

STR #: 71388 / Date Created: April 20, 2023

AC Hotels by Marriott Austin Hill Country RevPAR Positioning Matrix (RPM)

For the Month of: March 2023



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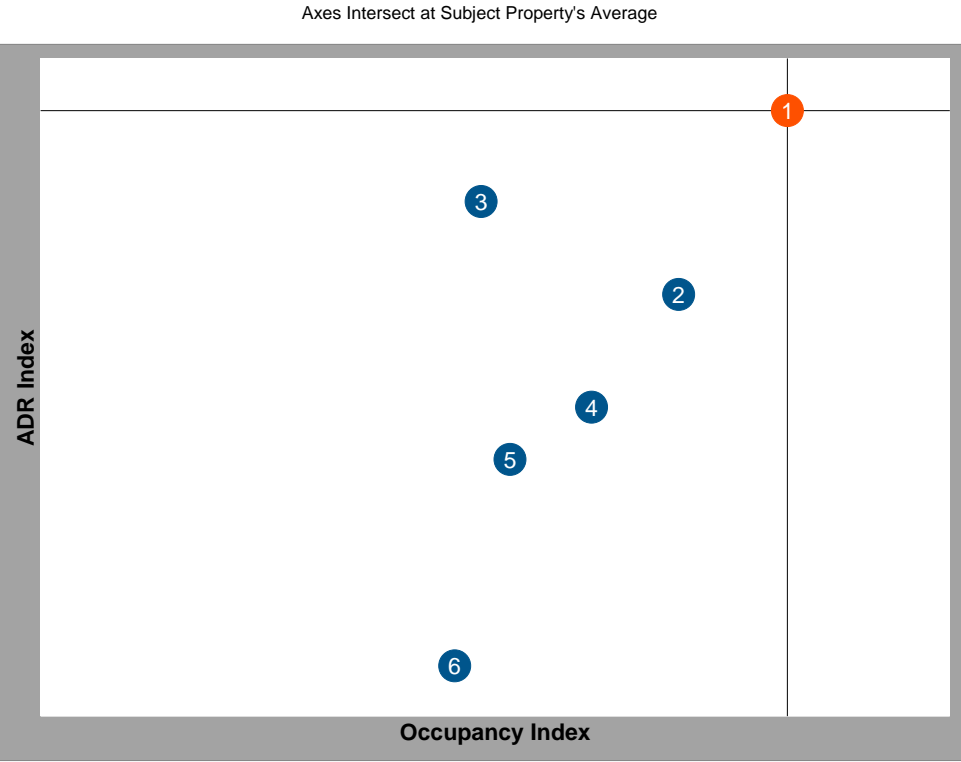
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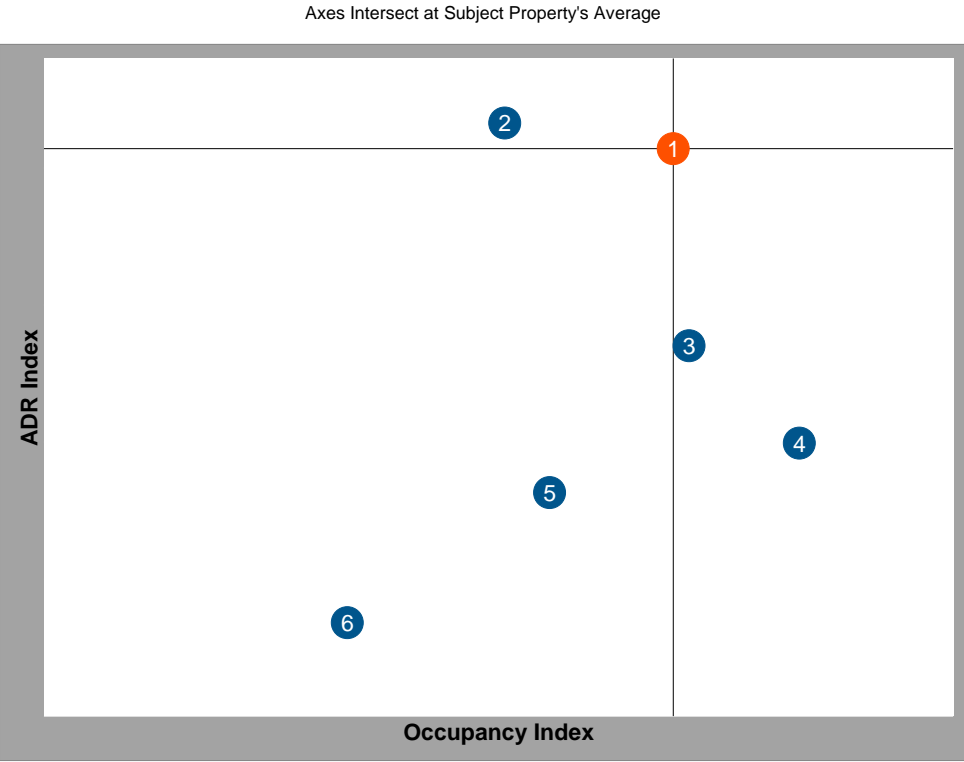
Tab 2 - RevPAR Positioning Matrix: Current Month

