

Monthly & YTD AirBNB Data

December 2018

Entire Place	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	127.80	27.0%	127.80	27.0%	63.7%	6.8%	63.7%	6.8%	81.39	35.6%	81.39	35.6%
FEBRUARY	135.73	24.1%	131.52	26.6%	57.3%	0.8%	60.5%	3.3%	77.71	25.1%	79.57	30.8%
MAR	128.47	-0.2%	130.19	15.8%	69.1%	18.3%	63.9%	9.3%	88.72	18.0%	83.26	26.6%
APRIL	135.12	6.7%	131.70	13.4%	65.2%	-2.2%	64.3%	6.4%	88.06	4.3%	84.70	20.7%
MAY	159.81	10.2%	138.01	13.6%	55.1%	-4.2%	62.0%	3.5%	88.11	5.6%	85.56	17.7%
JUNE	150.75	-3.2%	140.76	11.2%	72.7%	39.0%	64.0%	9.3%	109.60	34.4%	90.13	21.5%
JULY	148.85	-6.7%	142.29	7.7%	69.7%	29.2%	65.0%	12.6%	103.80	20.6%	92.53	21.2%
AUGUST	143.18	-7.8%	142.43	5.1%	63.1%	11.1%	64.7%	12.3%	90.35	2.4%	92.18	18.1%
SEPTEMBER	151.79	-6.5%	143.76	3.7%	57.1%	9.5%	63.5%	11.6%	86.63	2.4%	91.30	15.7%
OCTOBER	152.69	-0.2%	145.04	3.6%	56.5%	-0.7%	62.4%	9.6%	86.26	-0.9%	90.51	13.5%
NOVEMBER	159.28	9.3%	146.61	4.2%	55.1%	0.4%	61.5%	8.4%	87.74	9.8%	90.17	13.0%
DECEMBER	182.74	17.8%	150.65	6.3%	57.2%	30.7%	61.0%	10.0%	104.55	54.0%	91.88	16.9%

