

### Tab 10 - Response Report

Temecula, CA Area Selected Properties  
 Job Number: 1243851\_SADIM Staff: KW Created: February 11, 2021

STR Code	Name of Establishment	City & State	Zip Code	Class	Open Date	Rooms
9402	L'Auberge Del Mar Resort	Del Mar, CA	92014	Luxury Class	Jun-89	121
11796	Tribute Portfolio The Inn @ Rancho Santa Fe	Rancho Santa Fe, CA	92067	Upper Upscale Class	Jun-24	80
26507	Marriott Coronado Island Resort & Spa	Coronado, CA	92118	Upper Upscale Class	Jun-88	300
52347	Carter Hospitality Winery Resorts	Temecula, CA	92591	Luxury Class	May-04	192
62143	Ponte Vineyard Inn	Temecula, CA	92591	Upper Upscale Class	May-12	60
66004	Autograph Collection Newport Beach Lido Ho	Newport Beach, CA	92663	Upper Upscale Class	Apr-18	130
						<b>883</b>

### Tab 2 - ADR by measure

ADR (\$)	January	February	March	April	May	June	July	August	September	October	November	December	Total Year
2014				213.61	216.22	227.26	285.74	280.03	221.05	213.85	208.37	205.43	
2015	207.45	229.05	233.09	234.55	236.18	248.83	306.58	285.60	251.91	237.64	229.48	215.95	245.16
2016	221.52	233.93	239.28	243.44	238.19	243.74	313.21	276.47	257.44	240.11	229.73	222.54	249.21
2017	222.56	235.79	256.44	253.93	252.01	260.09	322.84	301.82	268.55	242.22	253.86	227.54	260.35
2018	235.54	257.85	260.47	255.67	266.62	283.36	341.07	320.54	281.16	271.08	252.64	252.56	275.80
2019	249.42	246.78	261.98	270.54	265.03	281.60	346.98	336.30	296.56	282.21	266.30	257.73	282.52
2020	258.38	269.66	263.08	228.32	250.89	270.23	277.05	294.47	287.89	258.45	239.39		
Avg	234.26	246.84	251.87	245.90	245.47	258.06	314.43	298.01	269.42	254.76	243.78	233.24	263.70

### Hotel Management Company - Evolution ADR projections using STR report of 2.11.21

Hotel Truax, Autograph Collection  
 COMPETITIVE YIELD ANALYSIS

	Rooms	2018	2019	2020	2021	2022	Projected - Year End						
							2023	2024	2025	2026	2027		
<b>Average Rate</b>													
Hotel Truax, Autograph Collection	185						\$246.92	\$309.12	\$318.39	\$327.94	\$337.78		
Competitive Set 1	2,257	212.40	210.01	187.04	194.52	206.19	215.47	221.93	228.59	235.45	242.51		
Competitive Set 2	883	275.80	282.52	260.51	270.93	287.19	300.11	309.12	318.39	327.94	337.78		
Tribute Portfolio The Inn @ Rancho Santa Fe	80	261.00	269.00	239.57	249.15	264.10	275.99	284.27	292.79	301.58	310.62		
Coronado Island Marriott Resort & Spa	300	259.00	243.00	216.41	225.07	238.57	249.31	256.79	264.49	272.43	280.60		
Pier South Resort, an Autograph Collection	78	217.96	225.10	200.47	208.49	221.00	230.95	237.87	245.01	252.36	259.93		
Ponte Vineyard Inn	90	277.00	278.39	247.93	257.84	273.32	285.61	294.18	303.01	312.10	321.46		

**MATCHES STR REPORT DATED 2.11.21**

Trend # 1243851\_SADIM / Created February 11, 2021

# Trend Report - Temecula, CA Area Selected Properties

April 2014 to December 2020 Currency : USD - US Dollar



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## Tab 2 - Data by Measure

Temecula, CA Area Selected Properties

Job Number: 1243851\_SADIM Staff: KW Created: February 11, 2021

Occupancy (%)														Total Year	Dec YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2014				77.6	76.2	77.6	81.3	83.6	69.6	75.5	68.9	59.1			
2015	72.3	76.1	79.5	79.1	76.6	82.7	82.2	82.1	67.8	68.2	58.2	48.3	72.7	72.7	
2016	50.9	65.0	72.8	75.1	72.9	83.7	87.4	85.1	77.3	77.8	69.2	68.1	73.8	73.8	
2017	64.0	77.3	81.1	76.7	73.4	82.7	88.1	83.4	80.2	77.6	73.2	66.2	77.0	77.0	
2018	68.6	78.4	76.9	67.5	70.8	78.0	81.9	79.0	73.1	73.0	71.3	65.7	73.6	73.6	
2019	60.8	67.9	77.6	74.7	72.0	82.3	82.9	80.9	78.0	76.8	70.7	65.4	74.2	74.2	
2020	70.1	75.3	31.4		26.9	50.9	61.4	65.7	63.1	58.0	46.2	22.5			
Avg	64.6	73.3	68.5	74.9	67.2	76.1	80.1	79.5	72.5	72.0	65.0	55.7	74.3	74.3	

ADR (\$)														Total Year	Dec YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2014				213.61	216.22	227.26	285.74	280.03	221.05	213.85	208.37	205.43			
2015	207.45	229.05	233.09	234.55	236.18	248.83	306.58	285.60	251.91	237.64	229.48	215.95	245.16	245.16	
2016	221.52	233.93	239.28	243.44	238.19	243.74	313.21	276.47	257.44	240.11	229.73	222.54	249.21	249.21	
2017	222.56	235.79	256.44	253.93	252.01	260.09	322.84	301.82	268.55	242.22	253.86	227.54	260.35	260.35	
2018	235.54	257.85	260.47	255.67	266.62	283.36	341.07	320.54	281.16	271.08	252.64	252.56	275.80	275.80	
2019	249.42	246.78	261.98	270.54	265.03	281.60	346.98	336.30	296.56	282.21	266.30	257.73	282.52	282.52	
2020	258.38	269.66	263.08		228.32	250.89	270.23	277.05	294.47	287.89	258.45	239.39			
Avg	234.26	246.84	251.87	245.90	245.47	258.06	314.43	298.01	269.42	254.76	243.78	233.24	263.70	263.70	

RevPAR (\$)														Total Year	Dec YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2014				165.84	164.79	176.32	232.29	234.11	153.95	161.53	143.63	121.48			
2015	149.93	174.28	185.38	185.53	180.97	205.74	251.92	234.59	170.73	161.98	133.54	104.36	178.33	178.33	
2016	112.78	152.10	174.14	182.73	173.56	204.08	273.61	235.36	198.94	186.85	159.03	151.64	183.97	183.97	
2017	142.50	182.30	208.02	194.88	185.00	215.22	284.41	251.67	215.41	187.88	185.77	150.73	200.44	200.44	
2018	161.68	202.04	200.33	172.60	188.71	221.01	279.36	253.16	205.53	198.02	180.16	166.02	203.08	203.08	
2019	151.60	167.66	203.22	202.21	190.87	231.64	287.67	271.91	231.33	216.74	188.18	168.48	209.59	209.59	
2020	181.09	203.06	82.60		61.45	127.81	165.97	182.08	185.74	166.91	119.36	53.82			
Avg	151.30	180.84	172.47	184.17	164.99	196.33	251.94	236.79	195.38	183.48	158.38	129.95	195.80	195.80	

Supply														Total Year	Dec YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2014				20,760	21,452	20,760	21,452	21,452	20,760	21,452	20,760	21,452			
2015	21,483	19,404	21,483	20,790	21,483	20,790	21,483	21,483	20,790	21,483	20,790	21,483	252,945	252,945	
2016	21,483	19,404	21,483	20,790	21,483	20,790	21,483	21,483	20,790	21,483	20,790	21,483	252,945	252,945	
2017	21,483	19,404	21,483	20,790	21,483	20,790	21,483	21,483	20,790	21,483	20,790	21,483	252,945	252,945	
2018	21,483	19,404	21,483	24,690	25,513	24,690	25,513	25,513	24,690	25,513	24,690	25,513	288,695	288,695	
2019	25,513	23,044	25,513	24,690	25,513	24,690	25,513	25,513	24,690	25,513	24,690	25,513	300,395	300,395	
2020	27,373	24,724	27,373		21,421	26,490	27,373	27,373	26,490	27,373	26,490	27,373			
Avg	23,136	20,897	23,136	22,085	22,621	22,714	23,471	23,471	22,714	23,471	22,714	23,471	269,585	269,585	

