

DEVELOPMENT PIPELINE AND FORECAST FOR NEW OPENINGS BOSTON, MA

NEW OPENINGS				
2002	Growth Rate	2003	Growth Rate	

CURRENT SUPPLY	
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NEW CONSTRUCTION PIPELINE							
Under Construction	Starts Next 12 Months	Early Planning	Total Pipeline				

FORECAST FOR NEW OPENINGS									
1Q-2Q 2004 Actual	3Q-4Q 2004 Forecast	2004	Growth Rate	2005	Growth Rate	2006 & Beyond			

MARKET TRACT

Boston Downtown/Airport	2	223	1.4%	3	610	3.9%
Woburn/Tewksbury NW	5	615	7.9%	1	129	1.5%
Andover/Danvers NE	2	281	4.4%			
Boston Southshore	3	241	4.0%	1	101	1.6%
Cambridge/Waltham	1	114	2.2%	2	404	7.5%
Dedham/Marlborough						
TOTAL	13	1,474	3.3%	7	1,244	2.7%

68	16,787
62	8,507
83	6,640
62	6,345
36	5,775
24	3,607
335	47,661

5	1,674	4	1,068	3	732	12	3,474
2	112					2	112
2	95	4	370			6	465
		1	96	1	125	2	221
9	1,881	9	1,534	4	857	22	4,272

3	368	2	300	5	668	4.1%	1	164	1.0%	9	3,010
		1	86	1	86	1.3%	1	26	0.4%		
		2	95	2	95	1.5%	2	150	2.3%	2	220
							1	96	2.7%	1	125
3	368	5	481	8	849	1.8%	5	436	0.9%	12	3,355

CHAIN SCALE

Luxury				1	273	2.1%
Upper Upscale				2	355	4.2%
Upscale	5	710	9.3%			
Midscale w/F&B	2	126	2.0%			
Midscale w/o F&B	1	114	2.7%	1	129	2.9%
Economy	2	220	7.7%	1	101	3.3%
Independents	3	304	3.7%	2	386	4.5%
TOTAL	13	1,474	3.3%	7	1,244	2.7%

7	1,987
33	13,544
55	8,797
41	6,381
38	4,692
32	3,168
129	9,092
335	47,661

1	420	1	168			2	588
2	1,010	1	445			3	1,455
1	164	1	96			2	260
2	166					2	166
1	50	3	250			4	300
2	71	3	575	4	857	9	1,503
9	1,881	9	1,534	4	857	22	4,272

		1	220	1	220	1.6%				2	588
1	81			1	81	0.9%	2	260	3.0%	2	1,235
		2	166	2	166	2.6%					
1	175	1	50	2	225	5.0%	2	150	3.2%	1	100
1	112	1	45	2	157	1.7%	1	26	0.3%	7	1,432
3	368	5	481	8	849	1.8%	5	436	0.9%	12	3,355

LOCATION

CBD	2	223	1.9%	1	150	1.2%
Suburban	11	1,251	4.7%	4	692	2.5%
Airport				1	273	19.5%
Highway				1	129	2.7%
Resort						
TOTAL	13	1,474	3.3%	7	1,244	2.7%

46	12,704
242	28,374
5	1,673
41	4,863
1	47
335	47,661

4	1,510	4	1,068	3	732	11	3,310
3	295	4	391	1	125	8	811
1	50	1	75			2	125
1	26					1	26
9	1,881	9	1,534	4	857	22	4,272

3	368	2	300	5	668	5.4%				9	3,010
		2	131	2	131	0.5%	3	335	1.2%	3	345
		1	50	1	50	1.0%	1	75	1.5%		
							1	26	55.3%		
3	368	5	481	8	849	1.8%	5	436	0.9%	12	3,355

SIZE OF HOTEL

<75 Rooms	3	159	3.2%			
75 - 150 Rooms	7	781	6.7%	3	380	3.1%
151 - 300 Rooms	3	534	4.0%	4	864	6.2%
301 - 500 Rooms						
>500 Rooms						
TOTAL	13	1,474	3.3%	7	1,244	2.7%

120	5,140
113	13,005
72	15,005
24	9,264
6	5,247
335	47,661

3	121					3	121
2	166	6	616	1	125	9	907
2	384	1	168	3	732	6	1,284
1	420	2	750			3	1,170
1	790					1	790
9	1,881	9	1,534	4	857	22	4,272

		2	95	2	95	1.8%	1	26	0.5%		
2	193	2	166	4	359	2.8%	3	246	1.9%	4	495
1	175	1	220	2	395	2.7%	1	164	1.1%	4	900
										3	1,170
										1	790
3	368	5	481	8	849	1.8%	5	436	0.9%	12	3,355

