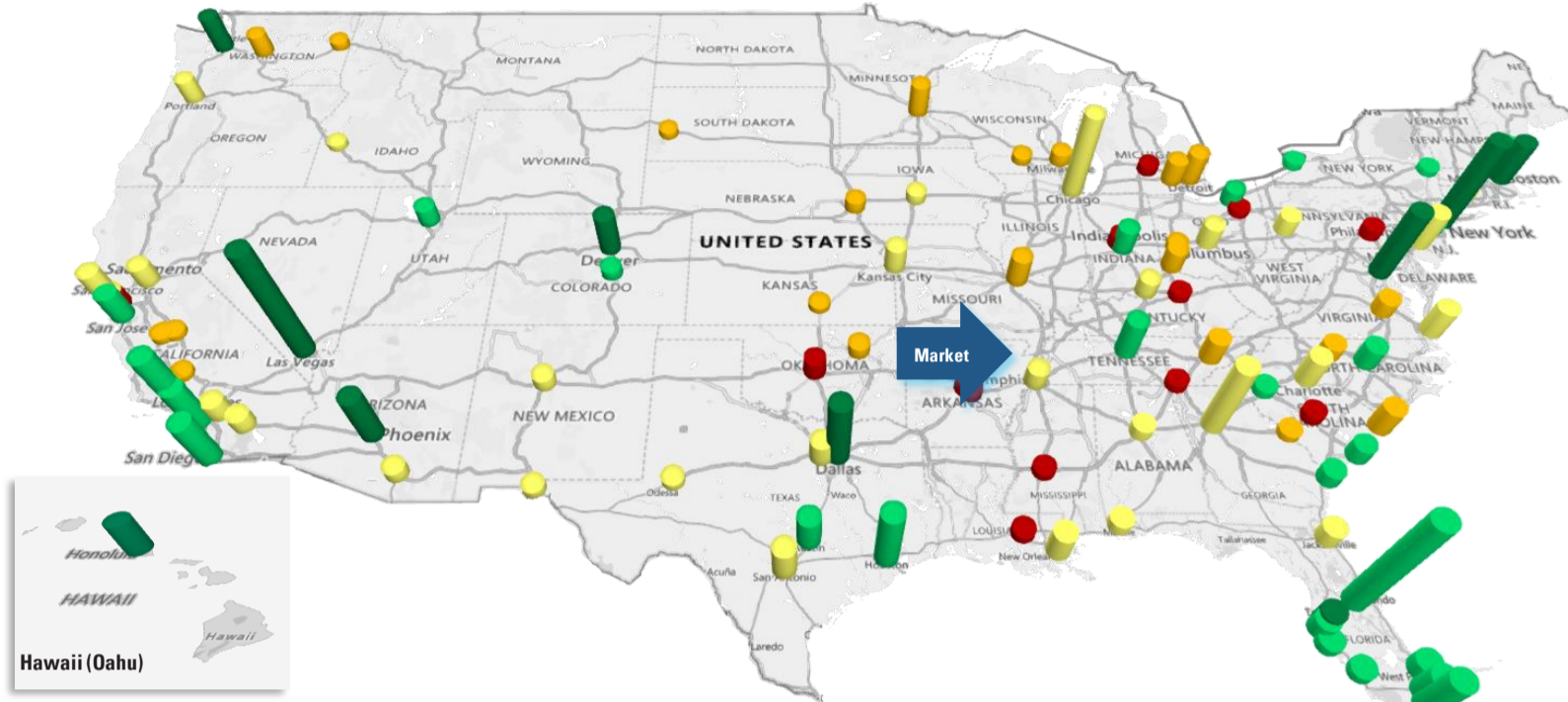


Lodging Performance Index Snapshot

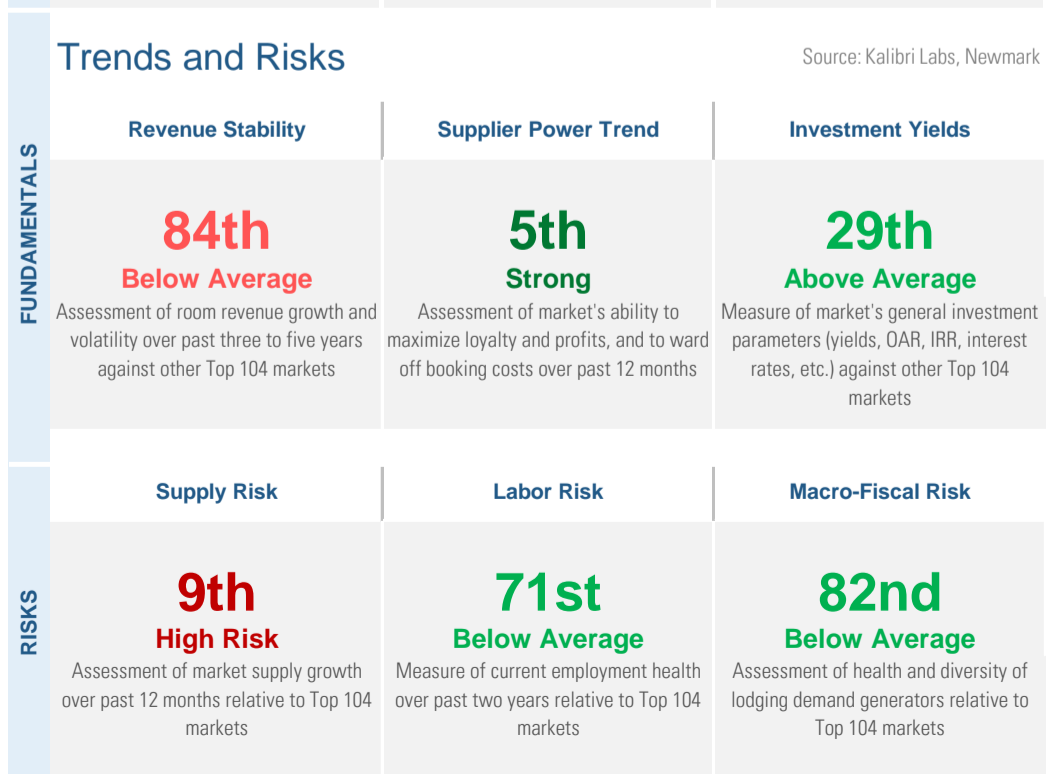