Demand														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Dec YTD
2014				16,117	16,349	16,107	17,439	17,934	14,458	16,204	14,310	12,686		
2015	15,527	14,764	17,086	16,445	16,461	17,190	17,653	17,646	14,090	14,643	12,098	10,382	183,985	183,985
2016	10,937	12,616	15,635	15,605	15,654	17,407	18,767	18,289	16,066	16,717	14,392	14,639	186,724	186,724
2017	13,755	15,002	17,427	15,955	15,770	17,203	18,926	17,914	16,676	16,663	15,214	14,231	194,736	194,736
2018	14,746	15,204	16,523	16,668	18,058	19,257	20,897	20,150	18,049	18,637	17,607	16,771	212,567	212,567
2019	15,507	15,656	19,791	18,454	18,374	20,310	21,152	20,628	19,259	19,594	17,447	16,678	222,850	222,850
2020	19,185	18,618	8,594		5,765	13,495	16,812	17,990	16,709	15,870	12,234	6,154		
Avg	14,943	15,310	15,843	16,541	15,204	17,281	18,807	18,650	16,472	16,904	14,757	13,077	200,172	200,172

Revenue (\$)														
	January	February	March	April	May	June	July	August	September	October	November	December	Total Year	Dec YTD
2014				3,442,786	3,534,968	3,660,412	4,983,097	5,022,089	3,195,982	3,465,220	2,981,767	2,606,057		
2015	3,221,012	3,381,652	3,982,502	3,857,115	3,887,722	4,277,399	5,412,103	5,039,675	3,549,389	3,479,806	2,776,235	2,241,998	45,106,608	45,106,608
2016	2,422,784	2,951,320	3,741,136	3,798,925	3,728,657	4,242,803	5,878,013	5,056,277	4,135,976	4,013,993	3,306,227	3,257,694	46,533,805	46,533,805
2017	3,061,253	3,537,331	4,468,999	4,051,516	3,974,256	4,474,379	6,110,018	5,406,718	4,478,362	4,036,139	3,862,253	3,238,135	50,699,359	50,699,359
2018	3,473,287	3,920,398	4,303,711	4,261,454	4,814,543	5,456,727	7,127,347	6,458,790	5,074,625	5,052,114	4,448,220	4,235,671	58,626,887	58,626,887
2019	3,867,811	3,863,601	5,184,789	4,992,607	4,869,647	5,719,260	7,339,219	6,937,154	5,711,476	5,529,576	4,646,067	4,298,430	62,959,637	62,959,637
2020	4,957,012	5,020,454	2,260,923		1,316,270	3,385,800	4,543,185	4,984,171	4,920,352	4,568,800	3,161,924	1,473,210		
Avg	3,500,527	3,779,126	3,990,343	4,067,401	3,732,295	4,459,540	5,913,283	5,557,839	4,438,023	4,306,521	3,597,528	3,050,171	52,785,259	52,785,259

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### Tab 3 - Percent Change from Previous Year - Detail by Measure

Temecula, CA Area Selected Properties

Job Number: 1243851\_SADIM Staff: KW Created: February 11, 2021

Occupancy														Total Year	Dec YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2015				1.9	0.5	6.6	1.1	-1.7	-2.7	-9.8	-15.6	-18.3			
2016	-29.6	-14.5	-8.5	-5.1	-4.9	1.3	6.3	3.6	14.0	14.2	19.0	41.0	1.5	1.5	
2017	25.8	18.9	11.5	2.2	0.7	-1.2	0.8	-2.1	3.8	-0.3	5.7	-2.8	4.3	4.3	
2018	7.2	1.3	-5.2	-12.0	-3.6	-5.7	-7.0	-5.3	-8.9	-5.8	-2.6	-0.8	-4.4	-4.4	
2019	-11.5	-13.3	0.9	10.7	1.7	5.5	1.2	2.4	6.7	5.1	-0.9	-0.6	0.8	0.8	
2020	15.3	10.8	-59.5		-62.6	-38.1	-25.9	-18.7	-19.1	-24.5	-34.6	-65.6			
Avg	1.5	0.7	-12.2	-0.5	-11.3	-5.3	-3.9	-3.6	-1.0	-3.5	-4.8	-7.8	0.5	0.5	

ADR														Total Year	Dec YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2015				9.8	9.2	9.5	7.3	2.0	14.0	11.1	10.1	5.1			
2016	6.8	2.1	2.7	3.8	0.9	-2.0	2.2	-3.2	2.2	1.0	0.1	3.0	1.7	1.7	
2017	0.5	0.8	7.2	4.3	5.8	6.7	3.1	9.2	4.3	0.9	10.5	2.2	4.5	4.5	
2018	5.8	9.4	1.6	0.7	5.8	8.9	5.6	6.2	4.7	11.9	-0.5	11.0	5.9	5.9	
2019	5.9	-4.3	0.6	5.8	-0.6	-0.6	1.7	4.9	5.5	4.1	5.4	2.0	2.4	2.4	
2020	3.6	9.3	0.4		-13.9	-10.9	-22.1	-17.6	-0.7	2.0	-2.9	-7.1			
Avg	4.5	3.5	2.5	4.9	1.2	1.9	-0.4	0.2	5.0	5.2	3.8	2.7	3.6	3.6	

RevPAR														Total Year	Dec YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2015				11.9	9.8	16.7	8.5	0.2	10.9	0.3	-7.0	-14.1			
2016	-24.8	-12.7	-6.1	-1.5	-4.1	-0.8	8.6	0.3	16.5	15.4	19.1	45.3	3.2	3.2	
2017	26.4	19.9	19.5	6.6	6.6	5.5	3.9	6.9	8.3	0.6	16.8	-0.6	9.0	9.0	
2018	13.5	10.8	-3.7	-11.4	2.0	2.7	-1.8	0.6	-4.6	5.4	-3.0	10.1	1.3	1.3	
2019	-6.2	-17.0	1.4	17.2	1.1	4.8	3.0	7.4	12.5	9.5	4.4	1.5	3.2	3.2	
2020	19.5	21.1	-59.4		-67.8	-44.8	-42.3	-33.0	-19.7	-23.0	-36.6	-68.1			
Avg	5.7	4.4	-9.6	4.5	-8.7	-2.7	-3.3	-2.9	4.0	1.3	-1.0	-4.3	4.2	4.2	

Supply														Total Year	Dec YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2015				0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1			
2016	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
2017	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
2018	0.0	0.0	0.0	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	14.1	14.1	
2019	18.8	18.8	18.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.1	4.1	
2020	7.3	7.3	7.3		-16.0	7.3	7.3	7.3	7.3	7.3	7.3	7.3			
Avg	5.2	5.2	5.2	3.8	0.5	4.4	4.4	4.4	4.4	4.4	4.4	4.4	4.5	4.5	

Demand														Total Year	Dec YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2015				2.0	0.7	6.7	1.2	-1.6	-2.5	-9.6	-15.5	-18.2			
2016	-29.6	-14.5	-8.5	-5.1	-4.9	1.3	6.3	3.6	14.0	14.2	19.0	41.0	1.5	1.5	
2017	25.8	18.9	11.5	2.2	0.7	-1.2	0.8	-2.1	3.8	-0.3	5.7	-2.8	4.3	4.3	
2018	7.2	1.3	-5.2	4.5	14.5	11.9	10.4	12.5	8.2	11.8	15.7	17.8	9.2	9.2	
2019	5.2	3.0	19.8	10.7	1.7	5.5	1.2	2.4	6.7	5.1	-0.9	-0.6	4.8	4.8	
2020	23.7	18.9	-56.6		-68.6	-33.6	-20.5	-12.8	-13.2	-19.0	-29.9	-63.1			
<b>Avg</b>	6.5	5.5	-7.8	2.9	-9.3	-1.6	-0.1	0.3	2.8	0.4	-1.0	-4.3	4.9	4.9	

Revenue														Total Year	Dec YTD
	January	February	March	April	May	June	July	August	September	October	November	December			
2015				12.0	10.0	16.9	8.6	0.4	11.1	0.4	-6.9	-14.0			
2016	-24.8	-12.7	-6.1	-1.5	-4.1	-0.8	8.6	0.3	16.5	15.4	19.1	45.3	3.2	3.2	
2017	26.4	19.9	19.5	6.6	6.6	5.5	3.9	6.9	8.3	0.6	16.8	-0.6	9.0	9.0	
2018	13.5	10.8	-3.7	5.2	21.1	22.0	16.7	19.5	13.3	25.2	15.2	30.8	15.6	15.6	
2019	11.4	-1.4	20.5	17.2	1.1	4.8	3.0	7.4	12.5	9.5	4.4	1.5	7.4	7.4	
2020	28.2	29.9	-56.4		-73.0	-40.8	-38.1	-28.2	-13.9	-17.4	-31.9	-65.7			
<b>Avg</b>	10.9	9.3	-5.2	7.9	-6.4	1.2	0.4	1.1	8.0	5.6	2.8	-0.5	8.8	8.8	

