

Equity Research Report April 5, 2023

**CONSUMER: Lodging** 

#### C. Patrick Scholes

212-319-3915 Patrick.Scholes@truist.com

#### **Gregory J. Miller**

212-303-4198 Gregory.J.Miller@truist.com

#### **Barry Jonas**

212-590-0998 Barry.Jonas@truist.com

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#### Reasons for this report

✓ Our analysis of the most recent weekly US lodging results

# Lodging: US RevPAR +10.9% y/y last week, +15.7% vs. 2019. Remember the Easter Shift? It helped.

Overall U.S. RevPAR was +10.9% y/y for the week ending 4/1/2023, per STR, up from the prior week's result of +4.1%, but below the trailing 10-week average of +15.1 as the easy Omicron comp has faded. Versus 2019, RevPAR was +15.7%, up from the prior week's result of +12.0%, and above the trailing 10-week average of +11.9%. Last week's results were above the trailing 10-week average due to normalizing seasonality (March stronger travel than January/February) and a pull-forward of business travel (especially large groups/conventions) in advance of upcoming April holidays, starting with Passover which commenced this Wednesday evening.

#### Major RevPAR statistics presented below:

- Luxury RevPAR: +8.0% y/y and +21.5% versus 2019;
- Upper Upscale RevPAR: +15.9% y/y and +6.1% versus 2019;
- Upscale RevPAR: +14.7% y/y and +8.5% versus 2019;
- Upper Midscale RevPAR: +10.9%-y/y and +15.2% versus 2019;
- Midscale RevPAR: +4.2% y/y and +14.0% versus 2019;
- Economy RevPAR: -0.2% y/y and +11.1% versus 2019;
- Independent hotels (~ 1/3rd of the data set) RevPAR: +7.7% y/y and +23.2% versus 2019; and
- Within Upper Upscale & Luxury class hotels:
  - Group: +18.7% y/y vs. +19.8% prior week; versus 2019: -8.2% vs +6.3% prior week.
  - Transient: +9.6% y/y vs. -3.1% prior week; versus 2019: +29.6% vs +13.8% prior week.
- Las Vegas RevPAR: +24.8% y/y and +49.8% versus 2019.
  - As a caveat, we note that many large Strip casino hotel operators do not participate in STR's survey.

# <u>Last week's RevPAR details and sequential trends (all comparable information on new STR methodology):</u>

- Headline RevPAR was +10.9% y/y vs. the running 28-day average of +9.0% y/y.
- Occupancy: Absolute occupancy was 66.2% vs. 65.8% for the running 28-day average.
- Absolute Group occupancy: 21.4% last week vs. 21.4% for the running 28 days.

The Lodging stocks: Similar to the past year in lodging (and many other) stocks, we see "macro over micro" at the moment. We see the main driver/wildcard coming from the economic impact from interest rates and inflation (and perhaps more importantly investor sentiment around these). While the risks from COVID are not zero (e.g. China reopening impact to the worldwide economy and outbound Chinese travel), we believe COVID issues are now secondary to macroeconomic considerations for most investors and for public company executives. We see Hyatt (Buy) as the relative outperformer in our lodging coverage universe for a host of reasons, including continued Caribbean/ leisure outperformance and upcoming accretive asset sales. Leisure travel demand and pricing continues to show significant strength in 2023, a positive read-through for all-inclusive resorts (Buy-rated PLYA, H) and Vacation Ownership (Buy-rated BVH, HGV, TNL, VAC), and Wellness (OSW, Buy, Miller). While we have three Buy-rated Lodging REITS, (PK, RLJ [Miller], RHP), we have a neutral to cautious view on our broader Lodging REIT sector coverage, with Hold-rated DRH, HST, PEB (Miller), and SHO, a

view driven by potential downside pressures on revenues and particularly on operating profit margins.



