Monthly & YTD AirBNB Data

March 2018

Entire Place	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	127.80	27.00%	127.80	27.00%	63.7%	6.75%	63.7%	6.75%	81.39	35.57%	81.39	35.57%
FEBRUARY	135.73	24.13%	131.52	26.59%	57.3%	0.81%	60.5%	3.32%	77.71	25.13%	79.57	30.80%
MAR	128.47	-0.24%	130.19	15.79%	69.1%	18.33%	63.9%	9.31%	88.72	17.97%	83.26	26.58%
APRIL												
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

Hotel Comparable	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	90.74	25.45%	90.74	25.45%	60.0%	3.01%	60.0%	3.01%	54.41	29.23%	54.41	29.23%
FEBRUARY	89.81	28.14%	90.30	26.46%	55.5%	-12.54%	57.8%	-4.13%	49.86	12.07%	52.18	21.24%
MAR	81.82	11.30%	86.58	19.92%	69.0%	4.72%	62.2%	-0.07%	56.46	16.57%	53.87	19.84%
APRIL												
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

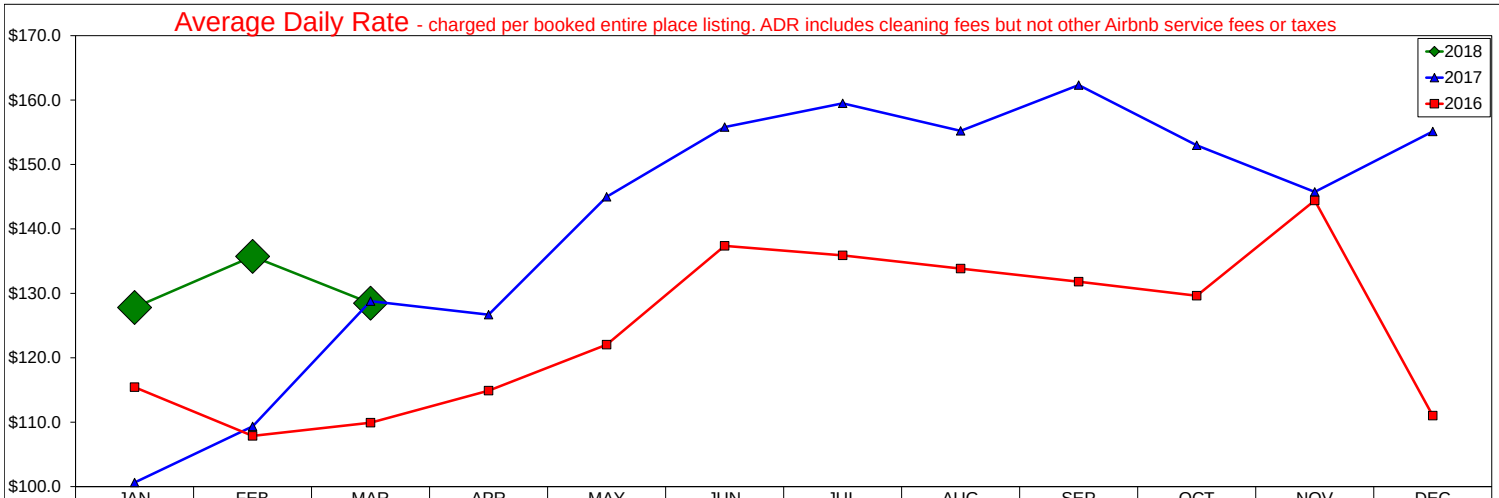
Note: The "Change %" column refers to the change from the prior year's figure.

AirBNB - Entire Place

March 2018

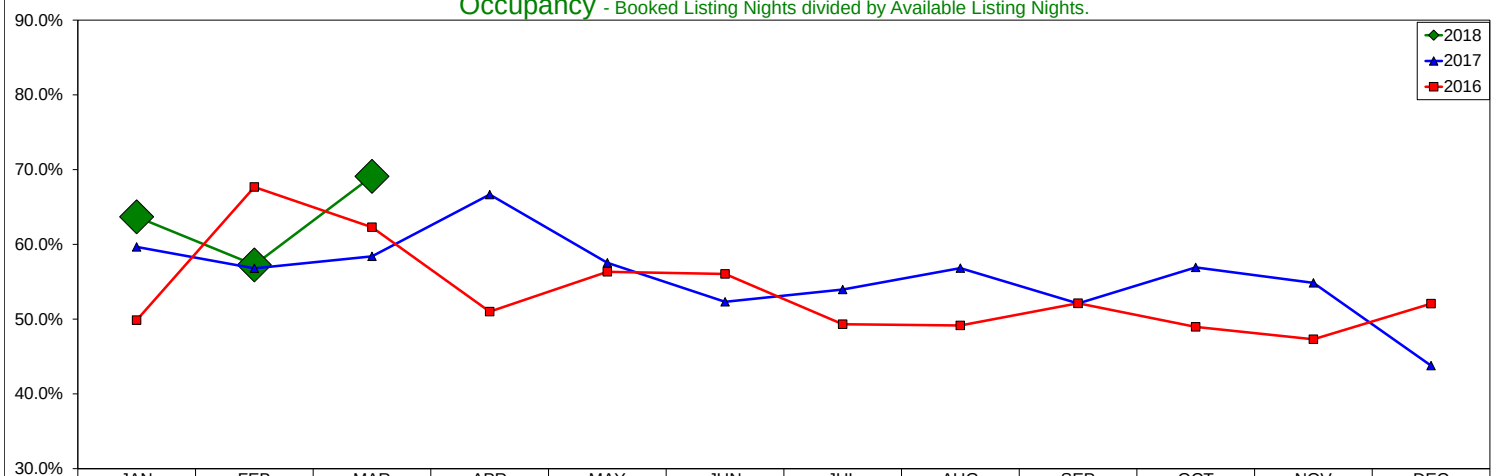
Entire Place (one or more bedroom) Rentals - Excludes Shared Rooms & Private Rooms

Average Daily Rate - charged per booked entire place listing. ADR includes cleaning fees but not other Airbnb service fees or taxes



