



# Hotel Pipeline and Development Trends

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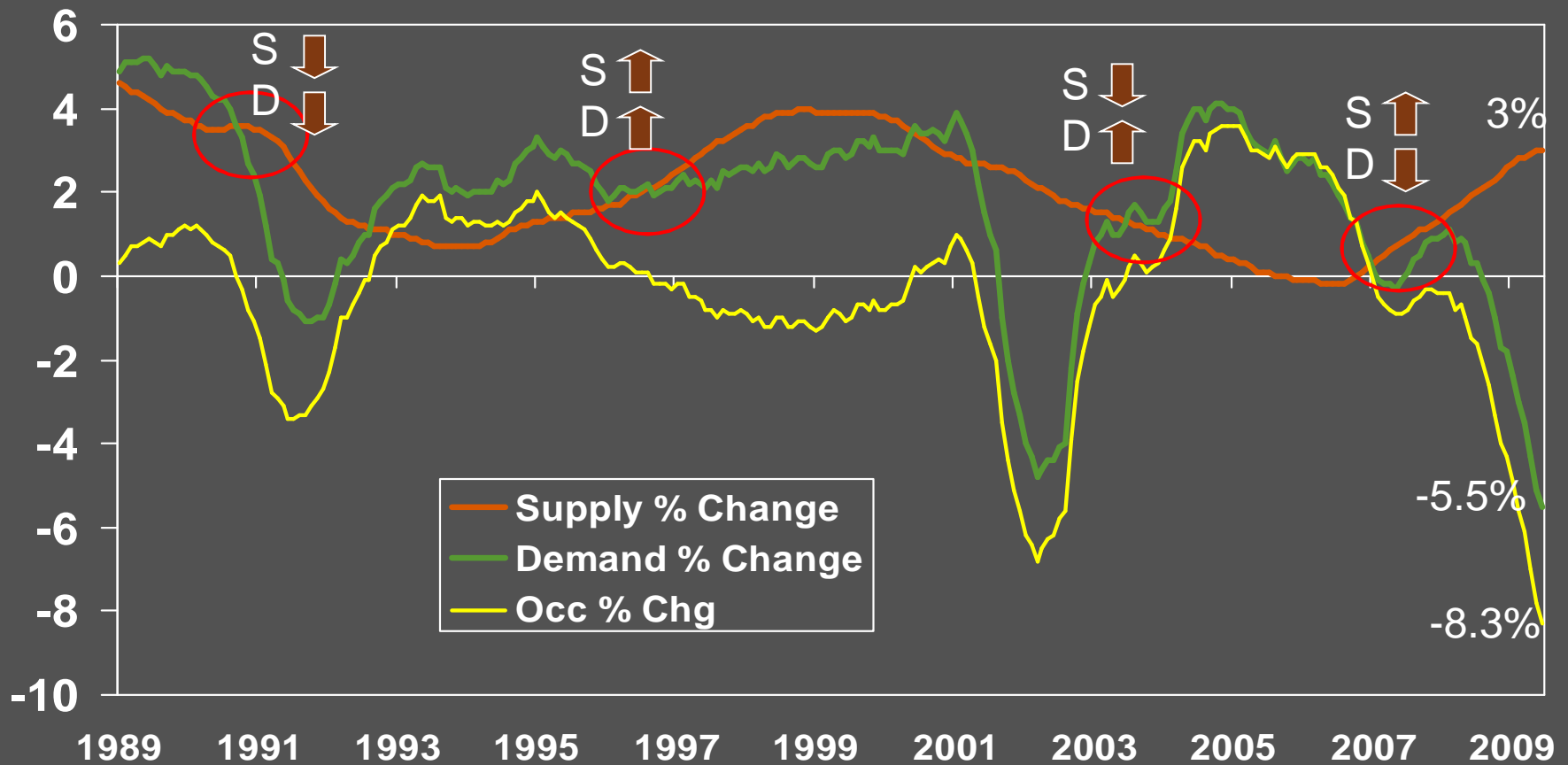
the new name in global hotel benchmarking



# Total United States

Room Supply/Demand Percent Change

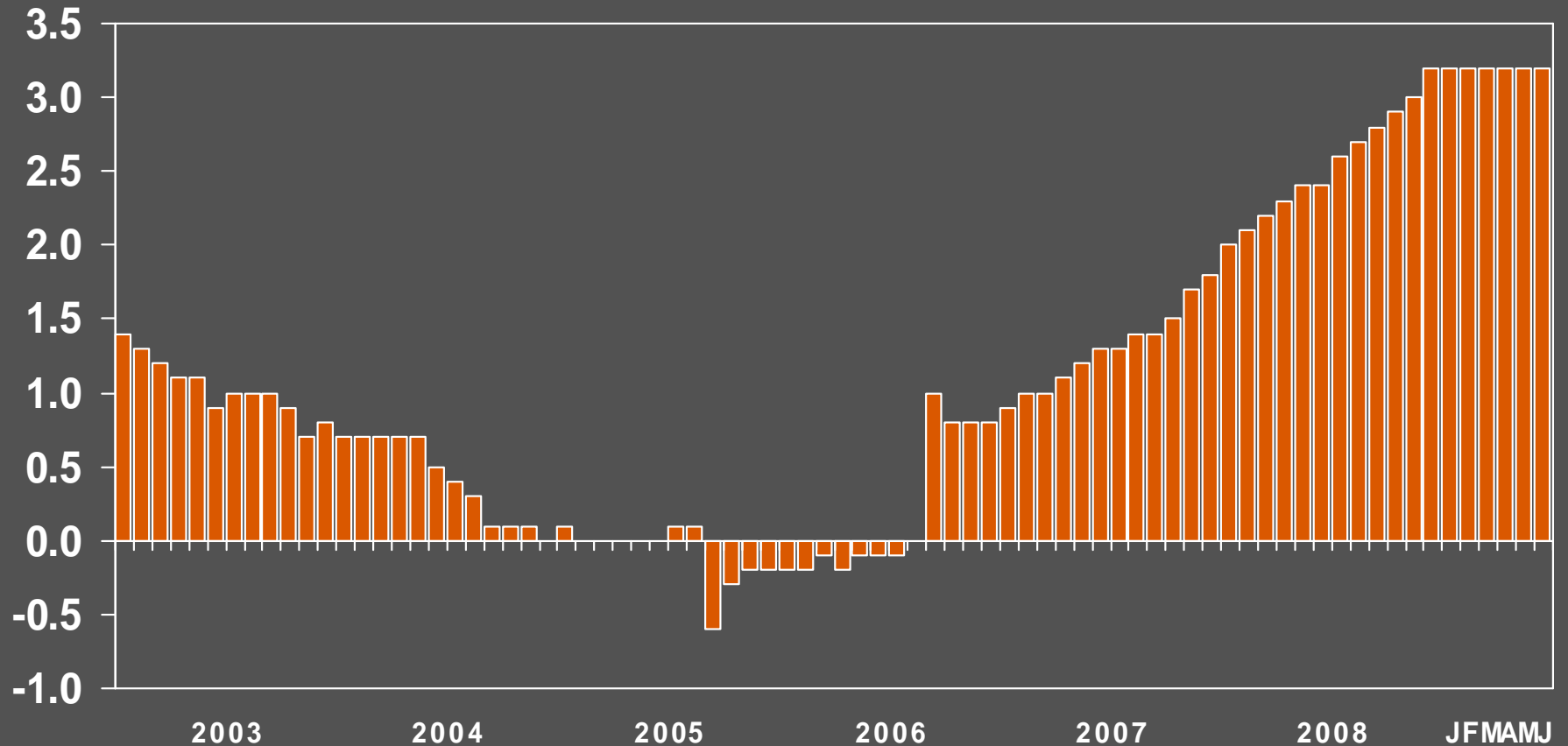
Twelve Month Moving Average – 1989 to June 2009



# Total United States

Room Supply Percent Change

Jan 2003 – June 2009





6.1 to 10% 4.6 to 6.0% 3.1 to 4.5%  
 1.6 to 3.0% 0.1 to 1.5% -3 to 0



# Total United States

## Active Development Pipeline - Rooms Change From Last Year

<u>Phase</u>	<u>June 2008</u>	<u>June 2007</u>	<u>Difference</u>	<u>% Change</u>
In Construction	205,012	186,195	18,817	10.1%
Final Planning	108,473	49,306	59,167	120.0%
Planning	350,842	312,757	38,085	12.2%
Active Pipeline	664,327	548,258	116,069	21.2%
Pre-Planning	145,465	100,947	44,518	44.1%
Total	809,792	649,205	160,587	24.7%

Source: STR / TWR / Dodge Construction Pipeline



# Total United States

## Active Development Pipeline - Rooms Change From Last Year

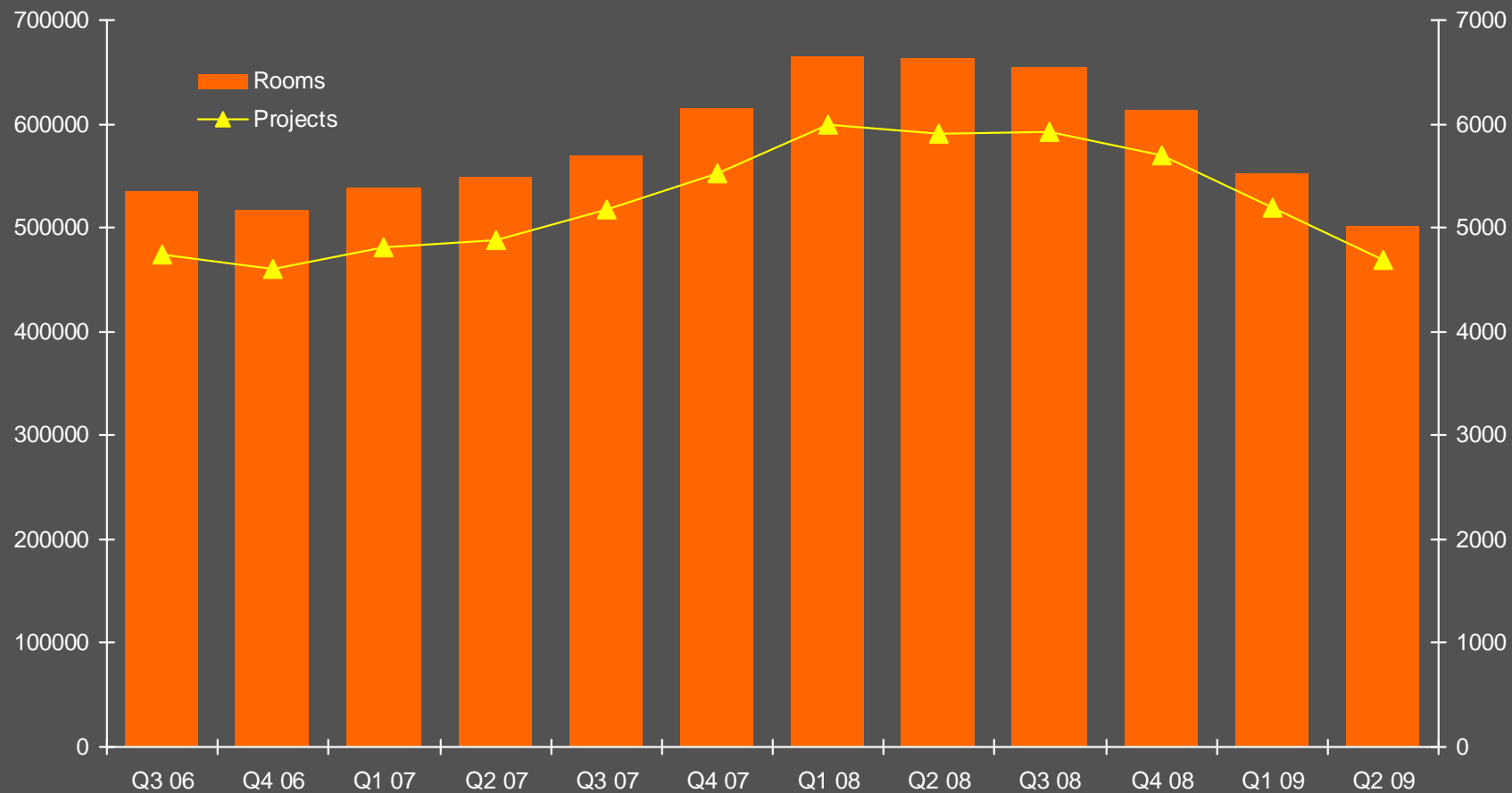
<u>Phase</u>	<u>June 2009</u>	<u>June 2008</u>	<u>Difference</u>	<u>% Change</u>
In Construction	149,166	205,012	-55,846	-27.2%
Final Planning	66,700	108,473	-41,773	-38.5%
Planning	285,610	350,842	-65,232	-18.6%
<b>Active Pipeline</b>	<b>501,476</b>	<b>664,327</b>	<b>-162,851</b>	<b>-24.5%</b>
Pre-Planning	119,363	145,465	-26,102	-17.9%
<b>Total</b>	<b>620,839</b>	<b>809,792</b>	<b>-188,953</b>	<b>-23.3%</b>