## **Weekly RevPAR Summary**

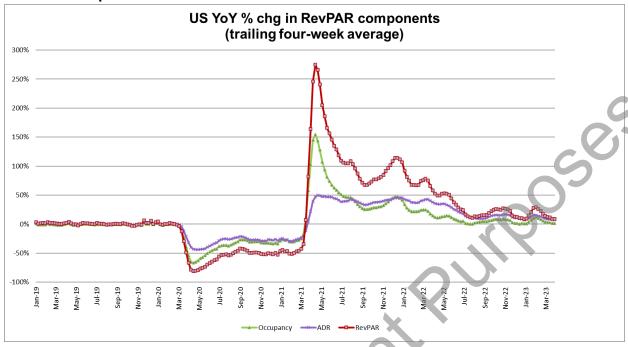
					Yo	Y % cha	nge in Re	vPAR					
			Upper		Upper			Inde-	New				
	U.S.	Luxury	Upscale	Upscale	Midscale		Economy	•	York	Boston	LA	Chicago	DC
12/31/2022	4.2%	2.8%	5.5%	7.4%	5.3%	-0.1%	-1.9%	3.1%	65.3%	17.7%	-6.6%	12.2%	20.2%
1/7/2023	21.8%	42.8%	33.4%	16.2%	7.4%	0.7%	0.2%	33.0%	80.5%	31.4%	32.1%	24.3%	19.3%
1/14/2023	33.1%	68.5%	67.7%	33.3%	18.6%	8.1%	2.2%	27.4%	103.9%	48.7%	51.6%	45.3%	84.7%
1/21/2023	26.2%	34.2%	52.1%	30.5%	18.0%	9.2%	2.3%	21.4%	100.7%	57.4%	24.0%	37.0%	55.4%
1/28/2023	31.9%	44.4%	65.5%	36.4%	22.2%	10.2%	3.2%	23.6%	87.4%	64.4%	32.5%	43.3%	99.9%
2/4/2023	26.6%	35.3%	49.8%	27.9%	17.2%	6.8%	2.0%	25.2%	63.0%	42.6%	28.6%	32.4%	71.2%
2/11/2023	18.9%	16.9%	35.7%	23.3%	14.4%	5.3%	0.9%	14.1%	41.7%	36.1%	-28.4%	24.0%	73.4%
2/18/2023	13.5%	10.1%	24.1%	16.6%	11.4%	4.2%	1.4%	10.2%	49.5%	20.1%	-4.3%	22.4%	48.8%
2/25/2023	11.8%	6.2%	21.6%	15.9%	11.0%	4.5%	0.9%	7.5%	39.1%	21.9%	14.2%	28.8%	46.3%
3/4/2023	12.1%	7.7%	23.3%	15.9%	9.5%	3.0%	-0.6%	8.5%	30.3%	38.0%	18.2%	20.7%	52.2%
3/11/2023	11.1%	8.5%	19.0%	16.6%	10.1%	3.3%	-0.3%	6.3%	32.7%	39.0%	22.4%	22.2%	50.2%
3/18/2023	10.4%	2.1%	14.4%	13.2%	8.1%	2.3%	-1.6%	12.5%	36.4%	40.4%	8.2%	11.8%	47.3%
3/25/2023	4.1%	-3.8%	10.1%	10.0%	6.4%	0.9%	-3.6%	-2.3%	27.8%	14.9%	-8.3%	31.4%	33.4%
4/1/2023	10.9%	8.0%	15.9%	14.7%	10.9%	4.2%	-0.2%	7.7%	16.1%	21.5%	12.1%	11.8%	44.1%
	Easter H	Holiday Shift In	mpact		Upper Ups	cale and Up	scale led the	industry		DC and Bo	ston led the	Top 5 mark	ets
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	1.1%	1.1%	0.5%	-0.4%	0.0%	-0.7%	1.7%	2.4%	-1.8%	4.5%	1.6%	-0.1%	-1.5%
3Q19	0.7%	1.3%	1.1%	-0.5%	-0.1%	-1.0%	-0.9%	1.6%	-2.2%	-0.4%	-0.2%	-2.2%	4.5%
4Q19	0.7%	3.6%	1.0%	-0.6%	-1.0%	-2.7%	-1.5%	2.3%	-4.1%	-11.6%	1.1%	-0.7%	5.2%
1Q22	67.2%	112.3%	127.2%	69.7%	51.0%	38.2%		58.3%	97.1%	137.1%	115.2%	85.1%	58.1%
2Q22	38.8%	70.2%	82.9%	46.8%	26.2%	15.4%		27.7%	141.2%	172.1%	51.0%	109.5%	145.7%
3Q22	16.6%	27.7%	36.6%	22.5%	10.8%	3.5%		11.3%	67.4%	59.9%	21.4%	48.1%	54.6%
4Q22	16.3%	19.7%	30.1%	20.5%	11.7%	5.1%	1.4%	12.3%	50.8%	35.8%	11.4%	37.3%	53.2%