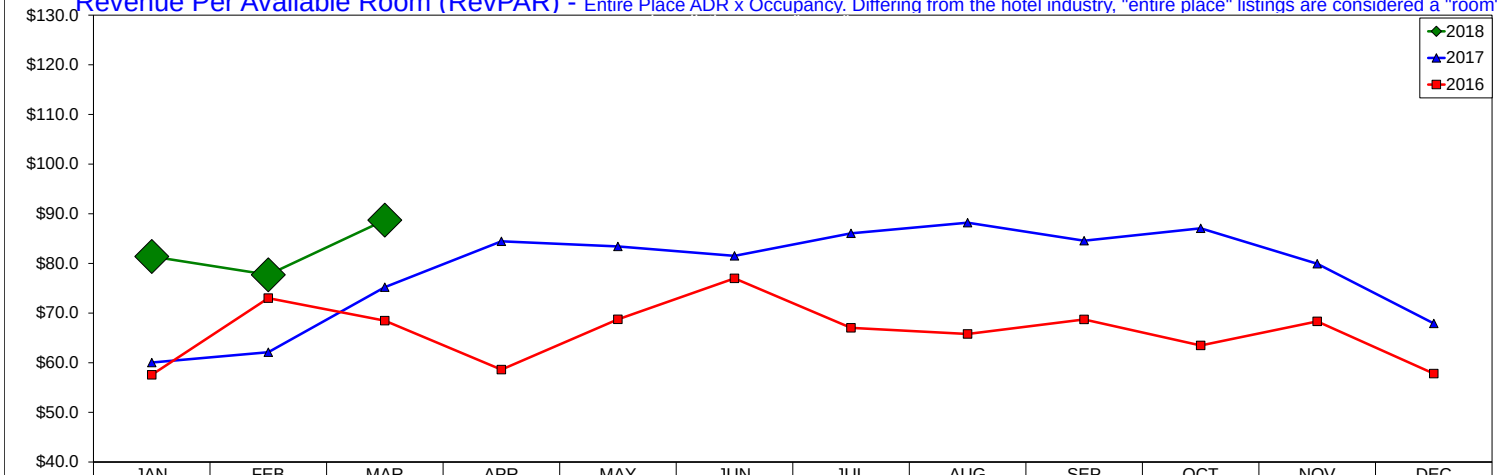
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	$127.80	$135.73	$128.47									
2017	$100.63	$109.35	$128.78	$126.68	$144.98	$155.81	$159.49	$155.22	$162.33	$152.97	$145.74	$155.13
2016	$115.43	$107.87	$109.92	$114.90	$122.02	$137.37	$135.90	$133.84	$131.81	$129.63	$144.41	$111.01

Occupancy - Booked Listing Nights divided by Available Listing Nights.



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	63.7%	57.3%	69.1%									
2017	59.7%	56.8%	58.4%	66.7%	57.5%	52.3%	54.0%	56.8%	52.1%	56.9%	54.8%	43.8%
2016	49.9%	67.7%	62.3%	51.0%	56.3%	56.0%	49.3%	49.1%	52.1%	49.0%	47.3%	52.1%

Revenue Per Available Room (RevPAR) - Entire Place ADR x Occupancy. Differing from the hotel industry, "entire place" listings are considered a "room"



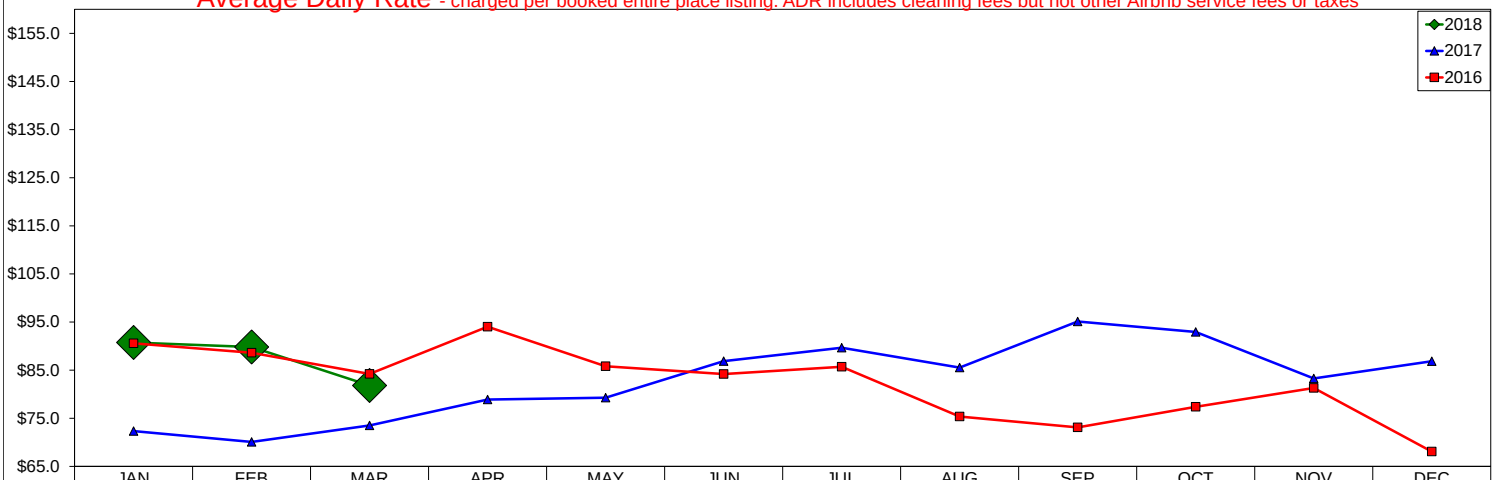
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	$81.39	$77.71	$88.72									
2017	$60.04	$62.11	$75.20	$84.45	$83.41	$81.52	$86.06	$88.20	$84.58	$87.07	$79.94	$67.91
2016	$57.57	$73.0	$68.48	$58.60	$68.73	$76.99	$67.02	$65.78	$68.72	$63.47	$68.31	$57.80

AirBNB - Hotel Comparable Subset

March 2018

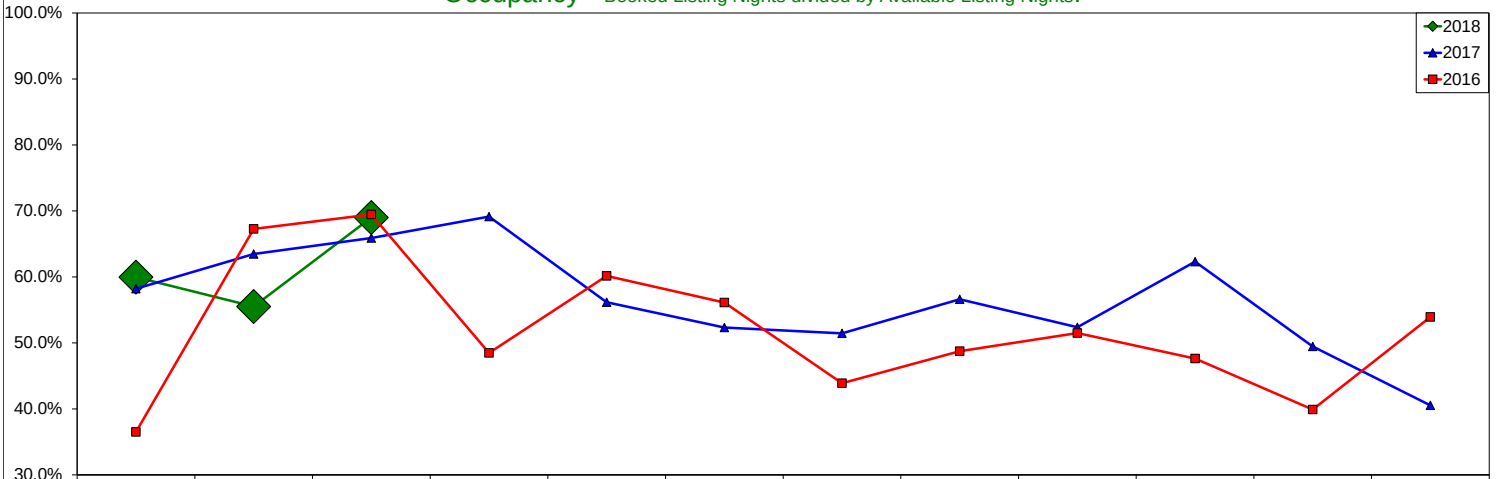
Studio and one bedroom entire place rentals only. AirDNA believes these are the type of listings most likely to compete directly with hotels