AC Hotels by Marriott Austin Hill Country 7415 Southwest Pky Austin, TX 78735-8998 Phone: (512) 551-4009
STR # 71388 ChainID: AUSAT MgtCo: Peachtree Hotel Group Owner: Dwight Curry
For the Month of: March 2023 Date Created: April 20, 2023 Monthly Competitive Set Data Includes Subject

For the Month Ending: March 2023



For the Month Ending: March 2022

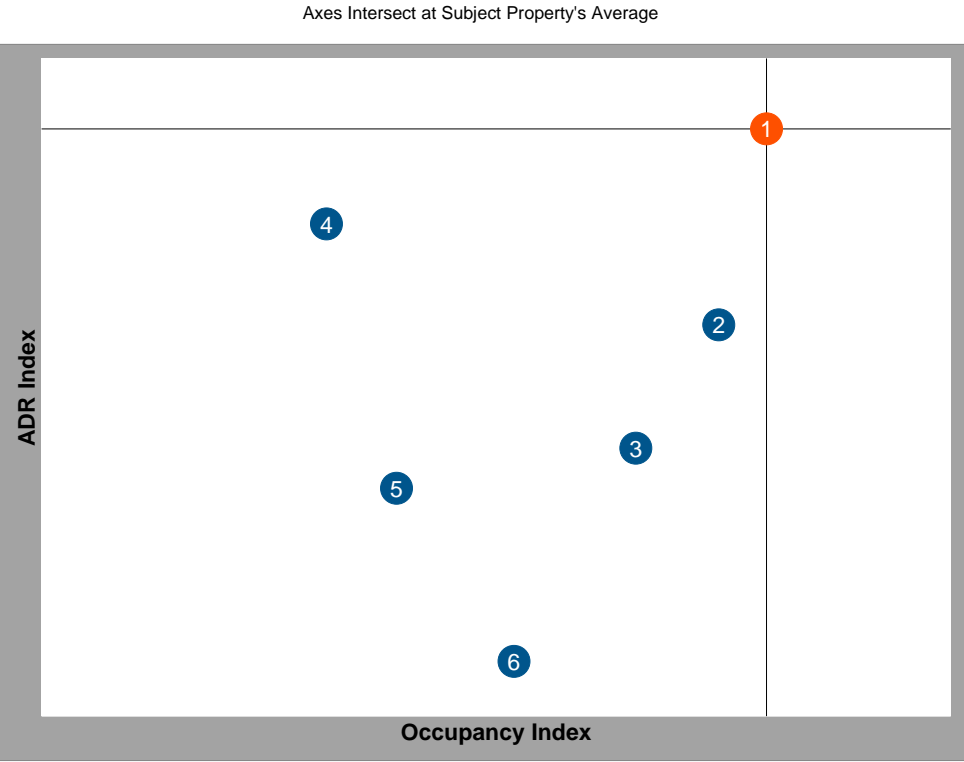


- Subject Property
- Individual Property within Subjects Competitive Set
- 1 Corresponding Number is Property's RevPAR ranking with Competitive Set