Source: STR / TWR / Dodge Construction Pipeline



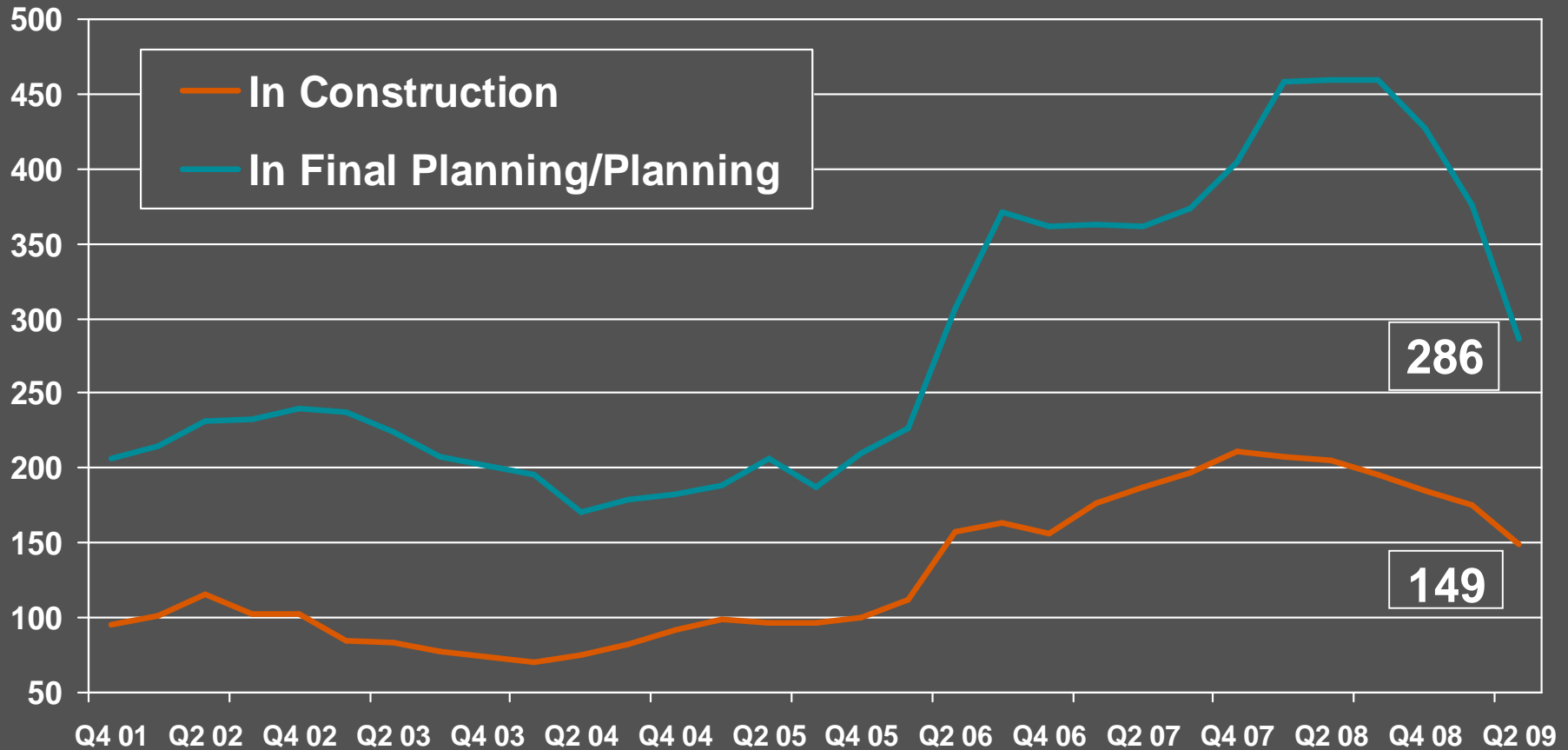
# U.S. Active Pipeline by Quarter

## Q3 '06 – Q2 '09



# Total United States

Quarterly Construction Pipeline – Rooms in Thousands  
Q4 2001 – Q2 2009

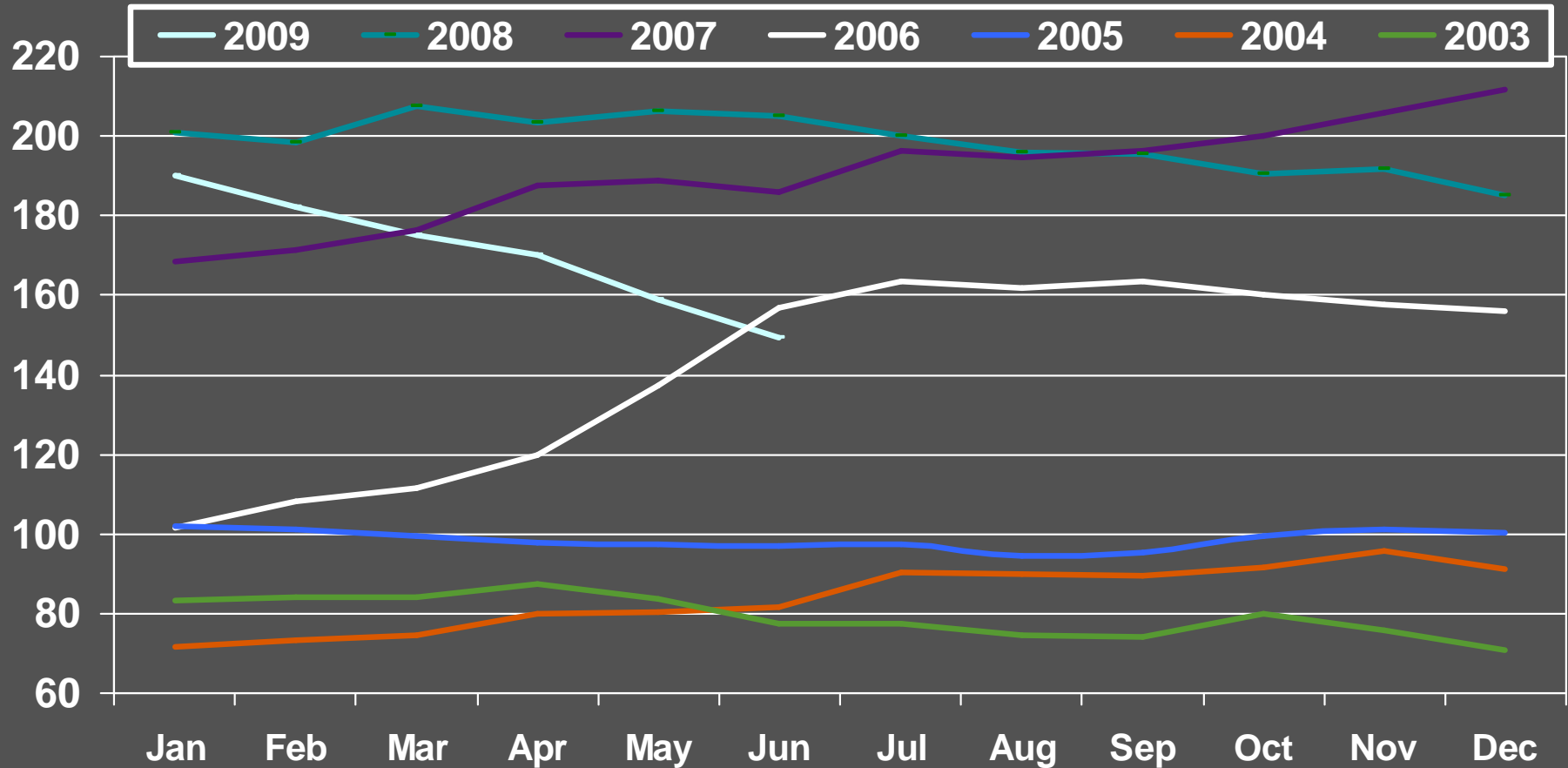


Source: STR / TWR / Dodge Construction Pipeline

# Total United States

In Construction – Rooms in Thousands

January 2003 – June 2009



Source: STR / TWR / Dodge Construction Pipeline

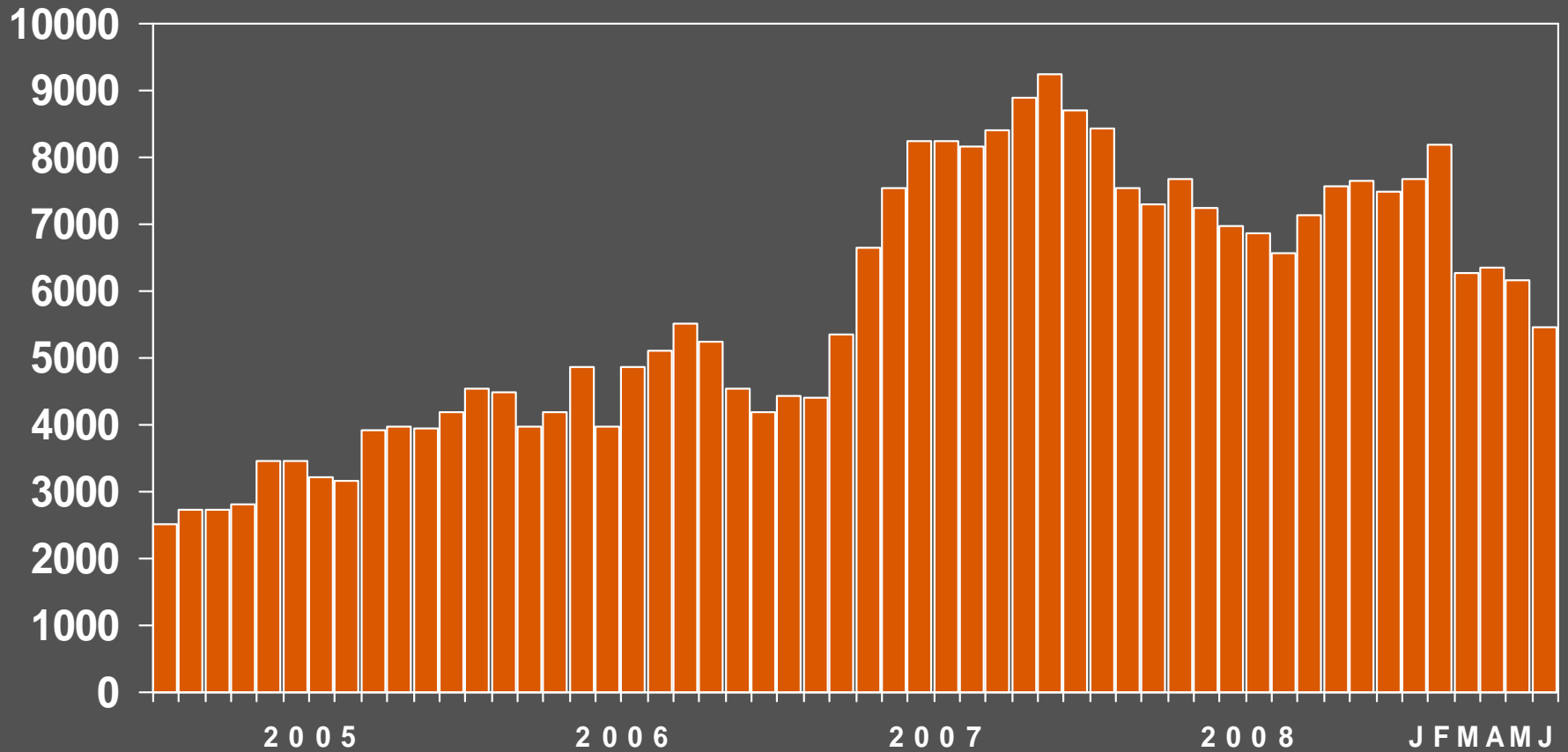
# STR Chain Scales

Selected chains from each segment

- Luxury – Four Seasons, Ritz Carlton, Fairmont
- Upper Upscale – Embassy Suites, Hilton, Marriott, Sheraton
- Upscale – Hilton Garden Inn, Courtyard, Crowne Plaza
- Midscale with F&B – Holiday Inn, Ramada, Best Western
- Midscale w/o F&B – Hampton Inn, Holiday Inn Express, Comfort Inn
- Economy – Days Inn, Howard Johnson Exp, Red Roof Inn