Average Daily Rate - charged per booked entire place listing. ADR includes cleaning fees but not other Airbnb service fees or taxes



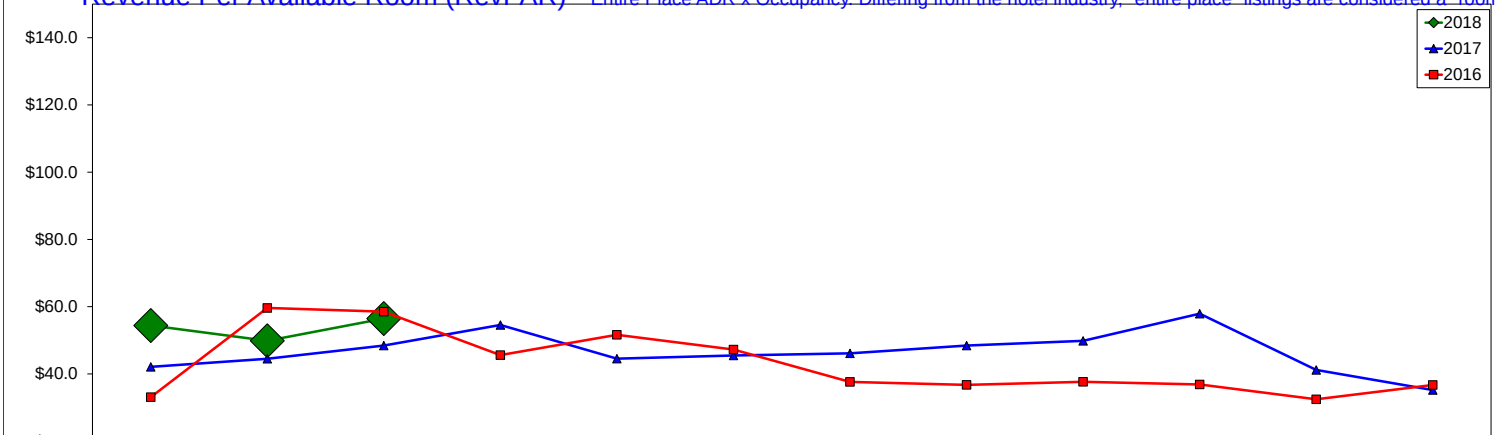
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	$90.74	$89.81	$81.82									
2017	$72.33	$70.09	$73.51	$78.90	$79.28	$86.89	$89.66	$85.53	$95.12	$92.95	$83.28	$86.84
2016	$90.59	$88.61	$84.21	$94.03	$85.81	$84.19	$85.70	$75.37	$73.10	$77.38	$81.31	$68.08

Occupancy - Booked Listing Nights divided by Available Listing Nights.



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	60.0%	55.5%	69.0%									
2017	58.2%	63.5%	65.9%	69.1%	56.2%	52.3%	51.4%	56.6%	52.4%	62.3%	49.5%	40.5%
2016	36.5%	67.3%	69.5%	48.5%	60.2%	56.1%	43.9%	48.7%	51.5%	47.6%	39.9%	53.9%

Revenue Per Available Room (RevPAR) - Entire Place ADR x Occupancy. Differing from the hotel industry, "entire place" listings are considered a "room"



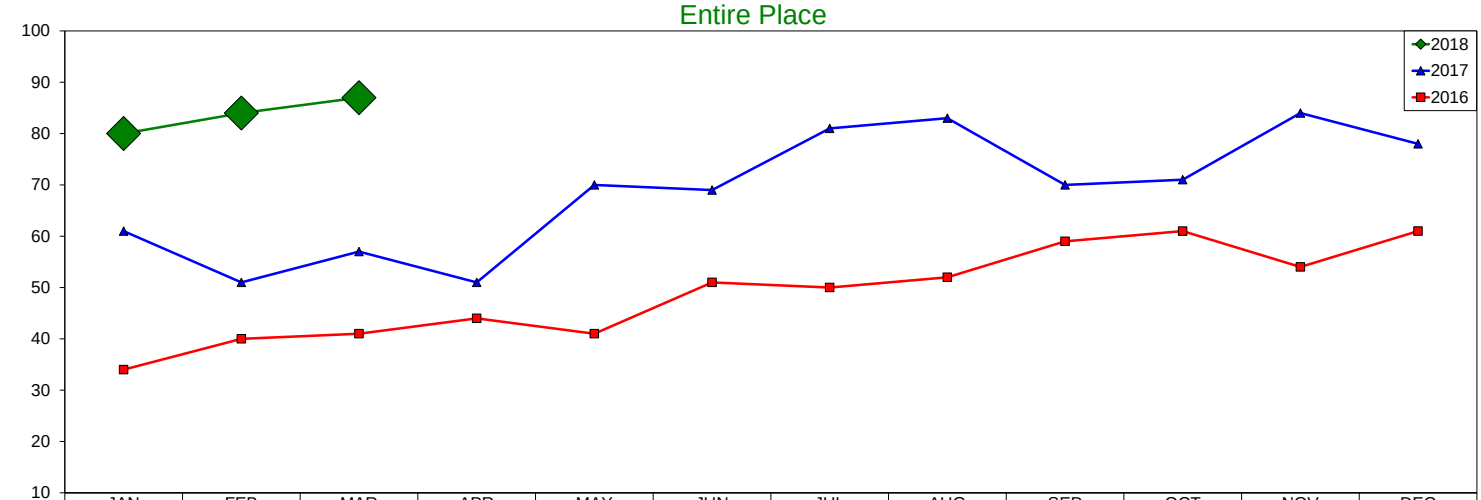
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	$54.41	$49.86	$56.46									
2017	$42.11	$44.49	$48.44	$54.56	$44.53	$45.47	$46.13	$48.42	$49.82	$57.91	$41.18	$35.20
2016	$33.07	$59.62	$58.50	$45.59	$51.62	$47.24	$37.60	$36.74	$37.64	$36.85	$32.45	$36.72

