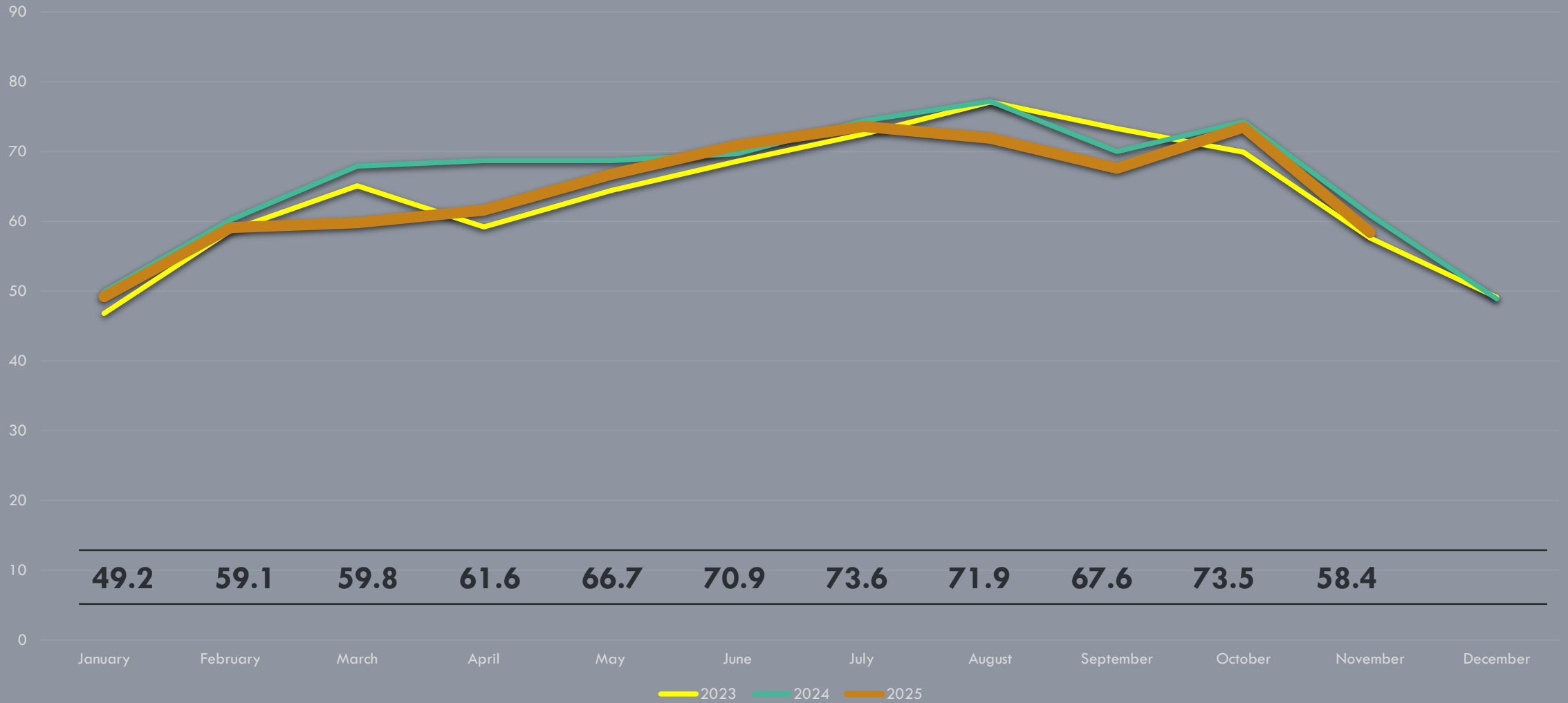


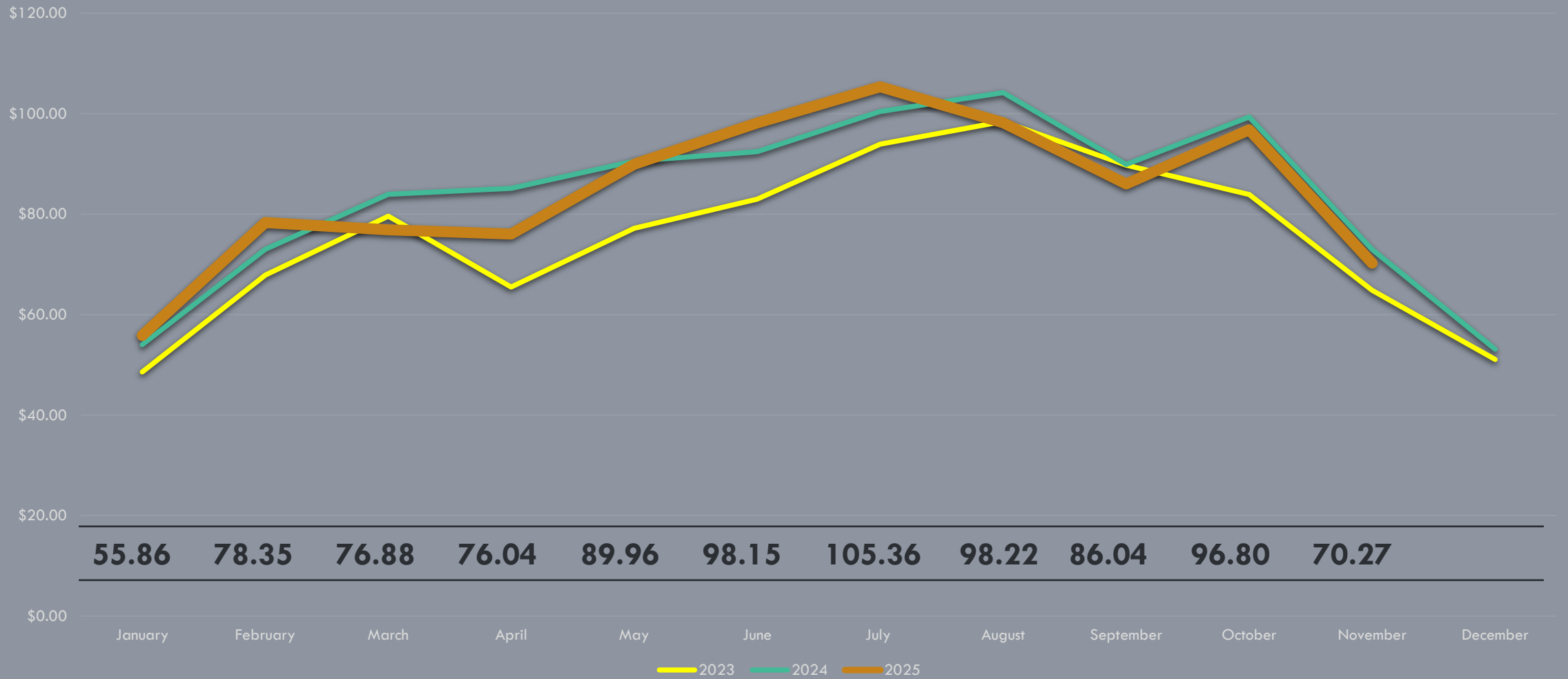


PERSPECTIVE: OCCUPANCY/REVPAR AND OTHER DATA

Occupancy



RevPar



STATEWIDE NUMBERS

	Year to Date - November 2025 vs November 2024											
	Occ %		ADR		RevPAR		Percent Change from YTD 2024					
	2025	2024	2025	2024	2025	2024	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
United States	63.2	63.9	160.70	159.21	101.49	101.79	-1.2	0.9	-0.3	0.4	0.7	-0.5
Middle Atlantic	66.9	66.9	203.25	196.78	136.01	131.64	0.0	3.3	3.3	3.9	0.6	0.6
New York	73.3	73.2	254.55	244.27	186.64	178.74	0.2	4.2	4.4	5.6	1.1	1.3
New York, NY	83.8	84.0	320.84	306.74	268.71	257.52	-0.2	4.6	4.3	6.4	2.0	1.8
Long Island, NY	72.5	72.4	210.57	197.78	152.62	143.26	0.1	6.5	6.5	6.6	0.1	0.1
