

Lodging

Lodging: US RevPAR +87.9% Y/Y Last Week; 2yr -3.6% vs. Prior +0.1%; inconclusive on Delta impact

If there is some Delta impact, it's pretty small so far

What's Incremental To Our View

Overall U.S. RevPAR was +87.9% y/y for the week ending 8/7/2021, per STR, softer than the prior week's result of +102.9%. Last week's RevPAR was up against a -49.4% comparable result in 2020 vs. -51.1% in the prior week's 2-year run-rate. On a 2-year run-rate, RevPAR was -3.6% vs.+0.1% in the prior week's 2-year run-rate.

The 2020 comp included impact from Tropical Storm/Hurricane Isaias (Eastern Seaboard).

While we see slight sequential occupancy declines versus mid July (see running 28 data below with 100-300 bps sequentially lower results across the chain scales), we are hard-pressed at this time to say there is a definitive Delta variant impact. Weekend occupancy was still in the mid to upper 70s% and we do not see any major ADR downturns in the weekly data. That said, with music concerts and consumer trade shows starting to cancel across the U.S., we think a demand impact is forthcoming.

Group occupancy remains sequentially flattish (see below) which suggests **no major rise in large groups/conventions** even in off-peak August, a widely held industry view today.

Note that the y/y comparison is somewhat noisy due to the impact of Tropical Storm/Hurricane Isaias along the East Coast.

Major RevPAR statistics presented below:

- Luxury RevPAR: +222.2% y/y and -8.8% over 2 years
- Upper Upscale RevPAR: +169.8% y/y and -23.5% over 2 years;
- Upscale RevPAR: +93.1% y/y and -12.6% over 2 years;
- Upper Midscale RevPAR: +74.6% y/y and +1.7% over 2 years;
- Midscale RevPAR +58.3% y/y and +10.4% over 2 years;
- Economy RevPAR: +41.0% y/y and +12.7% over 2 years;
- Independent hotels (~ 1/3rd of the data set) RevPAR: +76.8% y/y and +5.2% over 2 years; and
- Within Upper Upscale & Luxury class hotels:
 - Group: +225.0% y/y vs. +276.6% prior week; over 2 years: -42.6% vs -44.5% prior week.
 - Transient: +129.0% y/y vs. +150.6% prior week; over 2 years: -2.6% vs +4.2% prior week.

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What's Inside

Weekly STR results and analysis

Last week's RevPAR details and sequential trends:

- Headline RevPAR was +87.9% y/y vs. the running 28-day average of +102.4% y/y.
- Occupancy: absolute occupancy was 68.0% y/y vs. the running 28-day average of 70.1% y/y.
- Open/closed hotels: Per STR, 1.2% of the hotel supply was closed (vs. 1.3% last 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.
- Absolute Group occupancy remains light and driven in our view partly from summer leisure group such as wedding demand: 12.4% last week vs. 12.6% for the running 28 days.

As far as stocks, we reiterate the companies relatively best positioned here in our coverage universe are the drive-to leisure-centric C-Corps CHH and WH, RLJ for the value-play business traveler in the early corporate demand recovery, and the timeshare companies, HGV, VAC, and TNL (formerly WYND). WH, RLJ, HGV, VAC, and TNL are the only names we believe we can still get material upside based on our 2023 estimates, hence our Buy ratings. CHH is rated Hold.

While a widely distributed vaccine is a game changer, our best guess for the return of the business traveler for RevPAR
modeling purposes is not until at least 3Q21. That said, we continue to envision large corporations being extremely cautious
in sending their employees out to travel, unless it is for essential purposes.

While the broader economy may have a U-shaped recovery, we believe hotel operating performance will take substantially longer to recover and be much choppier and vary by segmentation and geography. Additionally, we believe work from home will have a short-to-medium impact on hotel demand, though the longer-term impact is still unknown. While some travel industry leaders, news reporters, and businesspeople have predicted that 35-50% of business travel will be permanently lost, our view is that it will be far less than 35-50% though it will not be zero either (Hospitality Net).