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# Tab 4 - Percent Change from Previous Year - Detail by Year

Temecula, CA Area Selected Properties

Job Number: 1243851\_SADIM Staff: KW Created: February 11, 2021

	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	Total Year	Dec YTD
Occ				1.9	0.5	6.6	1.1	-1.7	-2.7	-9.8	-15.6	-18.3		
ADR				9.8	9.2	9.5	7.3	2.0	14.0	11.1	10.1	5.1		
RevPAR				11.9	9.8	16.7	8.5	0.2	10.9	0.3	-7.0	-14.1		
Supply				0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1		
Demand				2.0	0.7	6.7	1.2	-1.6	-2.5	-9.6	-15.5	-18.2		
Revenue				12.0	10.0	16.9	8.6	0.4	11.1	0.4	-6.9	-14.0		

	Jan 16	Feb 16	Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Total Year	Dec YTD
Occ	-29.6	-14.5	-8.5	-5.1	-4.9	1.3	6.3	3.6	14.0	14.2	19.0	41.0	1.5	1.5
ADR	6.8	2.1	2.7	3.8	0.9	-2.0	2.2	-3.2	2.2	1.0	0.1	3.0	1.7	1.7
RevPAR	-24.8	-12.7	-6.1	-1.5	-4.1	-0.8	8.6	0.3	16.5	15.4	19.1	45.3	3.2	3.2
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	-29.6	-14.5	-8.5	-5.1	-4.9	1.3	6.3	3.6	14.0	14.2	19.0	41.0	1.5	1.5
Revenue	-24.8	-12.7	-6.1	-1.5	-4.1	-0.8	8.6	0.3	16.5	15.4	19.1	45.3	3.2	3.2

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Total Year	Dec YTD
Occ	25.8	18.9	11.5	2.2	0.7	-1.2	0.8	-2.1	3.8	-0.3	5.7	-2.8	4.3	4.3
ADR	0.5	0.8	7.2	4.3	5.8	6.7	3.1	9.2	4.3	0.9	10.5	2.2	4.5	4.5
RevPAR	26.4	19.9	19.5	6.6	6.6	5.5	3.9	6.9	8.3	0.6	16.8	-0.6	9.0	9.0
Supply	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Demand	25.8	18.9	11.5	2.2	0.7	-1.2	0.8	-2.1	3.8	-0.3	5.7	-2.8	4.3	4.3
Revenue	26.4	19.9	19.5	6.6	6.6	5.5	3.9	6.9	8.3	0.6	16.8	-0.6	9.0	9.0

	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Total Year	Dec YTD
Occ	7.2	1.3	-5.2	-12.0	-3.6	-5.7	-7.0	-5.3	-8.9	-5.8	-2.6	-0.8	-4.4	-4.4
ADR	5.8	9.4	1.6	0.7	5.8	8.9	5.6	6.2	4.7	11.9	-0.5	11.0	5.9	5.9
RevPAR	13.5	10.8	-3.7	-11.4	2.0	2.7	-1.8	0.6	-4.6	5.4	-3.0	10.1	1.3	1.3
Supply	0.0	0.0	0.0	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	14.1	14.1
Demand	7.2	1.3	-5.2	4.5	14.5	11.9	10.4	12.5	8.2	11.8	15.7	17.8	9.2	9.2
Revenue	13.5	10.8	-3.7	5.2	21.1	22.0	16.7	19.5	13.3	25.2	15.2	30.8	15.6	15.6

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19	Total Year	Dec YTD
Occ	-11.5	-13.3	0.9	10.7	1.7	5.5	1.2	2.4	6.7	5.1	-0.9	-0.6	0.8	0.8
ADR	5.9	-4.3	0.6	5.8	-0.6	-0.6	1.7	4.9	5.5	4.1	5.4	2.0	2.4	2.4
RevPAR	-6.2	-17.0	1.4	17.2	1.1	4.8	3.0	7.4	12.5	9.5	4.4	1.5	3.2	3.2
Supply	18.8	18.8	18.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.1	4.1
Demand	5.2	3.0	19.8	10.7	1.7	5.5	1.2	2.4	6.7	5.1	-0.9	-0.6	4.8	4.8
Revenue	11.4	-1.4	20.5	17.2	1.1	4.8	3.0	7.4	12.5	9.5	4.4	1.5	7.4	7.4

	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	Total Year	Dec YTD
Occ	15.3	10.8	-59.5		-62.6	-38.1	-25.9	-18.7	-19.1	-24.5	-34.6	-65.6		
ADR	3.6	9.3	0.4		-13.9	-10.9	-22.1	-17.6	-0.7	2.0	-2.9	-7.1		
RevPAR	19.5	21.1	-59.4		-67.8	-44.8	-42.3	-33.0	-19.7	-23.0	-36.6	-68.1		
Supply	7.3	7.3	7.3		-16.0	7.3	7.3	7.3	7.3	7.3	7.3	7.3		
Demand	23.7	18.9	-56.6		-68.6	-33.6	-20.5	-12.8	-13.2	-19.0	-29.9	-63.1		
Revenue	28.2	29.9	-56.4		-73.0	-40.8	-38.1	-28.2	-13.9	-17.4	-31.9	-65.7		

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# Tab 5 - Twelve Month Moving Average

Temecula, CA Area Selected Properties

Job Number: 1243851\_SADIM Staff: KW Created: February 11, 2021

Occupancy (%)													
	January	February	March	April	May	June	July	August	September	October	November	December	
2015				74.9	74.9	75.4	75.4	75.3	75.2	74.5	73.7	72.7	
2016	70.9	70.1	69.5	69.2	<b>68.8</b>	68.9	69.4	69.6	70.4	71.2	72.1	73.8	
2017	74.9	75.9	76.6	76.7	76.8	76.7	76.8	76.6	76.8	76.8	77.1	77.0	
2018	77.4	<b>77.5</b>	77.1	76.2	75.9	75.6	75.2	74.9	74.3	74.0	73.8	73.6	
2019	72.9	72.1	72.3	72.8	73.0	73.3	73.4	73.5	74.0	74.3	74.2	74.2	
2020	74.9	75.5	71.4										

ADR (\$)													
	January	February	March	April	May	June	July	August	September	October	November	December	
2015				<b>231.85</b>	233.58	235.49	237.47	237.93	240.25	242.31	244.09	245.16	
2016	246.99	247.55	248.22	249.08	249.32	248.81	249.89	249.07	249.60	249.69	249.46	249.21	
2017	248.88	248.83	250.29	251.14	252.25	253.71	254.70	257.00	257.96	258.14	259.91	260.35	
2018	261.14	262.82	263.19	263.31	264.51	266.70	269.14	271.34	272.43	274.73	274.39	275.80	
2019	276.67	275.82	275.73	276.82	276.67	276.54	277.18	278.74	280.09	281.03	282.12	282.52	
2020	282.74	284.13	<b>285.31</b>										

RevPAR (\$)													
	January	February	March	April	May	June	July	August	September	October	November	December	
2015				173.69	175.07	177.49	179.16	179.21	180.59	180.62	179.79	178.33	
2016	175.17	173.47	172.51	172.28	171.66	<b>171.52</b>	173.36	173.43	175.75	177.86	179.95	183.97	
2017	186.49	188.81	191.69	192.69	193.66	194.57	195.49	196.87	198.23	198.32	200.51	200.44	
2018	202.07	203.58	202.93	200.66	200.78	201.54	202.30	203.17	202.46	203.17	202.45	203.08	
2019	201.63	198.96	199.22	201.66	201.84	202.71	203.42	205.01	207.13	208.72	209.38	209.59	
2020	211.90	<b>214.54</b>	203.67										

Supply													
	January	February	March	April	May	June	July	August	September	October	November	December	
2015				<b>252,700</b>	252,731	252,761	252,792	252,823	252,853	252,884	252,914	252,945	
2016	252,945	252,945	252,945	252,945	252,945	252,945	252,945	252,945	252,945	252,945	252,945	252,945	
2017	252,945	252,945	252,945	252,945	252,945	252,945	252,945	252,945	252,945	252,945	252,945	252,945	
2018	252,945	252,945	252,945	256,845	260,875	264,775	268,805	272,835	276,735	280,765	284,665	288,695	
2019	292,725	296,365	300,395	300,395	300,395	300,395	300,395	300,395	300,395	300,395	300,395	300,395	
2020	302,255	303,935	<b>305,795</b>										

