



# US LODGING INDUSTRY OVERVIEW

Vail R. Brown

Vice President of Global Sales & Marketing



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# Global RevPAR

% Change

UK £			
H1 08	YE 08	L3M	09 YTD
2.5%	-0.4%	-10.2%	-11.3%

Europe €			
H1 08	YE 08	L3M	09 YTD
-0.4%	-5.1%	-19.2%	-20.8%

United States \$			
H1 08	YE 08	L3M	09 YTD
1.6%	-1.9%	-14.3%	-18.7%

Asia Pacific \$			
H1 08	YE 08	L3M	09 YTD
12.5%	1.8%	-24.4%	-30.3%

ME & A \$			
H1 08	YE 08	L3M	09 YTD
25.7%	17%	-12.6%	-14.9%

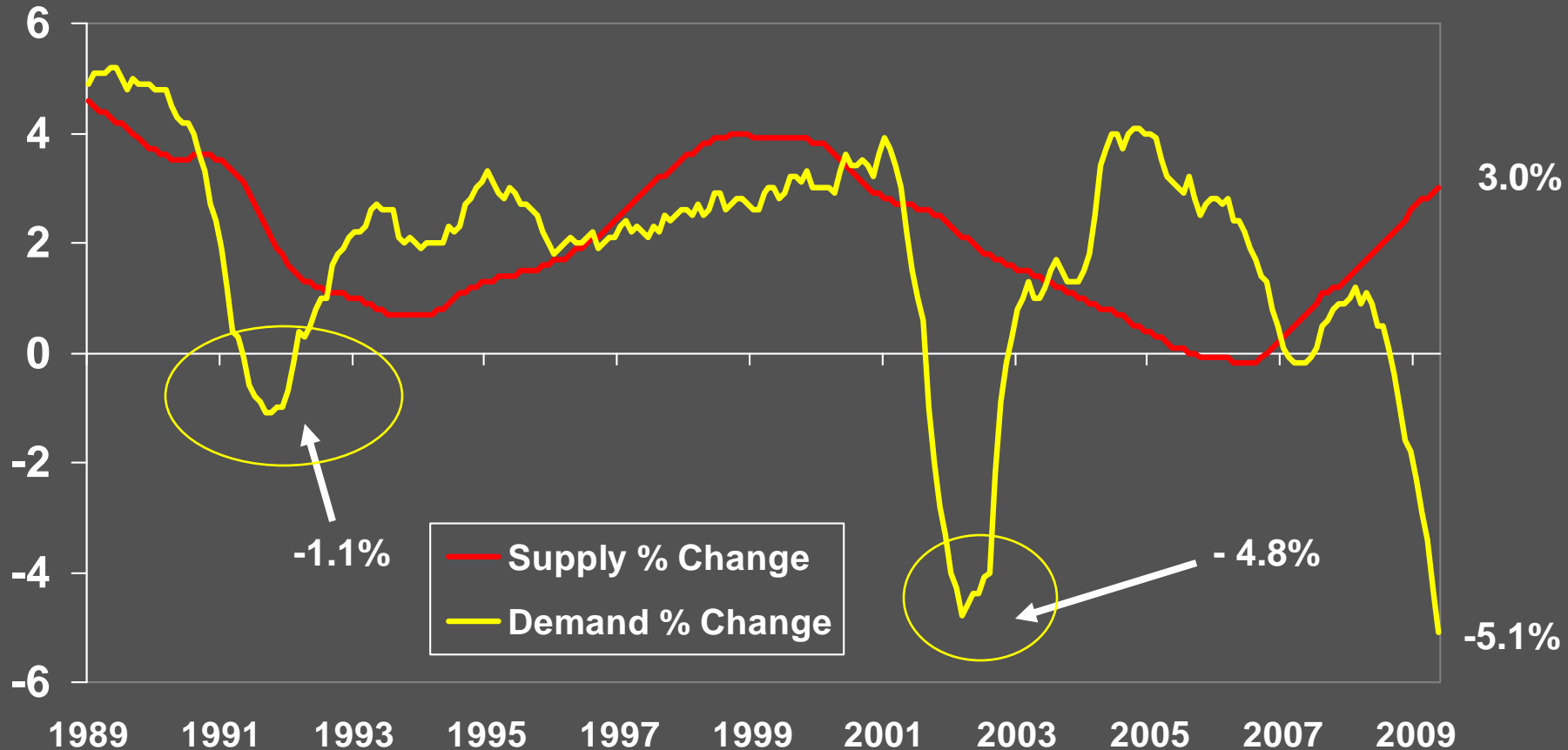
Note: L3M = December 08 to February 09; 09 YTD = through May 09

Source: 2009 STR Global

# Total United States

Room Supply/Demand Percent Change

Twelve Month Moving Average – 1989 to May 2009



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# Total United States

## Active Development Pipeline - Rooms Change From Last Year

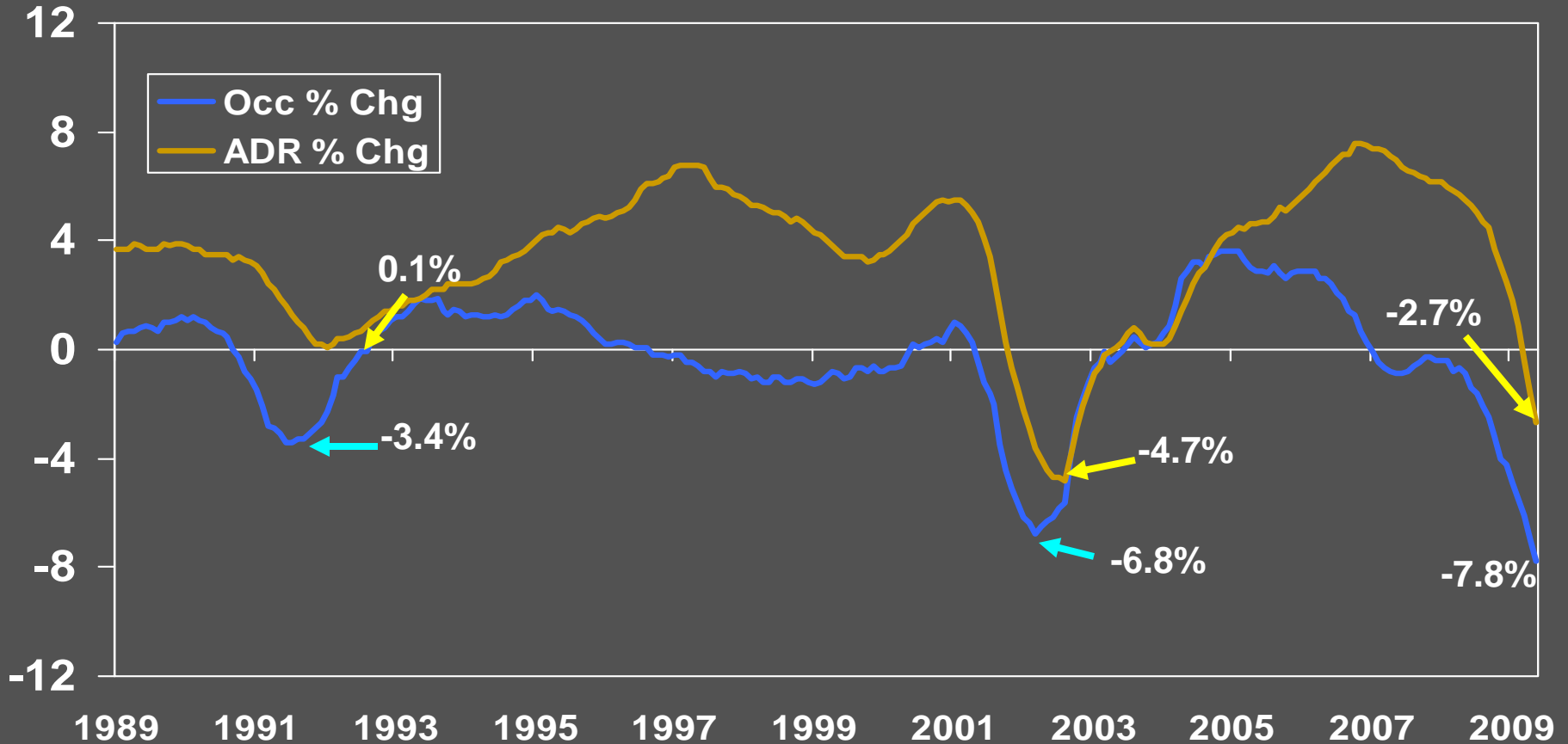
<u>Phase</u>	<u>May 2009</u>	<u>May 2008</u>	<u>Difference</u>	<u>% Change</u>
In Construction	158,752	206,446	-47,694	-23.1%
Final Planning	66,316	106,050	-39,734	-37.5%
Planning	297,710	359,466	-61,756	-17.2%
<b>Active Pipeline</b>	<b>522,778</b>	<b>671,962</b>	<b>-149,184</b>	<b>-22.2%</b>
Pre-Planning	123,462	158,728	-35,266	-22.2%
<b>Total</b>	<b>646,240</b>	<b>830,690</b>	<b>-184,450</b>	<b>-22.2%</b>

