

Tab 4 - Multi-Segment

Irving TX CVB
For the month of: May 2020

	Current Month - May 2020 vs May 2019												Year to Date - May 2020 vs May 2019											
	Occ %		ADR		RevPAR		Percent Change from May 2019						Occ %		ADR		RevPAR		Percent Change from YTD 2019					
	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
United States	33.1	68.6	79.57	132.38	26.35	90.83	-51.7	-39.9	-71.0	-74.2	-11.2	-57.2	43.3	64.3	112.27	130.26	48.61	83.79	-32.7	-13.8	-42.0	-44.1	-3.7	-35.2
Texas	36.2	66.6	68.96	106.64	24.93	71.03	-45.7	-35.3	-64.9	-66.3	-4.0	-47.9	46.2	65.7	90.88	107.05	41.98	70.36	-29.7	-15.1	-40.3	-40.3	0.0	-29.7
Atlanta, GA	37.3	71.0	67.07	111.22	24.99	78.92	-47.5	-39.7	-68.3	-70.7	-7.6	-51.5	47.8	70.9	97.76	121.24	46.77	85.94	-32.5	-19.4	-45.6	-46.4	-1.5	-33.5
Arlington, TX	41.3	70.9	59.58	90.78	24.59	64.36	-41.8	-34.4	-61.8	-62.2	-1.1	-42.4	52.2	70.0	80.11	91.19	41.79	63.82	-25.5	-12.1	-34.5	-32.3	3.4	-22.9
Charlotte, NC-SC	34.1	71.4	69.15	112.51	23.57	80.27	-52.2	-38.5	-70.6	-71.8	-3.8	-54.0	46.6	69.1	97.53	114.47	45.40	79.11	-32.6	-14.8	-42.6	-42.1	0.9	-32.0
Fort Worth, TX+	34.3	71.2	68.43	110.51	23.49	78.70	-51.8	-38.1	-70.2	-70.3	-0.5	-52.0	48.5	70.7	97.68	110.81	47.38	78.29	-31.3	-11.9	-39.5	-39.2	0.5	-31.0
Frisco, TX+	18.0	65.8	87.98	139.86	15.84	92.03	-72.6	-37.1	-82.8	-83.5	-4.4	-73.8	40.5	69.2	132.35	148.32	53.59	102.60	-41.5	-10.8	-47.8	-45.2	4.9	-38.6
Grapevine, TX+	15.5	74.7	107.52	171.82	16.70	128.32	-79.2	-37.4	-87.0	-94.0	-53.6	-90.4	47.3	76.3	179.21	181.89	84.69	138.77	-38.1	-1.5	-39.0	-52.2	-21.7	-51.5
Irving, TX+	27.1	73.7	63.06	111.48	17.11	82.10	-63.2	-43.4	-79.2	-80.9	-8.3	-66.2	46.5	72.3	101.16	112.38	47.08	81.24	-35.6	-10.0	-42.0	-43.0	-1.7	-36.7
Nashville, TN	30.1	78.8	74.79	157.47	22.54	124.06	-61.7	-52.5	-81.8	-83.7	-10.1	-65.6	45.4	72.4	122.34	150.64	55.53	109.05	-37.3	-18.8	-49.1	-48.7	0.7	-36.8
Phoenix, AZ	36.7	68.8	78.97	120.80	29.00	83.10	-46.6	-34.6	-65.1	-69.6	-12.8	-53.4	54.1	77.6	146.73	159.81	79.36	124.05	-30.3	-8.2	-36.0	-37.8	-2.8	-32.3
San Jose, CA+	25.1	79.4	96.10	205.25	24.17	162.90	-68.3	-53.2	-85.2	-86.3	-7.3	-70.6	41.9	75.3	171.22	205.64	71.70	154.93	-44.4	-16.7	-53.7	-51.9	3.9	-42.3

