

# Lodging - U.S. RevPAR +9.6%; Strong New Year's Eve

Sun & Mon helped transient. Rest of week weak due to Group. Net-net up bigly

#### What's Incremental To Our View

Overall U.S. RevPAR was +9.6% Y/Y for the week ending 1/6/2018, per STR, up from the prior week's result of -6.7%. (2-year stacked RevPAR was +11.0% vs. -4.1% in the prior week.) Luxury (+25.0%) was the strongest chain scale. Within Upper Upscale & Luxury class hotels, Group (-17.2% vs. -18.6% prior week) was softer than Transient (+19.9% vs. -6.8% prior week). Last week was positively impacted by the New Year's calendar shift combined with what we believe was a strong last-minute pick-up in leisure demand on New Year's Eve. There was continued strength in hurricane-impacted markets.

Last week's results were significantly impacted by the y/y calendar shift of New Year's Eve/Day (this follows last week's negative results which were also calendar shift related). While we expected a very easy comp week, we believe there was a strong last-minute leisure pickup of demand for New Year's Eve and Day. (Note: last-minute leisure demand is very difficult to predict.) We further note that RevPAR was particularly strong in part as high-rated markets and higher-rated hotels are often the greatest beneficiaries of New Year's leisure demand. Because New Year's Day fell on a Monday, we believe that business travel was lower than normal for the week (and that normally reflects traditionally low business travel for early January). Occupancy and RevPAR were negative from Tuesday to Saturday.

- New Year's Eve/Sunday RevPAR was +84.1% (demand is generally very strong on the holiday; the RevPAR result was even more impacted by going against a New Year's Day comp last year).
  - Sunday RevPAR was very strong across the chain scales, with the strongest results in full-service (Upper Upscale was +104.6%) and with Independents (+83.1%). Many top markets had RevPAR growth of over 100%.
- New Year's Day/Monday RevPAR was +16.1%.
- Group RevPAR was very weak but this reflects the holiday week / limited business travel.
- As noted below, hurricane-impacted markets saw continued extreme strength relative to the industry average.

As a rule of thumb when analyzing the weekly data, if Group results are abnormally strong or weak, which they were last week, there is a holiday shift going on.

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#### What's Inside

Weekly STR results and analysis



For the month of December, we estimate that full-service branded domestic hotels (the typical Hilton [HLT, \$81.93, Buy], Hyatt [H, \$76.31, Hold], or Marriott [MAR, \$137.71, Hold] hotel) will finish at approx. +3.5% (our previous estimate was +1-2%). We estimate that the overall industry will finish approximately +4.5% (our prior estimate was +3-4%). As previously noted, we believe there was a strong last-minute pick-up in New Year's leisure demand. Please note that reported monthly results include hotels that are not in the weekly data set.

For the quarter, we estimate that full-service branded domestic hotels will finish at approximately +3.5% (our prior estimate was +3-4%) and the overall industry will finish approximately +4.0-4.5% (our prior estimate was +4-5%).

#### RevPAR details:

- Luxury was the strongest chain scale: Luxury RevPAR (+25.0%), Upper Upscale (+11.8%), Upscale (+11.7%), Upper Midscale (+10.1%), Midscale (+9.9%), and Economy (+9.8%). Independent hotels (+2.5%) underperformed headline U.S. RevPAR.
- Within Upper Upscale & Luxury class hotels, Group was softer than Transient (due to the holiday shift): Transient segment (individual business and leisure travelers) RevPAR was +19.9% (vs. -6.8% last week) and Group segment RevPAR was -17.2% (vs.-18.6% last week).
- NYC (+34.0%) was the strongest of the top 5 markets: Boston (+24.4%), Chicago (+13.8%), LA (+25.2%), and D.C. (+1.9%).

- Other relevant markets:
  - San Francisco was up: RevPAR was +10.0% vs. -11.5% last week. We anticipate weak y/y results in San Francisco for 4Q due to the renovations at the Moscone Center (although less bad than 2Q/3Q).
  - Texas results were up: Dallas RevPAR was +4.2% (vs. -8.9% last week). Houston RevPAR was +25.2% (vs. +27.9% last week).
  - Other hurricane-impacted markets continue to see strong performance: Miami (+33.4% vs. +7.5% last week); Orlando (+36.7% vs. +9.5% last week).

The lodging and leisure stocks: As we have written in our last several reports, while the RevPAR trends are uninspiring, the good news is we believe companies are likely not going to miss their uninspiring and intentionally conservative guided ranges. We believe as it relates especially to the C-corps, "Stable" is the new "Good". That said, we think 2018 will likely still see a gradual deceleration in RevPAR growth rates from 2017's levels and this will likely be more negative for the hotel REITS as costs are rising faster than revenues. The good news for the hotel REITS is that their dividends are attractive, in our view, and should be sustainable over the next year. We believe an unwillingness to have to go against a 6%+ dividend yield has kept investors from being overly negative (potentially shorting) the hotel REITS.