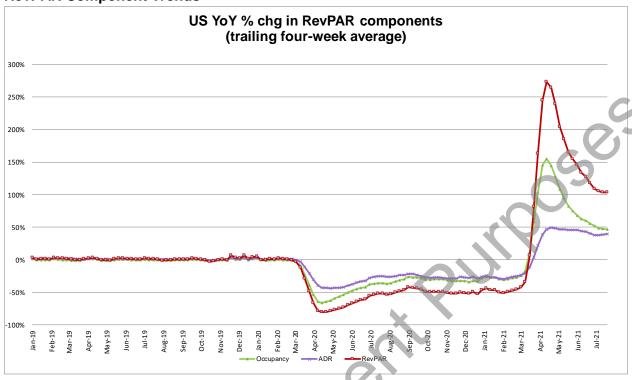
• Good news for the hotel REITS is that unlike the 2008-2009 downturn where many issued significant dilutive equity, that has not been the case (so far) this downturn. We believe such equity issuance was a major reason why most hotel REITS were never able to get back to their pre-2008 prices. However, we do not see such a headwind today -- with the potential for some permanent incremental costs savings (+100-300bps) being the consensus range by some Lodging REITS, we think most hotel REITS have the potential to eventually get back to or possibly exceed their pre-Covid prices.

(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).

