

HOSPITALITY, GAMING & LEISURE

Fundamentals Dashboard (Data through 4Q 2020)

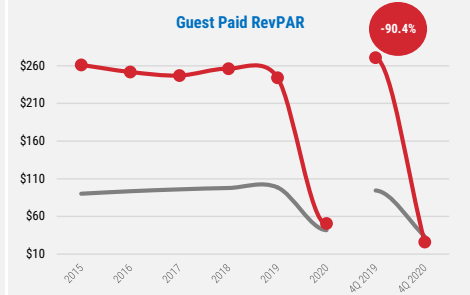
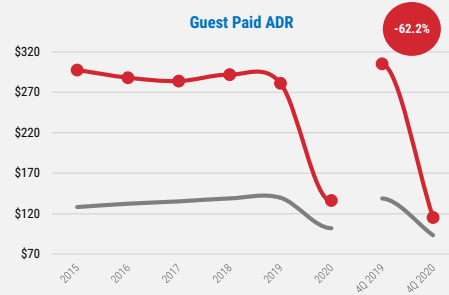
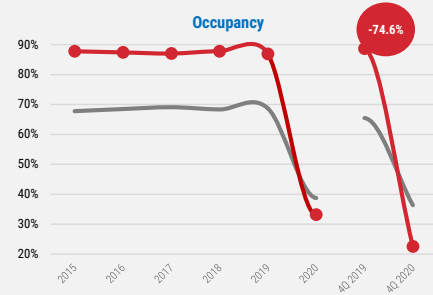
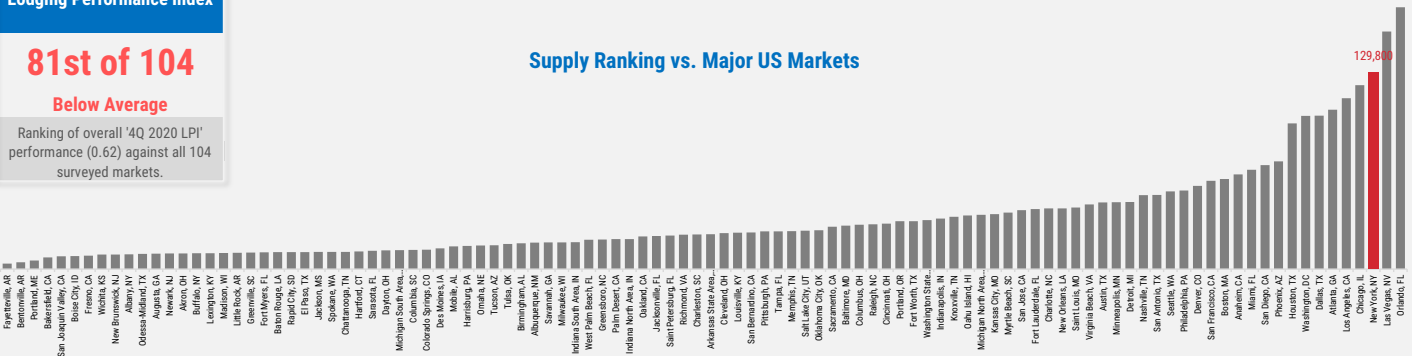
Lodging Performance Index

81st of 104

Below Average

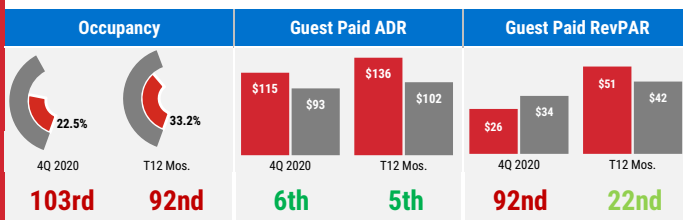
Ranking of overall '4Q 2020 LPI' performance (0.62) against all 104 surveyed markets.