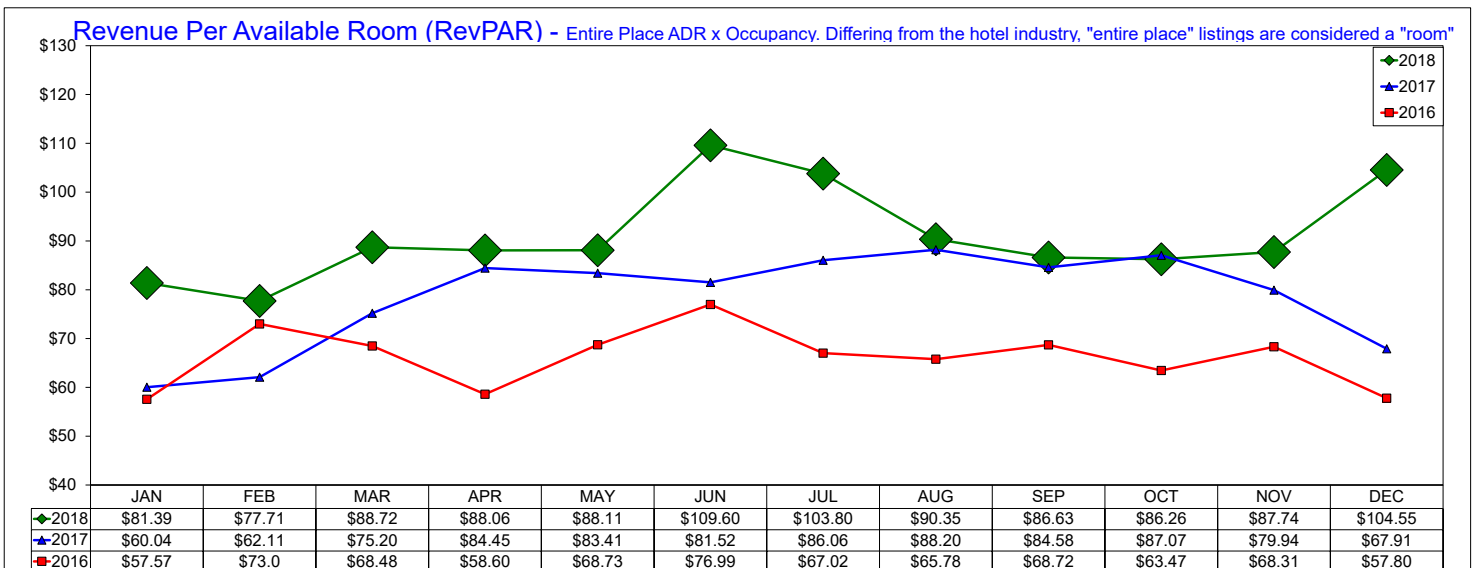
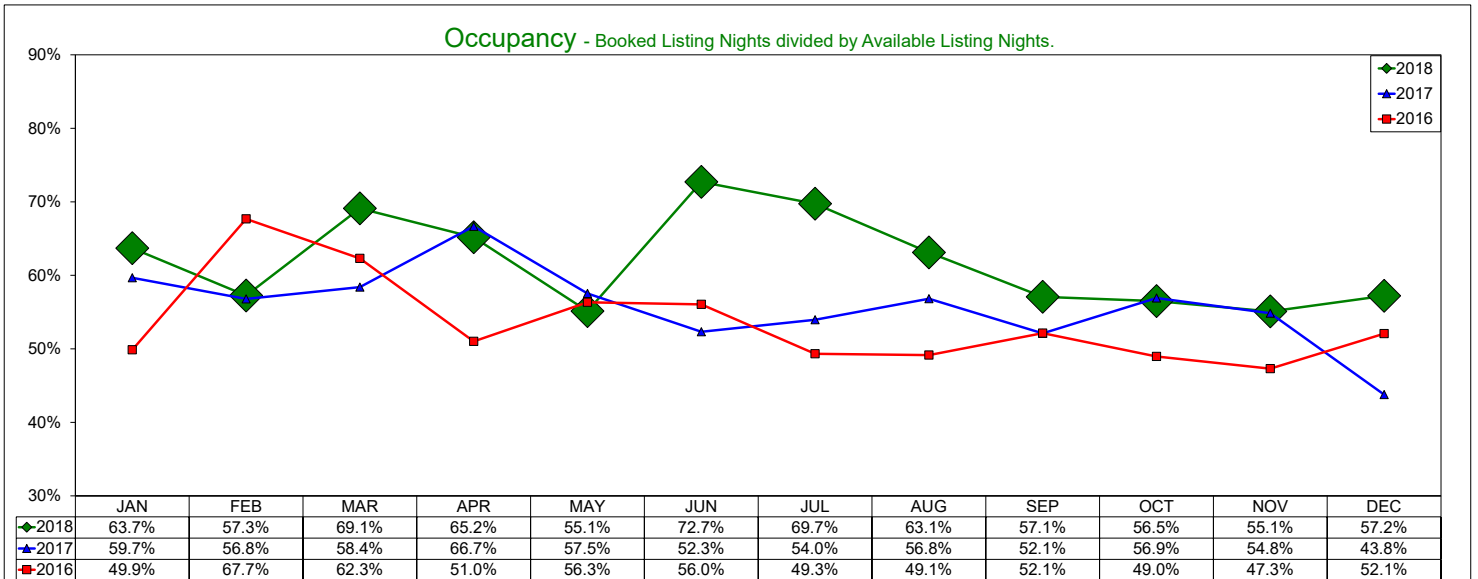
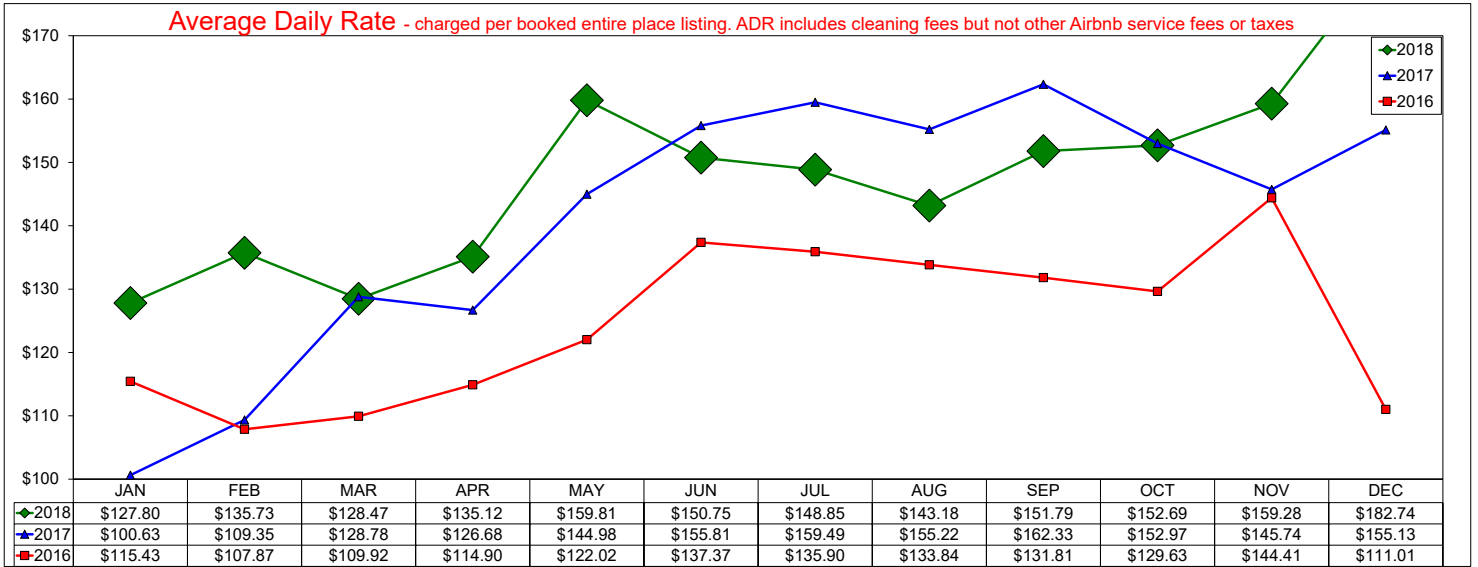
Hotel Comparable	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	90.74	25.4%	90.74	25.4%	60.0%	3.0%	60.0%	3.0%	54.41	29.2%	54.41	29.2%
FEBRUARY	89.81	28.1%	90.30	26.5%	55.5%	-12.5%	57.8%	-4.1%	49.86	12.1%	52.18	21.2%
MAR	81.82	11.3%	86.58	19.9%	69.0%	4.7%	62.2%	-0.1%	56.46	16.6%	53.87	19.8%
APRIL	83.81	6.2%	85.78	16.2%	67.5%	-2.3%	63.7%	-0.2%	56.60	3.8%	54.62	16.0%
MAY	89.61	13.0%	86.48	15.8%	48.2%	-14.2%	60.1%	-3.8%	43.20	-3.0%	51.99	11.5%
JUNE	90.07	3.7%	87.20	14.3%	69.4%	32.7%	61.8%	1.5%	62.53	37.5%	53.87	16.0%
JULY	85.03	-5.2%	86.82	10.4%	66.3%	28.9%	62.5%	6.0%	56.40	22.3%	54.30	17.1%
AUGUST	86.05	0.6%	86.70	8.9%	69.3%	22.4%	63.5%	8.3%	59.65	23.2%	55.07	17.9%
SEPTEMBER	96.86	1.8%	88.17	8.0%	67.1%	28.1%	64.0%	10.8%	64.97	30.4%	56.44	19.7%
OCTOBER	94.41	1.6%	89.11	7.4%	70.0%	12.3%	64.8%	11.3%	66.07	14.1%	57.78	19.5%
NOVEMBER	88.20	5.9%	89.02	7.2%	74.7%	51.0%	65.7%	14.6%	65.85	59.9%	58.51	22.9%
DECEMBER	93.31	7.4%	89.39	7.3%	58.4%	44.1%	65.0%	16.7%	54.48	54.8%	58.12	25.3%