Source: STR / TWR / Dodge Construction Pipeline

# Total United States

Occupancy/ADR Percent Change

Twelve Month Moving Average – 1989 to May 2009

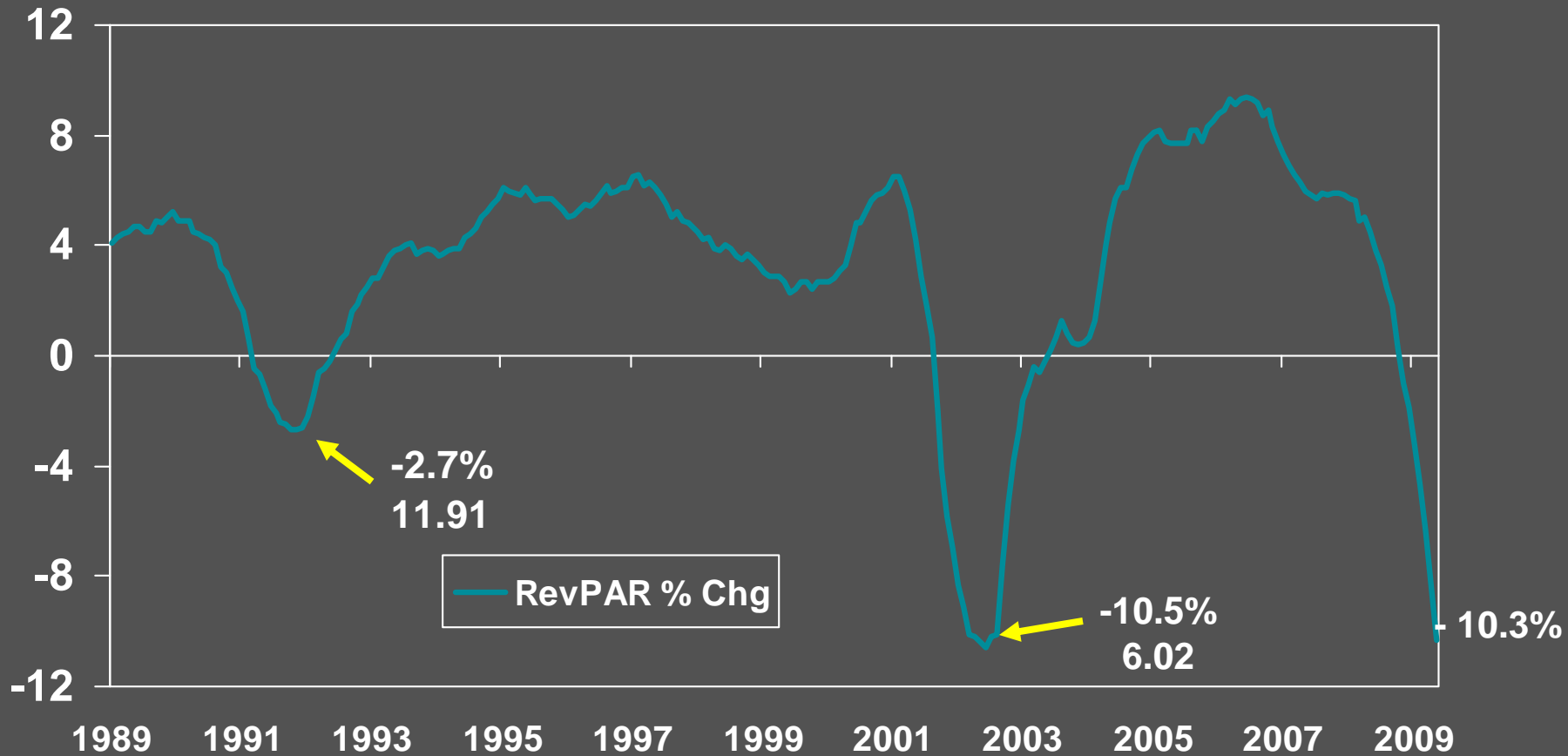


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# Total United States

RevPAR Percent Change

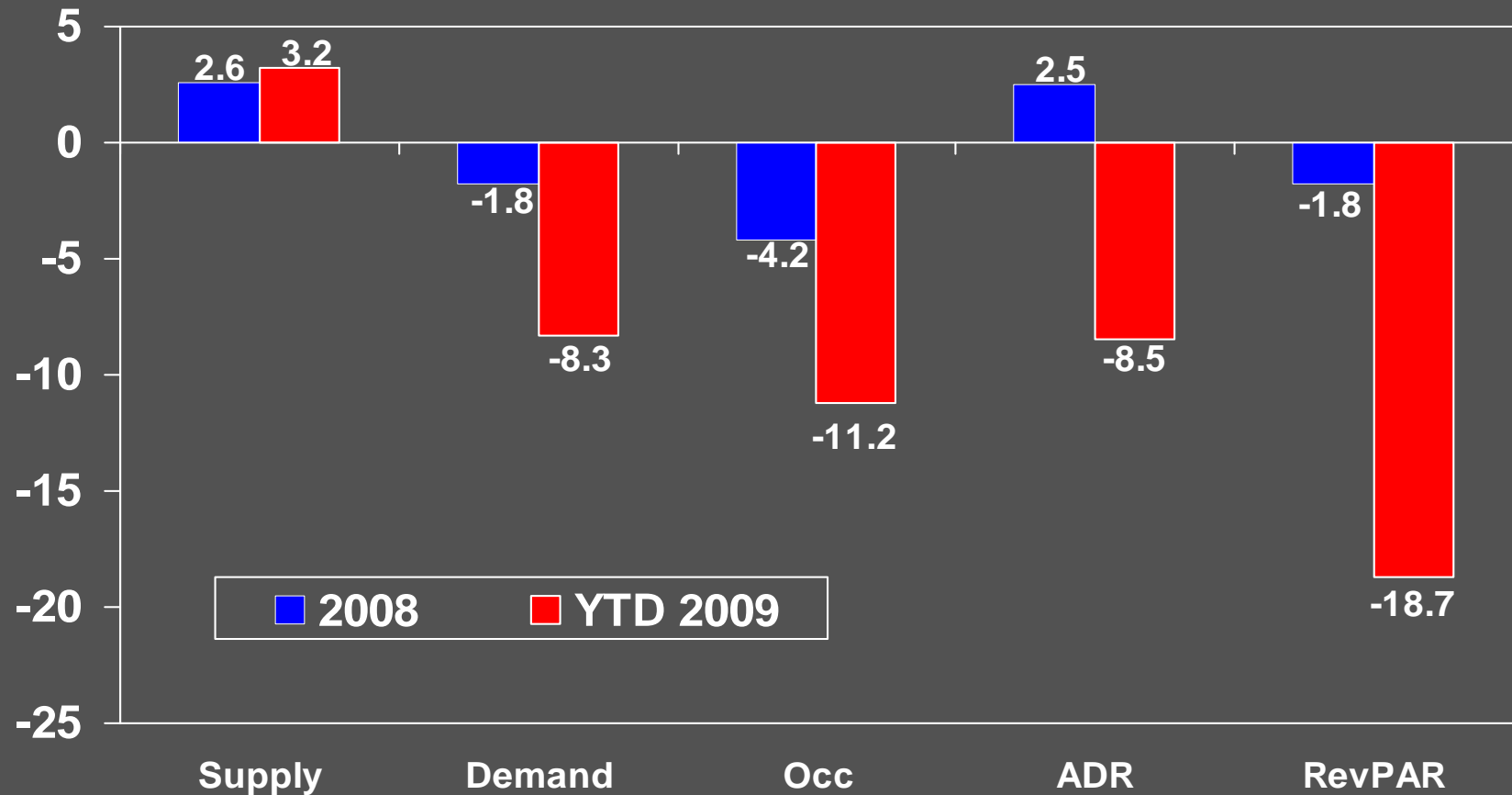
Twelve Month Moving Average – 1989 to May 2009