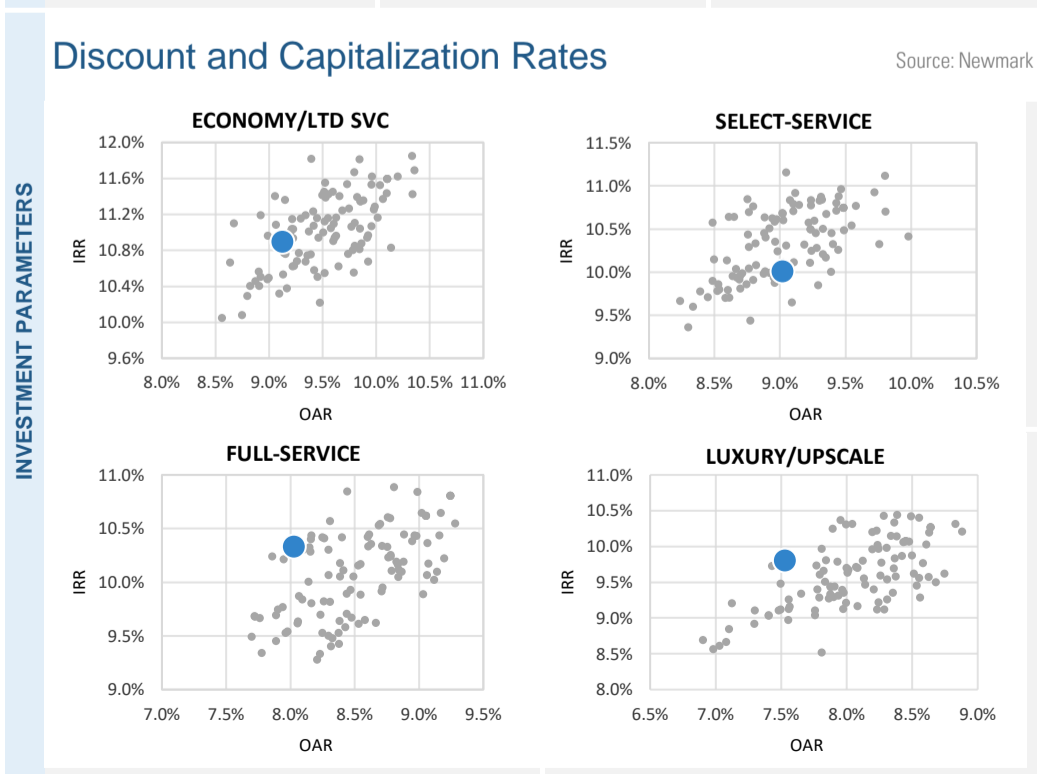
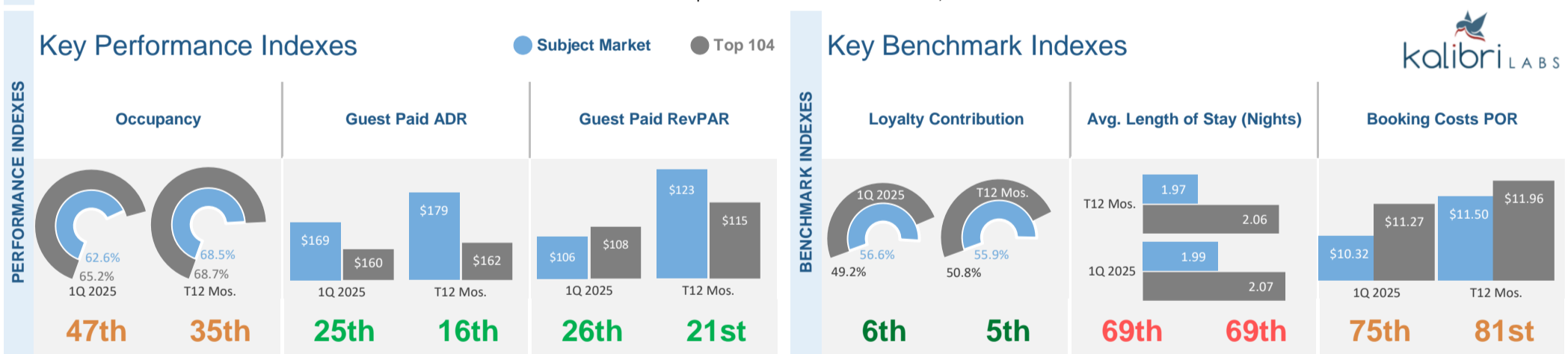
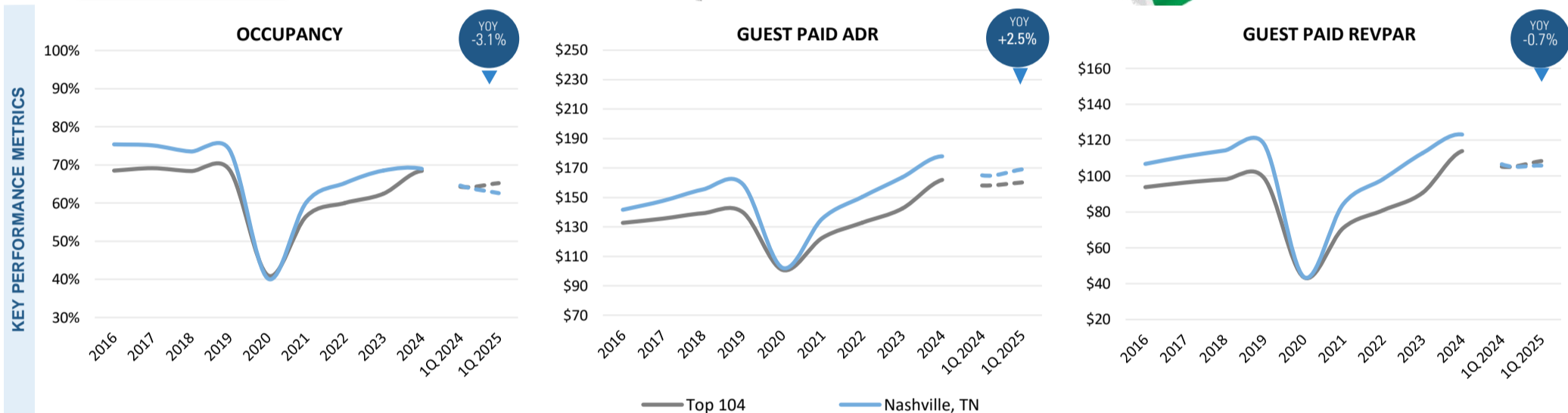