## **Weekly RevPAR Summary**

		YoY % change in RevPAR												
			Upper		Upper			Inde-	New					
	U.S.	Luxury	Upscale	Upscale	Midscale	Midscale	Economy	pendent	York	Boston	LA	Chicago	DC	
10/7/2017	3.0%	3.3%	3.9%	1.7%	2.1%	1.3%	0.6%	3.4%	1.2%	5.5%	1.6%	6.4%	-15.0%	
10/14/2017	7.8%	16.7%	11.0%	6.2%	4.4%	3.2%	2.9%	7.7%	11.1%	21.1%	6.4%	2.6%	36.3%	
10/21/2017	2.6%	1.2%	1.2%	1.8%	3.4%	4.0%	4.0%	2.0%	-0.1%	2.5%	-1.6%	4.2%	8.4%	
10/28/2017	6.7%	6.6%	4.3%	5.9%	7.7%	8.9%	6.6%	6.5%	0.7%	7.0%	7.5%	-14.3%	5.6%	
11/4/2017	-0.4%	-1.4%	-3.8%	-1.4%	0.8%	2.7%	3.3%	-0.3%	-2.5%	7.2%	-4.2%	-18.5%	-1.1%	
11/11/2017	10.0%	11.1%	11.4%	9.1%	9.8%	6.9%	6.2%	9.5%	0.8%	7.2%	12.0%	1.2%	18.4%	
11/18/2017	2.6%	0.7%	0.1%	2.2%	3.9%	4.4%	4.3%	2.3%	-5.1%	-9.0%	-8.4%	-6.3%	-2.5%	
11/25/2017	3.4%	4.9%	2.1%	3.9%	3.7%	3.8%	3.7%	2.5%	-1.8%	11.7%	0.8%	-0.5%	-0.5%	
12/2/2017	1.5%	-1.2%	0.2%	1.7%	4.1%	5.2%	4.5%	-1.6%	-2.5%	-0.9%	10.4%	-1.4%	-4.8%	
12/9/2017	6.8%	8.2%	3.8%	5.6%	6.0%	5.8%	6.7%	8.9%	-1.2%	-0.7%	13.2%	1.2%	-6.7%	
12/16/2017	8.1%	7.9%	6.7%	7.9%	7.3%	6.3%	5.8%	9.4%	6.7%	3.5%	7.5%	-2.9%	-3.1%	
12/23/2017	7.6%	-1.8%	10.2%	10.7%	13.4%	9.6%	8.8%	2.8%	3.3%	12.9%	3.2%	20.0%	7.9%	
12/30/2017	-6.7%	-1.0%	-9.0%	-6.5%	-6.0%	-5.9%	-3.5%	-8.6%	-10.7%	-8.7%	-0.7%	-17.9%	-14.1%	
1/6/2018	9.6%	25.0%	11.8%	11.7%	10.1%	9.9%	9.8%	2.5%	34.0%	24.4%	14.5%	13.8%	1.9%	