Weekly RevPAR Summary

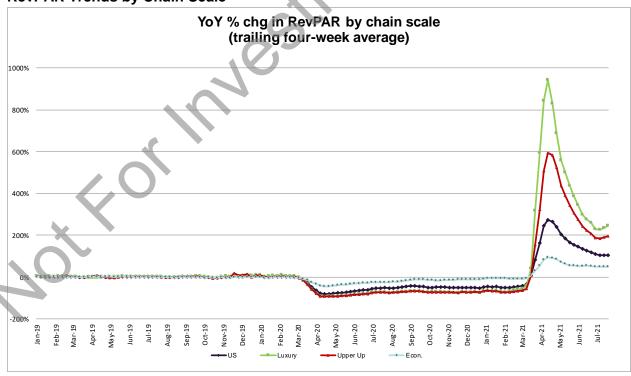
						YoY % c	hange in	RevPAF	₹				
	U.S.	Luxury	Upper Upscale	Upscale	Upper Midscale	Midscale	Economy	Inde- pendent	New York		LA	Chicago	DC
7/3/2021	88.9%	174.7%	157.3%	103.4%	83.9%	58.3%	41.3%	76.5%	115.8%	171.6%	129.9%	108.9%	85.5%
7/10/2021	107.6%	258.6%	200.0%	110.5%	88.6%	70.1%	49.5%	105.4%	150.3%	205.6%	141.2%	162.8%	91.1%
7/17/2021	108.7%	272.5%	209.0%	118.9%	94.1%	70.5%	51.2%	97.4%	174.5%	201.4%	147.1%	151.1%	108.6%
7/24/2021	110.0%	274.9%	211.5%	119.4%	95.6%	73.7%	51.4%	97.5%	188.3%	222.4%	156.6%	155.0%	100.7%
7/31/2021	102.9%	256.8%	198.1%	113.1%	89.6%	69.4%	48.6%	88.7%	179.2%	233.5%	153.8%	215.7%	92.7%
8/7/2021	87.9%	222.2%	169.8%	93.1%	74.6%	58.3%	41.0%	76.8%	140.3%	211.8%	124.8%	172.3%	109.4%
	Inconcl	usive Delta	impact		Luxury	and Upper I	Jpscale led t	he industry	В	oston and Cl	hicago led th	ne Top 5 mari	kets
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 3Q19	1.1% 0.7%	1.1% 1.3%	0.5% 1.1%	-0.4% -0.5%	0.0% -0.1%	-0.7% -1.0%	1.7% -0.9%	2.4% 1.6%	-1.8% -2.2%	4.5% -0.4%	1.6% -0.2%	-0.1% -2.2%	-1.5% 4.5%
4Q19	0.7%	3.6%	1.1%	-0.5%	-1.0%	-1.0%	-0.9%	2.3%	-2.2% -4.1%	-11.6%	1.1%	-2.2%	5.2%
1Q20	-19.3%	-21.4%	-23.1%	-20.8%	-19.1%	-16.8%	-11.2%	-16.7%	-28.0%	-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%	-76.9%	-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%
4Q20	-50.6%	-71.4%	-72.4%	-55.5%	-40.6%	-26.3%	-14.5%	-43.5%	-81.0%	-76.1%	-59.3%	-75.4%	-71.4%
1Q21	-27.7%	-42.7%	-54.4%	-34.3%	-17.4%	-5.9%	4.1%	-18.0%	-48.4%	-56.7%	-45.3%	-45.0%	-43.5%
2Q21	160.4%	391.1%	305.3%	173.3%	150.1%	100.7%	61.1%	162.0%	73.8%	192.1%	166.4%	158.3%	126.2%
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			Upper		Upper			Inde-	1				
	U.S.	Luxury		Upscale		Midscale	Economy		New York	Boston	LA	Chicago	DC
7/3/2021	32.4%	29.8%	23.6%	23.4%	24.0%	20.6%	19.6%	30.0%	47.9%	39.8%	43.7%	42.1%	22.7%
7/10/2021	42.2%	38.4%	33.5%	28.7%	29.7%	27.6%	24.9%	44.0%	57.0%	47.2%	49.7%	56.2%	26.8%
7/17/2021	40.1%	34.6%	32.7%	29.4%	29.6%	26.0%	24.3%	38.8%	61.7%	45.7%	52.2%	52.0%	28.6%
7/24/2021	41.8%	38.3%	34.0%	31.3%	31.7%	27.8%	25.7%	40.0%	62.1%	53.6%	55.7%	52.5%	28.9%
7/31/2021	42.0%	37.8%	36.5%	32.4%	32.4%	28.0%	25.5%	39.5%	60.4%	58.9%	59.9%	73.1%	27.5%
8/7/2021	38.4%	35.7%	36.4%	30.0%	29.1%	25.0%	22.5%	36.4%	55.2%	55.9%	52.6%	59.7%	30.6%
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1Q18	2.5%	4.5%	1.0%	1.7%	2.0%	3.0%	4.0%			-1.0%	4.0%	1.4%	-9.4%
2Q18	2.9%	3.5%	2.9%	2.4%	2.1%	2.6%	2.7%	3.1%	3.7%	-0.1%	2.1%	3.3%	2.4%
3Q18 4Q18	2.1% 2.0%	3.3%	2.4%	1.8%	1.2% 1.1%	1.3% 0.9%	1.2%	1.9% 2.9%	1.2% 3.4%	1.9%	1.1% 1.4%	6.7% 2.2%	-0.8%