Demand													
	January	February	March	April	May	June	July	August	September	October	November	December	
2015				189,309	189,421	190,504	190,718	190,430	190,062	188,501	186,289	183,985	
2016	179,395	177,247	175,796	174,956	<b>174,149</b>	174,366	175,480	176,123	178,099	180,173	182,467	186,724	
2017	189,542	191,928	193,720	194,070	194,186	193,982	194,141	193,766	194,376	194,322	195,144	194,736	
2018	195,727	195,929	195,025	195,738	198,026	200,080	202,051	204,287	205,660	207,634	210,027	212,567	
2019	213,328	213,780	217,048	218,834	219,150	220,203	220,458	220,936	222,146	223,103	222,943	222,850	
2020	226,528	<b>229,490</b>	218,293										

Revenue (\$)													
	January	February	March	April	May	June	July	August	September	October	November	December	
2015				43,891,873	44,244,627	44,861,614	45,290,620	45,308,206	45,661,613	45,676,199	45,470,667	45,106,608	
2016	44,308,380	43,878,048	43,636,682	43,578,492	43,419,427	<b>43,384,831</b>	43,850,741	43,867,343	44,453,930	44,988,117	45,518,109	46,533,805	
2017	47,172,274	47,758,285	48,486,148	48,738,739	48,984,338	49,215,914	49,447,919	49,798,360	50,140,746	50,162,892	50,718,918	50,699,359	
2018	51,111,393	51,494,460	51,329,172	51,539,110	52,379,397	53,361,745	54,379,074	55,431,146	56,027,409	57,043,384	57,629,351	58,626,887	
2019	59,021,411	58,964,614	59,845,692	60,576,845	60,631,949	60,894,482	61,106,354	61,584,718	62,221,569	62,699,031	62,896,878	62,959,637	
2020	64,048,838	<b>65,205,691</b>	62,281,825										

High value is boxed.

Low value is boxed and italicized.



# Tab 6 - Twelve Month Moving Average with Percent Change

Temecula, CA Area Selected Properties

Job Number: 1243851\_SADIM Staff: KW Created: February 11, 2021

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue	
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg
Apr 15	74.9		231.85		173.69		252,700		189,309		43,891,873	
May 15	74.9		233.58		175.07		252,731		189,421		44,244,627	
Jun 15	75.4		235.49		177.49		252,761		190,504		44,861,614	
Jul 15	75.4		237.47		179.16		252,792		190,718		45,290,620	
Aug 15	75.3		237.93		179.21		252,823		190,430		45,308,206	
Sep 15	75.2		240.25		180.59		252,853		190,062		45,661,613	
Oct 15	74.5		242.31		180.62		252,884		188,501		45,676,199	
Nov 15	73.7		244.09		179.79		252,914		186,289		45,470,667	
Dec 15	72.7		245.16		178.33		252,945		183,985		45,106,608	
Jan 16	70.9		246.99		175.17		252,945		179,395		44,308,380	
Feb 16	70.1		247.55		173.47		252,945		177,247		43,878,048	
Mar 16	69.5	-7.1	248.22	7.9	172.51	0.3	252,945	0.1	175,796	-7.0	43,636,682	0.4
Apr 16	69.2	-7.7	249.08	7.4	172.28	-0.8	252,945	0.1	174,956	-7.6	43,578,492	-0.7
May 16	68.8	-8.1	249.32	6.7	171.66	-1.9	252,945	0.1	174,149	-8.1	43,419,427	-1.9
Jun 16	68.9	-8.5	248.81	5.7	171.52	-3.4	252,945	0.1	174,366	-8.5	43,384,831	-3.3
Jul 16	69.4	-8.0	249.89	5.2	173.36	-3.2	252,945	0.1	175,480	-8.0	43,850,741	-3.2
Aug 16	69.6	-7.6	249.07	4.7	173.43	-3.2	252,945	0.0	176,123	-7.5	43,867,343	-3.2
Sep 16	70.4	-6.3	249.60	3.9	175.75	-2.7	252,945	0.0	178,099	-6.3	44,453,930	-2.6
Oct 16	71.2	-4.4	249.69	3.0	177.86	-1.5	252,945	0.0	180,173	-4.4	44,988,117	-1.5
Nov 16	72.1	-2.1	249.46	2.2	179.95	0.1	252,945	0.0	182,467	-2.1	45,518,109	0.1
Dec 16	73.8	1.5	249.21	1.7	183.97	3.2	252,945	0.0	186,724	1.5	46,533,805	3.2
Jan 17	74.9	5.7	248.88	0.8	186.49	6.5	252,945	0.0	189,542	5.7	47,172,274	6.5
Feb 17	75.9	8.3	248.83	0.5	188.81	8.8	252,945	0.0	191,928	8.3	47,958,285	8.8
Mar 17	76.6	10.2	250.29	0.8	191.69	11.1	252,945	0.0	193,720	10.2	48,486,148	11.1
Apr 17	76.7	10.9	251.14	0.8	192.69	11.8	252,945	0.0	194,070	10.9	48,738,739	11.8
May 17	76.8	11.5	252.25	1.2	193.66	12.8	252,945	0.0	194,186	11.5	48,984,338	12.8
Jun 17	76.7	11.2	253.71	2.0	194.57	13.4	252,945	0.0	193,982	11.2	49,215,914	13.4
Jul 17	76.8	10.6	254.70	1.9	195.49	12.8	252,945	0.0	194,141	10.6	49,447,919	12.8
Aug 17	76.6	10.0	257.00	3.2	196.87	13.5	252,945	0.0	193,766	10.0	49,798,360	13.5
Sep 17	76.8	9.1	257.96	3.3	198.23	12.8	252,945	0.0	194,376	9.1	50,140,746	12.8
Oct 17	76.8	7.9	258.14	3.4	198.32	11.5	252,945	0.0	194,322	7.9	50,162,892	11.5
Nov 17	77.1	6.9	259.91	4.2	200.51	11.4	252,945	0.0	195,144	6.9	50,718,918	11.4
Dec 17	77.0	4.3	260.35	4.5	200.44	9.0	252,945	0.0	194,736	4.3	50,699,359	9.0
Jan 18	77.4	3.3	261.14	4.9	202.07	8.4	252,945	0.0	195,727	3.3	51,111,393	8.4
Feb 18	77.5	2.1	262.82	5.6	203.58	7.8	252,945	0.0	195,929	2.1	51,494,460	7.8
Mar 18	77.1	0.7	263.19	5.2	202.93	5.9	252,945	0.0	195,025	0.7	51,329,172	5.9
Apr 18	76.2	-0.7	263.31	4.8	200.66	4.1	256,845	1.5	195,738	0.9	51,539,110	5.7
May 18	75.9	-1.1	264.51	4.9	200.78	3.7	260,875	3.1	198,026	2.0	52,379,397	6.9
Jun 18	75.6	-1.5	266.70	5.1	201.54	3.6	264,775	4.7	200,080	3.1	53,361,745	8.4
Jul 18	75.2	-2.1	269.14	5.7	202.30	3.5	268,805	6.3	202,051	4.1	54,379,074	10.0
Aug 18	74.9	-2.3	271.34	5.6	203.17	3.2	272,835	7.9	204,287	5.4	55,431,146	11.3
Sep 18	74.3	-3.3	272.43	5.6	202.46	2.1	276,735	9.4	205,660	5.8	56,027,409	11.7
Oct 18	74.0	-3.7	274.73	6.4	203.17	2.4	280,765	11.0	207,634	6.9	57,043,384	13.7
Nov 18	73.8	-4.4	274.39	5.6	202.45	1.0	284,665	12.5	210,027	7.6	57,629,351	13.6