					,	YoY % ch	ange in A	ADR					
		Upper Upper Inde- Ne							New				
	U.S.	Luxury	Upscale	Upscale	Midscale	Midscale	Economy	pendent	York	Boston	LA	Chicago	DC
12/31/2022	4.4%	0.1%	1.9%	7.0%	4.2%	3.4%	2.1%	3.8%	26.5%	11.0%	1.8%	5.0%	10.4%
1/7/2023	17.2%	8.9%	12.2%	11.5%	7.0%	5.8%	4.3%	25.2%	22.7%	17.0%	21.6%	11.8%	16.1%
1/14/2023	17.9%	8.3%	17.1%	12.2%	8.1%	6.6%	4.1%	18.1%	23.1%	18.9%	29.9%	15.7%	26.8%
1/21/2023	13.1%	-2.8%	11.2%	11.7%	7.7%	6.2%	4.0%	13.1%	22.7%	20.3%	11.4%	13.1%	22.2%
1/28/2023	15.9%	-1.0%	14.9%	14.3%	9.8%	7.2%	4.6%	14.3%	18.2%	25.3%	12.7%	15.6%	30.7%
2/4/2023	15.1%	-1.4%	12.7%	13.0%	9.0%	5.7%	4.7%	16.7%	12.6%	18.8%	14.0%	13.0%	27.1%
2/11/2023	11.9%	-3.4%	9.6%	13.0%	9.6%	5.9%	4.3%	10.7%	8.5%	15.3%	-28.2%	10.9%	28.3%
2/18/2023	10.0%	-2.4%	9.2%	12.1%	9.3%	5.3%	4.3%	8.3%	14.1%	10.7%	-7.0%	10.3%	22.7%
2/25/2023	7.9%	-2.1%	7.4%	10.1%	7.5%	4.1%	3.4%	6.3%	10.3%	12.2%	7.3%	10.8%	19.1%
3/4/2023	8.9%	0.0%	7.6%	9.9%	7.1%	3.9%	3.7%	8.3%	10.5%	15.9%	8.1%	10.7%	23.2%
3/11/2023	8.1%	0.4%	7.3%	10.5%	7.1%	3.5%	3.6%	6.2%	14.2%	18.6%	13.4%	11.2%	23.4%
3/18/2023	8.9%	-2.6%	7.2%	9.4%	6.4%	3.3%	3.1%	12.8%	20.0%	19.2%	5.2%	7.5%	25.5%
3/25/2023	4.7%	-3.3%	4.8%	7.6%	5.9%	2.7%	2.1%	1.9%	15.3%	6.3%	-2.2%	17.1%	20.9%
4/1/2023	7.3%	0.7%	6.0%	8.4%	6.8%	3.7%	2.8%	6.2%	8.0%	8.4%	5.1%	6.9%	21.9%
1Q19	1.1%	2.2%	2.5%	1.0%	0.8%	-0.2%	-0.3%	1.0%	-3.8%	0.7%	-1.0%	-2.4%	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%		1.9%	-3.7%	-5.5%	0.3%	-2.2%	3.9%
1Q22	37.5%	21.0%	39.7%	34.1%	27.3%	20.8%		34.0%	52.2%	50.5%	61.8%	41.1%	31.7%
2Q22	26.2%	14.3%	29.0%	27.1%	18.9%	14.8%		20.5%	69.0%	73.6%	32.9%	53.6%	60.6%
3Q22	11.6%	6.7%	12.6%	13.3%	7.6%	5.9%		8.9%	32.6%	30.0%	14.6%	25.4%	25.5%
4Q22	12.0%	6.5%	12.6%	13.7%	8.7%	6.2%	4.5%	10.2%	28.0%	20.5%	8.4%	20.2%	27.9%