# Luxury

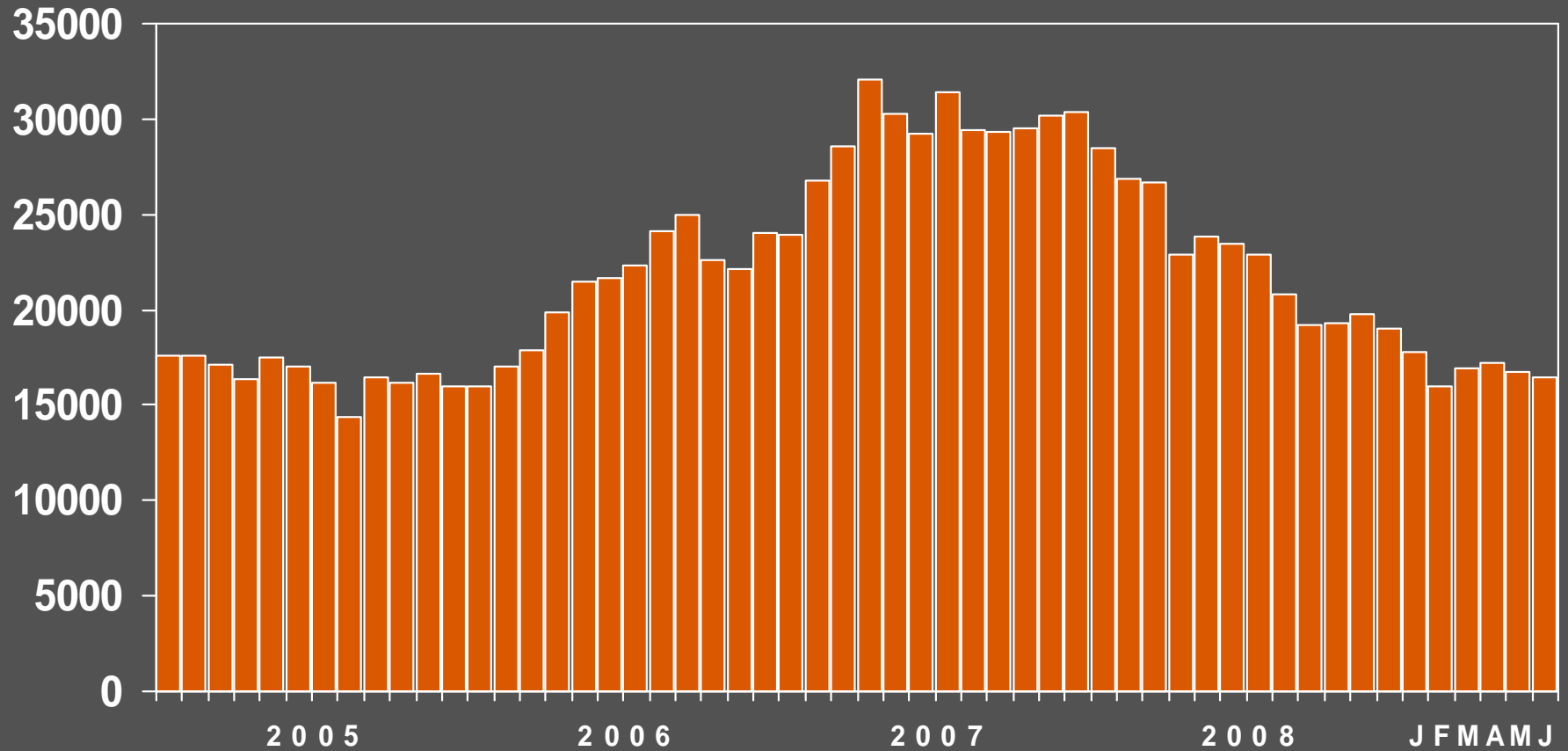
In Construction – Rooms in Thousands  
Jan 2005 – June 2009



# Upper Upscale

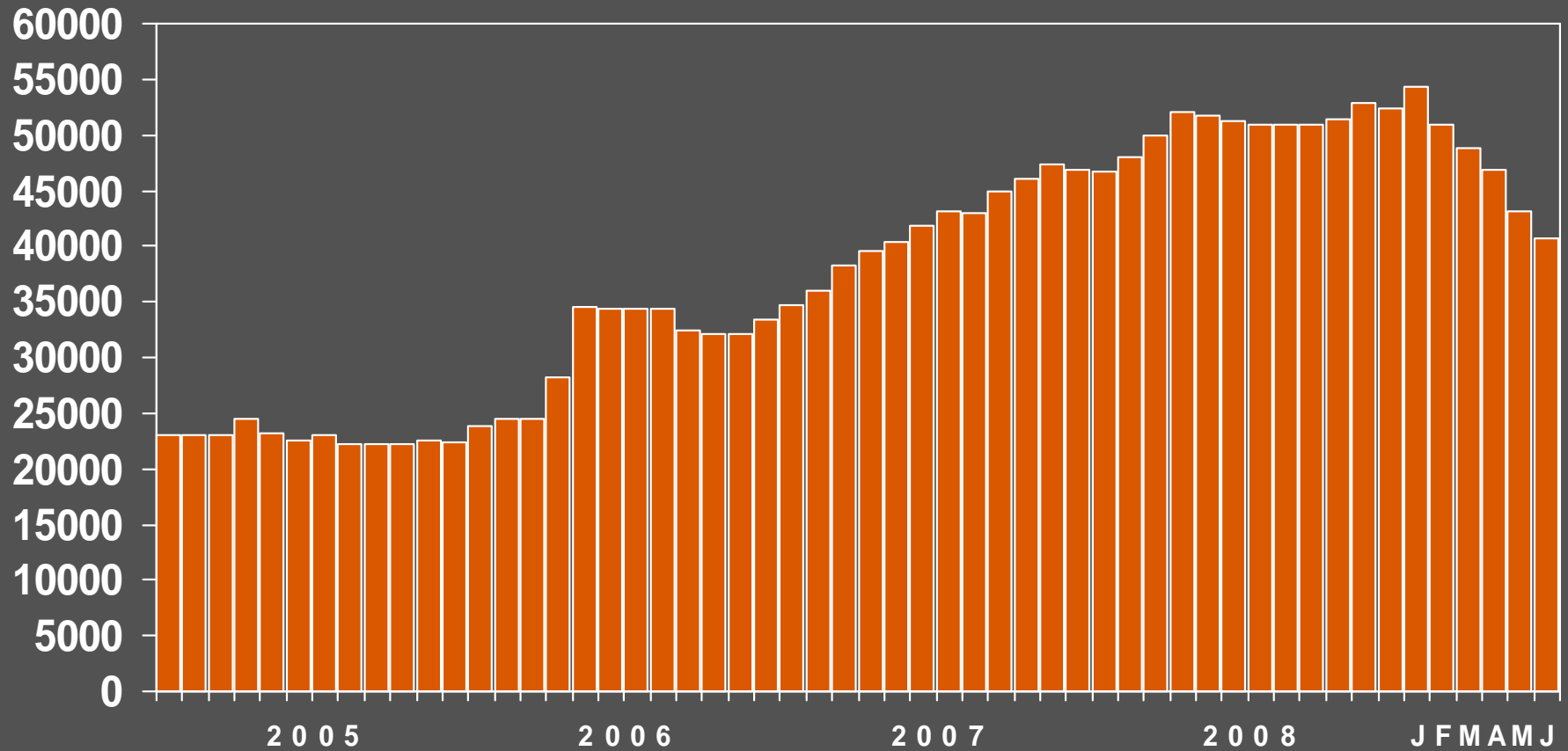
In Construction – Rooms in Thousands

Jan 2005 – June 2009



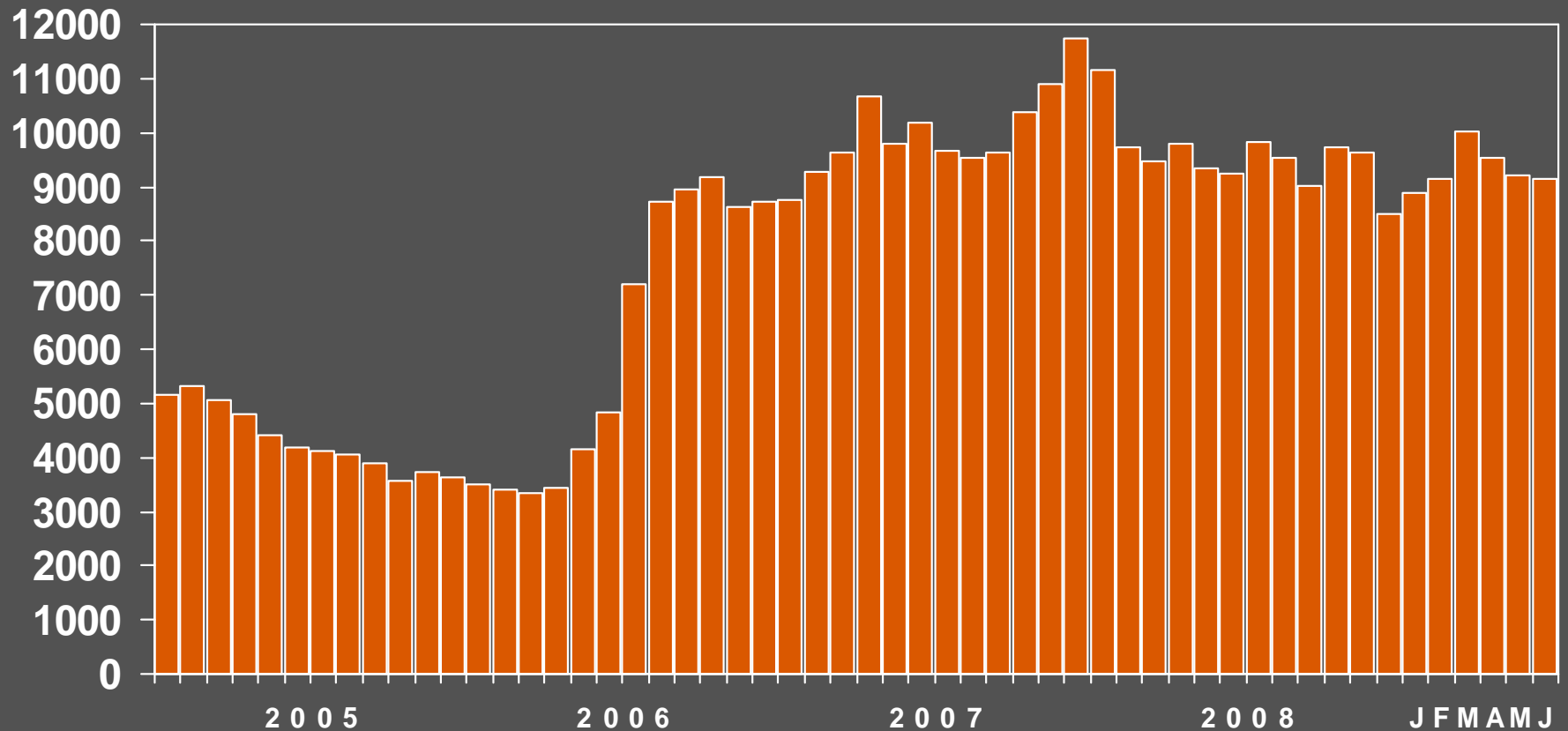
# Upscale

In Construction – Rooms in Thousands  
Jan 2005 – June 2009



# Midscale w/ F&B

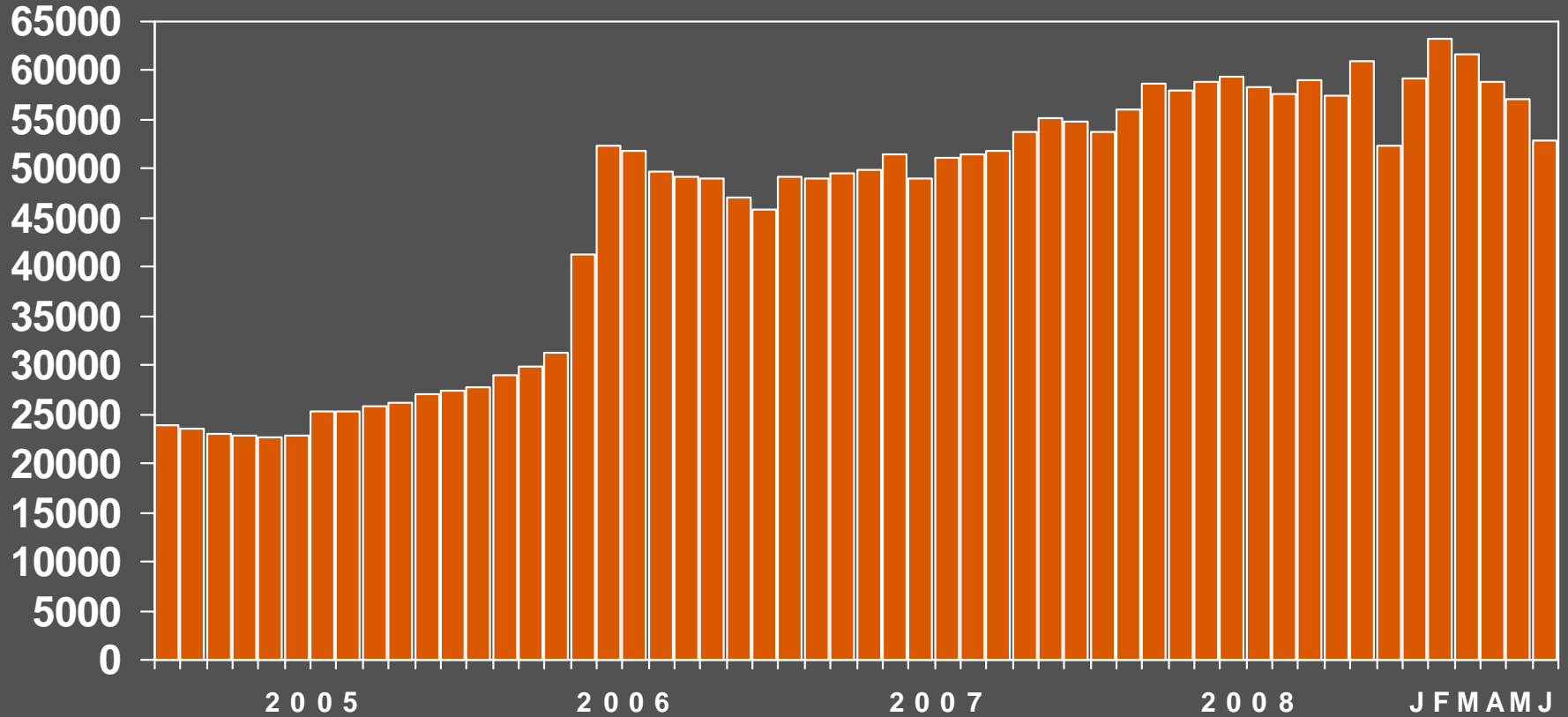
In Construction – Rooms in Thousands  
Jan 2005 – June 2009