# Tab 6 - Twelve Month Moving Average with Percent Change

Temecula, CA Area Selected Properties

Job Number: 1243851\_SADIM Staff: KW Created: February 11, 2021

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue	
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg
Dec 18	73.6	-4.4	275.80	5.9	203.08	1.3	288,695	14.1	212,567	9.2	58,626,887	15.6
Jan 19	72.9	-5.8	276.67	5.9	201.63	-0.2	292,725	15.7	213,328	9.0	59,021,411	15.5
Feb 19	72.1	-6.9	275.82	4.9	198.96	-2.3	296,365	17.2	213,780	9.1	58,964,614	14.5
Mar 19	72.3	-6.3	275.73	4.8	199.22	-1.8	300,395	18.8	217,048	11.3	59,845,692	16.6
Apr 19	72.8	-4.4	276.82	5.1	201.66	0.5	300,395	17.0	218,834	11.8	60,576,845	17.5
May 19	73.0	-3.9	276.67	4.6	201.84	0.5	300,395	15.1	219,150	10.7	60,631,949	15.8
Jun 19	73.3	-3.0	276.54	3.7	202.71	0.6	300,395	13.5	220,203	10.1	60,894,482	14.1
Jul 19	73.4	-2.4	277.18	3.0	203.42	0.6	300,395	11.8	220,458	9.1	61,106,354	12.4
Aug 19	73.5	-1.8	278.74	2.7	205.01	0.9	300,395	10.1	220,936	8.1	61,584,718	11.1
Sep 19	74.0	-0.5	280.09	2.8	207.13	2.3	300,395	8.5	222,146	8.0	62,221,569	11.1
Oct 19	74.3	0.4	281.03	2.3	208.72	2.7	300,395	7.0	223,103	7.5	62,699,031	9.9
Nov 19	74.2	0.6	282.12	2.8	209.38	3.4	300,395	5.5	222,943	6.1	62,896,878	9.1
Dec 19	74.2	0.8	282.52	2.4	209.59	3.2	300,395	4.1	222,850	4.8	62,959,637	7.4
Jan 20	74.9	2.8	282.74	2.2	211.90	5.1	302,255	3.3	226,528	6.2	64,048,838	8.5
Feb 20	75.5	4.7	284.13	3.0	214.54	7.8	303,935	2.6	229,490	7.3	65,205,691	10.6
Mar 20	71.4	-1.2	285.31	3.5	203.67	2.2	305,795	1.8	218,293	0.6	62,281,825	4.1
Apr 20												
May 20												
Jun 20												
Jul 20												
Aug 20												
Sep 20												
Oct 20												
Nov 20												
Dec 20												

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# Tab 7 - Day of Week Analysis

Temecula, CA Area Selected Properties

Job Number: 1243851\_SADIM Staff: KW Created: February 11, 2021

Occupancy (%)								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Month
Jan - 20	58.2	70.7	76.5	72.2	64.4	70.1	79.3	70.1
Feb - 20	66.0	66.0	76.2	77.7	71.7	80.1	86.6	75.3
Mar - 20	26.7	27.1	29.7	33.4	32.4	36.3	36.7	31.4
Apr - 20								
May - 20								
Jun - 20	50.3	39.5	40.6	43.1	47.2	65.2	76.1	50.9
Jul - 20	58.6	50.8	49.0	51.9	63.9	75.7	78.3	61.4
Aug - 20	60.6	50.2	52.9	55.0	66.3	86.0	88.5	65.7
Sep - 20	68.2	47.9	45.6	47.2	61.1	86.3	93.6	63.1
Oct - 20	57.9	41.9	40.7	43.9	54.6	75.3	82.1	58.0
Nov - 20	38.0	32.2	37.9	41.3	50.6	62.6	66.2	46.2
Dec - 20	17.6	18.4	19.3	20.2	25.5	26.2	30.6	22.5
<b>Total Year</b>	<b>45.9</b>	<b>40.5</b>	<b>42.2</b>	<b>44.3</b>	<b>49.0</b>	<b>61.2</b>	<b>67.1</b>	<b>50.0</b>

Three Year Occupancy (%)								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
Jan 18 - Dec 18	61.5	66.3	71.6	72.1	72.5	82.7	88.9	73.6
Jan 19 - Dec 19	61.4	67.0	73.3	75.2	73.8	81.2	87.4	74.2
Jan 20 - Dec 20	45.9	40.5	42.2	44.3	49.0	61.2	67.1	50.0
<b>Total 3 Yr</b>	<b>56.1</b>	<b>57.7</b>	<b>62.2</b>	<b>63.5</b>	<b>64.8</b>	<b>74.8</b>	<b>81.0</b>	<b>65.7</b>

ADR								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Month
Jan - 20	236.37	256.23	268.95	260.79	254.67	268.10	256.54	258.38
Feb - 20	245.39	254.18	286.92	269.69	262.44	279.81	278.99	269.66
Mar - 20	237.73	252.61	253.19	262.11	259.92	289.36	283.45	263.08
Apr - 20								
May - 20								
Jun - 20	233.20	222.59	238.38	231.94	239.30	277.45	284.44	250.89
Jul - 20	245.38	237.63	242.76	239.07	270.63	291.84	326.56	270.23
Aug - 20	254.91	233.25	243.63	243.25	271.51	312.23	325.89	277.05
Sep - 20	283.36	236.69	256.85	260.39	272.76	329.23	358.71	294.47
Oct - 20	254.08	243.41	257.73	250.28	275.46	317.11	334.67	287.89
Nov - 20	235.20	220.18	224.53	247.66	258.87	294.41	290.20	258.45
Dec - 20	218.62	202.68	212.44	214.69	281.92	255.06	257.28	239.39
<b>Total Year</b>	<b>247.57</b>	<b>238.01</b>	<b>250.71</b>	<b>248.24</b>	<b>261.96</b>	<b>291.80</b>	<b>302.19</b>	<b>267.06</b>

Three Year ADR								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
Jan 18 - Dec 18	253.66	255.76	256.89	264.87	268.25	302.97	311.44	275.80
Jan 19 - Dec 19	252.82	259.38	276.14	274.20	279.76	308.83	311.60	282.52
Jan 20 - Dec 20	247.57	238.01	250.71	248.24	261.96	291.80	302.19	267.06
<b>Total 3 Yr</b>	<b>251.65</b>	<b>252.92</b>	<b>263.17</b>	<b>264.54</b>	<b>270.98</b>	<b>301.98</b>	<b>308.88</b>	<b>276.07</b>

RevPAR								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Month
Jan - 20	137.66	181.18	205.72	188.38	163.98	187.95	203.50	181.09
Feb - 20	162.04	167.76	218.50	209.50	188.21	224.16	241.61	203.06
Mar - 20	63.44	68.53	75.29	87.57	84.22	105.18	104.08	82.60
Apr - 20								
May - 20								
Jun - 20	117.41	87.84	96.77	99.97	112.96	180.99	216.53	127.81
Jul - 20	143.70	120.74	118.94	124.19	172.88	220.79	255.58	165.97
Aug - 20	154.52	117.18	128.99	133.76	179.91	268.49	288.29	182.08
Sep - 20	193.17	113.34	117.17	122.98	166.75	284.03	335.61	185.74
Oct - 20	147.11	102.04	104.83	109.94	150.29	238.73	274.67	166.91
Nov - 20	89.29	70.96	85.08	102.24	130.95	184.44	192.21	119.36
Dec - 20	38.58	37.26	41.02	43.45	72.00	66.90	78.78	53.82
<b>Total Year</b>	<b>113.59</b>	<b>96.33</b>	<b>105.69</b>	<b>109.97</b>	<b>128.30</b>	<b>178.56</b>	<b>202.89</b>	<b>133.50</b>

Three Year RevPAR								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
Jan 18 - Dec 18	156.08	169.61	184.05	190.84	194.44	250.42	276.92	203.08
Jan 19 - Dec 19	155.16	173.66	202.53	206.25	206.55	250.78	272.34	209.59
Jan 20 - Dec 20	113.59	96.33	105.69	109.97	128.30	178.56	202.89	133.50
<b>Total 3 Yr</b>	<b>141.26</b>	<b>145.99</b>	<b>163.63</b>	<b>168.02</b>	<b>175.61</b>	<b>225.97</b>	<b>250.09</b>	<b>181.42</b>