Competitive Set Comparison													
Actual Figures							Percent of Change from Last Year						
	Current Month			Year-To-Date				Current Month			Year-To-Date		
	OCC	ADR	RvPAR	OCC	ADR	RvPAR		OCC	ADR	RvPAR	OCC	ADR	RvPAR
US	33.1	79.57	26.35	43.3	112.27	48.61	US	-51.7	-39.9	-71.0	-32.7	-13.8	-42.0
Texas	36.2	68.96	24.93	46.2	90.88	41.98	Texas	-45.7	-35.3	-64.9	-29.7	-15.1	-40.3
Irving	27.1	63.06	17.11	46.5	101.16	47.08	Irving	-63.2	-43.4	-79.2	-35.6	-10.0	-42.0
Best USA	Arlngtn	Grpvine	Phoenix	Phoenix	Grpvine	Grpvine	Best USA	Arlngtn	Arlngtn	Arlngtn	Arlngtn	Grpvine	Arlngtn
	41.3	107.52	29.00	54.1	179.21	84.69		-41.8	-34.4	-61.8	-25.5	-1.5	-34.5
Best Texas	Arlngtn	Grpvine	Arlngtn	Arlngtn	Grpvine	Grpvine	Best Texas	Arlngtn	Arlngtn	Arlngtn	Arlngtn	Grpvine	Arlngtn
	41.3	107.52	24.59	52.2	179.21	84.69		-41.8	-34.4	-61.8	-25.5	-1.5	-34.5
Worst USA	Grpvine	Arlngtn	Frisco	Frisco	Arlngtn	Arlngtn	Worst USA	Grpvine	SanJose	Grpvine	SanJose	Atlanta	SanJose
	15.5	59.58	15.84	40.5	80.11	41.79		-79.2	-53.2	-87.0	-44.4	-19.4	-53.7
Worst Texas	Grpvine	Arlngtn	Frisco	Frisco	Arlngtn	Arlngtn	Worst Texas	Grpvine	Irving	Grpvine	Frisco	Arlngtn	Frisco
	15.5	59.58	15.84	40.5	80.11	41.79		-79.2	-43.4	-87.0	-41.5	-12.1	-47.8
Note: "Best" and "Worst" notations above refer to destinations within this competitive set only													

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Tab 6 - Multi-Segment Custom Sets+

Currency: USD - US Dollar

Irving TX CVB
For the month of: May 2020

	Current Month - May 2020 vs May 2019												Year to Date - May 2020 vs May 2019												Participation			
	Occ %		ADR		RevPAR		Percent Change from May 2019						Occ %		ADR		RevPAR		Percent Change from YTD 2019						Properties		Rooms	
	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample
	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample
Irving, TX+	27.1	73.7	63.06	111.48	17.11	82.10	-63.2	-43.4	-79.2	-80.9	-8.3	-66.2	46.5	72.3	101.16	112.38	47.08	81.24	-35.6	-10.0	-42.0	-43.0	-1.7	-36.7	83	72	11681	10141
Luxury/Full Service Irving+	13.6	72.5	84.49	150.46	11.51	109.16	-81.2	-43.8	-89.5	-91.7	-21.5	-85.3	41.1	71.9	147.98	151.60	60.89	108.97	-42.8	-2.4	-44.1	-47.5	-6.1	-46.2	13	11	3844	3244
All Suite/Extended Stay Irving+	35.5	75.2	62.02	95.56	22.01	71.87	-52.8	-35.1	-69.4	-68.4	3.3	-51.3	50.5	74.4	86.19	96.58	43.49	71.86	-32.2	-10.8	-39.5	-37.5	3.3	-29.9	33	30	3713	3321
Limited Service Irving+	24.3	75.4	68.62	110.71	16.66	83.45	-67.8	-38.0	-80.0	-82.5	-12.3	-71.7	45.3	73.3	104.26	113.61	47.21	83.23	-38.2	-8.2	-43.3	-47.9	-8.1	-43.2	12	12	1567	1567
Budget Irving+	38.2	72.3	50.16	58.36	19.15	42.20	-47.2	-14.1	-54.6	-55.0	-0.8	-47.6	51.6	69.3	52.83	57.47	27.25	39.82	-25.6	-8.1	-31.6	-31.9	-0.5	-26.0	24	18	2438	1890
Las Colinas+	28.1	72.4	63.39	128.21	17.80	92.76	-61.2	-50.6	-80.8	-85.1	-22.2	-69.8	45.5	71.4	116.83	128.54	53.13	91.82	-36.3	-9.1	-42.1	-45.9	-6.5	-40.5	27	25	4092	3634
DFW North+	21.6	78.8	61.85	106.84	13.38	84.15	-72.5	-42.1	-84.1	-83.6	3.4	-71.6	45.8	77.2	100.76	107.82	46.10	83.27	-40.8	-6.6	-44.6	-42.8	3.4	-38.8	26	25	4065	3902
DFW South+	32.4	69.9	63.66	91.54	20.61	63.99	-53.7	-30.5	-67.8	-67.9	-0.4	-53.9	48.9	68.0	81.81	93.56	39.99	63.66	-28.2	-12.6	-37.2	-37.3	-0.2	-28.3	30	22	3524	2605
Full Service Las Colinas+	7.4	67.6	116.58	180.14	8.66	121.75	-89.0	-35.3	-92.9	-96.2	-46.6	-94.1	37.4	66.8	188.76	180.72	70.66	120.76	-44.0	4.4	-41.5	-49.4	-13.6	-51.6	5	5	1207	1207
Limited Service Las Colinas+	36.7	75.9	58.88	93.44	21.62	70.96	-51.7	-37.0	-69.5	-70.7	-3.9	-53.6	50.5	74.7	83.77	95.55	42.27	71.38	-32.4	-12.3	-40.8	-41.6	-1.5	-33.4	22	20	2885	2427
Full Service DFW North+	8.9	78.0	94.54	138.30	8.44	107.94	-88.6	-31.6	-92.2	-92.2	0.0	-88.6	41.0	77.6	140.88	140.61	57.80	109.14	-47.1	0.2	-47.0	-47.0	0.0	-47.1	4	4	1581	1581
Limited Service DFW North+	30.5	79.3	55.37	86.01	16.90	68.16	-61.5	-35.6	-75.2	-75.1	0.6	-61.3	49.2	77.0	77.88	85.59	38.29	65.88	-36.1	-9.0	-41.9	-41.5	0.6	-35.8	21	20	2365	2202
Full Service DFW South+																								4	2	1056	456	
Limited Service DFW South+	34.4	67.8	61.54	81.84	21.14	55.45	-49.3	-24.8	-61.9	-62.1	-0.6	-49.6	49.4	65.7	73.62	83.02	36.34	54.58	-24.9	-11.3	-33.4	-33.6	-0.3	-25.2	26	20	2468	2149

