

Lodging - US RevPAR -2.0% Y/Y Last Week; 7/4 on a Wed. especially hurt Group

July begins with an as expected holiday shift thud

What's Incremental To Our View

Overall U.S. RevPAR was -2.0% Y/Y for the week ending 7/7/2018, per STR, down from the prior week's result of +5.2%. (2-year stacked RevPAR was -4.0% vs. +11.8% in the prior week.) Independent hotels (about 1/3rd of the data set) were -1.1% y/y. Luxury (+0.9%) was the "strongest" chain scale for branded hotels; Upscale and Upper Midscale were the weakest at -3.8%. Midscale (-1.4%) slightly outperformed the overall US hotel industry average. Within Upper Upscale & Luxury class hotels, Group (-9.3% vs. +12.4% prior week) was softer than Transient (-1.3% vs. +1.8% prior week).

Last week was impacted by the shift of the July 4th holiday from a Tuesday in 2017 to a Wednesday in 2018. As we mentioned in last week's note, the July 4th shift pushed some corporate business (particularly Group) out of the week of the holiday and into adjacent weeks. Last week reflected this negative impact. However, as a holiday shift from a Tuesday to a Wednesday is not generally as measurable as a shift from a Monday to a Tuesday, we were not surprised that the RevPAR results were modestly negative as opposed to more significantly down.

- There was considerable variance between Transient and Group RevPAR (-1.3% and -9.3%, respectively). It is possible that next week's STR results will reflect some Group push from the week of July 4th into an adjacent week (similar to the results in the week ending June 30th.)
- Day of week results reflected the holiday shift calendar noise we expected Sunday RevPAR was -19.9% and Monday was -10.7%; the rest of the week averaged at +3.4%.
- As we discussed last week, we believe that outside of generally strong leisure demand trends, more travelers are likely to take off a Monday for a four-day weekend as opposed to Monday and Tuesday for a five-day weekend. We believe the day of week RevPAR results reflected the calendar shift.
- Hurricane-impacted markets had mixed performance although last week's results had significant noise from the holiday shift (see below for detail).

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.

C. Patrick Scholes 212-319-3915 patrick.scholes@suntrust.com

Gregory J. Miller 212-303-4198 gregory.j.miller@suntrust.com

Jeffrey Stantial 212-590-0993 jeffrey.stantial@suntrust.com

What's Inside

Weekly STR results and analysis



RevPAR details:

- Luxury was the "strongest" chain scale. Upper Midscale and Midscale underperformed by 470 bps and 230 bps respectively: Luxury RevPAR (+0.9%), Upper Upscale (-2.7%), Upscale (-3.8%), Upper Midscale (-3.8%), Midscale (-1.4%), and Economy (-0.9%). Independent hotels (-1.1%) outperformed headline U.S. RevPAR.
- Within Upper Upscale & Luxury class hotels, Group was softer than Transient (mostly from the July 4th calendar shift): Transient segment (individual business and leisure travelers) RevPAR was -1.3% (vs. +1.8% last week) and Group segment RevPAR was -9.3% (vs. +12.4% last week).
- LA (+2.9%) was the strongest of the top five markets: Boston (-18.1%), Chicago (-17.3%), NYC (+0.8%), and DC (-6.4%).
- Other relevant markets:
 - San Francisco was down: RevPAR was -6.2% vs. +10.7% last week. We anticipate y/y comps will be relatively easy in 3Q as the Moscone Convention Center's North and South halls were closed from April to August 2017.
 - Texas results were mixed:Dallas RevPAR was -3.1% (vs. +2.5% last week). Houston RevPAR was +8.6% (vs. +19.3% last week). Note that FEMA extended the financial assistance for some Texans in Houston hotels through July 1st.
 - Hurricane-impacted markets in FL had mixed results: Miami (-3.5% vs. +6.9% last week); Orlando (+1.4% vs. +14.5% last week).
 - Oahu results were modestly positive last week. We continue to believe that there is insufficient evidence (so far) to suggest a major demand shift from the volcano eruption on the Big Island (the holiday shift adds additional noise to the analysis). Oahu was +2.9% vs. +2.5% running 28 days. Comparatively, U.S. Resort RevPAR was +0.5% last week vs. +3.4% running 28 days. As we previously noted, we believe some of the Big Island hotel demand that chooses to stay on another island may be more likely to stay on Maui or Kauai due to the comparable destination appeal and less likely to stay in/near Waikiki (where the majority of Oahu hotel supply is based).
 - In part due to the general strength of the Oahu market (particularly in terms of occupancy), it is difficult for us to determine the measurability of impact from demand that is choosing to stay on Oahu from the Big Island. STR noted similarly in an article on HotelNewsNow published on June 18th. That being said, we do not have granular data on the Maui and Kauai markets where we believe the greatest demand shift (on a relative basis) is most likely to occur.
 - On a positive note, Norwegian Cruise Line (NCLH, \$47.60, Buy) resumed calls to the Big Island in mid-June. Additionally, some tour operators appear to be adjusting itineraries in light of the volcano disruption, which might alleviate some travelers concerns about staying on the island.
 - We believe a bigger test for the Big Island is forthcoming as potential Hawaii travelers determine whether to stay on the Big Island or adjust their travels elsewhere. Many vacationers plan a Hawaii vacation well in advance and it is possible we have yet to see in the data a more measurable impact from potential travelers who decided after the volcano news to avoid staying on the Big Island.