LODGING PERFORMANCE INDEX
Nashville, TN

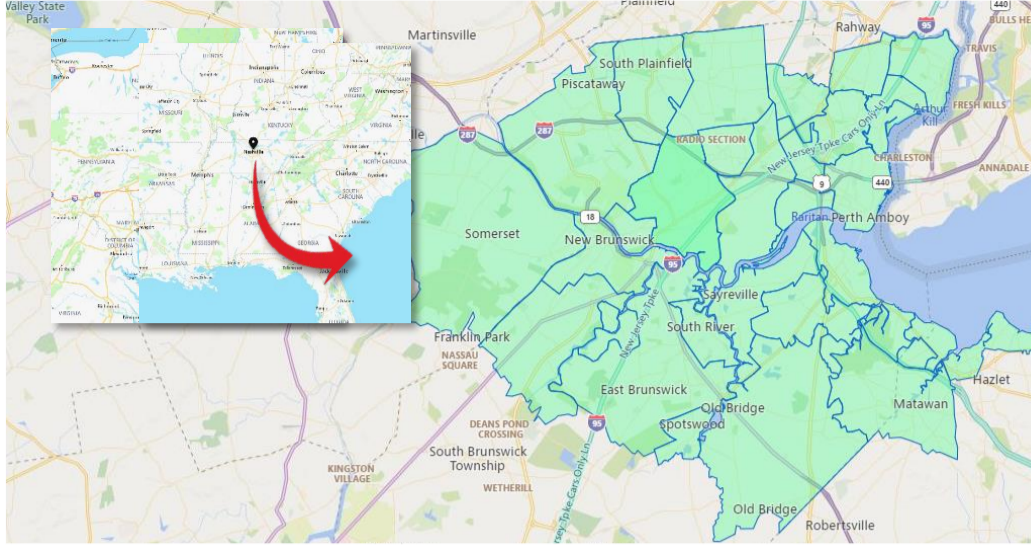
1.15

34th of 104
Above Average

Ranking of overall '1Q 2025 LPI' performance (1.15) against all 104 surveyed markets.



Location



Quick Facts

Jurisdictional Information Source: US Census Bureau, Dept. of Labor Statistics

Municipal Name: Nashville
 County: Davidson County
 State: Tennessee
 Geo Coordinates (market center): 36.16913, -86.78479

Major Hotel Demand Generators

Vanderbilt University Medical Center | HCA Inc. | Nissan North America Inc. | Saint Thomas Health Services | Vanderbilt University | Community Health Systems Inc. | Randstad Work Solutions | General Motors | Asurion | The Kroger Co. | National HealthCare Corp. | Shoney's Inc. | Electrolux Home Products North America | Lowe's Cos. Inc. | Cracker Barrel Old Country Store Inc. | Gaylord Entertainment Co. | Middle Tennessee State University | AT&T | Dollar General Corp. | AO Smith Water Products Co.

| Metrics and Ranking | Measurement | Rankings |
|--------------------------------|------------------|-----------------------------|
| Population (hotel market area) | 1,386,498 | 46th of 104 (Average) |
| Income per Capita | \$45,170 | 62nd of 104 (Average) |
| Feeder Group Size | 35.5 Persons PSR | 11th of 104 (Above Average) |
| Feeder Group Earnings | \$1,604,323 PSR | 11th of 104 (Above Average) |
| Total Market Hotel Revenues | \$2.5 billion | 16th of 104 (Above Average) |