AirBNB Data	Occ %		ADR		RevPAR		Percent Change from Prior Year						Occ %		ADR		RevPAR		Percent Change from Prior Year YTD					
	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
Entire Place	66.8	61.6	168.99	195.54	112.93	120.45	8.48	-13.58	-6.25	36.0	25.9	25.3	63.3	58.70	173.51	179.05	109.76	105.10	7.76	-3.10	4.43	86.7	66.3	83.4
Hotel Comparable	72.2	56.35	102.22	87.24	73.85	49.16	28.22	17.17	50.24	176.3	83.9	135.8	65.9	62.99	104.27	85.30	68.68	53.74	4.57	22.23	27.81	150.9	96.3	105.2

Available Listings	2020	2019	% Chg
Entire Place	274	187	46.5
Private Room	149	157	(5.1)
Shared Room	34	35	(2.9)
Total Available Listings	457	379	20.6

	Participation			
	Properties		Rooms	
	Census	Sample	Census	Sample
Irving, TX+	83	71	11699	10024
Luxury/Full Service Irving+	13	11	3844	3244
All Suite/Extended Stay Irving+	33	31	3713	3484
Limited Service Irving+	12	12	1585	1585
Budget Irving+	24	16	2438	1592
Las Colinas+	27	25	4110	3652
DFW North+	26	26	4065	4065
DFW South+	30	20	3524	2307
Full Service Las Colinas+	5	5	1207	1207
Limited Service Las Colinas+	22	20	2903	2445
Full Service DFW North+	4	4	1581	1581
Limited Service DFW North+	21	21	2365	2365
Full Service DFW South+	4	2	1056	456
Limited Service DFW South+	26	18	2468	1851
ICC Comp Set No Boutiques+				

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Irving, Texas Room Demand - Source: Smith Travel Research