Syracuse, NY	62.0	61.6	138.80	137.90	86.00	84.93	0.6	0.7	1.3	1.2	-0.1	0.5
Albany, NY	64.9	66.6	147.96	144.29	95.96	96.13	-2.7	2.5	-0.2	1.8	2.0	-0.7
Buffalo, NY	61.8	62.8	143.03	142.91	88.47	89.76	-1.5	0.1	-1.4	-0.9	0.5	-1.0
Rochester, NY	63.2	60.9	135.92	136.44	85.96	83.15	3.8	-0.4	3.4	4.5	1.0	4.9
Lower Hudson Valley, NY	66.6	65.0	183.23	179.14	122.08	116.45	2.5	2.3	4.8	5.7	0.9	3.4
Upstate New York Area	55.0	54.4	157.52	157.13	86.68	85.54	1.1	0.2	1.3	0.5	-0.9	0.2
New York Southeast Area	51.2	51.7	164.51	157.26	84.18	81.27	-1.0	4.6	3.6	4.8	1.2	0.2
New York West Area	57.4	57.8	133.06	125.88	76.37	72.80	-0.8	5.7	4.9	1.2	-3.5	-4.2
Ithaca/Binghamton+	56.6	56.4	142.72	138.33	80.72	77.95	0.4	3.2	3.6	1.7	-1.8	-1.4

