



U.S. Hotels State of the Union

June 01, 2022

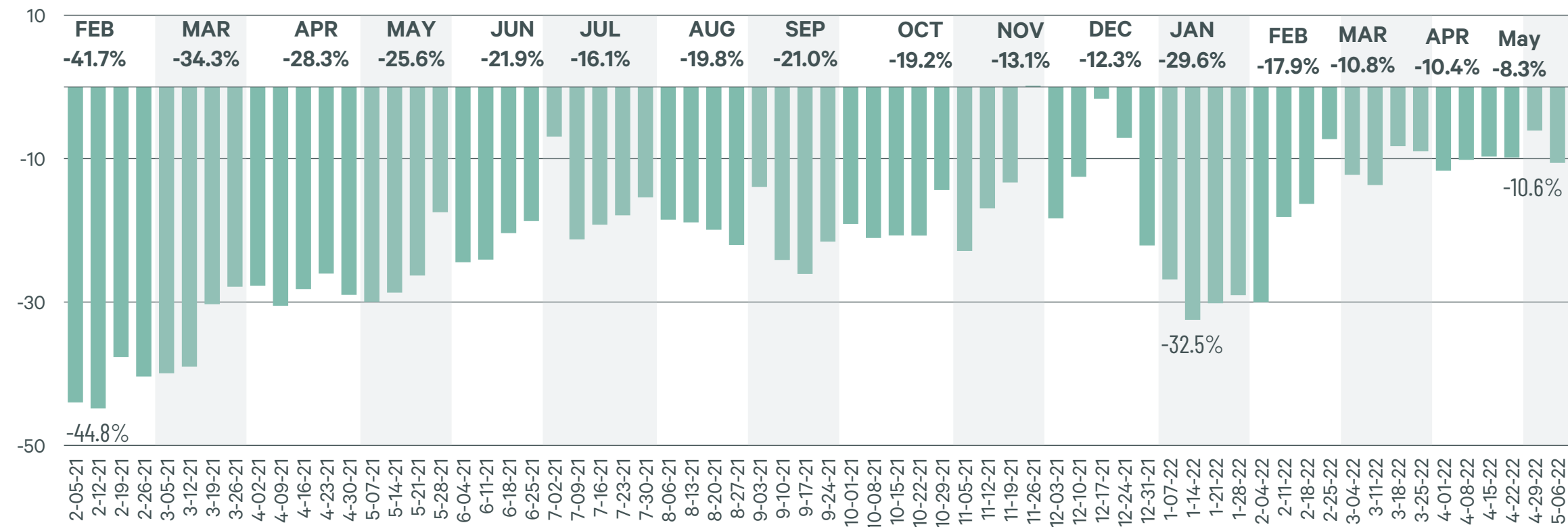
1

Current
Trends

Recent occupancies are the best since the start of the pandemic, relative to 2019

2021 and 2022 Occupancy Change from 2019

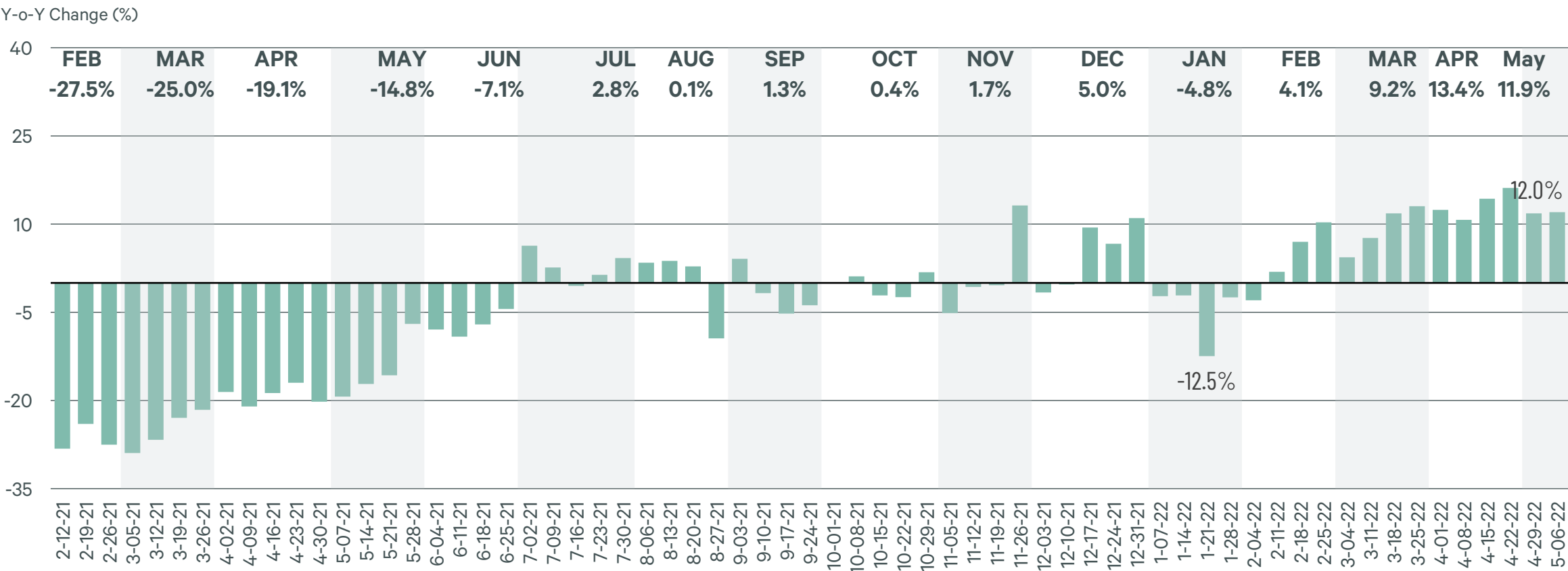
Y-o-Y Change (%)



