



JHTTB Hospitality Partners Update

Stacey Mullen: Strategic Account Manager

Tom Lawson: Business Intelligence Analyst, Jackson

September 21, 2023

Jackson Hole Area & The Industry

Summer 2023

Summer Paid Occupancy – All

As of 6/30/2023

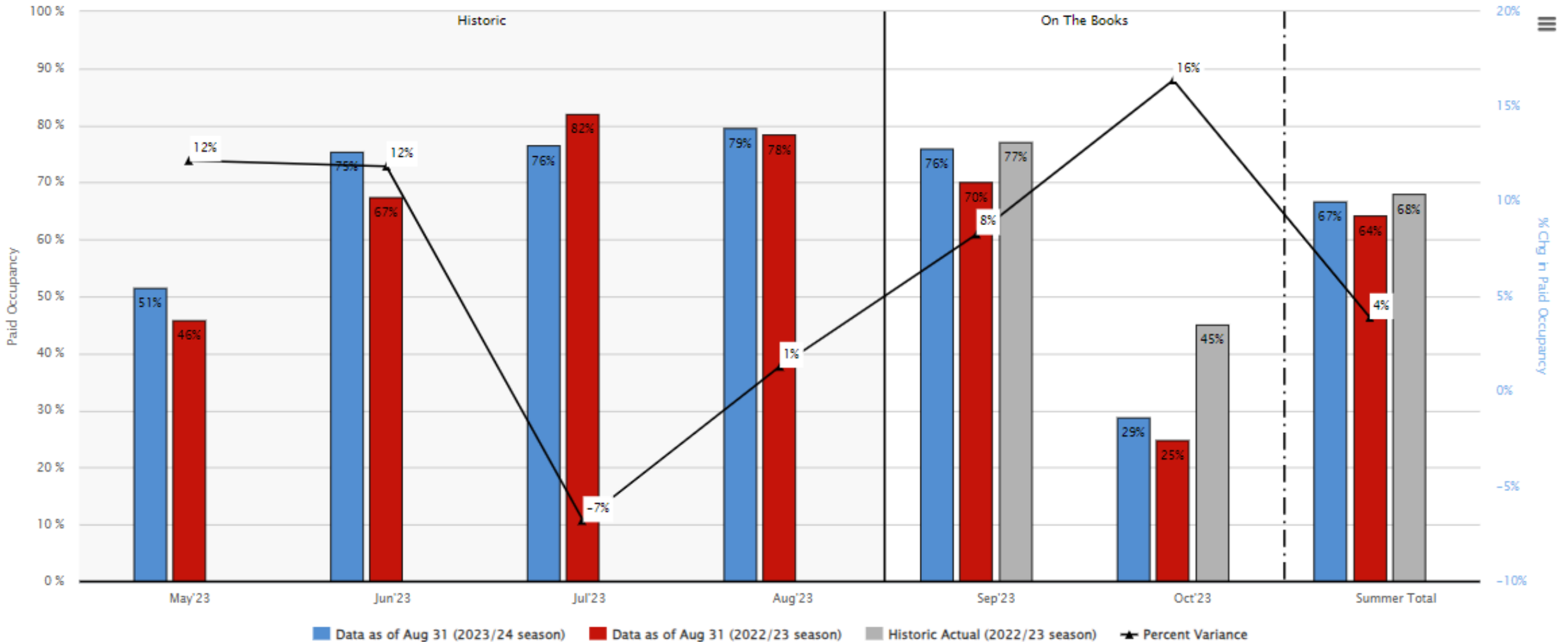
-8%

-12%

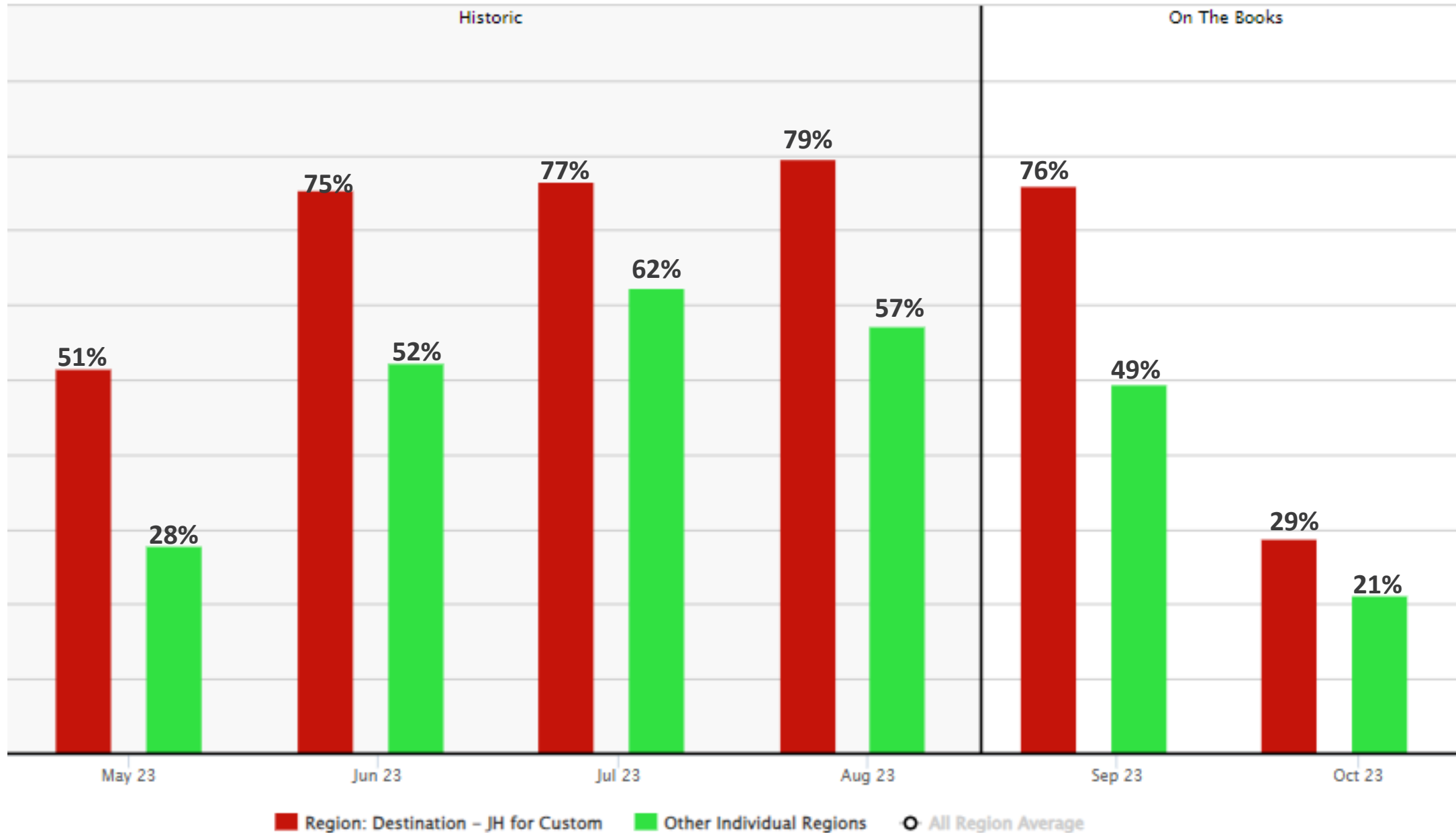