# Midscale w/o F&B

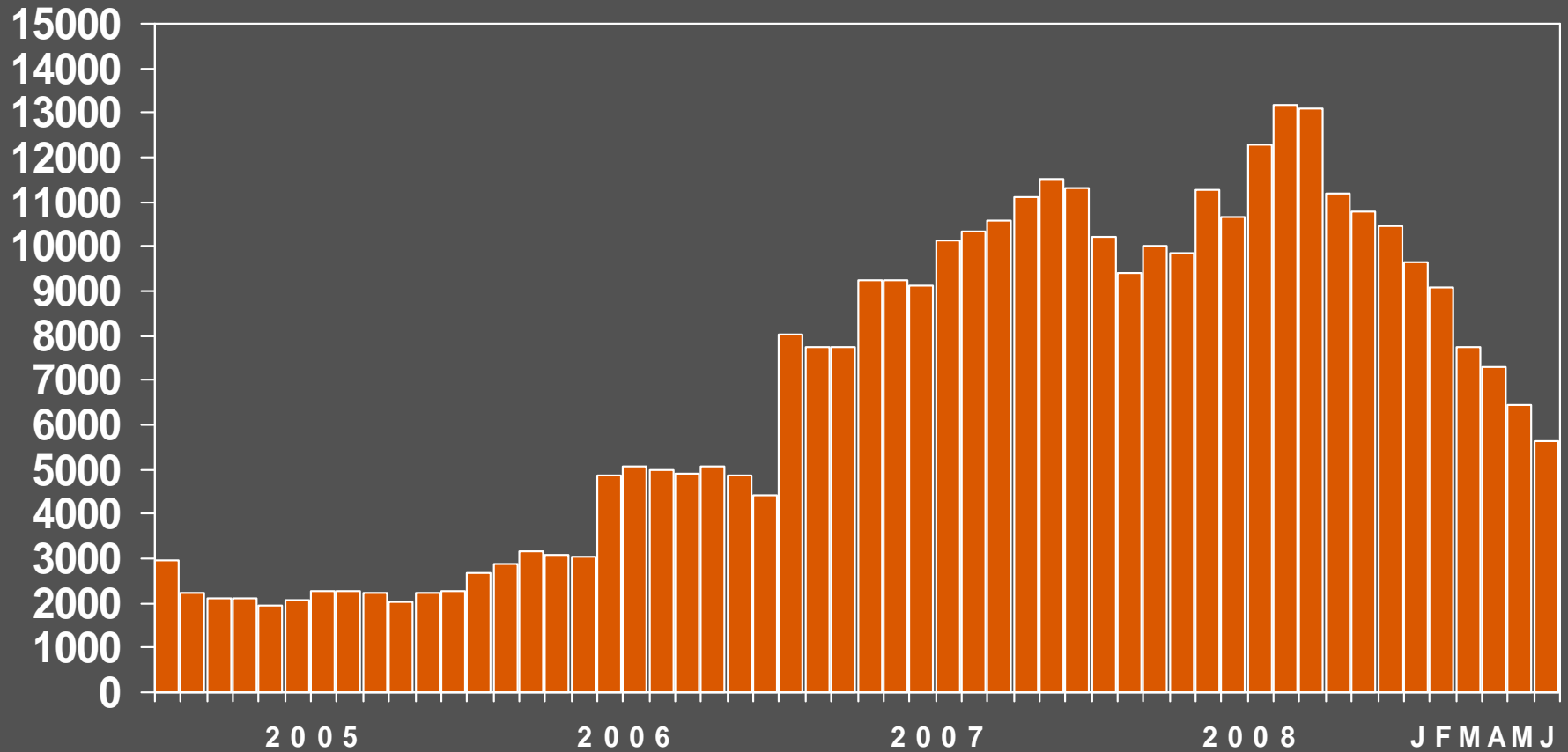
In Construction – Rooms in Thousands

Jan 2005 – June 2009



# Economy

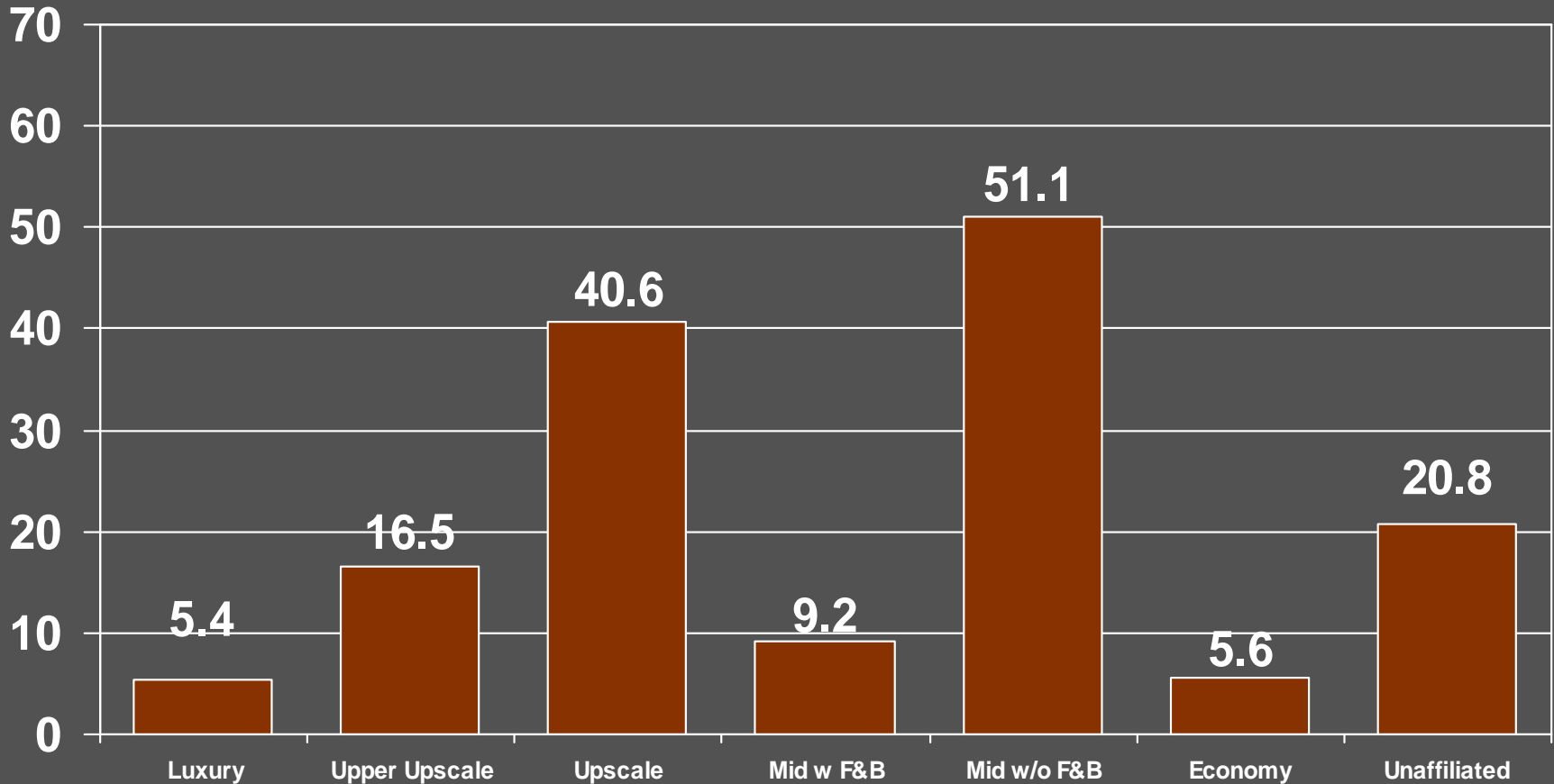
In Construction – Rooms in Thousands  
Jan 2005 – June 2009



# Total United States

Rooms In Construction by Scale – In Thousands

June 2009



Source: STR / TWR / Dodge Construction Pipeline

# Top 30 Brands by Percent of Active Pipeline

		Rooms	Pipeline			Rooms	Pipeline
	Chain Affiliation	in Active Pipeline	Percent		Chain Affiliation	in Active Pipeline	Percent
1	Holiday Inn Express <b>I</b>	36,261	7.2%	16	TownePlace Suites <b>M</b>	6,882	1.4%
2	Hampton Inn Suites <b>H</b>	25,714	5.1%	17	Sleep Inn <b>C</b>	6,829	1.4%
3	Holiday Inn <b>I</b>	22,064	4.4%	18	Marriott <b>M</b>	6,605	1.3%
4	Courtyard <b>M</b>	18,380	3.7%	19	Hyatt Place	6,478	1.3%
5	Candlewood Suites <b>I</b>	17,015	3.4%	20	Cambria Suites <b>C</b>	5,182	1.0%
6	Hilton Garden Inn <b>H</b>	16,434	3.3%	21	Comfort Inn <b>C</b>	4,968	1.0%
7	Residence Inn <b>M</b>	15,044	3.0%	22	Hotel Indigo <b>I</b>	4,694	0.9%
8	Fairfield Inn <b>M</b>	14,476	2.9%	23	Best Western	4,592	0.9%
9	Springhill Suites <b>M</b>	14,349	2.9%	24	La Quinta Inn & Suites	4,385	0.9%
10	Staybridge Suites <b>I</b>	12,291	2.5%	25	Value Place	4,337	0.9%
11	Comfort Suites <b>C</b>	11,314	2.3%	26	Microtel Inn	3,926	0.8%
12	Hampton Inn <b>H</b>	10,387	2.1%	27	Hilton <b>H</b>	3,658	0.7%
13	Homewood Suites <b>H</b>	8,955	1.8%	28	Country Inn & Suites	3,459	0.7%
14	Embassy Suites <b>H</b>	7,798	1.6%	29	Sheraton Hotel <b>S</b>	3,088	0.6%
15	aloft Hotel <b>S</b>	7,060	1.4%	30	element <b>S</b>	2,876	0.6%

Source: STR / TWR / Dodge Construction Pipeline

# Top 15 Markets with Most Rooms In-Construction

June 2009

Market	Existing Supply	Recently Opened	In Construction	Total Active Pipeline	In-Construction % of Existing	Active Pipeline % of Existing
New York, NY	88,349	3,721	12,870	22,806	14.6%	25.8%
Las Vegas, NV	157,770	3,707	7,827	18,144	5.0%	11.5%
Houston, TX	66,583	3,343	5,275	13,319	7.9%	20.0%
Orlando, FL	114,937	1,139	5,257	10,692	4.6%	9.3%
Washington, DC-MD-VA	99,738	2,712	4,609	11,536	4.6%	11.6%
Phoenix, AZ	58,238	3,997	3,524	11,645	6.1%	20.0%
Atlanta, GA	93,007	1,956	3,446	13,670	3.7%	14.7%
Dallas, TX	74,877	2,415	2,994	9,922	4.0%	13.3%
LA-Long Beach, CA	96,113	2,031	2,364	7,442	2.5%	7.7%
Miami-Hialeah, FL	45,776	2,250	2,135	6,273	4.7%	13.7%
Chicago, IL	107,785	3,760	1,965	8,825	1.8%	8.2%
Denver, CO	39,154	1,113	1,481	5,828	3.8%	14.9%
Seattle, WA	39,035	844	1,411	4,907	3.6%	12.6%
Philadelphia, PA-NJ	42,083	789	1,356	5,840	3.2%	13.9%
Nashville, TN	35,228	1,742	727	2,953	2.1%	8.4%

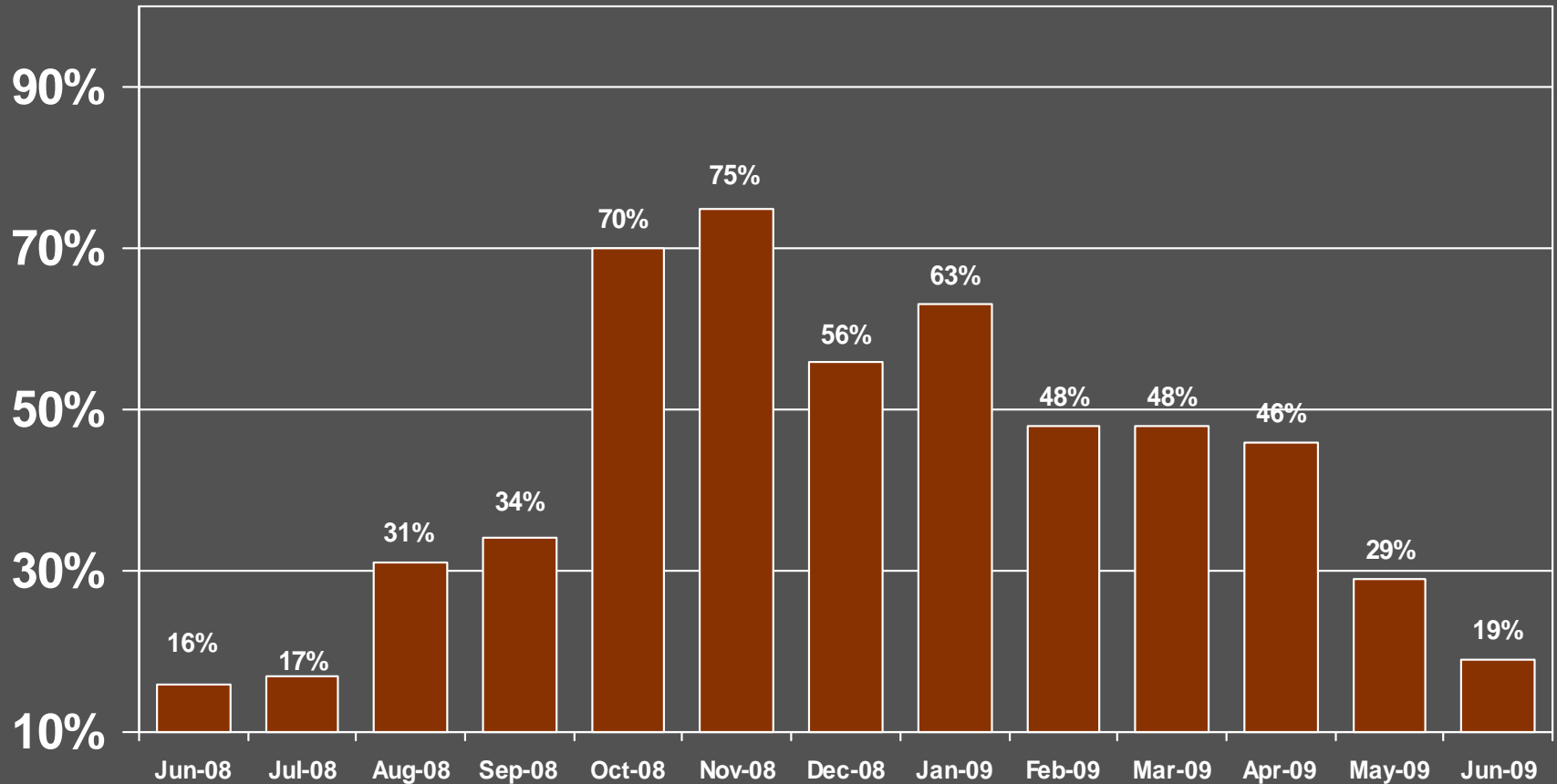
Source: STR / TWR / Dodge Construction Pipeline