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# Total United States

Key Performance Indicators Percent Change  
Full Year 2008 / May 2009 YTD



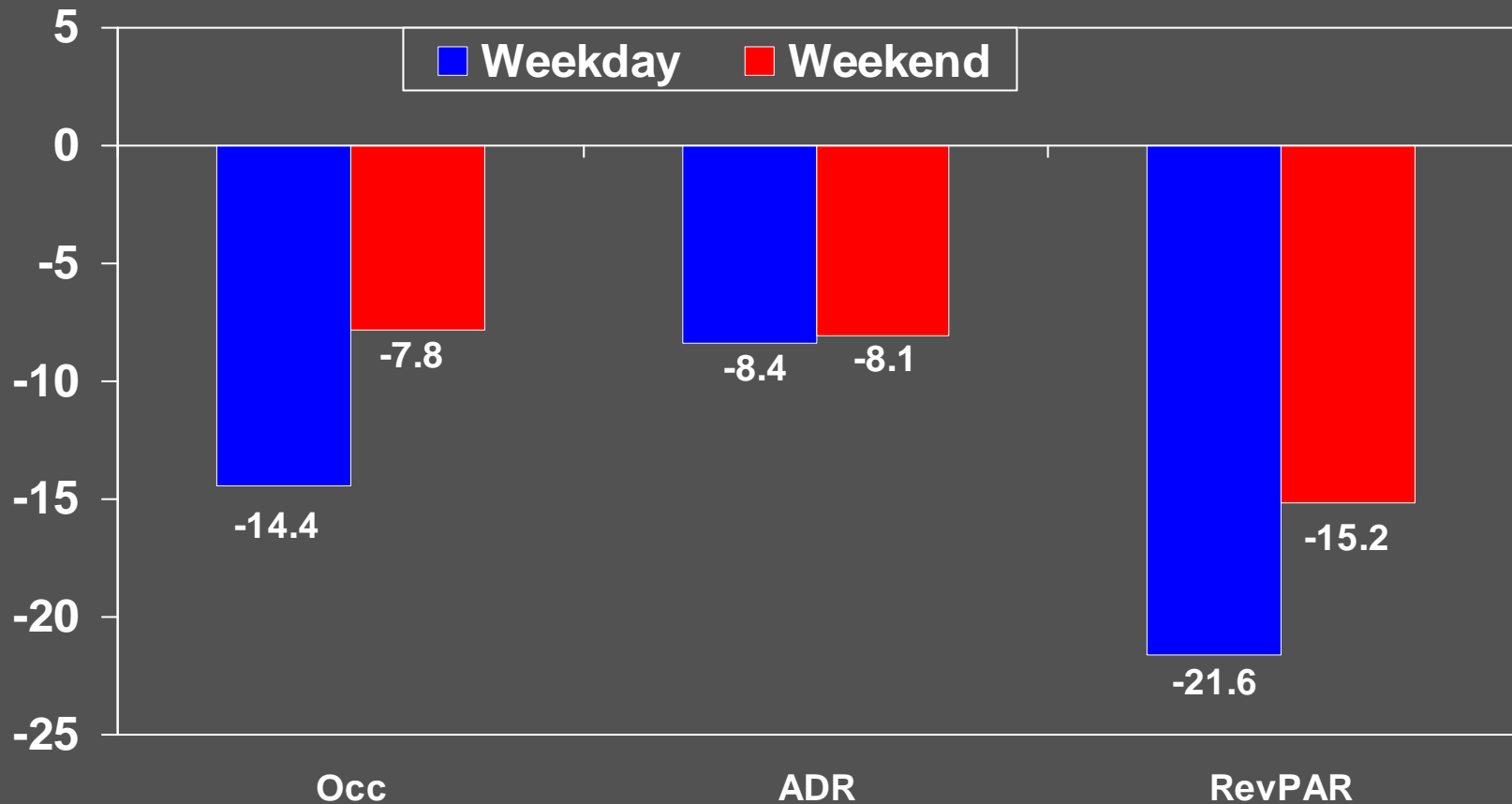
*YUCK!....but with that said....*

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# Total United States

Weekday / Weekend Percent Change

June 13<sup>th</sup> 2009 YTD



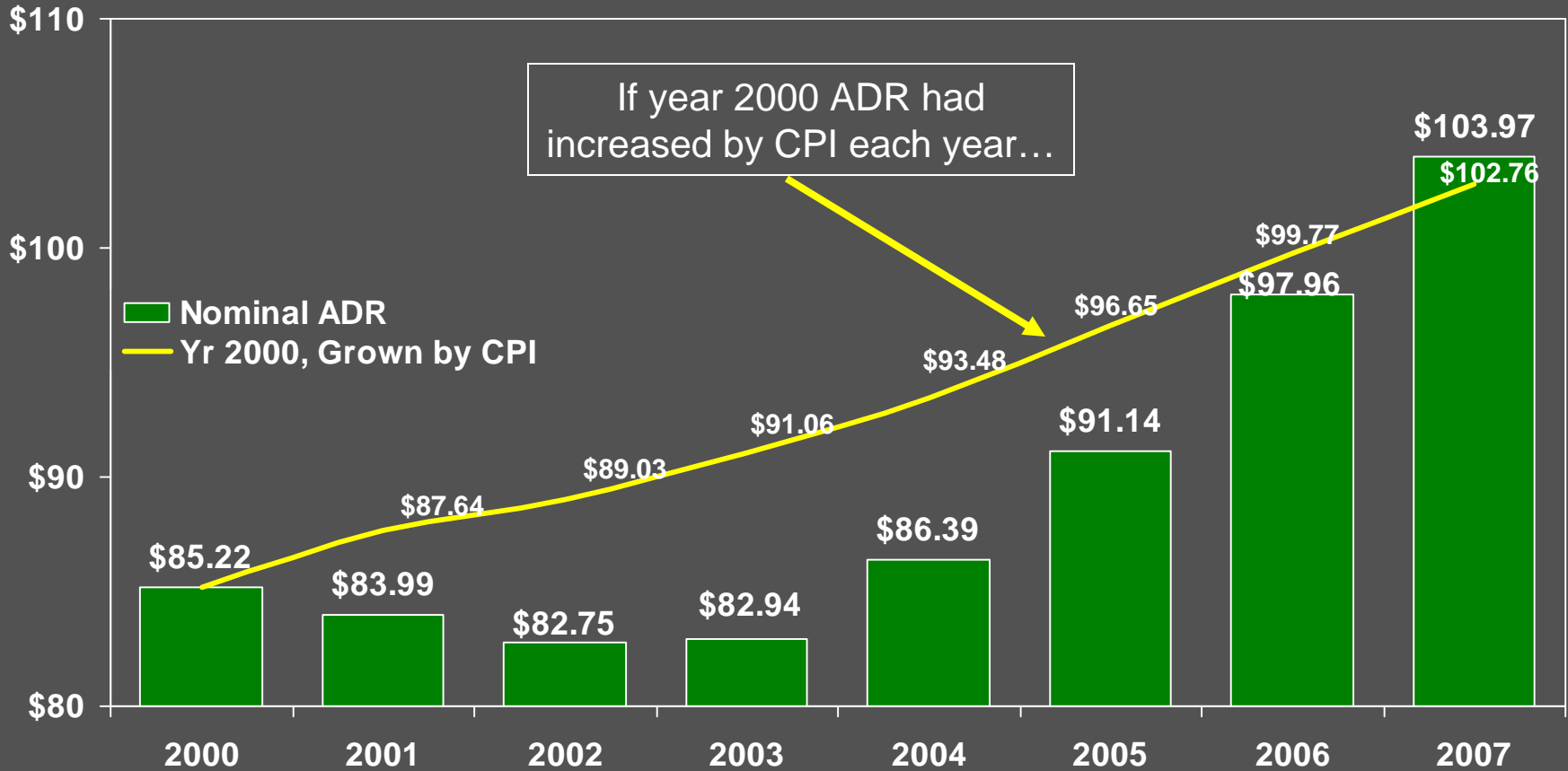
Weekends = Friday / Saturday

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# Total United States

Room Rate - Actual vs. Inflation Adjusted

2000 - 2007

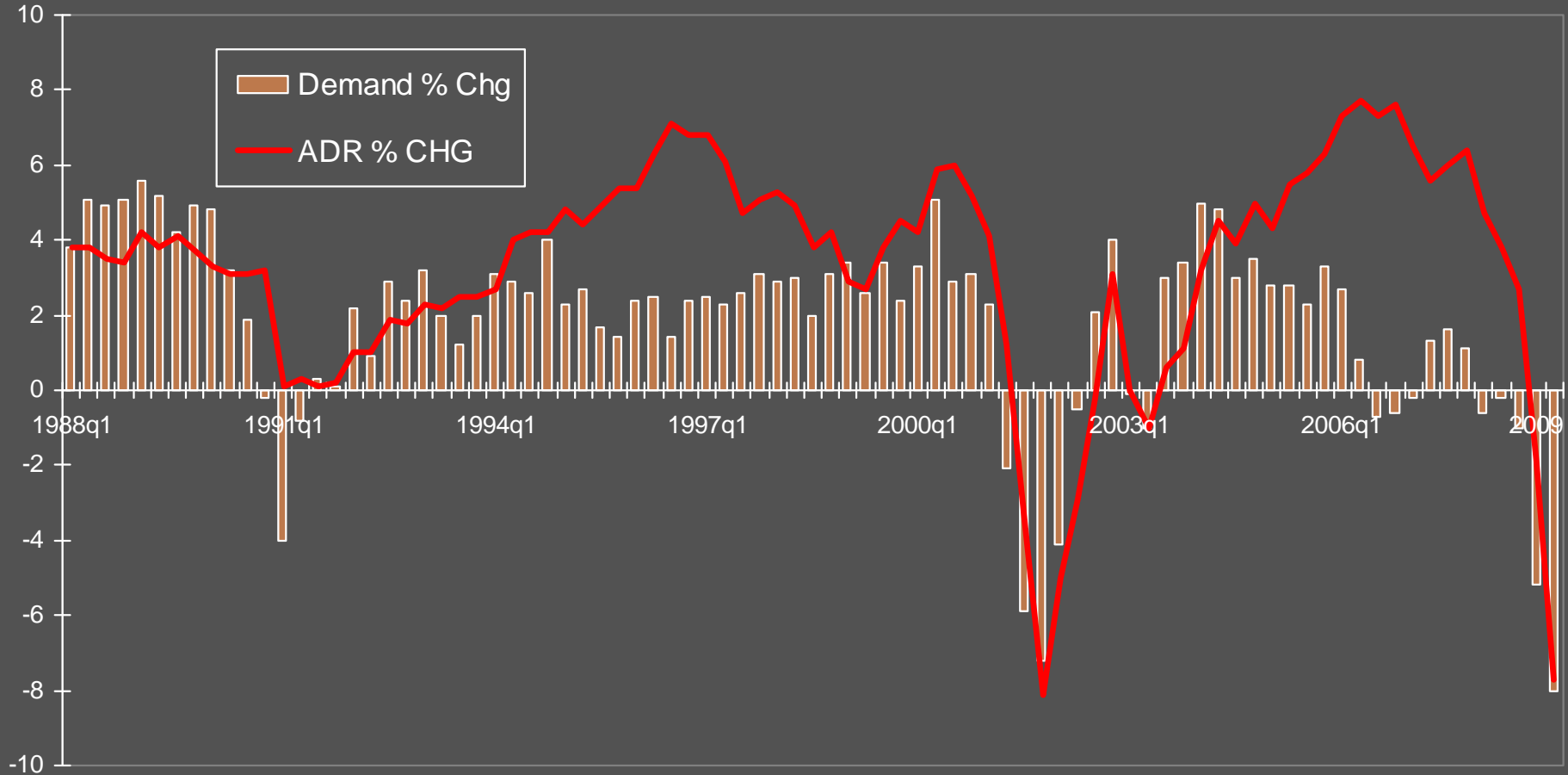


Rate Cuts on '01 Were Felt for 6 Years

**A Little Positive News  
OR  
Less Bad News**

# Total United States

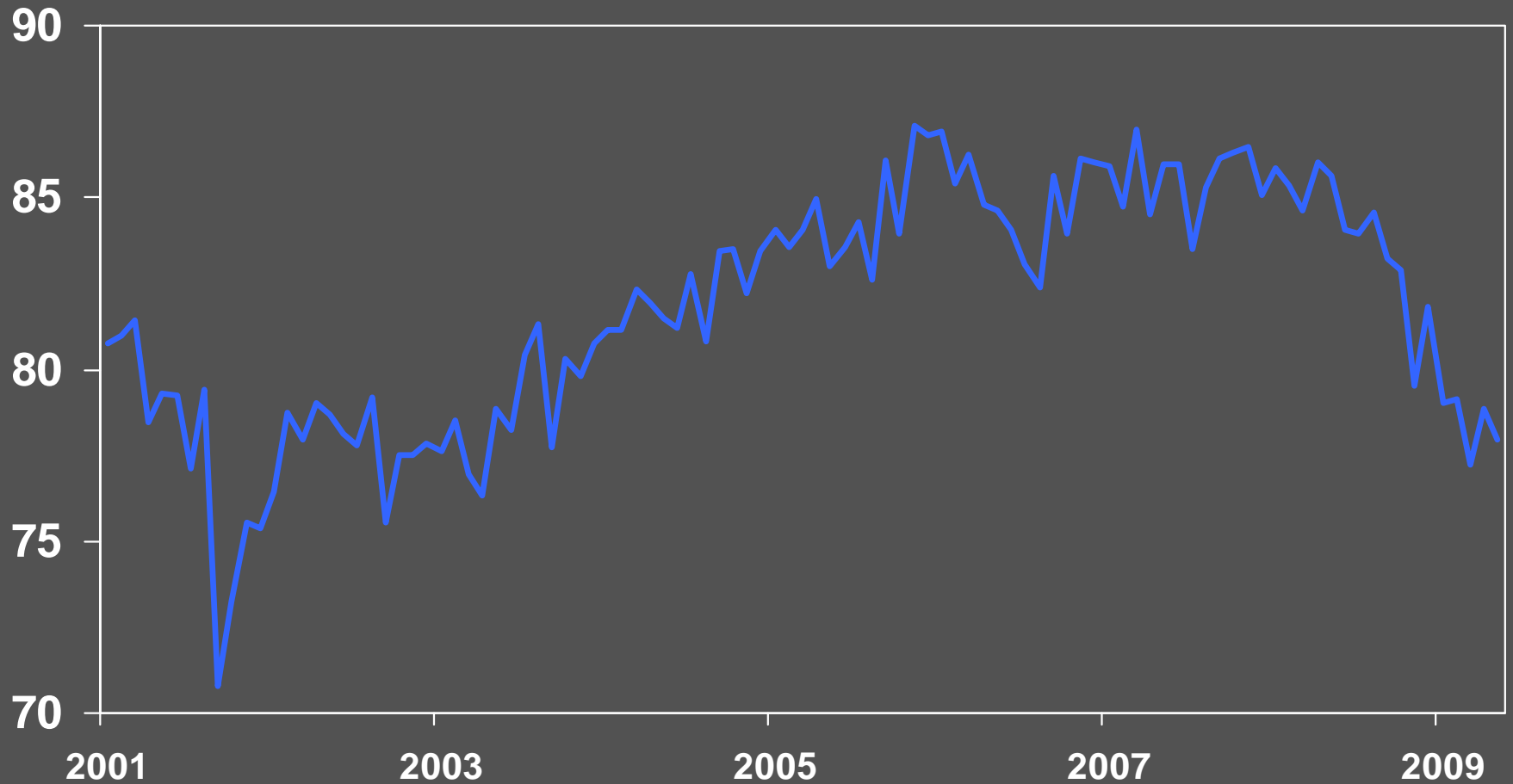
Hotel Rooms Sold vs. ADR Change  
Quarterly Change – 1988 to Q1 2009



Source: STR / TWR / Dodge Construction Pipeline

# Total United States

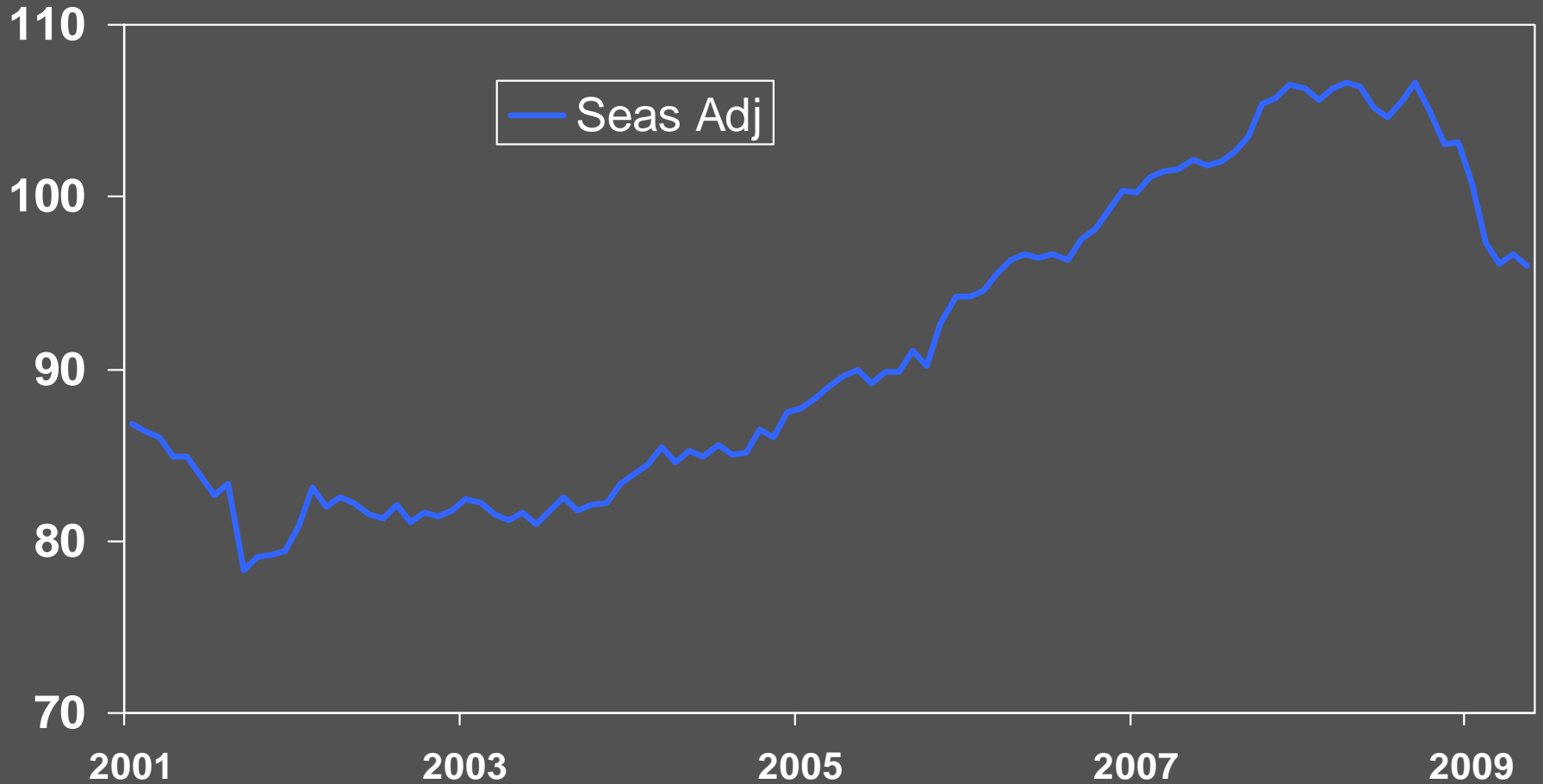
Monthly Room Demand (In Millions) – Seasonally Adjusted  
January 2001 – to May 2009



