

# Monthly & YTD AirBNB Data

## September 2019

Entire Place	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	148.03	3.7%	148.03	3.7%	48.5%	-24.2%	48.5%	-24.2%	71.81	-21.4%	71.81	-21.4%
FEBRUARY	145.41	-2.0%	146.75	1.0%	53.9%	-4.9%	51.0%	-15.5%	78.39	-6.8%	74.85	-14.7%
MAR	202.06	33.8%	170.55	15.4%	66.0%	-1.9%	56.5%	-10.5%	133.44	31.3%	96.43	3.3%
APRIL	181.03	23.0%	173.63	17.6%	61.1%	-9.1%	57.8%	-10.1%	110.58	11.8%	100.37	5.7%
MAY	195.54	9.8%	179.05	16.1%	61.6%	12.3%	58.7%	-5.3%	120.45	23.3%	105.10	9.9%
JUNE	199.59	10.4%	183.08	14.5%	73.7%	-2.3%	61.1%	-5.1%	147.04	7.9%	111.94	8.6%
JULY	214.55	20.0%	188.45	15.2%	71.5%	2.6%	62.7%	-4.1%	153.40	23.1%	118.13	10.5%
AUGUST	212.86	40.7%	192.35	19.0%	61.5%	0.0%	62.5%	-3.5%	130.87	40.8%	120.20	14.9%
SEPTEMBER	219.47	28.2%	196.28	20.4%	67.5%	18.9%	63.2%	-0.5%	148.20	52.4%	124.00	19.9%
OCTOBER												
NOVEMBER												
DECEMBER												

Hotel Comparable	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	83.69	-6.1%	83.69	-6.1%	60.7%	-4.8%	60.7%	-4.8%	50.81	-10.6%	50.81	-10.6%
FEBRUARY	82.08	-6.9%	82.79	-6.6%	70.8%	26.5%	66.0%	10.0%	58.14	17.8%	54.62	2.7%
MAR	89.48	11.0%	85.22	0.0%	71.7%	3.4%	67.9%	6.7%	64.13	14.9%	57.90	6.8%
APRIL	83.64	1.2%	84.80	0.4%	58.2%	-17.0%	65.0%	-0.6%	48.67	-16.1%	55.12	-0.2%
MAY	87.24	-2.8%	85.30	-0.2%	56.3%	7.8%	63.0%	0.9%	49.16	4.8%	53.74	0.7%
JUNE	84.92	-6.4%	85.23	-1.5%	67.1%	-6.5%	63.7%	-0.7%	57.02	-12.5%	54.30	-2.1%
JULY	81.69	-5.1%	84.76	-1.9%	68.4%	-0.5%	64.3%	-0.9%	55.86	-5.6%	54.49	-2.8%
AUGUST	90.44	5.6%	85.52	-0.9%	56.0%	-18.6%	63.0%	-3.7%	50.61	-14.0%	53.91	-4.6%
SEPTEMBER	93.55	-1.5%	86.35	-1.3%	66.5%	-1.1%	63.4%	-3.5%	62.20	-2.5%	54.73	-4.8%
OCTOBER												
NOVEMBER												
DECEMBER												