The lodging and leisure stocks:

Overall for the stocks, we think the continuation of improving trends signals an opportunity to grind higher and favor hotel owners (REITs) over the managers/franchisors as the hotel owners have the greatest sensitivity to changes in RevPAR. The rule of thumb for earnings sensitivity to a 1 point change in RevPAR is a 5 point change in EBIT for an owned hotel versus a 1 point change in EBIT for a hotel franchisor (a hotel manager falls somewhere between, depending on the degree of incentive management fees in the contract).



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 |
| 3/24/2018 | 5.4% | 8.8% | 5.2% | 4.1% | 5.1% | 5.1% | 5.1% | 4.6% | 5.3% | -4.0% | -7.4% | -0.2% | 6.8% |
| 3/31/2018 | 0.7% | 17.1% | -6.7% | -2.5% | -3.7% | -0.6% | 1.8% | 5.6% | 20.9% | -7.3% | 6.2% | -4.9% | -25.99 |
| 4/7/2018 | -2.0% | 5.5% | -11.0% | -5.6% | -2.9% | 1.2% | 1.7% | 3.2% | -5.8% | -7.7% | -0.4% | -29.9% | -19.49 |
| 4/14/2018 | 12.2% | 8.2% | 21.8% | 12.1% | 15.0% | 11.5% | 6.8% | 5.3% | -11.5% | 9.2% | 1.1% | 47.3% | 30.89 |
| 4/21/2018 | 8.7% | 12.2% | 14.4% | 8.0% | 7.3% | 5.9% | 4.0% | 5.1% | 6.7% | -0.7% | 4.3% | 23.7% | 19.59 |
| 4/28/2018 | 1.7% | 5.2% | -0.2% | 0.2% | 1.4% | 2.7% | 1.1% | 1.8% | 7.3% | -10.0% | 6.6% | 1.7% | 1.89 |
| 5/5/2018 | 3.3% | 3.3% | 1.8% | 1.9% | 2.9% | 4.4% | 2.6% | 4.2% | 6.6% | -9.4% | -4.0% | -7.9% | -2.29 |
| 5/12/2018 | 4.4% | 4.4% | 2.4% | 3.5% | 3.3% | 4.6% | 3.0% | 6.2% | 15.9% | -5.8% | 0.4% | 2.6% | 0.49 |
| 5/19/2018 | 3.0% | 3.1% | 2.2% | 1.0% | 1.6% | 2.6% | 1.7% | 4.9% | 8.1% | -0.5% | -5.6% | -1.4% | 0.59 |
| 5/26/2018 | 2.7% | 3.4% | 1.8% | 1.6% | 2.3% | 3.4% | 1.7% | 3.2% | 0.9% | -4.6% | -1.6% | 5.4% | -1.99 |
| 6/2/2018 | 2.3% | 4.0% | 3.1% | 1.0% | 1.1% | 1.8% | 0.7% | 2.6% | 2.2% | -3.6% | -6.5% | 1.6% | 13.79 |
| 6/9/2018 | 2.3% | 2.3% | 1.8% | 1.5% | 0.8% | 1.8% | 1.4% | 3.2% | 0.9% | 11.3% | -2.2% | -0.8% | 4.89 |
| 6/16/2018 | 1.8% | 2.6% | 1.5% | 1.2% | 0.9% | 1.7% | 1.5% | 1.6% | 5.0% | -7.7% | 1.5% | 5.0% | -1.29 |
| 6/23/2018 | 3.0% | 5.1% | 3.7% | 2.5% | 1.7% | 1.6% | 1.7% | 2.8% | 11.5% | 5.3% | 2.4% | 6.6% | 7.29 |
| 6/30/2018 | 5.2% | 4.8% | 7.1% | 5.8% | 4.5% | 4.5% | 2.4% | 4.0% | 9.8% | 3.1% | 2.2% | 12.3% | 5.09 |
| 7/7/2018 | -2.0% | 0.9% | -2.7% | -3.8% | -3.8% | -1.4% | -0.9% | -1.1% | 0.8% | -18.1% | 2.9% | -17.3% | -6.49 |