CBRE Hotels Research, Kalibri Labs, Weekly Sample, not scaled to full U.S. Hotel Industry Representation

Recent ADR gains are the best since the start of the pandemic, relative to 2019

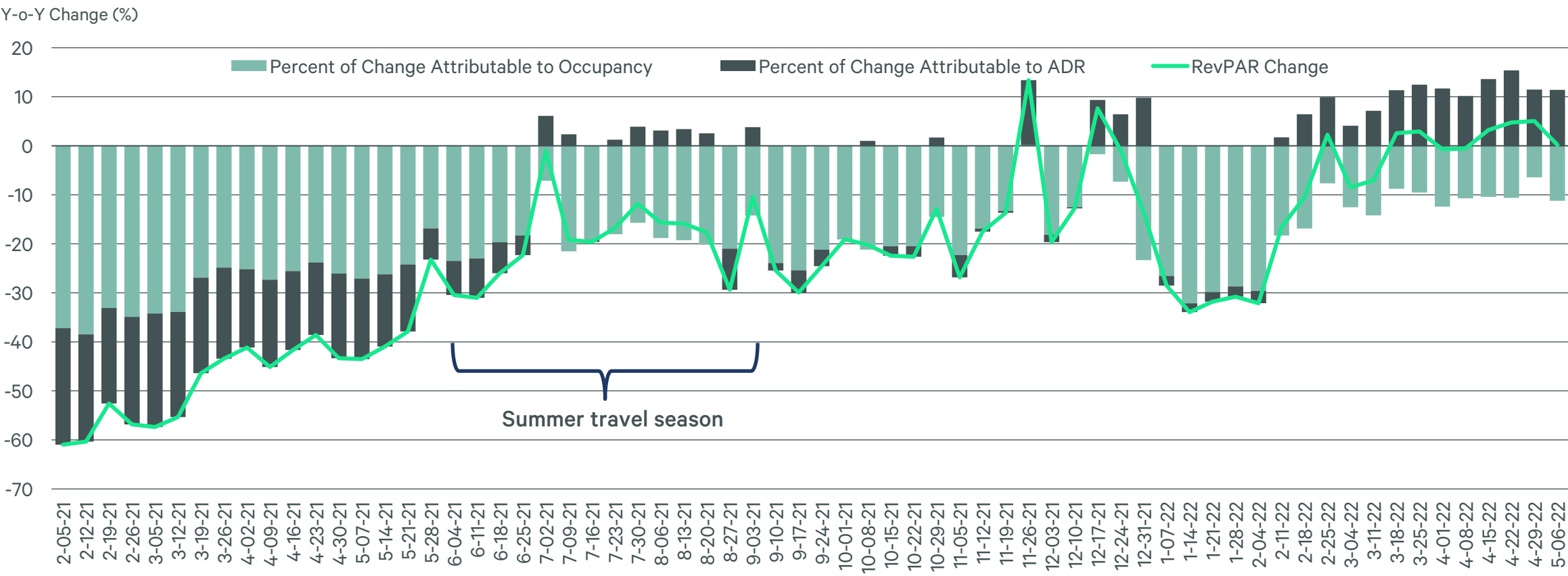
2021 and 2022 ADR Change from 2019



CBRE Hotels Research, Kalibri Labs, Weekly Sample, not scaled to full U.S. Hotel Industry Representation