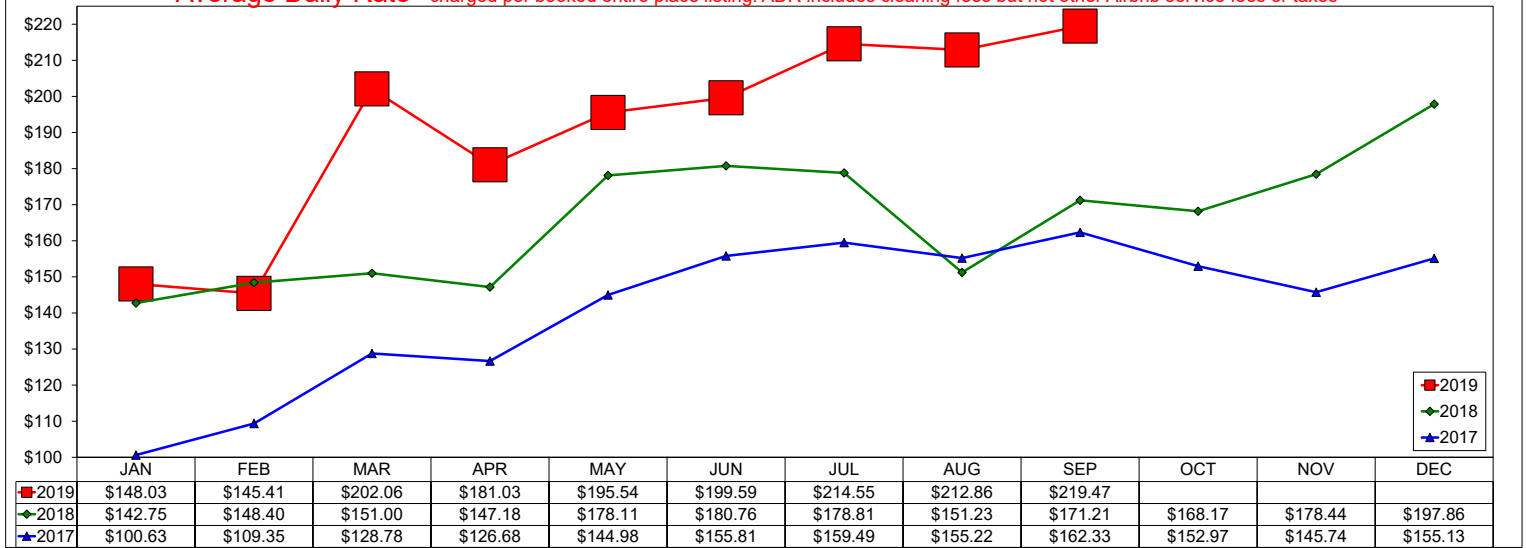
Note: The "Change %" column refers to the change from the prior year's figure.

