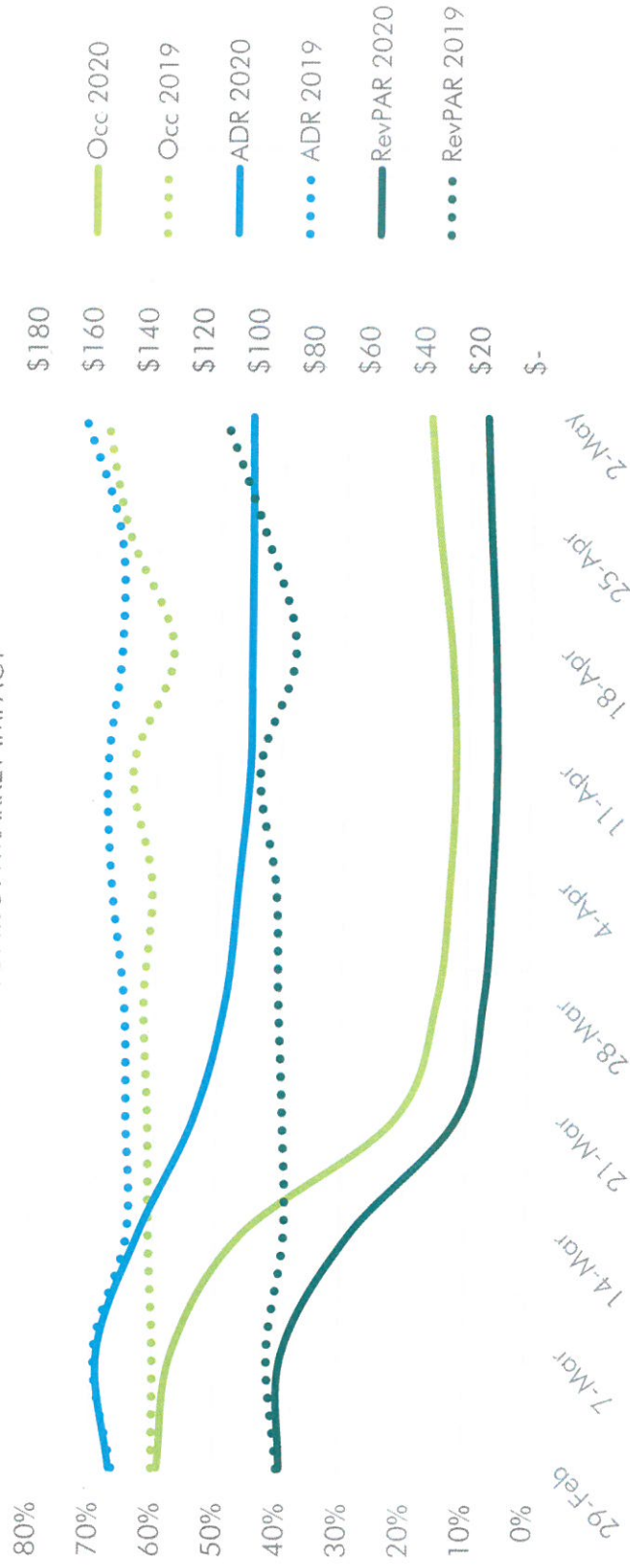


# 2020 YTD NATIONAL PERFORMANCE

CBRE HOTELS  
The World's Leading Hotel Experts

COVID-19 NATIONAL ACCOMMODATION MARKET IMPACT



Source: STR

Source: CBRE Hotels' Trends in the Hotel Industry National Market with reproduction and use of information subject to CBRE Limited Disclaimer | Terms of Use as detailed at <https://www.cbre.co.uk/en/real-estate-services/business-travel/valuation-and-advisory-services/hotel-valuation-and-advisory-services-disclaimer>

	Vous	Copper	Super 8	NEW HOTEL	TOTAL OCC %	TOTAL ROOMS NOT BOOKED
2018	55.21%	54.15%	75.26%		61.54%	
2019	51.87%	56.17%	69.89%		59.31%	32,526
4 Hotel Projection	30.85%	35.76%	52.92%	65.00%	46.13%	55,842
Total # of Rooms						
Per Hotel	67	69	83		219	79,935
Add new hotel	67	69	83	65	284	103,660
	219					23,725
						Total Room
						Nights Available

				TOTAL OCC %	TOTAL ROOM NIGHTS AVAILABLE PER YEAR
Vous					
Copper					
Super 8					
2018	55.21%	54.15%	75.26%	61.54%	27,828
2019	51.87%	56.17%	69.89%	59.31%	29,293
5 MONTHS OF 2020	25.69%	31.97%	47.74%	35.13%	21,296

Occ % from Vous, Copper, Super 8					Estimated Overstated	
2019	Occ % From Town Report	Difference	2019	Room Nights		
50.89%	55.00%	4.11%		274		
48.44%	59.00%	10.56%		704		
50.79%	60.00%	9.21%		613		
52.89%	59.00%	6.11%		407		
66.19%	72.00%	5.81%		387		
80.90%	89.00%	8.10%		540		
75.24%	85.00%	9.76%		650		
79.34%	87.00%	7.66%		510		
63.30%	76.00%	12.70%		846		
61.33%	72.00%	10.67%		711		
50.82%	65.00%	14.18%		944		
31.60%	41.00%	9.40%		626		
59.31%	68.33%	9.02%		7,212		

A few improvement stats:

- 1 In 2019, La Place Rendez-Vous had 17 dates at 100% occupancy, 13 of which were in May and June.  
For 6 months (Nov-April) we experience no dates of 100% and significantly lower occupancy rates
  - 2 We have invested over \$350,000 to renovate 14 hotel rooms this year
  - 3 2018 we re-paved our parking lot for a cost of \$170,000
  - 4 In past few years we have upgraded public bathrooms and other upgrades worth over \$200,000
- As of this date, we have lost over 1 million dollars in revenue due to the COVID-19 impact