

# Lodging

Lodging: US RevPAR -52.0% Y/Y Last Week; Possible post-election day/week bump

# What's Incremental To Our View

Overall U.S. RevPAR was -52.0% Y/Y for the week ending 11/14/2020, per STR, stronger than the prior week's result of -55.8%. (2-year stacked RevPAR was -56.2 vs. -54.1% in the prior week). Independent hotels (~ 1/3rd of the data set) were -44.4% y/y. Economy (-11.7%) was the relatively strongest chain scale for branded hotels; Luxury was the weakest at -74.8%. Upscale (-56.6%) underperformed the industry average; Upper Midscale (-40.5%) outperformed. Within Upper Upscale & Luxury class hotels, Group (-87.6% vs. -88.6% prior week) was softer than Transient (-61.5% vs. -63.9% prior week).

We view last week's results as more of a normalized week (in the pandemic era) with Election Day/week and Veterans Day in the rear window and a return to relatively stronger performance for weekends than weekdays (Friday/Saturday ~ 49% occupancy vs. workweek of low 40s). That said, the spread between the Luxury/ Upper Upscale hotels and Economy/Midscale hotels continues to be very wide as presented in the below statistics.

Compared to the prior week (ended 11/7), sequential RevPAR trends were sequentially mixed vs. last week's results. ADR y/y change generally improved whereas occupancy did not.

- Headline RevPAR was -52.0% vs. the running 28 day average of -52.1%.
- RevPAR for the weeks ended March 14 through November 7th, 2020 were -32.5/-69.5/-80.3/-81.6/-83.6/-79.4/-78.4/-76.8/-74.4/-73.6/
   -69.9/-62.1/-65.0/-62.6/-60.3/-56.5/-44.8/-54.6/-56.0/-54.8/
   -51.1/-49.4/-46.1/-46.1/-44.5/-32.8/-48.1/-51.6/-51.7/-48.1/ -47.5/-50.3/-51.8/-48.4/-55.8%, respectively.
- Occupancy: absolute occupancy of 43.2% was sequentially **softer** than the prior week of 44.2%. Occupancy y/y change of -32.7% is sequentially **stronger** than the prior week of -35.9%.
- ADR: ADR y/y change of -28.6% was sequentially **stronger** than the prior week of -31.1%. (We do not consider sequential changes in absolute ADR material.) "Location" RevPAR Y/Y change sequentially **stronger** vs. the prior week. We still do not see a material corporate demand rebound: Urban (-73.9% vs. -75.7% in the prior week), Suburban (-45.6% vs. -49.9%), Interstate (-20.1% vs. -25.4%), and Resort (-55.0% vs. -61.9%).
  - Absolute occupancies generally softer vs. the prior week: Urban: 34.0% vs. 34.6% in the prior week, Suburban: 47.1% vs. 47.9%, Interstate: 46.1% vs. 47.8%, and Resort: 36.6% vs. 36.2%.

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#### What's Inside

Weekly STR results and analysis



- Open/closed hotels: Per STR 3.2% of the hotel supply is closed (vs. 3.3% in the prior week.).
- Please note there are many hotels that suspended operations/closed and they are not included in the comparisons. Implications are that the headline statistics likely overstate the actual performance of the overall industry.

#### Last week's RevPAR details:

- Economy was the relatively strongest chain scale: Upscale and Upper Midscale underperformed by 4,490 bps and 2,880 bps, respectively: Luxury RevPAR (-74.8%), Upper Upscale (-74.4%), Upscale (-56.6%), Upper Midscale (-40.5%), Midscale (-24.0%), and Economy (-11.7%). Independent hotels (-44.4%) outperformed the headline U.S. RevPAR.
- Within Upper Upscale & Luxury class hotels, Group underperformed Transient: Transient segment (individual business and leisure travelers) RevPAR was -61.5% (vs. -63.9% last week) and Group segment RevPAR was -87.6% (vs. -88.6% last week).
  - Absolute Group occupancy remains limited: 4.3% last week vs. 4.8% for the running 28 days.
- Los Angeles was the relatively strongest market of the top five markets: Boston (-79.2%), Chicago (-78.9%), Los Angeles (-59.8%), NYC (-79.6%), and Washington, D.C. (-70.2%).