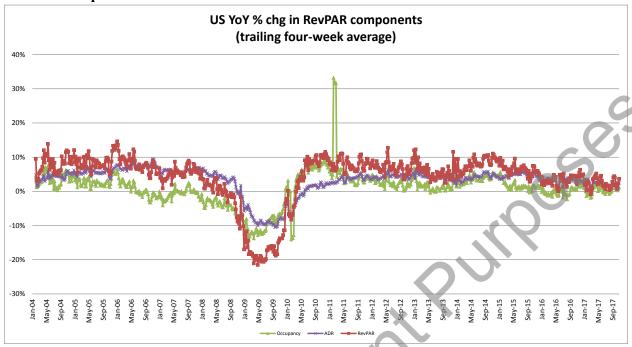
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			1										
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-1.2%         0.2%         1.7%         4.1%         5.2%         4.5%         -1.6%         -2.5%           8.1%         7.9%         6.7%         7.9%         6.8%         8.9%         2.4%         -1.2%         2.5%         -1.8%           1.5%         -1.2%         0.2%         1.7%         4.1%         5.2%         4.5%         -1.6%         -2.5%           8.1%         7.9%         6.7%	2.6%         1.2%         1.2%         1.8%         3.4%         4.0%         4.0%         2.0%         0.1%         2.5%           6.7%         6.6%         4.3%         5.9%         7.7%         8.9%         6.6%         6.5%         0.7%         7.0%           0.4%         -1.4%         -3.8%         -1.4%         0.8%         2.7%         3.3%         -0.3%         -2.5%         7.2%           10.0%         11.1%         11.4%         9.1%         9.8%         6.9%         6.2%         9.5%         0.8%         7.2%           2.6%         0.7%         0.1%         2.2%         3.9%         4.4%         4.3%         2.3%         -5.1%         9.0%           3.4%         4.9%         2.1%         3.9%         3.7%         3.8%         3.7%         2.5%         -5.1%         9.0%           4.5%         -1.2%         0.2%         1.17%         4.1%         5.2%         4.5%         -1.6%         -2.5%         -0.9%           8.1%         7.9%         6.7%         7.9%         6.3%         5.8%         6.7%         8.9%         1.2%         -0.9%           8.1%         7.9%         6.7%         7.9%         6.3% <td>2.6%         1.2%         1.2%         1.8%         3.4%         4.0%         4.0%         2.0%         -0.1%         2.5%         -1.6%           6.7%         6.6%         6.6%         6.5%         0.7%         7.0%         7.5%           -0.4%         -1.4%         -3.8%         -1.4%         0.8%         2.7%         3.3%         0.3%         -2.5%         7.2%         4.2%           10.0%         11.1%         11.4%         9.1%         9.8%         6.9%         6.2%         9.5%         0.8%         7.2%         12.0%           2.6%         0.7%         0.1%         2.2%         3.9%         4.4%         4.3%         2.3%         -5.1%         9.0%         8.4%           3.4%         4.9%         2.1%         3.9%         3.7%         3.8%         3.7%         2.5%         -1.8%         11.7%         0.8%           1.5%         -1.2%         0.2%         1.1%         4.1%         5.2%         4.5%         1.6%         -2.5%         -0.9%         10.4%           8.1%         7.9%         6.7%         7.3%         6.3%         5.8%         9.4%         6.7%         3.5%         7.5%           8.6%         1.0%&lt;</td> <td>  2.6%</td> <td>  2.6%   1.2%   1.2%   1.8%   3.4%   4.0%   4.0%   2.0%   0.1%   2.5%   1.6%   4.2%   8.4%     6.7%   6.6%   4.3%   5.9%   7.7%   8.9%   6.6%   6.5%   0.7%   7.0%   7.5%   -1.43%   5.6%     -0.4%   -1.4%   -3.8%   -1.4%   0.8%   2.7%   3.3%   -0.3%   -2.5%   7.2%   4.2%   -18.5%   -1.1%     10.0%   11.1%   11.4%   9.1%   9.8%   6.9%   6.2%   9.5%   0.8%   7.2%   12.0%   12.6%   13.4%     2.6%   0.7%   0.1%   2.2%   3.9%   4.4%   4.3%   2.3%   -5.1%   -9.0%   8.4%   -6.3%   -5.5%     3.4%   4.9%   2.1%   3.9%   3.7%   3.8%   3.7%   2.5%   -1.8%   1.1%   0.8%   -0.5%   -0.5%     1.5%   -1.2%   0.2%   1.7%   4.1%   5.2%   4.5%   -1.6%   -2.5%   0.9%   10.4%   -1.4%   4.8%     6.8%   8.2%   3.8%   5.6%   6.0%   5.8%   6.7%   8.9%   -1.2%   -0.7%   1.2%   6.7%     8.1%   7.9%   6.7%   7.9%   7.3%   6.3%   5.8%   9.4%   6.7%   