# Total United States

Abandoned Rooms

Year-over-year percent change

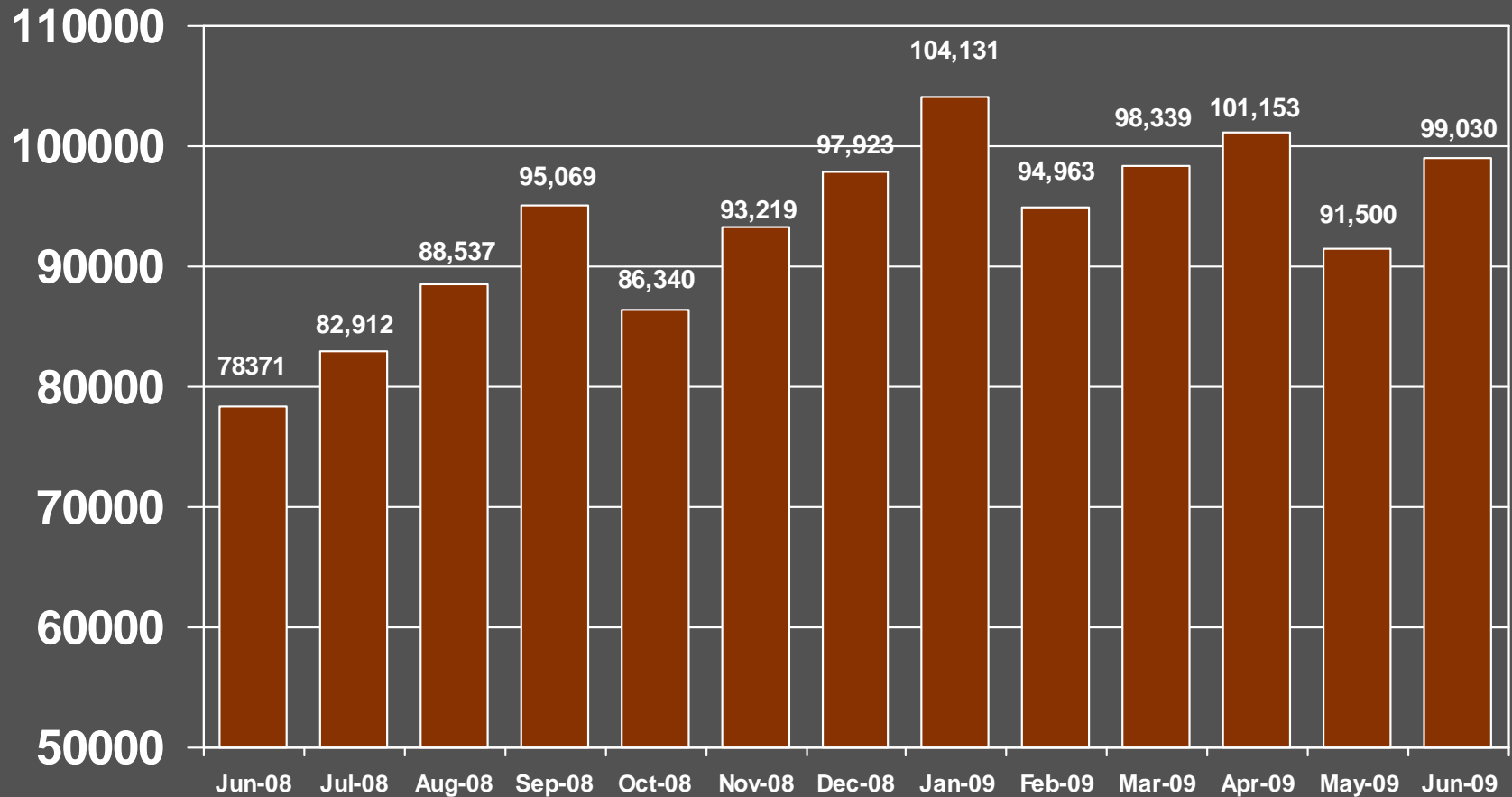


Source: STR / TWR / Dodge Construction Pipeline

# Total United States

## Abandoned Rooms by Month

June 2008 – June 2009

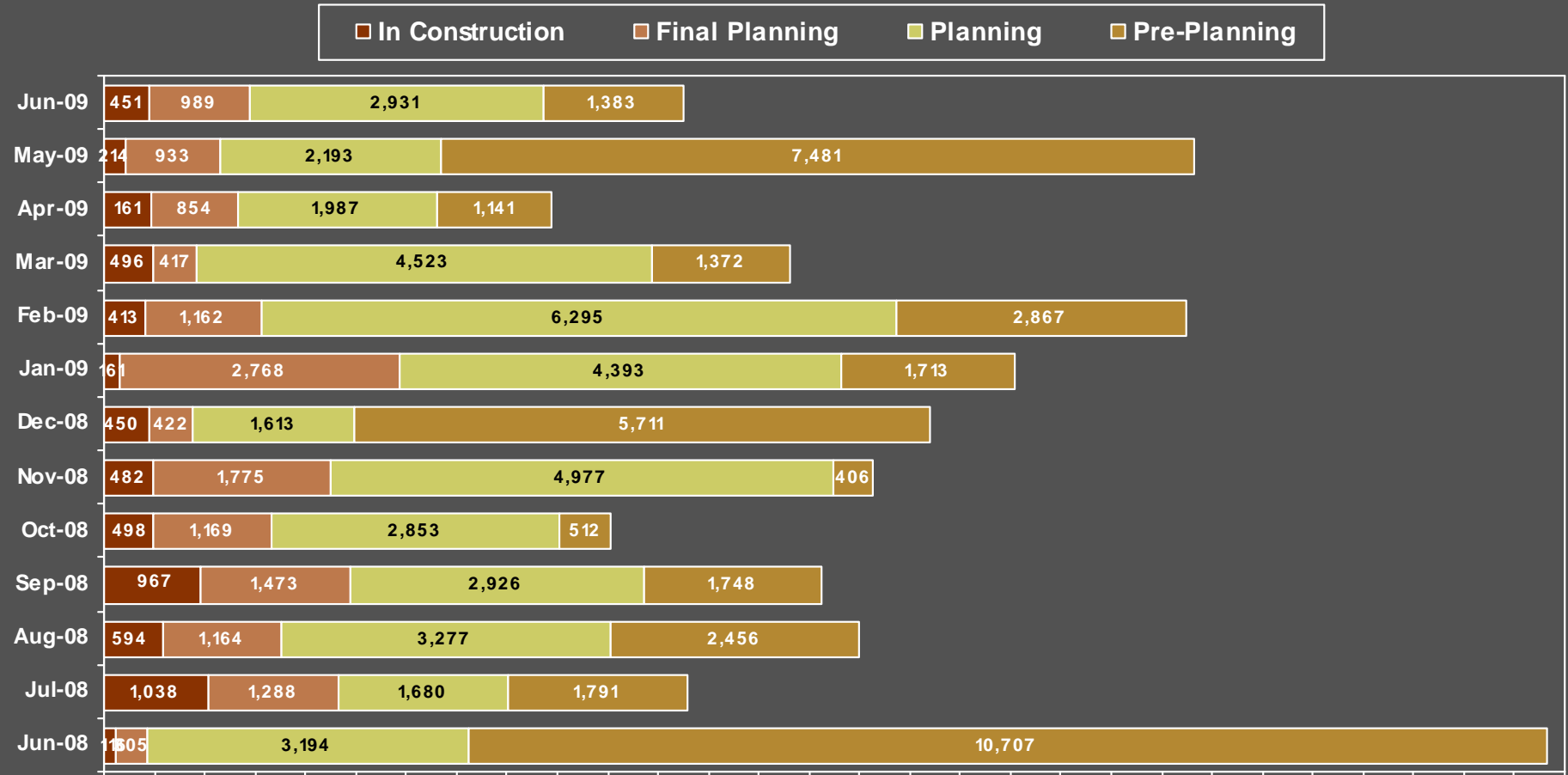


Source: STR / TWR / Dodge Construction Pipeline

# Total United States

## Newly Abandoned Rooms by Month

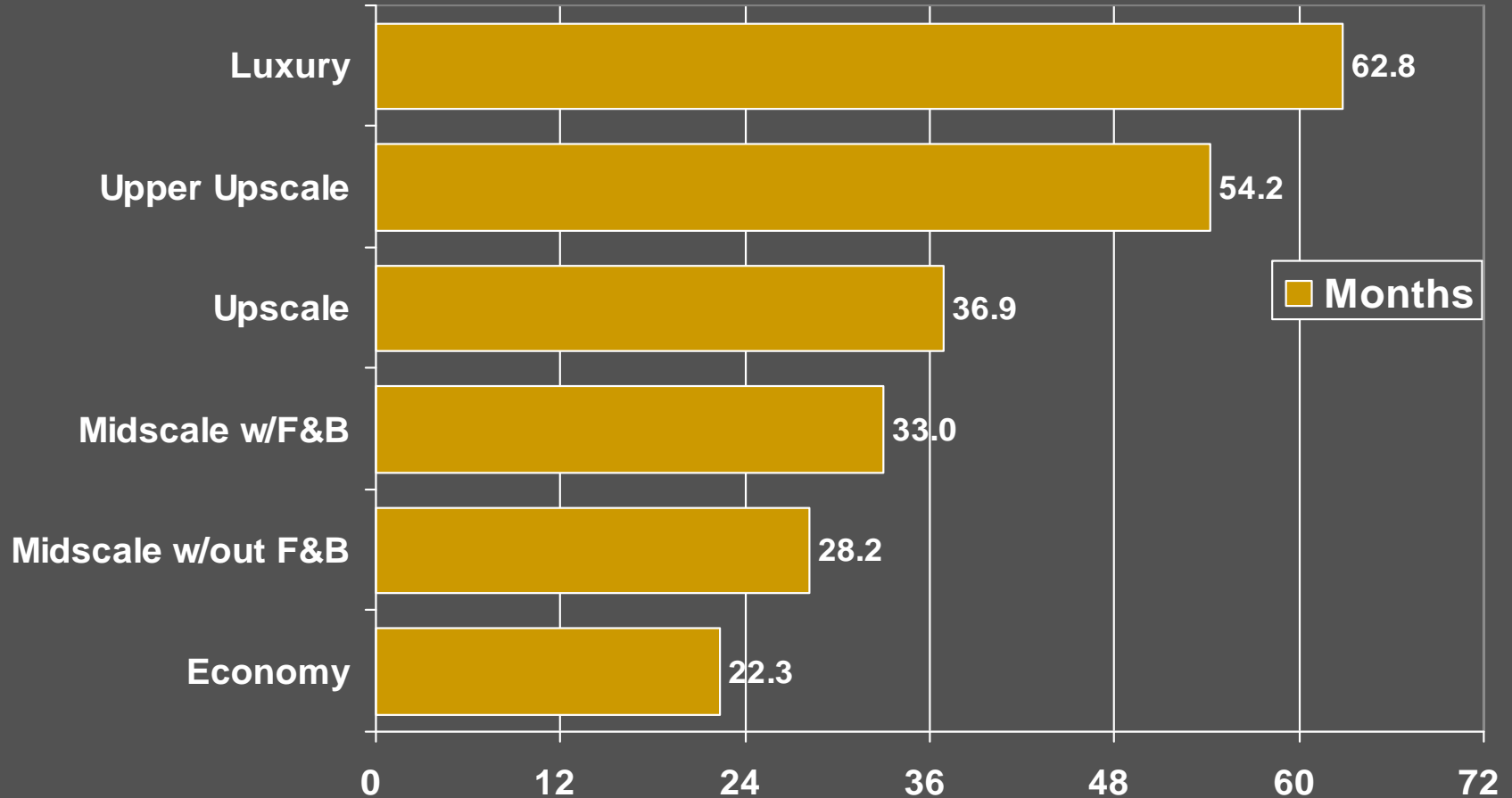
June 2008 – June 2009



Source: STR / TWR / Dodge Construction Pipeline

# Pipeline Projects by Scale

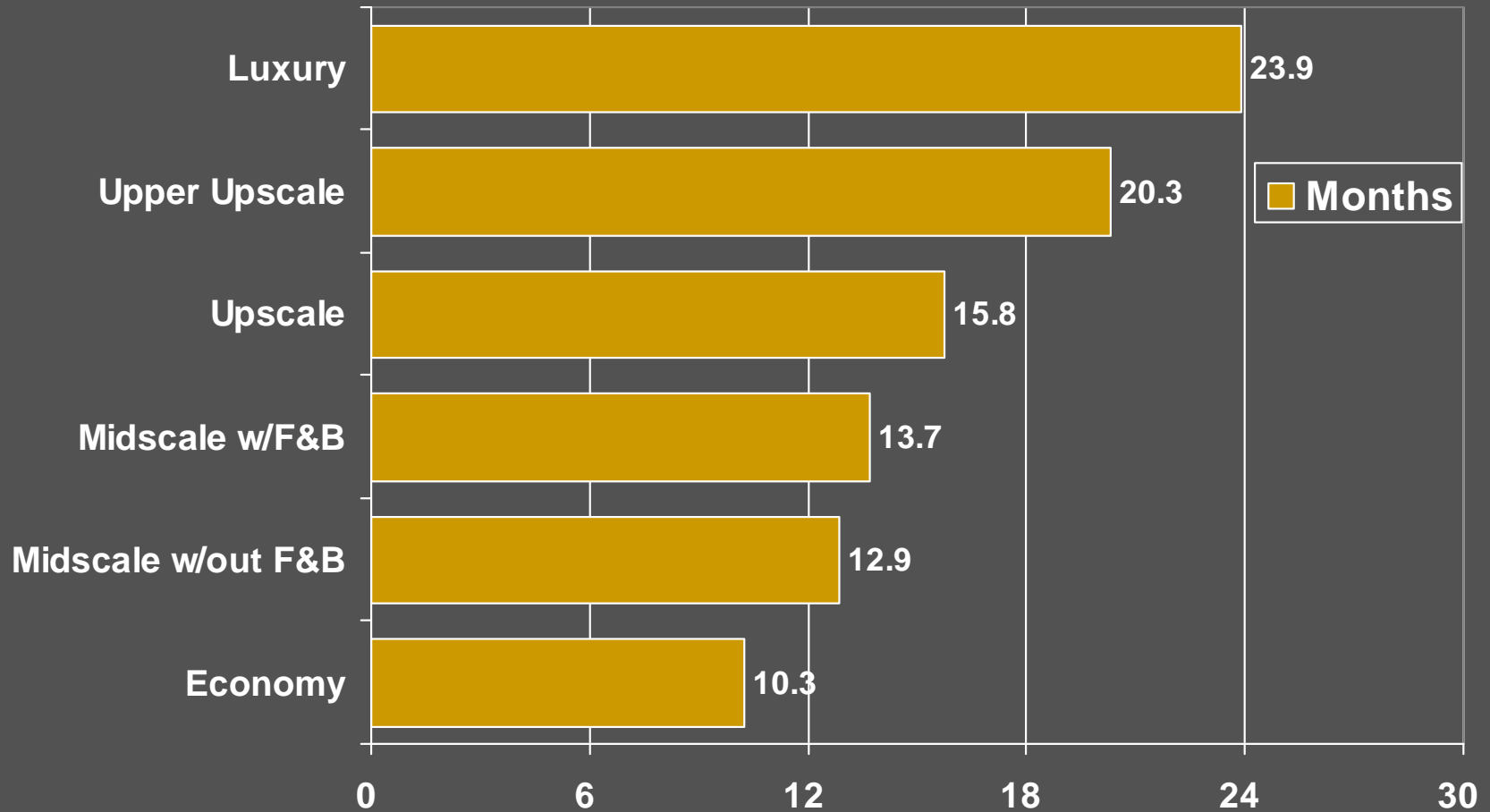
Average Duration From Pre-Planning to Open