Key Performance Metrics

Data provided by: **kalibri LABS**

| YEAR ENDING | Occ % | Guest Paid ADR | RevPAR | COPE ADR | RevPAR | Booking Cost POR | ADR COPE % | Loyalty % | Avg Length of Stay Nights | Supply Rooms | Performance Index (LPI) |
|-----------------------------|--------------|----------------|-------------|-------------|-------------|------------------|-------------|-------------|---------------------------|--------------|-------------------------|
| 2016 | 75.4% | \$141.60 | \$106.76 | \$130.76 | \$98.58 | \$10.84 | 92.3% | 46.4% | 1.97 | 38,360 | 1.41 |
| 2017 | 75.1% | \$147.64 | \$110.91 | \$135.99 | \$102.16 | \$11.65 | 92.1% | 49.3% | 1.95 | 39,590 | 1.38 |
| 2018 | 73.5% | \$155.35 | \$114.23 | \$143.23 | \$105.31 | \$12.13 | 92.2% | 50.8% | 1.93 | 41,980 | 1.37 |
| 2019 | 74.0% | \$159.16 | \$117.74 | \$147.10 | \$108.81 | \$12.06 | 92.4% | 54.8% | 1.90 | 46,370 | 1.36 |
| 2020 | 40.2% | \$102.19 | \$43.77 | \$95.66 | \$38.47 | \$6.53 | 93.6% | 45.2% | 2.09 | 48,090 | 0.96 |
| 2021 | 60.2% | \$135.66 | \$84.41 | \$126.11 | \$75.94 | \$9.56 | 93.0% | 47.2% | 1.98 | 50,520 | 1.03 |
| 2022 | 65.2% | \$150.39 | \$98.25 | \$140.01 | \$91.35 | \$10.38 | 93.1% | 47.9% | 1.98 | 51,170 | 1.21 |
| 2023 | 68.5% | \$163.67 | \$112.79 | \$152.74 | \$104.67 | \$10.94 | 93.3% | 48.6% | 1.98 | 51,770 | 1.21 |
| 2024 | 69.0% | \$177.93 | \$123.15 | \$166.44 | \$114.83 | \$11.49 | 93.5% | 55.1% | 1.96 | 55,530 | 1.07 |
| CAGR: 2016 thru 2024 | -1.1% | 2.9% | 1.8% | 3.1% | 1.9% | 0.7% | 0.2% | 2.2% | -0.1% | 4.7% | -3.3% |
| 1Q 2024 | 64.6% | \$165.01 | \$106.57 | \$154.74 | \$99.93 | \$10.27 | 93.8% | 53.3% | 1.98 | 54,890 | 1.12 |
| 1Q 2025 | 62.6% | \$169.06 | \$105.84 | \$158.74 | \$99.38 | \$10.32 | 93.9% | 56.6% | 1.99 | 56,100 | 1.15 |

Notable Metrics

| HIGHEST | T12-Month Loyalty Contribution | Latest-Quarter Loyalty Contribution | T12-Month COPE ADR Percentage |
|-------------------|---|-------------------------------------|---|
| 5th Strong | Nashville, TN exhibited strong T12-month loyalty contribution (55.9%) | 6th Strong | The market exhibited strong latest-quarter loyalty contribution (56.6%) |
| 7th Strong | | | The market also benefited from strong T12-month COPE ADR percentage (93.6%) |

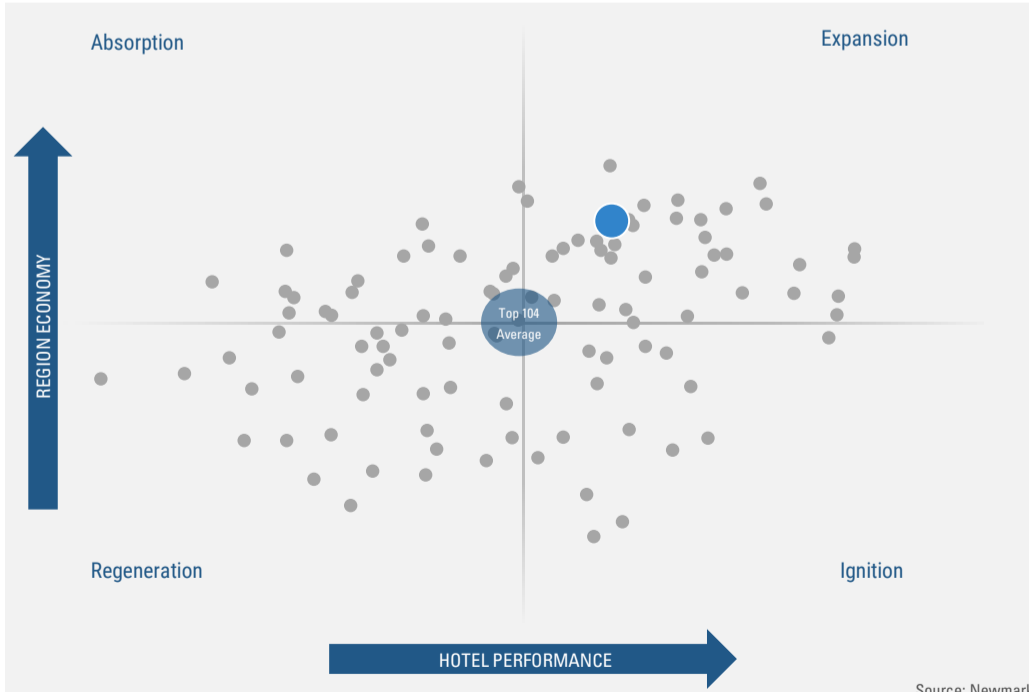
| LOWEST | Marketwide Income per Room | Feeder Population Per Room | Population Density per Room |
|------------------|--|----------------------------|--|
| 95th Soft | This market exhibited a low ratio of marketwide per-capita income per room (\$813,777) | 95th Soft | The market posted a low ratio of feeder population per room (18.02) |
| 95th Soft | | | Nashville, TN also has been hindered by weak population density per room (25.24) |