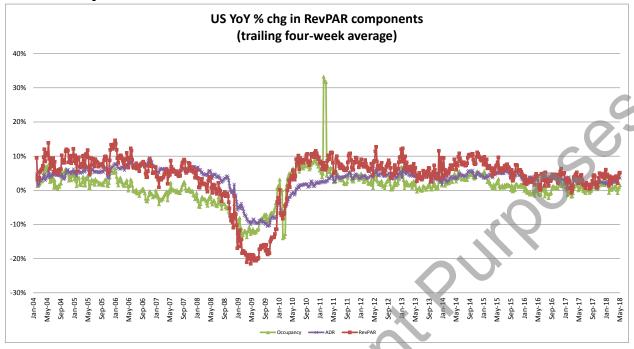
| | Negative impact from July 4th Calendar Shift | | | | Luxury a | LA and NYC led the Top 5 markets | | | | | | | |
|------|-------------------------------------------------|------|-------|------|----------|----------------------------------|------|------|-------|-------|-------|-------|--------|
| 1Q15 | 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% |
| 2Q15 | 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% |
| 3Q15 | 5.9% | 4.4% | 4.0% | 5.7% | 5.7% | 6.4% | 6.1% | 6.8% | 0.6% | 7.1% | 11.1% | 5.1% | 0.3% |
| 4Q15 | 4.8% | 2.7% | 3.8% | 4.2% | 4.9% | 3.7% | 4.4% | 5.9% | -2.0% | 5.3% | 8.3% | 1.4% | 2.1% |
| 1Q16 | 2.7% | 1.6% | 1.9% | 2.2% | 2.0% | 0.0% | 1.8% | 4.0% | -1.2% | -3.0% | 16.6% | -4.8% | 3.19 |
| 2Q16 | 3.5% | 0.8% | 2.9% | 3.1% | 3.2% | 3.2% | 3.0% | 4.2% | -4.5% | 1.5% | 11.1% | -1.0% | 3.59 |
| 3Q16 | 3.3% | 1.5% | 2.5% | 2.0% | 1.8% | 2.5% | 3.0% | 5.1% | -2.5% | -0.5% | 9.3% | 1.2% | 5.5% |
| 4Q16 | 3.2% | 1.9% | 0.6% | 1.2% | 2.2% | 3.9% | 4.4% | 5.1% | 0.9% | -1.6% | 6.9% | 3.3% | 8.09 |
| 1Q17 | 3.4% | 2.1% | 3.0% | 1.0% | 2.4% | 3.5% | 2.6% | 5.2% | -1.3% | -1.1% | -2.5% | 1.5% | 16.1% |
| 2Q17 | 2.7% | 2.3% | 0.6% | 0.6% | 1.2% | 2.4% | 3.7% | 5.1% | 0.2% | 4.4% | 3.6% | 0.8% | 0.89 |
| 3Q17 | 1.9% | 0.5% | -0.7% | 0.7% | 1.8% | 3.5% | 2.9% | 3.1% | -0.9% | -0.2% | -1.2% | -5.0% | -0.69 |
| 4Q17 | 4.2% | 4.5% | 3.2% | 3.8% | 3.9% | 3.7% | 3.7% | 4.1% | 0.8% | 3.7% | 4.2% | -2.5% | 2.29 |
| 1Q18 | 3.5% | 6.6% | 0.9% | 2.2% | 3.0% | 3.8% | 5.3% | 3.8% | 7.1% | 2.6% | 2.7% | 5.8% | -11.0% |