-9%

-7%

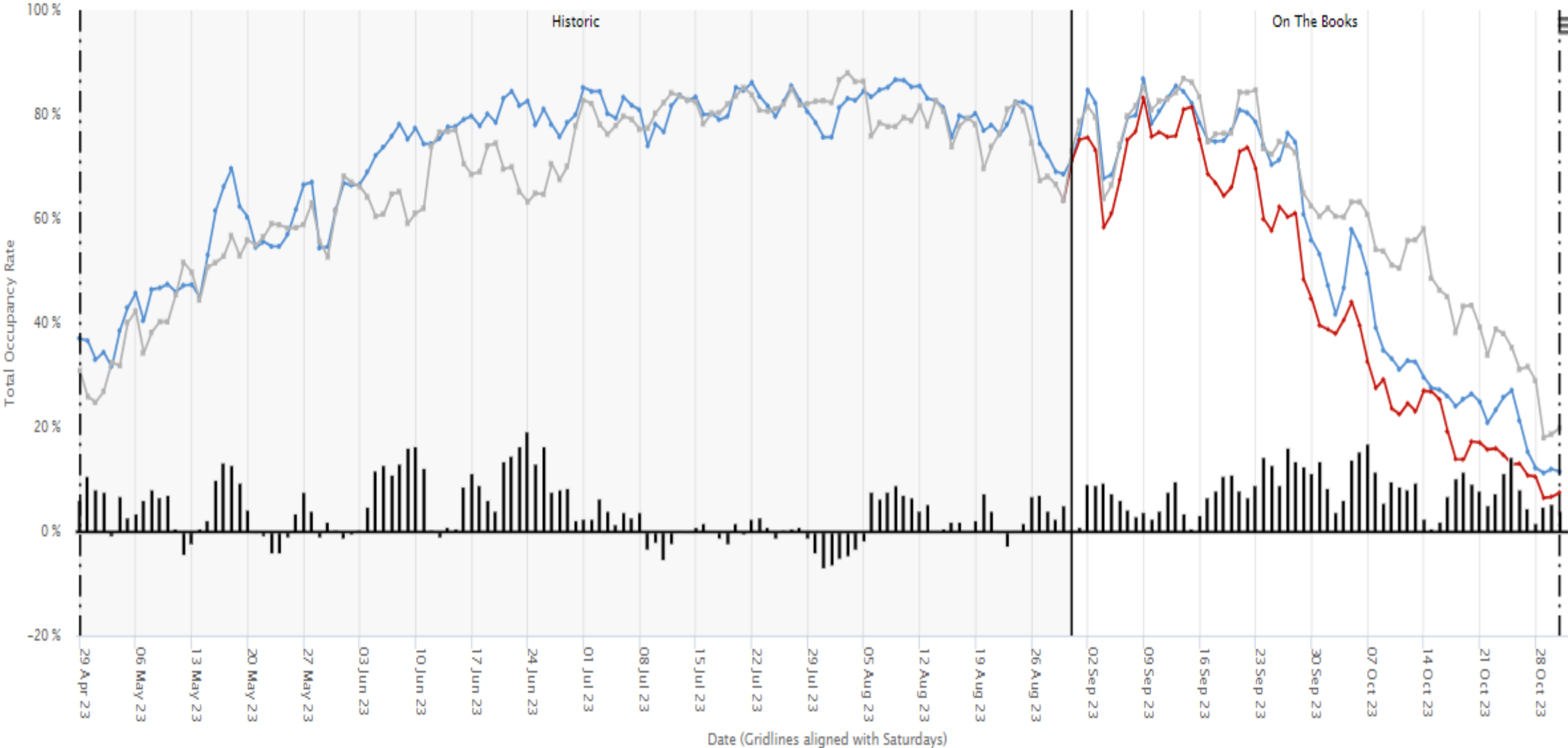
-2%



Summer Occupancy: JH vs Industry



“Total” Daily Occupancy



— Data as of Aug 31 (2023/24) 17 properties
 — Data as of Aug 31 (2022/23) 17 properties
 — Historic Actual (2022/23)
 % Occupancy change
 — % Occupancy change as of last period