#### • Other relevant markets:

- San Francisco: RevPAR was -79.7% vs. -80.2% last week.
- Florida market RevPAR:
  - Miami: (-63.1% vs. -64.7% last week).
  - Orlando: (-71.6% vs. -79.1% last week).

Overall for the hotel stocks we continue to believe that news/progress (or lack of) on a vaccine is the most important driver of the stocks at the moment and industry fundamentals have taken a back seat. Our view on the sector continues to be one of caution for the most part with the degree of caution positively correlated with the more exposure to corporate business and group/convention customers one has. Based on our forward observations for business and group/ convention travel over the next two quarters and from actual RevPAR results in October and November, we continue to believe that most estimates for 4Q20-2Q21 look too optimistic. Given the RevPAR deceleration we have seen since summer leisure travel ended and the continued push-back of business and group travel into sometime in 2021, we do not believe the substantial quarter-over-quarter improvements that the Street is expecting for 4Q20 and 1Q21 will come to fruition.

(Our ratings and price targets generally represent our recommendations and forecasts based on a 12 to 18 month outlook. We acknowledge that near term uncertainty and volatility could affect financial inputs to our targets, and the likely multiples the market may pay for those metrics.)

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#### Weekly RevPAR Summary

						YoY %	change in						
	U.S.	Luxury	Upper	Unanala	Upper	Midaaala	Economy	Inde-	New Verk	Boston	LA	Chicago	DC
			Upscale	Upscale	Midscale			•	New York			Chicago	-
9/12/2020	-48.1%	-68.9%	-72.0%	-55.9%	-41.3%	-25.7%		-36.5%		-80.9%	-47.0%	-78.9%	-76.7%
9/19/2020	-51.6%	-73.9%	-75.2%	-57.3%	-41.9%	-28.0%	-15.7%	-43.1%		-82.7%	-54.1%	-78.6%	-75.7%
9/26/2020	-51.7%	-74.9%	-74.6%	-57.4%	-41.3%	-27.6%	-15.9%	-43.4%		-80.3%	-52.2%	-77.2%	-71.8%
10/3/2020	-48.1%	-69.4%	-72.4%	-53.7%	-38.5%	-26.1%	-15.6%	-39.5%	-79.1%	-77.1%	-49.8%	-72.4%	-68.8%
10/10/2020	-47.5%	-68.6%	-70.8%	-53.2%	-38.7%	-26.2%	-17.4%	-38.4%	-78.7%	-75.4%	-52.0%	-76.0%	-70.1%
10/17/2020	-50.3%	-72.3%	-72.7%	-55.6%	-39.8%	-27.0%	-17.8%	-41.8%	-82.3%	-78.1%	-56.9%	-78.5%	-78.1%
10/24/2020	-51.8%	-73.8%	-74.1%	-56.6%	-41.2%	-26.9%	-15.4%	-43.5%	-81.2%	-80.5%	-60.4%	-79.0%	-77.2%
10/31/2020	-48.4%	-73.0%	-72.1%	-52.5%	-37.1%	-23.7%	-12.8%	-41.0%	-78.9%	-76.8%	-56.5%	-74.2%	-68.9%
11/7/2020	-55.8%	-76.7%	-76.7%	-60.3%	-44.3%	-28.6%	-16.0%	-50.5%	-82.3%	-81.5%	-65.1%	-76.6%	-75.3%
11/14/2020	-52.0%	-74.8%	-74.4%	-56.6%	-40.5%	-24.0%	-11.7%	-44.4%	-79.6%	-79.2%	-59.8%	-78.9%	-70.2%
	Demand bu	mp post-Ele	ection Week		Econor		ale led the in ive basis)	dustry (on a	LA			arkets (on a re mely negative	
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%
2Q18	4.0%	4.9%	3.4%	2.8%	3.0%	4.1%	3.1%	4.6%	4.2%	-1.2%	0.6%	4.0%	3.1%
3Q18	1.7%	3.3%	1.9%	0.8%	-0.5%	0.1%	1.8%	2.2%	0.7%	2.8%	1.3%	7.5%	-3.4%
4Q18	2.4%	3.0%	1.1%	0.0%	0.5%	1.3%	2.9%	4.9%	3.5%	12.2%	3.0%	2.8%	-3.4%
1Q19	1.5%	-0.7%	1.2%	-0.5%	0.4%	-0.1%	1.9%	3.1%	-7.1%	-2.1%	-1.7%	-4.5%	-2.4%
2Q19	1.1%	1.1%	0.5%	-0.4%	0.0%	-0.7%	1.7%	2.4%	-1.8%	4.5%	1.6%	-0.1%	-1.5%
3Q19	0.7%	1.3%	1.1%	-0.5%	-0.1%	-1.0%		1.6%		-0.4%	-0.2%	-2.2%	4.5%
4Q19	0.7%	3.6%	1.0%	-0.6%	-1.0%	-2.7%	-1.5%	2.3%		-11.6%	1.1%		5.2%
1Q20	-19.3%	-21.4%	-23.1%	-20.8%	-19.1%	-16.8%	-11.2%	-16.7%		-24.5%	-19.3%	-21.0%	-23.2%
2Q20	-69.9%	-86.8%	-86.7%	-74.8%	-65.4%	-51.3%	-35.0%	-65.2%		-88.2%	-74.5%	-83.7%	-83.7%
3Q20	-48.5%	-72.0%	-71.8%	-55.2%	-41.7%	-29.7%	-19.0%	-39.0%	-77.6%	-79.1%	-58.4%	-73.4%	-68.0%
						YoY 9	% change	in ADR					