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# Total United States

Monthly ADR – Seasonally Adjusted  
January 2001 – to May 2009

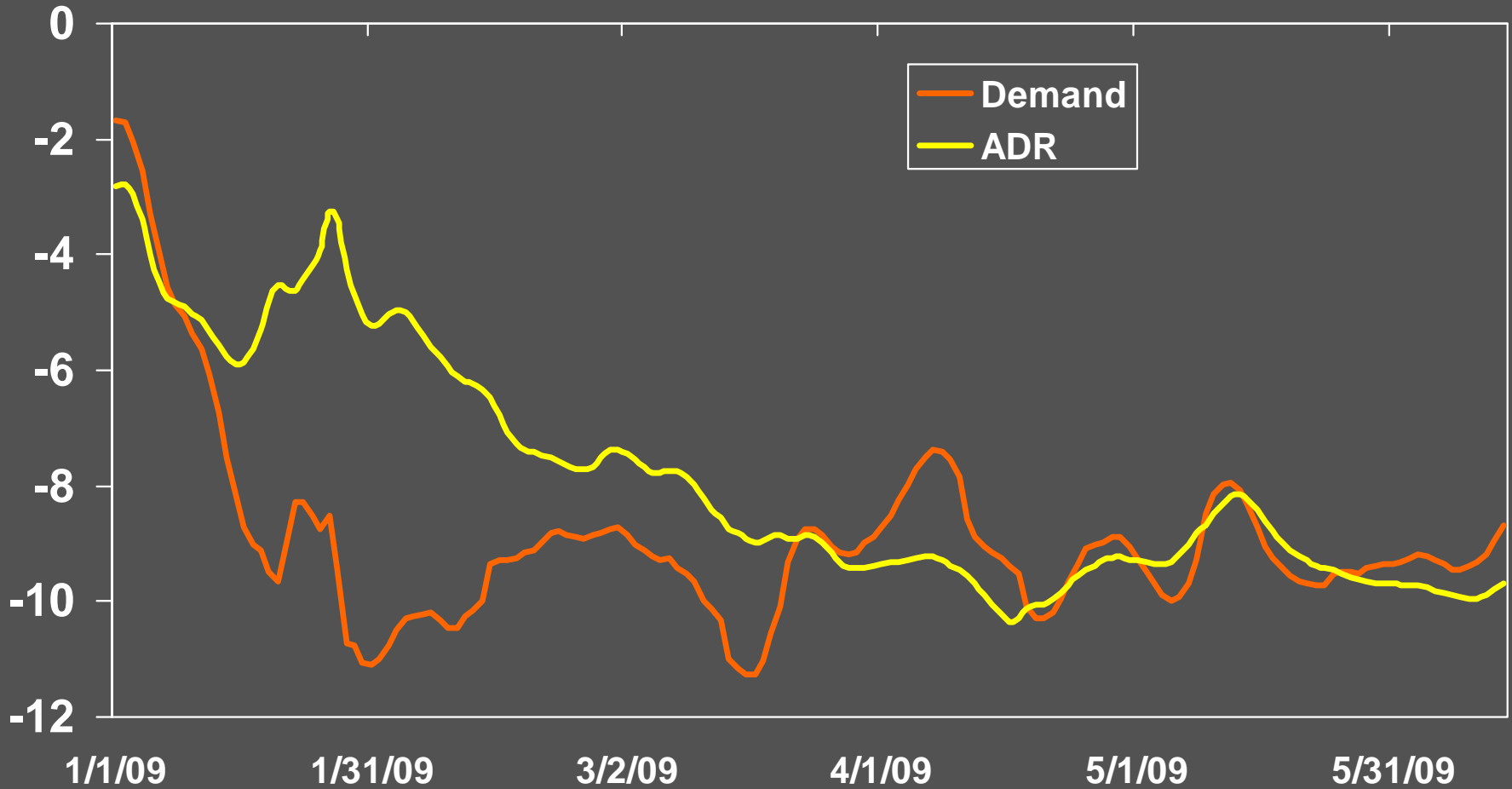


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# Total United States

28 Day Moving Average - Demand & ADR % Change

Jan 1, 2009 – June 13, 2009

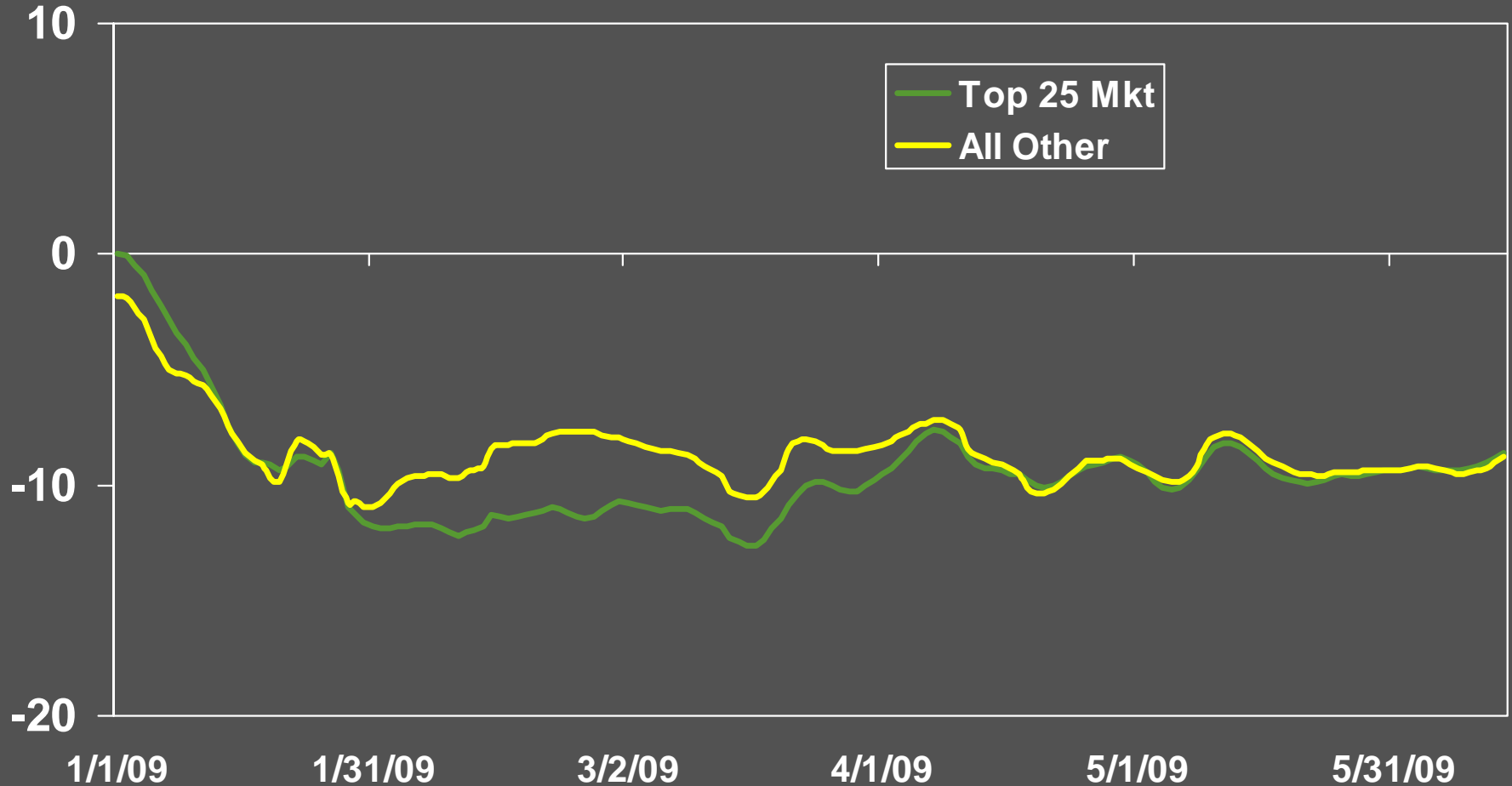


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# Total United States – Top 25 markets vs. All Other

28 Day Moving Average - Demand % Change

Jan 1, 2009 – June 13, 2009

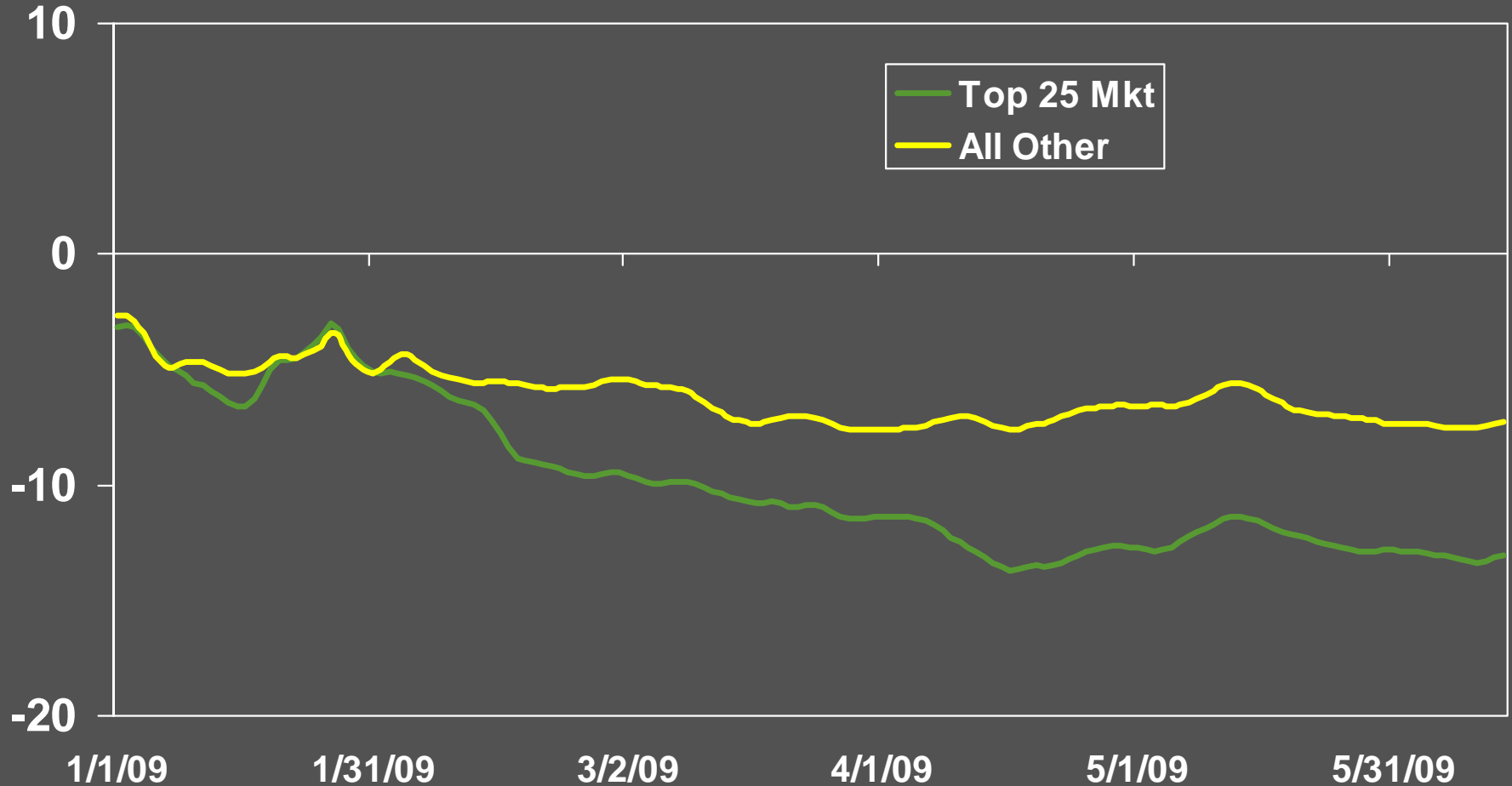


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# Total United States – Top 25 markets vs. All Other