ADR continues to build momentum, partially offsetting occupancy

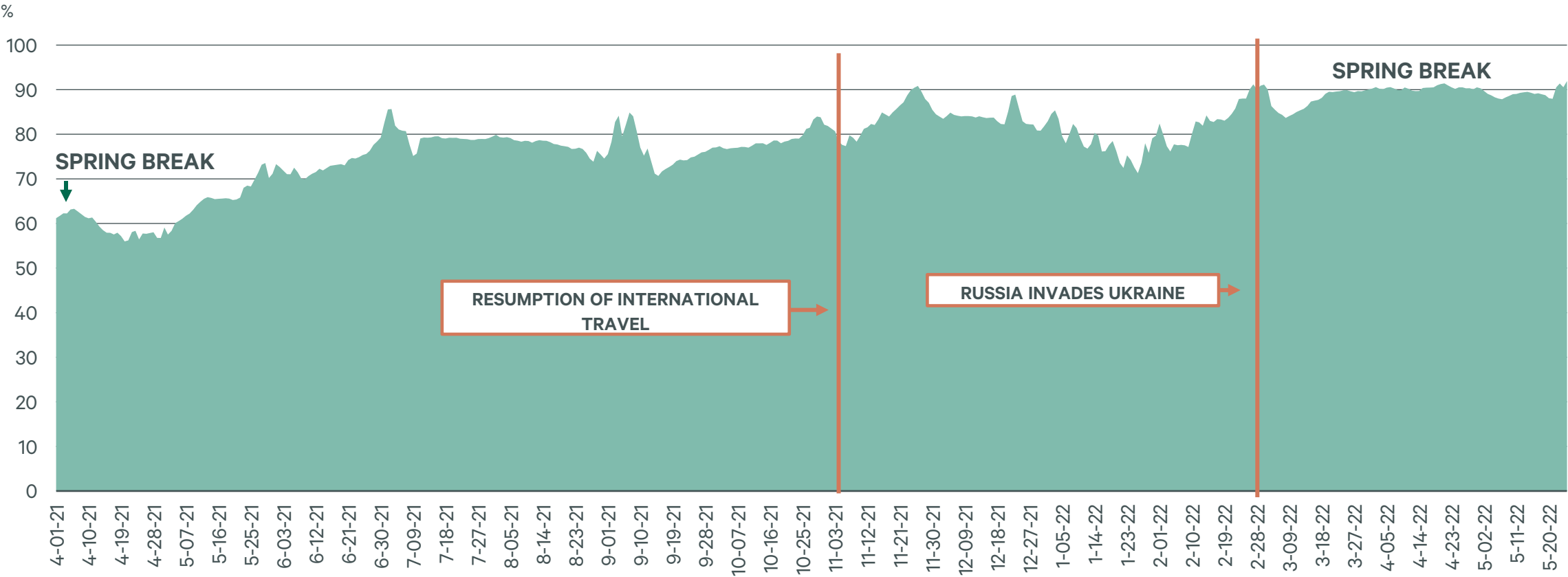
RevPAR Percent of 2019 Broken Down by Occupancy and ADR



Source: CBRE Hotels Research, Kalibri Labs, Weekly Sample, not scaled to full U.S. Hotel Industry Representation

TSA throughput is post pandemic highs, 91% of 2019 levels

TSA Throughput as a Percent of 2019



CBRE Hotels Research, TSA

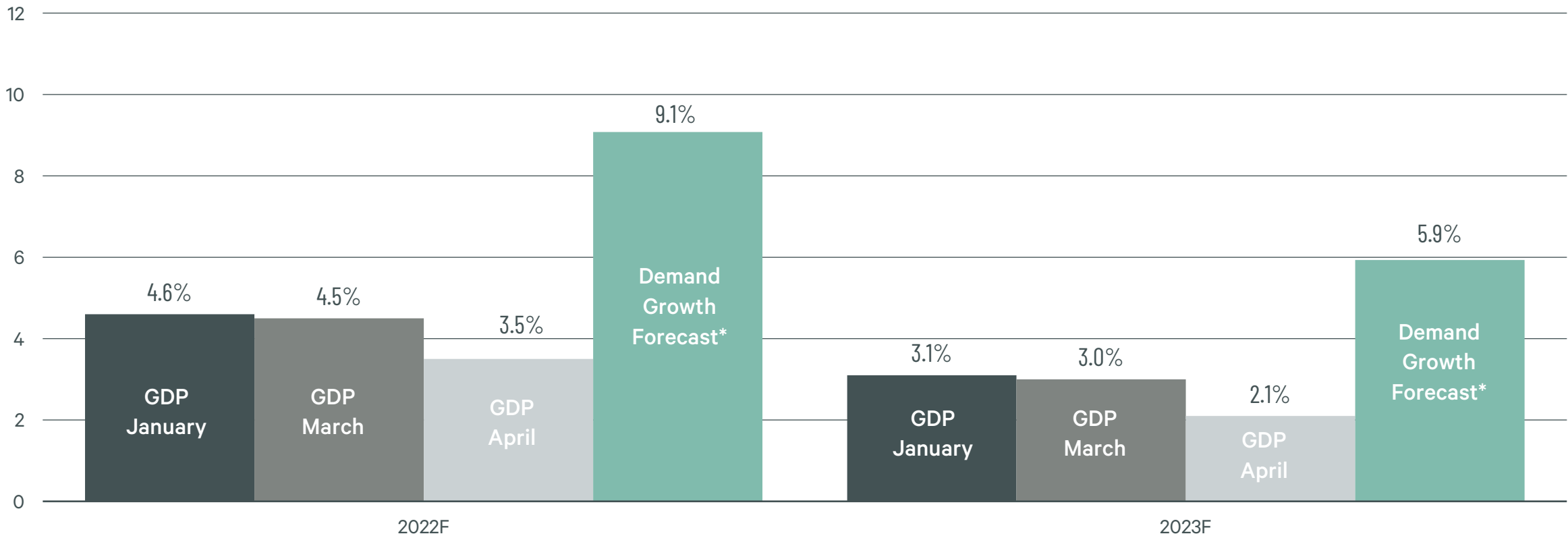
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Forecast