3.5%   7.5%   -2.9%   -3.1%     7.6%   -1.8%   10.2%   10.7%   13.4%   9.6%   8.8%   2.2%   3.3%   12.9%   3.2%   20.0%   7.9%     6.7%   -1.0%   -9.0%   -6.5%   6.0%   5.9%   3.5%   8.6%   3.5%   24.4%   14.5%   13.8%   1.9%      New Year's calendar shift   Luxury and Upper Upscale led the industry   NYC and Boston led the Top 5 markets      8.0%   6.3%   6.0%   7.0%   8.5%   8.8%   9.2%   8.9%   4.3%   13.8%   7.7%   11.4%   6.3%     6.5%   5.5%   5.4%   5.9%   6.3%   6.6%   6.7%   7.1%   -1.8%   7.1%   7.4%   11.0%   11.7%     5.9%   4.4%   4.0%   5.7%   5.7%   6.4%   6.1%   6.8%   6.0%   6.0%   7.1%   11.1%   5.1%   0.3%     6.5%   5.5%   5.4%   5.9%   6.3%   6.6%   6.7%   7.1%   6.8%   6.0%   6.0%   7.1%   11.1%   5.1%   0.3%     6.5%   5.5%   5.4%   4.4%   4.0%   5.7%   5.7%   6.4%   6.1%   6.8%   6.0%   6.0%   7.1%   11.1%   5.1%   0.3%  </td>	2.6%         1.2%         1.2%         1.8%         3.4%         4.0%         4.0%         2.0%         -0.1%         2.5%         -1.6%           6.7%         6.6%         6.6%         6.5%         0.7%         7.0%         7.5%           -0.4%         -1.4%         -3.8%         -1.4%         0.8%         2.7%         3.3%         0.3%         -2.5%         7.2%         4.2%           10.0%         11.1%         11.4%         9.1%         9.8%         6.9%         6.2%         9.5%         0.8%         7.2%         12.0%           2.6%         0.7%         0.1%         2.2%         3.9%         4.4%         4.3%         2.3%         -5.1%         9.0%         8.4%           3.4%         4.9%         2.1%         3.9%         3.7%         3.8%         3.7%         2.5%         -1.8%         11.7%         0.8%           1.5%         -1.2%         0.2%         1.1%         4.1%         5.2%         4.5%         1.6%         -2.5%         -0.9%         10.4%           8.1%         7.9%         6.7%         7.3%         6.3%         5.8%         9.4%         6.7%         3.5%         7.5%           8.6%         1.0%<	2.6%	2.6%   1.2%   1.2%   1.8%   3.4%   4.0%   4.0%   2.0%   0.1%   2.5%   1.6%   4.2%   8.4%     6.7%   6.6%   4.3%   5.9%   7.7%   8.9%   6.6%   6.5%   0.7%   7.0%   7.5%   -1.43%   5.6%     -0.4%   -1.4%   -3.8%   -1.4%   0.8%   2.7%   3.3%   -0.3%   -2.5%   7.2%   4.2%   -18.5%   -1.1%     10.0%   11.1%   11.4%   9.1%   9.8%   6.9%   6.2%   9.5%   0.8%   7.2%   12.0%   12.6%   13.4%     2.6%   0.7%   0.1%   2.2%   3.9%   4.4%   4.3%   2.3%   -5.1%   -9.0%   8.4%   -6.3%   -5.5%     3.4%   4.9%   2.1%   3.9%   3.7%   3.8%   3.7%   2.5%   -1.8%   1.1%   0.8%   -0.5%   -0.5%     1.5%   -1.2%   0.2%   1.7%   4.1%   5.2%   4.5%   -1.6%   -2.5%   0.9%   10.4%   -1.4%   4.8%     6.8%   8.2%   3.8%   5.6%   6.0%   5.8%   6.7%   8.9%   -1.2%   -0.7%   1.2%   6.7%     8.1%   7.9%   6.7%   7.9%   7.3%   6.3%   5.8%   9.4%   6.7%   3.5%   7.5%   -2.9%   -3.1%     7.6%   -1.8%   10.2%   10.7%   13.4%   9.6%   8.8%   2.2%   3.3%   12.9%   3.2%   20.0%   7.9%     6.7%   -1.0%   -9.0%   -6.5%   6.0%   5.9%   3.5%   8.6%   3.5%   24.4%   14.5%   13.8%   1.9%      New Year's calendar shift   Luxury and Upper Upscale led the industry   NYC and Boston led the Top 5 markets      8.0%   6.3%   6.0%   7.0%   8.5%   8.8%   9.2%   8.9%   4.3%   13.8%   7.7%   11.4%   6.3%     6.5%   5.5%   5.4%   5.9%   6.3%   6.6%   6.7%   7.1%   -1.8%   7.1%   7.4%   11.0%   11.7%     5.9%   4.4%   4.0%   5.7%   5.7%   6.4%   6.1%   6.8%   6.0%   6.0%   7.1%   11.1%   5.1%   0.3%     6.5%   5.5%   5.4%   5.9%   6.3%   6.6%   6.7%   7.1%   6.8%   6.0%   6.0%   7.1%   11.1%   5.1%   0.3%     6.5%   5.5%   5.4%   4.4%   4.0%   5.7%   5.7%   6.4%   6.1%   6.8%   6.0%   6.0%   7.1%   11.1%   5.1%   0.3%