Source: STR / TWR / Dodge Construction Pipeline

# Pipeline Projects by Scale

Average Duration From In Construction to Open

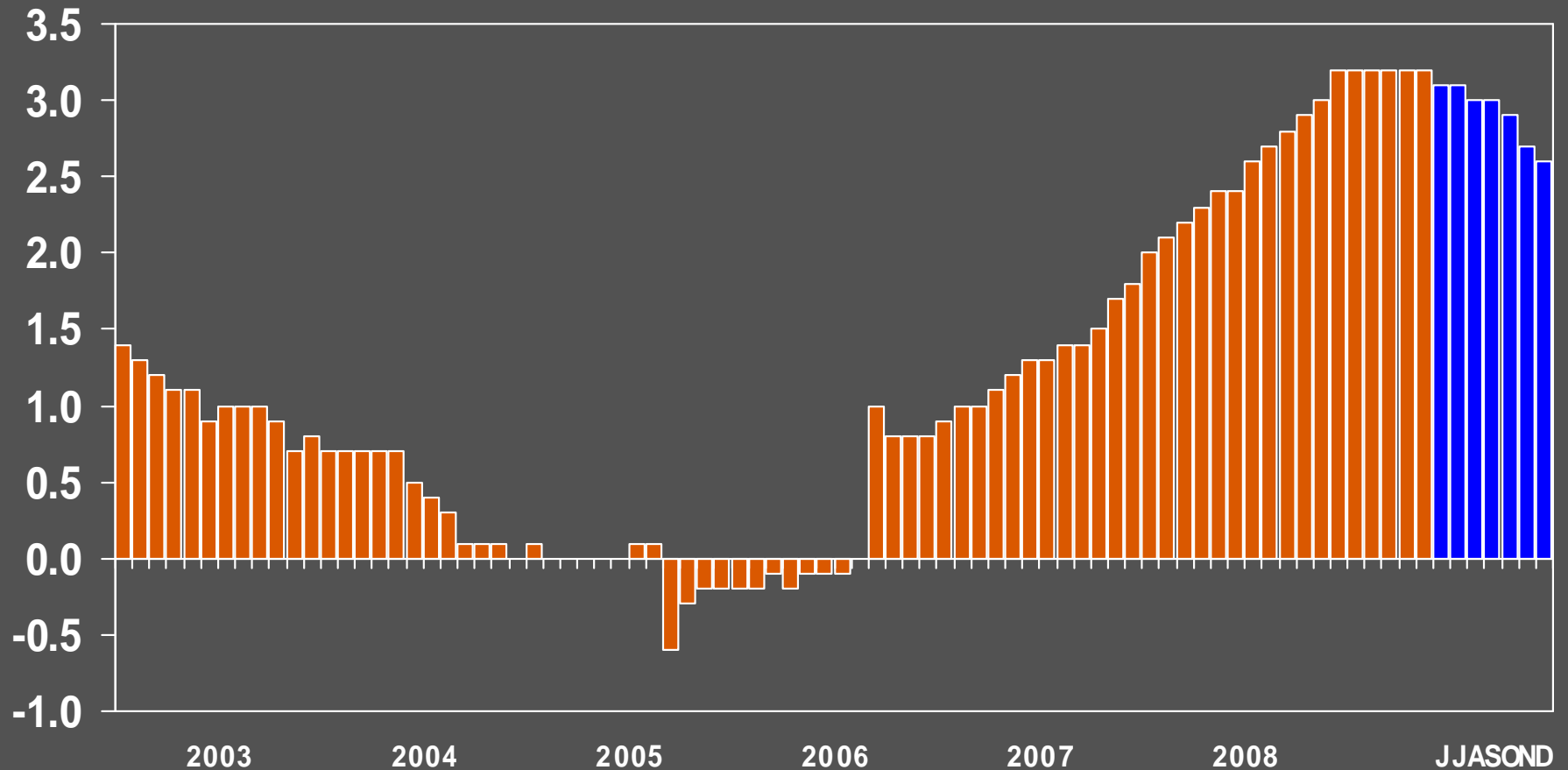


Source: STR / TWR / Dodge Construction Pipeline

# Total United States

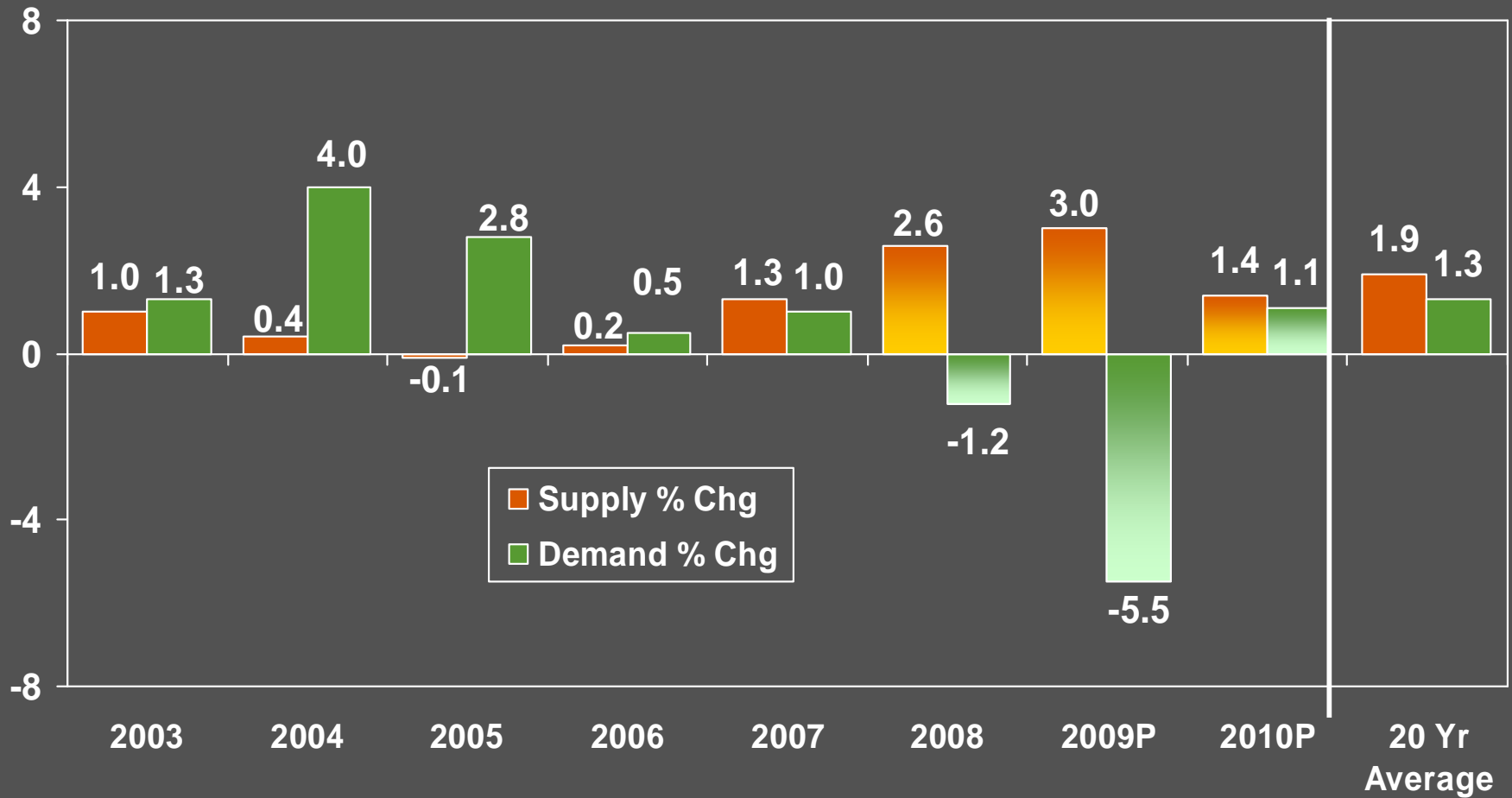
Room Supply Percent Change

Jan 2003 – May 2009 / June – Dec Forecast



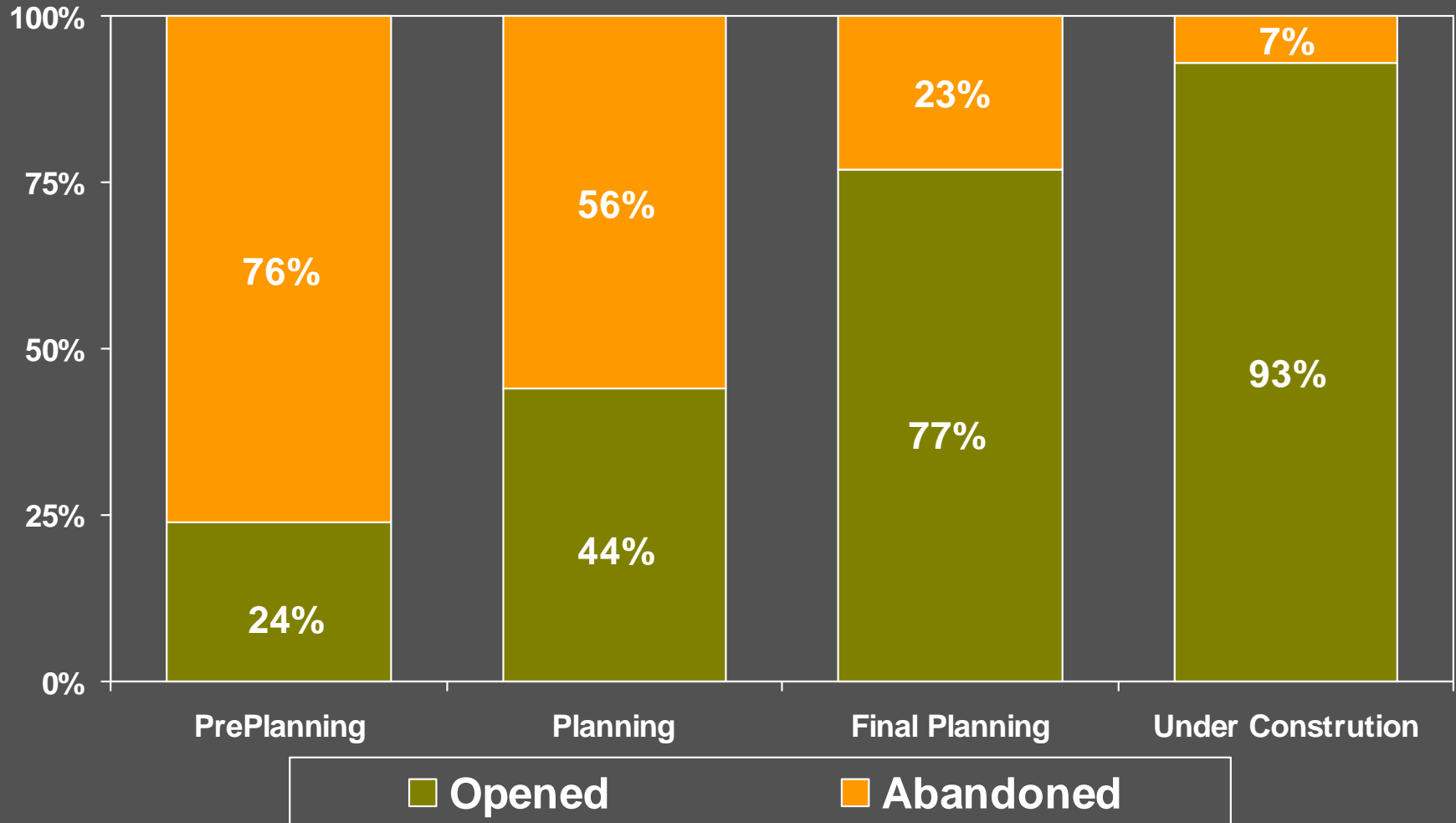
# Total United States

Supply/Demand Percent Change  
2003 – 2010P



# STR Pipeline Attrition Rate

Long Term Average (2002 – 2008)



# Total United States

## Forecasted New Room Openings



Projected openings minus historical attrition

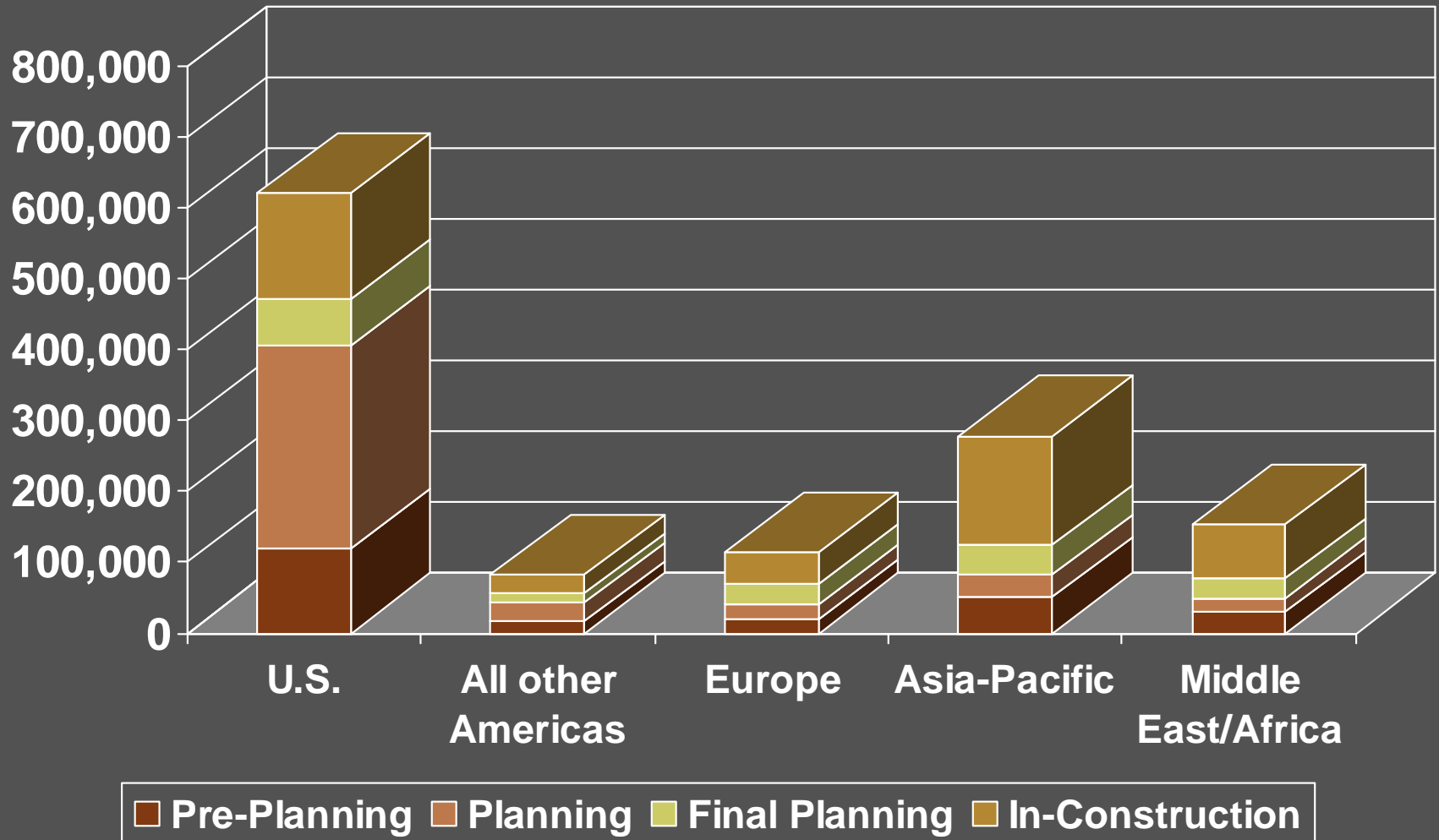
# 15 Largest Projects in the Active Pipeline

<u>Project Name</u>	<u>City, ST</u>	<u>Room Count</u>	<u>Projected Opening Date</u>	<u>Project Phase</u>
Aria Resort & Casino	Las Vegas, NV	4,000	12/16/09	In Construction
Unnamed Hotel	Las Vegas, NV	2,100	06/01/11	Planning
Wampanoag Hotel & Casino	Middleborough, MA	1,500		Planning
Hilton Orlando Orange County Convention Center	Orlando, FL	1,417	09/01/09	In Construction
JW Marriott Indianapolis Downtown	Indianapolis, IN	1,083	03/10/11	In Construction
Unnamed Hotel @ Kohl South	Middletown, DE	1,078		Planning
Omni Dallas Convention Center Hotel	Dallas, TX	1,016	03/01/12	Planning
