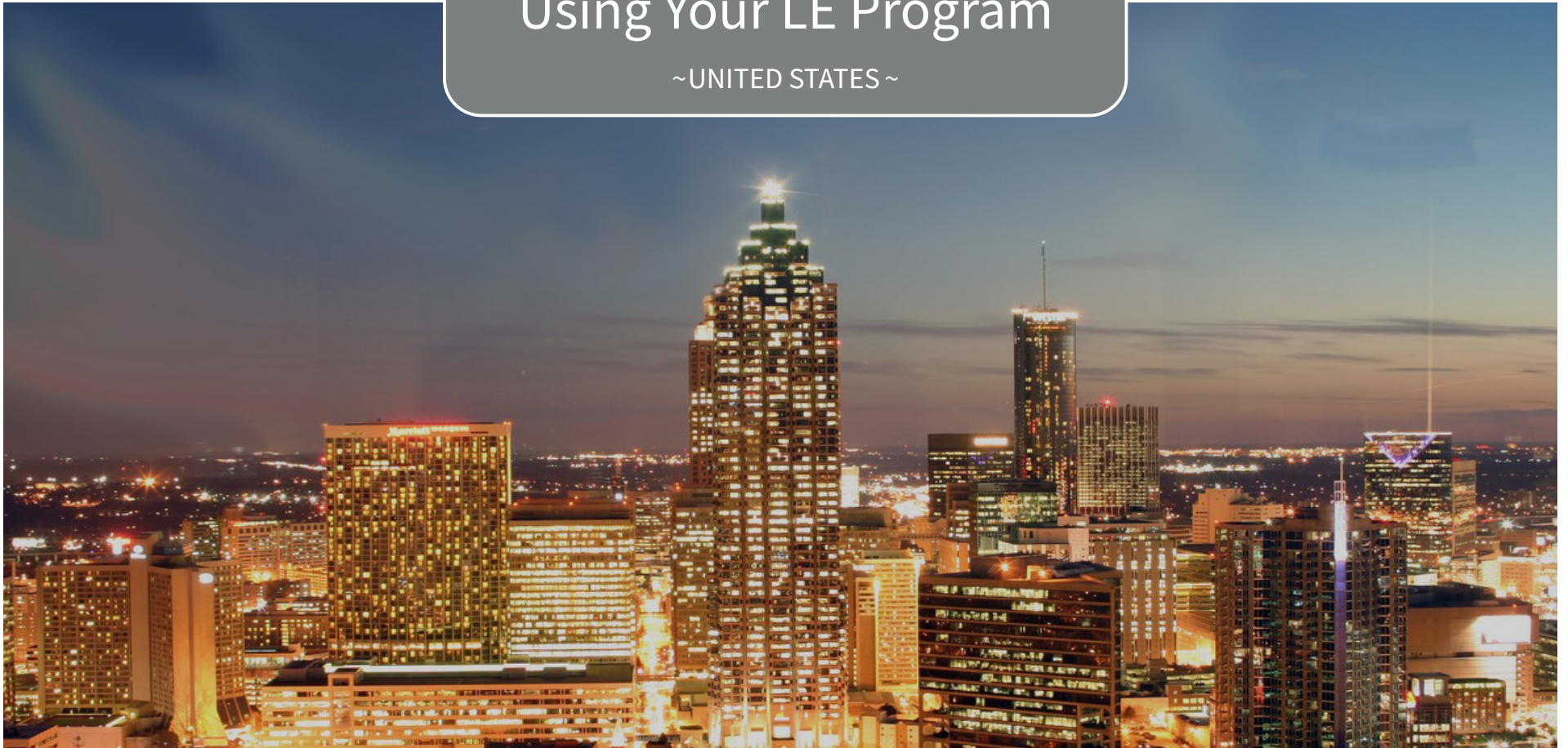




Lodging Econometrics

Plan Business Travel Using Your LE Program

~UNITED STATES~





Contents

Search Properties • New Construction	3
Search Properties • Renovations & Conversions.	4
Search Properties • Sales Transactions	5
Search Properties • Recent Changes.....	6
Search Companies • Calling List of Developer/Owners and Management Companies.....	7
Mapping.....	8
Saving Searches and Mobile App.....	9