AirBNB - Total Available Listings

March 2018

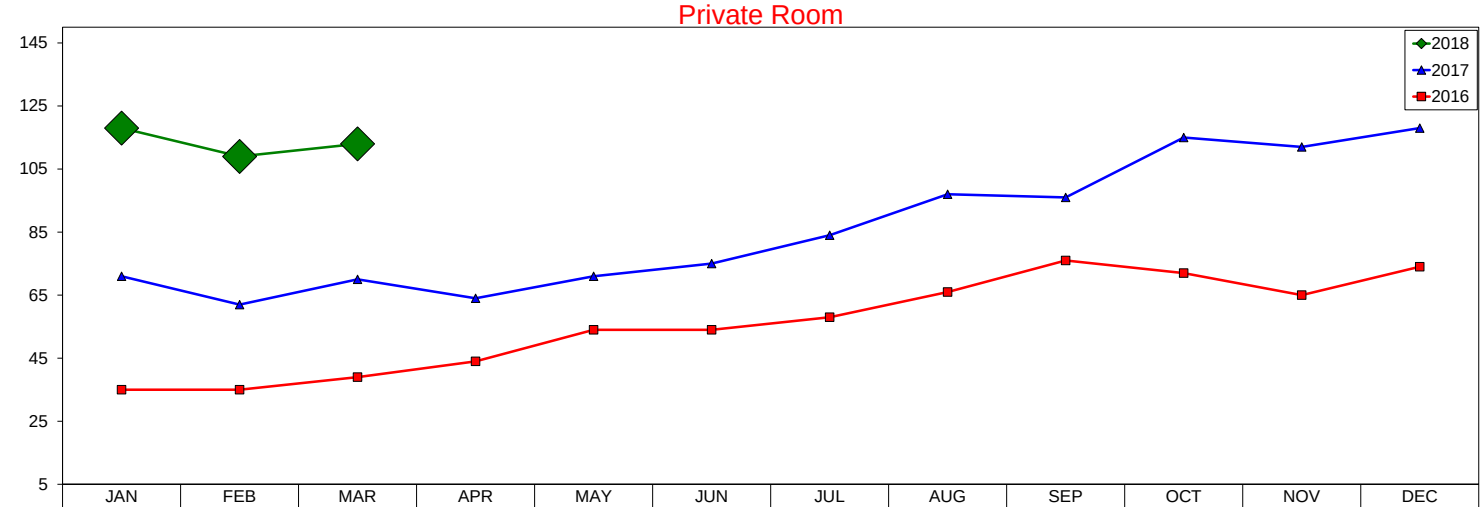
The count of Airbnb listings that were advertised for rent during the month or had a booked day in the month

Entire Place



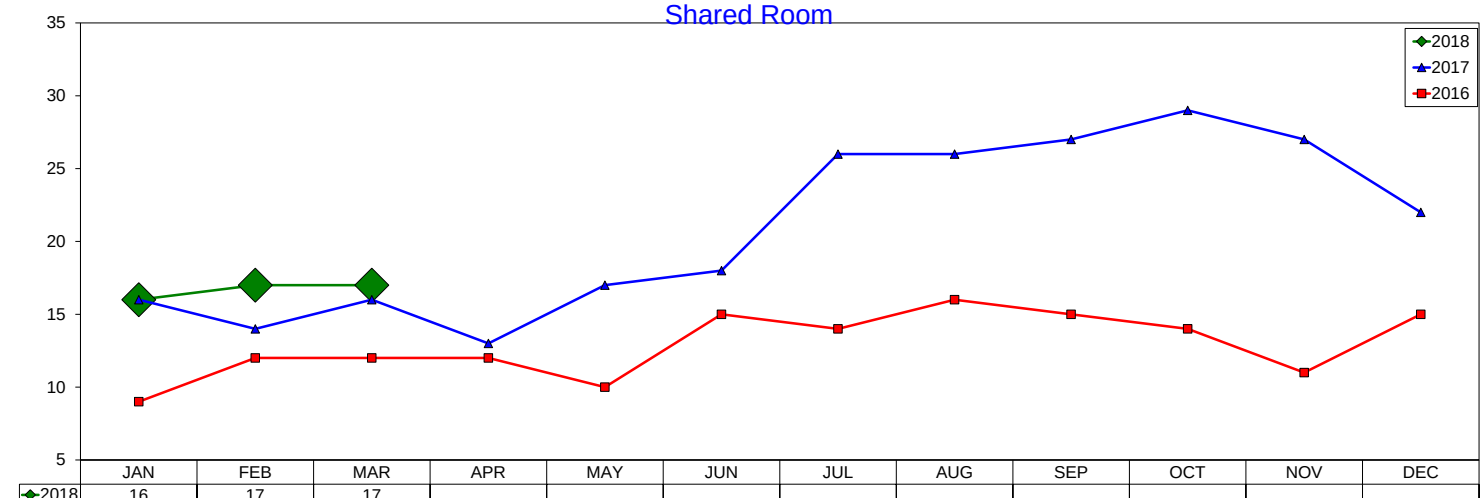
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	80	84	87									
2017	61	51	57	51	70	69	81	83	70	71	84	78
2016	34	40	41	44	41	51	50	52	59	61	54	61

Private Room



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	118	109	113									
2017	71	62	70	64	71	75	84	97	96	115	112	118
2016	35	35	39	44	54	54	58	66	76	72	65	74

Shared Room



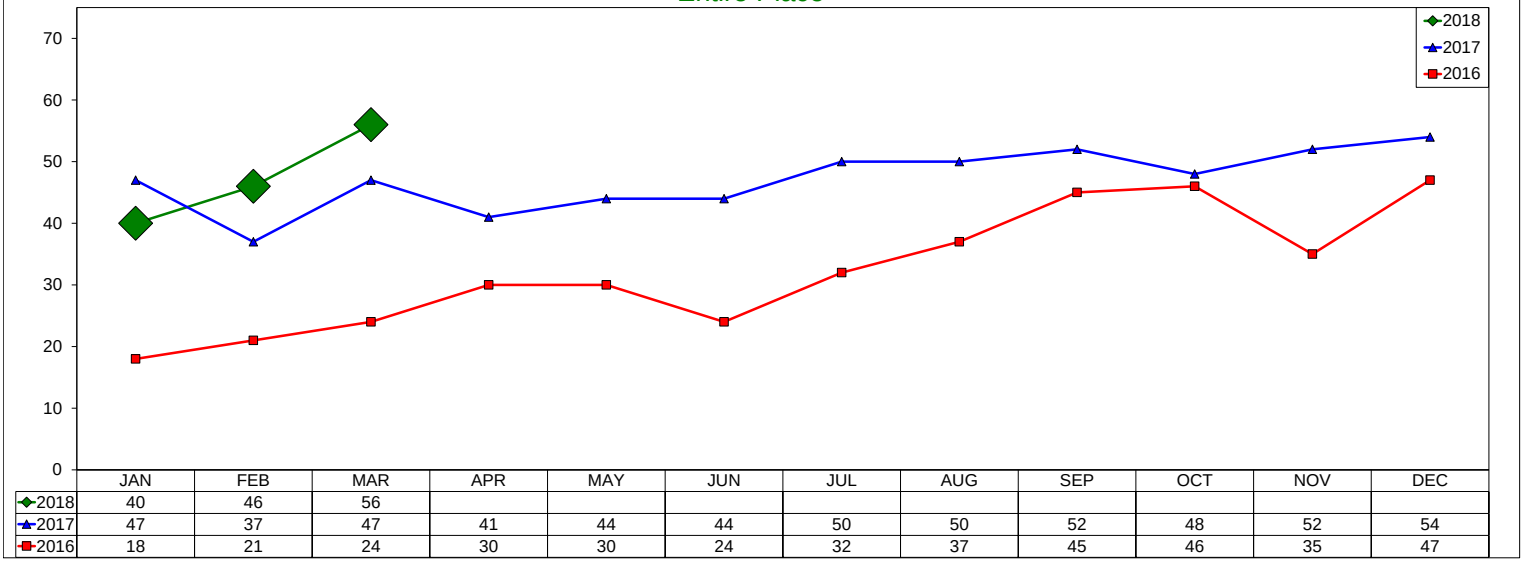
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	16	17	17									
2017	16	14	16	13	17	18	26	26	27	29	27	22
2016	9	12	12	12	10	15	14	16	15	14	11	15