_		YoY % change in Occupancy Upper Upper Inde- N											
	U.S.	Luxury	Upscale	Upscale	Midscale	Midscale	Economy	pendent	York	Boston	LA	Chicago	DC
12/31/2022	-0.2%	2.7%	3.5%	0.4%	1.0%	-3.5%	-3.9%	-0.7%	30.6%	6.0%	-4.8%	6.8%	8.9%
1/7/2023	3.9%	31.2%	18.9%	4.1%	0.4%	-4.8%	-4.0%	6.2%	47.1%	12.3%	8.6%	11.2%	2.7%
1/14/2023	12.9%	55.5%	43.2%	18.8%	9.7%	1.5%	-1.9%	7.9%	65.7%	25.1%	16.7%	25.6%	45.6%
1/21/2023	11.6%	38.1%	36.7%	16.9%	9.5%	2.8%	-1.6%	7.3%	63.5%	30.8%	11.3%	21.2%	27.2%
1/28/2023	13.7%	45.8%	44.0%	19.3%	11.3%	2.7%	-1.3%	8.1%	58.6%	31.2%	17.6%	23.9%	52.9%
2/4/2023	10.0%	37.1%	32.9%	13.2%	7.5%	1.0%	-2.5%	7.2%	44.8%	20.0%	12.8%	17.1%	34.8%
2/11/2023	6.2%	21.1%	23.9%	9.0%	4.4%	-0.6%	-3.3%	3.1%	30.5%	18.1%	-0.3%	11.8%	35.2%
2/18/2023	3.2%	12.9%	13.6%	4.0%	1.9%	-1.0%	-2.8%	1.7%	31.0%	8.4%	2.9%	11.0%	21.3%
2/25/2023	3.6%	8.4%	13.2%	5.3%	3.2%	0.3%	-2.4%	1.1%	26.1%	8.7%	6.4%	16.2%	22.9%
3/4/2023	3.0%	7.7%	14.6%	5.5%	2.3%	-0.8%	-4.1%	0.2%	17.9%	19.0%	9.3%	9.0%	23.6%
3/11/2023	2.8%	8.2%	11.0%	5.4%	2.8%	-0.1%	-3.8%	0.1%	16.2%	17.2%	7.9%	9.9%	21.8%
3/18/2023	1.3%	4.8%	6.8%	3.4%	1.6%	-0.9%	-4.5%	-0.3%	13.6%	17.8%	2.8%	4.0%	17.3%
3/25/2023	-0.6%	-0.5%	5.1%	2.2%	0.5%	-1.8%	-5.5%	-4.1%	10.8%	8.1%	-6.2%	12.2%	10.4%
4/1/2023	3.4%	7.3%	9.4%	5.8%	3.9%	0.5%	-2.9%	1.4%	7.6%	12.1%	6.6%	4.6%	18.2%
1Q19	0.4%	-2.8%	-1.3%	-1.4%	-0.5%	0.0%		2.1%	-3.5%	-2.8%	-0.7%	-2.2%	-3.8%
2Q19	-0.1%	-1.4%	-0.9%	-1.0%	-0.7%	-0.6%		0.7%	-0.7%	1.3%	0.8%	1.7%	-1.7%
3Q19	-0.1%	-0.2%	-0.2%	-0.7%	0.0%	-0.5%		0.0%	-0.3%	-1.4%	0.1%	0.6%	0.4%
4Q19	-0.1%	1.2%	0.4%	-0.2%	-0.8%	-1.7%		0.4%	-0.4%	-6.5%	0.8%	1.5%	1.3%
1Q22	56.2%	54.0%	53.2%	60.3%	59.4%	52.3%		54.2%	29.5%	57.6%	33.0%	31.2%	20.1%
2Q22	10.0%	48.8%	41.8%	15.5%	6.2%	0.5%		5.9%	42.7%	56.7%	13.7%	36.3%	53.0%
3Q22	4.5%	19.7%	21.3%	8.1%	2.9%	-2.3%		2.2%	26.3%	23.0%	5.9%	18.1%	23.2%
4Q22	3.8%	12.4%	15.5%	6.0%	2.7%	-1.1%	-2.9%	1.9%	17.8%	12.7%	7.6%	14.2%	19.8%