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

AirBNB - Entire Place

December 2018

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

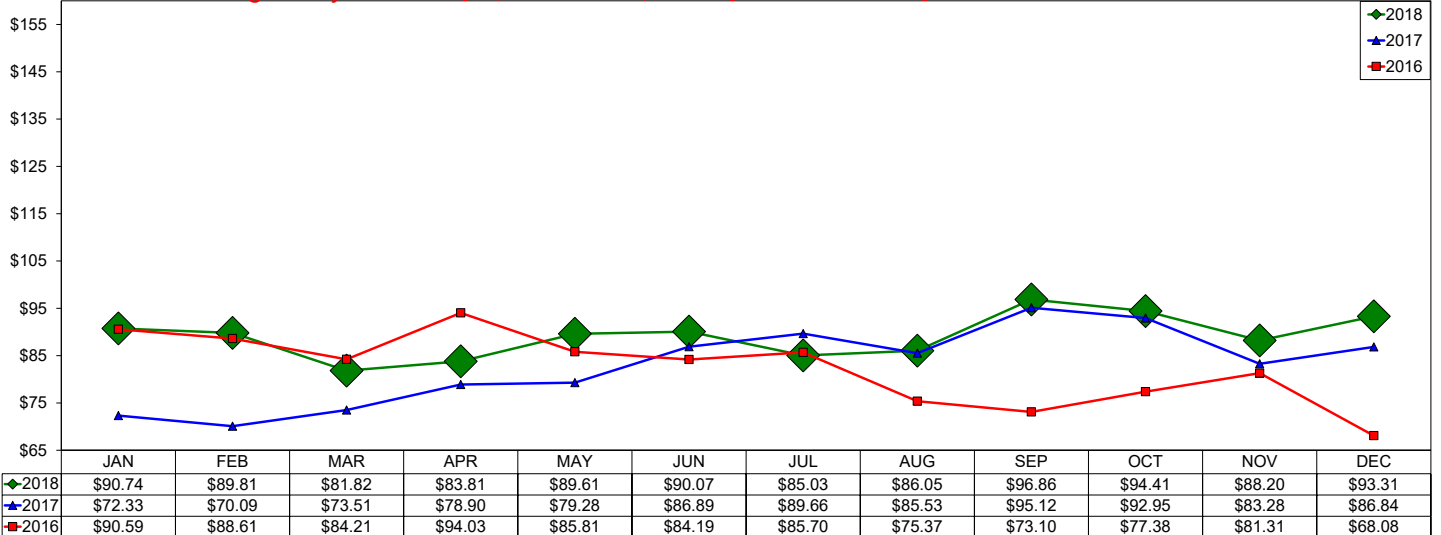


AirBNB - Hotel Comparable Subset

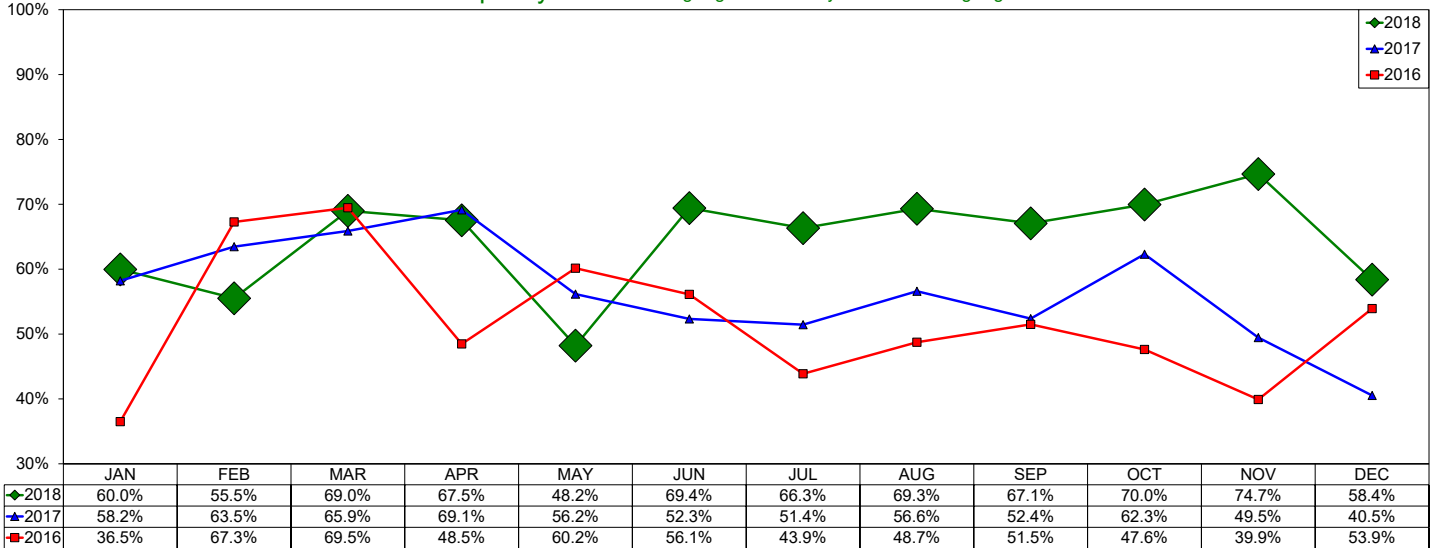
December 2018

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

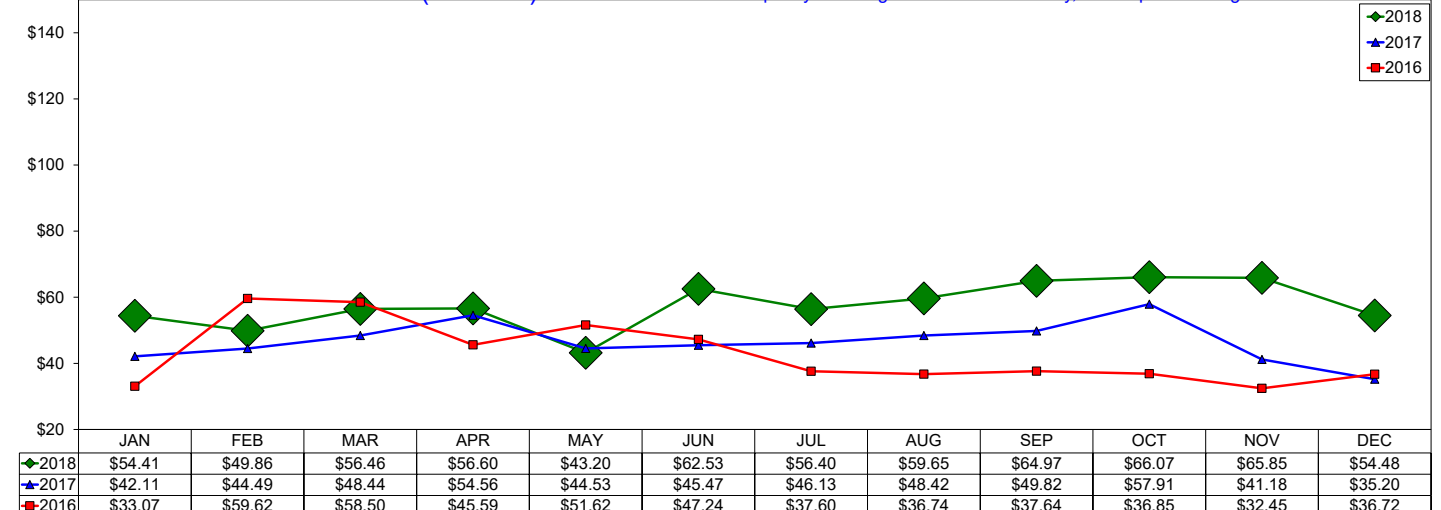
Average Daily Rate - charged per booked entire place listing. ADR includes cleaning fees but not other Airbnb service fees or taxes



Occupancy - Booked Listing Nights divided by Available Listing Nights.