Summer Average Daily Rate – All

As of 6/30/2023

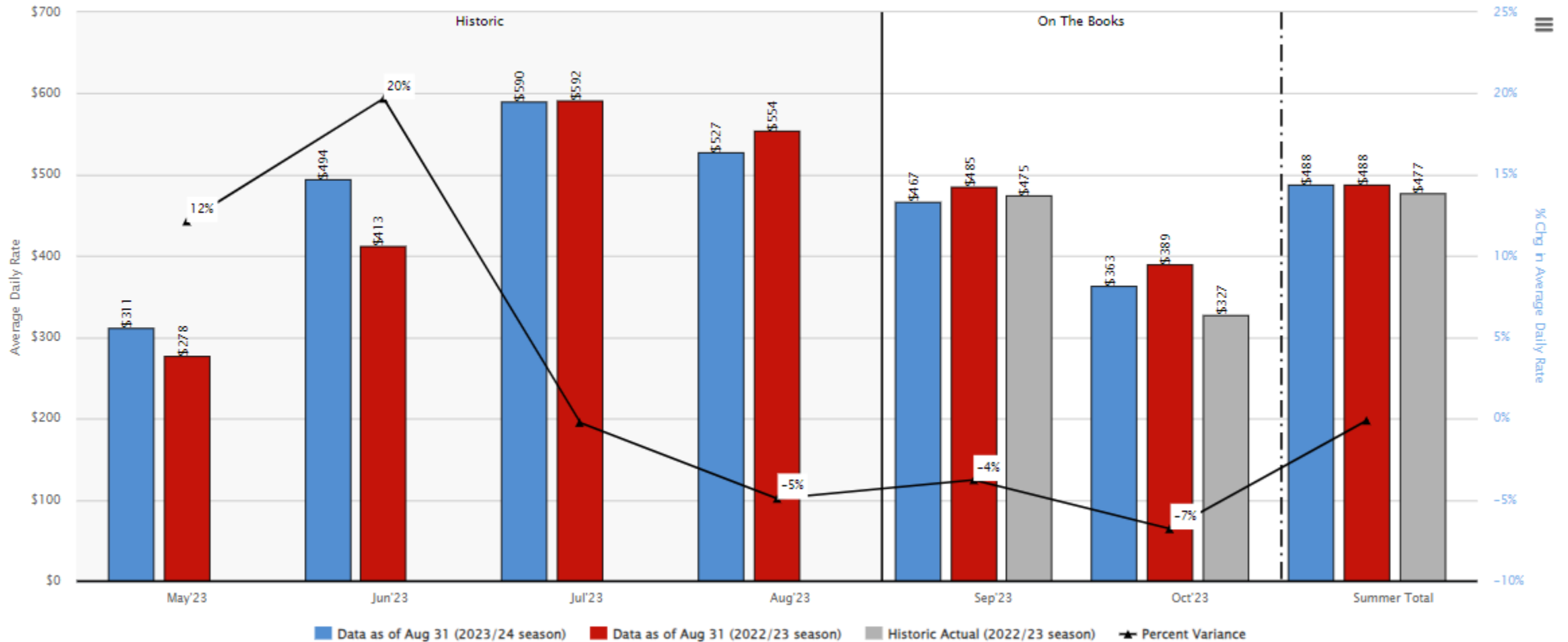
-5%

-5%

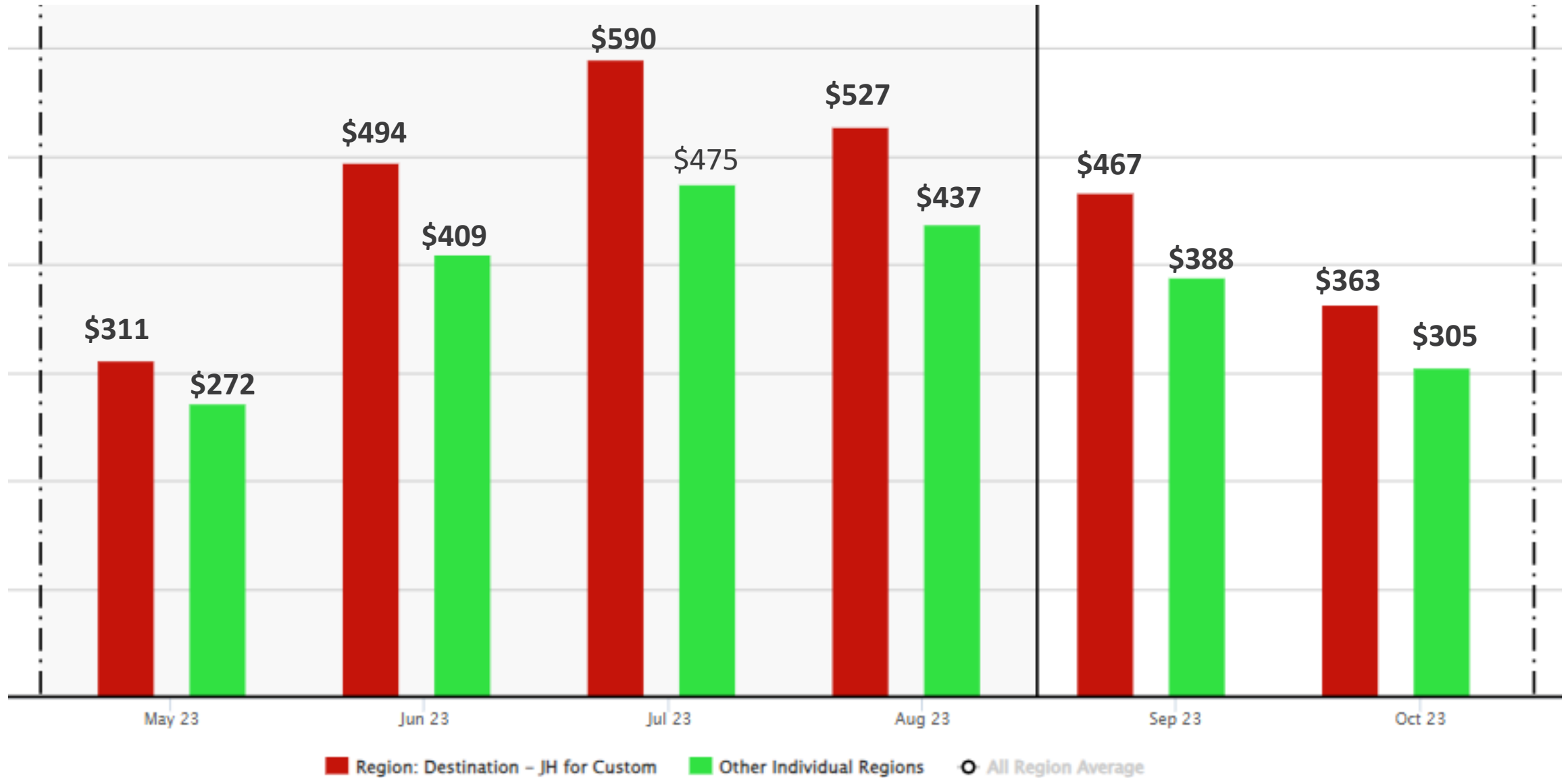
-4%

7%