28 Day Moving Average - ADR % Change

Jan 1, 2009 – June 13, 2009



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# Group vs. Transient Performance

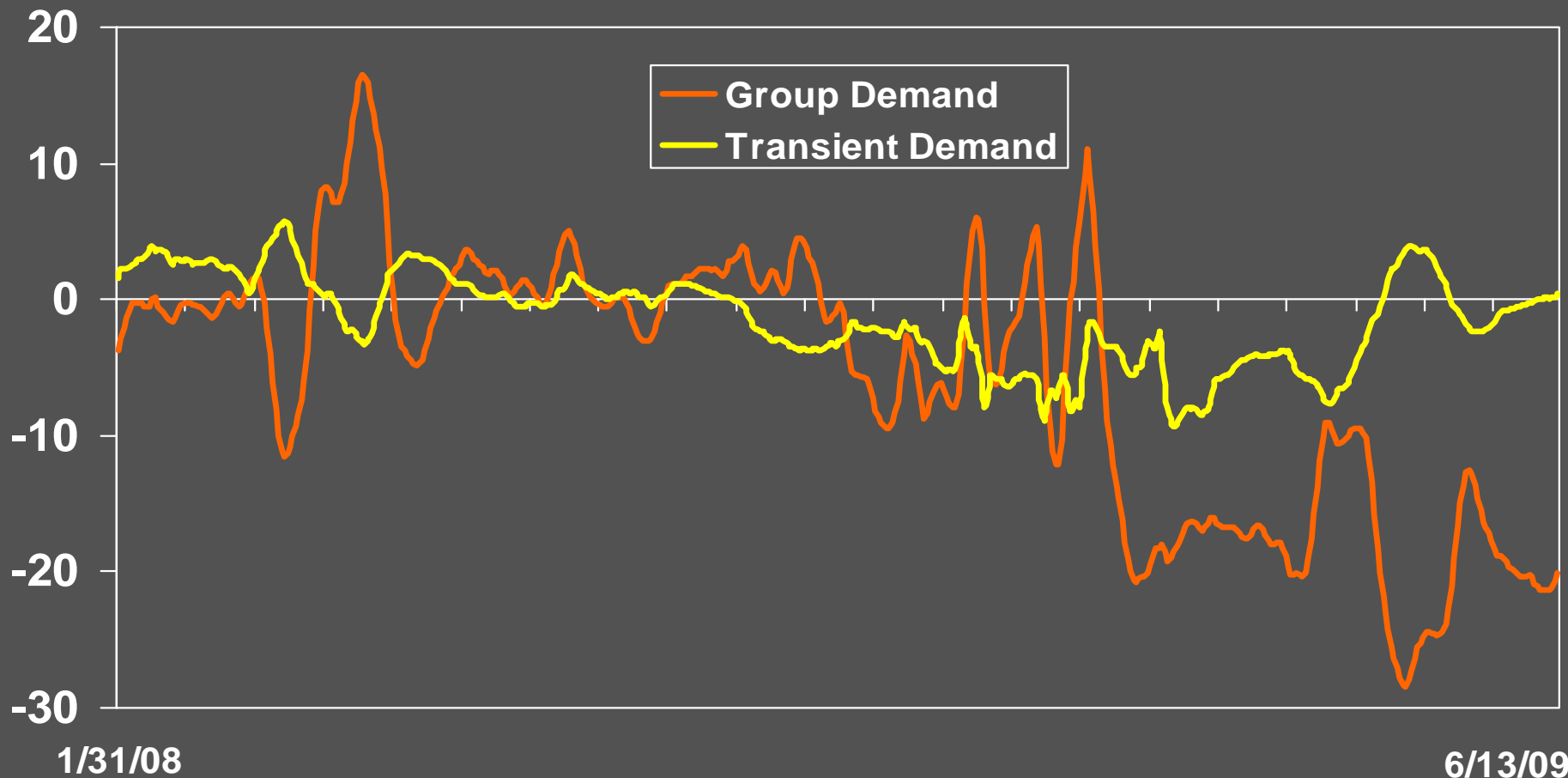


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# Upper Tier Segments

28 Day Moving Average - Group & Transient Demand % Change  
Jan 31, 2008 – June 13, 2009

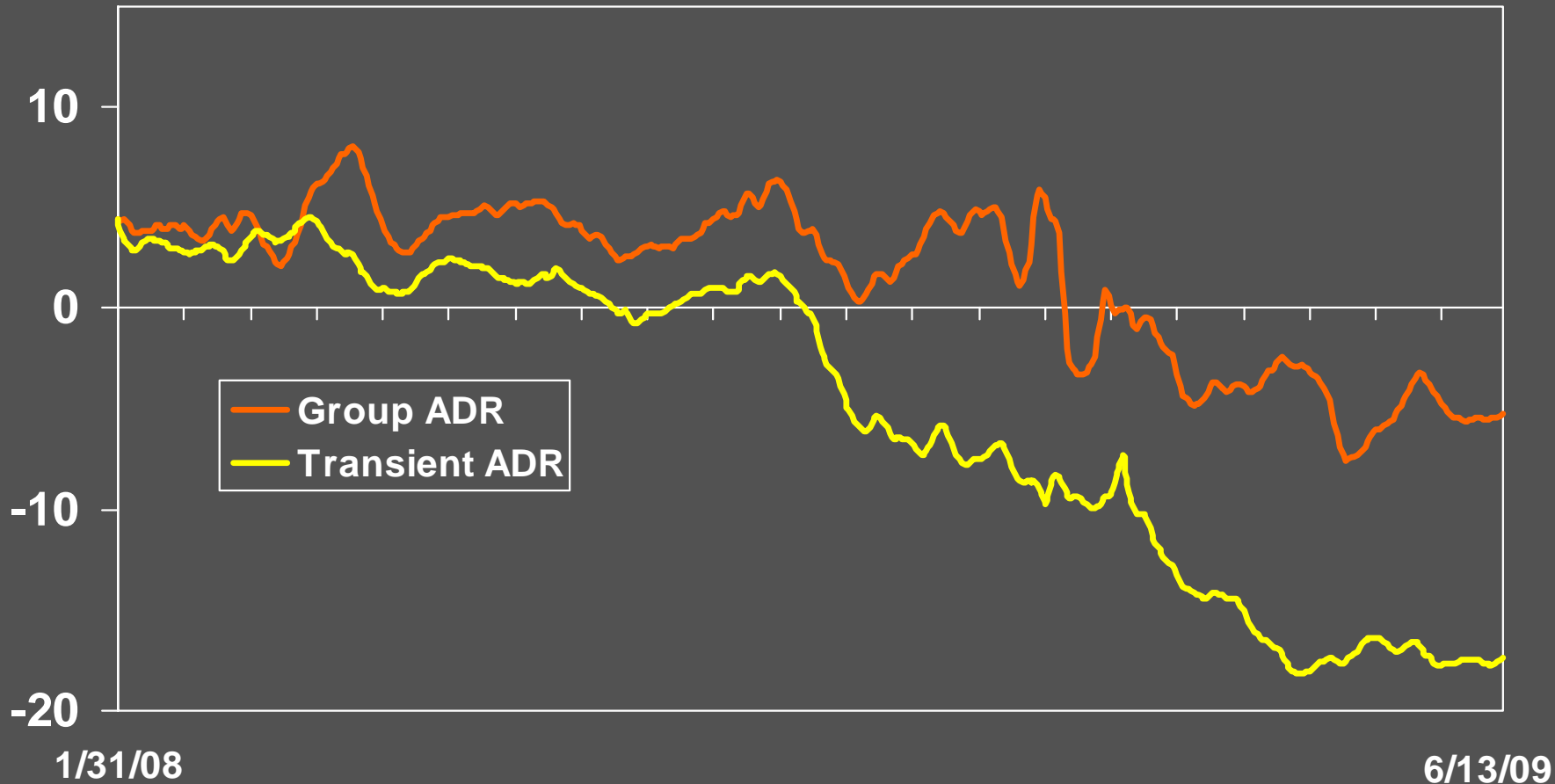


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# Upper Tier Segments

28 Day Moving Average - Group & Transient ADR % Change

Jan 31, 2008 – June 13, 2009

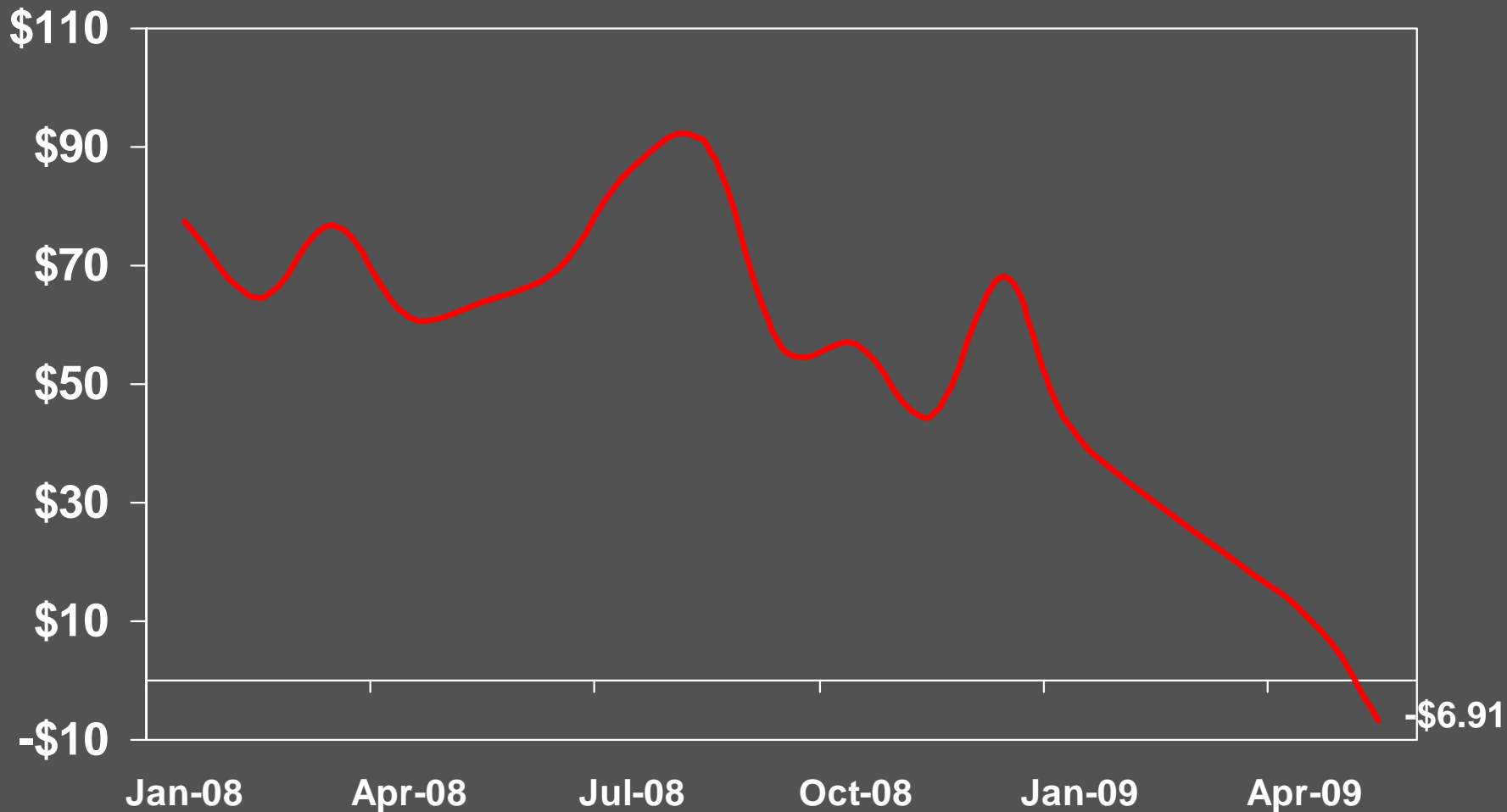


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# Upper Tier Segments

Difference Transient vs. Group Actual ADR (\$)