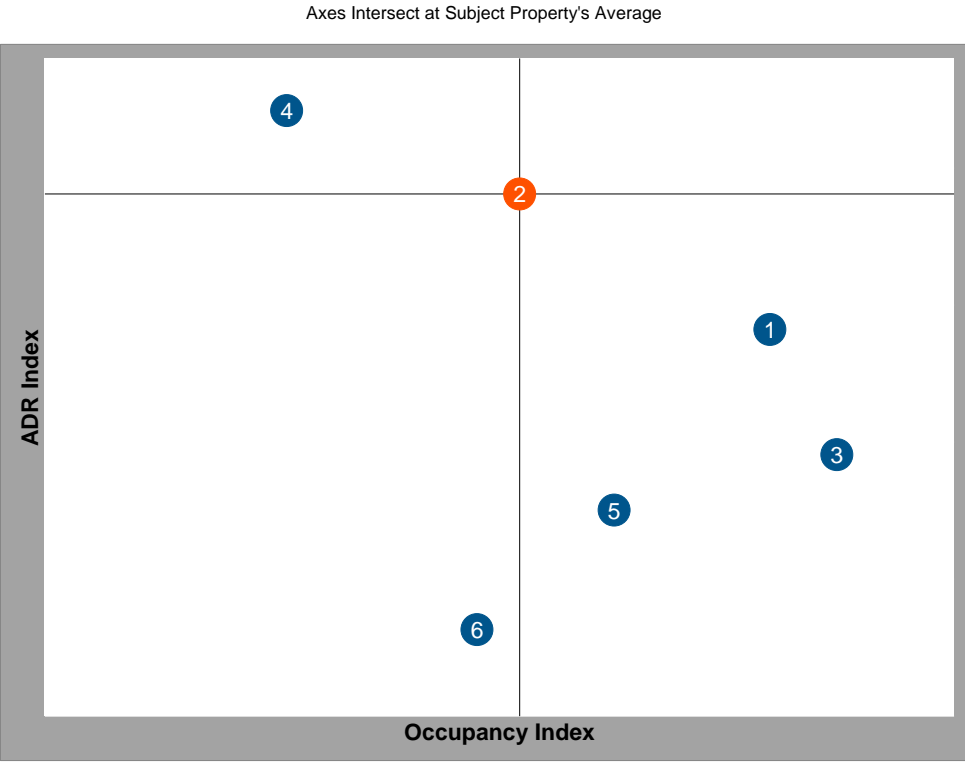
Tab 3 - RevPAR Positioning Matrix: Running 3 Months

AC Hotels by Marriott Austin Hill Country 7415 Southwest Pky Austin, TX 78735-8998 Phone: (512) 551-4009
STR # 71388 ChainID: AUSAT MgtCo: Peachtree Hotel Group Owner: Dwight Curry
For the Month of: March 2023 Date Created: April 20, 2023 Monthly Competitive Set Data Includes Subject

For the Running 3 Months Ending: March 2023



For the Running 3 Months Ending: March 2022



- Subject Property
- Individual Property within Subjects Competitive Set
- 1 Corresponding Number is Property's RevPAR ranking with Competitive Set

Tab 3 - STAR Summary - My Property vs. Comp Set and Industry Segments

AC Hotels by Marriott Austin Hill Country 7415 Southwest Pky Austin, TX 78735-8998 Phone: (512) 551-4009

STR # 71388 ChainID: AUSAT MgtCo: Peachtree Hotel Group Owner: Dwight Curry

For the Month of: March 2023 Date Created: April 19, 2023 Monthly Competitive Set Data Excludes Subject Property