		YoY % change in ADR											
_			Upper		Upper			Inde-	New				
	U.S.	Luxury	Upscale	Upscale	Midscale	Midscale	Economy	pendent	York	Boston	LA	Chicago	DC
10/7/2017	2.0%	-1.7%	1.4%	0.9%	1.4%	1.6%	3.0%	1.9%	0.5%	3.7%	4.4%	5.5%	-10.9%
10/14/2017	5.3%	9.1%	5.8%	3.7%	2.5%	2.7%	3.8%	4.7%	5.8%	10.7%	5.6%	-1.4%	23.3%
10/21/2017	1.7%	2.0%	1.4%	1.1%	1.8%	2.7%	4.1%	1.1%	-1.0%	2.4%	2.6%	2.8%	6.8%
10/28/2017	2.6%	3.9%	1.5%	2.1%	2.6%	3.9%	4.5%	2.0%	0.5%	0.9%	5.8%	-8.9%	3.8%
11/4/2017	0.4%	1.1%	-0.5%	0.2%	1.1%	2.5%	4.0%	0.0%	-2.6%	0.3%	0.5%	-8.5%	-1.0%
11/11/2017	4.8%	5.4%	5.0%	3.2%	3.5%	3.0%	4.5%	4.9%	0.7%	0.9%	7.2%	-1.7%	7.6%
11/18/2017	1.9%	0.6%	0.9%	1.4%	2.6%	3.2%	4.3%	1.6%	-2.6%	-5.8%	-2.5%	-3.8%	-0.1%
11/25/2017	2.0%	2.1%	1.7%	0.8%	1.1%	2.4%	3.7%	1.9%	-1.5%	1.0%	2.1%	-2.4%	-0.7%
12/2/2017	0.2%	-3.4%	0.1%	0.3%	1.5%	2.8%	4.1%	-1.8%	-4.0%	-0.9%	6.6%	-1.2%	-1.1%
12/9/2017	4.0%	7.2%	2.3%	2.8%	2.8%	3.4%	4.3%	5.8%	-0.8%	-0.6%	6.5%	0.4%	-1.3%
12/16/2017	3.5%	1.5%	2.7%	3.4%	2.8%	3.7%	3.8%	3.5%	5.3%	-0.5%	5.1%	-1.9%	-0.5%
12/23/2017	0.5%	-5.9%	1.0%	1.8%	2.8%	2.8%	3.6%	-1.7%	-1.5%	1.3%	4.9%	4.1%	1.1%
12/30/2017	-1.4%	1.7%	-2.6%	-2.5%	-1.1%	0.0%	0.5%	-2.2%	-10.3%	-7.2%	2.0%	-11.5%	-7.2%
1/6/2018	5.8%	15.9%	6.9%	6.8%	4.8%	5.7%	5.9%	1.5%	23.8%	7.4%	10.6%	5.1%	-1.9%
		•					,						
1Q15	4.7%	5.8%	4.7%	5.2%	4.7%	4.7%	5.5%	4.7%	-4.1%	7.3%	6.5%	7.1%	1.7%
2Q15	4.8%	4.9%	4.8%	5.3%	4.6%	4.3%	5.4%	4.6%	-1.5%	6.8%	7.1%	9.2%	7.9%
3Q15	4.5%	3.7%	3.6%	5.2%	4.4%	4.6%	5.0%	4.6%	0.3%	7.4%	9.6%	5.3%	-0.1%
4Q15	3.6%	2.3%	3.0%	3.9%	3.5%	3.0%	4.2%	3.8%	-2.3%	3.9%	6.1%	2.3%	1.0%
1Q16	3.2%	1.9%	2.7%	3.2%	2.6%	1.7%	3.3%	3.7%	-3.1%	1.4%	11.3%	-1.9%	1.1%
2Q16	2.9%	1.5%	2.2%	2.9%	2.8%	2.7%	3.4%	3.0%	-3.1%	3.3%	9.4%	0.3%	2.1%
3Q16	3.4%	1.5%	2.5%	2.7%	2.4%	3.1%	3.6%	4.4%		2.3%	7.5%	1.9%	3.5%
4Q16	2.6%	2.1%	1.4%	2.2%	2.0%	2.2%	3.2%	3.8%		1.3%	5.8%	3.9%	4.1%
1Q17	2.5%	2.3%	2.4%	1.3%		1.8%	2.4%	3.5%		0.0%	-0.2%	1.7%	13.6%
2Q17	2.2%	2.2%	1.2%	1.7%		2.1%	2.3%	3.5%		4.1%	2.8%	1.5%	2.0%
3Q17	1.4%	1.4%	0.2%	0.8%	1.2%	1.9%	2.4%	2.2%	-2.0%	0.8%	1.8%	-2.4%	0.0%