AirBNB - Booked Listings

March 2018

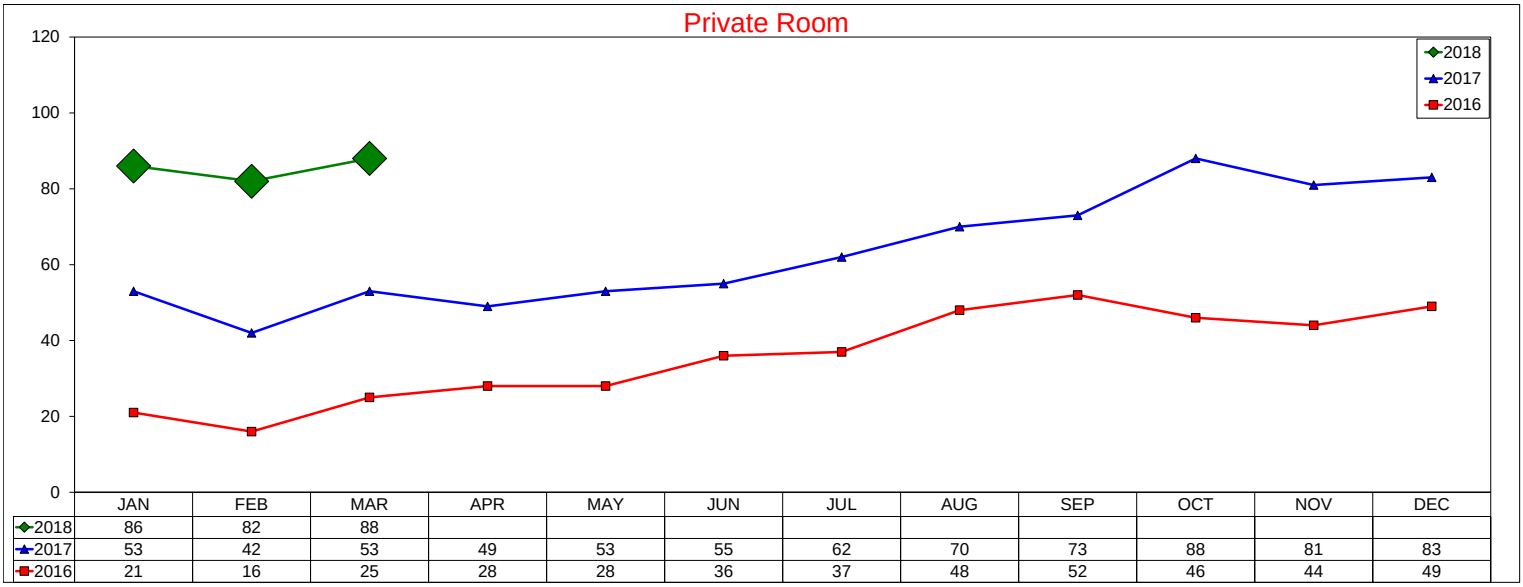
The count of Airbnb listings that had at least one booked day in the month

Entire Place



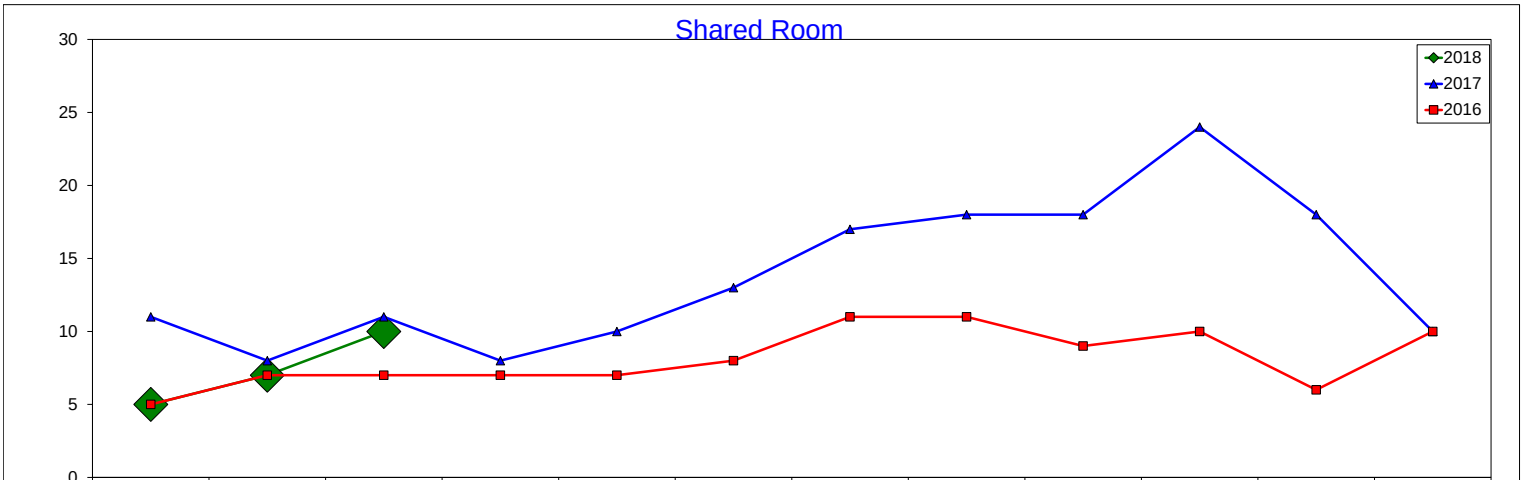
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	40	46	56									
2017	47	37	47	41	44	44	50	50	52	48	52	54
2016	18	21	24	30	30	24	32	37	45	46	35	47

Private Room



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	86	82	88									
2017	53	42	53	49	53	55	62	70	73	88	81	83
2016	21	16	25	28	28	36	37	48	52	46	44	49