Demand is expected to exceed GDP growth over the next few years

CBRE EA’s GDP Forecasts by Release Month vs. Current Demand Growth Forecast

Y-o-Y Change (%)

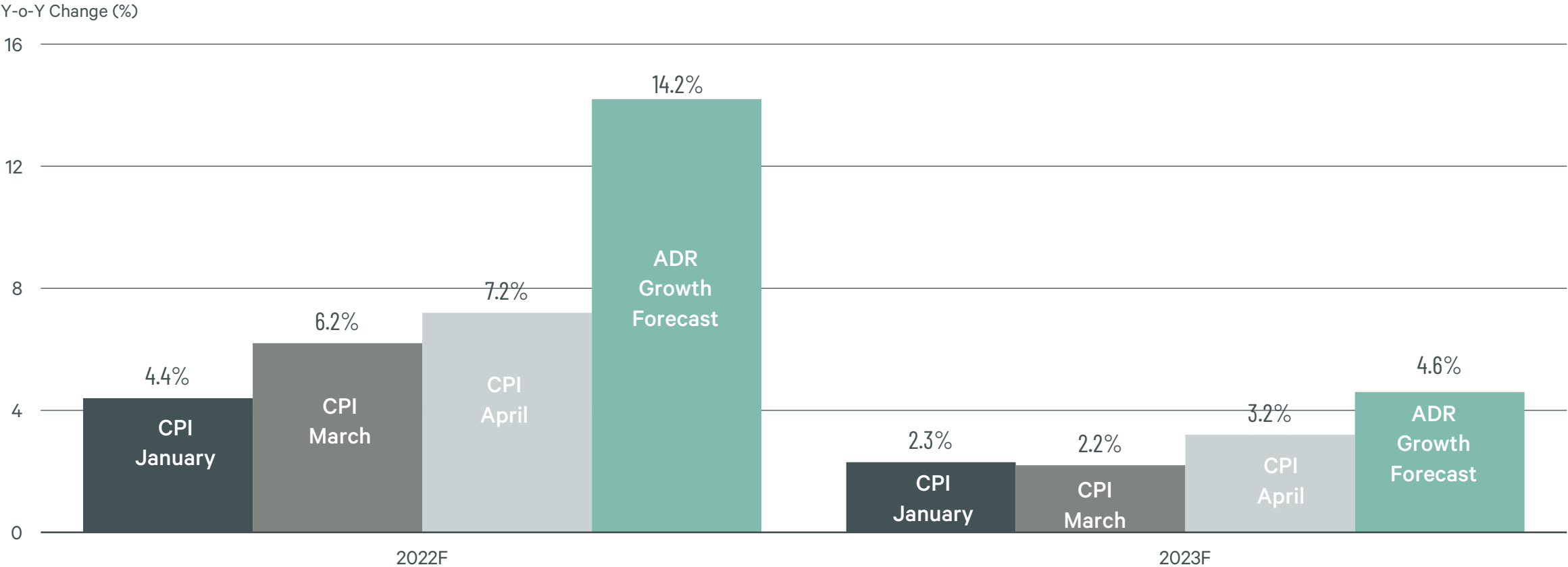


CBRE Hotels Research , CBRE EA

*Represents CBRE's Demand Forecast as of May 16
CBRE HOTELS

ADR gains outpace near term inflation, but wages are a headwind

CBRE EA’s CPI Forecast by Release Month vs. Current ADR Growth Forecast