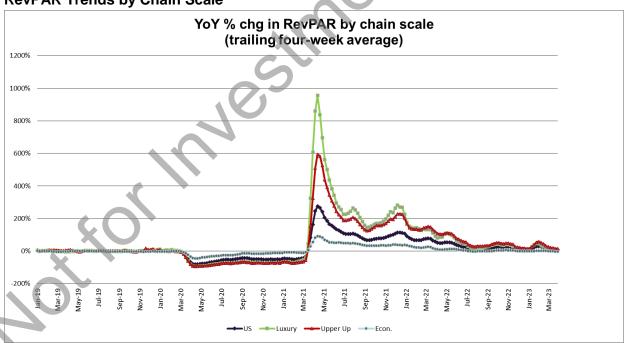
Source: STR data, Truist Securities research

# **RevPAR Component Trends**



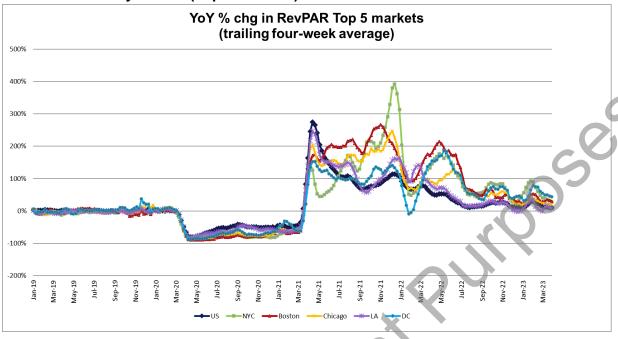
Source: STR data, Truist Securities research

## **RevPAR Trends by Chain Scale**



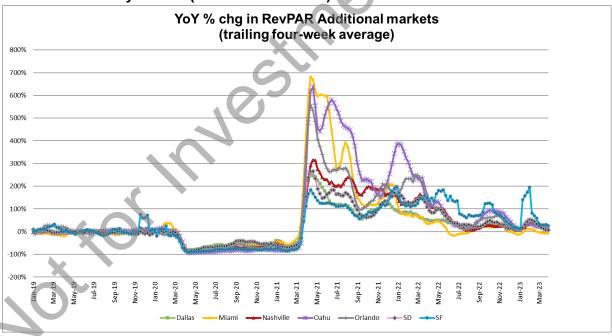
Source: STR data, Truist Securities research