1Q19	1.1%	3.7% 2.2%	2.2%	1.6% 1.0%	0.8%	-0.2%	-0.3%	1.0%	-3.8%	5.6% 0.7%	-1.0%	-2.4%	-2.1% 1.5%
2Q19	1.2%	2.5%	1.4%	0.6%	0.7%	-0.2%	0.6%	1.7%	-1.0%	3.2%	0.8%	-1.7%	0.2%
3Q19	0.8%	1.5%	1.3%	0.2%	-0.1%	-0.5%	-0.5%	1.6%	-1.9%	0.9%	-0.2%	-2.8%	4.0%
4Q19	0.7%	2.4%	0.6%	-0.4%	-0.3%	-1.0%	-1.0%	1.9%	-3.7%	-5.5%	0.3%	-2.2%	3.9%
1Q20	-4.0%	1.6%	-1.4%	-2.9%	-3.1%	-3.8%	-3.8%	-2.3%	-8.6%	-6.2%	-2.7%	-2.6%	-6.8%
2Q20	-37.1%	-22.0%	-34.0%		-23.1%	-17.1%	-14.6%	-34.8%	-52.3%	-56.9%	-40.5%	-53.7%	-48.8%
3Q20 4Q20	-24.1% -27.2%	-12.6% -11.1%	-25.6% -29.0%	-24.2% -26.9%	-17.3% -17.8%	-11.6% -10.4%	-9.4% -5.9%	-16.1% -20.9%	-47.7% -54.1%	-47.3% -45.5%	-31.6% -29.2%	-43.2% -44.8%	-34.5% -40.7%
1Q21	-19.6%	3.4%	-23.4%	-23.0%	-14.2%	-6.3%	-1.5%	-12.1%	-28.3%	-32.7%	-29.7%	-25.7%	-27.9%
2Q21	43.2%	37.8%	30.6%	21.3%	23.1%	20.4%	18.6%	52.6%		38.0%	42.5%	46.1%	23.1%
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_						oY % ch	ange in C		су				
	U.S.	Luxury	Upper Upscale	Unacala	Upper	Midooolo	Economy	Inde-	Now York	Besten	LA	Chicago	DC
7/3/2021	42.7%		108.1%	Upscale 64.8%	48.3%	31.3%	18.1%	35.8%	46.0%	Boston 94.2%	60.0%	Chicago 47.0%	51.2%
7/10/2021		159.0%	124.7%	63.5%	45.4%	33.3%	19.7%	42.7%	59.5%	107.6%	61.1%	68.3%	50.7%
7/17/2021	48.9%		132.8%	69.2%	49.7%	35.3%	21.6%	42.7 %	ì	106.8%	62.4%	65.2%	62.2%
7/24/2021	48.1%	171.1%	132.4%	67.1%	48.5%	35.9%	20.5%	41.1%		109.8%	64.8%	67.2%	55.7%
7/31/2021	42.9%	158.9%	118.3%	60.9%	43.3%	32.4%	18.4%	35.3%		109.9%	58.7%	82.4%	51.1%
8/7/2021	35.7%	137.5%	97.8%	48.5%	35.3%	26.7%	15.1%	29.6%	54.9%	99.9%	47.3%	70.5%	60.3%
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%	0.7%
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%	-0.6%	0.4%	2.3%	1.9%	0.1%	6.3%	1.6%	0.6%	-1.3%
1Q19	0.4%	-2.8% -1.4%	-1.3%	-1.4% -1.0%	-0.5% -0.7%	0.0%	2.3%	2.1%		-2.8% 1.3%	-0.7%	-2.2% 1.7%	-3.8% -1.7%
2Q19 3Q19	-0.1% -0.1%	-1.4% -0.2%	-0.9% -0.2%	-1.0% -0.7%	-0.7% 0.0%	-0.6% -0.5%	1.1% -0.4%	0.7% 0.0%	-0.7% -0.3%	1.3% -1.4%	0.8% 0.1%	1.7% 0.6%	-1.7% 0.4%
4Q19	-0.1%	1.2%	0.4%	-0.7 %	-0.8%	-1.7%	-0.4%	0.0%	-0.3%	-6.5%	0.1%	1.5%	1.3%
1Q20	-15.9%	-22.6%	-21.9%	-18.4%	-16.5%	-13.6%	-7.7%	-14.8%	-21.3%	-19.5%	-17.1%	-18.8%	-17.6%
2Q20	-52.1%	-83.0%	-79.8%	-64.0%	-55.1%	-41.3%	-23.9%	-46.6%	-51.5%	-72.7%	-57.1%	-64.7%	-68.2%
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%	-51.2%
4Q20	-32.1%	-67.8%	-61.2%	-39.1%	-27.8%	-17.8%	-9.1%	-28.5%	-58.7%	-56.2%	-42.5%	-55.5%	-51.7%
1Q21	-10.1%	-44.6%	-40.5%	-14.7%	-3.8%	0.5%	5.6%	-6.7% 71.7%		-35.6%	-22.2%	-26.0%	-21.6%
2Q21	81.9%	256.5%	210.5%	125.3%	103.2%	66.7%	35.9%	71.7%	30.2%	111.7%	86.9%	76.8%	83.8%

