



Lodging Econometrics

Plan Business Travel Using Your LE Program

~UNITED STATES~

For Lodging Industry Vendors





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Search Properties • New Construction

SEARCH PROPERTIES | **SEARCH COMPANIES** | Restore previous search | Clear all filters

HOTEL INFORMATION

Property ID
Hotel Name
Street Address
City
State/Province | Postal Code
Country
Rooms

PROJECT TYPE

To filter by project type, check one or more boxes below and fill in the details. (Optional)

☒ New Construction ☐ Conversion
☐ Renovation ☐ Sales Transaction
☐ Open & Operating ☐ Distressed Assets

COMPANIES

To filter by company role, select one or more boxes below and fill in more information. (Optional)

DETAILS

Under Construction
Start Date
12/01/23..06/01/24

TIMELINE CHANGES

☐ Changed since ☒ Click to set date
60 days ago

Type of change
Changes to:
☐ Start ☐ Open
☐ Project Stage
☐ Delays only

RECENT CHANGES

☐ Changed since ☒ Click to set date
7 days ago

Type of Change

Additional property details

County (US Only)
World Region 1
World Region 2
Year Built | Brand Aff. Yr.

Location

Hotels located within 80 miles of
Atlanta, GA, USA

10 records found (2,312 rooms) | CANCEL | SHOW RESULTS

How to search for and save **New Construction** sites that you can visit:

- **Location:** indicate a particular mile radius search of an address or landmark in the city to which you are traveling
- **Project Type:** select “New Construction”
- **Details:** Select “Under Construction.” Based on your product sales cycle, you can search hotels by their open date using “..” between date ranges. In the example below, we have searched for hotels that will open between 12/01/23..06/01/24.
- **SHOW RESULTS**
- **Save as a new Saved Search** so you can update it with new records before you travel

Save as a new Saved Search



Search Properties • Renovations & Conversions

SEARCH PROPERTIES

SEARCH COMPANIES

Restore previous search

Clear all filters

HOTEL INFORMATION

Property ID

Hotel Name

Street Address

City

State/Province

Postal Code

Country

Rooms

Market

Tract (US Only)

Brand

Franchise Company

Chain Scale

Include like kind unbranded

Territory

Location

Hotels located within 80 miles of Atlanta, GA, USA

Additional property details

County (US Only)

World Region 1

World Region 2

Year Built

Brand Aff. Yr.

Last Reno.

Date of Sale

Location Type

Meeting Space

Owner/Management Role

Brand Role

Commentary

Additional MktgUS data

Hotel has notes or actions written by me created or changed anytime mentioning search text

Hotel is on my watch list

PROJECT TYPE

To filter by project type, check one or more boxes below and fill in the details. (Optional)

☐ New Construction

☒ Conversion

☒ Renovation

☐ Sales Transaction

☐ Open & Operating

☐ Distressed Assets

DETAILS

Underway: Start Next 6 Months

Start Date

Opening Date

If Converting

New Brand

New Franchise Company

New Chain Scale

TIMELINE CHANGES

☐ Changed since

☒ Click to set date

60 days ago

Type of change

Changes to:

☐ Start ☐ Open ☐ Project Stage

☐ Delays only

RECENT CHANGES

☐ Changed since

☒ Click to set date

7 days ago

Type of Change

COMPANIES

To filter by company role, select one or more boxes below and fill in more information. (Optional)

32 records found (3,474 rooms)

CANCEL

SHOW RESULTS

How to search for and save **Renovations & Conversions** at existing hotels that you can visit:

- **Location:** indicate a particular mile radius search of an address or landmark in the city to which you are traveling
- **Project Type:** select “Renovation” and “Conversion”
- **Details:** select the two project stages of “Underway” and “Starts in the Next 6 Months”
- **SHOW RESULTS**
- **Save as a new Saved Search** so you can update it with new records before you travel

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Search Properties • Sales Transactions

SEARCH PROPERTIES | **SEARCH COMPANIES** | Restore previous search | Clear all filters