AC Hotels by Marriott Austin Hill Country
Market: Austin, TX
Market Class: Upscale Class
Submarket: South Austin/Airport, TX
Submarket Scale: Upscale Chains
Competitive Set: Competitors

Occupancy (%)							
Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg
86.9	0.7	79.0	27.2	79.0	27.2	79.2	59.3
76.5	-0.4	68.4	9.1	68.4	9.1	69.4	6.5
78.8	-3.5	70.3	5.3	70.3	5.3	70.9	3.9
74.5	-1.7	65.5	4.8	65.5	4.8	67.2	1.4
76.3	0.5	66.7	13.1	66.7	13.1	67.0	9.7
73.8	-7.8	64.7	1.8	64.7	1.8	68.6	-0.9

Supply			
Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
0.0	0.0	0.0	141.7
4.2	4.4	4.4	4.2
7.8	9.0	9.0	9.1
8.0	9.2	9.2	7.1
7.3	9.7	9.7	12.7
0.0	0.0	0.0	0.0

AC Hotels by Marriott Austin Hill Country
Market: Austin, TX
Market Class: Upscale Class
Submarket: South Austin/Airport, TX
Submarket Scale: Upscale Chains
Competitive Set: Competitors

Average Daily Rate							
Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg
227.75	12.5	210.90	18.3	210.90	18.3	204.07	20.2
209.02	9.2	179.07	12.1	179.07	12.1	173.46	21.4
192.87	14.9	166.50	15.2	166.50	15.2	159.65	23.3
184.65	4.0	161.55	7.9	161.55	7.9	164.46	17.2
223.03	7.3	196.57	10.1	196.57	10.1	198.71	15.9
179.84	7.8	158.96	8.5	158.96	8.5	157.20	14.6

Demand			
Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
0.7	27.2	27.2	285.1
3.8	13.9	13.9	10.9
4.0	14.8	14.8	13.3
6.2	14.4	14.4	8.6
7.8	24.1	24.1	23.6
-7.8	1.8	1.8	-0.9

AC Hotels by Marriott Austin Hill Country
Market: Austin, TX
Market Class: Upscale Class
Submarket: South Austin/Airport, TX
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Competitive Set: Competitors

RevPAR							
Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg
197.93	13.4	166.65	50.6	166.65	50.6	161.55	91.5
159.87	8.8	122.52	22.3	122.52	22.3	120.41	29.3
151.90	10.8	116.97	21.3	116.97	21.3	113.22	28.1
137.64	2.2	105.83	13.0	105.83	13.0	110.47	18.9
170.28	7.8	131.11	24.5	131.11	24.5	133.11	27.1
132.78	-0.6	102.87	10.5	102.87	10.5	107.89	13.6

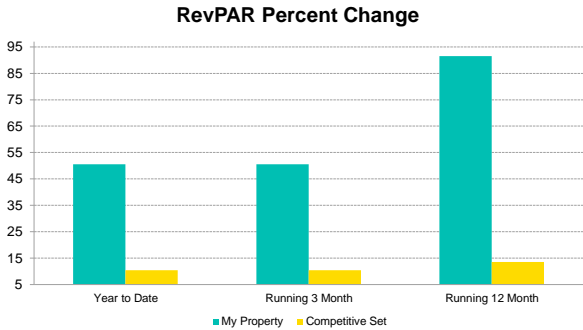
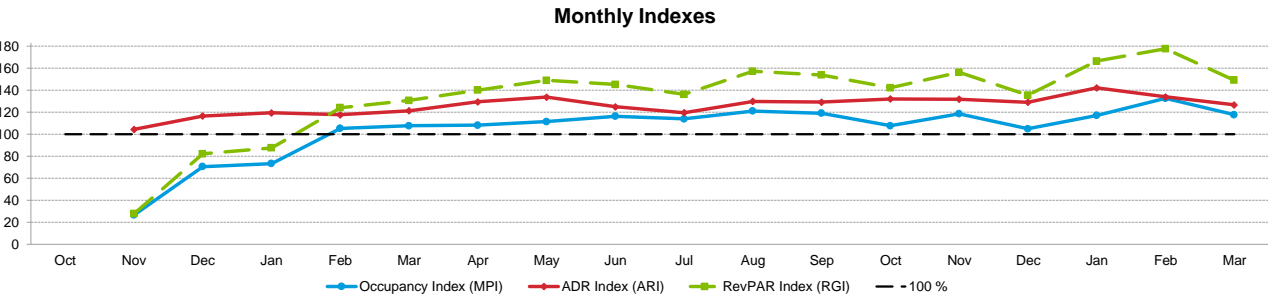
Revenue			
Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
13.4	50.6	50.6	363.0
13.4	27.7	27.7	34.7
19.4	32.2	32.2	39.8
10.4	23.4	23.4	27.3
15.7	36.6	36.6	43.2
-0.6	10.5	10.5	13.6