Notable Trends

| STRONGEST | Short-Term Historical Supply Growth | Long-Term Historical Loyalty Contribution Growth | General Economy Reverence |
|---------------------------|---|--|---|
| 1st Very Strong | Nashville, TN has benefited from low short-term historical supply growth (5.6%) | 13th Above Average | The market exhibited strong long-term historical loyalty contribution growth (5.1%) |
| 13th Above Average | | | The market also enjoyed strong general economic reverence (per-capita unemployment, GDP and other indicators) |

| WEAKEST | Long-Term Historical Supply Growth | T12-Month Rooms Supply Growth | Short-Term Historical Occupancy Growth |
|-------------------|--|-------------------------------|--|
| 103rd Soft | The market has been burdened by high long-term historical supply growth (4.4%) | 96th Soft | We note this area has been hindered by high rooms supply growth over the last 12 months (2.2%) |
| 90th Soft | | | Nashville, TN also has been hindered by weak short-term historical occupancy growth (-1.7%) |

Market Performance Stage



Nashville, TN: Expansion Stage

The Nashville, TN market is currently in the 'Expansion' stage of the performance cycle. In this stage, hotels perform adequately, contributing to a resilient economy that has fully exited from the pandemic environment. Displacement demand is high, new hotel supply is feasible (despite barriers normally being high), and the overall economy is expanding. Example markets in this stage include Anaheim, CA; Atlanta, GA; and Austin, TX.

Other Stages:

- Regeneration:** In the 'Regeneration' stage, hotels and the underlying economy are underperforming. The highest and best uses of hotel assets are still being challenged by lingering pandemic 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 Cincinnati, OH; Detroit, MI; and Knoxville, TN.
- Ignition:** In the 'Ignition' stage, hotels typically perform adequately for operators to enjoy positive returns, with confidence the economy will remain fully recovered from the pandemic. While the regional economy continues to recover, strong hotel performance locally is igniting expansion in certain key sectors. Example markets in this stage include Baltimore, MD; Chicago, IL; and Miami, FL.
- Absorption:** In the 'Absorption' stage, hotels are underperforming but in an economy with resilience and confidence the economy will shed any lingering pandemic impacts, presenting upside for CRE. Barriers to entry are high and the market hosts little or no new supply, allowing for the existing stock of rooms to be absorbed. Example markets in this stage include Fort Worth, TX; Minneapolis, MN; and Portland, OR.