# **RevPAR Trends by Market (Top 5 markets)**



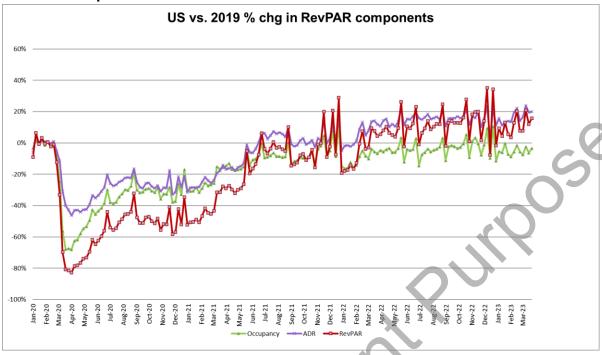
Source: STR data, Truist Securities research

# **RevPAR Trends by Market (Additional markets)**



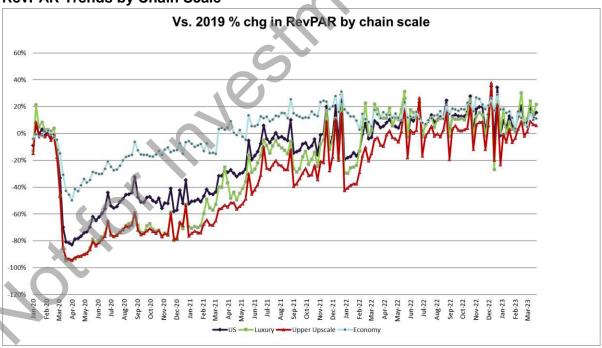
Source: STR data, Truist Securities research

# **RevPAR Component Trends**



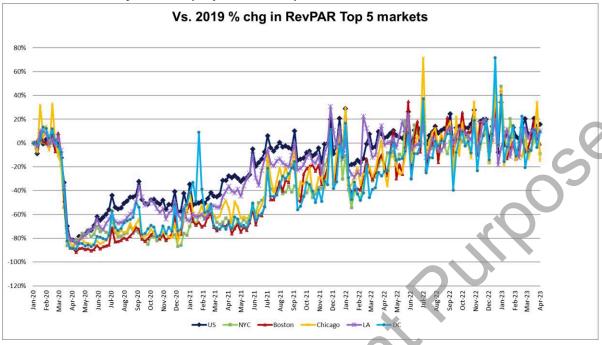
Source: STR data, Truist Securities research

## **RevPAR Trends by Chain Scale**



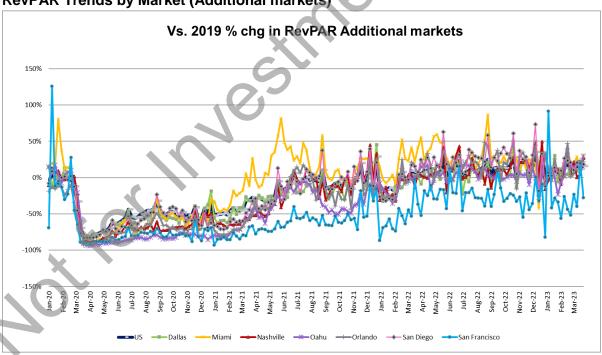
Source: STR data, Truist Securities research