Jan 08 – May 2009



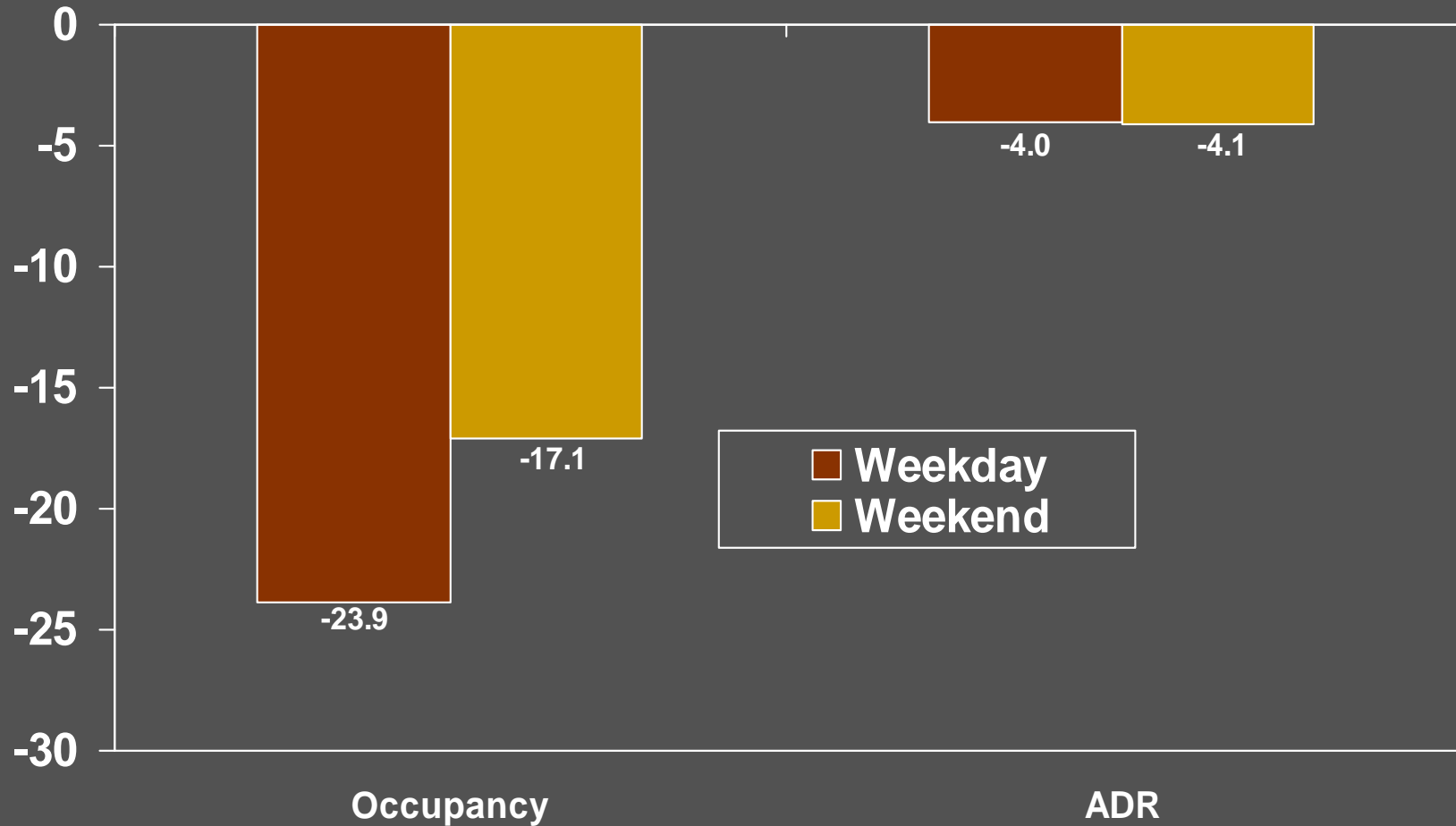
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# Group - Occupancy / ADR Performance

## Weekday / Weekend

May 2009 YTD

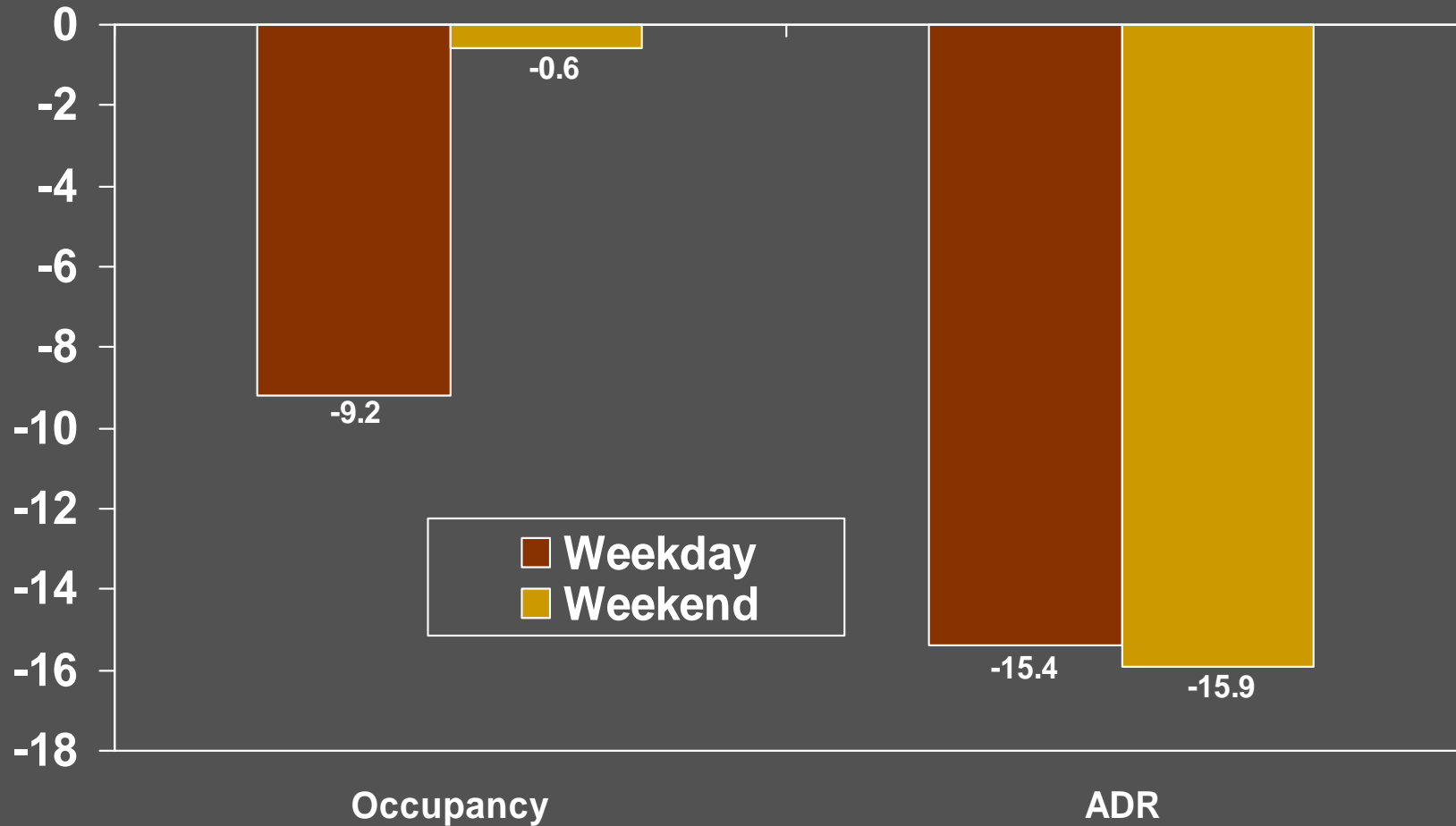


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# Transient - Occupancy / ADR Performance

## Weekday / Weekend

May 2009 YTD



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# U.S. Lodging Industry Chain Scales



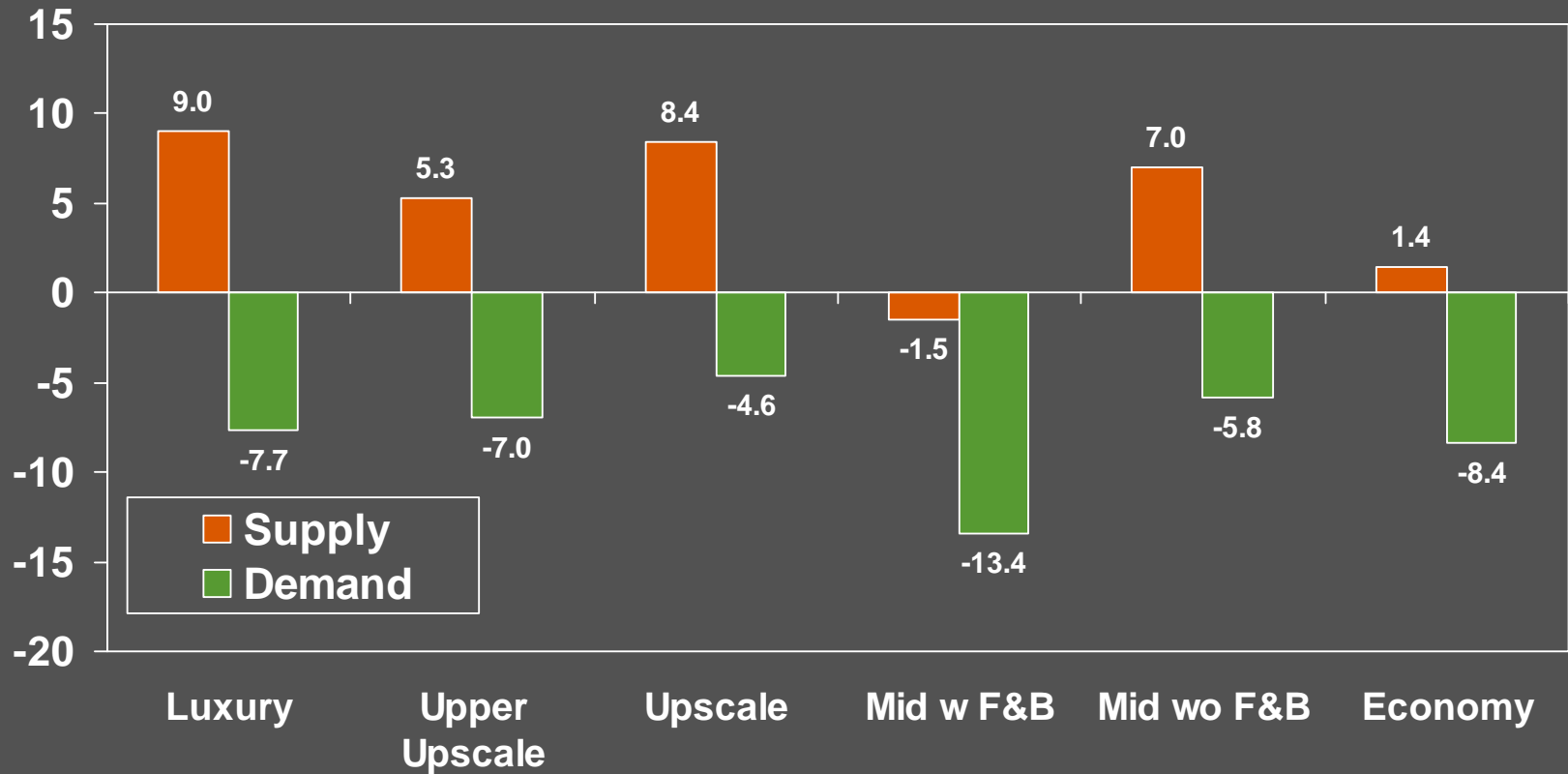
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# Chain Scales