Supply Ranking vs. Major US Markets



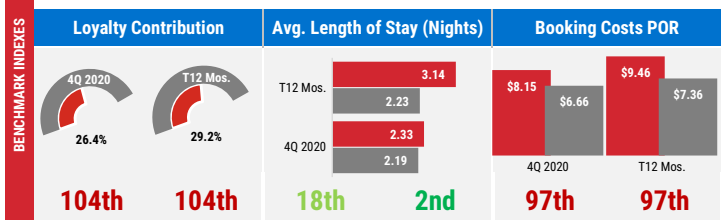
Key Performance Indexes

● Subject Market ● Top 104



Key Benchmark Indexes

Data provided by: **kalibri LABS**



Discount and Capitalization Rates

Source: NKF

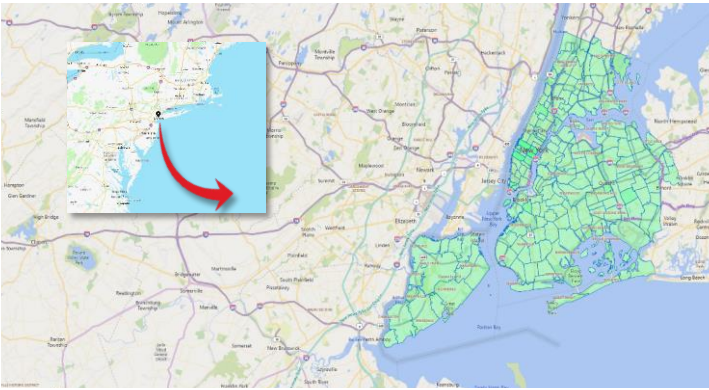


Trends and Risks

Source: Kalibri Labs, NKF

FUNDAMENTALS		
Revenue Stability	Supplier Power Trend	Investment Yields
102nd Soft Assessment of room revenue growth and volatility over past three to five years against other Top 104 markets	104th Soft Assessment of market's ability to maximize loyalty and profits, and to ward off booking costs over past 12 months	6th Strong Measure of market's general investment parameters (yields, OAR, IRR, interest rates, etc.) against other Top 104 markets
RISKS		
Supply Risk	Labor Risk	Macro-Fiscal Risk
97th Low Risk Assessment of market supply growth over past 12 months relative to Top 104 markets	2nd High Risk Measure of current employment health over past two years relative to Top 104 markets	40th Average Risk Assessment of health and diversity of lodging demand generators relative to Top 104 markets

Location



Quick Facts

Jurisdictional Information

Municipal Name:	New York City
County:	Bronx County, Kings County, New York County, and others
State:	New York
Geo Coordinates (market center):	40.66347, -73.9387

Source: US Census Bureau,
Dept. of Labor Statistics

Major Hotel Demand Generators

Montefiore Health System | Mount Sinai Health System | JPMorgan Chase & Co. | Bank of America | New York-Presbyterian Healthcare System | NYU Langone Medical Center | Macy's Inc. | Verizon Communications | Columbia University | Citigroup Inc. | Morgan Stanley | Memorial Sloan-Kettering Cancer Center | City University of New York | PwC | Staffing Alternatives | Delta Air Lines Inc. | Time Warner Inc. | American Airlines | Archdiocese of New York | Rutgers, The State University of New Jersey

Metrics and Ranking

Population (hotel market area)	7,328,431
Income per Capita	\$57,782
Feeder Group Size	167 Persons PSR
Feeder Group Earnings	\$9,651,632 PSR
Total Market COPE	\$2.2 billion

Rankings

23rd of 104 (Above Average)
85th of 104 (Below Average)
92nd of 104 (Soft)
2nd of 104 (Strong)

Key Performance Metrics

YEAR ENDING	Occ %	Guest Paid ADR	Guest Paid RevPAR	COPE* ADR	COPE* RevPAR
2015	87.8%	\$297.56	\$261.23	\$268.84	\$236.01
2016	87.4%	\$288.07	\$251.79	\$260.00	\$227.26
2017	87.0%	\$283.92	\$247.11	\$256.52	\$223.26
2018	87.8%	\$291.80	\$256.18	\$265.10	\$232.73
2019	86.9%	\$281.11	\$244.28	\$255.72	\$222.22
2020	33.2%	\$136.12	\$50.53	\$126.66	\$42.00
CAGR: 2015 thru 2020	-17.7%	-14.5%	-28.0%	-14.0%	-29.2%
4Q 2019	88.7%	\$305.12	\$270.54	\$277.55	\$246.09
4Q 2020	22.5%	\$115.34	\$25.98	\$107.19	\$24.15
% Change	-74.6%	-62.2%	-90.4%	-61.4%	-90.2%