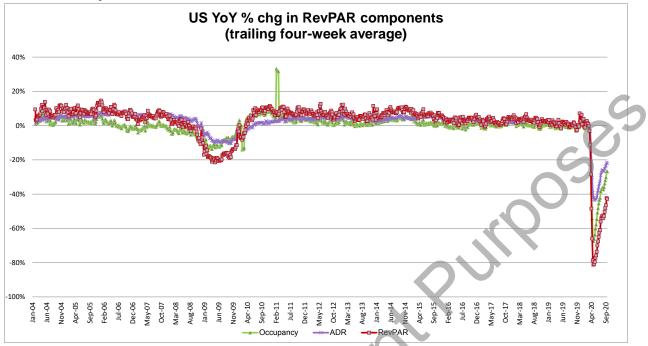
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-25.5%	-16.4%	-30.8%	-27.2%	-17.2%	-8.8%	-5.2%			-52.0%	-24.1%	-51.2%	-46.5%	
-28.9%	-21.5%	-33.7%	-28.9%	-18.8%	-10.4%	-7.1%	-22.6%	-57.6%	-54.7%	-27.9%	-49.4%	-45.9%	
-29.6%	-26.1%	-34.2%	-29.5%	-19.0%	-10.4%	-7.1%	-23.2%	-64.0%	-52.4%	-25.4%	-48.7%	-43.8%	
-26.3%	-14.6%	-30.8%	-26.6%	-17.7%	-10.2%	-6.2%	-19.5%	-52.6%	-48.6%	-23.9%	-43.0%	-40.2%	
-25.9%	-16.9%	-29.8%	-26.8%	-18.0%	-10.6%	-7.3%	-18.9%	-51.0%	-48.1%	-24.2%	-46.7%	-39.5%	
-28.3%	-22.2%	-33.1%	-28.8%	-18.7%	-10.3%	-7.2%	-21.1%	-57.2%	-51.6%	-28.1%	-50.7%	-52.1%	
-29.4%	-21.4%	-33.9%	-29.3%	-19.1%	-10.1%	-6.1%	-22.7%	-55.9%	-54.7%	-31.6%	-50.7%	-49.5%	
-27.4%	-20.4%	-31.7%	-26.3%	-17.1%	-9.6%	-5.5%	-21.2%	-52.5%	-48.7%	-30.2%	-44.5%	-39.1%	
-31.1%	-18.5%	-33.6%	-29.3%	-18.8%	-10.6%	-6.4%	-27.2%	-54.5%	-51.6%	-35.4%	-45.0%	-43.5%	
-28.6%	-17.8%	-31.5%	-27.1%	-17.4%	-9.8%	-4.5%	-22.6%	-50.3%	-49.4%	-30.8%	-49.4%	-40.3%	
						XN		•					
2.5%	4.5%	1.0%	1.7%	2.0%	3.0%	4.0%	3.1%	3.5%	-1.0%	4.0%	1.4%	-9.4%	
2.9%	3.5%	2.9%	2.4%	2.1%	2.6%		3.1%	3.7%	-0.1%	2.1%	3.3%	2.4%	
2.1%	3.3%	2.4%	1.8%	1.2%					1.9%	1.1%	6.7%	-0.8%	
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-24.1%	-12.6%	-25.6%	-24.2%	-17.3%	-11.6%	-9.4%	-16.1%	-47.7%	-47.3%	-31.6%	-43.2%	-34.5%	
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  -28.4%         -21.4%         -31.7%         -28.3%           -29.4%         -21.4%         -33.9%         -29.3%           -21.4%         -20.4%         -31.7%         -26.3%           -31.1%         -18.5%         -33.6%         -29.3%           -28.6%         1.78%         -31.5%         -27.1%           2.5%         1.5%         1.3%         2.4%         1.8%           2.1%         3.3%         2.2%         1.6%           1.1%         2.2%         2.5%         1.0%           2.1%         3.5%         2.9%         2.4%           1.1%         2.2%         1.6%         1.2%	U.S.         Luxury         Upscale         Viscale         Midscale           -25.5%         -16.4%         -30.8%         -27.2%         -17.2%           -28.9%         -21.5%         -33.7%         -28.9%         -18.8%           -29.6%         -26.1%         -30.8%         -22.95%         -19.0%           -26.3%         -26.1%         -30.8%         -26.6%         -17.7%           -25.9%         -26.9%         -33.1%         -28.8%         -18.0%           -28.3%         -22.2%         -33.1%         -28.8%         -18.7%           -29.4%         -21.4%         -33.9%         -29.3%         -19.1%           -27.4%         -20.4%         -31.7%         -29.3%         -19.1%           -27.4%         -20.4%         -31.7%         -29.3%         -18.8%           -28.6%         -17.8%         -33.6%         -29.3%         -18.8%           -28.6%         -17.8%         -31.5%         -27.1%         -17.4%           -28.6%         -17.8%         -31.5%         -27.1%         -17.4%           -28.6%         1.5%         1.0%         1.2%         2.0%           2.9%         3.5%         2.9%         1.4%	$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	U.S.LuxuryUpscaleUpscaleMidscaleMidscaleEconomypendent25.5%-16.4%-30.8% $-27.2\%$ -17.2%-8.8% $-5.2\%$ $-17.3\%$ -28.9%-21.5%-33.7%-28.9% $-10.4\%$ $-7.1\%$ $-22.6\%$ -29.6%-26.1%-34.2% $-29.5\%$ $-10.04\%$ $-7.1\%$ $-22.6\%$ -26.3% $-16.9\%$ $-30.8\%$ $-26.6\%$ $-17.7\%$ $-10.4\%$ $-7.1\%$ $-22.6\%$ -26.3% $-16.9\%$ $-30.8\%$ $-26.6\%$ $-17.7\%$ $-10.2\%$ $-6.2\%$ $-19.5\%$ -25.9% $-16.9\%$ $-29.8\%$ $-26.8\%$ $-18.7\%$ $-10.2\%$ $-6.2\%$ $-19.5\%$ -28.3% $-12.8\%$ $-28.8\%$ $-18.7\%$ $-10.2\%$ $-6.2\%$ $-19.5\%$ -29.4% $-21.4\%$ $-33.9\%$ $-29.3\%$ $-19.1\%$ $-10.3\%$ $-7.2\%$ $-21.1\%$ -29.4% $-21.4\%$ $-33.9\%$ $-29.3\%$ $-19.1\%$ $-10.6\%$ $-6.4\%$ $-27.2\%$ -31.1% $-20.4\%$ $-31.5\%$ $-27.1\%$ $-17.4\%$ $-9.6\%$ $-5.5\%$ $-21.2\%$ -31.4% $-20.5\%$ $-17.7\%$ $-10.6\%$ $-6.4\%$ $-27.2\%$ 2.5% $1.0\%$ $1.7\%$ $2.0\%$ $3.0\%$ $4.0\%$ $3.1\%$ 2.9% $3.5\%$ $2.9\%$ $2.4\%$ $2.0\%$ $2.7\%$ $3.1\%$ 2.1% $1.8\%$ $1.0\%$ $1.7\%$ $0.6\%$ $2.7\%$ 3.1.1% $-22.6\%$ $1.0\%$ $1.0\%$ $1.0\%$ $1.0\%$ 2.9% $2$	$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	U.S.Upper LuxuryUpper UpscaleInde- MidscaleInde- EconomyNew YorkBostonLAChicago-25.5%-16.4%-30.8%-27.2%-17.2%-8.8%-5.2%-17.3%-53.6%52.0%-24.1%-51.2%-28.9%-21.5%-33.7%-28.9%-18.8%-10.4%-7.1%-22.6%-57.6%-54.7%-27.9%-49.4%-26.6%-26.1%-34.2%-29.5%-10.0%-7.1%-23.2%64.0%52.4%-25.4%48.7%-26.3%-14.6%-30.8%-26.6%-17.7%-10.2%-6.2%-19.5%-52.6%-48.6%-23.9%-43.0%-26.3%-14.6%-30.8%-26.8%-18.0%-10.6%-7.3%-18.9%51.0%-48.1%-24.2%40.7%-28.3%-22.2%-33.1%-28.8%-18.7%-10.3%-7.2%-21.1%-57.2%-51.6%-28.1%-50.7%-28.4%-21.4%-33.8%-29.3%-18.7%-10.6%-5.5%-21.2%-52.5%48.7%-30.2%44.5%-21.4%-33.6%-29.3%-18.8%-10.6%-5.5%-21.2%-52.5%48.7%-30.2%44.5%-21.4%-23.9%-18.8%-10.6%-5.4%-27.2%-54.5%45.7%-31.6%45.0%-24.4%-30.8%-27.1%-17.4%-9.8%4.5%22.6%-50.3%-49.4%-30.8%49.4%-25.6%1.0%1.7%2.0%3.	

