

**JMBM Meet the Money**

# **California Hotel Market Overview**

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**Presented by**

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# **ATLAS**

**HOSPITALITY GROUP**

# California Hotel Sales 2022

- New Record Median Price per Room
- 2<sup>nd</sup> Highest No. of Individual Hotel Sales on Record
- 3<sup>rd</sup> Highest Dollar Volume of Sales on Record

# How Does 2023 Look?



# First Quarter Sales 2023

 **61%**

On Pace For Worst  
Year Since 2009

# In 2009 .....

- Sales Plunged 52% From 2008
- Dollar Volume ↓ 75%
- Median Price per Room ↓ 30%

# Now in 2023 .....

- Disconnect Between Buyer and Seller Expectations
- Increased Cost of Borrowing
- Lenders Pulling Back
- Pressure on Owners With Loans Maturing in the Next 12 – 18 Months

# Comparison

NEW YORK – The largest U.S. commercial property market

- Sales ↓ 59% from the trailing four-quarter average
- Office Sales ↓ 73%
- Manhattan commercial sales ↓ 64%
- Manhattan apartment sales ↓ 77%



**Any Questions....**

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