Booking Cost POR	ADR COPE* %	Loyalty %	Avg. Length of Stay (Nights)	Supply (Available Rms)	Performance Index (LPI)
\$28.72	90.3%	41.6%	2.06	102,800	1.40
\$28.07	90.3%	44.1%	2.05	107,400	1.38
\$27.40	90.3%	44.7%	2.04	110,900	1.41
\$26.70	90.8%	45.9%	2.02	111,800	1.40
\$25.39	91.0%	49.6%	1.81	132,700	1.26
\$9.46	93.0%	29.2%	3.14	129,800	0.62
-19.9%	0.6%	-6.9%	8.8%	4.8%	-15.0%
\$27.57	91.0%	49.5%	1.79	132,700	1.26
\$8.15	92.9%	26.4%	2.33	129,800	0.62
-70.4%	2.2%	-46.8%	30.6%	-2.2%	-50.7%

*COPE: Contribution to Operating Profit and Expenses. Metrics do not account for Sales and Marketing Spend.

Notable Metrics

HIGHEST	IRR: Luxury/Upscale	Total Rooms Supply	OAR: Luxury/Upscale
	1st Highly Favorable New York, NY posted favorable IRR metrics in the luxury/upscale segment (8.4%)	3rd Strong The market benefits from a large and diverse hotel market (129,841)	2nd Highly Favorable The market also exhibited favorable OAR metrics in the luxury/upscale segment (6.2%)
LOWEST	T12-Month Loyalty Contribution	Latest-Quarter Loyalty Contribution	Latest-Quarter Occupancy
	104th Soft This market has been hindered by weak T12-month loyalty contribution (29.2%)	104th Soft The market has been hindered by weak latest-quarter loyalty contribution (26.4%)	103rd Soft New York, NY also exhibited weak latest-quarter occupancy (22.5%)

Notable Trends

HIGHEST	Long-Term Historical Booking Costs POR Growth	Short-Term Historical Booking Costs POR Growth	T12-Month Rooms Supply Growth
	2nd Strong New York, NY has benefited from low long-term historical booking costs POR growth (-15.9%)	3rd Strong The market enjoyed low short-term historical growth in booking costs (-28.3%)	8th Strong The market also exhibited low rooms supply growth over the last 12 months (-2.2%)
LOWEST	Short-Term Historical Loyalty Contribution Growth	Long-Term Historical Loyalty Contribution Growth	Long-Term Historical COPE ADR Growth
	104th Soft The market has been hindered by weak short-term historical loyalty contribution growth (-17.4%)	104th Soft We note this area has been hindered by weak long-term historical loyalty contribution growth (-7.8%)	104th Soft New York, NY also posted weak long-term historical COPE ADR growth (-11.0%)

Market Performance Stage



Source: NKF

New York, NY: Regeneration Stage

The New York, NY market is currently in the 'Regeneration' stage of the performance cycle. In this stage, hotels and the underlying economy are generally underperforming. The highest and best uses of hotel assets are challenged whether by COVID-19 impacts, oversupply, weak economic indicators, and/or poor corporate contribution. Hotel investors look for opportunities to either exit or regenerate demand. Example markets in this stage include Chicago, IL; Detroit, MI; and Las Vegas, NV.

Other Stages:

Ignition	In the 'Ignition' stage, hotels generally perform adequately for operators to enjoy positive returns, with confidence the economy will recover from the COVID-19 crisis. While the general economy lags, strong hotel performance can ignite expansion in certain key sectors. Example markets in this stage include Cincinnati, OH; Knoxville, TN; and Michigan North Area, MI.
Absorption	In the 'Absorption' stage, hotels are underperforming but in an economy with resilience and confidence the economy will recover from the COVID-19 crisis, presenting upside for CRE. Barriers to entry are high and the market typically hosts little or no new supply, allowing for the existing stock of rooms to be absorbed. Example markets in this stage include Boston, MA; Charlotte, NC; and Dallas, TX.
Expansion	In the 'Expansion' stage, hotels generally perform adequately and in an economy with resilience and higher confidence the economy will recover from the COVID-19 crisis. Barriers to entry are low, displacement demand is high, and the market typically experiences an expansion of both hotel supply and general economic conditions. Example markets in this stage include Anaheim, CA; Atlanta, GA; and Austin, TX.