	2019			2020			Calculated Demand Change over prior year		STR Reported Change over prior year	
	Current Month Occ %	Year To Date Demand	Year To Date Demand	Current Month Occ %	Year To Date Demand	Year To Date Demand	Current Month	Year To Date	Current Month	Year To Date
January	66.5	254,496	254,496	64.9	258,560	258,560	1.6%	1.6%	-2.4%	-2.4%
February	70.4	243,421	497,917	72.1	259,505	518,065	6.6%	4.0%	2.6%	0.0%
March	77.0	303,898	801,815	43.7	174,320	692,385	-42.6%	-13.6%	-43.1%	-16.1%
April	74.2	283,519	1,085,334	22.6	79,279	771,664	-72.0%	-28.9%	-69.5%	-28.9%
May	73.9	291,548	1,376,882	27.1	98,249	869,913	-66.3%	-36.8%	-63.2%	-35.6%
June	78.6	300,278	1,677,160							
July	73.0	288,175	1,965,335							
August	69.5	273,955	2,239,290							
September	70.5	268,938	2,508,228							
October	79.0	317,464	2,825,692							
November	66.1	257,066	3,082,758							
December	57.4	230,578	3,313,336							

Irving, Texas & United States Comparison

May 2020

Irving	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	115.88	3.4%	115.88	3.4%	64.9%	-2.4%	64.9%	-2.4%	75.15	0.9%	75.15	0.9%
FEBRUARY	116.84	2.3%	116.43	2.9%	72.1%	2.6%	68.2%	0.0%	84.20	4.9%	79.45	2.9%
MAR	95.92	-13.6%	111.26	-1.0%	43.7%	-43.1%	59.8%	-16.1%	41.94	-50.8%	66.52	-16.9%
APRIL	62.74	-44.7%	106.19	-5.7%	22.6%	-69.5%	51.1%	-28.9%	14.17	-83.1%	54.30	-33.0%
MAY	63.06	-43.4%	101.16	-10.0%	27.1%	-63.2%	46.5%	-35.6%	17.11	-79.2%	47.08	-42.0%
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												
12 mo. rolling averages: ADR 108.34 -1.3% Occupancy 61.0% -13.6% RevPAR 66.05 -14.7%												

Texas	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	101.19	-0.8%	101.19	-0.8%	57.6%	0.4%	57.6%	0.4%	58.27	-0.5%	58.27	-0.5%
FEBRUARY	106.28	0.0%	103.77	-0.4%	65.3%	0.4%	61.2%	0.4%	69.35	0.5%	63.53	0.0%
MAR	89.23	-19.9%	99.73	-6.7%	44.1%	-37.9%	55.3%	-14.2%	39.34	-50.3%	55.14	-19.9%
APRIL	63.38	-41.3%	94.81	-11.5%	27.7%	-59.7%	48.7%	-25.6%	17.53	-76.3%	46.22	-34.2%
MAY	68.96	-35.3%	90.88	-15.1%	36.2%	-45.7%	46.2%	-29.7%	24.93	-64.9%	41.98	-40.3%
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

USA	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	126.06	1.4%	126.06	1.4%	55.1%	0.8%	55.1%	0.8%	69.47	2.2%	69.47	2.2%
FEBRUARY	130.78	1.4%	128.44	1.4%	62.2%	0.2%	58.5%	0.5%	81.33	1.7%	75.08	1.9%
MAR	110.66	-16.5%	123.76	-4.0%	39.4%	-42.3%	51.8%	-15.9%	43.54	-51.9%	64.14	-19.3%
APRIL	73.23	-44.4%	117.75	-9.2%	24.5%	-63.9%	45.7%	-27.7%	17.93	-79.9%	53.84	-34.3%
MAY	79.57	-39.9%	112.27	-13.8%	33.1%	-51.7%	43.3%	-32.7%	26.35	-71.0%	48.61	-42.0%
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