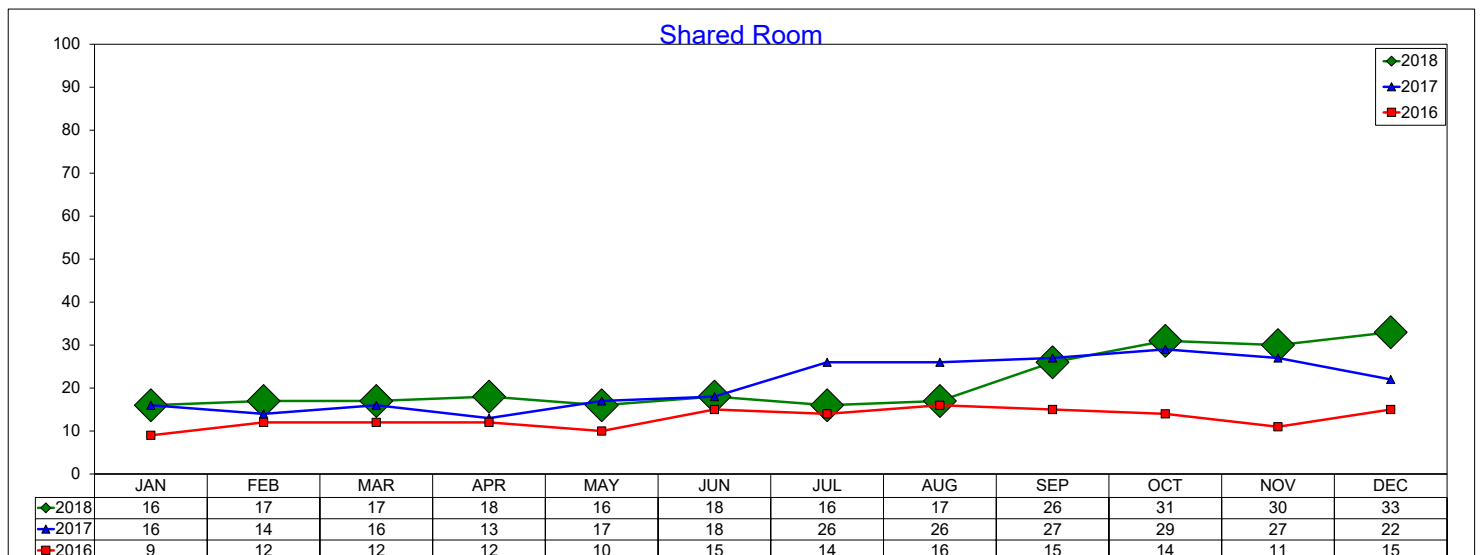
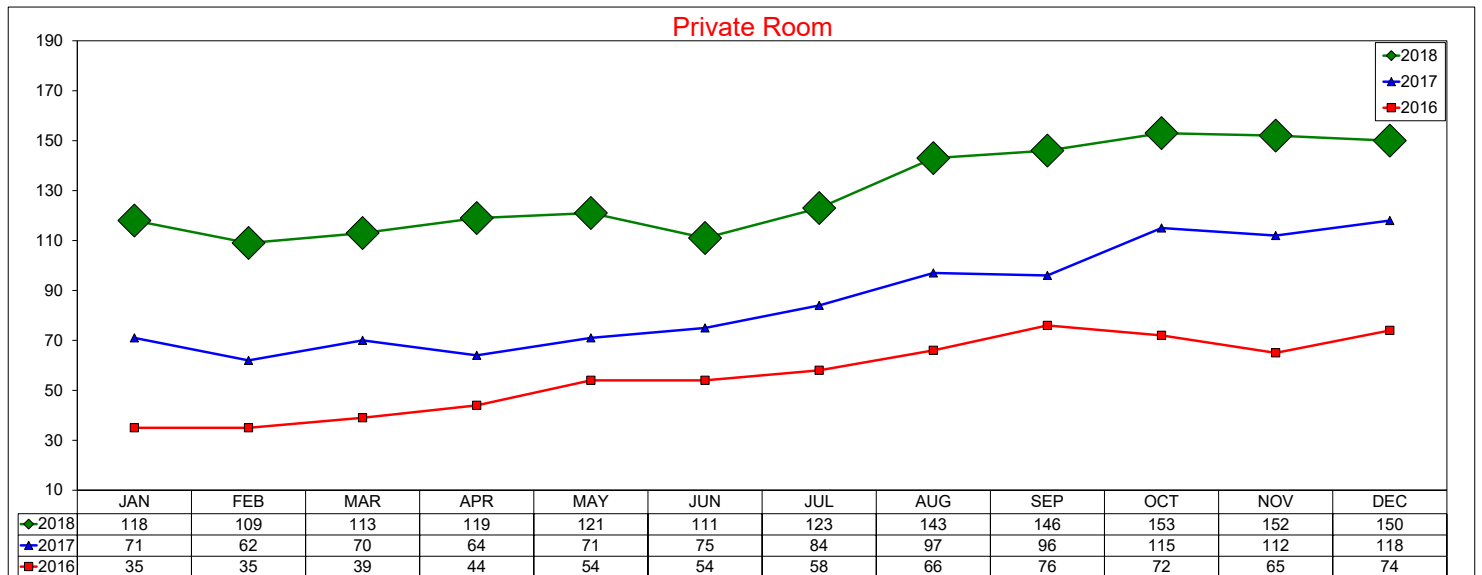
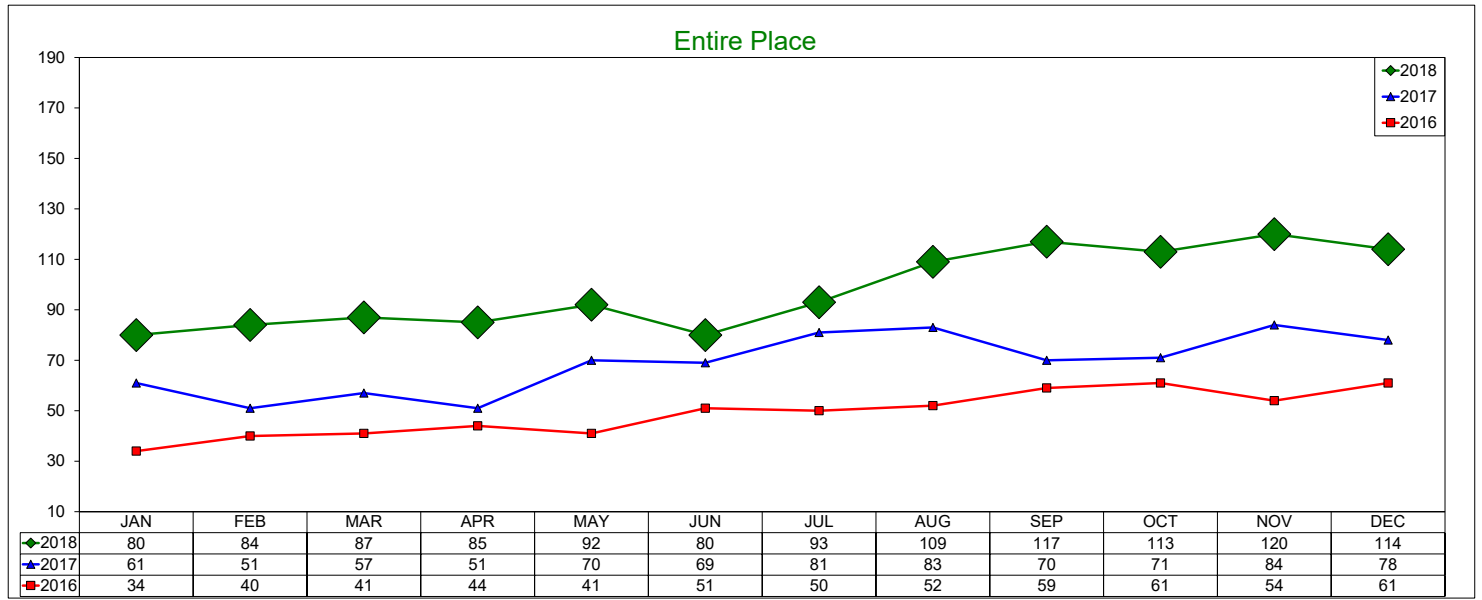
Revenue Per Available Room (RevPAR) - Entire Place ADR x Occupancy. Differing from the hotel industry, "entire place" listings are considered a "room"