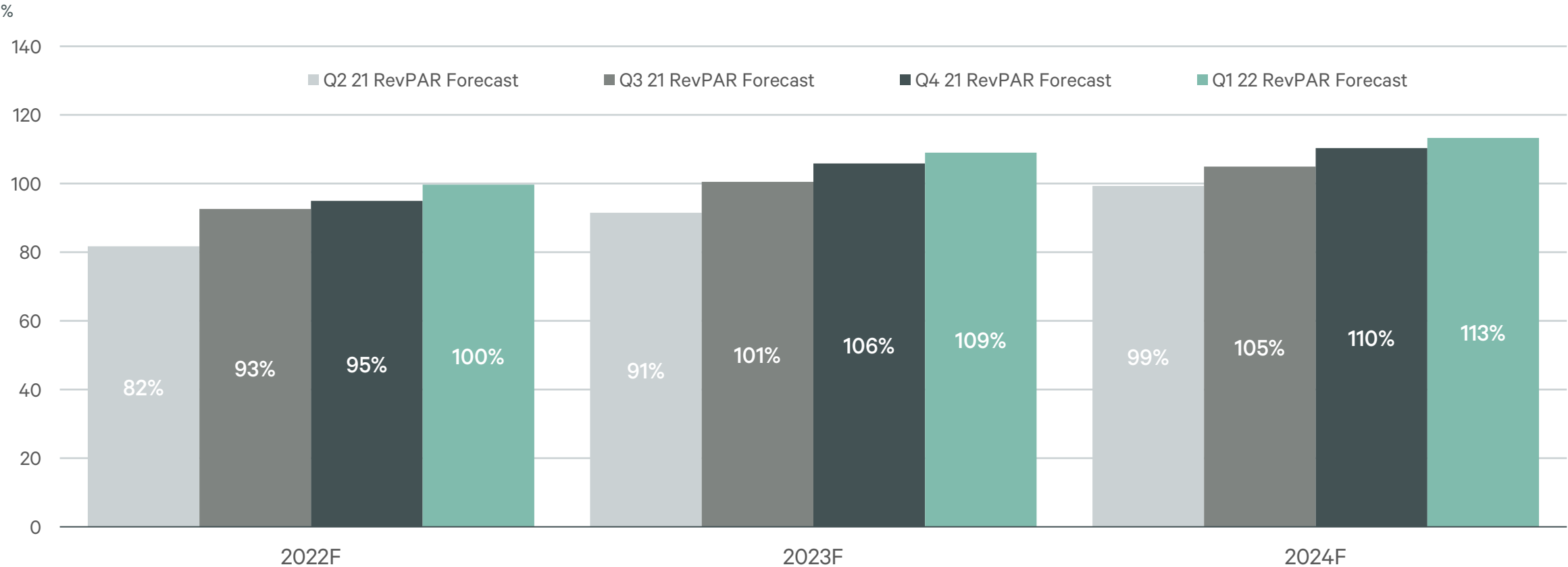


CBRE Hotels Research , CBRE EA

*Represents CBRE’s ADR Forecast as of March
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CBRE Hotels Research upgrades outlook: RevPAR to recover by 2022

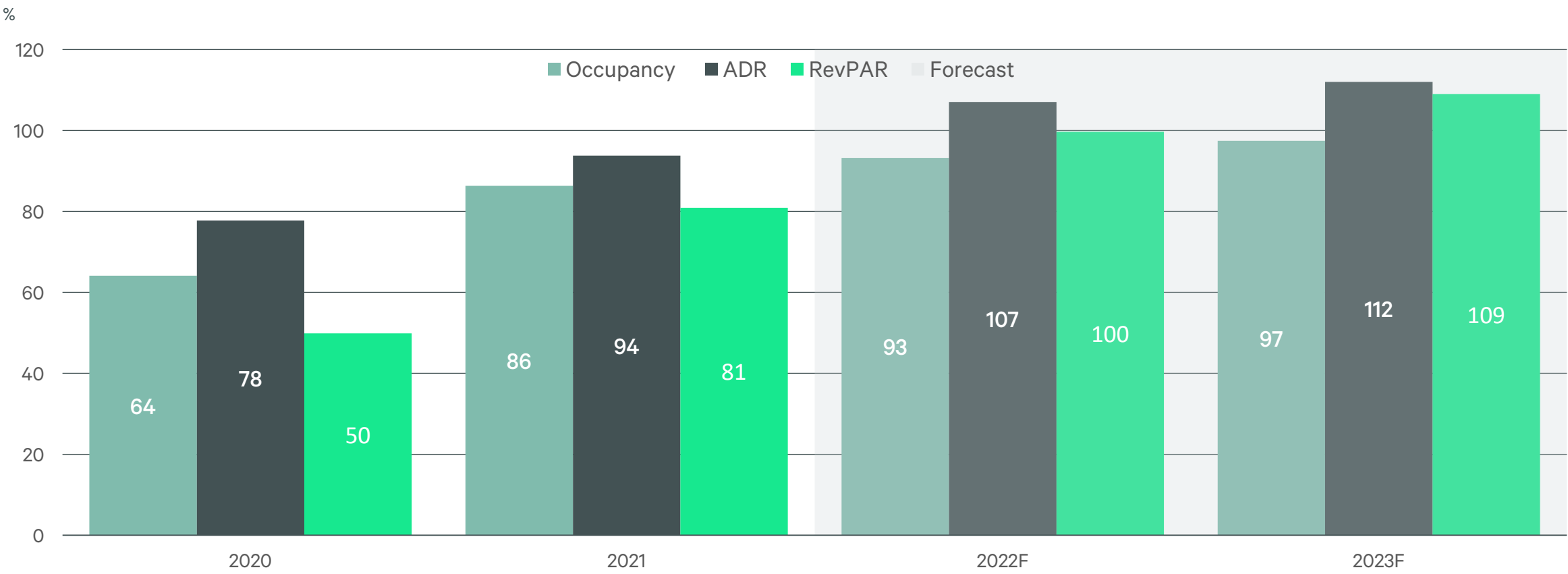
RevPAR as a Percent of 2019



CBRE Hotels Research, CBRE EA, Kalibri Labs

Nominal ADR should fully recover by Q2 2022.