Shared Room



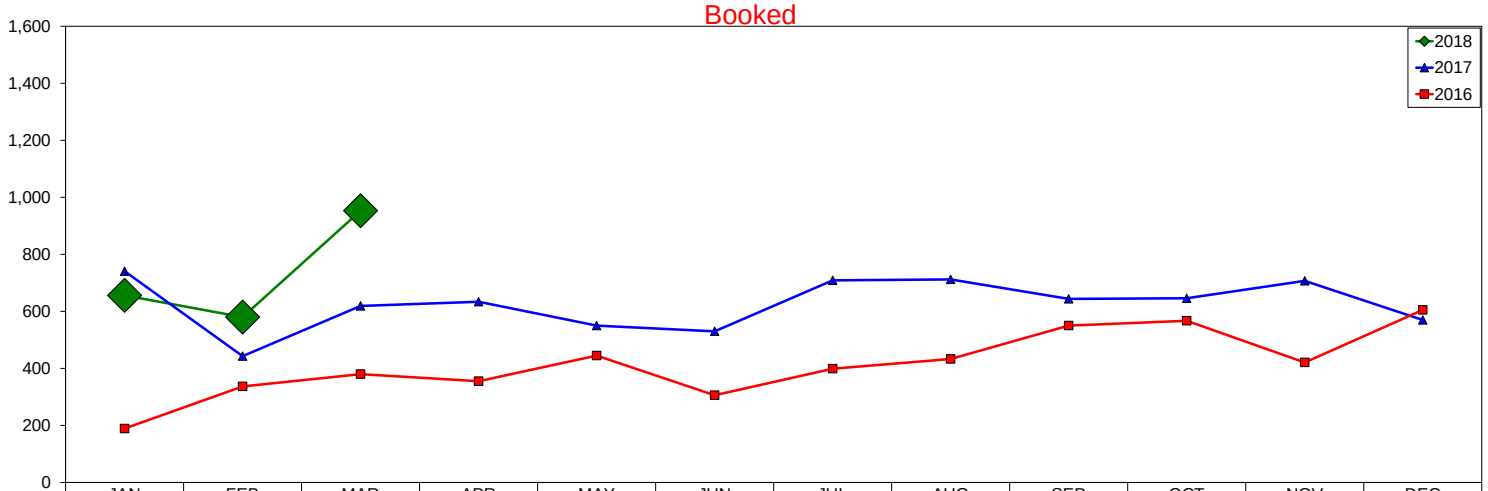
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	5	7	10									
2017	11	8	11	8	10	13	17	18	18	24	18	10
2016	5	7	7	7	7	8	11	11	9	10	6	10

AirBNB - Listing Nights

March 2018

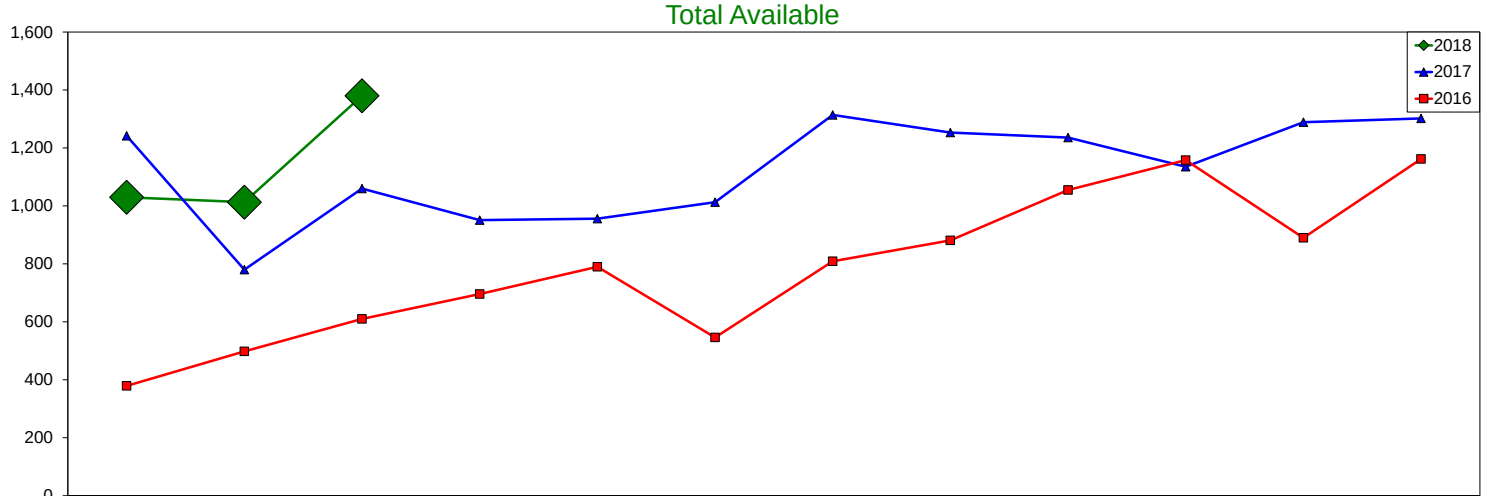
The sum of all listings that were available for rent, and had at least one booking during the month

Booked



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	656	580	953									
2017	741	443	619	634	550	530	709	712	644	646	707	570
2016	189	337	380	355	445	306	399	433	550	567	421	605

Total Available



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	1,030	1,013	1,380									
2017	1,242	780	1,060	951	956	1,013	1,314	1,253	1,236	1,135	1,289	1,302
2016	379	498	610	696	790	546	809	881	1,055	1,158	890	1,162

Current Year Booked vs. Available

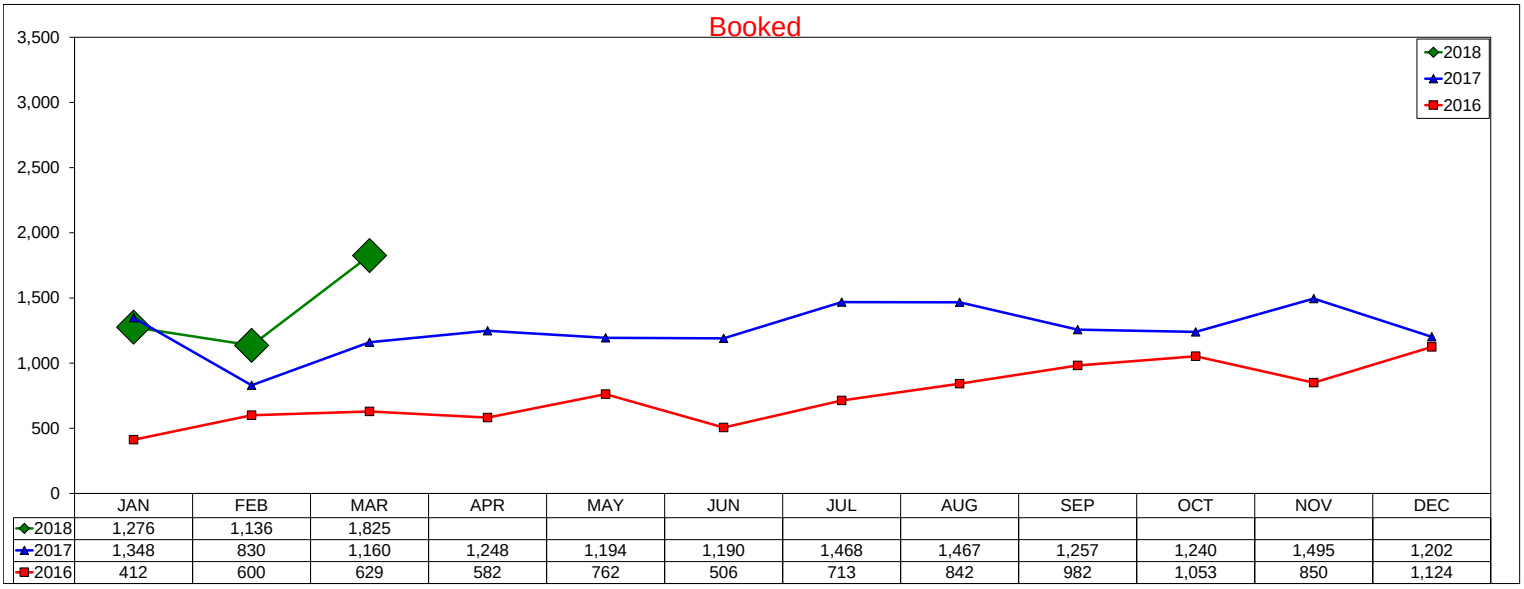
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Available	1,030	1,013	1,380									
Booked	656	580	953									