-1%



Summer ADR: JH vs Industry



Summer RevPAR – All



Summer RevPAR: JH vs Industry



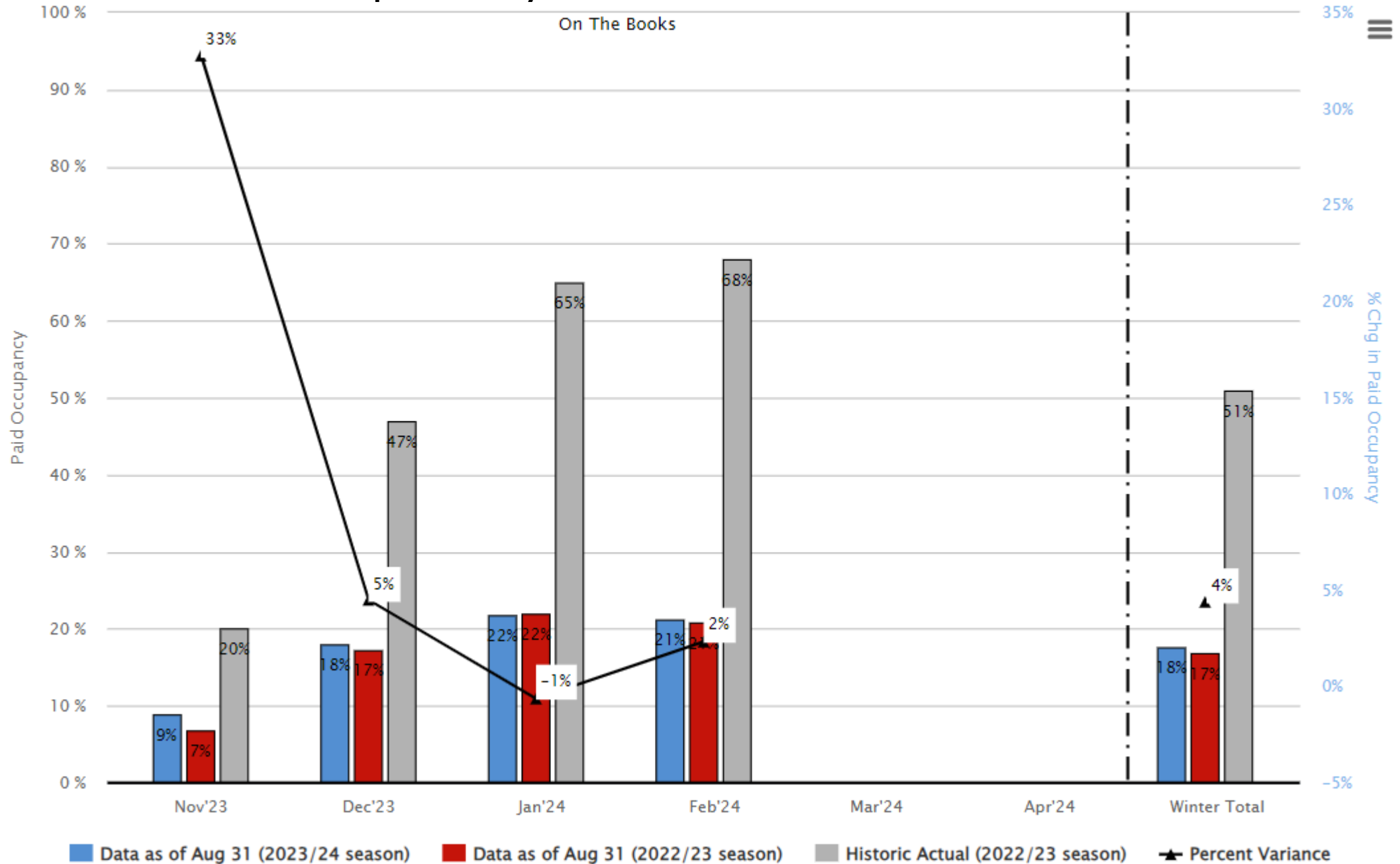
Summer Takeaways.....