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

Market

Tract (US Only)

Brand

Franchise Company

Chain Scale

☒ Include like kind unbranded

Territory

Location

Hotels located within

30

miles of

New York, NY, 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

Attributes

Commentary

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

DETAILS

Early Planning

Start Date

Opening Date

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)

33 records found
(4,706 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 “Early Planning.”
- **SHOW RESULTS**
- **Save as a new Saved Search** so you can update it with new records before you travel



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 30 miles of
New York, NY, 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
Attributes
Commentary

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

DETAILS
Early Planning
Start Date
Opening Date
If Converting
New Brand
Unbranded Hotel
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)

4 records found
(1,168 rooms)
CANCEL
SHOW RESULTS

How to search for hotels that will undergo a **Renovation** or **Conversion** in a city that you are visiting.

- **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 “Early Planning”, and type “Unbranded Hotel” in the “New Franchise Company” field
- **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 • 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

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

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)

Location

Hotels located within

30

miles of

New York, NY, 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

Attributes

Commentary

28 records found
(4,784 rooms)

CANCEL

SHOW RESULTS

How to search for and save **Sales Transactions*** of hotels in a particular market.

- **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

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

COMPANIES

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

DETAILS

RECENT CHANGES

☒ Changed since ☐ Click to set date

60 days ago

All Changes and Updates

Location

Hotels located within 30 miles of
New York, NY, USA

Additional property details

Country (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
Attributes
Commentary

201 records found
(44,011 rooms)

CANCEL

SHOW RESULTS

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 or the “days ago” selector. 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

SEARCH PROPERTIES SEARCH COMPANIES Restore previous search Clear all filters

COMPANY INFORMATION

Company role [Check all roles](#)

☒ Dev/Own ☒ Management

>9

Location

Office located within 30 miles of

New York, NY, 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 ☐ Sales Transaction

☐ Open & Operating

PORTFOLIO

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

Type of Change

36 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/or “Management.” You can also define the company’s 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”
- **SHOW RESULTS**
- **Save as a new Saved Search** so you can update it with new records before you travel