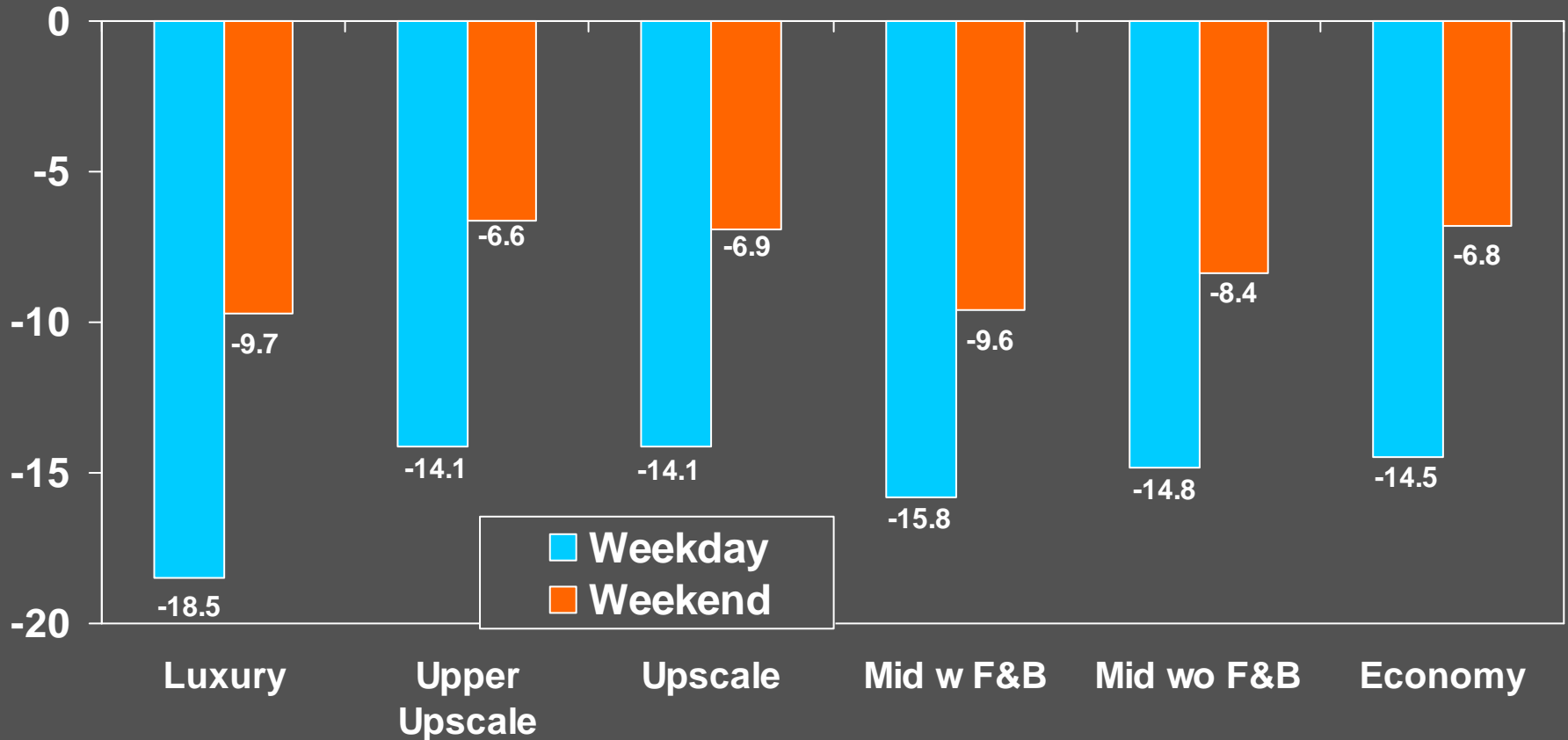
Supply/Demand Percent Change

May 2009 YTD



# Chain Scales

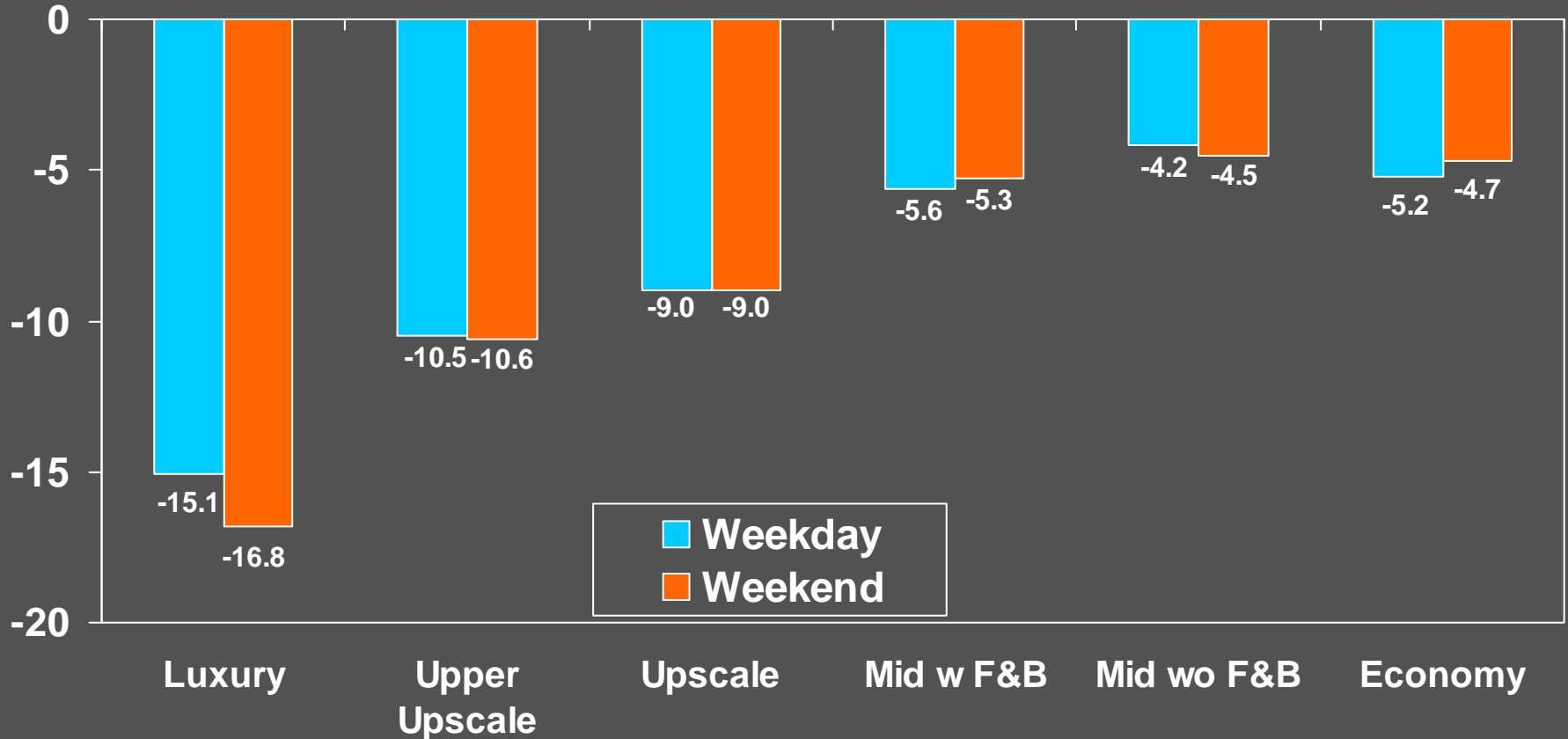
Weekday vs. Weekend Occupancy Percent Change  
Jan 1<sup>st</sup> through June 13<sup>th</sup>, 2009

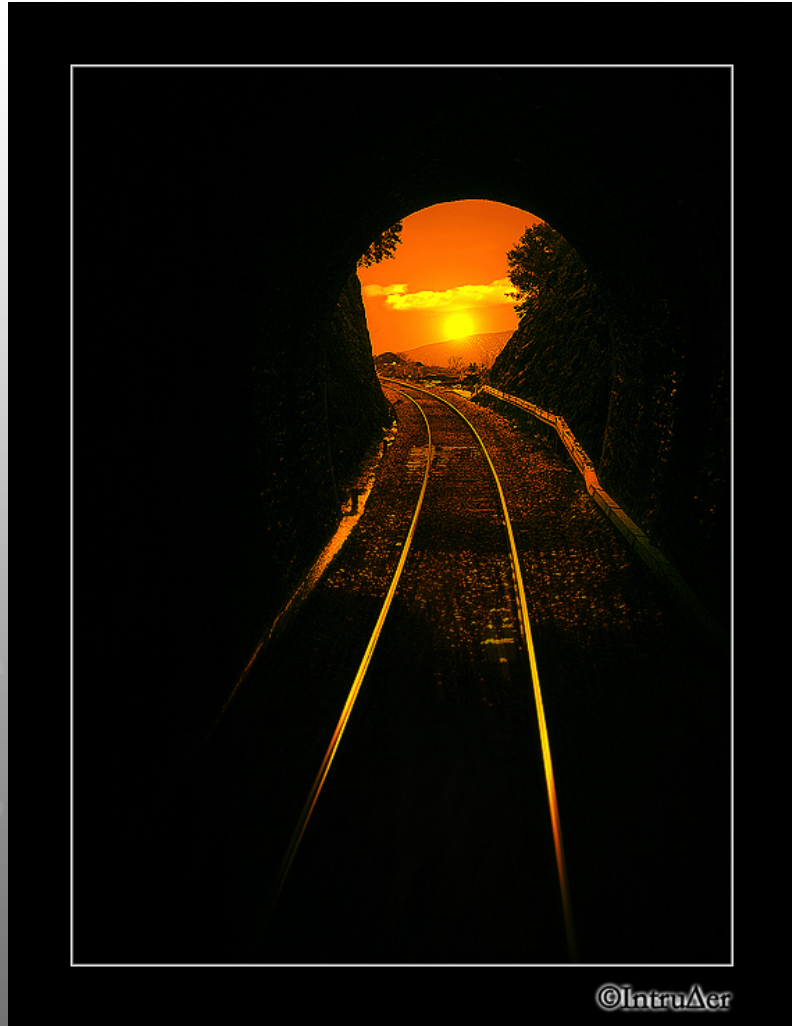


# Chain Scales

Weekday vs.. Weekend ADR Percent Change

Jan 1<sup>st</sup> through June 13<sup>th</sup>, 2009





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# U.S. Lodging Industry Projections