						YoY % cł	nange in C	Occupand	y				
_	U.S.	Luxury	Upper Upscale	Upscale	Upper Midscale	Midscale	Economy	Inde- pendent	New York	Boston	LA	Chicago	DC
9/12/2020	-30.2%	-62.7%	-59.5%	-39.4%	-29.1%	-18.5%	-7.8%	-23.3%	-58.4%	-60.3%	-30.2%	-56.8%	-56.4%
9/19/2020	-31.9%	-66.8%	-62.5%	-40.0%	-28.4%	-19.7%	-9.3%	-26.5%	-60.3%	-61.8%	-36.4%	-57.7%	-55.1%
9/26/2020	-31.5%	-66.0%	-61.4%	-39.6%	-27.6%	-19.2%	-9.5%	-26.3%	-59.6%	-58.7%	-35.9%	-55.4%	-49.9%
10/3/2020	-29.6%	-64.2%	-60.2%	-36.9%	-25.3%	-17.7%	-10.0%	-24.8%	-55.9%	-55.5%	-34.0%	-51.5%	-47.9%
10/10/2020	-29.2%	-62.2%	-58.4%	-36.1%	-25.3%	-17.5%	-11.0%	-24.0%	-56.6%	-52.6%	-36.6%	-54.9%	-50.5%
10/17/2020	-30.7%	-64.4%	-59.2%	-37.6%	-26.0%	-18.6%	-11.5%	-26.2%	-58.8%	-54.8%	-40.0%	-56.4%	-54.4%
10/24/2020	-31.7%	-66.7%	-60.9%	-38.6%	-27.3%	-18.6%	-9.9%	-26.9%	-57.2%	-57.0%	-42.1%	-57.4%	-54.7%
10/31/2020	-29.0%	-66.1%	-59.1%	-35.6%	-24.1%	-15.5%	-7.7%	-25.1%	-55.6%	-54.8%	-37.8%	-53.5%	-49.0%
11/7/2020	-35.9%	-71.4%	-64.8%	-43.8%	-31.4%	-20.1%	-10.2%	-32.0%	-61.1%	-61.7%	-46.0%	-57.4%	-56.2%
11/14/2020	-32.7%	-69.4%	-62.7%	-40.6%	-27.9%	-15.7%	-7.5%	-28.2%	-58.9%	-58.9%	-41.9%	-58.2%	-50.1%
		•							•				
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%
2Q18	1.1%	1.3%	0.5%	0.4%	0.9%	1.5%	0.4%	1.5%	0.5%	-1.1%	-1.4%	0.7%	0.79
3Q18	-0.4%	0.0%	-0.5%	-1.0%	-1.7%	-1.1%	0.5%	0.3%	-0.5%	0.9%	0.2%	0.7%	-2.6%
4Q18	0.4%	-0.7%	-1.1%	-1.6%		0.4%	2.3%	1.9%		6.3%	1.6%	0.6%	-1.39
1Q19	0.4%	-2.8%	-1.3%	-1.4%		0.0%	2.3%	2.1%		-2.8%	-0.7%	-2.2%	-3.89
2Q19	-0.1%	-1.4%	-0.9%	-1.0%		-0.6%	1.1%	0.7%		1.3%	0.8%	1.7%	-1.79
3Q19	-0.1%	-0.2%	-0.2%	-0.7%		-0.5%		0.0%		-1.4%	0.1%	0.6%	0.49
4Q19	-0.1%	1.2%	0.4%	-0.2%		-1.7%	-0.4%	0.4%		-6.5%	0.8%	1.5%	1.39
1Q20	-15.9%	-22.6%	-21.9%	-18.4%		-13.6%	-7.7%	-14.8%		-19.5%	-17.1%	-18.8%	-17.69
2Q20	-52.1%	-83.0%	-79.8%	-64.0%		-41.3%	-23.9%	-46.6%		-72.7%	-57.1%	-64.7%	-68.29
3Q20	-32.2%	-68.0%	-62.2%	-40.9%	-29.5%	-20.5%	-10.6%	-27.3%	-57.3%	-60.3%	-39.1%	-53.1%	-51.29