	YoY % change in Occupancy												
_			Upper		Upper			Inde-	New				
	U.S.	Luxury	Upscale	Upscale	Midscale	Midscale	Economy	pendent	York	Boston	LA	Chicago	DC
10/7/2017	0.9%	5.1%	2.4%	0.8%	0.7%	-0.3%	-2.3%	1.5%	0.6%	1.8%	-2.7%	0.9%	-4.7%
10/14/2017	2.4%	6.9%	4.9%	2.4%	1.8%	0.4%	-0.9%	2.8%	5.0%	9.4%	0.8%	4.1%	10.6%
10/21/2017	0.9%	-0.8%	-0.2%	0.7%	1.6%	1.3%	-0.1%	1.0%	0.9%	0.1%	-4.2%	1.4%	1.5%
10/28/2017	4.0%	2.6%	2.8%	3.7%	5.0%	4.8%	2.0%	4.4%	0.2%	6.0%	1.6%	-5.9%	1.7%
11/4/2017	-0.9%	-2.5%	-3.4%	-1.6%	-0.3%	0.2%	-0.6%	-0.3%	0.1%	6.9%	-4.8%	-11.0%	-0.1%
11/11/2017	4.9%	5.4%	6.1%	5.7%	6.1%	3.8%	1.7%	4.3%	0.1%	6.3%	4.5%	3.0%	10.0%
11/18/2017	0.8%	0.1%	-0.8%	0.8%	1.3%	1.1%	0.0%	0.7%	-2.6%	-3.4%	-6.1%	-2.7%	-2.4%
11/25/2017	1.4%	2.7%	0.4%	3.1%	2.6%	1.4%	-0.1%	0.5%	-0.3%	10.6%	-1.2%	2.0%	0.2%
12/2/2017	1.3%	2.2%	0.1%	1.4%	2.6%	2.3%	0.4%	0.2%	1.5%	0.0%	3.5%	-0.2%	-3.7%
12/9/2017	2.7%	1.0%	1.5%	2.7%	3.2%	2.3%	2.2%	3.0%	-0.5%	-0.1%	6.2%	0.8%	-5.5%
12/16/2017	4.5%	6.3%	3.9%	4.3%	4.4%	2.5%	2.0%	5.7%	1.3%	4.1%	2.3%	-1.0%	-2.7%
12/23/2017	7.1%	4.4%	9.2%	8.7%	10.3%	6.6%	5.0%	4.6%	4.8%	11.4%	-1.6%	15.3%	6.8%
12/30/2017	-5.4%	-2.7%	-6.7%	-4.1%	-5.0%	-5.9%	-4.0%	-6.6%	-0.5%	-1.6%	-2.6%	-7.3%	-7.4%
1/6/2018	3.6%	7.8%	4.6%	4.6%	5.0%	4.0%	3.7%	1.0%	8.2%	15.8%	3.6%	8.3%	3.9%
		•											
1Q15	3.1%	0.5%	1.3%	1.7%	3.6%	3.9%	3.5%	4.0%	-0.2%	6.1%	1.1%	4.0%	4.6%
2Q15	1.6%	0.6%	0.5%	0.6%	1.7%	2.2%	1.3%	2.3%	-0.3%	0.3%	0.3%	1.7%	3.5%
3Q15	1.4%	0.6%	0.4%	0.5%	1.3%	1.8%	1.0%	2.1%	0.2%	-0.3%	1.3%	-0.1%	0.4%
4Q15	1.2%	0.4%	0.8%	0.2%	1.3%	0.6%	0.2%	2.1%		1.4%	2.0%	-0.9%	1.1%
1Q16	-0.5%	-0.3%	-0.8%	-0.9%	-0.6%	-1.7%	-1.5%	0.3%	2.0%	-4.3%	4.7%	-3.0%	2.0%
2Q16	0.6%	-0.7%	0.7%	0.2%	0.4%	0.5%	-0.4%	1.2%	-1.4%	-1.7%	1.5%	-1.4%	1.3%
3Q16	0.0%	0.0%	-0.1%	-0.6%	-0.6%	-0.6%	-0.6%	0.7%	0.3%	-2.8%	1.7%	-0.7%	1.9%
4Q16	0.6%	-0.2%	-0.8%	-1.0%	0.2%	1.7%	1.2%	1.2%	2.2%	-2.8%	1.0%	-0.5%	3.7%
1Q17	0.9%	-0.2%	0.6%	-0.3%	0.7%	1.6%	0.2%	1.6%	1.0%	-1.1%	-2.4%	-0.2%	2.2%
2Q17	0.5%	0.1%	-0.6%	-1.1%	-0.3%	0.4%	1.4%	1.6%	1.7%	0.3%	0.8%		-1.2%
3Q17	0.5%	-0.9%	-0.9%	-0.1%	0.6%	1.6%	0.5%	0.9%	1.1%	-1.0%	-2.9%	-2.7%	-0.5%