JW Marriott San Antonio Hill Country Resort & Spa	San Antonio, TX	1,002	03/01/10	In Construction
Hilton Bonnet Creek Resort	Orlando, FL	1,000	10/01/09	In Construction
Myriad Botanical Resort & Casino	Tunica, MS	1,000	09/01/11	Planning
Unnamed Hotel @ Wonderland Area	Revere, MA	900		Planning
JW Marriott Conference Center Los Angeles @ L.A. Live	Los Angeles, CA	879	02/15/10	In Construction
Las Palmas Hotel & Residences	Las Vegas, NV	800		Planning
Alpine Haus Hotel	Las Vegas, NV	800	06/01/11	Planning
Unnamed Hotel @ Douglas Grand International	Orlando, FL	800		Planning

Source: STR / TWR / Dodge Construction Pipeline



# Global Development Pipeline by Region



# Americas Pipeline

Country	In Construction Rooms	% Of Exist. Supply	Total Active Pipeline Rooms	% Of Exist. Supply
US	149,166	3.1%	501,476	10.5%
Canada	6,963	1.6%	26,172	6.2%
Argentina	1,518	4.5%	2,043	6.0%
Brazil	4,081	3.5%	9,370	8.0%
Peru	599	4.4%	1,031	7.6%
Mexico	5,287	2.3%	10,931	4.8%
Puerto Rico	1,163	7.5%	1,627	10.4%

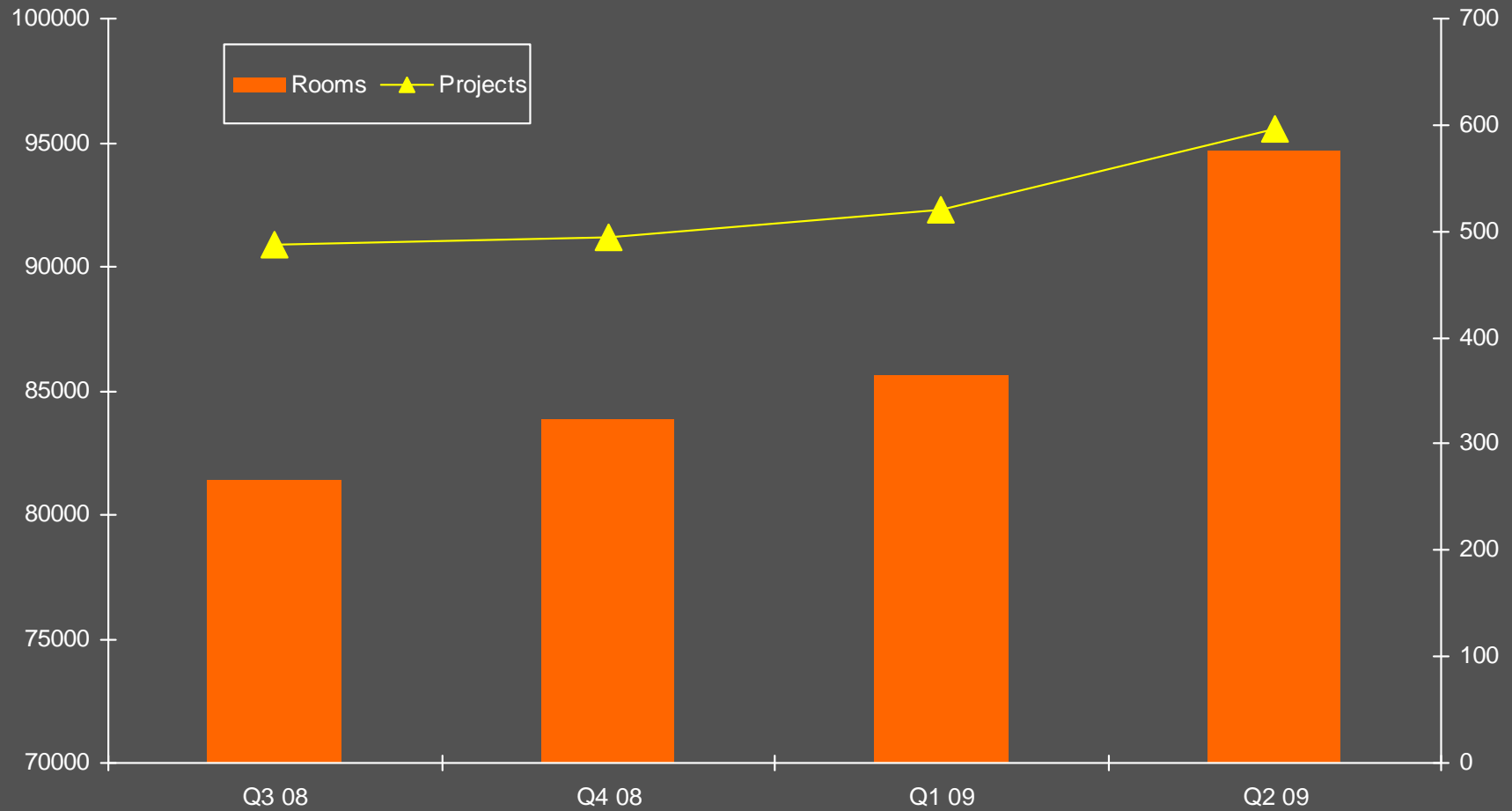
# Central & South America

## Top 10 Brands In-Construction

	<u>Brand</u>	<u>Props</u>	<u>Rooms</u>	<u>Pipeline Percent</u>
1	Hilton	5	1,092	10.3%
2	Ibis	7	1,008	9.5%
3	Marriott	4	732	6.9%
4	Blue Tree Hotel	4	730	6.9%
5	Westin	2	716	6.7%
6	Quality Inn	2	707	6.6%
7	Radisson	4	637	6.0%
8	NH Hotels	3	424	4.0%
9	Holiday Inn Express	3	380	3.6%
10	Novotel	2	279	2.6%

