TR Mandigo October 2020 DuPage projections cheat sheet:
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|  | OCCUPANCY | ADR | RevPAR | Rooms | Demand |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 2007 | $61.9 \%$ | $\$ 98.61$ | $\$ 61.06$ | 15612 | 9667 |
| 2008 | $57.6 \%$ | $\$ 98.34$ | $\$ 56.69$ | 16126 | 9296 |
| 2009 | $50.47 \%$ | $\$ 85.32$ | $\$ 43.06$ | 16239 | 8196 |
| 2010 | $57.14 \%$ | $\$ 81.18$ | $\$ 46.39$ | 16323 | 9327 |
| 2011 | $60.18 \%$ | $\$ 84.52$ | $\$ 50.86$ | 14994 | 9024 |
| 2012 | $62.0 \%$ | $\$ 90.55$ | $\$ 56.12$ | 15013 | 9305 |
| 2013 | $63.2 \%$ | $\$ 91.70$ | $\$ 57.92$ | 14969 | 9454 |
| 2014 | $64.94 \%$ | $\$ 94.74$ | $\$ 61.53$ | 15192 | 9866 |
| 2015 | $65.52 \%$ | $\$ 99.91$ | $\$ 65.46$ | 15229 | 9978 |
| 2016 | $65.29 \%$ | $\$ 101.23$ | $\$ 66.10$ | 15150 | 9891 |
| 2017 | $64.8 \%$ | $\$ 101.11$ | $\$ 65.55$ | 15396 | 9982 |
| 2018 | $65.2 \%$ | $\$ 100.71$ | $\$ 65.68$ | 15609 | 10180 |
| 2019 | $66.4 \%$ | $\$ 98.74$ | $\$ 65.61$ | 15508 | 10304 |
| 2020 | $33.69 \%$ | $\$ 82.19$ | $\$ 27.69$ | 15586 | 5251 |
| 2021 | $55.66 \%$ | $\$ 85.96$ | $\$ 47.85$ | 15664 | 8718 |
| 2022 | $58.55 \%$ | $\$ 96.48$ | $\$ 56.49$ | 15742 | 9217 |
| 2023 | $61.59 \%$ | $\$ 99.94$ | $\$ 61.55$ | 15821 | 9744 |



| Projected | Occupan |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| 36.89\% | 39.15\% | 40.79\% | 45.83\% | 43.11\% | 45.66\% | 46.70\% | 46.77\% | 46.23\% | 48.72\% | 48.09\% | 50.19\% | 38.34\% | 42.53\% | 45.05\% |
| 43.48\% | 46.33\% | 49.08\% | 52.77\% | 51.84\% | 51.80\% | 53.11\% | 53.56\% | 52.49\% | 53.96\% | 55.67\% | 56.34\% | 43.57\% | 48.34\% | 51.20\% |
| 46.18\% | 52.22\% | 55.11\% | 57.44\% | 55.49\% | 57.44\% | 59.16\% | 59.52\% | 60.76\% | 59.37\% | 61.70\% | 36.73\% | 48.72\% | 54.04\% | 57.24\% |
| 48.54\% | 57.04\% | 58.95\% | 59.45\% | 66.31\% | 64.48\% | 66.70\% | 68.48\% | 65.54\% | 65.15\% | 68.80\% | 26.16\% | 54.25\% | 60.18\% | 63.75\% |
| 51.99\% | 60.35\% | 64.55\% | 69.34\% | 71.82\% | 73.18\% | 4.14\% | 70.62\% | 71.74\% | 69.43\% | 73.10\% | 32.45\% | 58.20\% | 64.56\% | 68.39\% |
| 60.38\% | 69.33\% | 73.98\% | 74.30\% | 76.56\% | 78.81\% | 80.86\% | 77.98\% | 79.21\% | 79.56\% | 81.00\% | 38.64\% | 64.62\% | 71.68\% | 75.93\% |
| 60.29\% | 68.39\% | 73.50\% | 74.09\% | 74.69\% | 77.22\% | 82.13\% | 79.09\% | 74.85\% | 75.16\% | 76.48\% | 40.60\% | 62.85\% | 69.72\% | 73.86\% |
| 58.47\% | 65.13\% | 69.56\% | 68.54\% | 72.57\% | 74.09\% | 71.95\% | 72.13\% | 71.84\% | 71.45\% | 73.49\% | 42.50\% | 58.50\% | 64.89\% | 68.74\% |
| 57.96\% | 66.51\% | 67.42\% | 72.70\% | 68.05\% | 73.37\% | 72.82\% | 73.91\% | 73.75\% | 72.23\% | 71.18\% | 48.40\% | 58.99\% | 65.44\% | 69.32\% |
