Diligence • Manager & Franchise Selection • Development & Repositioning Services • Operational Efficiency • Property Management

2019/2020 Topline Outlook Comparison						
	CBRE		PwC		STR	
	(1'19 / 6'19 / 9'19)	2020	(1'19 / 6'19 / 9'19)	2020	(1'19 / 6'19 / 9'19)	2020
Supply	1.9% / 2.0% / 2.0%	2.1%	2.1% / 2.1% / 2.0%	1.9%	1.9% / 1.9% / 1.9%	1.9%
Demand	2.1% / 2.0% / 1.8%	1.3%	1.6% / 2.1% / 2.0%	1.9%	1.9% / 2.0% / 2.1%	1.6%
Occupancy	0.1% / 0.0% / -0.2%	-0.8%	-0.4% / 0.1% / 0.0%	0.0%	0.0% / 0.1% / 0.2%	-0.3%
ADR	2.5% / 1.9% / 1.1%	2.0%	2.7% / 1.9% / 1.1%	1.0%	2.3% / 1.9% / 1.4%	1.4%
RevPAR	2.7% / 2.0% / 0.9%	1.2%	2.3% / 2.0% / 1.1%	1.0%	2.3% / 2.0% / 1.6%	1.1%

Source: CBRE Hotels Americas 1/19, 6/19, 9/19; PwC 1/19, 5/19, 8/19; STR/Tourism Economics 1/19, 6/19, 9/19

Investor Surveys						
	Discount Rate		Going-In Cap Rate		Terminal Cap Rate	
	Range	Avg.	Range	Avg.	Range	Avg.
PwC Real Estate						
Luxury/Upper-Upscale	6.3-13.0%	9.6%	4.0-9.0%	7.1%	5.5-9.5%	7.3%
Full-Service	8.0-11.0%	9.7%	6.0-9.0%	7.4%	7.0-10.0%	8.3%
Limited-Service Midscale/Economy	8.5-14.0%	10.8%	7.5-11.0%	9.1%	7.8-11.0%	9.4%
Select-Service	8.0-12.0%	10.1%	7.0-10.0%	8.3%	7.0-10.0%	8.5%
U.S. Realty Consultants						
Full-Service	9.5-12.0%	10.3%	7.0-9.0%	7.8%	7.0-9.0%	8.3%
Limited-Service	10.5-12.0%	11.2%	7.5-9.0%	8.3%	8.5-10.0%	9.1%
RERC						
All Hotels/Avg.	9.0-10.4%	9.8%	7.0-8.3%	7.8%	7.5-8.7%	8.2%

Source: RERC Q1 2019, US Realty Consultants Winter 2019, PwC Investor Survey Q1 2019

Lodging Coverage Universe Summary				
Company	EV/EBITDA Multiples		Dividend Yield	
	2019	2018	9'19	9'18
Host Hotels & Resorts	9.6x	9.5x	5.0%	3.7%
Ashford Hospitality Trust	11.6x	10.8x	8.6%	7.4%
Sunstone Hotel Investors	10.8x	10.5x	4.9%	6.1%
DiamondRock Hospitality	11.4x	11.6x	5.3%	4.2%
Hersha Hospitality Trust	13.0x	13.0x	8.1%	4.7%
Pebblebrook Hotel Trust	13.1x	13.0x	5.6%	3.9%
RLJ Lodging Trust	8.9x	9.5x	8.1%	6.0%
Braemar Hotels and Resorts	12.0x	12.0x	7.0%	5.5%
Chesapeake Lodging Trust	11.0x	11.9x	6.2%	4.9%
Summit Hospitality Group	11.6x	11.8x	6.5%	5.2%
Chatham Lodging Trust	10.5x	10.0x	8.0%	6.2%
Apple Hospitality REIT	11.4x	11.1x	7.5%	6.8%
Xenia Hospitality Group	11.1x	11.2x	5.4%	4.5%
Weighted Average	10.9x	10.1x	6.3%	5.0%

Source: JF Capital Advisors August 30, 2019

US Hotel Key Performance Indicators Q2 2019							
	Total RevPAR		GOP PAR		GOP %		Flex/Flow
	CY	LY	CY	LY	CY	LY	vs. LY
Chicago	301.73	310.27	128.07	134.18	42.4%	43.2%	28.5%
Philadelphia	316.06	288.69	144.98	126.28	45.9%	43.7%	68.3%
Boston	393.79	372.48	186.34	173.98	47.3%	46.7%	58.0%
New York	430.08	432.81	144.96	154.78	33.7%	35.8%	-259.7%
Washington DC	355.67	358.35	156.41	160.21	44.0%	44.7%	-41.8%
Miami	199.89	208.14	70.92	73.60	35.5%	35.4%	67.5%
Dallas	190.04	184.96	78.36	75.83	41.2%	41.0%	49.8%
Houston	174.22	175.34	74.19	75.26	42.6%	42.9%	4.5%
Los Angeles	261.72	260.32	91.32	95.78	34.9%	36.8%	-318.6%
San Francisco	350.61	341.71	127.38	131.14	36.3%	38.4%	-42.2%
Denver	192.72	197.38	65.24	68.88	33.9%	34.9%	21.9%
Seattle	241.08	275.30	100.49	137.11	41.7%	49.8%	-7.0%

Source: HotStats August 2019 | Note: Total RevPAR includes all operating revenues