Occupancy Decline for the YTD for Albany is pronounce compared to statewide.

Discover Albany is utilizing additional financial support to offer a more granular look at Occupancy through a new use of STR (CoStar) program. We are currently using the new subscription to review the Downtown Hotels.

CoStar has improved the quality of their hotel analytics

Hospitality analytics now reflect the performance data of your selected hotels and a Composite Property that was added automatically to protect the confidentiality of data participants. This enhancement replaces the previous Weighted Submarket Average methodology, which used submarket analytics to infer performance of your selected hotels.

A Composite "Property" is a collection of rooms from real data participants that look and behave similarly to those you have selected. The hotels that make up this composite are anonymous and are reflected in the Analytics Rooms count that drives performance metrics such as Occupancy, ADR and RevPAR. (Data in the Construction, Sales, and Players sections are unaffected.)

Performance Trends for: Downtown

Performance Trend			
Occupancy Rate	53.2% ↓	3 Mo Occupancy Rate	62.6% ↓
Average Daily Rate	\$147.02 ↓	3 Mo Average Daily Rate	\$150.13 ↓
Revenue Per Available Room	\$78.27 ↓	3 Mo RevPAR	\$93.97 ↓
YTD Occupancy Rate	61.1% ↓	12 Mo Occupancy Rate	59.9% ↓
YTD Average Daily Rate	\$163.15 ↓	12 Mo Average Daily Rate	\$161.70 ↓
YTD RevPAR	\$99.62 ↓	12 Mo RevPAR	\$96.81 ↓

Performance Trends for: Entire Market

Performance Trend			
Occupancy Rate	58.5% ↓	3 Mo Occupancy Rate	66.9% ↓
Average Daily Rate	\$120.02 ↓	3 Mo Average Daily Rate	\$126.80 ↓
Revenue Per Available Room	\$70.25 ↓	3 Mo RevPAR	\$84.87 ↓
YTD Occupancy Rate	65.6% ↓	12 Mo Occupancy Rate	64.2% ↓
YTD Average Daily Rate	\$131.01 ↑	12 Mo Average Daily Rate	\$129.65 ↑
YTD RevPAR	\$85.90 ↓	12 Mo RevPAR	\$83.28 ↓

Performance Trends for: Hartford, CT

Performance Trend			
Occupancy Rate	60.0% ↓	3 Mo Occupancy Rate	67.8% ↓
Average Daily Rate	\$132.38 ↓	3 Mo Average Daily Rate	\$143.43 ↑
Revenue Per Available Room	\$79.41 ↓	3 Mo RevPAR	\$97.22 ↓
YTD Occupancy Rate	65.4% ↓	12 Mo Occupancy Rate	64.3% ↓
YTD Average Daily Rate	\$137.65 ↑	12 Mo Average Daily Rate	\$136.50 ↑
YTD RevPAR	\$90.01 ↑	12 Mo RevPAR	\$87.74 ↑

Performance Trends for: Harrisburg, PA

Performance Trend			
Occupancy Rate	49.1% ↓	3 Mo Occupancy Rate	57.5% ↓
Average Daily Rate	\$118.56 ↓	3 Mo Average Daily Rate	\$129.66 ↑
Revenue Per Available Room	\$58.21 ↓	3 Mo RevPAR	\$74.50 ↓
YTD Occupancy Rate	57.9% ↓	12 Mo Occupancy Rate	56.7% ↓
YTD Average Daily Rate	\$132.73 ↓	12 Mo Average Daily Rate	\$131.73 ↓
YTD RevPAR	\$76.87 ↓	12 Mo RevPAR	\$74.68 ↓