Source: STR data, Truist Securities research

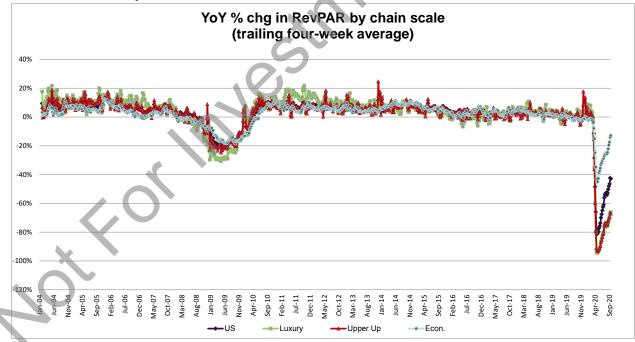


# **RevPAR Component Trends**



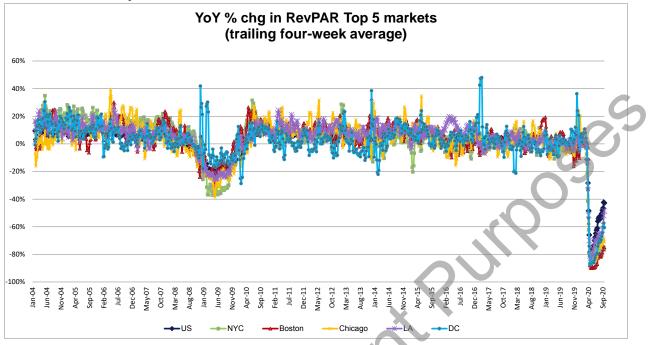
Source: STR data, Truist Securities research

#### **RevPAR Trends by Chain Scale**



Source: STR data, Truist Securities research

# **RevPAR Trends by Market**



Nestin

KFON

Source: STR data, Truist Securities research

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#### Price Target/Risks Summary