AirBNB - Total Available Listings

December 2018

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

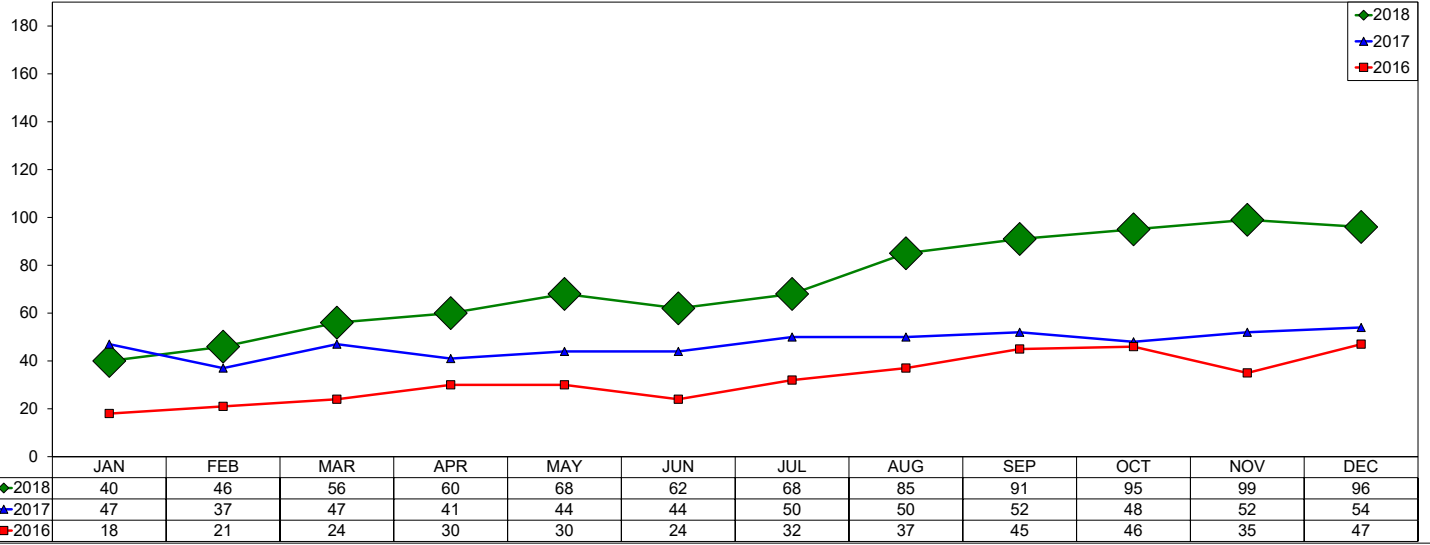


AirBNB - Booked Listings

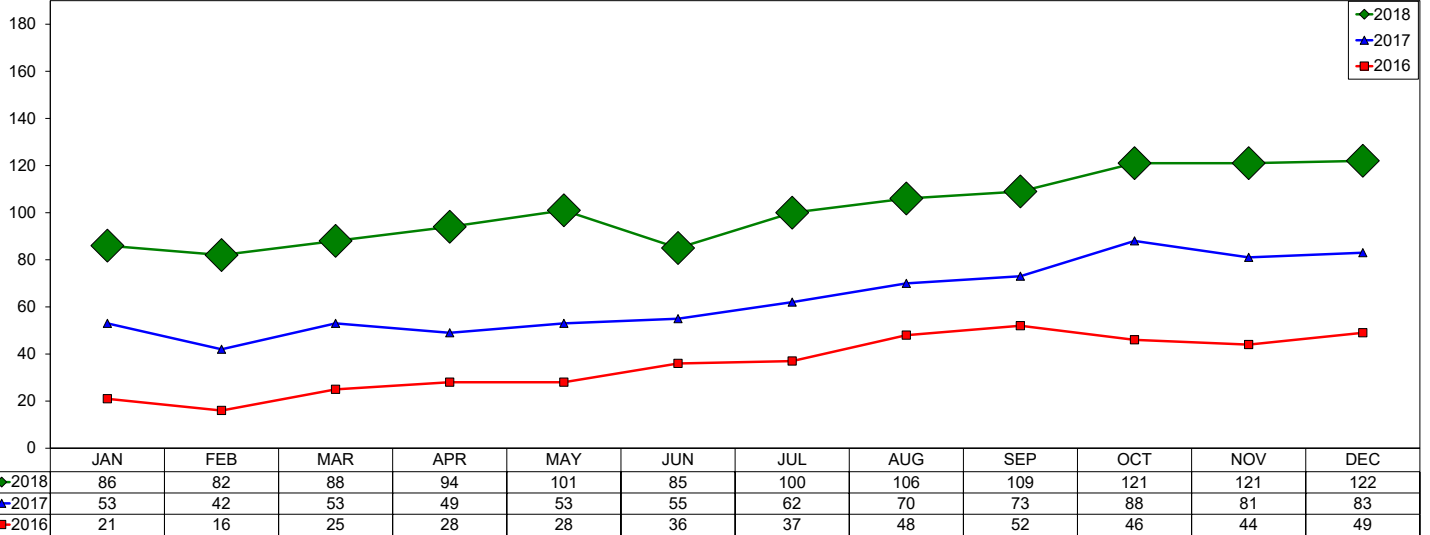
December 2018