Performance Trends for: Annapolis, MD

Performance Trend			
Occupancy Rate	54.6% ↓	3 Mo Occupancy Rate	64.2% ↓
Average Daily Rate	\$157.49 ↑	3 Mo Average Daily Rate	\$191.51 ↑
Revenue Per Available Room	\$85.91 ↓	3 Mo RevPAR	\$122.93 ↑
YTD Occupancy Rate	63.4% ↓	12 Mo Occupancy Rate	62.2% ↓
YTD Average Daily Rate	\$163.25 ↑	12 Mo Average Daily Rate	\$162.20 ↑
YTD RevPAR	\$103.53 ↓	12 Mo RevPAR	\$100.92 ↓

Performance Trends for: Wilmington DE 2317 guest rooms

Performance Trend			
Occupancy Rate	54.7% ↓	3 Mo Occupancy Rate	59.5% ↓
Average Daily Rate	\$160.07 ↓	3 Mo Average Daily Rate	\$166.55 ↓
Revenue Per Available Room	\$87.59 ↓	3 Mo RevPAR	\$99.08 ↓
YTD Occupancy Rate	56.6% ↓	12 Mo Occupancy Rate	56.0% ↓
YTD Average Daily Rate	\$165.26 ↓	12 Mo Average Daily Rate	\$164.89 ↓
YTD RevPAR	\$93.49 ↓	12 Mo RevPAR	\$92.26 ↓

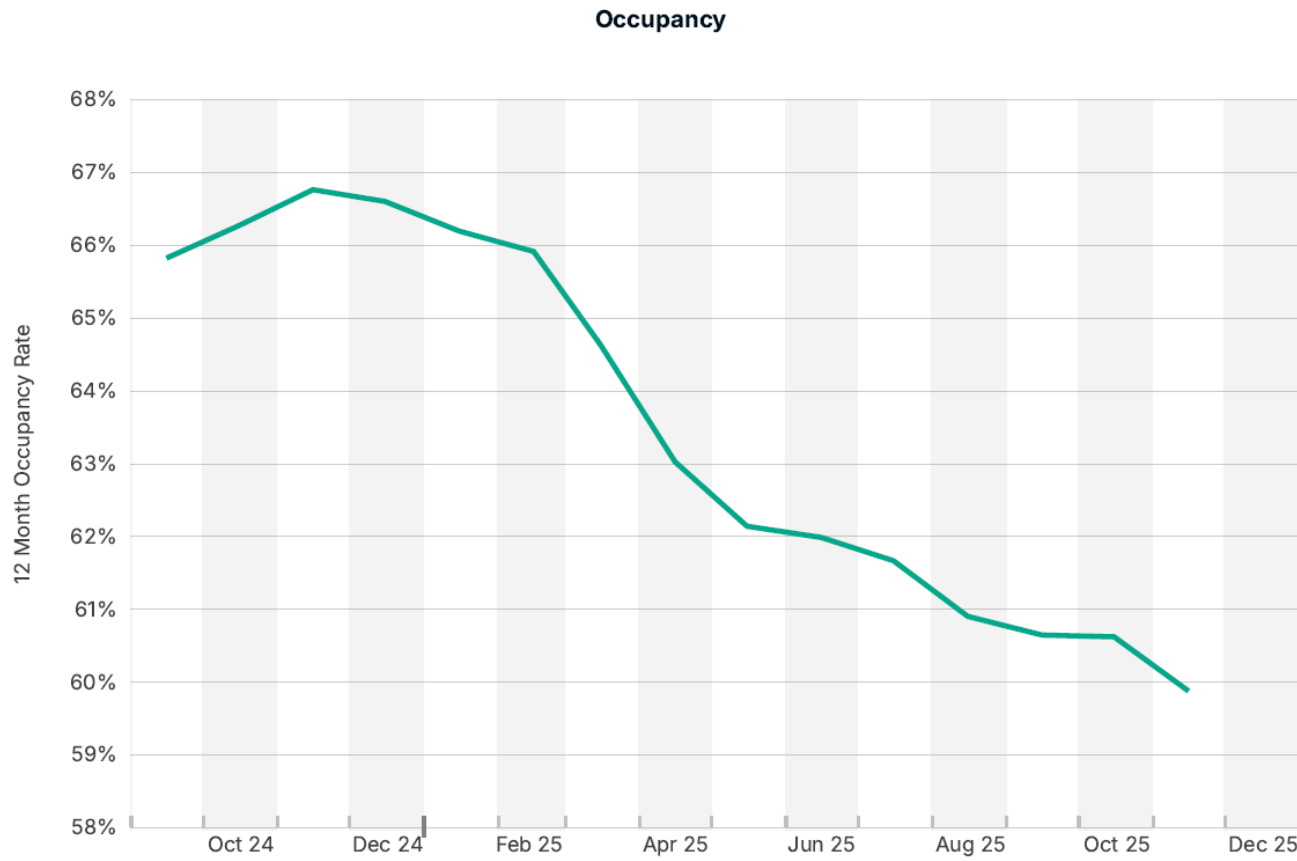
Performance Trends for: Irving, TX 14,055 guest rooms