| | | | | | | | | | | | | | _ h |
|--------------|--------------|--------|--------------|--------------|-------|---------|----------|--------------|----------------|--------------|---------------|---------------|---------|
| _ | | | | | | YoY % c | hange in | | | | | | |
| | U.S. | Luxurv | Upper | Unacala | Upper | Mideede | Economy | Inde- | New York | Boston | LA | Chicago | DC |
| | | | | | | | | | | | | | - |
| 3/24/2018 | 4.4% | 7.8% | 3.9% | 3.2% | 3.1% | 3.5% | | 4.7% | 5.1% | -0.7% | -0.1% | -1.2% | 4.3% |
| 3/31/2018 | 3.6% | 14.9% | -1.8% | 1.5% | 1.3% | 3.0% | | 6.5% | 15.6% | -5.2% | 4.9% | -4.3% | -19.2% |
| 4/7/2018 | 0.7% | 7.7% | -3.3% | -0.8% | 0.1% | 2.1% | | 3.6% | -2.7% | -4.4% | 2.8% | -17.0% | -12.6% |
| 4/14/2018 | 5.8% | 0.8% | 10.8% | 4.5% | 5.6% | 4.5% | | 2.8% | -4.9% | 4.6% | 3.9% | 23.8% | 20.9% |
| 4/21/2018 | 5.4% | 3.7% | 8.1% | 4.3% | 3.6% | 3.1% | | 3.5% | 3.3% | -1.2% | 4.8% | 12.7% | 11.7% |
| 4/28/2018 | 2.3% | 5.1% | 1.6% | 1.8% | 1.7% | 2.6% | | 2.0% | 5.7% | -5.8% | 7.4% | 2.6% | 3.0% |
| 5/5/2018 | 2.7% | 3.8% | 1.6% | 2.2% | 2.1% | 3.1% | 3.4% | 3.1% | 3.7% | -4.0% | 0.7% | -4.4% | -2.2% |
| 5/12/2018 | 3.5% | 4.7% | 2.2% | 3.5% | 2.4% | 3.1% | 3.5% | 4.5% | 8.5% | -1.2% | 1.4% | 2.6% | 1.2% |
| 5/19/2018 | 3.5% | 4.3% | 2.8% | 2.2% | 2.0% | 2.8% | 3.1% | 5.1% | 6.7% | 0.1% | 0.3% | 1.3% | 1.1% |
| 5/26/2018 | 2.4% | 3.0% | 2.7% | 2.0% | 1.7% | 2.4% | 1.5% | 2.6% | 3.2% | -1.6% | 1.8% | 3.8% | -1.6% |
| 6/2/2018 | 2.1% | 3.2% | 1.6% | 1.1% | 1.0% | 1.5% | 2.1% | 2.5% | 2.2% | -3.3% | -0.9% | -0.1% | 9.2% |
| 6/9/2018 | 2.5% | 2.3% | 2.4% | 2.1% | 1.2% | 1.6% | 2.3% | 3.1% | 2.4% | 9.8% | -0.4% | 2.1% | 3.0% |
| 6/16/2018 | 2.0% | 3.7% | 2.3% | 1.8% | 1.1% | 1.6% | 2.4% | 1.7% | 4.5% | -2.4% | 1.7% | 5.7% | -0.7% |
| 6/23/2018 | 2.9% | 3.5% | 3.4% | 2.4% | 1.7% | 1.7% | 2.2% | 3.0% | 9.8% | 3.7% | 2.3% | 6.4% | 4.5% |
| 6/30/2018 | 3.1% | 1.6% | 4.5% | 3.2% | 2.4% | 1.8% | 1.4% | 2.4% | 8.0% | 3.5% | 0.9% | 8.3% | 3.7% |
| 7/7/2018 | 1.1% | 3.4% | 1.3% | 1.0% | 0.3% | 0.9% | 1.3% | 1.1% | 1.7% | -9.5% | 1.7% | -7.8% | -3.4% |
| | | • | | | | | | | | | | | |
| 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% | | 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% | | 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% | | 3.7% | -3.1% | 1.4% | 11.3% | -1.9% | 1.1% |
| 2Q16 | 2.9% | 1.5% | 2.2% | 2.9% | 2.8% | | | 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% | | 4.4% | -2.7% | 2.3% | 7.5% | 1.9% | 3.5% |
| 4Q16 | 2.6% | 2.1% | 1.4% | 2.2% | 2.0% | 2.2% | | 3.8% | -1.2% | 1.3% | 5.8% | 3.9% | 4.1% |
| 1Q17 2Q17 | 2.5% 2.2% | 2.3% | 2.4% 1.2% | 1.3% 1.7% | 1.6% | 1.8% | | 3.5% 3.5% | -2.2% -1.5% | 0.0% 4.1% | -0.2% 2.8% | 1.7% 1.5% | 13.6% |
| 3Q17 | 1.4% | 1.4% | 0.2% | 0.8% | 1.5% | | | 2.2% | -1.5% -2.0% | 4.1% 0.8% | 1.8% | 1.5% -2.4% | 0.0% |
| 4Q17 | 2.4% | 2.2% | 1.9% | 1.8% | 1.8% | | | 2.2% | -2.0% | 0.8% | 4.6% | -2.4% | 2.4% |
| 1Q18 | 2.5% | 4.5% | 1.9% | 1.7% | | 3.0% | | 3.1% | | -1.0% | 4.0% | 1.4% | -9.4% |
| 1010 | 2.570 | +.576 | 1.0 /6 | 1.770 | 2.076 | 3.0 % | 4.0 /6 | 3.170 | 3.576 | -1.076 | 4.0 /6 | 1.4/0 | -3.4 /0 |