- Positive booking pace. JH total paid occupancy shifted positive this month and is strongly outperforming the industry.
- Summer ADR remains flat to last year for the season, however with declines currently on the books for September and October, it remains to be seen if rates can hold to positive levels for the season.
- RevPAR shifts to positive over last year, mainly a result of the strong occupancy.

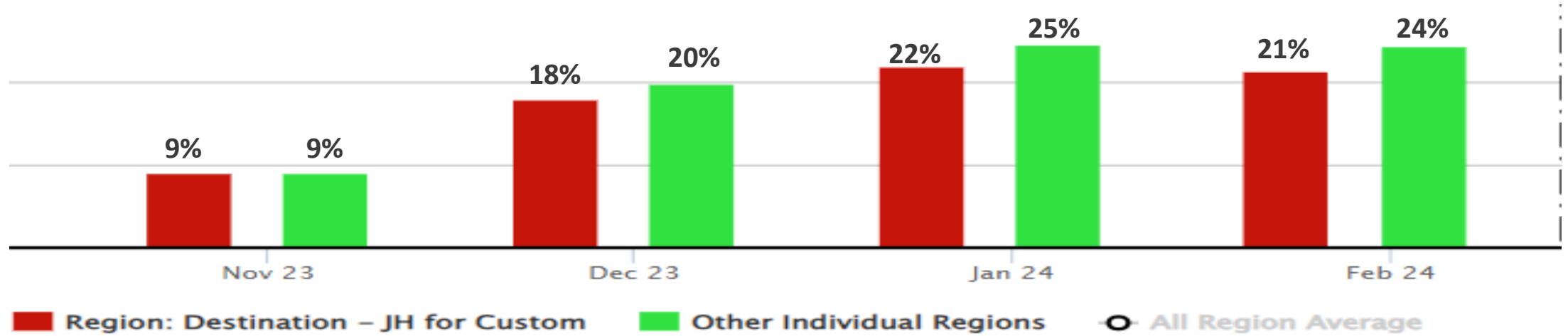
Jackson Hole Area & The Industry

Winter 2023/2024

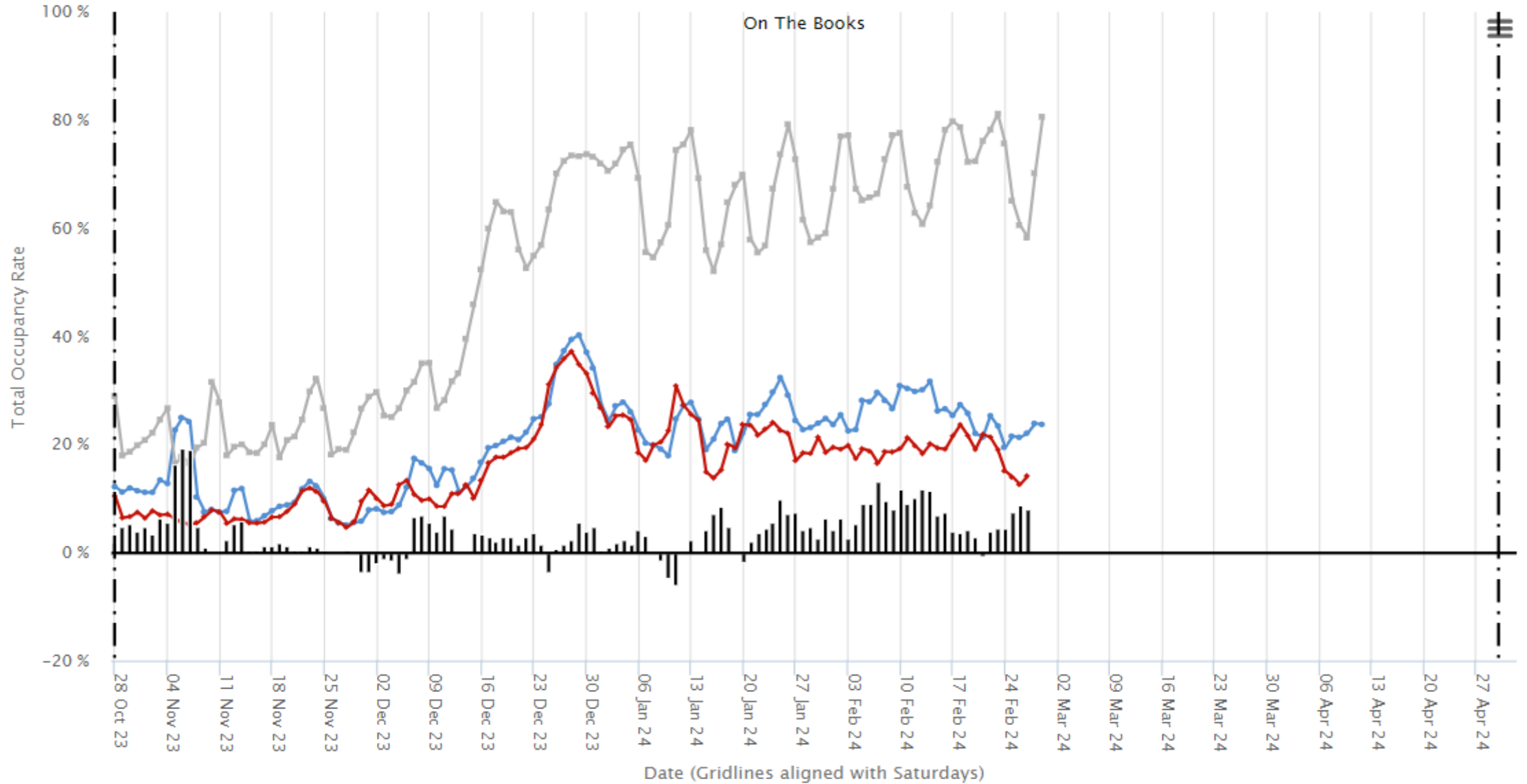
Winter Paid Occupancy – All



Winter Occupancy: JH vs Industry

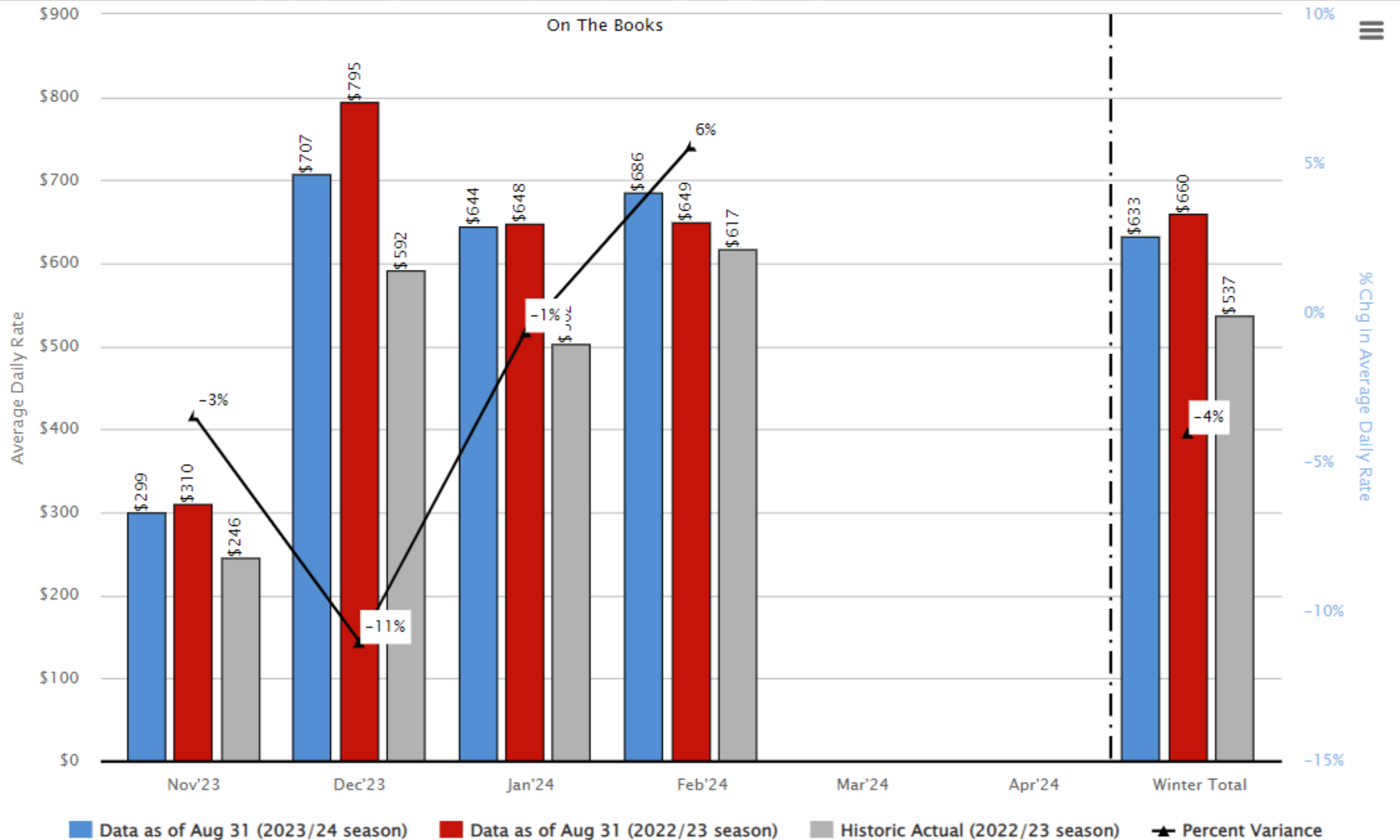


“Total” Daily Occupancy

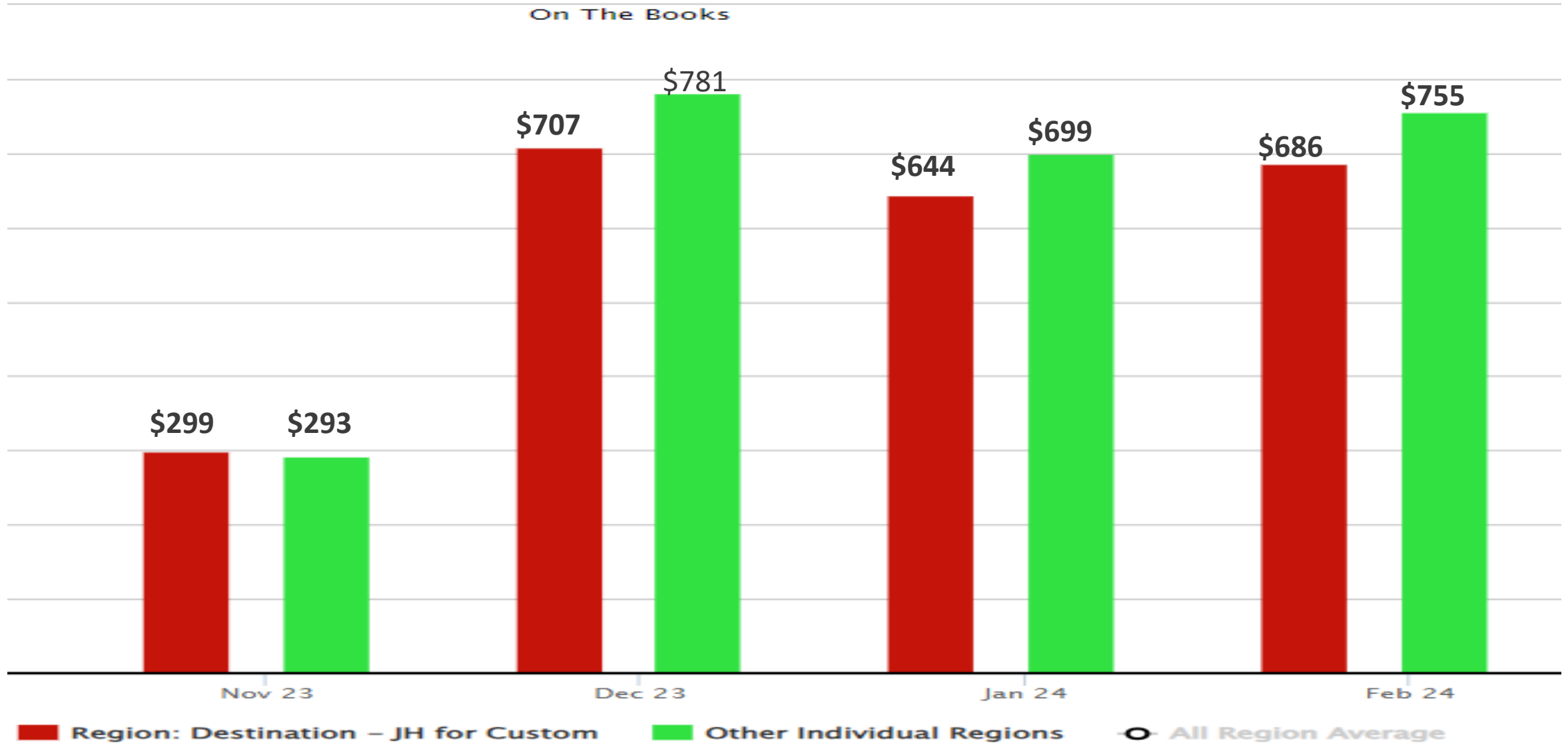


— Data as of Aug 31 (2023/24) 17 properties — Data as of Aug 31 (2022/23) 17 properties — Historic Actual (2022/23) ■ % Occupancy change