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# Tab 8 - Raw Data

Temecula, CA Area Selected Properties

Job Number: 1243851\_SADIM Staff: KW Created: February 11, 2021

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Apr 14	77.6		213.61		165.84		20,760		16,117		3,442,786		5	692	91.3
May 14	76.2		216.22		164.79		21,452		16,349		3,534,968		5	692	91.3
Jun 14	77.6		227.26		176.32		20,760		16,107		3,660,412		5	692	91.3
Jul 14	81.3		285.74		232.29		21,452		17,439		4,983,097		5	692	91.3
Aug 14	83.6		280.03		234.11		21,452		17,934		5,022,089		5	692	91.3
Sep 14	69.6		221.05		153.95		20,760		14,458		3,195,982		5	692	91.3
Oct 14	75.5		213.85		161.53		21,452		16,204		3,465,220		5	692	91.3
Nov 14	68.9		208.37		143.63		20,760		14,310		2,981,767		5	692	91.3
Dec 14	59.1		205.43		121.48		21,452		12,686		2,606,057		5	692	91.3
Jan 15	72.3		207.45		149.93		21,483		15,527		3,221,012		5	693	91.3
Feb 15	76.1		229.05		174.28		19,404		14,764		3,381,652		5	693	91.3
Mar 15	79.5		233.09		185.38		21,483		17,086		3,982,502		5	693	91.3
Apr 15	79.1	1.9	234.55	9.8	185.53	11.9	20,790	0.1	16,445	2.0	3,857,115	12.0	5	693	91.3
May 15	76.6	0.5	236.18	9.2	180.97	9.8	21,483	0.1	16,461	0.7	3,887,722	10.0	5	693	91.3
Jun 15	82.7	6.6	248.83	9.5	205.74	16.7	20,790	0.1	17,190	6.7	4,277,399	16.9	5	693	91.3
Jul 15	82.2	1.1	306.58	7.3	251.92	8.5	21,483	0.1	17,653	1.2	5,412,103	8.6	5	693	91.3
Aug 15	82.1	-1.7	285.60	2.0	234.59	0.2	21,483	0.1	17,646	-1.6	5,039,675	0.4	5	693	91.3
Sep 15	67.8	-2.7	251.91	14.0	170.73	10.9	20,790	0.1	14,090	-2.5	3,549,389	11.1	5	693	91.3
Oct 15	68.2	-9.8	237.64	11.1	161.98	0.3	21,483	0.1	14,643	-9.6	3,479,806	0.4	5	693	91.3
Nov 15	58.2	-15.6	229.48	10.1	133.54	-7.0	20,790	0.1	12,098	-15.5	2,776,235	-6.9	5	693	91.3
Dec 15	48.3	-18.3	215.95	5.1	104.36	-14.1	21,483	0.1	10,382	-18.2	2,241,998	-14.0	5	693	91.3
Jan 16	50.9	-29.6	221.52	6.8	112.78	-24.8	21,483	0.0	10,937	-29.6	2,422,784	-24.8	5	693	91.3
Feb 16	65.0	-14.5	233.93	2.1	152.10	-12.7	19,404	0.0	12,616	-14.5	2,951,320	-12.7	5	693	91.3
Mar 16	72.8	-8.5	239.28	2.7	174.14	-6.1	21,483	0.0	15,635	-8.5	3,741,136	-6.1	5	693	91.3
Apr 16	75.1	-5.1	243.44	3.8	182.73	-1.5	20,790	0.0	15,605	-5.1	3,798,925	-1.5	5	693	91.3
May 16	72.9	-4.9	238.19	0.9	173.56	-4.1	21,483	0.0	15,654	-4.9	3,728,657	-4.1	5	693	91.3
Jun 16	83.7	1.3	243.74	-2.0	204.08	-0.8	20,790	0.0	17,407	1.3	4,242,803	-0.8	5	693	91.3
Jul 16	87.4	6.3	313.21	2.2	273.61	8.6	21,483	0.0	18,767	6.3	5,878,013	8.6	5	693	91.3
Aug 16	85.1	3.6	276.47	-3.2	235.36	0.3	21,483	0.0	18,289	3.6	5,056,277	0.3	5	693	91.3
Sep 16	77.3	14.0	257.44	2.2	198.94	16.5	20,790	0.0	16,066	14.0	4,135,976	16.5	5	693	91.3
Oct 16	77.8	14.2	240.11	1.0	186.85	15.4	21,483	0.0	16,717	14.2	4,013,993	15.4	5	693	91.3
Nov 16	69.2	19.0	229.73	0.1	159.03	19.1	20,790	0.0	14,392	19.0	3,306,227	19.1	5	693	91.3
Dec 16	68.1	41.0	222.54	3.0	151.64	45.3	21,483	0.0	14,639	41.0	3,257,694	45.3	5	693	91.3
Jan 17	64.0	25.8	222.56	0.5	142.50	26.4	21,483	0.0	13,755	25.8	3,061,253	26.4	5	693	91.3
Feb 17	77.3	18.9	235.79	0.8	182.30	19.9	19,404	0.0	15,002	18.9	3,537,331	19.9	5	693	91.3
Mar 17	81.1	11.5	256.44	7.2	208.02	19.5	21,483	0.0	17,427	11.5	4,468,999	19.5	5	693	91.3
Apr 17	76.7	2.2	253.93	4.3	194.88	6.6	20,790	0.0	15,955	2.2	4,051,516	6.6	5	693	91.3
May 17	73.4	0.7	252.01	5.8	185.00	6.6	21,483	0.0	15,770	0.7	3,974,256	6.6	5	693	91.3
Jun 17	82.7	-1.2	260.09	6.7	215.22	5.5	20,790	0.0	17,203	-1.2	4,474,379	5.5	5	693	91.3
Jul 17	88.1	0.8	322.84	3.1	284.41	3.9	21,483	0.0	18,926	0.8	6,110,018	3.9	5	693	91.3
Aug 17	83.4	-2.1	301.82	9.2	251.67	6.9	21,483	0.0	17,914	-2.1	5,406,718	6.9	5	693	91.3
Sep 17	80.2	3.8	268.55	4.3	215.41	8.3	20,790	0.0	16,676	3.8	4,478,362	8.3	5	693	91.3
Oct 17	77.6	-0.3	242.22	0.9	187.88	0.6	21,483	0.0	16,663	-0.3	4,036,139	0.6	5	693	91.3
Nov 17	73.2	5.7	253.86	10.5	185.77	16.8	20,790	0.0	15,214	5.7	3,862,253	16.8	5	693	91.3
Dec 17	66.2	-2.8	227.54	2.2	150.73	-0.6	21,483	0.0	14,231	-2.8	3,238,135	-0.6	5	693	91.3