| | YoY % change in Occupancy | | | | | | | | | | | | |
|-----------|---------------------------|--------|---------|---------|----------|----------|---------|---------|-------|--------|-------|---------|-------|
| | | | Upper | | Upper | | | Inde- | New | | | | |
| | U.S. | Luxury | Upscale | Upscale | Midscale | Midscale | Economy | pendent | York | Boston | LA | Chicago | DC |
| 3/24/2018 | 1.0% | 0.9% | 1.3% | 0.9% | 1.9% | 1.5% | 0.8% | -0.1% | 0.2% | -3.3% | -7.3% | 1.0% | 2.4% |
| 3/31/2018 | -2.8% | 1.9% | -5.0% | -4.0% | -4.9% | -3.4% | -1.3% | -0.9% | 4.6% | -2.2% | 1.2% | -0.6% | -8.3% |
| 4/7/2018 | -2.7% | -2.1% | -8.0% | -4.9% | -3.0% | -0.9% | -0.9% | -0.5% | -3.2% | -3.4% | -3.1% | -15.6% | -7.8% |
| 4/14/2018 | 6.1% | 7.3% | 10.0% | 7.3% | 8.9% | 6.7% | 2.7% | 2.4% | -7.0% | 4.4% | -2.7% | 19.0% | 8.2% |
| 4/21/2018 | 3.1% | 8.2% | 5.8% | 3.5% | 3.6% | 2.7% | 0.5% | 1.6% | 3.3% | 0.5% | -0.5% | 9.8% | 7.0% |
| 4/28/2018 | -0.6% | 0.0% | -1.8% | -1.6% | -0.3% | 0.0% | -1.6% | -0.2% | 1.5% | -4.4% | -0.8% | -0.9% | -1.1% |
| 5/5/2018 | 0.5% | -0.5% | 0.2% | -0.3% | 0.8% | 1.2% | -0.7% | 1.1% | 2.8% | -5.6% | -4.6% | -3.6% | 0.0% |
| 5/12/2018 | 0.8% | -0.3% | 0.2% | 0.0% | 0.9% | 1.4% | -0.4% | 1.6% | 6.8% | -4.6% | -1.0% | 0.0% | -0.8% |
| 5/19/2018 | -0.5% | -1.2% | -0.6% | -1.2% | -0.5% | -0.3% | -1.4% | -0.3% | 1.3% | -0.6% | -5.9% | -2.7% | -0.6% |
| 5/26/2018 | 0.3% | 0.3% | -0.9% | -0.4% | 0.5% | 1.0% | 0.3% | 0.6% | -2.2% | -3.1% | -3.3% | 1.5% | -0.2% |
| 6/2/2018 | 0.1% | 0.8% | 1.4% | -0.1% | 0.1% | 0.4% | -1.3% | 0.1% | 0.0% | -0.3% | -5.7% | 1.7% | 4.1% |
| 6/9/2018 | -0.2% | 0.0% | -0.6% | -0.5% | -0.4% | 0.3% | -0.9% | 0.1% | -1.4% | 1.4% | -1.8% | -2.9% | 1.7% |
| 6/16/2018 | -0.3% | -1.0% | -0.7% | -0.6% | -0.1% | 0.1% | -0.8% | -0.1% | 0.5% | -5.4% | -0.2% | -0.8% | -0.5% |
| 6/23/2018 | 0.1% | 1.6% | 0.3% | 0.1% | 0.0% | -0.1% | -0.6% | -0.2% | 1.6% | 1.6% | 0.1% | 0.1% | 2.6% |
| 6/30/2018 | 2.1% | 3.2% | 2.4% | 2.5% | 2.1% | 2.6% | 1.0% | 1.6% | 1.6% | -0.4% | 1.3% | 3.6% | 1.2% |
| 7/7/2018 | -3.1% | -2.4% | -3.9% | -4.7% | -4.1% | -2.3% | -2.1% | -2.2% | -0.8% | -9.5% | 1.2% | -10.3% | -3.1% |
| | | • | | | | | | | | | | | |
| 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% | 0.3% | 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% | -0.7% | -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% |
| 4Q17 | 1.8% | 2.2% | 1.3% | 2.0% | 2.1% | 1.2% | 0.3% | 2.0% | 1.0% | 2.8% | -0.3% | -0.5% | -0.2% |
| 1Q18 | 0.9% | 2.1% | 0.0% | 0.5% | 1.1% | 0.9% | 1.3% | 0.7% | 3.5% | 3.7% | -1.3% | 4.4% | -1.8% |