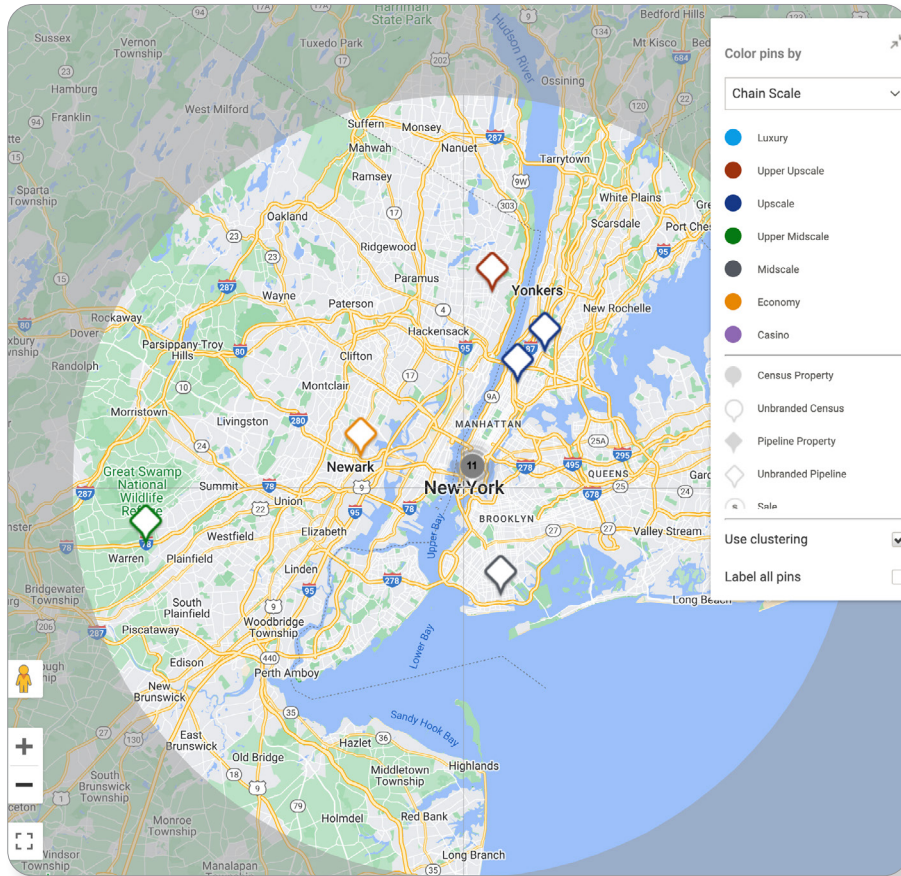




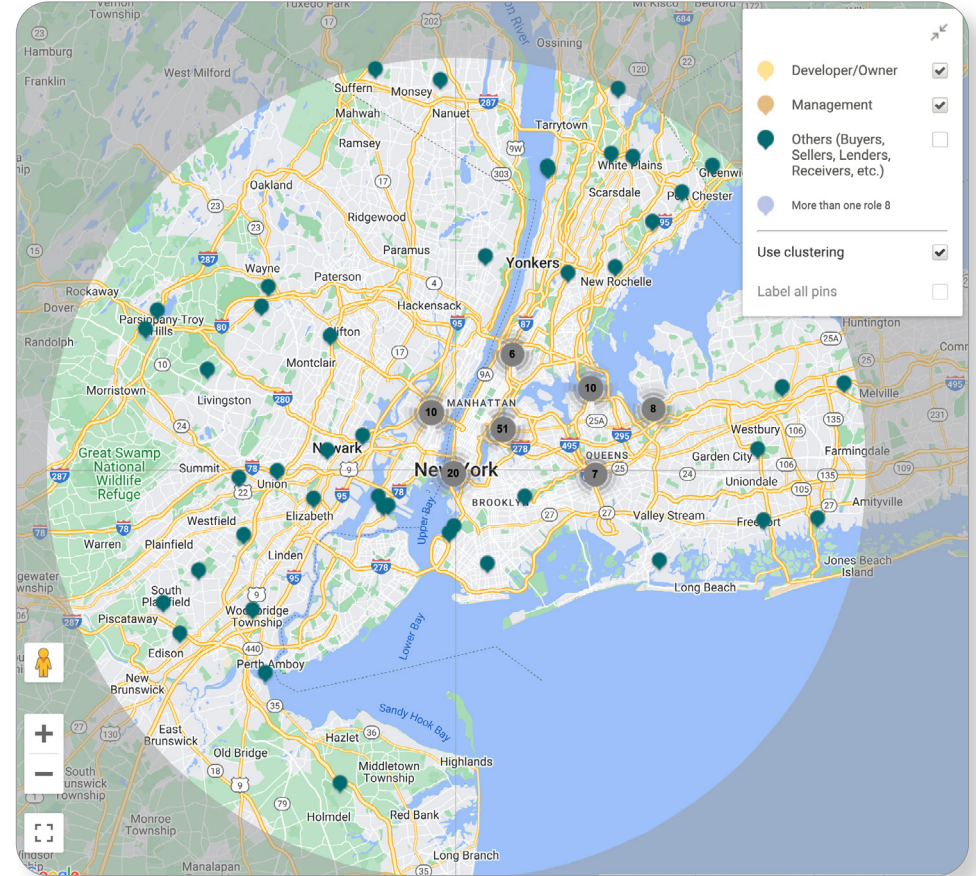
Mapping

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
 - use your phone's mapping to navigate to your location