Lodging	TKR	Price 11/17/20	Rating	PT*	% upside down- side	2021E Valuation EBITDA (\$M)* **	2022E Valuation EBITDA (\$M)* **	2021E As Reported EBITDA (\$M)*	2022E As Reported EBITDA (\$M)*	Target EV/EBITDA Multiple	Risks Note: COVID-19 represents a material risk to our entire coverage especially related to the length/severity of the demand shock.
											Upside risk: Accelerating tour flow, FCF generation and declining consumer
											defaults. Downside risk: 3rd party induced defaults worsen. Middle market
Bluegreen Vacations	BXG	\$6.05	Hold	\$7	23%	\$92	\$100	\$92	\$100	6.0X	customers underperform.
<b>.</b>	<b></b>										Upside risk: conservative growth of new brands.
Choice Hotels	CHH	\$102.31	Hold	\$92	-10%	\$359	\$412	\$359	\$412	404.0X	Downside risk: slowdown in development opportunities.
											Upside risk: faster demand improvement in corporate travel than expected.
											Brand changes (e.g. Vail) lead to material EBITDA improvement. Leisure hotels
DiamondRock Hospitality	DRH	\$7.21	Sell	\$5	-31%	\$51	\$161	\$38	\$183	11.5X	hold/improve on RevPAR and margins despite the challenging macro.
											- How we we have a second state of the second
				005	100/			01 500	00 170		Upside risk: Macro lodging trends improve beyond expectations. Faster than
Hilton	HLI	\$103.34	Hold	\$85	-18%	\$1,494	\$2,092	\$1,568	\$2,173	14.9X	expected net unit growth. Downside risk: slowing pipeline. Deep 2022 recession
											Downside risk: Disruption in a major market (HGV more concentrated than peers), issues with Japanese customer (HGV more exposed than peers).
Hilton Grand Vacations		***		005	100/	0017	00.40		0077	9.4X	
Hilton Grand Vacations	HGV	\$27.98	Buy	\$25	-12%	\$247	\$342	\$263	\$377	9.4X	difficulty sourcing additional fee-for-service inventory deals
Host Hotels & Resorts	HST	64444	Sell	\$9	-36%	\$242	\$802	\$242	6000	12.0X	Upside risk: faster demand improvement in corporate travel than expected.
HOST HOTELS & RESULTS	131	\$14.14	Sell	\$9	-30%	\$242	\$0U2	\$242	\$802	12.0A	Dispositions at higher multiple than expected (incl. NYC).
											Upside risk: Transient and group trends outperform expectations, particularly for owned hotels. Material disposition of owned hotels. Faster than expected
Hvatt Hotels	н	\$70.41	Sell	\$48	-32%	\$119	\$485	\$145	\$514	13.4X	improvement in net rooms growth.
nyali noleis	n	\$70.41	Sell	\$40	-32%	\$119	\$ <del>4</del> 60	\$145	\$514	13.4A	Upside risk: Macro lodging trends improve beyond expectations. Faster than
											expected net unit growth. Disposition of owned hotels at attractive pricing.
Marriott International	MAD	\$122.78	Hold	\$99	-19%	\$1.702	\$2.743	\$2.015	\$3.066	14.9X	Downside risk: slowing pipeline. Deep 2022 recession.
Marriott Vacations		\$122.78	Buy	\$120	-19%	\$576	\$687	\$604	\$715	9.5X	Downside risk: M&A story fades and multiples revert to historical levels
variou vacations	VAC	\$127.03	Buy	\$120	-0%	\$5/0	3007	\$004	\$/15	9.57	Upside risk: faster demand improvement in corporate travel than expected.
											Dispositions at higher multiple than expected. CHSP revenue and asset
Park Hotels & Resorts	PK	\$15.01	Sell	\$8	-47%	\$70	\$560	\$82	\$572	12.0X	management strategies lead to faster than expected EBITDA gains.
Faik Hotels & Results	FK	\$10.01	Jell	<i>4</i> 0	-47 /0	\$70	\$000	<i>4</i> 02	\$37Z	12.0A	Upside Risks: Material near-term incremental EBITDA from Legacy LHO assets.
											Downside Risks: Planned asset sales do not materialize as expected and/or at
											lower-than-expected pricing. Incremental EBITDA from major CapEx investments
											take longer than anticipated, resulting in multiple contraction. Very slow recovery
Pebblebrook Hotel Trust***	PEB	\$18.77	Hold	\$11	-41%	\$59	\$296	\$59	\$296	14.5X	in San Francisco.
	1 20	¢10.11	Tiola	ψΠ	1170	<i>400</i>	<b>\$200</b>	400	\$200	11.07	Upside risk: quicker recovery post-COVID, Cap Cana group strength/rate growth
											in the D.R. Downside risk: demand shock, hurricanes, slow ramp up of Cap
Playa Hotels & Resorts	PI YA	\$4.02	Hold	\$3	-25%	\$26	\$160	\$34	\$168	9.5X	Cana, country-specific risks (emerging market portfolio)
				+-				+			Upside risk: RevPAR reaccelerates faster than expected, leading to estimate
											revisions and multiple expansion. Wyndham hotels are repositioned earlier in the
											2022 valuation period and incremental EBITDA is more material than our
											expectations. Downside risk: Lower customer demand/operational inefficiencies
RLJ Lodaina Trust***	RLJ	\$12.49	Hold	\$8	-36%	\$105	\$297	\$117	\$309	11.5X	for select-service hotels.
			,	,-							Upside risk: recovering group and Entertainment demand faster than expected,
Ryman Hospitality Properties	RHP	\$60.03	Sell	\$23	-62%	\$108	\$296	\$135	\$324	12.0X	better margin recovery.
,,,,,											Upside risk: faster demand improvement in corporate travel than expected.
Sunstone Hotel Investors	SHO	\$10.71	Sell	\$6	-44%	\$111	\$194	\$111	\$194	11.5X	Renovations lead to faster than expected EBITDA improvements.
											Downside risk: Economic conditions, competition for vacation and ski dollars,
/ail Resorts, Inc.	MTN	\$268.38	Buy	\$243	-9%	\$765	\$765	\$811	\$811	14.5X	stagnant skier visitation, an aging customer, and climate change.
			.,								Downside risk: The timeshare business is especially vulnerable to economic
Wyndham Destinations	WYND	\$43.48	Buy	\$41	-7%	\$681	\$738	\$709	\$766	7.3X	softness. There are potential execution risks post the spin off.
			.,							-	Downside risk: Slowdown in development opportunities. La Quinta synergies
Wyndham Hotels & Resorts	WH	\$55.69	Buy	\$51	-8%	\$402	\$529	\$422	\$551	13.0X	below expectations.