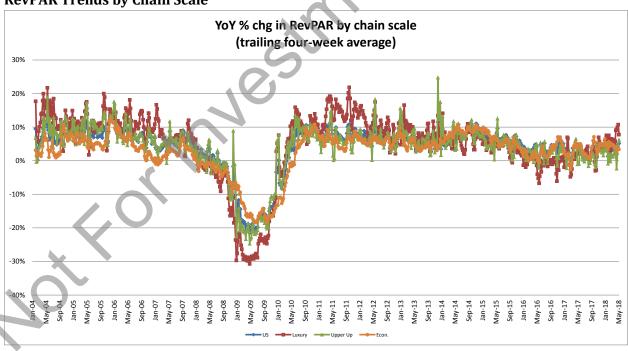
Source: STR data, STRH research

RevPAR Component Trends



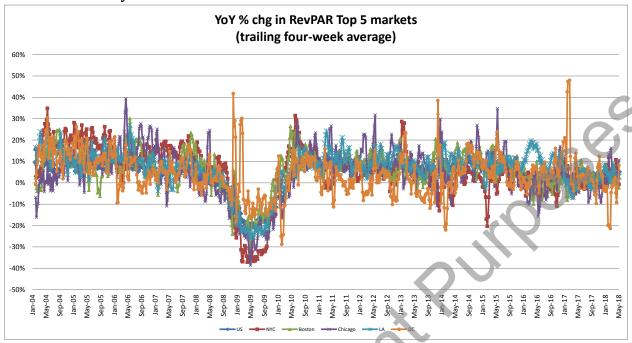
Source: STR data, STRH research

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 7/10/18 | Rating | PT* | % upside down- side | 2019E EBITDA (\$M) | Target EV/EBITDA Multiple | Risks |
|---------------------------------|------|------------------|--------|-------------|---------------------------|--------------------------|---------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|
| ,oug.i.g | | 1710/10 | raung | | orao | (4) | mara pro | · Hallo |
| | | | | | | | | Upside risk: improvement in NY and Chicago markets |
| Shaaanaaka Ladaina Tayat | CHSP | \$32.27 | Hold | \$27 | -16% | \$192 | 12.0X | Downside risk: softening of RevPAR trends in Boston or SF. Slowdown real estate lending. |
| Chesapeake Lodging Trust | СПОР | \$32.21 | поіа | Φ 21 | -10% | \$192 | 12.0X | Upside risk: conservative guidance. |
| Choice Hotels | CHH | \$76.70 | Hold | \$85 | 11% | \$359 | 15.0X | Downside risk: slowdown in development opportunities. |
| | | | | | | | | |
| | | | | | | | | Upside risk: specific markets (esp. NYC) perform better than expected |
| DiamondRock Hospitality | DRH | \$12.38 | Hold | \$11 | -11% | \$267 | 11.5X | Downside risk: company unable to locate properties to buy. 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 | \$21.37 | Hold | \$21 | -2% | \$1,557 | 12.5X | asset sales do not happen. |
| | | | | | | | | Upside risk: Transient and group trends outperform expectations |
| Hyatt Hotels | Н | \$80.48 | Hold | \$86 | 7% | \$802 | 14.1X | Downside risk: ongoing misexecution and volatility. Downside risk: 3rd party induced defaults worsen, Middle market |
| Bluegreen Vacations Corporation | BXG | \$24.52 | Buy | \$24 | -2% | \$184 | 9.2X | customers underperform. |
| sidegreen vacations corporation | DAG | Ψ24.02 | Duy | ΨΖ¬ | 270 | ΨΙΟΤ | J.27 | customers underperorm. |
| | | | | | | | | Downside risk: Disruption in a major market (HGV more concentrated |
| | | | _ | | | | | than peers), issues with Japanese customer (HGV more exposed that |
| Hilton Grand Vacations | HGV | \$35.47 | Buy | \$50 | 41% | \$470 | 12.0X | peers), difficulty sourcing additional fee-for-service inventory deals |
| Hilton | HLT | \$81.28 | Buy | \$95 | 17% | \$2,279 | 15.8X | Downside risk: overhang from remaining big sponsor ownership, slowing pipeline |
| into i | | ψ01.20 | Duy | ΨΟΟ | 17 70 | Ψ2,210 | 10.07 | Downside risk: membership base erosion as churn outstrips new |
| LG | ILG | \$34.07 | Buy | \$34 | 0% | \$436 | 11.1X | timeshare sales |
| | | | | | | | | Upside risk: ability to increase dividend. |
| aSalle Hotel Properties | LHO | \$34.84 | Hold | \$32 | -8% | \$320 | 12.5X | Downside risk: heavy D.C. exposure. |
| | | | | | | | | Upside Risk: Significant U.S macroeconomic improvement results in large recovery in transient corporate demand (and consequential >40 |
| | | | | | | | | bps RevPAR improvement). Owned assets sell for |
| | | | | | | | | premium prices relative to MAR expectations. |
| | | | | | | | | Downside Risk: 2018 is a recession year in the US. Geopolitical and |
| Marriott International | MAR | \$130.73 | Hold | \$135 | 3% | \$3,762 | 15.8X | policy risks negatively impact lodging demand. |
| | | | | | | | | Upside risk: continued share repurchases, continued strong execution |
| | | | | | | | | and M&A drive continued outperformance. |
| Marriott Vacations | VAC | \$118.29 | Buy | \$143 | 21% | \$372 | 11.2X | Downside risk: M&A story fades and multiples revert to historical leve |
| | | | | | | | | Downside risk: Significant supply growth and macroeconomic |
| Park Hotels & Resorts | PK | \$31.09 | Buy | \$32 | 3% | \$753 | 12.5X | challenges/shocks. |
| | | | | | | . 4 | | Upside risk: RevPAR reaccelerates due to macroeconomic improvements, leading to estimate revisions and multiple expansion |
| | | | | | | XI | | Downside risk: Significant supply growth, struggle to source deals/lov |
| RLJ Lodging Trust | RLJ | \$22.41 | Hold | \$21 | -6% | \$550 | 11.5X | leverage, macroeconomic challenges/demand shocks. |
| | | | | | | | | Upside risk:recovering group demand better than expected, better mar |
| | | | | | | | | recovery. |
| Ryman Hospitality Properties | RHP | \$83.23 | Hold | \$70 | -16% | \$440 | 12.3X | Downside risk: booking issues stickier than expected. |
| | | | | | | | | Upside risk: Recovery of corporate demand in SHO's markets. Abov average group bookings in Orlando and Boston Park Plaza post-meet |
| | | | | | | | | space expansions. |
| | | | | | | | | Downside risk: Weaker than expected demand trends following capit |
| Sunstone Hotel Investors | SHO | \$16.88 | Hold | \$15 | -11% | \$333 | 12.0X | investment projects. |
| | | | | | | | | Doumaida sialu Tha timaahara husinaan in aanatisliissa |
| Wyndham Destinations | WYND | \$45.63 | Buy | \$69 | 51% | \$1,006 | 9.8X | Downside risk: The timeshare business is especially vulnerable to economic softness. There are potential execution risks post the spin |
| rrynanam Destinations | WIND | ψ40.03 | Duy | ψυσ | 31/0 | ψ1,000 | 3.07 | Downside risk: Slowdown in development opportunities. La Quinta |
| Wyndham Hotels & Resorts | WH | \$58.50 | Buy | \$71 | 21% | \$632 | 14.0X | synergies below expectations. |
| vynanam notels & Resons | **** | | | | | | | |

Source: FactSet, STRH research



NCLH: Valuation and Risks

Our price target of \$69 is derived by applying a 13.5x P/E multiple, below our target multiple for peers, to our 2019 EPS estimate.