As of April 22<sup>nd</sup>, 2009



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# Total United States

Consecutive Quarterly Declines

Key Indicators

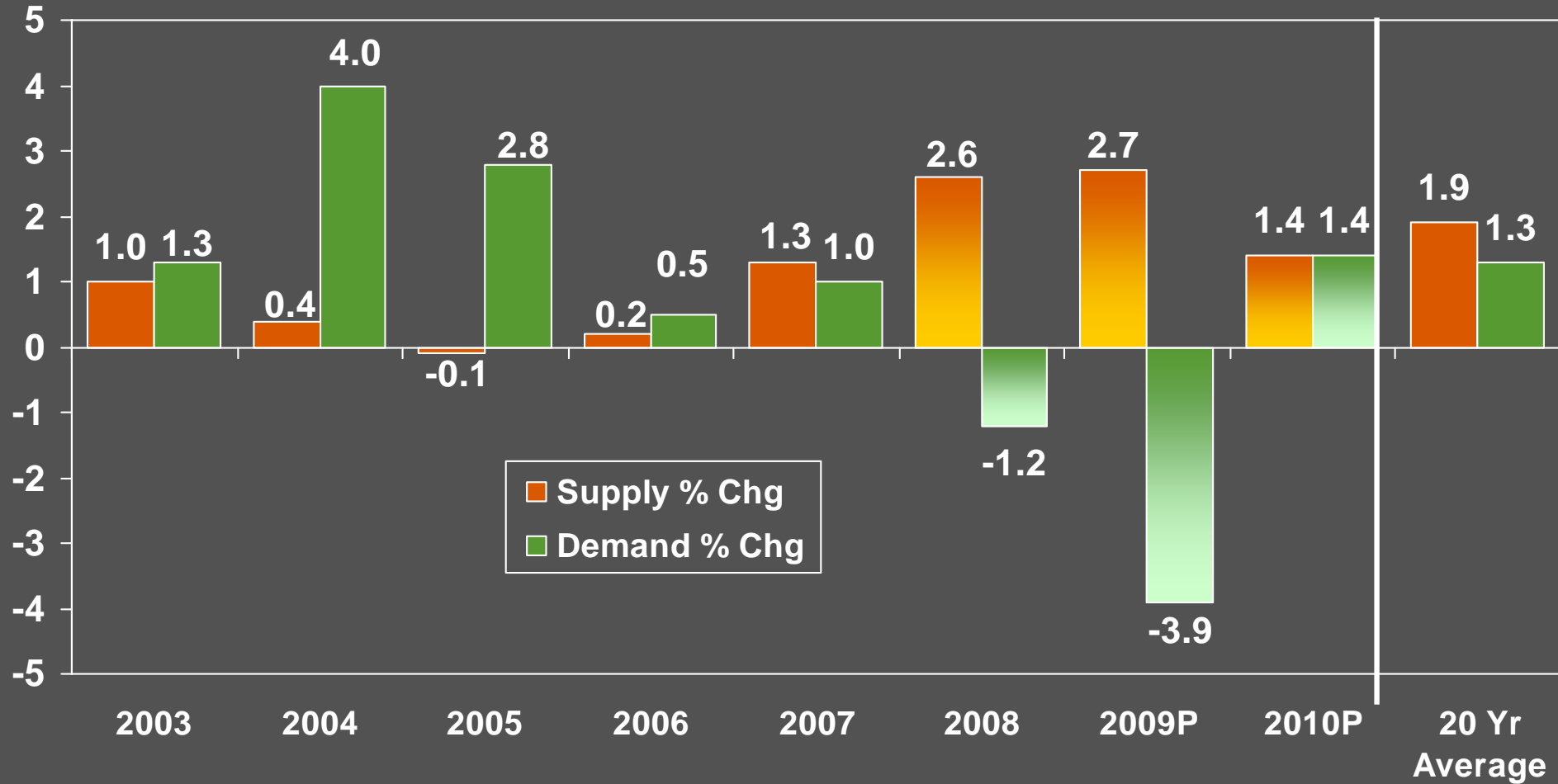
	1990/ 1991	2001/ 2002	<b>Current (Q1-09)</b>	<i>Estimate 2008/09</i>
Demand	3	5	5	7
Occupancy	7	6	6	10
ADR	0	5	2	4
RevPAR	5	5	3	6
Room Revenue	2	5	3	5

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# Total United States

Supply/Demand Percent Change

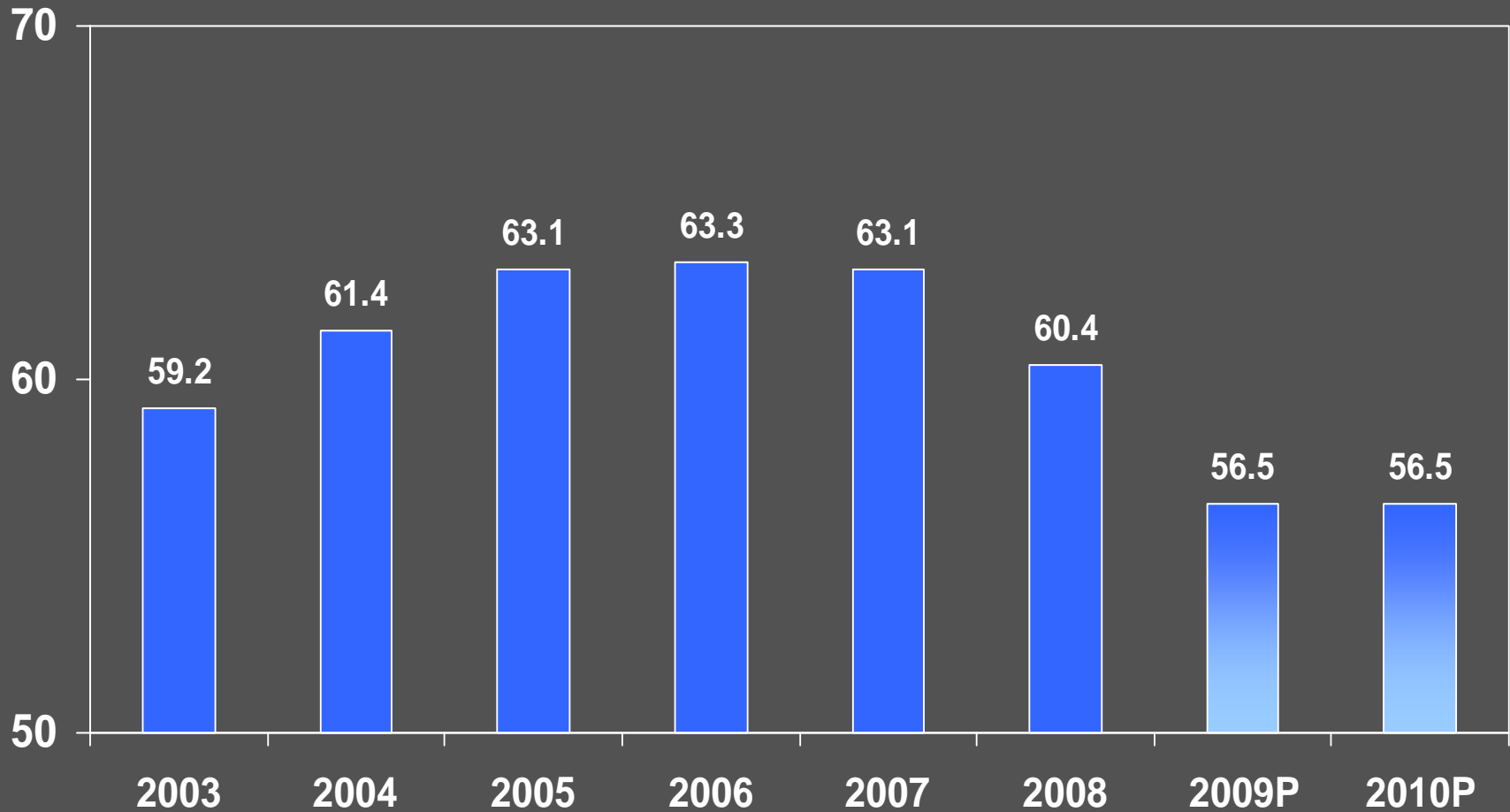
2003 – 2010P



# Total United States

Occupancy Percent

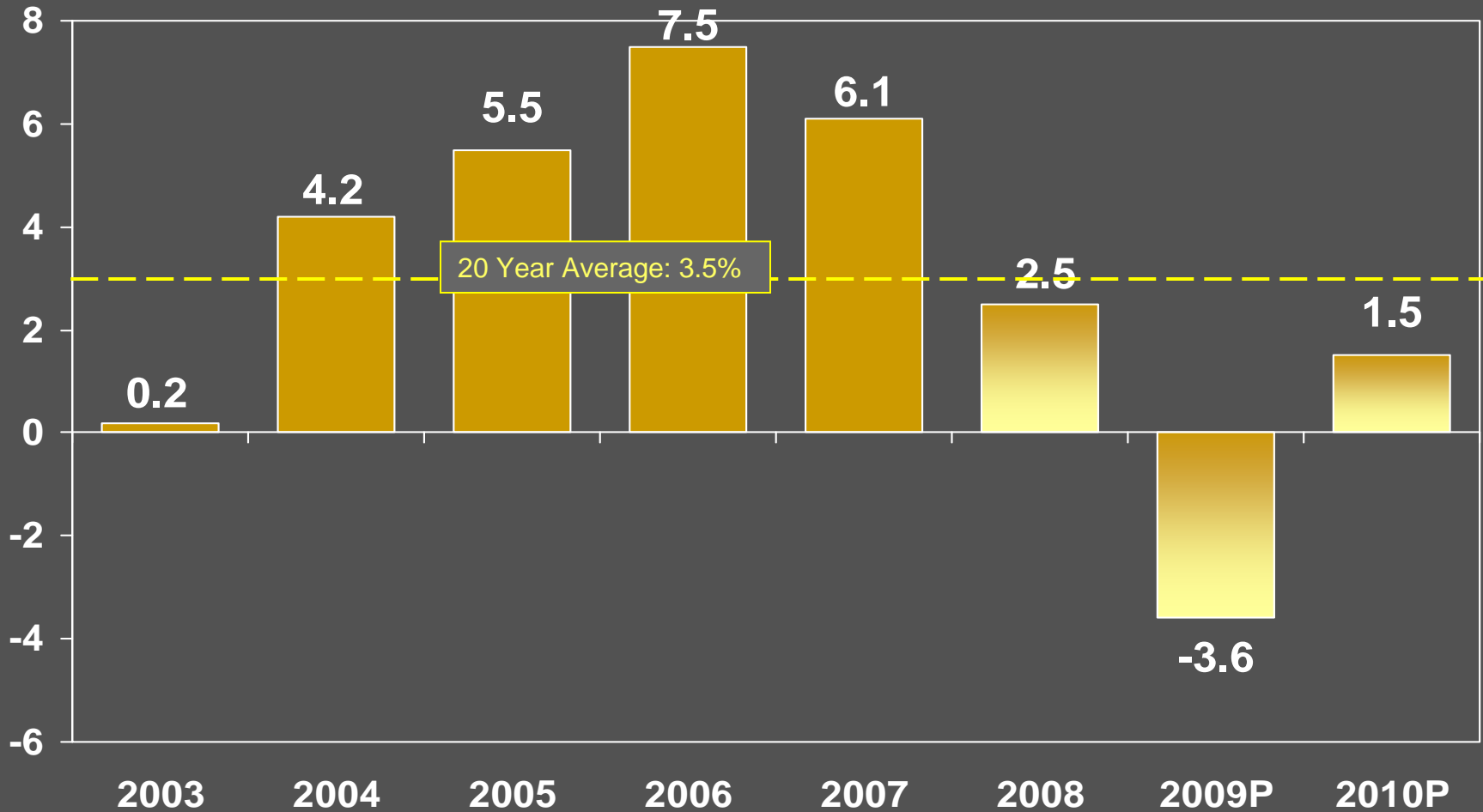
2003 – 2010P



# Total United States

ADR Percent Change

2003 – 2010P



# Total United States

RevPAR Percent Change

2003 – 2010P



# Takeaways

- Decline is Global – visibility becoming better
- Risk averse / capital tight - supply increases slow
- Value proposition is critical – “New Frugality”
- Summer travel may show relative improvement
- Leisure/Upper End leads rebound?



# Hotel Data Conference

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