\*\* Valuation EBITDA excludes select items for specific companies including stock-based compensation.
\*\*\* Covered by Gregory J. Miller - gregory j.miller@truist.com

Source: FactSet, Truist Securities research

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# **Companies Mentioned in This Note**

Bluegreen Vacations Corporation (BXG, \$6.05, Hold, C. Patrick Scholes) Choice Hotels International, Inc. (CHH, \$102.31, Hold, C. Patrick Scholes) DiamondRock Hospitality Company (DRH, \$7.21, Sell, C. Patrick Scholes) Hyatt Hotels Corporation (H, \$70.41, Sell, C. Patrick Scholes) Hilton Grand Vacations Inc. (HGV, \$27.98, Buy, C. Patrick Scholes) Hilton Worldwide Holdings Inc. (HLT, \$103.34, Hold, C. Patrick Scholes) Host Hotels & Resorts, Inc. (HST, \$14.14, Sell, C. Patrick Scholes) Marriott International, Inc. (MAR, \$122.78, Hold, C. Patrick Scholes) Vail Resorts, Inc. (MTN, \$268.38, Buy, C. Patrick Scholes) Pebblebrook Hotel Trust (PEB, \$18.77, Hold, Gregory Miller) Park Hotels & Resorts Inc. (PK, \$15.01, Sell, C. Patrick Scholes) Playa Hotels & Resorts N.V. (PLYA, \$4.02, Hold, C. Patrick Scholes) Ryman Hospitality Properties, Inc. (RHP, \$60.03, Sell, C. Patrick Scholes) RLJ Lodging Trust (RLJ, \$12.49, Hold, Gregory Miller) Sunstone Hotel Investors, Inc. (SHO, \$10.71, Sell, C. Patrick Scholes) Marriott Vacations Worldwide Corporation (VAC, \$127.83, Buy, C. Patrick Scholes) Wyndham Hotels & Resorts, Inc. (WH, \$55.69, Buy, C. Patrick Scholes) Wyndham Destinations, Inc. (WYND, \$43.48, Buy, C. Patrick Scholes)

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I, Gregory J. Miller, 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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