| 56.14\% | 63.00\% | 65.54\% | 68.27\% | 68.42\% | 71.44\% | 70.01\% | 70.72\% | 69.93\% | 73.78\% | 73.25\% | 51.28\% | 57.99\% | 64.33\% | 68.14\% |
| 48.91\% | 56.81\% | 60.47\% | 57.39\% | 61.35\% | 62.06\% | 60.21\% | 63.26\% | 62.32\% | 61.09\% | 61.87\% | 43.31\% | 50.05\% | 55.52\% | 58.82\% |
| 39.16\% | 39.96\% | 44.35\% | 42.44\% | 47.53\% | 48.56 | 48.31\% | 47.35\% | 48.90\% | 51.41\% | 52.46\% | 36.72\% | 40.27\% | 44.67\% | 47.32\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 50.47\% | 57.14\% | 60.18\% | 61.98\% | 63.16\% | 64.94\% | 65.52\% | 65.3\% | 64.833\% | 65.22\% | 66.44\% | 41.94\% | 52.82\% | 58.59\% | 62.06\% |
| Projected ADR |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| \$88.57 | \$76.68 | \$79.32 | \$83.62 | \$88.81 | \$88.13 | \$90.67 | \$92.54 | \$94.26 | \$93.41 | \$89.57 | \$89.38 | \$62.56 | \$75.08 | \$81.83 |
| \$89.27 | \$78.64 | \$80.40 | \$85.84 | \$88.79 | \$90.39 | \$92.51 | \$94.85 | \$95.63 | \$94.08 | \$92.49 | \$91.08 | \$72.86 | \$76.51 | \$80.33 |
| \$88.86 | \$79.37 | \$80.52 | \$85.95 | \$86.42 | \$89.68 | \$93.38 | \$95.09 | \$96.12 | \$93.75 | \$92.83 | \$81.56 | \$89.71 | \$98.68 | \$103.62 |
| \$87.42 | \$79.29 | \$81.83 | \$87.81 | \$91.12 | \$92.62 | \$98.58 | \$100.01 | \$99.10 | \$99.78 | \$97.95 | \$56.75 | \$65.27 | \$71.79 | \$75.38 |
| \$85.65 | \$79.87 | \$84.27 | \$89.74 | \$91.60 | \$94.16 | \$101.14 | \$103.76 | \$105.33 | \$104.10 | \$101.49 | \$60.46 | \$69.53 | \$79.96 | \$80.76 |
| \$85.89 | \$82.54 | \$86.40 | \$91.27 | \$95.18 | \$97.61 | \$103.71 | \$105.93 | \$108.41 | \$107.45 | \$106.30 | \$66.55 | \$76.53 | \$88.01 | \$88.89 |
| \$83.05 | \$80.61 | \$83.80 | \$89.56 | \$93.45 | \$95.76 | \$104.30 | \$103.73 | \$103.44 | \$104.34 | \$104.91 | \$72.11 | \$82.93 | \$95.37 | \$99.66 |
| \$85.06 | \$82.78 | \$85.66 | \$90.28 | \$93.38 | \$95.26 | \$101.17 | \$103.26 | \$102.39 | \$102.62 | \$102.60 | \$73.03 | \$85.82 | \$98.69 | \$102.14 |
| \$86.45 | \$86.00 | \$88.07 | \$104.72 | \$96.78 | \$102.84 | \$105.85 | \$109.44 | \$105.01 | \$106.76 | \$102.81 | \$82.25 | \$96.64 | \$111.14 | \$112.25 |
| \$84.64 | \$85.29 | \$88.45 | \$95.56 | \$95.12 | \$99.17 | \$103.70 | \$104.71 | \$104.67 | \$105.28 | \$101.88 | \$84.56 | \$101.48 | \$116.70 | \$117.86 |
| \$81.62 | \$83.12 | \$86.63 | \$90.18 | \$89.58 | \$94.97 | \$98.41 | \$100.36 | \$98.86 | \$96.84 | \$94.00 | \$79.90 | \$95.88 | \$103.07 | \$107.71 |