RevPAR Component Trends

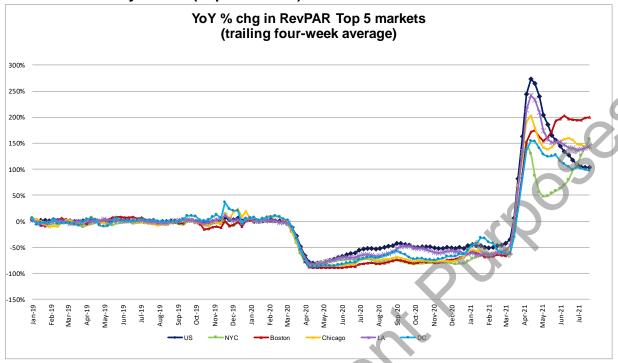


Source: STR data, Truist Securities research

RevPAR Trends by Chain Scale

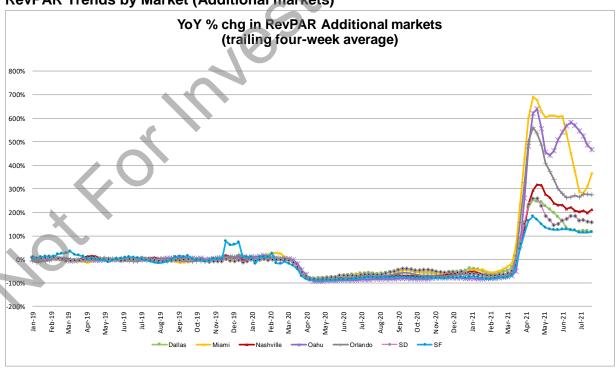


RevPAR Trends by Market (Top 5 markets)

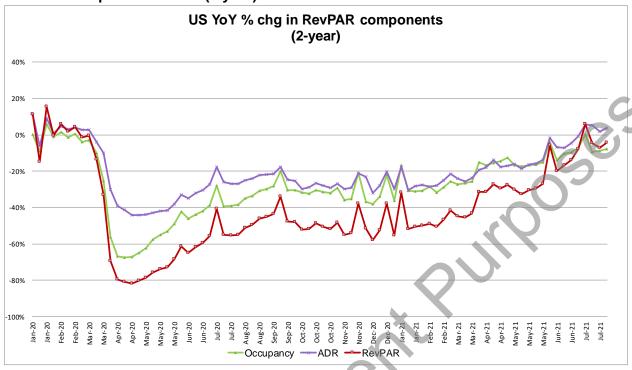


Source: STR data, Truist Securities research

RevPAR Trends by Market (Additional markets)

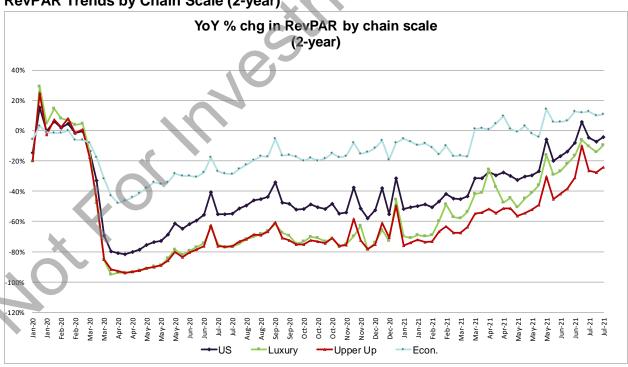


RevPAR Component Trends (2-year)

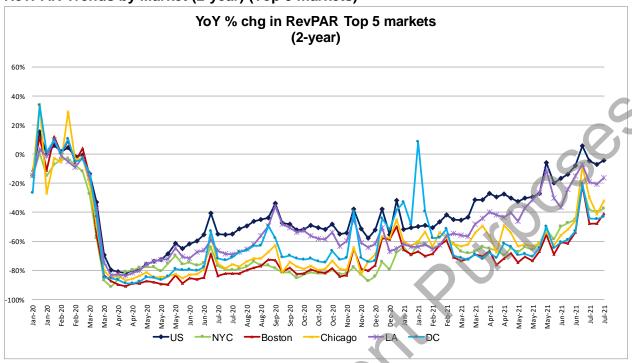


Source: STR data, Truist Securities research

RevPAR Trends by Chain Scale (2-year)