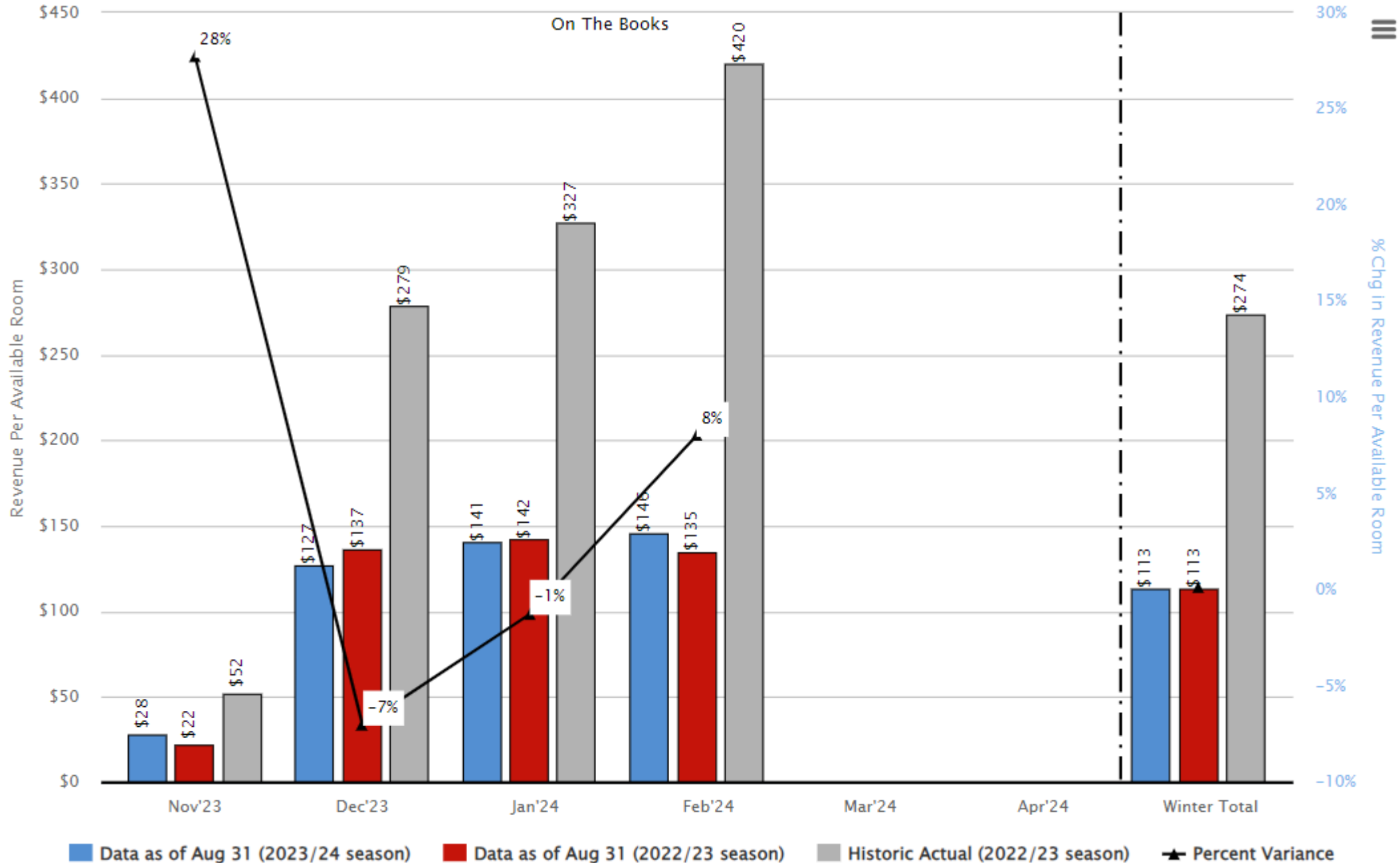
Winter Paid Average Daily Rate- All



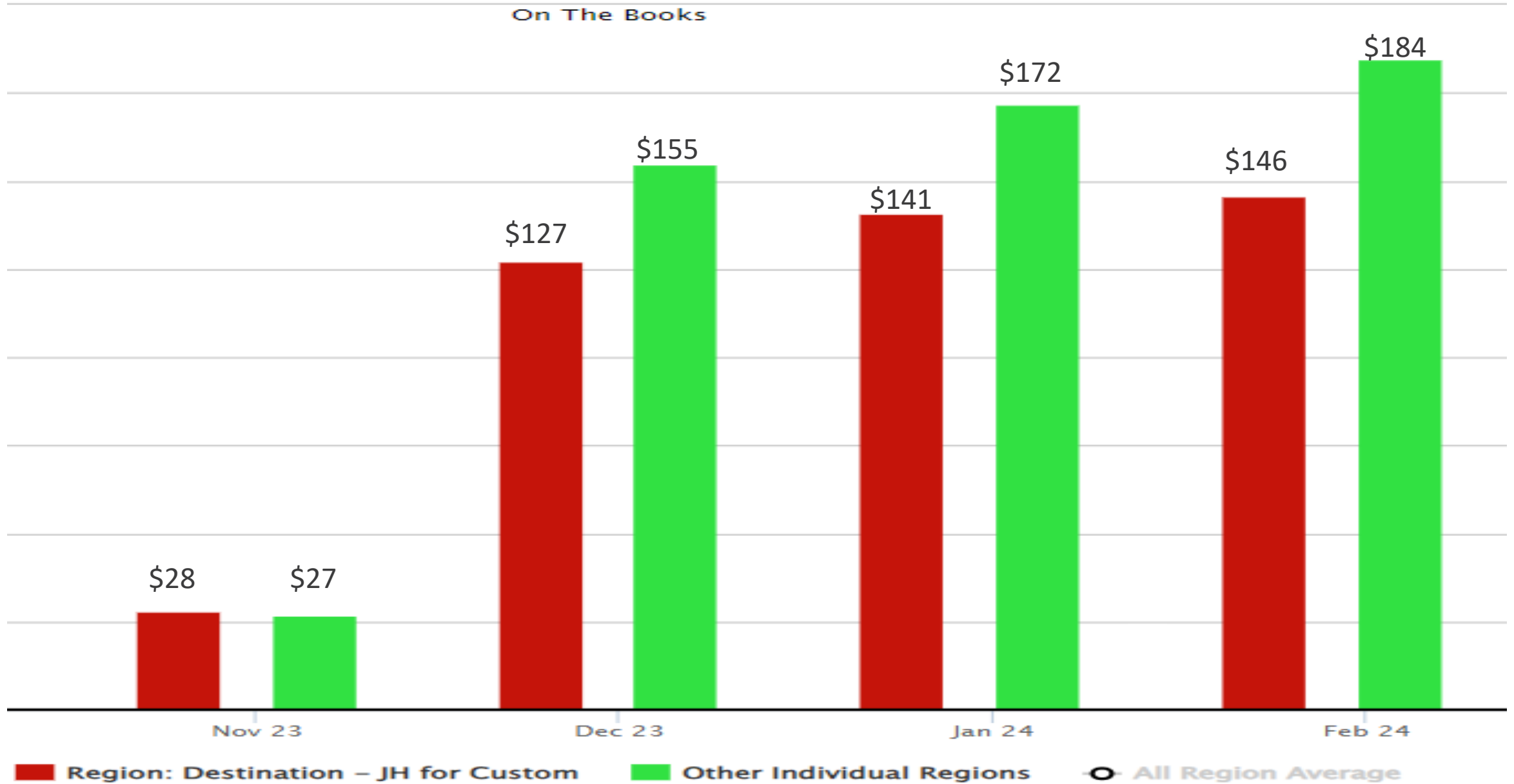
Winter ADR: JH vs Industry



Winter Paid RevPAR- All



Winter RevPAR: JH vs Industry



Winter Takeaways.....

- JH winter occupancy remains positive over this same time last year, although the industry is slightly outperforming JH
- JH ADR is down compared to last year, with significant declines found in December, however we are currently seeing solid rates for February
- Winter RevPAR currently flat to last year, despite a moderate RevPAR decline in December

Questions