**RevPAR Trends by Market (Top 5 markets)** 



Source: STR data, Truist Securities research

# RevPAR Trends by Market (Additional markets)



Source: STR data, Truist Securities research

# **Price Target/Risks Summary**

							es Valuation EBI k Based Comp/C			/Consensus/Dat Headline" EBITE			Risks
Lodging	TKR	Price 4/5/23	Rating	PT*	% upside/ down- side	2022A EBITDA (\$M)* **	2023E EBITDA (\$M)* **	2024E EBITDA (\$M)* **	2022A EBITDA (\$M)*	2023E EBITDA (\$M)*	2024E EBITDA (\$M)* **	Target EV/EBITDA Multiple	Note: COVID-19 represents a material risk to our entire coverage especially related to the length/severity of the demand shock.
Bluegreen Vacations	BVH	\$27.41	Buy	\$51	87%	\$136	\$141	\$146	\$140	\$145	\$150	7.2X	Downside risk: controlled company issues, limited cap/float, loan defaults and macroeconomic risk.
adegreen vacations	DVII	927.41	Duy	901	07.76	\$130	3141	Ø140	\$140	\$143	\$130	1.28	Upside risk: conservative growth of new brands; market share gains.
Choice Hotels	CHH	\$117.59	Hold	\$132	12%	\$459	\$522	\$533	\$478	\$540	\$552	15.0X	Downside risk: slowdown in development opportunities; market share losses.
													Upside risk: faster demand improvement in corporate travel than expecte Brand changes (e.g. Vail) lead to material EBITDA improvement. Leisur hotels hold/improve on RevPAR and margins despite the challenging macro. Downside risk: lodging recovery takes longer than expected, weaker results from ROI orioriest than forecasted, boor pafformance of
DiamondRock Hospitality	DRH	\$8.03	Hold	\$11	37%	\$281	\$294	\$297	\$281	\$294	\$297	12.0X	recently acquired assets.  Upside risk: Macro lodging trends improve beyond expectations. Faster
Hilton	HLT	\$139.49	Hold	\$160	15%	\$2,479	\$2,755	\$3,005	\$2,599	\$2,869	\$3,124	16.6X	than expected net unit growth. Downside risk: slowing pipeline. Deep recession.
													Downside risk: Disruption in a major market (HGV more concentrated that peers), issues with Japanese customer (HGV more exposed than peers)
Hilton Grand Vacations	HGV	\$43.48	Buy	\$75	72%	\$1,003	\$1,037	\$1,105	\$1,049	\$1,103	\$1,155	9.1X	difficulty sourcing additional fee-for-service inventory deals  Upside risk: faster demand improvement in corporate/convention travel th
													expected. Dispositions at higher multiple than expected, stronger than expected performance by luxury leisure resorts on both top-line and margins through the valuation year. Downside risk: extended industry downturn with particular impact to large big bix hotels, weak recovery of international travel during the valuation perfort macro demand shock to
Host Hotels & Resorts	HST	\$16.08	Hold	\$20	24%	\$1,498	\$1,482	\$1,473	\$1,498	\$1,482	\$1,473	12.0X	acquired resort assets, labor issues.  Downside risk: lodging recovery takes longer than expected. Planned
Hyatt Hotels	н	\$107.64	Buy	\$145	35%	\$1,004	\$1,136	\$1,236	\$1,065	\$1,206	\$1,310	13.8X	dispositions take longer than expected. Material labor issues to owned hotels, Pipeline growth slower than expected. Apple Leisure Group underperforms.
Marriott International	MAR	\$162.56	Hold	\$205	26%	\$3,546	\$3,939	\$4,236	\$3,853	\$4,253	\$4,563	16.7X	Upside risk: Macro lodging trends improve beyond expectations. Faste than expected net unit growth. Downside risk: slowing pipeline. Deep 202 recession.
Marriott Vacations	VAC	\$130.95	Buy	\$223	70%	\$927	\$935	\$1,006	\$966	\$975	\$1,048	10.4X	Downside risk: M&A story fades and multiples revert to historical levels  Downside risk: extended industry downturn with particular impact to larg  big box hotels, weak recovery of international travel during the valuation
Park Hotels & Resorts	PK	\$11.94	Buy	\$19	59%	\$589	\$636	\$694	\$606	\$653	\$718	12.0X	period especially Oahu, macro demand shock impact to major resort assets, labor issues.  Upside Risks: Material near-term incremental EBITDA from Legacy LH assets. Faster than expected San Francisco recovery. Downside Risks Incremental EBITDA from major CapEx investments take longer than
Pebblebrook Hotel Trust***	PEB	\$13.73	Hold	\$18	31%	\$345	\$337	\$394	\$357	\$349	\$405	13.5X	anticipated, contributing to multiple contraction. Very slow recovery in Sa Francisco.
Playa Hotels & Resorts	PLYA	\$8.96	Buy	\$13	45%	\$231	\$262	\$271	\$243	\$273	\$282	10.5X	Downside risk: demand shocks, hurricanes, reduced airlift, new supply country-specific risks (emerging market portfolio)
RLJ Lodging Trust***	RLJ	\$10.34		\$15	45%	\$315	\$342	\$359	\$337	\$365	\$383	12.0X	Downside risk: Slower than expected recovery of corporate business tra post-COVID; scope/timing and/or upside from repositionings underwheln
			Buy										investor expectations  Downside risk: Group demand slower than expected. Property-specific
Ryman Hospitality Properties	RHP	\$88.07	Buy	\$115	31%	\$536	\$611	\$647	\$556	3641	\$677	13.0X	Upside risk: faster demand improvement in corporate travel than expecte Renovations lead to faster than expected EBITDA improvements. SHC buys hotels at accretive terms and quickly adds incremental EBITDA duri the valuation period. Downside risk: Lodging recovery takes longer than expected, labor issues, weak recovery of international travel to gateway markets, natural disaster risk. Montago EBITDA statigizes well lower than the provided of the provide
Sunstone Hotel Investors	SHO	\$9.52	Hold	\$11	16%	\$223	\$242	\$248	\$234	\$254	\$260	13.5X	expected.  Downside risks: MTN is subject to prolonged weakness in general economic conditions, including adverse effects on the overall travel an leisure related industries.
Vail Resorts, Inc.	MTN	\$234.01	Hold	\$262	12%	\$833	\$848	\$974	\$833	\$848	\$974	13.0X	Upside risks include a faster economic recovery and investors continuing apply higher target valuation multiples.
Travel + Leisure Co.	TNL	\$37.75	Buy	\$67	77%	\$817	\$887	\$943	\$859	\$931	\$990	8.4X	Downside risk: The timeshare business is especially vulnerable to econor softness. There are potential execution risks post the spin off.
Wyndham Hotels & Resorts	WH	\$66.75	Buy	\$96	44%	\$618	\$616	\$662	\$651	\$655	\$703	15.0X	Downside risk: Slowdown in development opportunities. Weaker than expected transient trends.