AirBNB - Room Nights - Entire Place

March 2018

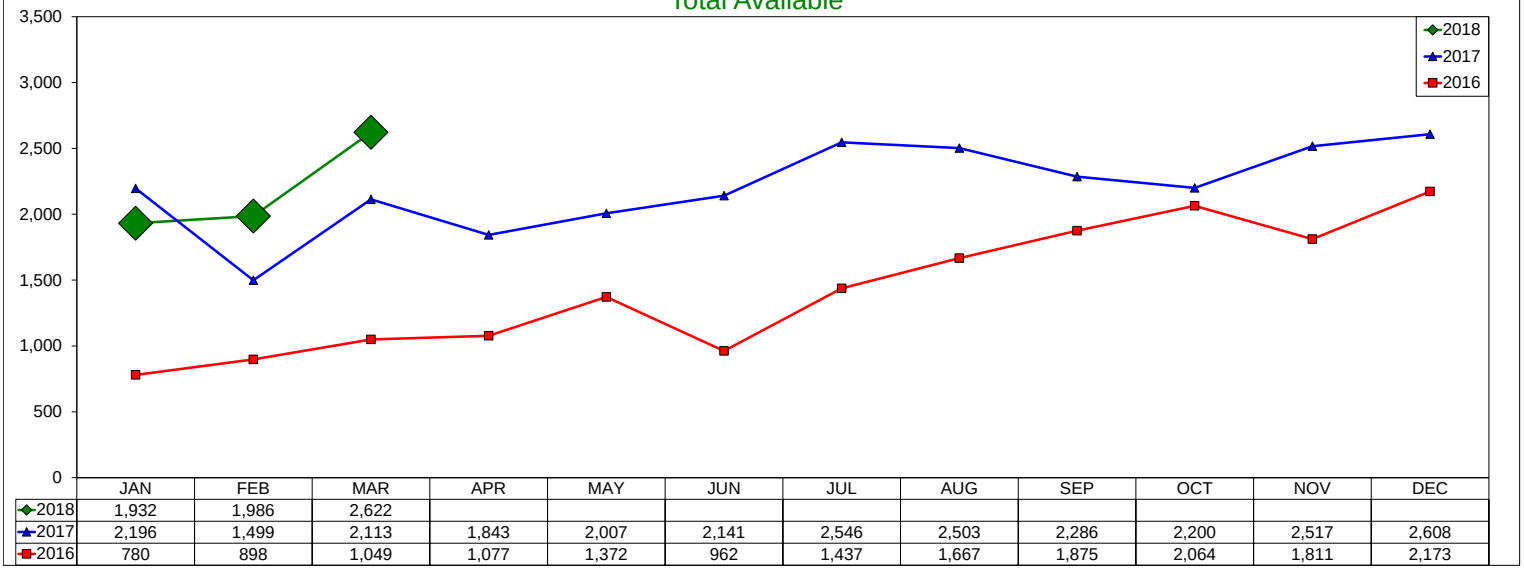
Listing Nights multiplied by the number of bedrooms in each listing

Booked



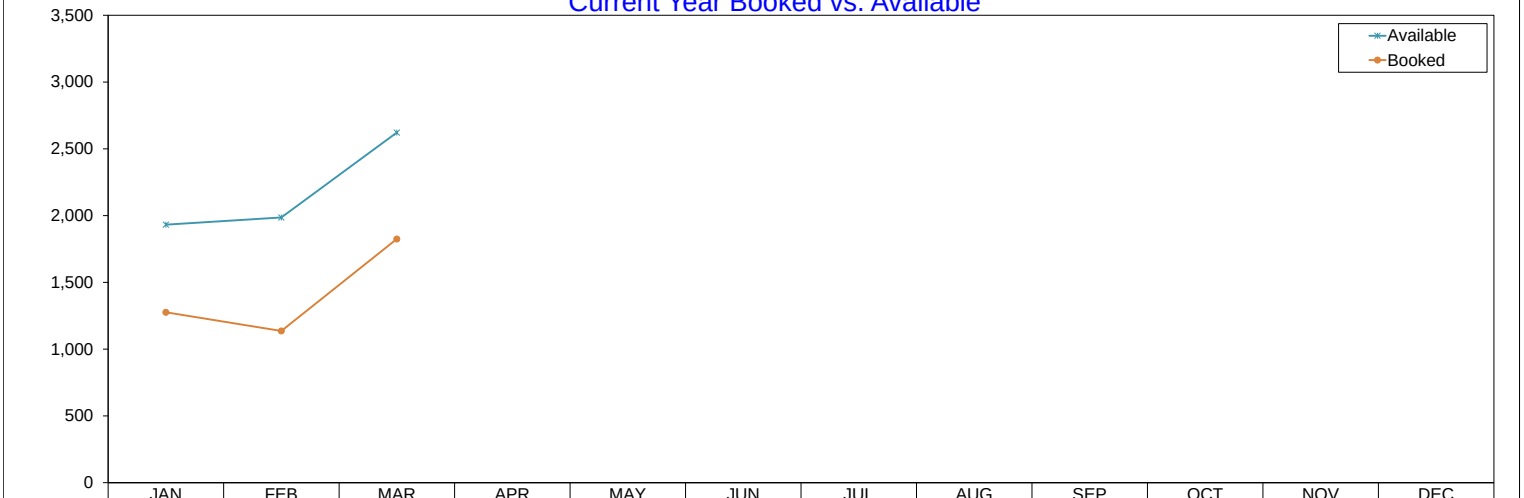
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	1,276	1,136	1,825									
2017	1,348	830	1,160	1,248	1,194	1,190	1,468	1,467	1,257	1,240	1,495	1,202
2016	412	600	629	582	762	506	713	842	982	1,053	850	1,124

Total Available



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	1,932	1,986	2,622									
2017	2,196	1,499	2,113	1,843	2,007	2,141	2,546	2,503	2,286	2,200	2,517	2,608
2016	780	898	1,049	1,077	1,372	962	1,437	1,667	1,875	2,064	1,811	2,173