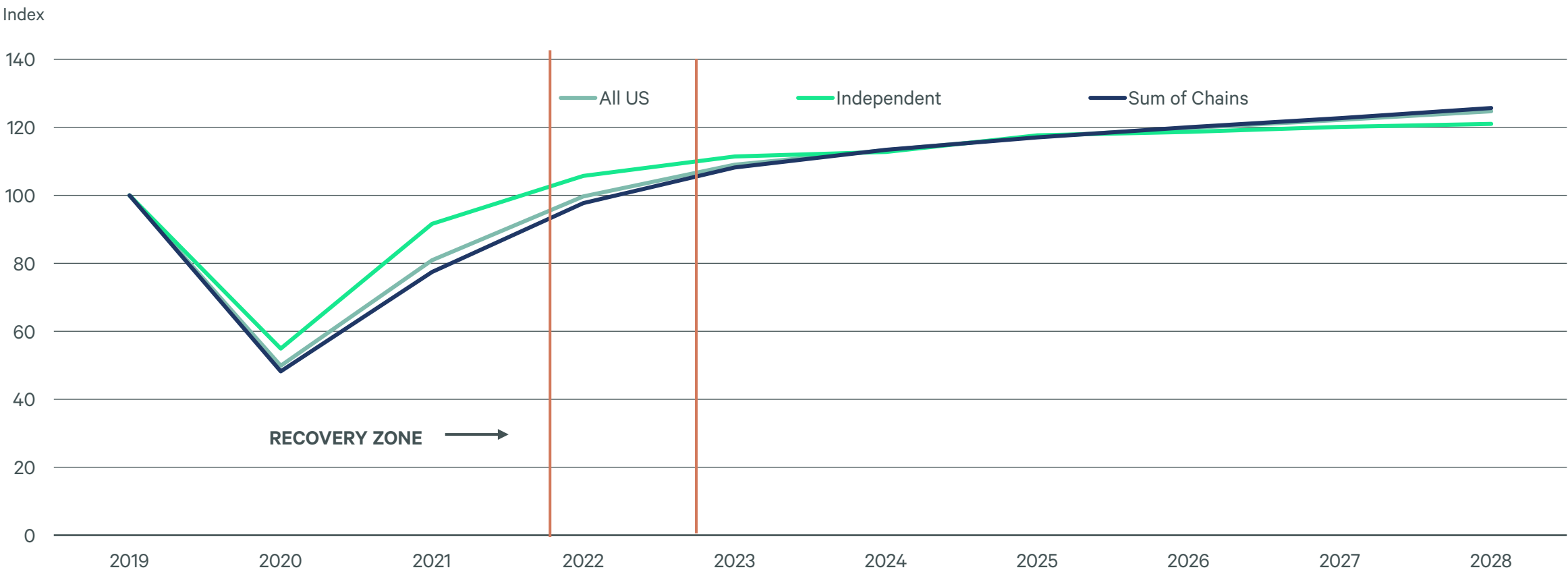
Hotel Performance Indicators as a percent of 2019