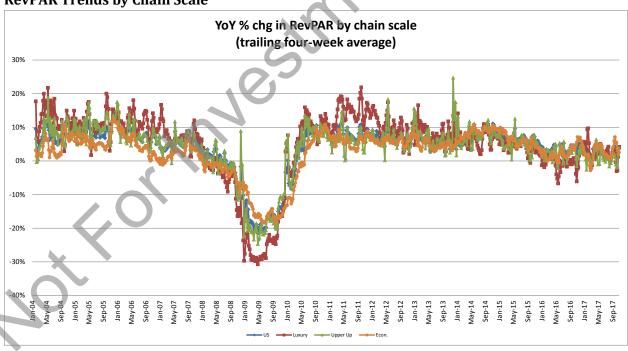
Source: STR data, STRH research

# **RevPAR Component Trends**



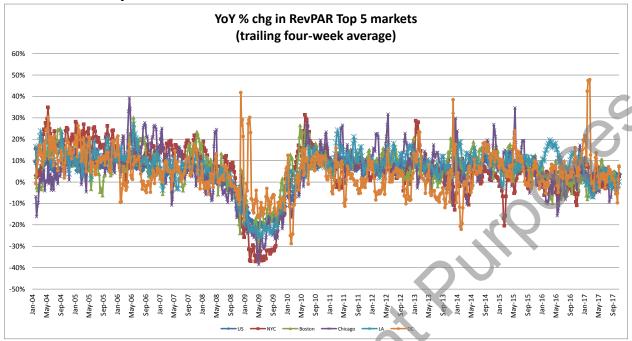
Source: STR data, STRH research

## **RevPAR Trends by Chain Scale**



Source: STR data, STRH research

# **RevPAR Trends by Market**



Source: STR data, STRH research



**Price Target/Risks Summary** 

Lodging	TKR	Price 1/9/18	Rating	PT*	% upside down- side	2018E EBITDA (\$M)	Target EV/EBITDA Multiple	Risks
								Upside risk: improvement in NY and Chicago markets
								Downside risk: softening of RevPAR trends in Boston or SF. Slowdown
Chesapeake Lodging Trust	CHSP	\$27.00	Hold	\$24	-11%	\$180	12.0X	real estate lending.
								Upside risk: conservative guidance.
								Downside risk: big catalyst of special dividend already baked into the
Choice Hotels	CHH	\$79.25	Hold	\$71	-10%	\$323	14.0X	stock.
DiamondRock Hospitality	DRH	\$11.34	Hold	\$11	-3%	\$249	11.5X	Upside risk: specific markets (esp. NYC) perform better than expected Downside risk: company unable to locate properties to buy.
DiamondRock Hospitality	DKH	\$11.34	HOIU	φII	-370	<b>\$249</b>	11.5	Upside risk: the company increases dividends by more than expected
								NYC outperforms or is sold down at attractive multiples.
								Downside risk: Group underperforms. NYC hotels underperform and
Host Hotels & Resorts	HST	\$20.44	Hold	\$19	-7%	\$1,432	12.5X	asset sales do not happen.
		4_4		***	.,,	<b>+</b> .,		Upside risk: Transient and group trends outperform expectations
Hyatt Hotels	Н	\$76.31	Hold	\$68	-11%	\$773	13.0X	Downside risk: ongoing misexecution and volatility.
								Downside risk: 3rd party induced defaults worsen. Middle market
Bluegreen Vacations Corporation	BXG	\$17.98	Buy	\$19	6%	\$167	7.9X	customers underperform.
								Downside risk: Disruption in a major market (HGV more concentrated
								than peers), issues with Japanese customer (HGV more exposed than
Hilton Grand Vacations	HGV	\$42.01	Buy	\$45	7%	\$413	11.5X	peers), difficulty sourcing additional fee-for-service inventory deals
			_					Downside risk: overhang from remaining big sponsor ownership, slowing
Hilton	HLT	\$81.93	Buy	\$77	-6%	\$2,070	14.7X	pipeline
-404:4-	1110	<b>600.00</b>	11-1-1	654	200/	6000	40 EV	Upside risk: further acceleration in returning capital to shareholders.
nterContinental Hotels	IHG	\$63.68	Hold	\$51	-20%	\$899	13.5X	Downside risk: trends continue to worsen in Greater China
LG	ILG	\$28.93	Buy	\$30	4%	\$372	11.1X	Downside risk: membership base erosion as chum outstrips new timeshare sales
10	ILG	φ20.93	Buy	φου	4 /0	ψ31Z	11.17	Upside risk: ability to increase dividend.
_aSalle Hotel Properties	LHO	\$28.30	Hold	\$26	-8%	\$319	12.5X	Downside risk: heavy D.C. exposure.
Lacane Floter Froperties	LITO	Ψ20.00	rioid	ΨŁŪ	070	φοιο	12.07	Upside Risk: Significant U.S macroeconomic improvement results in
								large recovery in transient corporate demand (and consequential >400
								bps RevPAR improvement). Owned assets sell for
								premium prices relative to MAR expectations.
								Downside Risk: 2017 or 2018 is a recession year in the US. Geopolitical
Marriott International	MAR	\$137.71	Hold	\$108	-22%	\$3,149	14.8X	and policy risks negatively impact lodging demand.
								Upside risk: Mix shift not an issue for margins, quicker execution/upsiz
							$\sim V$	of buyback program; Downside risk: inability to achieve development
								margin targets, inability to close asset sales or asset sales are done a
Marriott Vacations	VAC	\$135.34	Hold	\$128	-5%	\$305	11.1X	lesser values than expected
2-d: 11-t-1- 0 Dt-	DI	COO 74	D	600	440/	0740	40 EV	Downside risk: Significant supply growth and macroeconomic
Park Hotels & Resorts	PK	\$28.71	Buy	\$32	11%	\$746	12.5X	challenges/shocks.  Upside risk: RevPAR reaccelerates due to macroeconomic
								improvements, leading to estimate revisions and multiple expansion.
							· ·	Downside risk: Significant supply growth, struggle to source deals/lowe
RLJ Lodging Trust	RLJ	\$22.02	Hold	\$22	0%	\$581	11.5X	leverage, macroeconomic challenges/demand shocks.
teo cooging moot	1120	<b>422.02</b>	11010	Ų		<b>400</b> .	11.071	Upside risk:recovering group demand better than expected, better marg
								recovery.
Ryman Hospitality Properties	RHP	\$71.44	Hold	\$60	-16%	\$389	12.3X	Downside risk: booking issues stickier than expected.
								Upside risk: valuation discount to peers.
								Downside risk: San Diego, Boston, LA exposure. Insufficient ADR lift
Sunstone Hotel Investors	SHO	\$16.55	Hold	\$15	-9%	\$340	12.0X	from Boston Park Plaza/Marriott Wailea Beach renovations.
								Downside risk: the timeshare business is especially vulnerable to
Wyndham Worldwide Corp	WYN	\$113.37	Buy	\$112	-1%	\$1,485	10.0X	economic softness.
				4				