# Europe Active Pipeline by Quarter

## Q3 '08 – Q2 '09



# Europe - Pipeline

Country	In Construction Rooms	% Of Exist. Supply	Total Active Pipeline Rooms	% Of Exist. Supply
Czech Republic	715	2.1%	1,551	4.5%
Denmark	1,302	4.1%	1,302	4.1%
Germany	6,633	1.9%	18,747	5.2%
Hungary	851	2.0%	1,495	3.6%
Latvia	412	5.1%	412	5.1%
Poland	710	2.6%	1,852	6.8%
Romania	186	1.6%	1,332	11.2%
Russia	5,692	8.2%	11,736	17.0%
Slovakia	710	9.5%	960	12.8%
United Kingdom	8,908	2.1%	18,202	4.4%

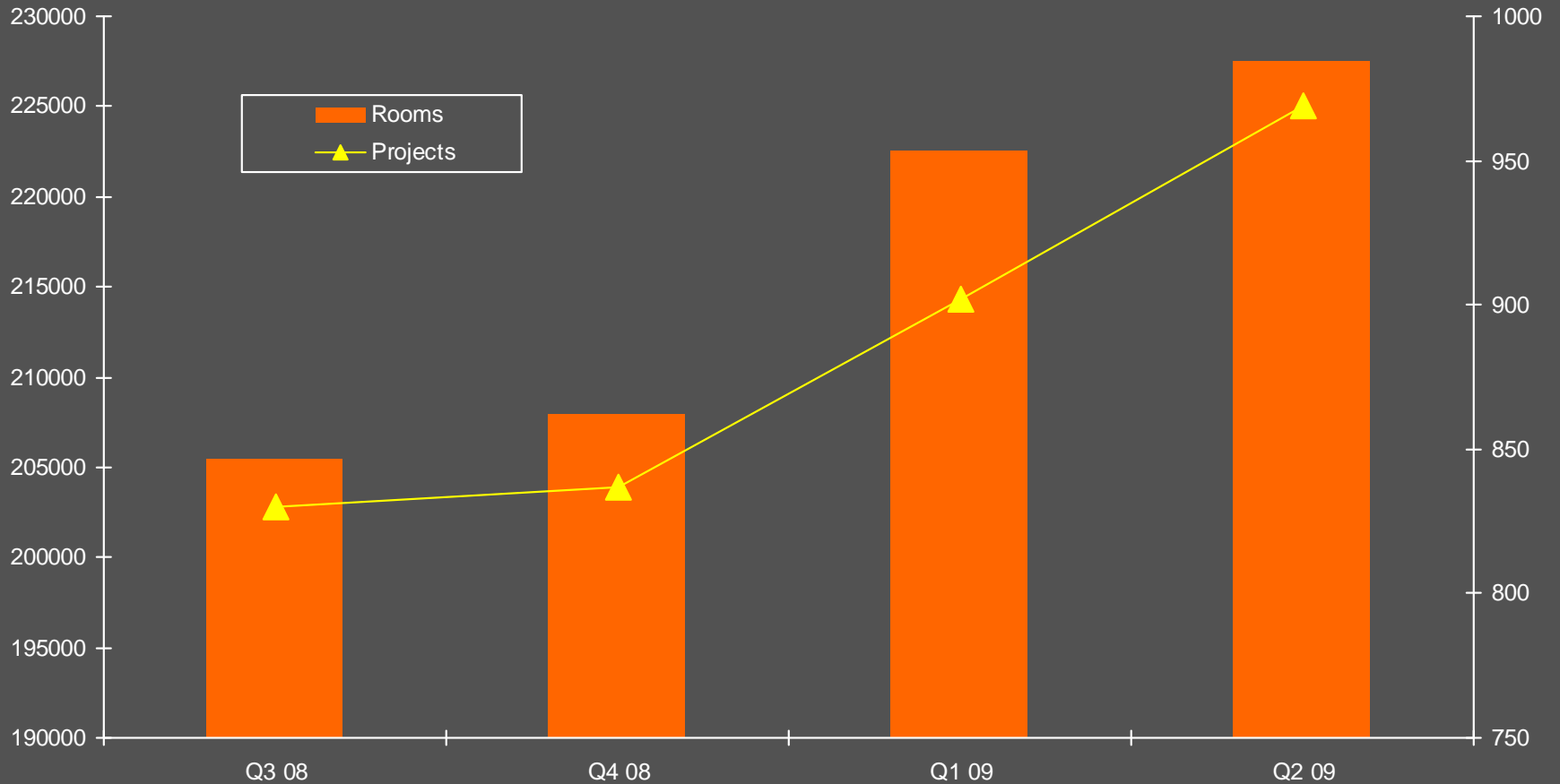
# Europe

## Top 10 Brands In-Construction

	<u>Brand</u>	<u>Props</u>	<u>Rooms</u>	<u>Pipeline Percent</u>
1	Radisson Blu	14	2,990	6.6%
2	Park Inn	16	2,559	5.6%
3	Ibis	18	2,438	5.4%
4	Holiday Inn Express	14	1,865	4.1%
5	Renaissance	6	1,669	3.7%
6	Hilton	7	1,601	3.5%
7	Courtyard	7	1,328	3.0%
8	NH Hotels	10	1,262	2.8%
9	Sheraton Hotels	4	1,181	2.6%
10	Holiday Inn	8	1,150	2.5%

# Asia-Pacific Active Pipeline by Quarter

## Q3 '08 – Q2 '09



# Asia-Pacific Pipeline

Country	In Construction Rooms	% Of Exist. Supply	Total Active Pipeline Rooms	% Of Exist. Supply
Australia	1,790	1%	3,065	1%
China	77,832	12%	108,346	17%
India	26,384	31%	45,323	54%
Indonesia	4,028	6%	6,036	9%
Kazakhstan	1,090	31%	1,610	46%
Malaysia	5,013	6%	7,437	9%
Maldives	952	10%	1,517	16%
Philippines	4,335	14%	5,700	19%
Singapore	3,630	9%	4,058	10%
Taiwan	2,102	5%	2,602	6%
Thailand	10,487	11%	16,367	17%
Vietnam	6,488	25%	12,772	50%

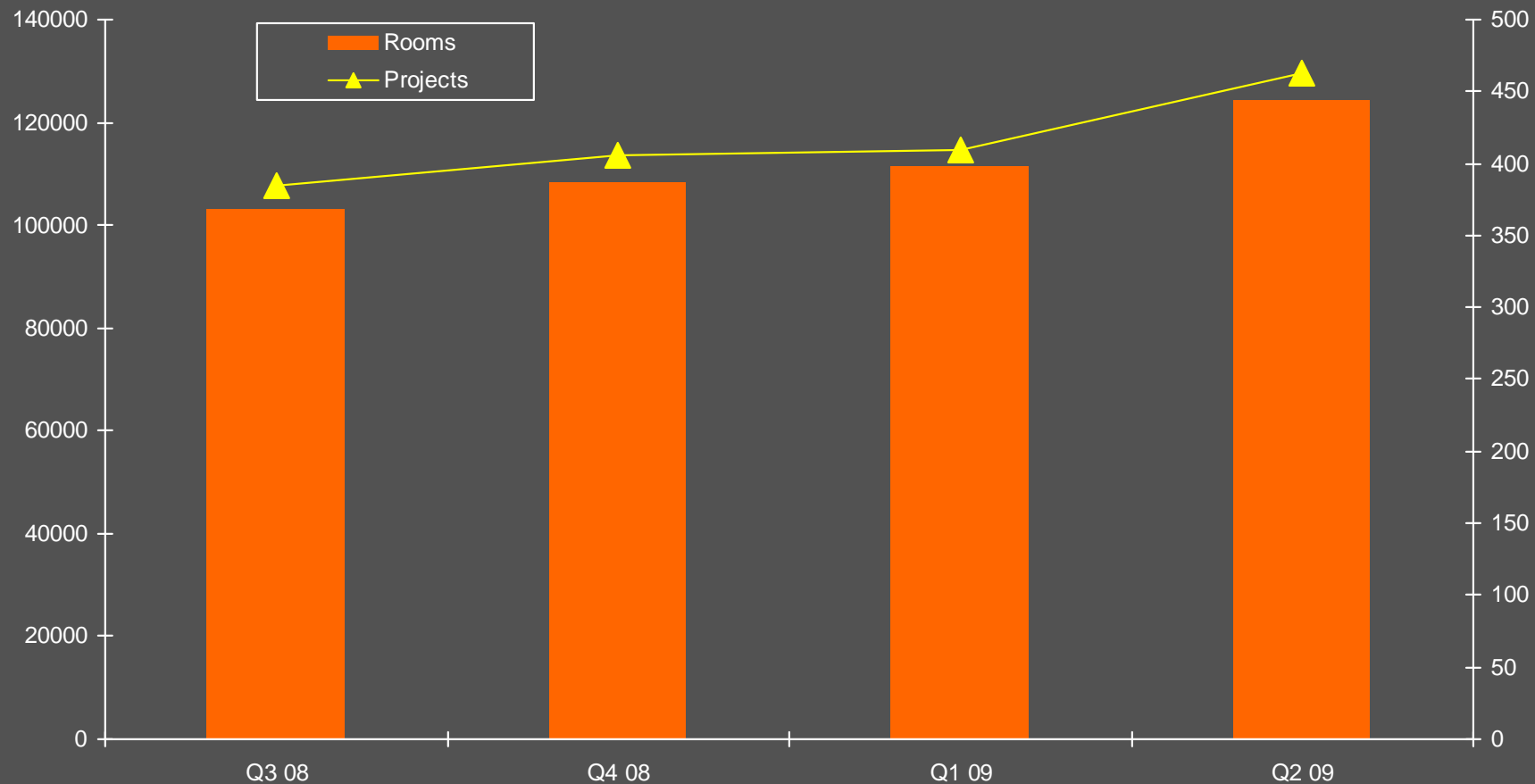
# Asia-Pacific

## Top 10 Brands In-Construction

	<u>Brand</u>	<u>Props</u>	<u>Rooms</u>	<u>Pipeline Percent</u>
1	Sheraton Hotels	29	10,306	6.7%
2	Marriott	23	7,858	5.1%
3	Crowne Plaza	19	6,666	4.3%
4	Holiday Inn	22	6,107	4.0%
5	Westin	17	5,161	3.4%
6	InterContinental	14	4,230	2.8%
7	Radisson	21	4,158	2.7%
8	Kempinski	9	4,002	2.6%
9	Shangri-La	8	3,738	2.4%
10	Ibis	20	3,561	2.3%

# Middle East-Africa Pipeline by Quarter

## Q3 '06 – Q2 '09



# Middle East-Africa Pipeline

Country	In Construction Rooms	% Of Exist. Supply	Total Active Pipeline Rooms	% Of Exist. Supply
Algeria	735	30%	860	35%
Azerbaijan	308	12%	308	12%
Bahrain	4,169	75%	5,299	95%
Jordan	3,942	37%	5,393	51%
Kuwait	2,616	45%	2,866	49%
Lebanon	991	12%	1,221	15%
Morocco	2,356	7%	5,800	17%
Oman	924	17%	2,643	50%
Qatar	4,177	65%	5,225	81%
Saudi Arabia	6,693	18%	11,539	32%
Syria	393	5%	1,158	16%
Tanzania	49	1%	399	10%
United Arab Emirates	33,717	50%	58,003	86%

# Middle East-Africa

## Top 10 Brands In-Construction

	<u>Brand</u>	<u>Props</u>	<u>Rooms</u>	<u>Pipeline Percent</u>
1	Moevenpick	20	6,514	8.6%
2	Rotana	11	3,654	4.8%
3	Jumeirah	10	3,297	4.4%
4	Radisson Blu	10	2,690	3.6%
5	Crowne Plaza	7	2,630	3.5%
6	Marriott	5	2,520	3.3%
7	Fairmont	5	2,499	3.3%
8	Hilton	8	2,418	3.2%
9	Sofitel	7	2,231	3.0%
10	InterContinental	7	2,128	2.8%

# Hotel Development Information Resources Available

- Comprehensive Pipeline Outlook
- Market Pipeline Reports
- Custom Pipeline Database

# Comprehensive Pipeline Outlook

- Details entire existing hotel supply – 23 different fields included
- Tracks status of new supply from pre-planning to in-construction – 44 different fields included
- Displays existing supply and pipeline projects by chain scale, brand, phase, and region
- Provides specific property information including room count, meeting space, open date, owner and management company contact information
- US also includes Renovation, Condotel and Conversion projects
- Summary sent in PDF and Excel, Database in Excel

United States	\$40,000
Canada	\$5,000
Caribbean/Mexico	\$3,000
Europe	\$10,000
Asia-Pacific	\$10,000
Middle East-Africa	\$8,000
Central & South America	\$8,000

Discounts available when purchasing multiple regions

Hotel Pipeline Outlook (U.S. Summary Only) available for \$5,000



# Market Pipeline Reports

- Shows current and historic supply trends
- Tracks status of new supply from pre-planning to in-construction
- Displays existing supply and pipeline projects by chain scale and brand
- Details changes to existing supply during the past 12 months and 60 months (openings, room additions and removals, conversions, closings)
- Provides specific property data, including room count, meeting space, open and close dates
- Contains detailed notes on projects in the construction pipeline, such as owner/developer and architect contact information
- Ad hoc...order them when you need them.

Market \$250

Sub-Market (Tract) \$175

# Custom Pipeline Database

- Includes ONLY the projects you need - Can be customized by region, state, scale, size, amenities, etc.
- Provides specific property data, including project name, complete physical address, room count, projected opening date, project phase, market, sub-market, MSA, county, and meeting space
- Contains detailed notes on projects in the construction pipeline, such as owner/developer and architect contact information
- Ad hoc...order them when you need them.

\$10 per project



# Questions

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