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

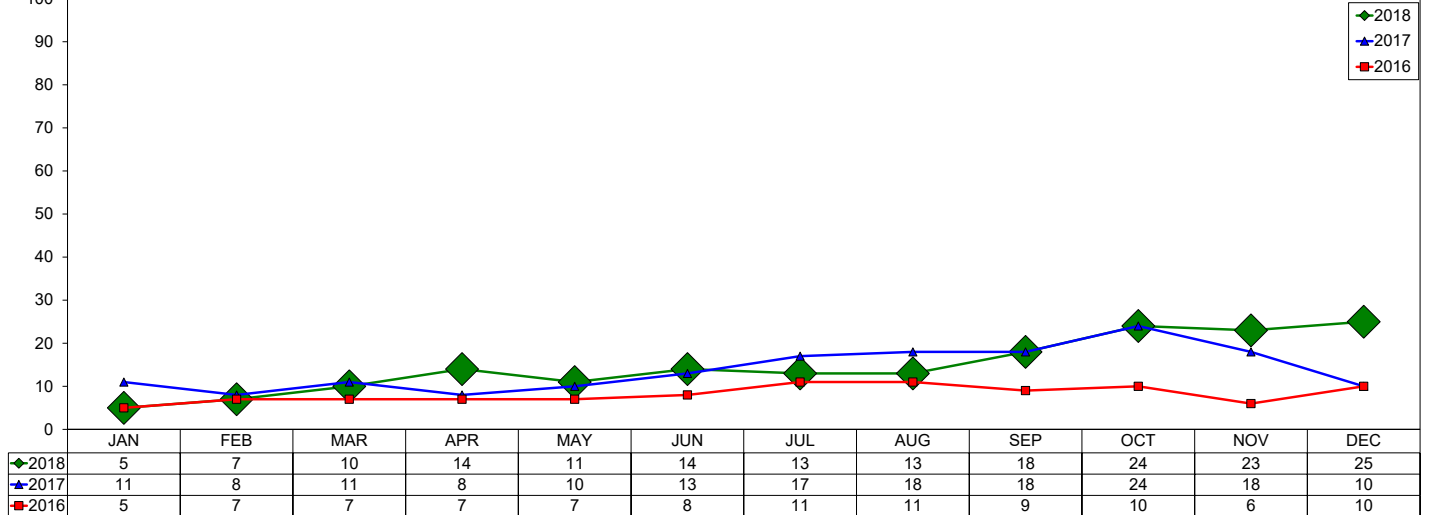
Entire Place



Private Room



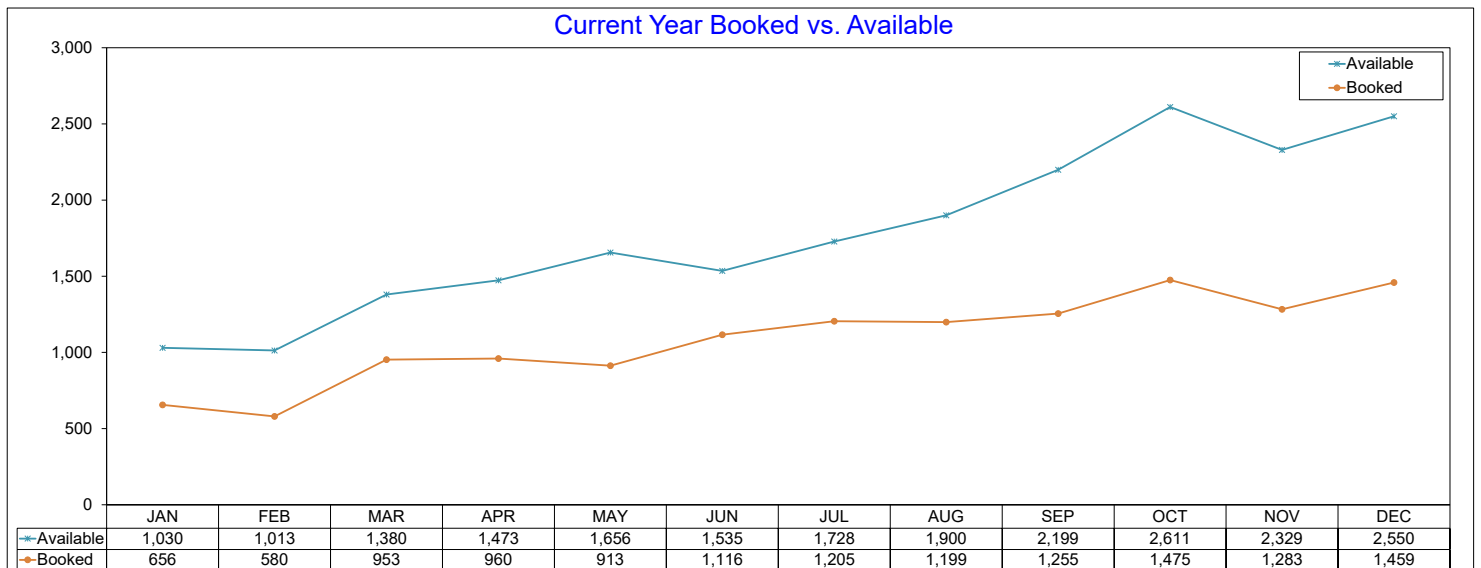
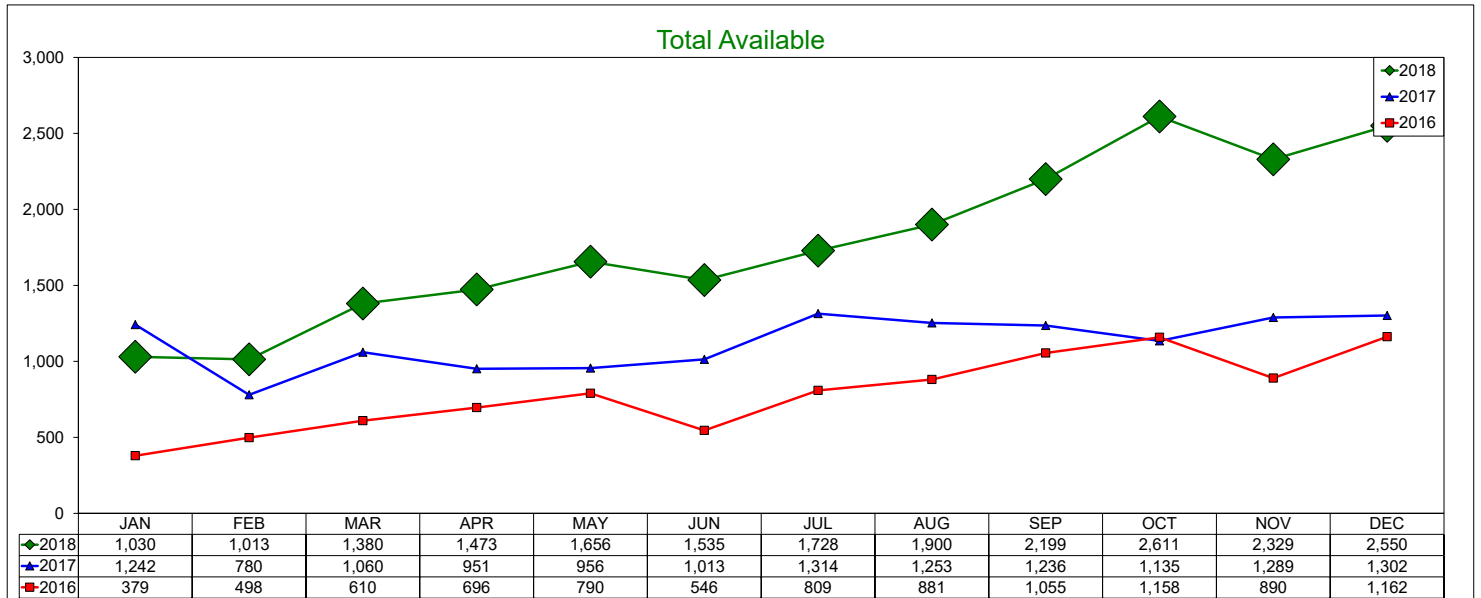
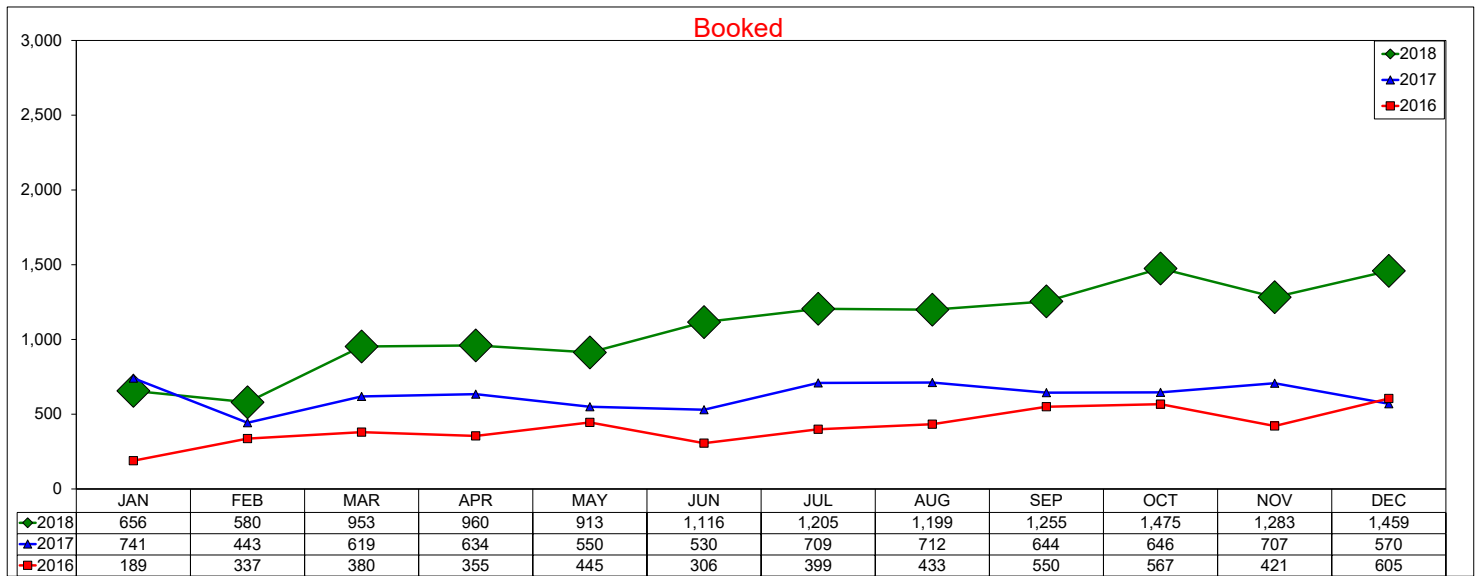
Shared Room