Risks to our rating and price target: The largest company-specific risk to our rating and price target, in our view, is incident risk. Because Norwegian generates much of its earnings from one brand, an adverse event with a ship (like the Costa Concordia or Carnival Triumph) would likely have a widespread negative impact across much of the entire fleet.

Companies Mentioned in This Note

Bluegreen Vacations Corporation (BXG, \$24.52, Buy, C. Patrick Scholes)

Choice Hotels International, Inc. (CHH, \$76.70, Hold, C. Patrick Scholes)

Chesapeake Lodging Trust (CHSP, \$32.27, Hold, C. Patrick Scholes)

DiamondRock Hospitality Company (DRH, \$12.38, Hold, C. Patrick Scholes)

Hyatt Hotels Corporation (H, \$80.48, Hold, C. Patrick Scholes)

Hilton Grand Vacations Inc. (HGV, \$35.47, Buy, C. Patrick Scholes)

Hilton Worldwide Holdings Inc. (HLT, \$81.28, Buy, C. Patrick Scholes)

Host Hotels & Resorts, Inc. (HST, \$21.37, Hold, C. Patrick Scholes)

ILG, Inc. (ILG, \$34.07, Buy, C. Patrick Scholes)

LaSalle Hotel Properties (LHO, \$34.84, Hold, C. Patrick Scholes)

Marriott International, Inc. (MAR, \$130.73, Hold, C. Patrick Scholes)

Norwegian Cruise Line Holdings Ltd. (NCLH, \$47.60, Buy, C. Patrick Scholes)

Park Hotels & Resorts Inc. (PK, \$31.09, Buy, C. Patrick Scholes)

Ryman Hospitality Properties, Inc. (RHP, \$83.23, Hold, C. Patrick Scholes)

RLJ Lodging Trust (RLJ, \$22.41, Hold, C. Patrick Scholes)

Sunstone Hotel Investors, Inc. (SHO, \$16.88, Hold, C. Patrick Scholes)

Marriott Vacations Worldwide Corporation (VAC, \$118.29, Buy, C. Patrick Scholes)

Wyndham Hotels & Resorts, Inc. (WH, \$58.50, Buy, C. Patrick Scholes)

Wyndham Destinations, Inc. (WYND, \$45.63, Buy, C. Patrick Scholes)

Analyst Certification

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.

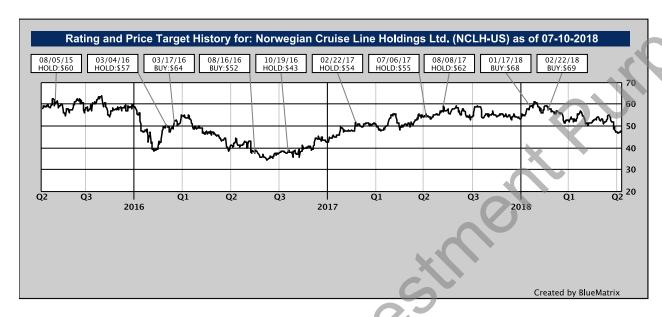
Required Disclosures

The following company is a client of SunTrust Robinson Humphrey, Inc. for non-investment banking securities-related services within the last 12 months: NCLH-US

SunTrust Robinson Humphrey, Inc. or an affiliate has received compensation for non-investment banking services within the last 12 months: NCLH-US

Analyst compensation is based upon stock price performance, quality of analysis, communication skills, and the overall revenue and profitability of the firm, including investment banking revenue.

As a matter of policy and practice, the firm prohibits the offering of favorable research, a specific research rating or a specific target price as consideration or inducement for the receipt of business or compensation. In addition, associated persons preparing research reports are prohibited from owning securities in the subject companies.



STRH Ratings System for Equity Securities

Dissemination of Research

SunTrust Robinson Humphrey (STRH) seeks to make all reasonable efforts to provide research reports simultaneously to all eligible clients. Reports are available as published in the restricted access area of our website to all eligible clients who have requested a password. Institutional investors, corporates, and members of the Press may also receive our research via third party vendors including: Thomson Reuters, Bloomberg, FactSet, and S&P Capital IQ. Additional distribution may be done by sales personnel via email, fax, or other electronic means, or regular mail.

For access to third party vendors or our Research website: https://suntrustlibrary.bluematrix.com/client/library.jsp

Please email the Research Department at STRHEquityResearchDepartment@SunTrust.com or contact your STRH sales representative.

The rating system effective as of Oct. 7, 2016:

STRH Rating System for Equity Securities

SunTrust Robinson Humphrey (STRH) rates individual equities using a three-tiered system. Each stock is rated relative to the broader market (generally the S&P 500) over the next 12-18 months (unless otherwise indicated).