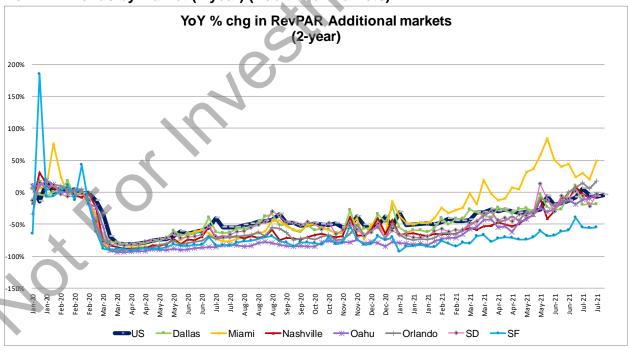


RevPAR Trends by Market (2-year) (Top 5 markets)



Source: STR data, Truist Securities research

RevPAR Trends by Market (2-year) (Additional markets)





Price Target/Risks Summary

Lodging	TKR	Price 8/10/21	Rating	PT*	% upside/ down- side	2021E Valuation EBITDA (\$M)* **	2022E Valuation EBITDA (\$M)* **	2023E Valuation EBITDA (\$M)* **	2021E As Reported/ Consensus EBITDA (\$M)*	2022E As Reported/ Consensus EBITDA (\$M)*	2023E As Reported/ Consensus 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 domand shock.
Choice Hotels	CHH	\$119.78	Hold	\$107	-11%	\$333	\$402	\$474	\$337	\$410	\$482	15.0X	Upside risk: conservative growth of new brands. Downside risk: slowdown in development opportunities.
DiamondRock Hospitality	DRH	\$8.78	Sell	\$8	-9%	\$32	\$137	\$222	\$33	\$138	\$222	12.0X	Upside risk: faster demand improvement in corporate travel than expected. Brand changes (e.g. Vail) lead to material EBITDA improvement. Leistire hotels hold/improve on RevPAR and margins despite the challenging macro. Upside risk: Macro lodging trends improve beyond expectations. Faster thr
Hilton	HLT	\$126.35	Hold	\$127	1%	\$1,422	\$2,225	\$2,729	\$1,554	\$2,357	\$2,868	15.9X	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 Host Hotels & Resorts	HGV	\$42.24 \$16.20	Buy	\$54 \$15	-7%	\$304 \$143	\$436 \$747	\$519 \$1,284	\$333 \$143	\$467 \$747	\$552 \$1,284	10.2X 12.5X	difficulty sourcing additional fee-for-service inventory deals Upside risk: faster demand improvement in corporate travel than expected Dispositions at higher multiple than expected (incl. NYC).
nost noteis a resons	1101	\$10.20	Jeii	\$15	-776	\$145	5141	\$1,204	\$140	\$141	\$1,204	12.57	Upside risk: Transient and group trends outperform expectations, particular for owned hotels. Material disposition of owned hotels. Faster than expect
Hyatt Hotels	Н	\$74.56	Sell	\$67	-10%	\$95	\$498	\$672	\$135	\$541	\$720	13.5X	improvement in net rooms growth. Upside risk: Macro lodging trends improve beyond expectations. Faster that expected net unit growth. Disposition of gymed hotels at attractive pricing
Marriott International Marriott Vacations	MAR VAC	\$137.99 \$144.26	Hold Buy	\$146 \$198	6% 38%	\$1,818 \$555	\$2,888 \$842	\$3,522 \$933	\$196 \$605	\$202 \$890	\$212 \$981	15.9X 10.4X	Downside risk: slowing pipeline. Deep 2022 recession. Downside risk: M&A story fades and multiples revert to historical levels
Park Hotels & Resorts	PK	\$18.64	Sell	\$18	-3%	-\$21	\$387	\$738	-\$6	\$403	\$754	12.5X	Upside risk: faster demand improvement in corporate travel than expected Dispositions at higher multiple than expected. CHSP revenue and asset management strategies lead to faster than expected EBITDA gains. Upside Risks: Material near-term incremental EBITDA from Legacy LHO
Pebblebrook Hotel Trust***	PEB	\$21.81	Hold	\$24	10%	\$61	\$291	\$420	\$61	\$291	\$420	14.5X	assets. Downside Risks: Incremental EBITDA from major CapEx investme take longer than anticipated, contributing to multiple contraction. Very slo recovery in San Francisco.
Plava Hotels & Resorts	PLYA	\$6.91	Hold	\$6	-13%	\$27	\$172	\$205	-\$1	\$133	\$218	10.0X	Upside risk: quicker recovery post-COVID, Cap Cana group strength/rate growth in the D.R. Downside risk: demand shock, hurricanes, slow ramp up Cap Cana, country-specific risks (emerging market portfolio)
Tilly a Toloid & Toloid	1211	40.01	rioid		1070	ŲL,	VII.2	Ψ200	.	ψ100	QL10		Downside risk: Slower than expected recovery of corporate business traw post-COVID; scope/timing and/or upside from repositionings underwhelm investor expectations; labor costs are not reduced either due to increases
RLJ Lodging Trust***	RLJ	\$14.27	Buy	\$19	33%	\$73	\$296	\$430	\$84	\$308	\$442	13.0X	wages/benefits or inability to cut costs post-tech improvements Upside risk: recovering group and Entertainment demand faster than expect
Ryman Hospitality Properties	RHP	\$76.85	Sell	\$52	-32%	\$49	\$297	\$438	\$82	\$324	\$466	13.0X	better margin recovery. Upside risk: faster demand improvement in corporate travel than expected
Sunstone Hotel Investors	SHO	\$11.23	Sell	\$10	-11%	\$12	\$196	\$273	\$21	\$206	\$281	12.0X	Renovations lead to faster than expected EBITDA improvements. Downside risks: MTN is subject to prolonged weakness in general econom conditions, including adverse effects on the overall travel and leisure relate industries.
Vail Resorts, Inc.	MTN	\$303.92	Hold	\$308	1%	\$573	\$814	\$923	\$573	\$814	\$923	16.0X	Upside risks include a faster economic recovery and investors continuing to apply higher target valuation multiples. Downside risk: The timeshare business is especially vulnerable to economic
Travel + Leisure Co. Wyndham Hotels & Resorts	TNL WH	\$51.26 \$71.85	Buy Buy	\$76 \$83	48% 16%	\$733 \$503	\$899 \$592	\$982 \$692	\$733 \$532	\$899 \$622	\$982 \$724	8.5X 14.0X	softness. There are potential execution risks post the spin off. Downside risk: Slowdown in development opportunities.
* All of our Lodging price targets ar ** Valuation EBITDA excludes sele *** Covered by Gregory J. Miller - 9	ct items fo	r specific c	ompanies										