Industry Observations

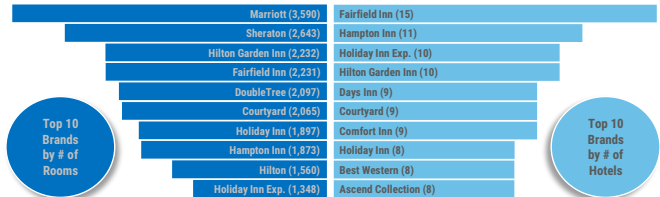
Business Cycle:	In Recovery
Employment Growth (2 yr):	-3.2%
Risk Exposure (402 US markets):	83rd Percentile: Above Average
Key Industry Notes:	Financial, medical center International immigration High costs: taxes, housing

Moody's Rating

Aa1

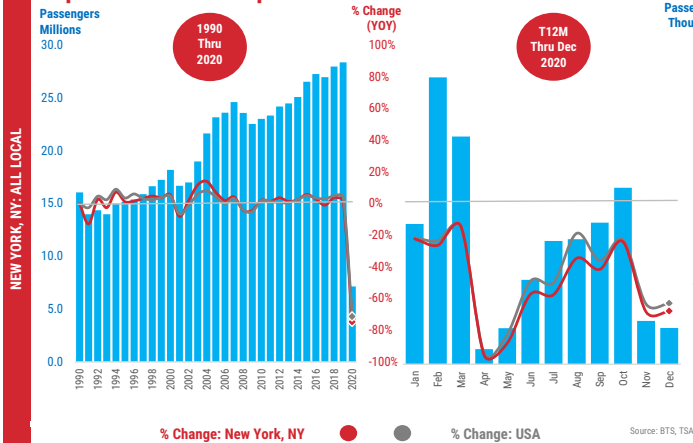
Investment Grade
Long-term investment grade,
Prime-1 short-term outlook