Current Year Booked vs. Available



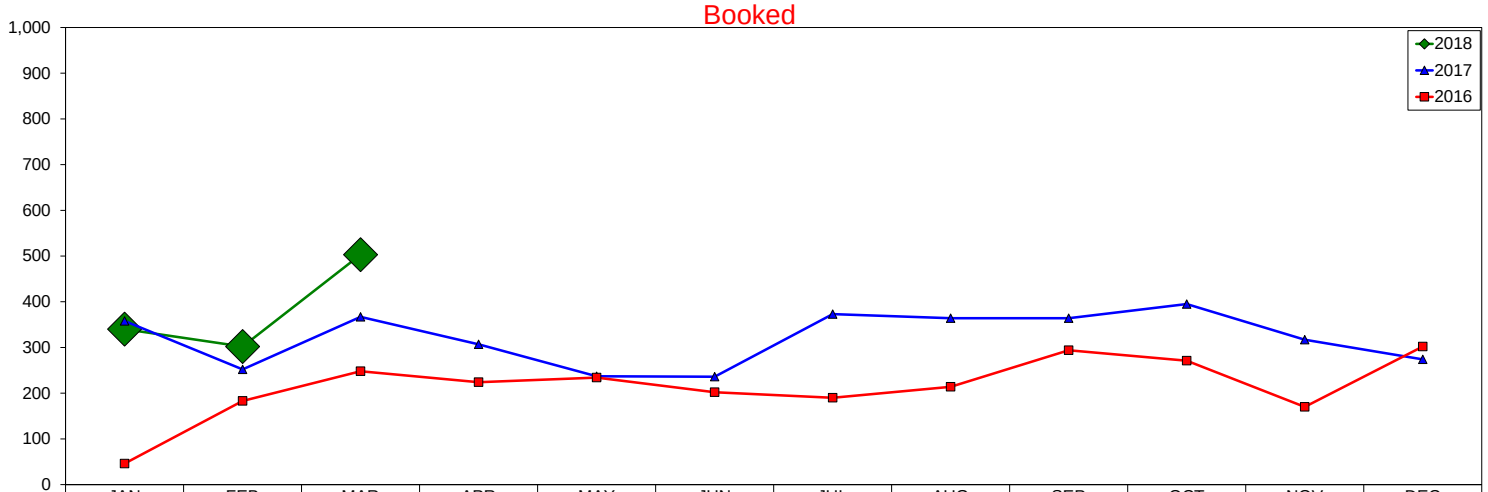
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Available	1,932	1,986	2,622									
Booked	1,276	1,136	1,825									

AirBNB - Room Nights - Hotel Comparable Subset

March 2018

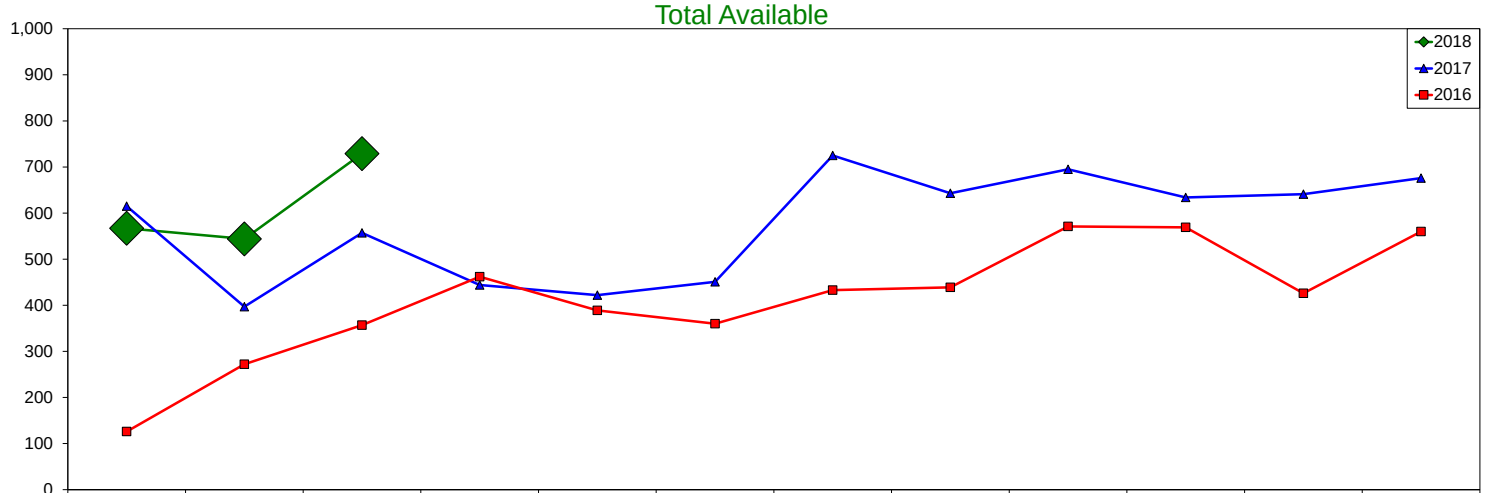
Same as Listing Nights, due to the 1:1 relationship for hotel comparable rooms being 1-bedroom or studio

Booked



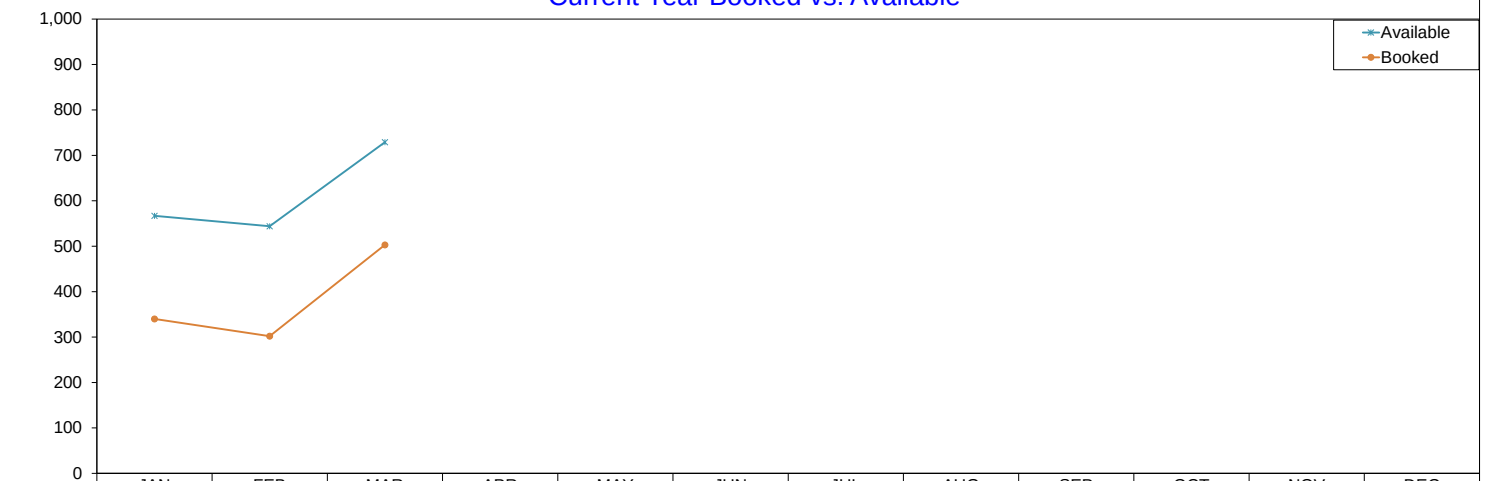
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	340	302	503									
2017	358	252	367	307	237	236	373	364	364	395	317	274
2016	46	183	248	224	234	202	190	214	294	271	170	302

Total Available



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	567	544	729									
2017	615	397	557	444	422	451	725	643	695	634	641	676
2016	126	272	357	462	389	360	433	439	571	569	426	560

Current Year Booked vs. Available



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Available	567	544	729									
Booked	340	302	503									