HOTEL INFORMATION

Property ID
Hotel Name
Street Address
City
State/Province | Postal Code
Country
Rooms
Market
Tract (US Only)
Brand
Franchise Company
Chain Scale
Include like kind unbranded
Territory

Location

Hotels located within 80 miles of
Atlanta, GA, USA

Additional property details

County (US Only)
World Region 1
World Region 2
Year Built | Brand Aff. Yr.
Last Reno. | Date of Sale
Location Type
Meeting Space
Owner/Management Role
Brand Role
Commentary

Additional MktgUS data

☐ Hotel has notes or actions written by me created or changed anytime
mentioning search text
☐ Hotel is on my watch list

PROJECT TYPE

To filter by project type, check one or more boxes below and fill in the details. (Optional)

☐ New Construction ☐ Conversion
☐ Renovation ☒ Sales Transaction
☐ Open & Operating ☐ Distressed Assets

DETAILS

Sales Transactions
mm/dd/yy
Sale Amount | Price Per Room

RECENT CHANGES

☐ Changed since ☐ Click to set date
7 days ago
Type of Change

COMPANIES

To filter by company role, select one or more boxes below and fill in more information. (Optional)

21 records found (2,436 rooms) | CANCEL | SHOW RESULTS

How to search for and save **Sales Transactions***:

- **Location:** indicate a particular mile radius search of an address or landmark in the city to which you are traveling
- **Project Type:** select “Sales Transactions”
- **SHOW RESULTS**
- **Save as a new Saved Search** so you can update it with new records before you travel



*Sales Transactions (if included in your program) typically will prompt a renovation or conversion by the new owner within a year of purchasing the property. It is something to monitor in the database, if it isn't already noted.



Search Properties • Recent Changes

The screenshot shows the 'SEARCH PROPERTIES' tab in the LE program. The interface is divided into several sections:

- HOTEL INFORMATION:** Fields for Property ID, Hotel Name, Street Address, City, State/Province, Postal Code, Country, and Rooms.
- PROJECT TYPE:** Checkboxes for New Construction, Conversion, Renovation, Sales Transaction, Open & Operating, and Distressed Assets.
- COMPANIES:** A dropdown menu for company selection.
- RECENT CHANGES:** A section with a yellow background containing:
 - ☒ Changed since
 - A calendar icon showing 'Apr 01' and a dropdown for '7 days ago'.
 - A dropdown menu set to 'All Changes and Updates'.
- Location:** A section with a yellow background showing 'Hotels located within 80 miles of Atlanta, GA, USA'.
- Additional property details:** Fields for County (US Only), World Region 1, World Region 2, Year Built, Brand Aff. Yr., Last Reno., Date of Sale, Location Type, Meeting Space, Owner/Management Role, and Brand Role.

At the bottom, a status bar indicates '285 records found (32,972 rooms)' and includes 'CANCEL' and 'SHOW RESULTS' buttons. A yellow arrow points from the 'SHOW RESULTS' button to the 'Save as a new Saved Search' button in the next block.

How to search for all **Recent Changes** in the hotels/projects in the area to which you are traveling:

- **Location:** indicate a particular mile radius search of an address or landmark in the city to which you are traveling
- **Recent Changes:** check the box labeled “Changed since” and define your timeline using the calendar icon. Scroll to the bottom of the drop down menu to select “All Changes and Updates”
- **SHOW RESULTS**
- **Save as a new Saved Search** so you can update it with new records before you travel





Search Companies • Calling List of Developer/Owners and Management Companies

COMPANY INFORMATION

Company role Check all roles

☒ Dev/Own
 ☒ Management

☐ Contractor
 ☐ Purchaser

☐ Architect
 ☐ Designer

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Location

Office located within 80 miles of

Atlanta, GA, USA

Letterhead

Contact Name
 Company Name
 Street Address
 City
 State/Province Postal Code
 Country
 Company ID

☐ Company has notes or actions written by me created or changed anytime mentioning search text

PROJECT TYPE

To filter by project type, check one or more boxes below and fill in the details. (Optional)