Performance Trend			
Occupancy Rate	63.5% ↑	3 Mo Occupancy Rate	66.1% ↓
Average Daily Rate	\$128.79 ↑	3 Mo Average Daily Rate	\$131.30 ↓
Revenue Per Available Room	\$81.74 ↑	3 Mo RevPAR	\$86.80 ↓
YTD Occupancy Rate	66.0% ↓	12 Mo Occupancy Rate	65.1% ↓
YTD Average Daily Rate	\$128.86 ↑	12 Mo Average Daily Rate	\$127.96 ↑
YTD RevPAR	\$85.11 ↓	12 Mo RevPAR	\$83.30 ↓

Cities with Comparable Convention Facilities within the Legends Management Family

Occupancy for:

- Renaissance, Hilton Albany, Fairfield Inn, Hampton Inn Downtown, Hyatt Place, Hilton Garden Inn AMC, Country Inn & Suites by Rad. TownePlace Suites AMC

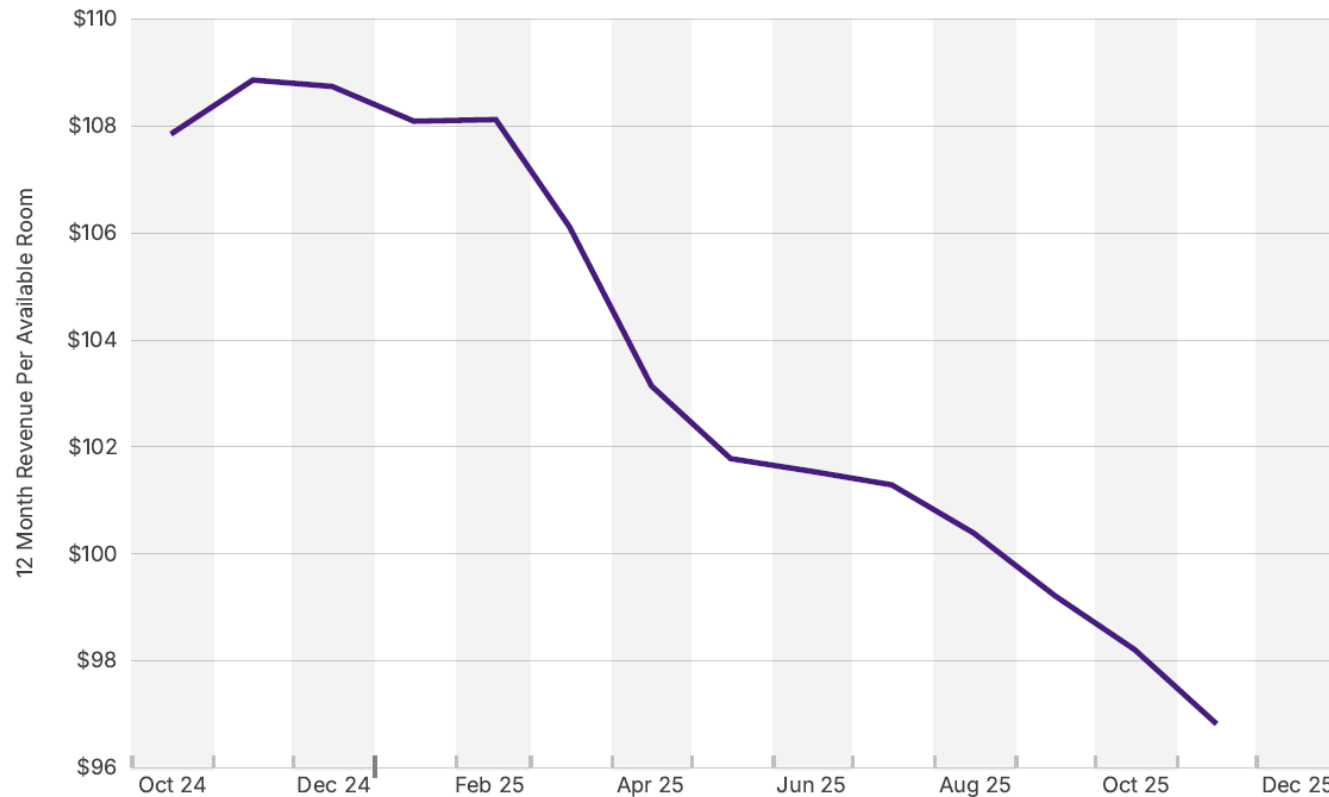


OCCUPANCY	2024	2025
Oct	66.3	60.6
Nov	66.8	59.9
Dec	N/A	N/A

RevPar for:

- Renaissance, Hilton Albany, Fairfield Inn, Hampton Inn Downtown, Hyatt Place, Hilton Garden Inn AMC, Country Inn & Suites by Rad. TownePlace Suites AMC

RevPAR



REVPAR	2024	2025
Oct	\$107.84	\$98.20
Nov	\$108.85	\$96.81
Dec	N/A	N/A

Lost Business Report

Organization Name /Lead Name	Meeting Start Date	Attendees	Room Nights	Lost Reason	Lost Note
Zeta Phi Beta Sorority, Inc. 2027 OR 2029 Atlantic Regional Leadership Conference	10/28/2027 Or 10/25/2029	1,200	1,466	13) Other 6) No hotel adjacent to convention center.	Space and lack of hotel connected to the meeting space. The Demographic of the group required connectivity.
Botanical Society of America 2027 or 2028 Botanical Society of America Annual Meeting	07/31/2027 OR 07/29/2028	900	1,837	12) Board preference/internal politics.	The Botanical Society of America is currently deciding between Buffalo and Hartford for their 2027 annual meeting. They will not choose an East Coast location for 2028.
