

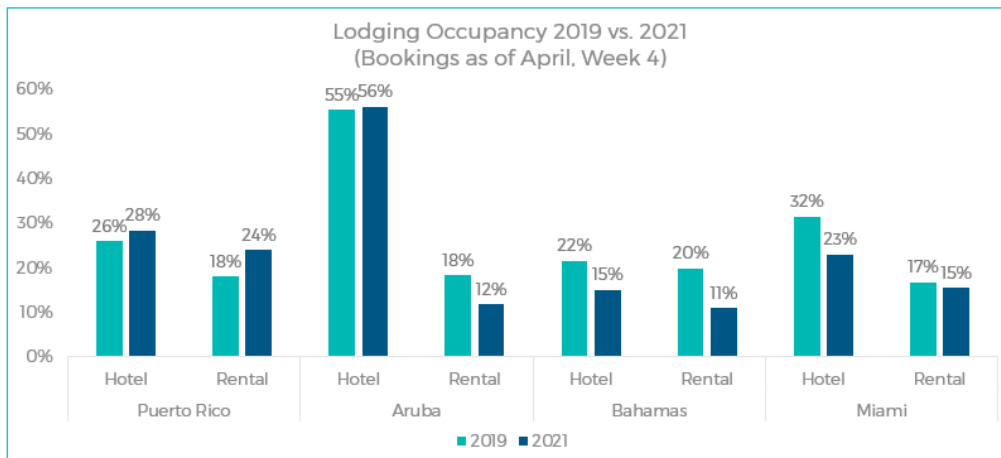


**Research Update- May 4, 2021**

Hotel and rental bookings through the remainder of the calendar year continue to outpace that of 2019, a year with record visitor arrivals and lodging demand in Puerto Rico. No other destinations in the competitive set Discover Puerto Rico tracks are seeing increases in the lodging booking pace over 2019.

Prior to the Governor’s Executive Order issuing a \$300 fine to visitors arriving without a negative COVID-19 test, hotel bookings were increasing an average of 11% per week. While bookings continue to increase, the week of the announcement that fell to an average of 9% per week.

**HOTELS AND RENTALS BOOKING ABOVE 2019**  
**Only competitor seeing growth over 2 years ago**

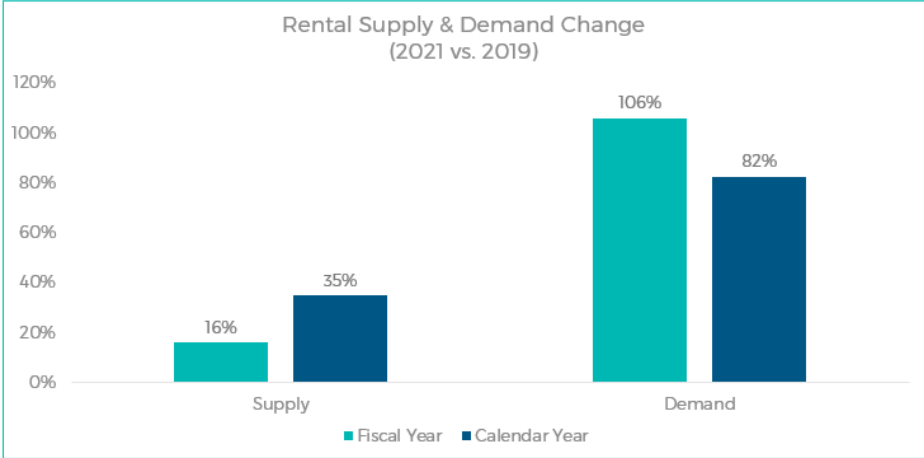


The lodging product has changed significantly in recent years, both as the world-wide marketplace for rentals has increased and as consumer preferences have shifted. Not only is the current rental booking pace through the rest of the calendar year higher than 2019, but there is significantly more supply than just two years ago.

Through the rest of the calendar year, there are 35% more rentals available in Puerto Rico than there were in 2019. Given the increase in supply and booking pace, total demand for rentals is up 106% through the remainder of the fiscal year at the end of June and 82% through the rest of the calendar year.

# RENTALS CHANGING LODGING PRODUCT

## Significant increases in both supply and demand from 2019

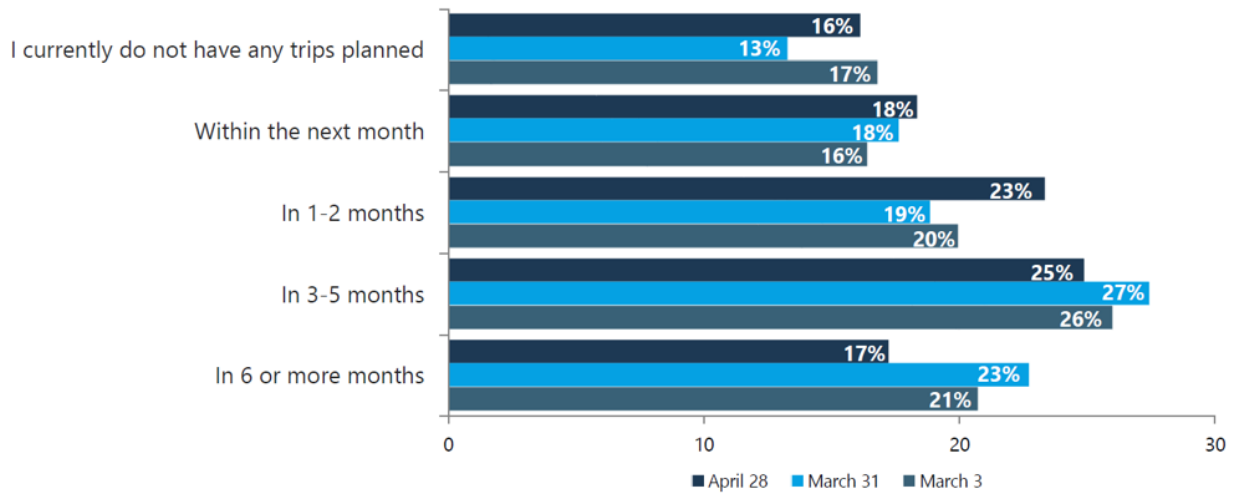


This follows the trends destinations are seeing across the U.S. A recent [article](#) from *The New York Times* says that “property owners, agencies and management companies are predicting an extremely busy, if not outright bonkers, summer.” Trends the article points to – consumers booking larger units outside of urban areas – are contributing to 85% more rentals in Puerto Rico currently booked in June and July than at the same time two years ago.

The surge in summer bookings aligns with the Travel Sentiment Study fielded by Longwoods International on April 28. The results show a significant increase in consumers with plans to travel in the next one to two months, with 48% planning to travel within the next five months.

# TRAVEL PLANNING WINDOW

## Nearly half traveling in next five months



Given vaccine hesitancy, experts are anticipating that herd immunity will not be possible in the U.S. A May 3, 2021 [article](#) from *The New York Times* reports that public health officials are “coming to the conclusion that rather than making a long-promised exit, the virus will most likely become a manageable threat that will continue to circulate in the United States for years to come.”

With this, even if Coronavirus conditions change, consumers still anticipate traveling. The U.S. Travel Tracker from Skift shows that while a small portion of consumers will not travel, a far greater and increasing percentage of consumers plan to travel, no matter what the Coronavirus situation is.

# LIKELIHOOD TO TRAVEL IF CONDITIONS CHANGE

## Consumers planning travel even with COVID threat