CBRE Hotels Research, CBRE EA, Kalibri Labs

All chain-scales will recover by 2022, Independents are leading the recovery

RevPAR indexed to 2019 Levels by Chain Scale

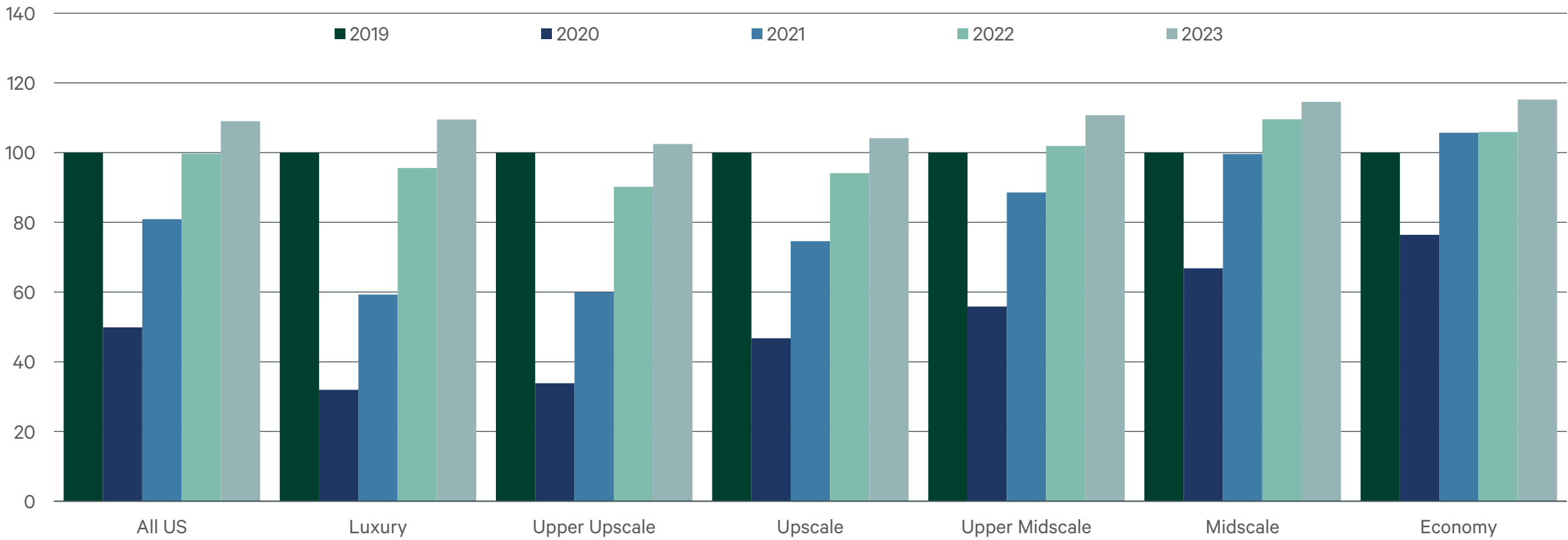


CBRE Hotels Research, CBRE EA, Kalibri Labs

Lower priced Hotels are recovering quicker

RevPAR Recover by Chain Scale

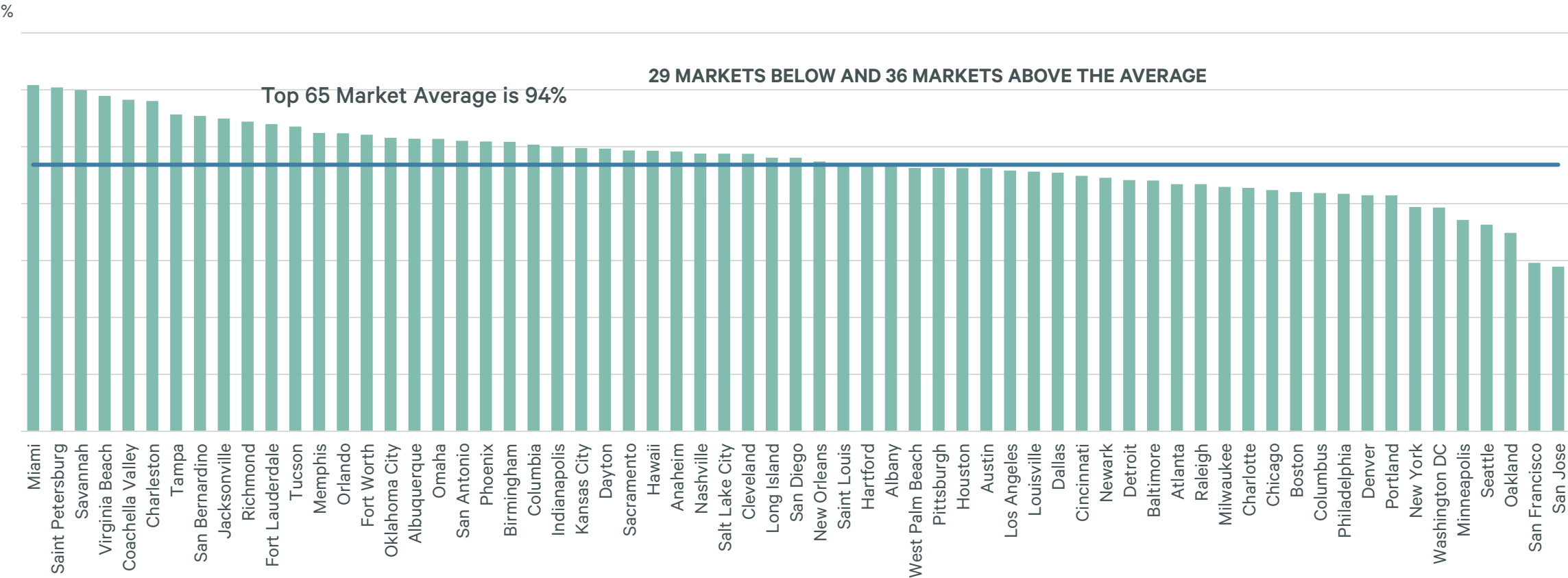
Index 2019 = 100



CBRE Hotels Research, CBRE EA, Kalibri Labs

Despite a full recovery in 2022 there are winners and laggards

2022 RevPAR as a Percent of 2019



CBRE Hotels Research, CBRE EA, Kalibri Labs

Hotels Research Platform & Data Products

CBRE Hotels Research specializes in analyzing and reporting on both the historical and future performance of the lodging industry.

Offering a variety of forecast and benchmarking reports, as well as maintaining extensive databases of hotel income statements and property values. These reports and data provide the foundation for strategic planning by all who have an interest in hotel property financial performance.

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Hotels
Advisory

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We provide proactive insights and executable strategies to unlock hidden value, drive returns and enhance outcomes for our clients' real estate hotel investments.

CBRE Hotels provides credible, creative, on-the-ground expertise in every major market, supported by the largest and most sophisticated service platform in the world. Whether institutional or individual, investor or lender, clients benefit from the fact that CBRE Hotels is uniquely positioned as a comprehensive, global service provider focused exclusively on hospitality.

WHAT WE DO

From start to finish, and every step in between. CBRE Hotels provides a broad array of Advisory Services that protects and ensures the longevity of your investment throughout its life cycle. Our technology and research is incomparable, being the leading provider for hotels data since 1936.

CBRE's Senior Principals have experience as developers, asset managers, advisors, owners, operators, buyers, sellers, lenders, and franchisors. This multi-disciplined background facilitates a balanced perspective for each assignment.