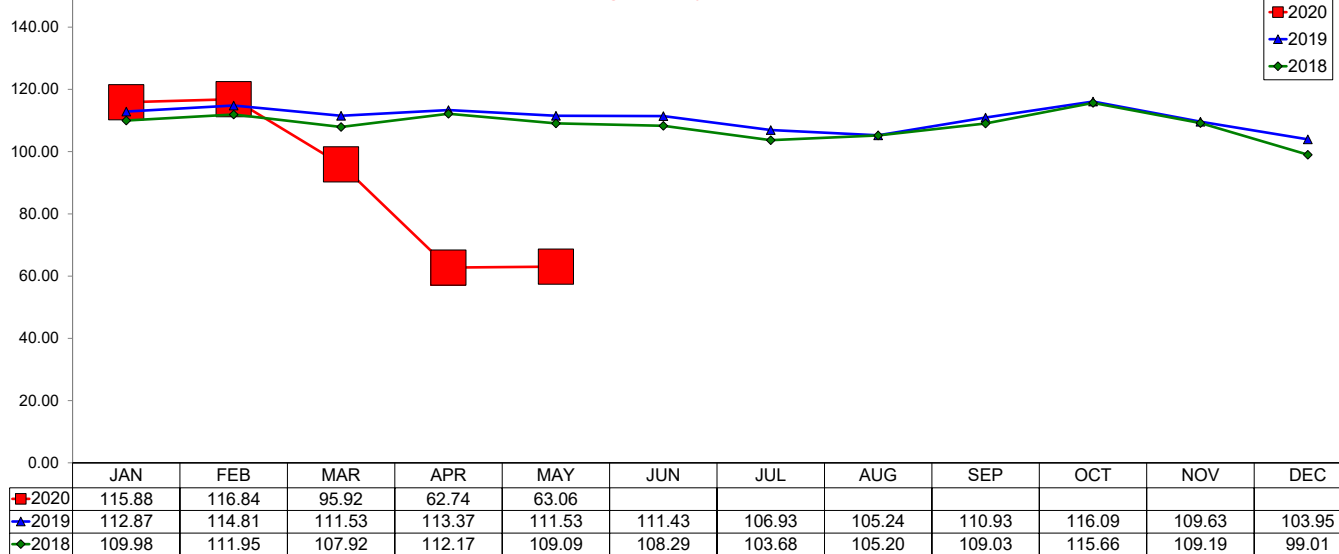
Note: The "Change %" column refers to the change from the prior year's figure.

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Three Year Comparison - CITY OF IRVING - ALL PROPERTIES