Financing Trends					
	Term	Leverage	Going In Debt Yields	Spread (bps)	Δ Vs. Q1
CMBS - Floating Rate	5	65-75%	8.5%+	L+250-300	+30
CMBS - Fixed Rate	10	65-70%	10.0%+	S+200-250	0
Debt Funds/Mortgage REITs	3/1/1	65-75%	0.0%+	L+300-400	+25
Domestic Banks	3/1/1	55-65%	9.5%+	L+225-300	-25
International Banks/Funds	10-15	60-65%	10.0%+	L+175-275	0
Life Companies	5	55-60%	10.0%+	T+175-250	-50
Life Companies	10	55-60%	11.0%+	T+175-250	-25
Mezzanine Funds	3/1/1	70-80%	0.0%+	L+750+	0
LIBOR - 30 Day	2.05	Treasury - 10 YR	1.61	Swap - 10 YR	1.52

Source: hotelAVE, Cushman, Hodges Ward Elliott, RobertDouglas, PMZ Realty Capital, NKF September 2019

Reported North America RevPAR Comparison			
	Q2'19 vs. Q2'18	1H'19 vs. 1H'18	Full Year 2019 Guidance
	Ashford	1.4%	
Chesapeake	-1.3%	-0.2%	2.5% to 4.5%
Chatham	-0.3%	-0.7%	-2.0% to -1.0%
DiamondRock	1.1%	0.3%	0.0% to 1.5%
Extended Stay America	0.1%	-0.7%	-1.0% to 0.5%
Hersha	3.0%	2.8%	1.5% to 2.5%
Hilton (U.S. System-wide)	1.0%	1.4%	No Guidance
Host (Domestic)	-1.5%	-1.2%	0.0% to 2.0%
HPT	-2.1%	-2.5%	No Guidance
Hyatt (U.S. Full Service)	2.5%	2.8%	1.0% to 2.0%
Hyatt (U.S. Select Service)	-2.4%	-2.0%	1.0% to 2.0%
Marriott (North America)	0.7%	0.8%	1.0% to 2.0%
Pebblebrook	1.4%	2.7%	1.0% to 2.0%
RLJ (Excludes FeiCor)	0.7%	1.2%	0.0% to 2.0%
Summit	1.1%	2.1%	0.0% to 2.0%
Sunstone	2.1%	3.1%	0.8% to 2.8%

Source: Q2 2019 Earnings Release and Transcripts

Future Committed Demand (Top 25 Markets)				
	Forward 12 Months		Percent Change	
	Total Demand as of	Demand	ADR	
August-19		0.4%	0.0%	
May-19		-2.1%	1.4%	
February-19		-2.9%	2.9%	
November-18		-0.8%	2.3%	
August-18		0.5%	1.9%	
Group as of				
August-19		1.3%	1.4%	
May-19		-1.5%	1.6%	
February-19		-1.1%	3.4%	
November-18		0.5%	1.9%	
August-18		0.5%	1.7%	
Transient as of				
August-19		-0.7%	-0.4%	
May-19		-2.9%	1.3%	
February-19		-5.5%	2.6%	
November-18		-2.3%	2.4%	
August-18		0.5%	2.0%	

Source: TravelClick August 2019

Average Length of Stay and Lead Time By Segment 2019 YTD				
	LOS	Δ Vs. LY	Lead Time	Δ Vs. LY
Luxury	2.1	-6.2%	35.0	-3.1%
Upper Upscale	1.8	-3.7%	27.7	0.2%
Upscale	1.8	-2.5%	21.4	-0.5%
Upper Midscale	1.8	0.0%	15.8	-0.8%
Midscale	2.0	-1.5%	13.3	-5.7%
Economy	2.3	0.5%	8.9	5.7%

Source: Kalibri Labs Q2 2019

Cost of Business Acquisition 2019 YTD				
	Demand Share	Δ Vs. LY	COPE %*	Δ Vs. LY
Brand.com	23.7%	6.8%	94.1%	-0.2%
Voice	7.1%	-9.2%	95.1%	0.2%
Property Direct	27.8%	-4.0%	97.2%	-0.1%
OTA	15.7%	7.3%	83.4%	0.9%
GDS	10.7%	-0.5%	86.6%	0.2%
FIT/Wholesale	0.7%	-13.0%	76.9%	1.4%
Group	14.2%	-4.4%	94.5%	1.0%

*Proportion of guest paid revenue kept after subtracting all booking costs

Source: Kalibri Labs Q2 2019

Construction Pipeline by Market					
Market	As of 08/2019	Under Construction	Final Planning	Planning	Total Pipeline
	Existing Inventory	% of Existing	% of Existing	% of Existing	% of Existing
Top 15 Markets	1,197,824	5.6%	5.2%	5.0%	15.8%
Nashville, TN	45,974	11.5%	14.7%	12.2%	38.5%
Miami, FL	58,093	5.1%	8.5%	11.1%	24.8%
Dallas, TX	91,814	6.6%	9.9%	6.8%	23.2%
New York, NY	125,422	11.8%	3.6%	3.7%	19.1%
Denver, CO	51,460	4.9%	8.8%	5.0%	18.7%
Los Angeles, CA	105,091	5.9%	5.8%	4.6%	16.3%
Philadelphia, PA	49,708	6.2%	4.5%	4.6%	15.3%
Atlanta, GA	100,304	4.5%	5.4%	4.8%	14.8%
Seattle, WA	49,495	3.8%	5.5%	5.4%	14.7%
Orlando, FL	129,087	5.7%	3.8%	4.5%	14.0%
Minneapolis, MN	44,450	8.2%	3.0%	1.9%	13.1%
Boston, MA	59,153	6.9%	2.7%	3.0%	12.6%
San Francisco, CA	53,178	2.5%	2.2%	6.6%	11.2%
Washington, DC	115,289	1.8%	3.3%	4.1%	9.2%
Chicago, IL	119,306	1.6%	2.3%	2.9%	6.8%

Source: Deutsche Bank Supply Monitor August 2019