Market: Austin, TX
Market Class: Upscale Class
Submarket: South Austin/Airport, TX
Submarket Scale: Upscale Chains
Competitive Set: Competitors

Census/Sample - Properties & Rooms					
Census		Sample		Sample %	
Properties	Rooms	Properties	Rooms	Rooms	
420	48477	361	46298	95.5	
87	11240	83	11144	99.1	
73	8279	63	7923	95.7	
23	4054	23	4054	100.0	
5	636	5	636	100.0	

Tab 4 - Competitive Set Report

AC Hotels by Marriott Austin Hill Country 7415 Southwest Pky Austin, TX 78735-8998 Phone: (512) 551-4009
STR # 71388 ChainID: AUSAT MgtCo: Peachtree Hotel Group Owner: Dwight Curry
For the Month of: March 2023 Date Created: April 19, 2023 Monthly Competitive Set Data Excludes Subject Property



Occupancy (%)	2021			2022												2023			Year To Date			Running 3 Month			Running 12 Month		
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	2021	2022	2023	2021	2022	2023	2021	2022	2023
My Property		18.6	43.7	36.8	63.4	86.3	86.3	82.3	86.6	73.3	73.4	82.4	84.8	82.6	61.9	65.9	84.8	86.9		62.1	79.0		62.1	79.0		49.7	79.2
Competitive Set	80.1	69.9	62.0	50.1	60.2	80.1	79.7	73.8	74.5	64.4	60.7	69.2	78.8	69.7	59.0	56.3	64.0	73.8	58.9	63.6	64.7	58.9	63.6	64.7	47.7	69.2	68.6
Index (MPI)		26.6	70.5	73.3	105.4	107.7	108.2	111.5	116.3	113.9	121.0	119.1	107.6	118.6	104.9	117.1	132.6	117.7		97.7	122.1		97.7	122.1		71.8	115.3
Rank		6 of 6	6 of 6	5 of 6	4 of 6	3 of 6	3 of 6	3 of 6	3 of 6	3 of 6	2 of 6	2 of 6	3 of 6	2 of 6	3 of 6	3 of 6	1 of 6	1 of 6	4 of 6	6 of 6	1 of 6	4 of 6	1 of 6		6 of 6	3 of 6	
%Chg																											
My Property														344.2	41.5	79.2	33.8	0.7		27.2		27.2		59.3			
Competitive Set	48.7	51.6	55.4	15.4	14.8	0.0	8.2	-2.6	-2.3	-9.6	-4.2	2.1	-1.6	-0.4	-4.9	12.2	6.3	-7.8	-4.4	8.0	1.8	-4.4	8.0	1.8	-35.6	45.2	-0.9
Index (MPI)														345.8	48.8	59.7	25.9	9.3		25.0		25.0		60.7			
Rank														1 of 6	1 of 6	1 of 6	1 of 6	2 of 6		1 of 6		1 of 6		1 of 6		1 of 6	
ADR	2021			2022												2023			Year To Date			Running 3 Month			Running 12 Month		
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	2021	2022	2023	2021	2022	2023	2021	2022	2023
My Property		144.03	145.31	149.82	160.00	202.43	211.36	219.07	199.57	171.32	170.50	206.28	252.29	198.37	172.12	197.14	203.61	227.75		178.22	210.90		178.22	210.90		169.73	204.07