Industry Observations

MOODYS ANALYTICS

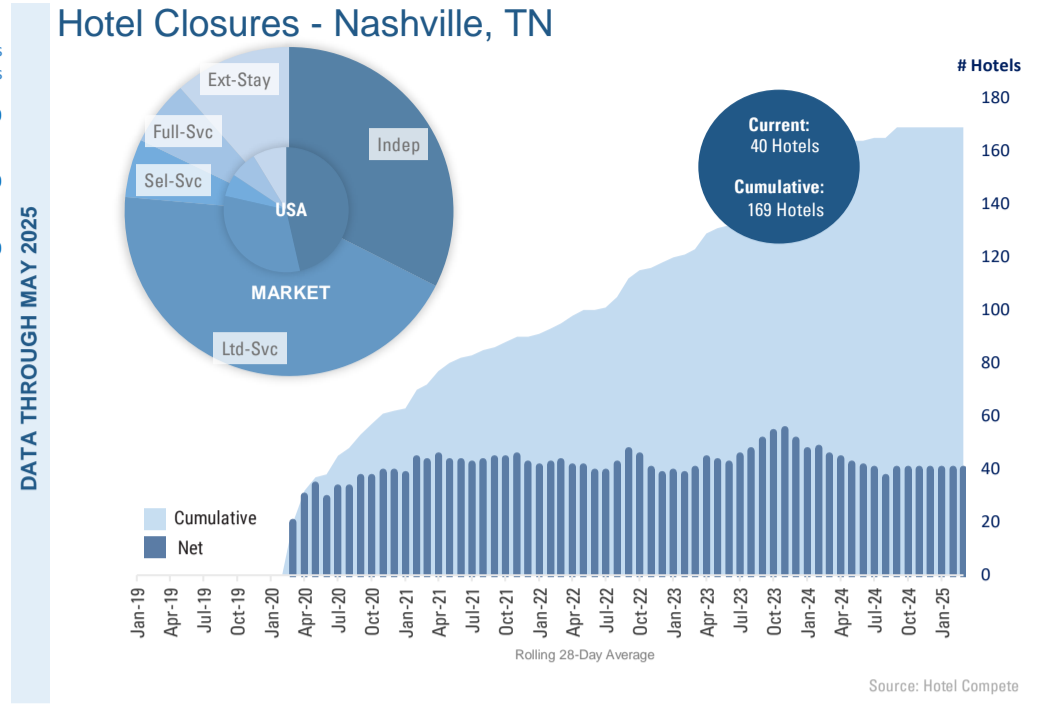
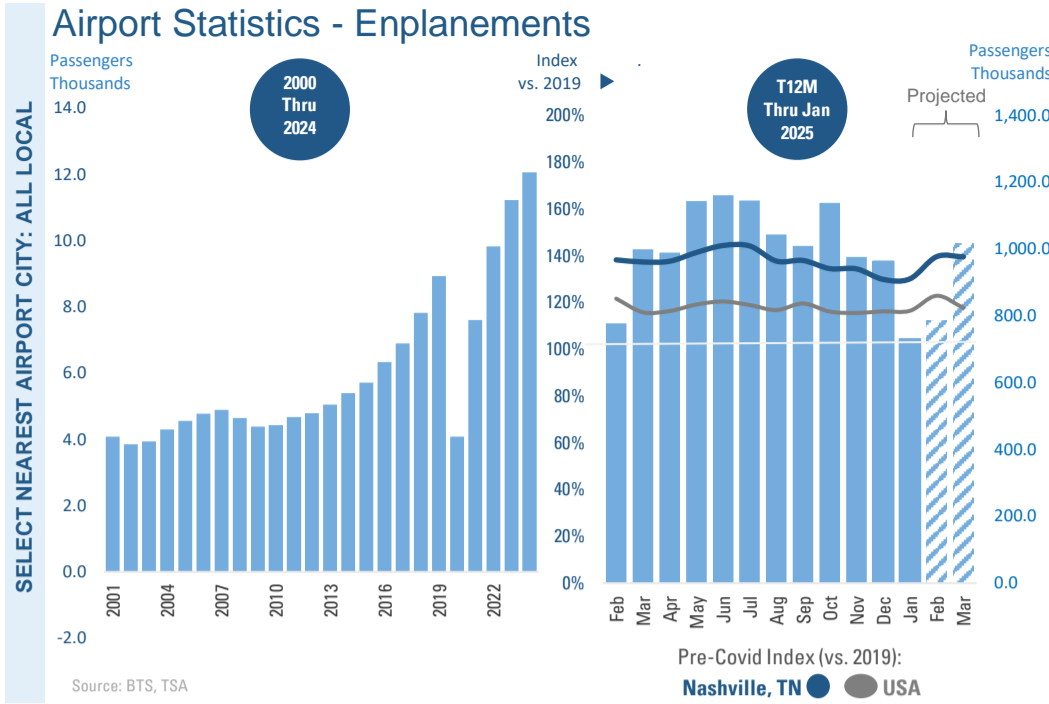
Business Cycle: **Expansion**
 Employment Growth (2 yr): **0.9%**
 Risk Exposure (402 US markets): **23rd Percentile: Below Average**
 Key Industry Notes: Favorable business tax structure, Healthy net migration, Prime-age workers, Decreasing affordability, Above-average employment volatility