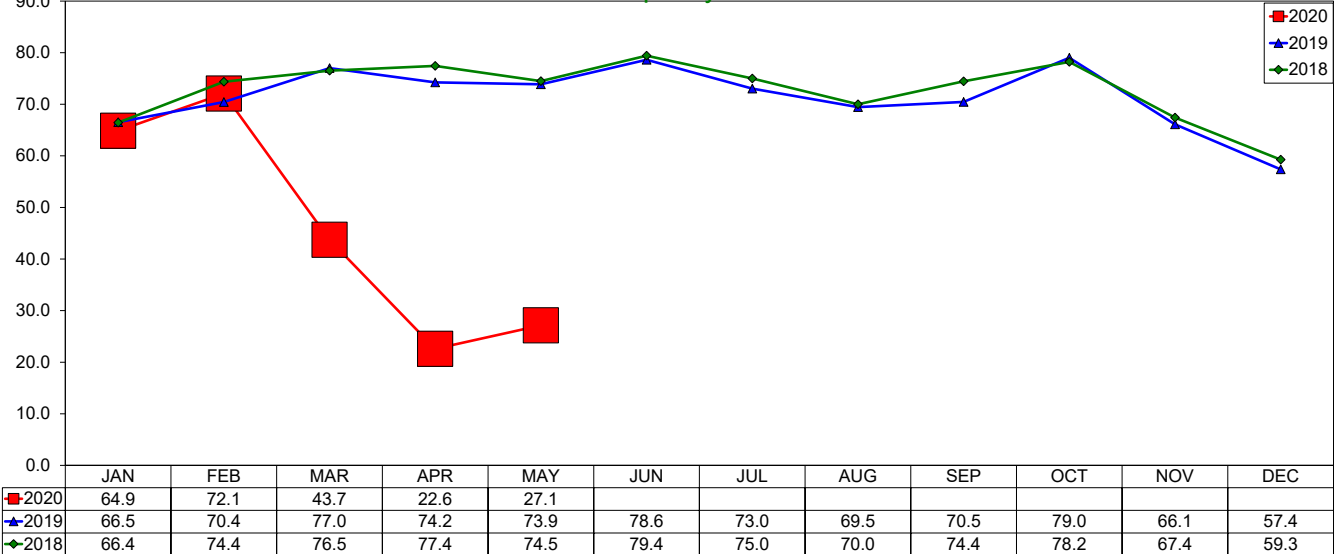
May 2020

Average Daily Rate



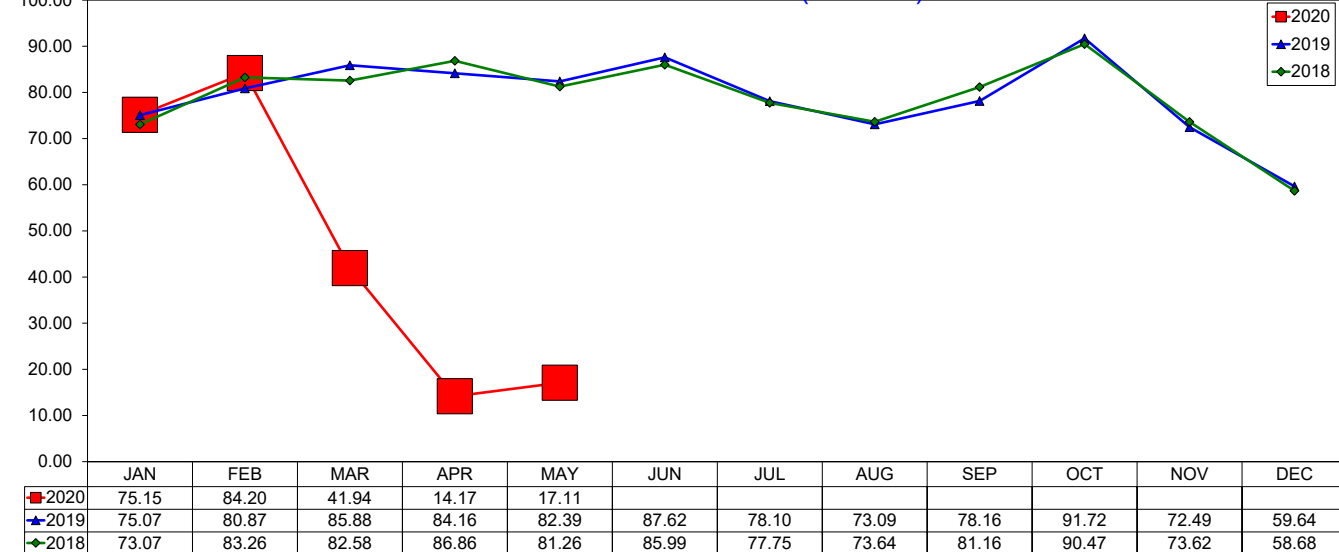
12 month ADR Rolling Average through May 2020 is \$108.34 with a change from last year of -1.3%

Occupancy



12 month Occupancy Rolling Average through May 2020 is 60.96% with a change from last year of -13.6%

Revenue Per Available Room (RevPAR)



12 month RevPAR Rolling Average through May 2020 is \$66.05 with a change from last year of -14.7%

Monthly & YTD AirBNB Data

May 2020

Entire Place	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	170.21	15.0%	170.21	15.0%	59.3%	22.3%	59.3%	22.3%	101.02	40.7%	101.02	40.7%
FEBRUARY	180.89	24.4%	175.99	19.9%	71.7%	33.1%	65.5%	28.4%	129.76	65.5%	115.22	53.9%
MAR	166.55	-17.6%	172.60	1.2%	59.4%	-10.0%	63.2%	11.7%	98.96	-25.8%	109.01	13.0%
APRIL	182.68	0.9%	174.65	0.6%	59.7%	-2.3%	62.4%	8.0%	109.01	-1.4%	109.01	8.6%
MAY	168.99	-13.6%	173.51	-3.1%	66.8%	8.5%	63.3%	7.8%	112.93	-6.2%	109.76	4.4%
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