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FEASIBILITY & VALUATIONS:

- Market Demand & Financial Feasibility Analysis (Both New & Existing)
- Appraisals
- Real Estate Appraisals
- Business Valuations
- Stress Tests
- Impairment Testing
- Liquidity Assessment

DELIVERY:

- Development Advisory
- Management Company Selection

POSITIONING:

- Operator/Brand Selection
- Operational Reviews

ASSET MANAGEMENT & MONITORING:

- Asset Management
- Financial Benchmarking
- Workouts
- Receiverships

INVESTMENT & TRANSACTION:

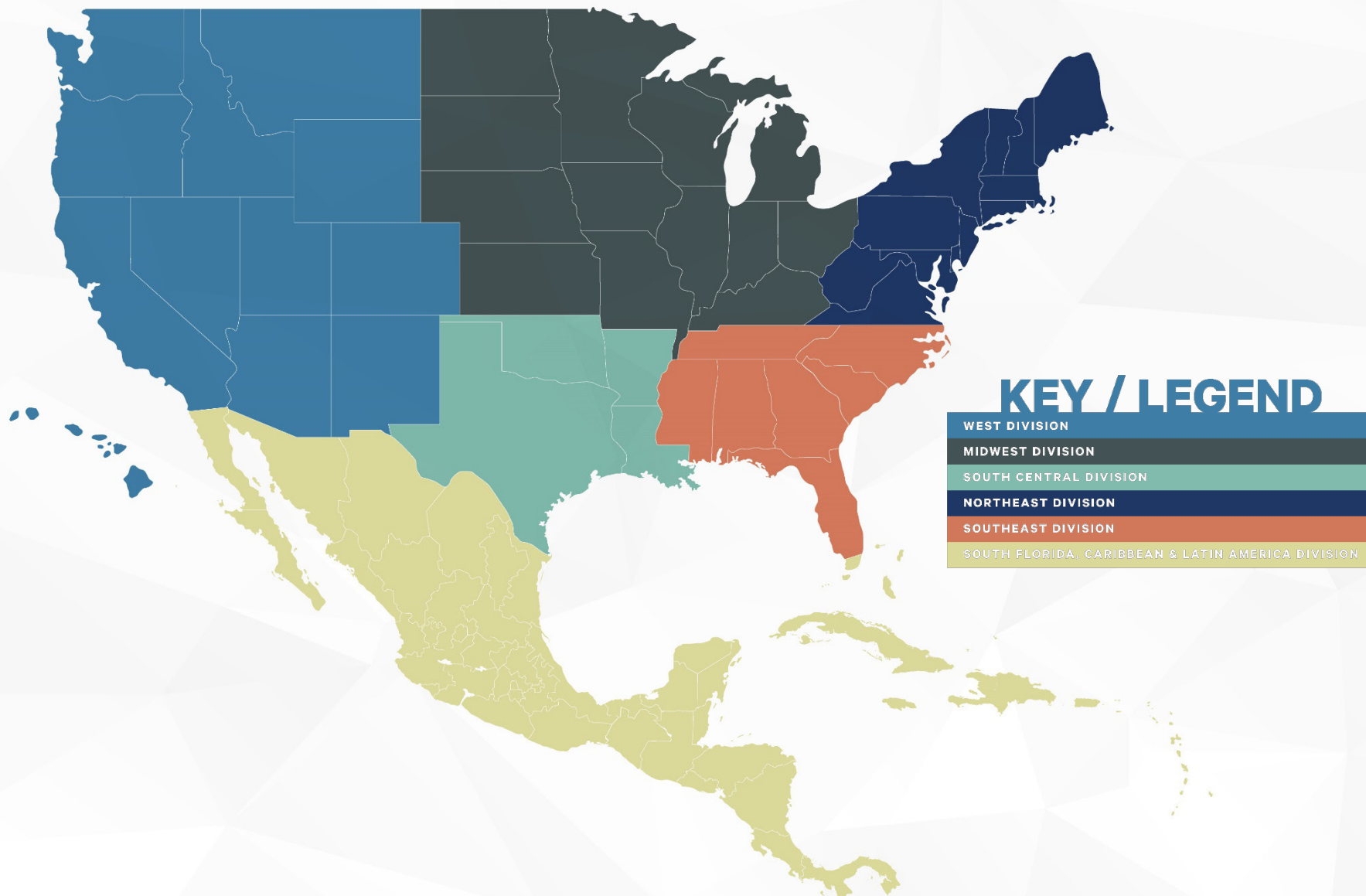
- Acquisition Due Diligence
- Buy Side
- Sell Side
- Technical
- Debt Advisory

ADDITIONAL ADVISORY SERVICES:

- Branding, Re-Branding & Marketing
- Food & Beverage
- Litigation Support
- Occupancy Forecasting



Divisional Map



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Our CBRE Hotels Advisory offices are strategically placed across the country, with full coverage in all US markets. Our team consists of more than 60 professionals across the Americas including Canada, Caribbean, and the Latin Americas. Backed by the #1 hotels research database in the U.S., CBRE Hotels Advisory is uniquely positioned to deliver world-class hotel services for single assets as well as large scale portfolios.



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