# Tab 8 - Raw Data

Temecula, CA Area Selected Properties

Job Number: 1243851\_SADIM Staff: KW Created: February 11, 2021

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Jan 18	68.6	7.2	235.54	5.8	161.68	13.5	21,483	0.0	14,746	7.2	3,473,287	13.5	5	693	91.3
Feb 18	78.4	1.3	257.85	9.4	202.04	10.8	19,404	0.0	15,204	1.3	3,920,398	10.8	5	693	91.3
Mar 18	76.9	-5.2	260.47	1.6	200.33	-3.7	21,483	0.0	16,523	-5.2	4,303,711	-3.7	5	693	91.3
Apr 18	67.5	-12.0	255.67	0.7	172.60	-11.4	24,690	18.8	16,668	4.5	4,261,454	5.2	6	823	92.7
May 18	70.8	-3.6	266.62	5.8	188.71	2.0	25,513	18.8	18,058	14.5	4,814,543	21.1	6	823	92.7
Jun 18	78.0	-5.7	283.36	8.9	221.01	2.7	24,690	18.8	19,257	11.9	5,456,727	22.0	6	823	92.7
Jul 18	81.9	-7.0	341.07	5.6	279.36	-1.8	25,513	18.8	20,897	10.4	7,127,347	16.7	6	823	92.7
Aug 18	79.0	-5.3	320.54	6.2	253.16	0.6	25,513	18.8	20,150	12.5	6,458,790	19.5	6	823	92.7
Sep 18	73.1	-8.9	281.16	4.7	205.53	-4.6	24,690	18.8	18,049	8.2	5,074,625	13.3	6	823	92.7
Oct 18	73.0	-5.8	271.08	11.9	198.02	5.4	25,513	18.8	18,637	11.8	5,052,114	25.2	6	823	92.7
Nov 18	71.3	-2.6	252.64	-0.5	180.16	-3.0	24,690	18.8	17,607	15.7	4,448,220	15.2	6	823	92.7
Dec 18	65.7	-0.8	252.56	11.0	166.02	10.1	25,513	18.8	16,771	17.8	4,235,671	30.8	6	823	92.7
Jan 19	60.8	-11.5	249.42	5.9	151.60	-6.2	25,513	18.8	15,507	5.2	3,867,811	11.4	6	823	92.7
Feb 19	67.9	-13.3	246.78	-4.3	167.66	-17.0	23,044	18.8	15,656	3.0	3,863,601	-1.4	6	823	92.7
Mar 19	77.6	0.9	261.98	0.6	203.22	1.4	25,513	18.8	19,791	19.8	5,184,789	20.5	6	823	92.7
Apr 19	74.7	10.7	270.54	5.8	202.21	17.2	24,690	0.0	18,454	10.7	4,992,607	17.2	6	823	92.7
May 19	72.0	1.7	265.03	-0.6	190.87	1.1	25,513	0.0	18,374	1.7	4,869,647	1.1	6	823	92.7
Jun 19	82.3	5.5	281.60	-0.6	231.64	4.8	24,690	0.0	20,310	5.5	5,719,260	4.8	6	823	92.7
Jul 19	82.9	1.2	346.98	1.7	287.67	3.0	25,513	0.0	21,152	1.2	7,339,219	3.0	6	823	92.7
Aug 19	80.9	2.4	336.30	4.9	271.91	7.4	25,513	0.0	20,628	2.4	6,937,154	7.4	6	823	92.7
Sep 19	78.0	6.7	296.56	5.5	231.33	12.5	24,690	0.0	19,259	6.7	5,711,476	12.5	6	823	92.7
Oct 19	76.8	5.1	282.21	4.1	216.74	9.5	25,513	0.0	19,594	5.1	5,529,576	9.5	6	823	92.7
Nov 19	70.7	-0.9	266.30	5.4	188.18	4.4	24,690	0.0	17,447	-0.9	4,646,067	4.4	6	823	92.7
Dec 19	65.4	-0.6	257.73	2.0	168.48	1.5	25,513	0.0	16,678	-0.6	4,298,430	1.5	6	823	92.7
Jan 20	70.1	15.3	258.38	3.6	181.09	19.5	27,373	7.3	19,185	23.7	4,957,012	28.2	6	883	93.2
Feb 20	75.3	10.8	269.66	9.3	203.06	21.1	24,724	7.3	18,618	18.9	5,020,454	29.9	6	883	93.2
Mar 20	31.4	-59.5	263.08	0.4	82.60	-59.4	27,373	7.3	8,594	-56.6	2,260,923	-56.4	6	883	93.2
Apr 20													4	570	89.5
May 20	26.9	-62.6	228.32	-13.9	61.45	-67.8	21,421	-16.0	5,765	-68.6	1,316,270	-73.0	5	691	91.3
Jun 20	50.9	-38.1	250.89	-10.9	127.81	-44.8	26,490	7.3	13,495	-33.6	3,385,800	-40.8	6	883	93.2
Jul 20	61.4	-25.9	270.23	-22.1	165.97	-42.3	27,373	7.3	16,812	-20.5	4,543,185	-38.1	6	883	93.2
Aug 20	65.7	-18.7	277.05	-17.6	182.08	-33.0	27,373	7.3	17,990	-12.8	4,984,171	-28.2	6	883	93.2
Sep 20	63.1	-19.1	294.47	-0.7	185.74	-19.7	26,490	7.3	16,709	-13.2	4,920,352	-13.9	6	883	93.2
Oct 20	58.0	-24.5	287.89	2.0	166.91	-23.0	27,373	7.3	15,870	-19.0	4,568,800	-17.4	6	883	93.2
Nov 20	46.2	-34.6	258.45	-2.9	119.36	-36.6	26,490	7.3	12,234	-29.9	3,161,924	-31.9	6	883	93.2
Dec 20	22.5	-65.6	239.39	-7.1	53.82	-68.1	27,373	7.3	6,154	-63.1	1,473,210	-65.7	6	883	93.2

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# Tab 9 - Classic

Temecula, CA Area Selected Properties

Job Number: 1243851\_SADIM Staff: KW Created: February 11, 2021

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Apr 14	77.6		213.61		165.84		20,760		16,117		3,442,786		5	692	91.3
May 14	76.2		216.22		164.79		21,452		16,349		3,534,968		5	692	91.3
Jun 14	77.6		227.26		176.32		20,760		16,107		3,660,412		5	692	91.3
Jul 14	81.3		285.74		232.29		21,452		17,439		4,983,097		5	692	91.3
Aug 14	83.6		280.03		234.11		21,452		17,934		5,022,089		5	692	91.3
Sep 14	69.6		221.05		153.95		20,760		14,458		3,195,982		5	692	91.3
Oct 14	75.5		213.85		161.53		21,452		16,204		3,465,220		5	692	91.3
Nov 14	68.9		208.37		143.63		20,760		14,310		2,981,767		5	692	91.3
Dec 14	59.1		205.43		121.48		21,452		12,686		2,606,057		5	692	91.3
Dec YTD 2014															
Total 2014															
Jan 15	72.3		207.45		149.93		21,483		15,527		3,221,012		5	693	91.3
Feb 15	76.1		229.05		174.28		19,404		14,764		3,381,652		5	693	91.3
Mar 15	79.5		233.09		185.38		21,483		17,086		3,982,502		5	693	91.3
Apr 15	79.1	1.9	234.55	9.8	185.53	11.9	20,790	0.1	16,445	2.0	3,857,115	12.0	5	693	91.3
May 15	76.6	0.5	236.18	9.2	180.97	9.8	21,483	0.1	16,461	0.7	3,887,722	10.0	5	693	91.3
Jun 15	82.7	6.6	248.83	9.5	205.74	16.7	20,790	0.1	17,190	6.7	4,277,399	16.9	5	693	91.3
Jul 15	82.2	1.1	306.58	7.3	251.92	8.5	21,483	0.1	17,653	1.2	5,412,103	8.6	5	693	91.3
Aug 15	82.1	-1.7	285.60	2.0	234.59	0.2	21,483	0.1	17,646	-1.6	5,039,675	0.4	5	693	91.3
Sep 15	67.8	-2.7	251.91	14.0	170.73	10.9	20,790	0.1	14,090	-2.5	3,549,389	11.1	5	693	91.3
Oct 15	68.2	-9.8	237.64	11.1	161.98	0.3	21,483	0.1	14,643	-9.6	3,479,806	0.4	5	693	91.3
Nov 15	58.2	-15.6	229.48	10.1	133.54	-7.0	20,790	0.1	12,098	-15.5	2,776,235	-6.9	5	693	91.3
Dec 15	48.3	-18.3	215.95	5.1	104.36	-14.1	21,483	0.1	10,382	-18.2	2,241,998	-14.0	5	693	91.3
Dec YTD 2015	72.7		245.16		178.33		252,945		183,985		45,106,608				
Total 2015	72.7		245.16		178.33		252,945		183,985		45,106,608				
Jan 16	50.9	-29.6	221.52	6.8	112.78	-24.8	21,483	0.0	10,937	-29.6	2,422,784	-24.8	5	693	91.3
Feb 16	65.0	-14.5	233.93	2.1	152.10	-12.7	19,404	0.0	12,616	-14.5	2,951,320	-12.7	5	693	91.3
Mar 16	72.8	-8.5	239.28	2.7	174.14	-6.1	21,483	0.0	15,635	-8.5	3,741,136	-6.1	5	693	91.3
Apr 16	75.1	-5.1	243.44	3.8	182.73	-1.5	20,790	0.0	15,605	-5.1	3,798,925	-1.5	5	693	91.3
May 16	72.9	-4.9	238.19	0.9	173.56	-4.1	21,483	0.0	15,654	-4.9	3,728,657	-4.1	5	693	91.3
Jun 16	83.7	1.3	243.74	-2.0	204.08	-0.8	20,790	0.0	17,407	1.3	4,242,803	-0.8	5	693	91.3
Jul 16	87.4	6.3	313.21	2.2	273.61	8.6	21,483	0.0	18,767	6.3	5,878,013	8.6	5	693	91.3
Aug 16	85.1	3.6	276.47	-3.2	235.36	0.3	21,483	0.0	18,289	3.6	5,056,277	0.3	5	693	91.3
Sep 16	77.3	14.0	257.44	2.2	198.94	16.5	20,790	0.0	16,066	14.0	4,135,976	16.5	5	693	91.3
Oct 16	77.8	14.2	240.11	1.0	186.85	15.4	21,483	0.0	16,717	14.2	4,013,993	15.4	5	693	91.3
Nov 16	69.2	19.0	229.73	0.1	159.03	19.1	20,790	0.0	14,392	19.0	3,306,227	19.1	5	693	91.3
Dec 16	68.1	41.0	222.54	3.0	151.64	45.3	21,483	0.0	14,639	41.0	3,257,694	45.3	5	693	91.3
Dec YTD 2016	73.8	1.5	249.21	1.7	183.97	3.2	252,945	0.0	186,724	1.5	46,533,805	3.2			
Total 2016	73.8	1.5	249.21	1.7	183.97	3.2	252,945	0.0	186,724	1.5	46,533,805	3.2			
Jan 17	64.0	25.8	222.56	0.5	142.50	26.4	21,483	0.0	13,755	25.8	3,061,253	26.4	5	693	91.3
Feb 17	77.3	18.9	235.79	0.8	182.30	19.9	19,404	0.0	15,002	18.9	3,537,331	19.9	5	693	91.3
Mar 17	81.1	11.5	256.44	7.2	208.02	19.5	21,483	0.0	17,427	11.5	4,468,999	19.5	5	693	91.3
Apr 17	76.7	2.2	253.93	4.3	194.88	6.6	20,790	0.0	15,955	2.2	4,051,516	6.6	5	693	91.3
May 17	73.4	0.7	252.01	5.8	185.00	6.6	21,483	0.0	15,770	0.7	3,974,256	6.6	5	693	91.3
Jun 17	82.7	-1.2	260.09	6.7	215.22	5.5	20,790	0.0	17,203	-1.2	4,474,379	5.5	5	693	91.3
Jul 17	88.1	0.8	322.84	3.1	284.41	3.9	21,483	0.0	18,926	0.8	6,110,018	3.9	5	693	91.3
Aug 17	83.4	-2.1	301.82	9.2	251.67	6.9	21,483	0.0	17,914	-2.1	5,406,718	6.9	5	693	91.3
Sep 17	80.2	3.8	268.55	4.3	215.41	8.3	20,790	0.0	16,676	3.8	4,478,362	8.3	5	693	91.3
Oct 17	77.6	-0.3	242.22	0.9	187.88	0.6	21,483	0.0	16,663	-0.3	4,036,139	0.6	5	693	91.3
Nov 17	73.2	5.7	253.86	10.5	185.77	16.8	20,790	0.0	15,214	5.7	3,862,253	16.8	5	693	91.3
Dec 17	66.2	-2.8	227.54	2.2	150.73	-0.6	21,483	0.0	14,231	-2.8	3,238,135	-0.6	5	693	91.3