Association for the Advancement of Sustainability in Higher Education 2026 AASHE Conference	10/07/2026	1,100	962	1) Dates not available at hotels. 6) No hotel adjacent to convention center.	Client's needs outstripped our destination, dates were difficult to match availability to the 4 properties needed to make a viable proposal.
Friends Forever 2026 Sadhu Sanga Kirtan Retreat	05/22/2026	3,000	3,760	13) Other	Client needs/demands leave too little room for profits. Room Nights Demands are too HIGH for supply
New York State Department of Motor Vehicles (NYSDMV) 2027 Child Passenger Safety Technical Conference	05/04/2027	500	860	6) No hotel adjacent to convention center.	Rooms at per diem were not available close enough to the facility.

Report Highlights: Q3 2025



- **Lead volume flat YoY:** Q3 leads held steady vs. last year, but YTD leads remain down 4.4%, signaling cautious demand recovery, in-line with Business Sentiment.
- **Meeting size:** median peak rooms per lead up +4% YTD, above pre-pandemic levels. Lower lead demand in short term; more demand for long term.
- **Booking windows stabilizing:** median booking window at 312 days, back to pre-pandemic norms; long-term bookings (5+ years) up sharply vs. same time last year.
- **Bookings outperform leads:** Q3 bookings up +8% YoY, indicating strong conversion.
- **Regional divergence:** Canada and West/Pacific lead growth; Midwest and Northeast show softness in both leads and room nights.
- **Category A destinations rising:** smaller DMOs without convention centers booked +23% more leads YoY, signaling demand for secondary markets.
- **Segmentation:** Tech & Financial performing well while Government lagging in Q3.