☒ New Construction
 ☒ Conversion

☒ Renovation
 ☐ Open & Operating

DETAILS

Project Stage
 Start Date
 Opening Date

If Converting

New Brand
 New Franchise Company
 New Chain Scale

TIMELINE CHANGES

☐ Changed since
 ☒ Click to set date

☐ 60 days ago

Type of change

Changes to:

☐ Start
 ☐ Open

☐ Project Stage

☐ Delays only

RECENT CHANGES

☐ Changed since
 ☒ Click to set date

☐ 7 days ago

PORTFOLIO

Property ID
 Hotel Name
 Street Address
 City
 State/Province Postal Code
 Country
 Rooms

Market
 Tract (US Only)
 Brand
 Franchise Company
 Chain Scale

☒ Include like kind unbranded

Territory

Location

Hotels located within miles of

Address or Location

Additional property details

County (US Only)
 World Region 1
 World Region 2
 Year Built Brand Aff. Yr.

14 records found

CANCEL

SHOW RESULTS

How to search for all **Developers/Owners and Management Companies to call and schedule appointments** in the area to which you are traveling:

- **Company Role:** check “Dev/Own” and “Management” and choose a portfolio size
- **Location:** indicate a particular mile radius search of an address or landmark in the city to which you are traveling
- **Project Type:** check “New Construction”, “Renovation”, and “Conversion” to make sure they have at least one project
- **SHOW RESULTS**
- **Save as a new Saved Search** so you can update it with new records before you travel

Save as a new Saved Search



Search Companies • Calling List of Project Team Members

SEARCH PROPERTIES **SEARCH COMPANIES** [← Restore previous search](#) [✕ Clear all filters](#)

COMPANY INFORMATION

Company role Check all roles

☐ Dev/Own ☐ Management
☐ Contractor ☐ Purchaser
☒ Architect ☐ Designer

Portfolio Size (all roles)

Location

Office located within miles of
Atlanta, GA, USA

Letterhead

Contact Name
Company Name
Street Address
City
State/Province Postal Code
Country
Company ID

☐ Company has notes or actions written by me created or changed anytime mentioning

PROJECT TYPE

To filter by project type, check one or more boxes below and fill in the details. (Optional)

☐ New Construction ☐ Conversion
☐ Renovation ☐ Open & Operating

DETAILS

☐ Changed since days ago
Type of Change

PORTFOLIO

Property ID
Hotel Name
Street Address
City
State/Province Postal Code
Country
Rooms
Market
Tract (US Only)
Brand
Franchise Company
Chain Scale
☒ Include like kind unbranded
Territory
Location
Hotels located within miles of
Address or Location
Additional property details
County (US Only)
World Region 1
World Region 2
Year Built Brand Aff. Yr.
Last Reno. Date of Sale
Location Type
Meeting Space
Owner/Management Role

43 records found

[CANCEL](#) [SHOW RESULTS](#)

How to search for all **Program Team Members to call and schedule appointments** in the area to which you are traveling:

- **Company Role:** choose any or all project roles to include: Contractor, Architect, Purchaser, and Designer
- **Location:** indicate a particular mile radius search of an address or landmark in the city to which you are traveling
- **SHOW RESULTS**
- **Save as a new Saved Search** so you can update it with new records before you travel