LEADING BRANDS

Marriott Hotel						
Sheraton Hotel						
Holiday Inn						
Best Western	1	69	3.8%			
Courtyard by Marriott	2	297	23.0%	1	187	11.8%

7	3,531
8	3,276
10	2,047
16	1,892
13	1,857

1	86					1	86
1	164					1	164

1	81	1	86	1	86	4.5%	1	164	8.8%		

MAJOR COMPANIES

Marriott International						
Starwood Hotels & Resorts						
Hilton Hotels	1	114	2.8%	2	402	9.5%
InterContinental Hotels						
Wyndham Hotels						

44	8,800
16	5,274
23	4,793
25	4,377
17	1,942

1	420	2	150			3	570
1	790					1	790
		1	100			1	100
1	420	2	150			3	570

							2	150	1.7%	1	420
										1	790
1	175			1	175	3.8%				1	100
							2	150	3.4%	1	420

**STATISTICS ARE FOR ILLUSTRATION PURPOSES ONLY
 THEY DO NOT REFLECT CURRENT DEVELOPMENT PIPELINE ACTIVITY**

Hotel Rooms/Year Built Franchise/Chain Scale	Market Tract Location/County	Development Stage Constr. Start Date Opening Date	Owner/Developer	Management Company	Commentary
PROJECTS UNDER CONSTRUCTION					
Westin Hotel Summer & D Sts. Boston MA 02110 Rooms: 790	Boston, MA Boston CBD	Under Construction Jun 04 Jun 06	Boston Convention Hotel LLC 2 Seaport Ln 4th Fl. Boston MA 02210 P: 617 542-1400	Starwood Hotels & Resorts 1111 Westchester Ave. White Plains NY 10604 P: 914 640-8100	Starwood and its local development partners are developing a \$264-million Westin Hotel in two phases, the first consisting of 790 rooms and the second consisting of 300 rooms. This hotel will be attached to the NE corner of the Boston Convention & Exposition Center (to open in summer 2004).
Westin Hotel Upper Upscale	CBD Suffolk				
InterContinental 500 Atlantic Ave. Boston MA 02109 Rooms: 420	Boston, MA Boston CBD	Under Construction Jun 04 Jan 06	Intell Mgmt. & Investment Co. 225 W 86th St. New York NY 10024 P: 212 799-3165	InterContinental Hotels Group 3 Ravinia Dr. #2900 Atlanta GA 30346 P: 770 604-2000	Intell Boston Harbor LLC, a subsidiary of Intell Management & Investment, has joined forces with Inter Continental Hotels Group to construct an Inter-Continental Hotel on Boston's waterfront. The project, in the city's financial district, will include luxury condos, 30,000 sq. ft. of ballroom and meeting space, a spa/health club, retail and restaurant space.
InterContinental Luxury	CBD Suffolk				
PROJECT STARTS IN THE NEXT 12 MONTHS					
Mandarin Oriental 776 Boylston St. Boston MA 02116 Rooms: 168	Boston, MA Boston CBD	Start Next 12 Months	CWB Boylston 1330 Boylston St. Chestnut Hill MA 02467 P: 617 566-4500	Mandarin Oriental Hotel Group 707 Skokie Blvd. #600 Northbrook IL 60062 P: 847 480-2779	This 13-story, two-building complex in Boston's Back Bay will feature 168 luxurious guestrooms, 48 apartments, 40 condominiums, a restaurant, two floors of high-end retail and a 15,000 sq. ft. spa with saunas and hydrotherapy baths. Mandarin Oriental will provide temporary financing for the project but will not have an ownership interest.
Mandarin Oriental Luxury	CBD Suffolk				
Regent Hotel 379-395 Commercial St. Boston MA 02109 Rooms: 150	Boston, MA Boston CBD	Start Next 12 Months Aug 04 Oct 07	RBW LLC 50 Federal St. #512 Boston MA 02110 P: 617 338-2555	Carlson Hospitality Worldwide PO Box 59159 Carlson Pkwy. Minneapolis MN 55459 P: 763 212-1000	On the site of the former Bay State Lobster Market, the \$225 million Battery Wharf project will include this 150-room, five star hotel and 103 luxury condominiums. The guestrooms and facilities will be spread among four buildings with the condominiums occupying the top floors. Amenities will include an 18,000 sq. ft. upscale restaurant.
Regent Hotel Luxury	CBD Suffolk				

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