# Tab 9 - Classic

Temecula, CA Area Selected Properties

Job Number: 1243851\_SADIM Staff: KW Created: February 11, 2021

Date	Occupancy		ADR		RevPar		Supply		Demand		Revenue		Census & Sample %		
	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	This Year	% Chg	Census Props	Census Rooms	% Rooms STAR Participants
Dec YTD 2017	77.0	4.3	260.35	4.5	200.44	9.0	252,945	0.0	194,736	4.3	50,699,359	9.0			
Total 2017	77.0	4.3	260.35	4.5	200.44	9.0	252,945	0.0	194,736	4.3	50,699,359	9.0			
Jan 18	68.6	7.2	235.54	5.8	161.68	13.5	21,483	0.0	14,746	7.2	3,473,287	13.5	5	693	91.3
Feb 18	78.4	1.3	257.85	9.4	202.04	10.8	19,404	0.0	15,204	1.3	3,920,398	10.8	5	693	91.3
Mar 18	76.9	-5.2	260.47	1.6	200.33	-3.7	21,483	0.0	16,523	-5.2	4,303,711	-3.7	5	693	91.3
Apr 18	67.5	-12.0	255.67	0.7	172.60	-11.4	24,690	18.8	16,668	4.5	4,261,454	5.2	6	823	92.7
May 18	70.8	-3.6	266.62	5.8	188.71	2.0	25,513	18.8	18,058	14.5	4,814,543	21.1	6	823	92.7
Jun 18	78.0	-5.7	283.36	8.9	221.01	2.7	24,690	18.8	19,257	11.9	5,456,727	22.0	6	823	92.7
Jul 18	81.9	-7.0	341.07	5.6	279.36	-1.8	25,513	18.8	20,897	10.4	7,127,347	16.7	6	823	92.7
Aug 18	79.0	-5.3	320.54	6.2	253.16	0.6	25,513	18.8	20,150	12.5	6,458,790	19.5	6	823	92.7
Sep 18	73.1	-8.9	281.16	4.7	205.53	-4.6	24,690	18.8	18,049	8.2	5,074,625	13.3	6	823	92.7
Oct 18	73.0	-5.8	271.08	11.9	198.02	5.4	25,513	18.8	18,637	11.8	5,052,114	25.2	6	823	92.7
Nov 18	71.3	-2.6	252.64	-0.5	180.16	-3.0	24,690	18.8	17,607	15.7	4,448,220	15.2	6	823	92.7
Dec 18	65.7	-0.8	252.56	11.0	166.02	10.1	25,513	18.8	16,771	17.8	4,235,671	30.8	6	823	92.7
Dec YTD 2018	73.6	-4.4	275.80	5.9	203.08	1.3	288,695	14.1	212,567	9.2	58,626,887	15.6			
Total 2018	73.6	-4.4	275.80	5.9	203.08	1.3	288,695	14.1	212,567	9.2	58,626,887	15.6			
Jan 19	60.8	-11.5	249.42	5.9	151.60	-6.2	25,513	18.8	15,507	5.2	3,867,811	11.4	6	823	92.7
Feb 19	67.9	-13.3	246.78	-4.3	167.66	-17.0	23,044	18.8	15,656	3.0	3,863,601	-1.4	6	823	92.7
Mar 19	77.6	0.9	261.98	0.6	203.22	1.4	25,513	18.8	19,791	19.8	5,184,789	20.5	6	823	92.7
Apr 19	74.7	10.7	270.54	5.8	202.21	17.2	24,690	0.0	18,454	10.7	4,992,607	17.2	6	823	92.7
May 19	72.0	1.7	265.03	-0.6	190.87	1.1	25,513	0.0	18,374	1.7	4,869,647	1.1	6	823	92.7
Jun 19	82.3	5.5	281.60	-0.6	231.64	4.8	24,690	0.0	20,310	5.5	5,719,260	4.8	6	823	92.7
Jul 19	82.9	1.2	346.98	1.7	287.67	3.0	25,513	0.0	21,152	1.2	7,339,219	3.0	6	823	92.7
Aug 19	80.9	2.4	336.30	4.9	271.91	7.4	25,513	0.0	20,628	2.4	6,937,154	7.4	6	823	92.7
Sep 19	78.0	6.7	296.56	5.5	231.33	12.5	24,690	0.0	19,259	6.7	5,711,476	12.5	6	823	92.7
Oct 19	76.8	5.1	282.21	4.1	216.74	9.5	25,513	0.0	19,594	5.1	5,529,576	9.5	6	823	92.7
Nov 19	70.7	-0.9	266.30	5.4	188.18	4.4	24,690	0.0	17,447	-0.9	4,646,067	4.4	6	823	92.7
Dec 19	65.4	-0.6	257.73	2.0	168.48	1.5	25,513	0.0	16,678	-0.6	4,298,430	1.5	6	823	92.7
Dec YTD 2019	74.2	0.8	282.52	2.4	209.59	3.2	300,395	4.1	222,850	4.8	62,959,637	7.4			
Total 2019	74.2	0.8	282.52	2.4	209.59	3.2	300,395	4.1	222,850	4.8	62,959,637	7.4			
Jan 20	70.1	15.3	258.38	3.6	181.09	19.5	27,373	7.3	19,185	23.7	4,957,012	28.2	6	883	93.2
Feb 20	75.3	10.8	269.66	9.3	203.06	21.1	24,724	7.3	18,618	18.9	5,020,454	29.9	6	883	93.2
Mar 20	31.4	-59.5	263.08	0.4	82.60	-59.4	27,373	7.3	8,594	-56.6	2,260,923	-56.4	6	883	93.2
Apr 20													4	570	89.5
May 20	26.9	-62.6	228.32	-13.9	61.45	-67.8	21,421	-16.0	5,765	-68.6	1,316,270	-73.0	5	691	91.3
Jun 20	50.9	-38.1	250.89	-10.9	127.81	-44.8	26,490	7.3	13,495	-33.6	3,385,800	-40.8	6	883	93.2
Jul 20	61.4	-25.9	270.23	-22.1	165.97	-42.3	27,373	7.3	16,812	-20.5	4,543,185	-38.1	6	883	93.2
Aug 20	65.7	-18.7	277.05	-17.6	182.08	-33.0	27,373	7.3	17,990	-12.8	4,984,171	-28.2	6	883	93.2
Sep 20	63.1	-19.1	294.47	-0.7	185.74	-19.7	26,490	7.3	16,709	-13.2	4,920,352	-13.9	6	883	93.2
Oct 20	58.0	-24.5	287.89	2.0	166.91	-23.0	27,373	7.3	15,870	-19.0	4,568,800	-17.4	6	883	93.2
Nov 20	46.2	-34.6	258.45	-2.9	119.36	-36.6	26,490	7.3	12,234	-29.9	3,161,924	-31.9	6	883	93.2
Dec 20	22.5	-65.6	239.39	-7.1	53.82	-68.1	27,373	7.3	6,154	-63.1	1,473,210	-65.7	6	883	93.2
Dec YTD 2020															
Total 2020															

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