TOP 10 BRANDS

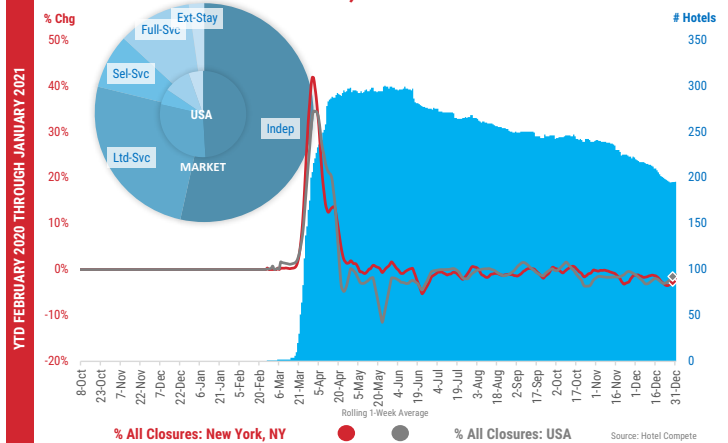


Source: NKF

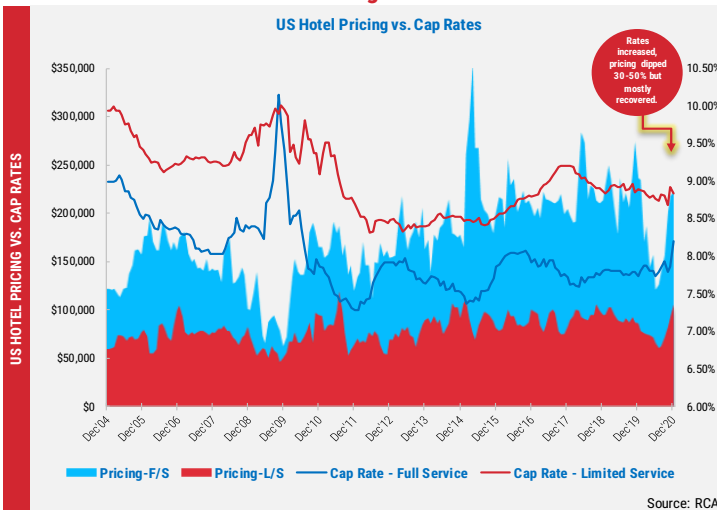
Airport Statistics - Enplanements



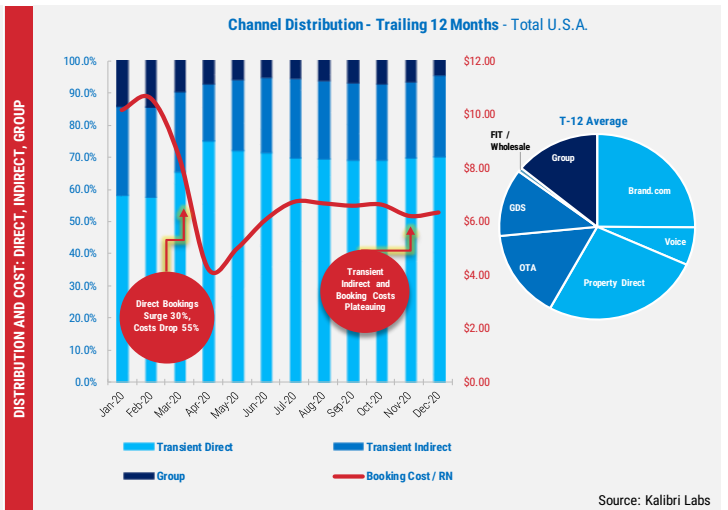
Net Hotel Closures - New York, NY vs. USA



National Trends Dashboard - Pricing



National Trends Dashboard - Channel Distribution



NKF Hotel Market Insights Report Coverage



Akron, OH	Dayton, OH	Louisville, KY	Portland, OR
Albany, NY	Denver, CO	Madison, WI	Raleigh, NC
Albuquerque, NM	Des Moines, IA	Memphis, TN	Rapid City, SD
Anaheim, CA	Detroit, MI	Miami, FL	Richmond, VA
Arkansas State Area, AR	El Paso, TX	Michigan North Area, MI	Sacramento, CA
Atlanta, GA	Fayetteville, AR	Michigan South Area, MI	Saint Louis, MO
Augusta, GA	Fort Lauderdale, FL	Milwaukee, WI	Saint Petersburg, FL
Austin, TX	Fort Myers, FL	Minneapolis, MN	Salt Lake City, UT
Bakersfield, CA	Fort Worth, TX	Mobile, AL	San Antonio, TX
Baltimore, MD	Fresno, CA	Myrtle Beach, SC	San Bernardino, CA
Baton Rouge, LA	Greensboro, NC	Nashville, TN	San Diego, CA
Bentonville, AR	Greenville, SC	New Brunswick, NJ	San Francisco, CA
Birmingham, AL	Harrisburg, PA	New Orleans, LA	San Joaquin Valley, CA
Boise City, ID	Hartford, CT	New York, NY	San Jose, CA
Boston, MA	Houston, TX	Newark, NJ	Sarasota, FL
Buffalo, NY	Indiana North Area, IN	Oahu Island, HI (Branded)	Savannah, GA
Charleston, SC	Indiana South Area, IN	Oakland, CA	Seattle, WA
Charlotte, NC	Indianapolis, IN	Odessa-Midland, TX	Spokane, WA
Chattanooga, TN	Jackson, MS	Oklahoma City, OK	Tampa, FL
Chicago, IL	Jacksonville, FL	Omaha, NE	Tucson, AZ
Cincinnati, OH	Kansas City, MO	Orlando, FL (Non-Disney)	Tulsa, OK
Cleveland, OH	Knoxville, TN	Palm Desert, CA	Virginia Beach, VA
Colorado Springs, CO	Las Vegas, NV (Non-Strip)	Philadelphia, PA	Washington State Area, WA
Columbia, SC	Lexington, KY	Phoenix, AZ	Washington, DC
Columbus, OH	Little Rock, AR	Pittsburgh, PA	West Palm Beach, FL
Dallas, TX	Los Angeles, CA	Portland, ME	Wichita, KS

Market Disclaimers

Las Vegas, NV; Oahu, HI; Orlando, FL: market data based on actual reporting properties only. Excludes vast majority of casino properties and assets located within the "strip" district of Las Vegas, as well as the vast majority of Disney-associated assets, which comprises most of the Orlando market.

Total Supply The total supply figures are aggregated estimates from multiple third-party sources.

Air Passenger Statistics The latest two months are estimates based on daily national trends reported by TSA. These data are subject to revision.

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