AirBNB - Listing Nights

December 2018

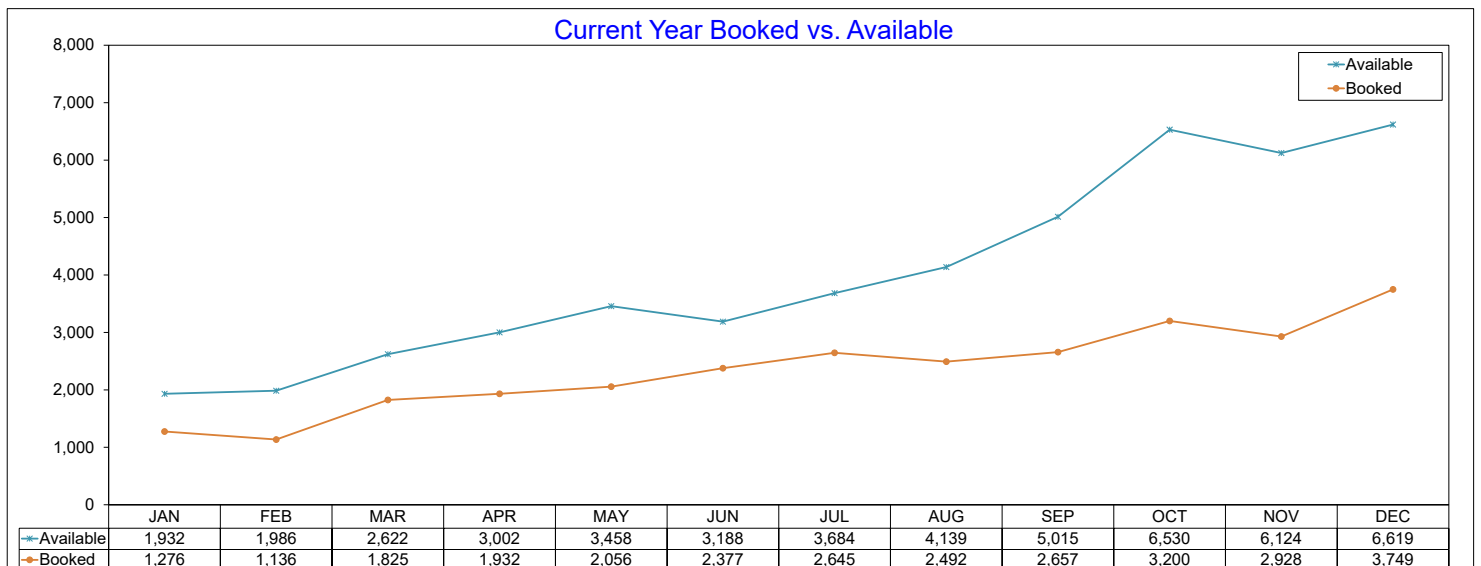
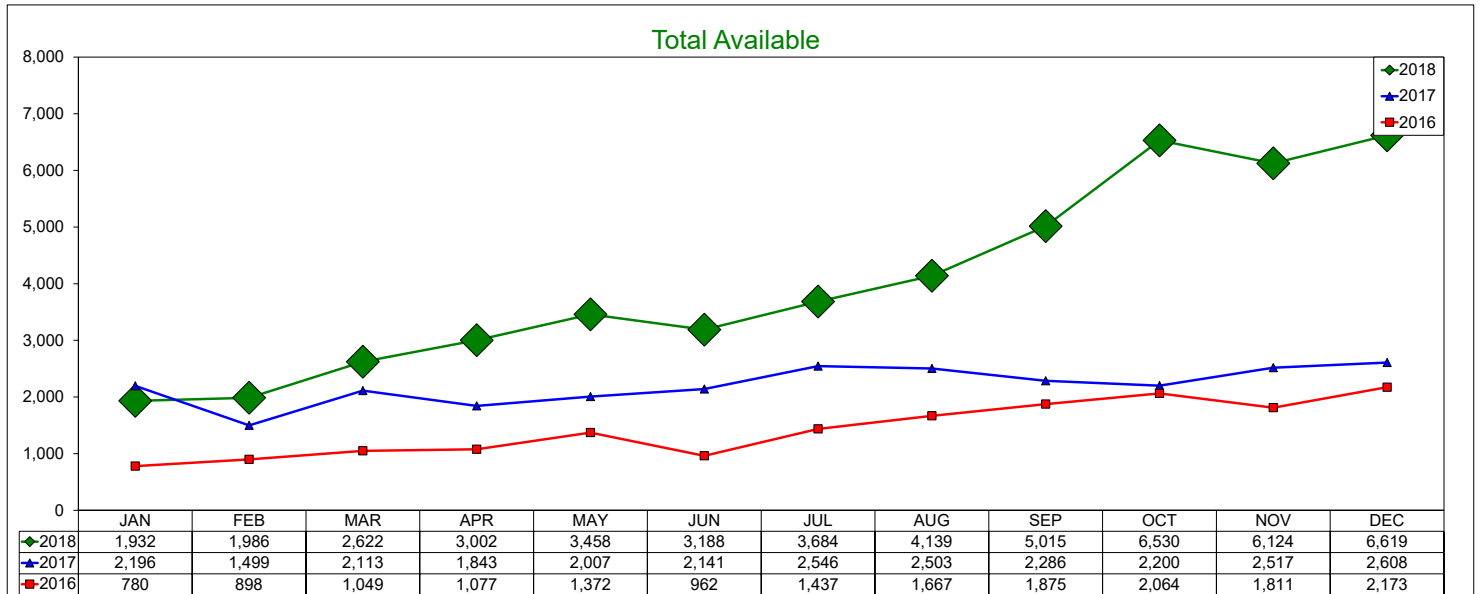
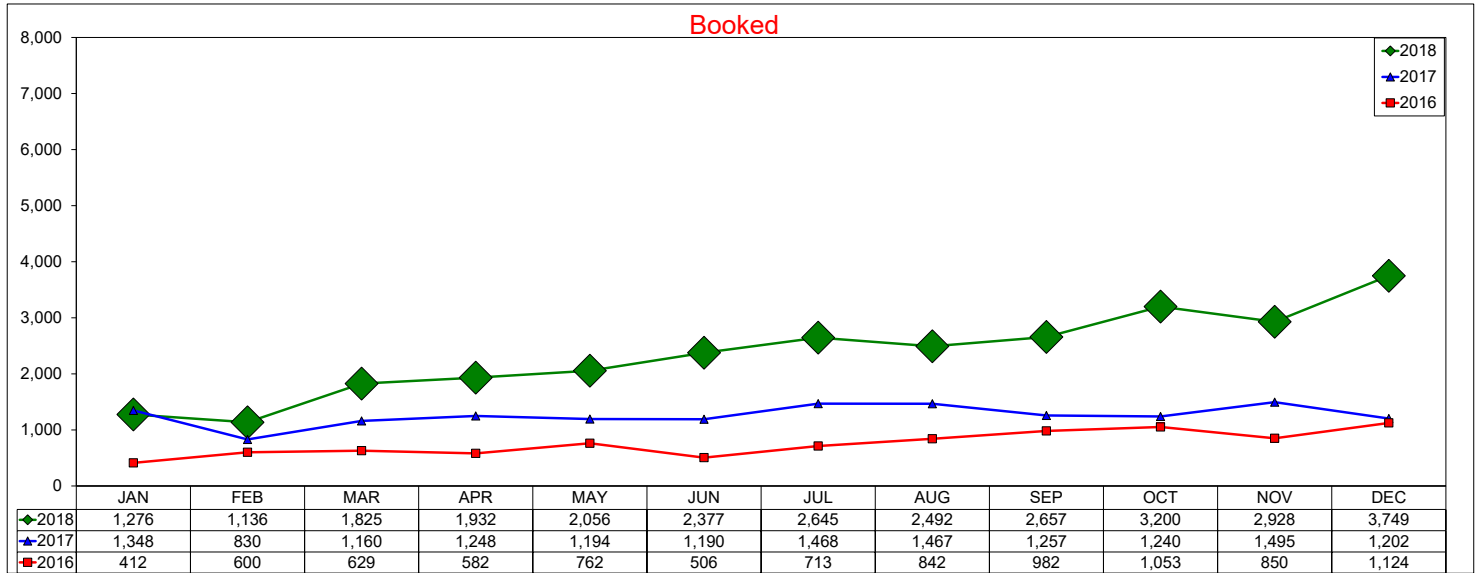
The sum of all listings that were available for rent, and had at least one booking during the month



AirBNB - Room Nights - Entire Place

December 2018

Listing Nights multiplied by the number of bedrooms in each listing



AirBNB - Room Nights - Hotel Comparable Subset

December 2018

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