Source: FactSet, Truist Securities research

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Companies Mentioned in This Note

Choice Hotels International, Inc. (CHH, \$119.78, Hold, C. Patrick Scholes)

DiamondRock Hospitality Company (DRH, \$8.78, Sell, C. Patrick Scholes)

Hyatt Hotels Corporation (H, \$74.56, Sell, C. Patrick Scholes)

Hilton Grand Vacations Inc. (HGV, \$42.24, Buy, C. Patrick Scholes)

Hilton Worldwide Holdings Inc. (HLT, \$126.35, Hold, C. Patrick Scholes)

Host Hotels & Resorts, Inc. (HST, \$16.20, Sell, C. Patrick Scholes)

Marriott International, Inc. (MAR, \$137.99, Hold, C. Patrick Scholes)

Vail Resorts, Inc. (MTN, \$303.92, Hold, C. Patrick Scholes)

Pebblebrook Hotel Trust (PEB, \$21.81, Hold, Gregory Miller)

Park Hotels & Resorts Inc. (PK, \$18.64, Sell, C. Patrick Scholes)

Playa Hotels & Resorts N.V. (PLYA, \$6.91, Hold, C. Patrick Scholes)

Ryman Hospitality Properties, Inc. (RHP, \$76.85, Sell, C. Patrick Scholes)

RLJ Lodging Trust (RLJ, \$14.27, Buy, Gregory Miller)

Sunstone Hotel Investors, Inc. (SHO, \$11.23, Sell, C. Patrick Scholes)

Travel + Leisure Co. (TNL, \$51.26, Buy, C. Patrick Scholes)

Marriott Vacations Worldwide Corporation (VAC, \$144.26, Buy, C. Patrick Scholes)

Wyndham Hotels & Resorts, Inc. (WH, \$71.85, 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.

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