Source: FactSet, Truist Securities research

#### **Companies Mentioned in This Note**

Bluegreen Vacations Holding Corporation (BVH, \$27.41, Buy, C. Patrick Scholes)

DiamondRock Hospitality Company (DRH, \$8.03, Hold, C. Patrick Scholes)

Hyatt Hotels Corporation (H, \$107.64, Buy, C. Patrick Scholes)

Hilton Grand Vacations Inc. (HGV, \$43.48, Buy, C. Patrick Scholes)

Host Hotels & Resorts, Inc. (HST, \$16.08, Hold, C. Patrick Scholes)

OneSpaWorld Holdings Limited (OSW, \$11.80, Buy, Gregory Miller)

Pebblebrook Hotel Trust (PEB, \$13.73, Hold, Gregory Miller)

Park Hotels & Resorts Inc. (PK, \$11.94, Buy, C. Patrick Scholes)

Playa Hotels & Resorts N.V. (PLYA, \$8.96, Buy, C. Patrick Scholes)

Ryman Hospitality Properties, Inc. (RHP, \$88.07, Buy, C. Patrick Scholes)

RLJ Lodging Trust (RLJ, \$10.34, Buy, Gregory Miller)

Sunstone Hotel Investors, Inc. (SHO, \$9.52, Hold, C. Patrick Scholes)

Travel + Leisure Co. (TNL, \$37.75, Buy, C. Patrick Scholes)

Marriott Vacations Worldwide Corporation (VAC, \$130.95, 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.

I, Gregory J. Miller, 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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Hold (H) – the stock's total return is expected to perform in line with the S&P 500 or relevant benchmark over the next 12-18 months (unless otherwise indicated)

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