Competitive Set	166.34	137.94	124.62	125.40	135.90	166.83	163.34	163.91	159.83	143.25	131.33	159.66	190.99	150.58	133.35	138.72	151.99	179.84	96.36	146.47	158.96	96.36	146.47	158.96	92.22	137.19	157.20
Index (ARI)		104.4	116.6	119.5	117.7	121.3	129.4	133.7	124.9	119.6	129.8	129.2	132.1	131.7	129.1	142.1	134.0	126.6		121.7	132.7		121.7	132.7		123.7	129.8
Rank		3 of 6	2 of 6	2 of 6	2 of 6	2 of 6	1 of 6	1 of 6	1 of 6	2 of 6	1 of 6	1 of 6	1 of 6	1 of 6	1 of 6	1 of 6	1 of 6	1 of 6	2 of 6	6 of 6	1 of 6	2 of 6	1 of 6		2 of 6	1 of 6	
%Chg																											
My Property														37.7	18.5	31.6	27.3	12.5		18.3		18.3		20.2			
Competitive Set	69.7	48.8	38.2	43.7	41.3	64.5	40.8	28.1	24.3	9.7	1.1	10.8	14.8	9.2	7.0	10.6	11.8	7.8	-27.2	52.0	8.5	-27.2	52.0	8.5	-32.1	48.8	14.6
Index (ARI)														26.2	10.7	18.9	13.8	4.4		9.0		9.0		4.9			
Rank														1 of 6	1 of 6	1 of 6	1 of 6	4 of 6		1 of 6		1 of 6		1 of 6		1 of 6	
RevPAR	2021			2022												2023			Year To Date			Running 3 Month			Running 12 Month		
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	2021	2022	2023	2021	2022	2023	2021	2022	2023
My Property		26.78	63.54	55.10	101.46	174.61	182.34	180.23	172.92	125.56	125.16	169.96	213.95	163.84	106.52	129.92	172.69	197.93		110.69	166.65		110.69	166.65		84.34	161.55
Competitive Set	133.18	96.43	77.28	62.88	81.80	133.62	130.24	120.98	119.08	92.20	79.65	110.48	150.49	104.88	78.65	78.07	97.22	132.78	56.74	93.13	102.87	56.74	93.13	102.87	43.99	95.00	107.89
Index (RGI)		27.8	82.2	87.6	124.0	130.7	140.0	149.0	145.2	136.2	157.1	153.8	142.2	156.2	135.4	166.4	177.6	149.1		118.8	162.0		118.8	162.0		88.8	149.7
Rank		6 of 6	5 of 6	4 of 6	2 of 6	1 of 6	1 of 6	1 of 6	1 of 6	2 of 6	1 of 6	1 of 6	1 of 6	1 of 6	1 of 6	1 of 6	1 of 6	1 of 6	2 of 6	6 of 6	1 of 6	2 of 6	1 of 6		5 of 6	1 of 6	
%Chg																											
My Property														511.8	67.6	135.8	70.2	13.4		50.6		50.6		91.5			
Competitive Set	152.4	125.7	114.8	65.8	62.1	64.5	52.4	24.8	21.4	-0.9	-3.1	13.1	13.0	8.8	1.8	24.2	18.9	-0.6	-30.4	64.1	10.5	-30.4	64.1	10.5	-56.3	116.0	13.6
Index (RGI)														462.5	64.7	89.9	43.2	14.1		36.3		36.3		68.7			
Rank														1 of 6	1 of 6	1 of 6	1 of 6	1 of 6		1 of 6		1 of 6		1 of 6		1 of 6	