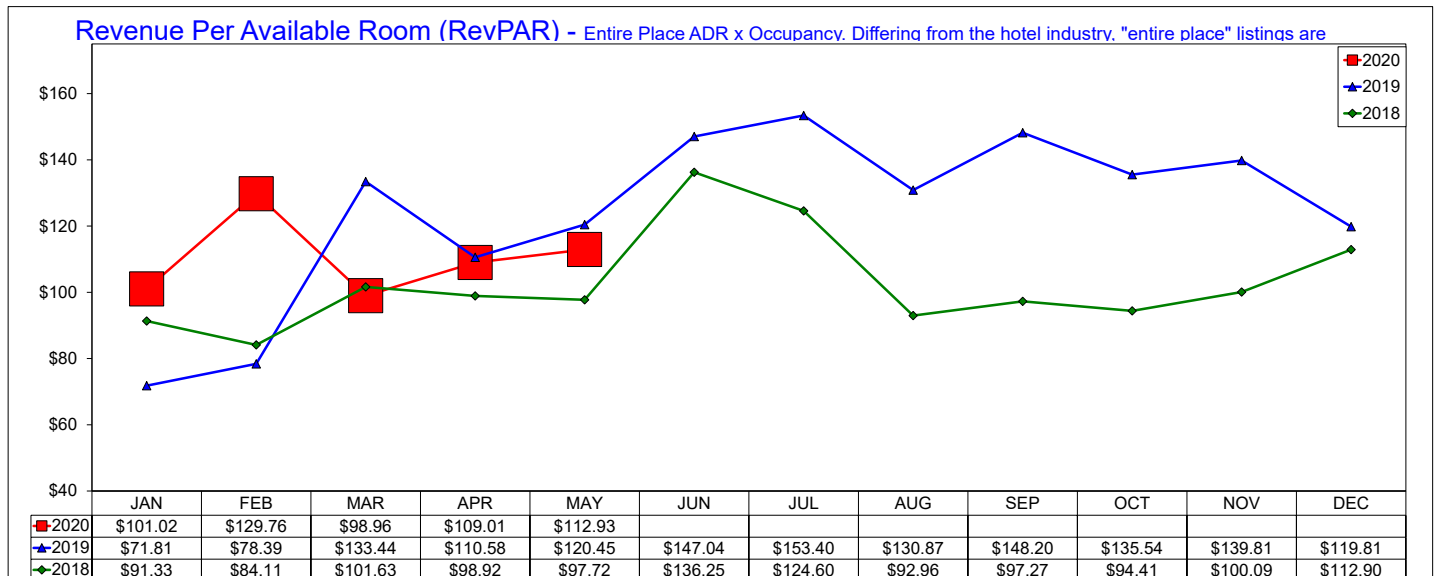
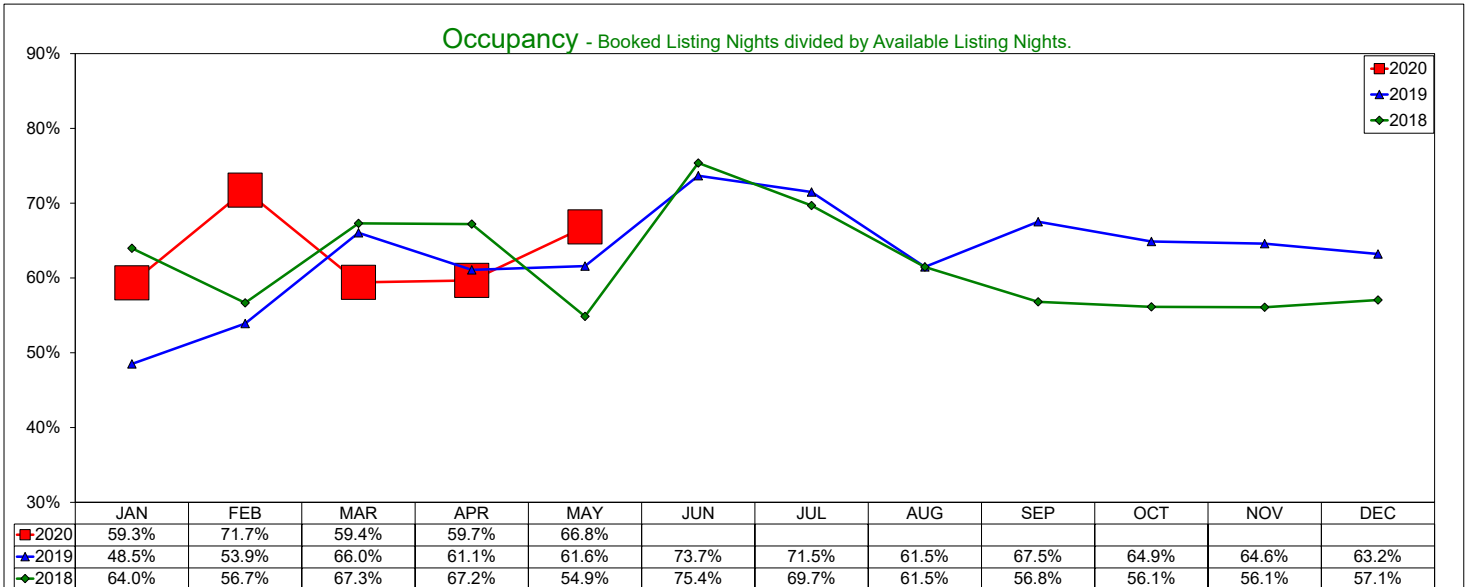
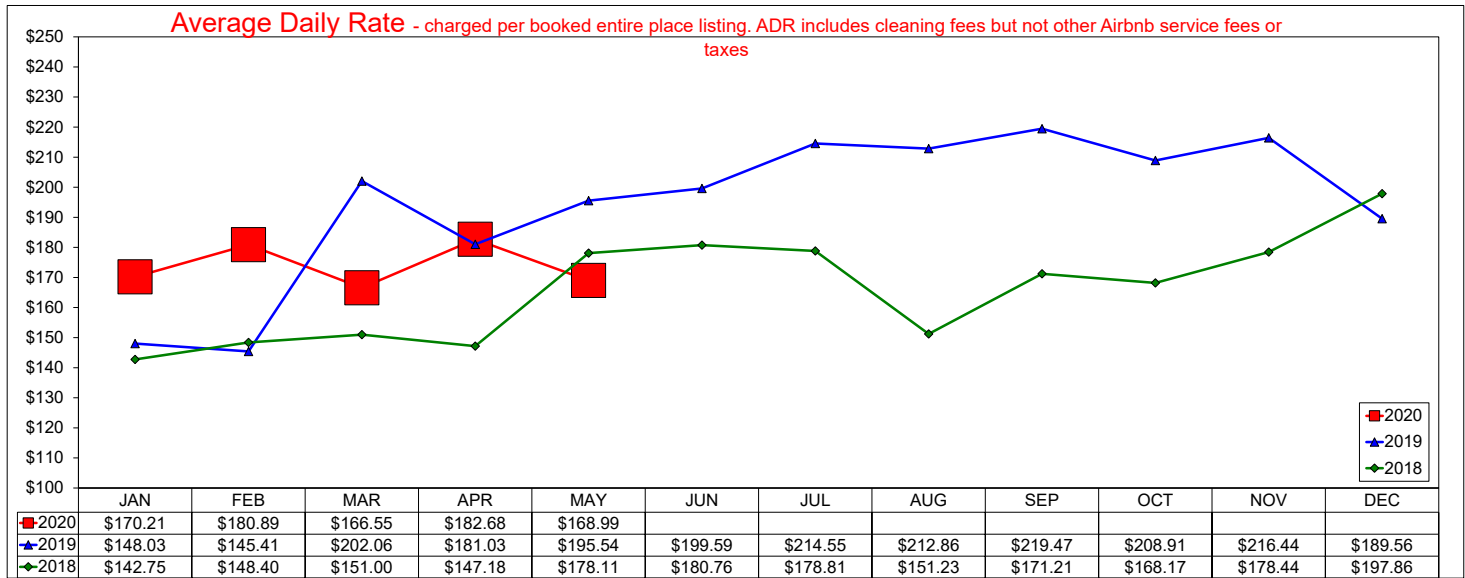
Hotel Comparable	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	98.35	17.5%	98.35	17.5%	59.8%	-1.5%	59.8%	-1.5%	58.79	15.7%	58.79	15.7%
FEBRUARY	107.01	30.4%	103.10	24.5%	74.1%	4.6%	66.9%	1.3%	79.26	36.3%	68.92	26.2%
MAR	106.55	19.1%	104.44	22.5%	62.5%	-12.9%	65.1%	-4.2%	66.54	3.8%	67.96	17.4%
APRIL	106.52	27.4%	104.91	23.7%	61.0%	4.8%	64.1%	-1.4%	64.95	33.4%	67.25	22.0%
MAY	102.22	17.2%	104.27	22.2%	72.2%	28.2%	65.9%	4.6%	73.85	50.2%	68.68	27.8%
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

Note: The "Change %" column refers to the change from the prior year's figure.

AirBNB - Entire Place

May 2020

Entire Place (one or more bedroom) Rentals - Excludes Shared Rooms & Private Rooms



AirBNB - Hotel Comparable Subset

May 2020

Studio and one bedroom entire place rentals only. AirDNA believes these are the type of listings most likely to compete directly with hotels