Moody's Rating

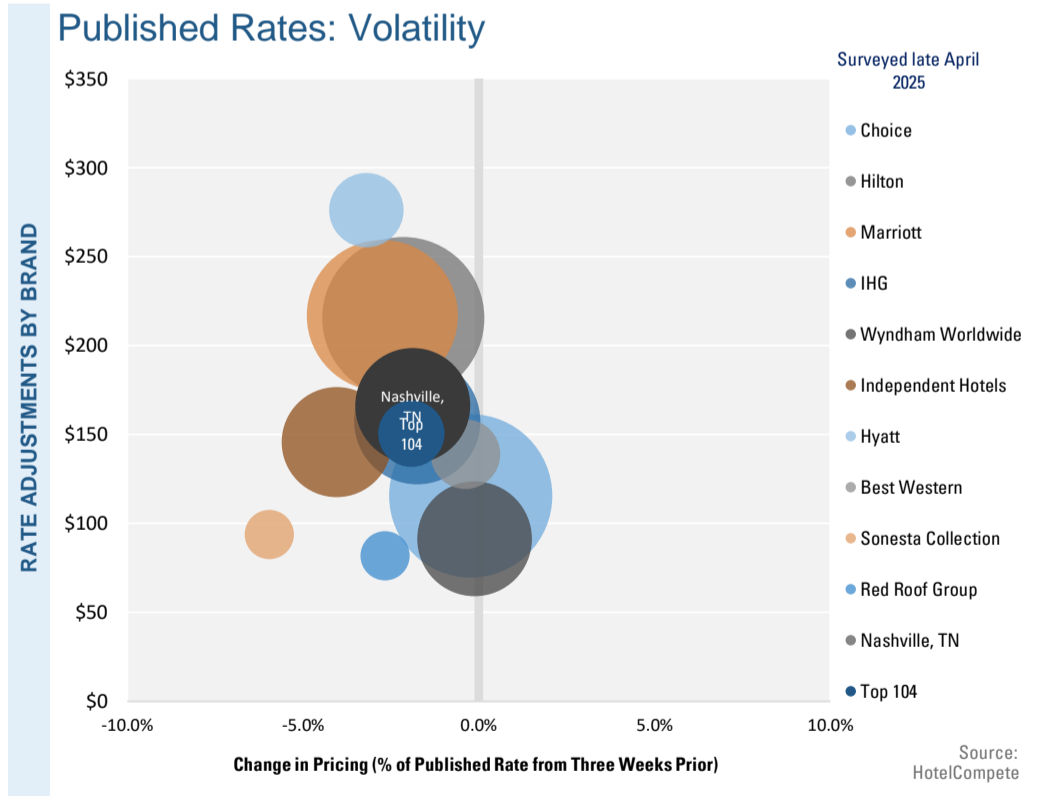
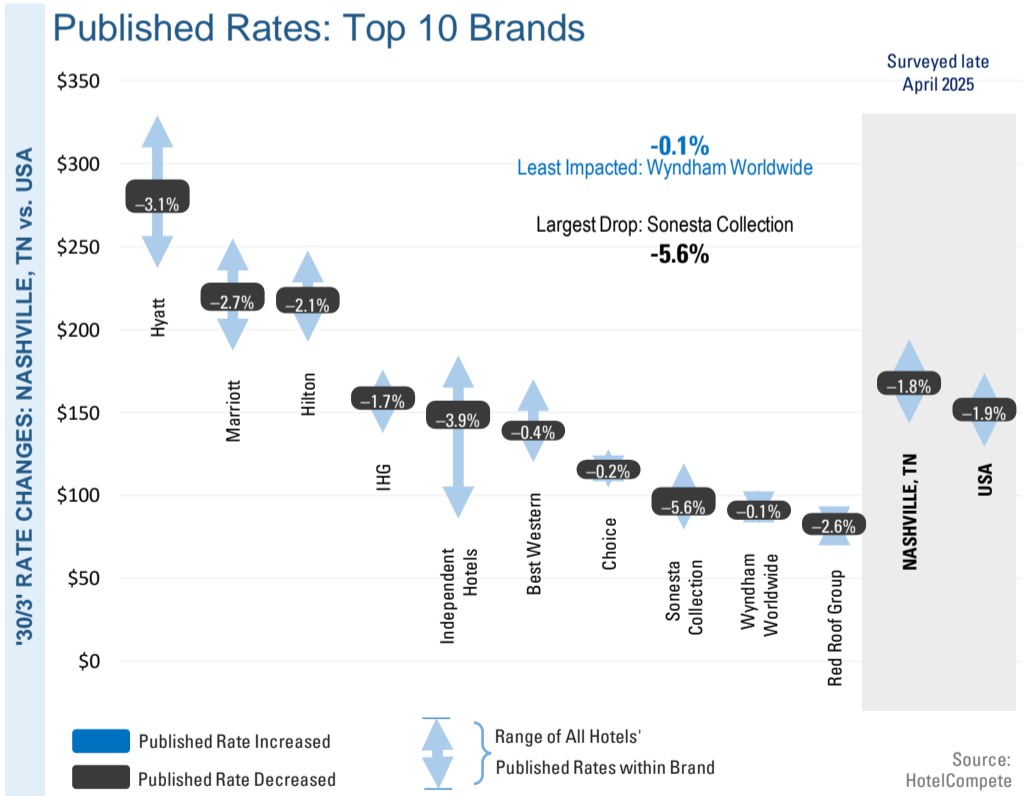
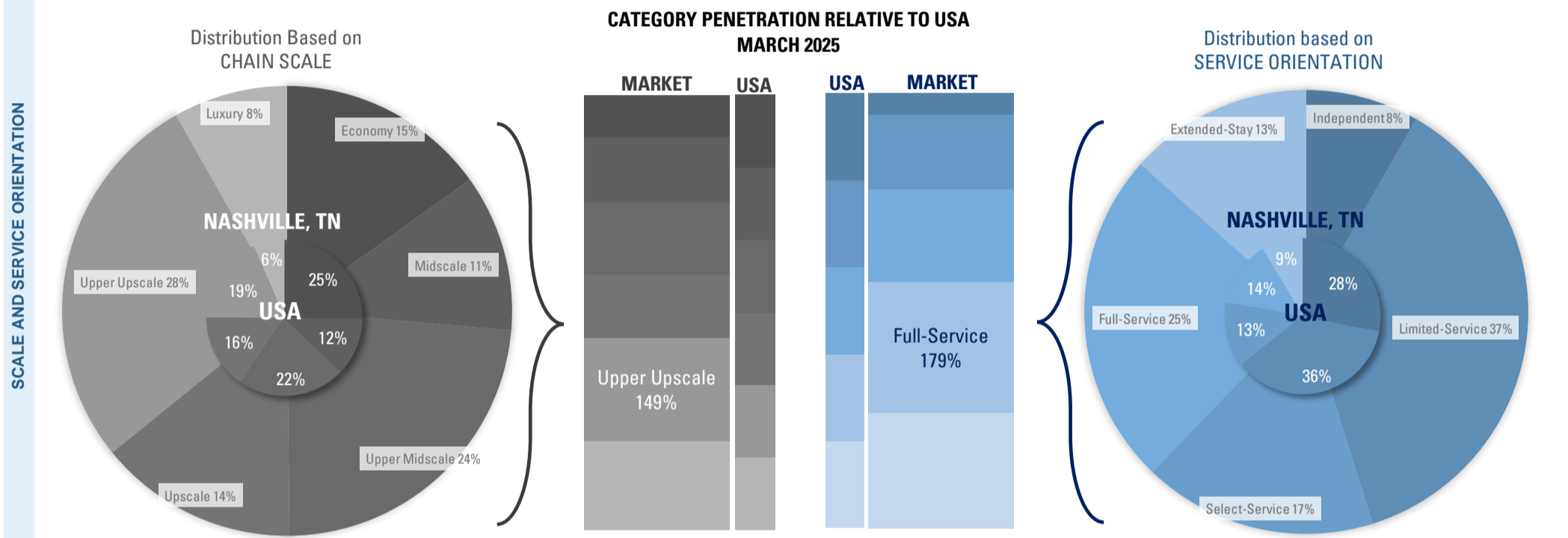
Aa2
Investment Grade