Buy (B) – the stock's total return is expected to outperform the S&P 500 or relevant benchmark over the next 12-18 months (unless otherwise indicated)



Hold (H) – the stock's total return is expected to perform in line with the S&P 500 or relevant benchmark over the next 12-18 months (unless otherwise indicated)

Sell (S) – the stock's total return is expected to underperform the S&P 500 or relevant benchmark over the next 12-18 months (unless otherwise indicated)

Not Rated (NR) – STRH does not have an investment rating or opinion on the stock

Coverage Suspended (CS) – indicates that STRH's rating and/or target price have been temporarily suspended due to applicable regulations and/or STRH Management discretion. The previously published rating and target price should not be relied upon

STRH analysts have a price target on the stocks that they cover, unless otherwise indicated. The price target represents that analyst's expectation of where the stock will trade in the next 12-18 months (unless otherwise indicated). If an analyst believes that there are insufficient valuation drivers and/or investment catalysts to derive a positive or negative investment view, they may elect with the approval of STRH Research Management not to assign a target price; likewise certain stocks that trade under \$5 may exhibit volatility whereby assigning a price target would be unhelpful to making an investment decision. As such, with Research Management's approval, an analyst may refrain from assigning a target to a sub-\$5 stock.

Legend for Rating and Price Target History Charts:

B = Buy

H = Hold

S = Sell

D = Drop Coverage

CS = Coverage Suspended

NR = Not Rated

I = Initiate Coverage

T = Transfer Coverage

The prior rating system until Oct. 7, 2016:

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

*Total return (price appreciation + dividends); **Price targets are within a 12-month period, unless otherwise noted; ***Low Beta defined as securities with an average Beta of 0.8 or less, using Bloomberg's 5-year average

SunTrust Robinson Humphrey ratings distribution (as of 07/11/2018):

| Coverage Unive | rse | | Investment Banking Clients Past 12 Months | | | | | |
|----------------|-------|---------|-------------------------------------------|-------|---------|--|--|--|
| Rating | Count | Percent | Rating | Count | Percent | | | |
| Buy | 483 | 65.71% | Buy | 144 | 29.81% | | | |
| Hold/Neutral | 249 | 33.88% | Hold/Neutral | 31 | 12.45% | | | |
| Sell/Reduce | 3 | 0.41% | Sell/Reduce | 0 | 0.00% | | | |



Other Disclosures

Information contained herein has been derived from sources believed to be reliable but is not guaranteed as to accuracy and does not purport to be a complete analysis of the security, company or industry involved. This report is not to be construed as an offer to sell or a solicitation of an offer to buy any security. SunTrust Robinson Humphrey, Inc. and/or its officers or employees may have positions in any securities, options, rights or warrants. The firm and/or associated persons may sell to or buy from customers on a principal basis. Investors may be prohibited in certain states from purchasing some over-the-counter securities mentioned herein. Opinions expressed are subject to change without notice. The information herein is for persons residing in the United States only and is not intended for any person in any other jurisdiction.

SunTrust Robinson Humphrey, Inc.'s research is provided to and intended for use by Institutional Accounts as defined in FINRA Rule 4512(c). The term "Institutional Account" shall mean the account of: (1) a bank, savings and loan association, insurance company or registered investment company; (2) an investment adviser registered either with the SEC under Section 203 of the Investment Advisers Act or with a state securities commission (or any agency or office performing like functions); or (3) any other person (whether a natural person, corporation, partnership, trust or otherwise) with total assets of at least \$50 million.

SunTrust Robinson Humphrey, Inc. is a registered broker-dealer and a member of FINRA and SIPC. It is a service mark of SunTrust Banks, Inc. SunTrust Robinson Humphrey, Inc. is owned by SunTrust Banks, Inc. ("SunTrust") and affiliated with SunTrust Investment Services, Inc. Despite this affiliation, securities recommended, offered, sold by, or held at SunTrust Robinson Humphrey, Inc. and at SunTrust Investment Services, Inc. (i) are not insured by the Federal Deposit Insurance Corporation; (ii) are not deposits or other obligations of any insured depository institution (including SunTrust Bank); and (iii) are subject to investment risks, including the possible loss of the principal amount invested. SunTrust Bank may have a lending relationship with companies mentioned herein.

Please see our Disclosure Database to search by ticker or company name for the current required disclosures, including risks to the price targets, Link: https://suntrust.bluematrix.com/sellside/Disclosures.action

Please visit the STRH equity research library for current reports and the analyst roster with contact information, Link (password protected): STRH RESEARCH LIBRARY

SunTrust Robinson Humphrey, Inc., member FINRA and SIPC. SunTrust and SunTrust Robinson Humphrey are service marks of SunTrust Banks, Inc.

If you no longer wish to receive this type of communication, please request removal by sending an email to STRHEquityResearchDepartment@SunTrust.com

© SunTrust Robinson Humphrey, Inc. 2018. All rights reserved. Reproduction or quotation in whole or part without permission is forbidden.

ADDITIONAL INFORMATION IS AVAILABLE at our website, **www.suntrustrh.com**, or by writing to: SunTrust Robinson Humphrey, Research Department, 3333 Peachtree Road N.E., Atlanta, GA 30326-1070