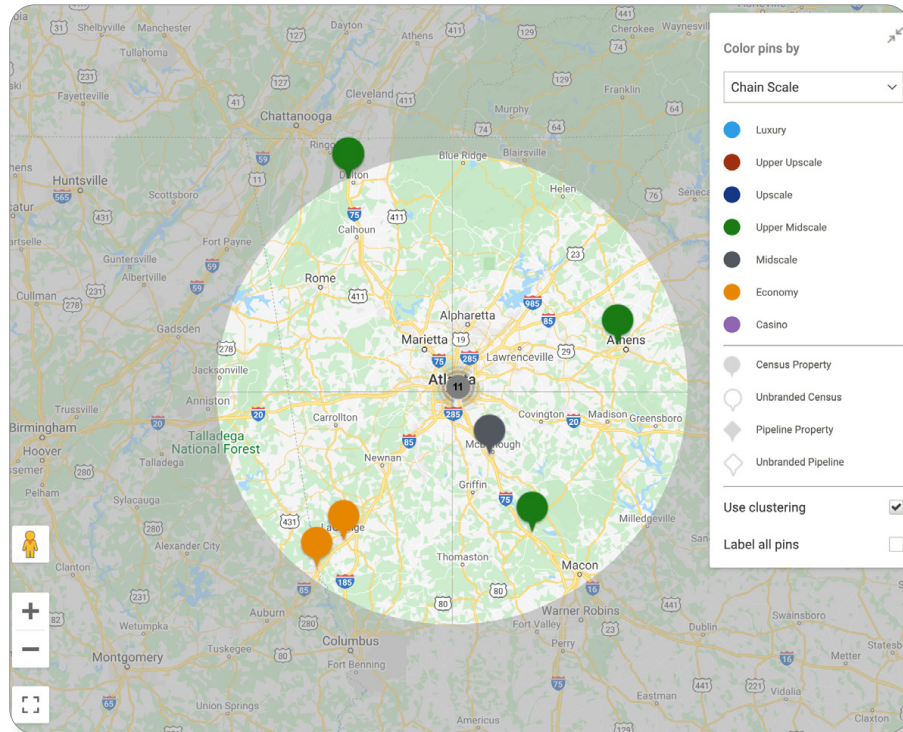
[Save as a new Saved Search](#)



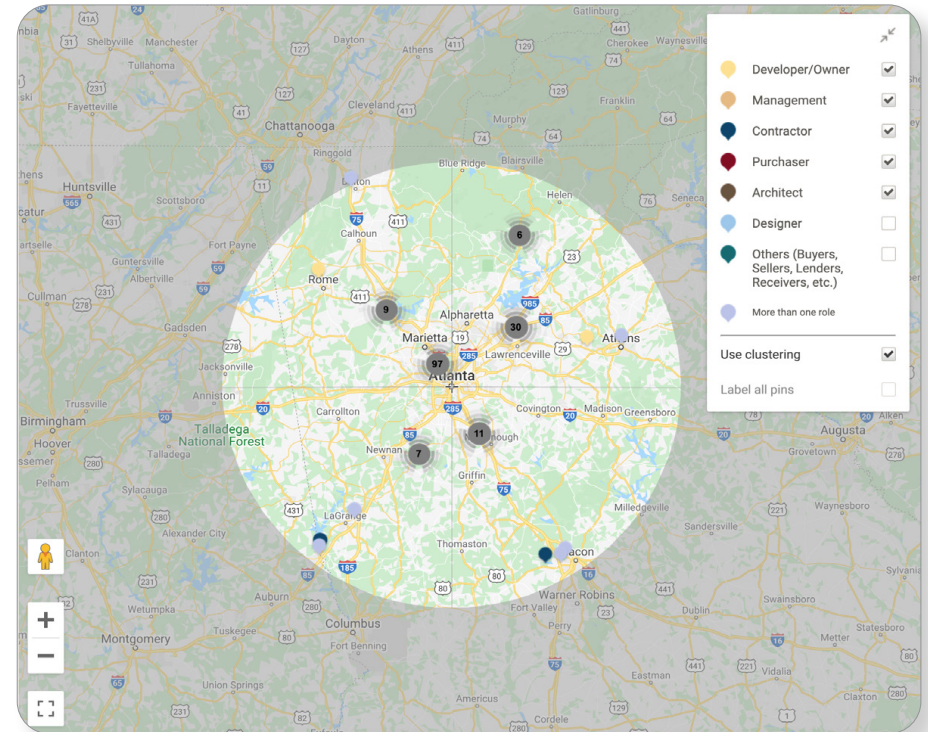
Mapping

Use LE's mapping feature to map your searches and plan logistics ahead of your business travel.

Mapping Properties



Mapping Companies



Saving Searches and Mobile App

- Ensure you always have the most current information by saving each of your searches before your business trip. Searches will update every Friday.
- Use **LE's mobile app** while traveling. From the LE app you can:
 - access your **saved searches**
 - use **click-to-call** technology to call and confirm your appointments
 - click on **Map This Location** to find a property or a company
 - using your phone's mapping navigate to your location