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

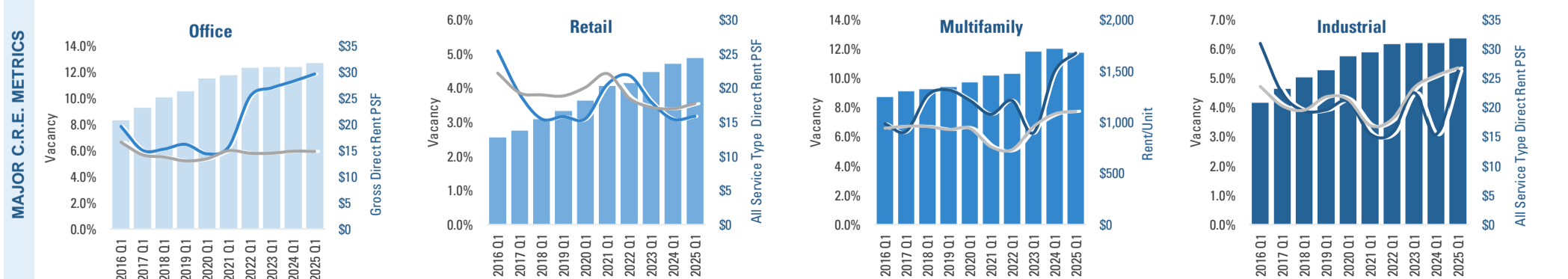




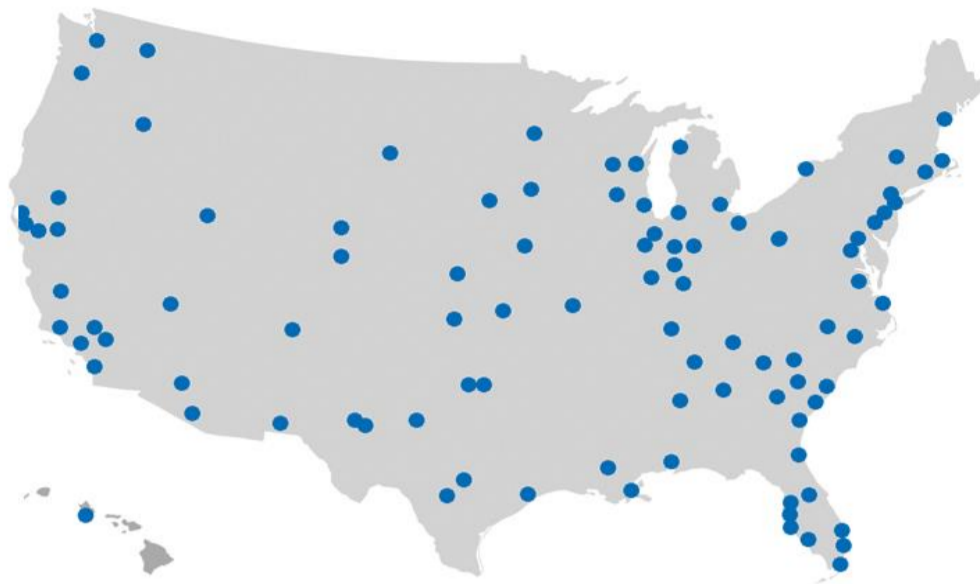
Scale and Service Distribution: Nashville, TN



Major CRE Market Performance



Nsights Hotel Market Reports 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 |

*Customized market reports available upon request

Hospitality, Gaming & Leisure

Our Hospitality, Gaming & Leisure practice is focused exclusively on providing superior valuation and consulting services for a broad range of hotels, casinos and leisure properties. Our team takes a holistic, consultative approach that goes far beyond the physical asset, analyzing every aspect of a property's business and real estate operations to identify all areas of value for owners and investors.

Our Hospitality, Gaming & Leisure platform has experience in valuation assignments and market analysis for properties including:

Hotels and Resorts
Gaming Facilities
Stadiums, Sports & Entertainment Facilities

Conference, Expo and Convention Centers
Golf Courses
Marinas

Ski and Village Resorts
Water Parks, Amusement Parks and Attractions

Our core disciplines and expert subject areas include:

Economic Impact
 We empower owners and operators to maximize economic incentives and advise government entities on the impact of incentives on a community or development.

Feasibility
 We take feasibility studies to the next level, combining market knowledge with expert economic impact analysis and acumen in cash-on-cash, ROI and other metrics.

Financial Reporting
 Our seamless approach to fulfilling clients' financial reporting requirements means no outside assistance is needed.

Litigation
 Our experts bring a strategic perspective and hands-on approach, exceeding the depth and scope of typical litigation services every time.

Portfolio Analytics
 We bring industry averages and trends to bear on traditional analytics, ensuring comprehensive due diligence.

Property Tax
 We understand every aspect of a property's operations, allowing us to craft advanced tax strategies.

ABOUT NEWMARK

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At Newmark, we don't just adapt to what our partners need—we adapt to what the future demands. Our integrated platform delivers seamlessly connected services tailored to every type of client, from owners to occupiers, investors to founders, and growing startups to leading companies. We think outside of boxes, buildings and business lines, delivering a global perspective and a nimble approach. From reimagining spaces to engineering solutions, we have the vision to see what's next and the tenacity to get there first.

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