Source: FactSet, STRH research



## **Companies Mentioned in This Note**

Bluegreen Vacations Corp. (BXG, \$17.98, Buy, C. Patrick Scholes)

Choice Hotels International, Inc. (CHH, \$79.25, Hold, C. Patrick Scholes)

Chesapeake Lodging Trust (CHSP, \$27.00, Hold, C. Patrick Scholes)

DiamondRock Hospitality Company (DRH, \$11.34, Hold, C. Patrick Scholes)

Hyatt Hotels Corporation (H, \$76.31, Hold, C. Patrick Scholes)

Hilton Grand Vacations Inc. (HGV, \$42.01, Buy, Bradford Dalinka)

Hilton Worldwide Holdings Inc. (HLT, \$81.93, Buy, C. Patrick Scholes)

Host Hotels & Resorts, Inc. (HST, \$20.44, Hold, C. Patrick Scholes)

InterContinental Hotels Group, PLC (IHG, \$63.68, Hold, C. Patrick Scholes)

**ILG, Inc.** (ILG, \$28.93, Buy, C. Patrick Scholes)

LaSalle Hotel Properties (LHO, \$28.30, Hold, C. Patrick Scholes)

Marriott International, Inc. (MAR, \$137.71, Hold, C. Patrick Scholes)

Park Hotels & Resorts Inc. (PK, \$28.71, Buy, C. Patrick Scholes)

Ryman Hospitality Properties, Inc. (RHP, \$71.44, Hold, C. Patrick Scholes)

RLJ Lodging Trust (RLJ, \$22.02, Hold, C. Patrick Scholes)

**Sunstone Hotel Investors** (SHO, \$16.55, Hold, C. Patrick Scholes)

Marriott Vacations Worldwide Corp. (VAC, \$135.34, Hold, C. Patrick Scholes)

Wyndham Worldwide Corporation (WYN, \$113.37, Buy, C. Patrick Scholes)

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I, C. Patrick Scholes, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject company(ies) and its (their) securities. I also certify that I have not been, am not, and will not be receiving direct or indirect compensation in exchange for expressing the specific recommendation(s) in this report.

I, Bradford Dalinka, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject company(ies) and its (their) securities. I also certify that I have not been, am not, and will not be receiving direct or indirect compensation in exchange for expressing the specific recommendation(s) in this report.

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H = Hold

S = Sell

D = Drop Coverage

CS = Coverage Suspended

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3 designations based on total returns\* within a 12-month period\*\*

· Buy – total return ≥ 15% (10% for low-Beta securities)\*\*\*



- · Reduce total return ≤ negative 10% (5% for low Beta securities)
- · Neutral total return is within the bounds above
- · NR NOT RATED, STRH does not provide equity research coverage
- · CS Coverage Suspended
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