| \$75.43 | \$76.24 | \$78.90 | \$83.94 | \$85.46 | \$89.40 | \$91.29 | \$91.46 | \$89.52 | \$88.28 | \$86.73 | \$73.72 | \$88.46 | \$92.89 | \$93.82 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \$85.32 | \$81.18 | \$84.52 | \$90.55 | \$91.70 | \$94.7 | 99.91 | \$101.23 | \$101.11 | \$100.71 | \$98.74 | \$75.95 | \$82.31 | \$92.35 | \$97.49 |
| Projected RevPAR |  |  |  |  |  |  |  |  |  | \$77.68 | \$78.46 | 83.95147 | 92.34662 | 95.11702 |
| 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
| \$ 32.68 | \$ 30.02 | \$ 32.35 | \$ 38.32 | \$ 38.29 | \$ 40.24 | \$ 42.35 | \$ 43.28 | \$ 43.58 | \$ 45.51 | \$ 43.07 | \$ 44.86 | \$ 23.99 | \$ 31.93 | \$ 36.87 |
| \$ 38.81 | \$ 36.43 | \$ 39.46 | \$ 45.30 | \$ 46.03 | \$ 46.83 | \$ 49.13 | \$ 50.80 | \$ 50.20 | \$ 50.76 | \$ 51.50 | \$ 51.31 | \$ 31.75 | \$ 36.98 | \$ 41.13 |
| \$ 41.04 | \$ 41.45 | \$ 44.38 | \$ 49.37 | \$ 47.95 | \$ 51.51 | \$ 55.25 | \$ 56.60 | \$ 58.40 | \$ 55.66 | \$ 57.28 | \$ 29.95 | \$ 43.70 | \$ 53.33 | \$ 59.32 |
| \$ 42.43 | \$ 45.22 | \$ 48.23 | \$ 52.21 | \$ 60.43 | \$ 59.72 | \$ 65.75 | \$ 68.49 | \$ 64.95 | \$ 65.01 | \$ 67.39 | \$ 14.85 | \$ 35.41 | \$ 43.21 | \$ 48.06 |
| \$ 44.53 | \$ 48.20 | \$ 54.40 | \$ 62.23 | \$ 65.79 | \$ 68.91 | \$ 74.99 | \$ 73.28 | \$ 75.56 | \$ 72.28 | \$ 74.19 | \$ 19.62 | \$ 40.47 | \$ 51.63 | \$ 55.23 |
| \$ 51.86 | \$ 57.23 | \$ 63.92 | \$ 67.81 | \$ 72.87 | \$ 76.92 | \$ 83.86 | \$ 82.60 | \$ 85.87 | \$ 85.48 | \$ 86.10 | \$ 25.71 | \$ 49.45 | \$ 63.08 | 67.49 |
| \$ 50.07 | \$ 55.12 | \$ 61.59 | \$ 66.36 | \$ 69.79 | \$ 73.94 | \$ 85.66 | \$ 82.04 | \$ 77.43 | \$ 78.43 | \$ 80.24 | \$ 29.28 | \$ 52.12 | \$ 66.49 | \$ 73.61 |
| \$ 49.74 | \$ 53.91 | \$ 59.58 | \$ 61.88 | \$ 67.76 | \$ 70.57 | \$ 72.80 | \$ 74.48 | \$ 73.55 | \$ 73.32 | \$ 75.40 | \$ 31.04 | \$ 50.20 | \$ 64.04 | \$ 70.21 |
| \$ 50.11 | \$ 57.20 | \$ 59.38 | \$ 76.13 | \$ 65.86 | \$ 75.46 | \$ 77.08 | \$ 80.88 | \$ 77.45 | \$ 77.11 | \$ 73.18 | \$ 39.81 | \$ 57.01 | \$ 72.73 | \$ 77.81 |
| \$ 47.52 | \$ 53.73 | \$ 57.97 | \$ 65.24 | \$ 65.08 | \$ 70.85 | \$ 72.60 | \$ 74.05 | \$ 73.20 | \$ 77.68 | \$ 74.63 | \$ 43.36 | \$ 58.84 | \$ 75.07 | \$ 80.31 |
| \$ 39.92 | \$ 47.22 | \$ 52.39 | \$ 51.75 | \$ 54.96 | \$ 58.94 | \$ 59.25 | \$ 63.49 | \$ 61.61 | \$ 59.16 | \$ 58.15 | \$ 34.60 | \$ 47.99 | \$ 57.23 | \$ 63.35 |
| \$ 29.54 | \$ 30.46 | \$ 34.99 | \$ 35.63 | \$ 40.62 | \$ 43.42 | \$ 44.10 | \$ 43.30 | \$ 43.78 | \$ 45.38 | \$ 45.50 | \$ 27.07 | \$ 35.63 | \$ 41.50 | \$ 44.40 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| $\$ 43.06$ | \$ 46.39 | \$ 50.86 | \$ 56.12 | \$ 57.92 | \$ 61.53 | \$ 65.46 | \$ 66.10 | \$ 65.55 | \$ 65.68 | \$ 65.61 | \$ 31.85 | \$ 43.47 | \$ 54.11 | \$ 60.51 |
|  |  |  |  | \$ - | \$ | \$ - | \$ - | \$ - | \$ | \$ | \$ | \$ | \$ - | \$ |