# AirBNB - Entire Place

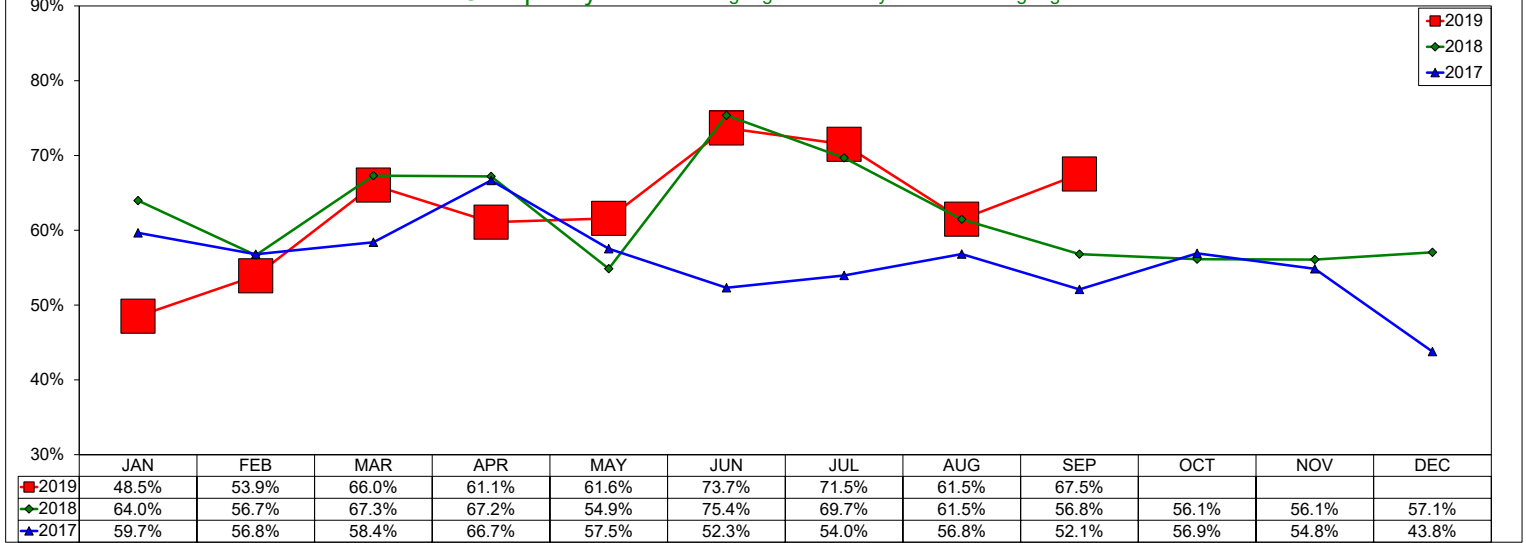
## September 2019

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

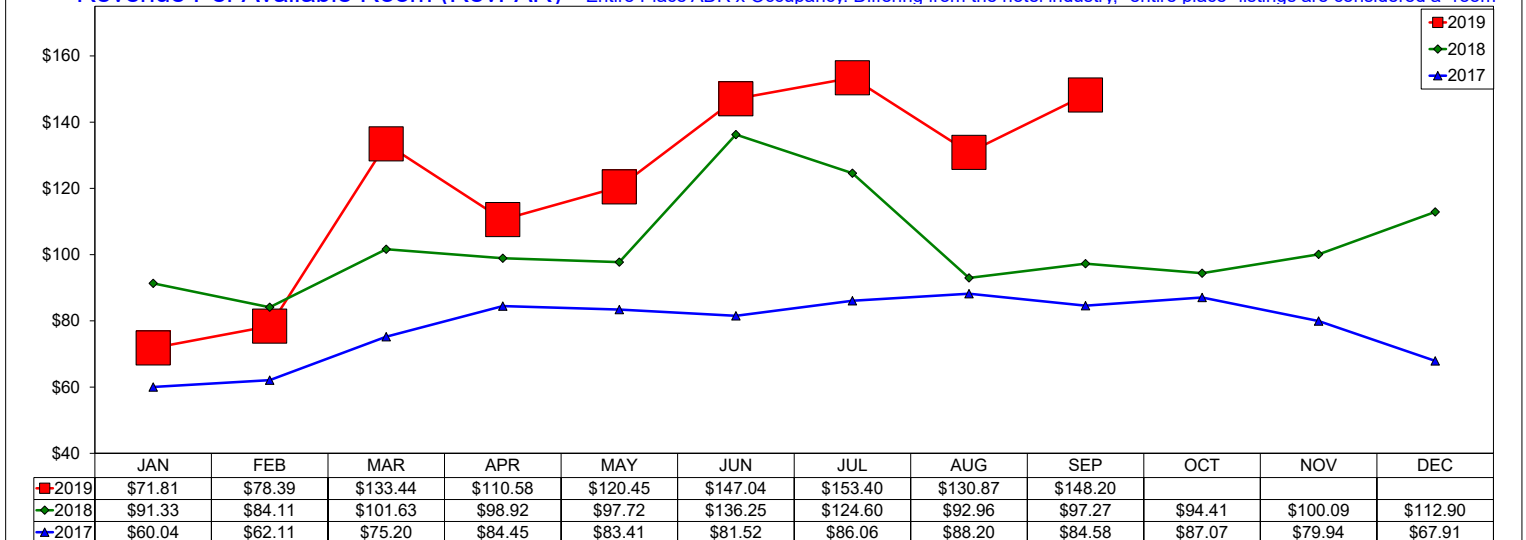
**Average Daily Rate** - charged per booked entire place listing. ADR includes cleaning fees but not other Airbnb service fees or taxes



**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"

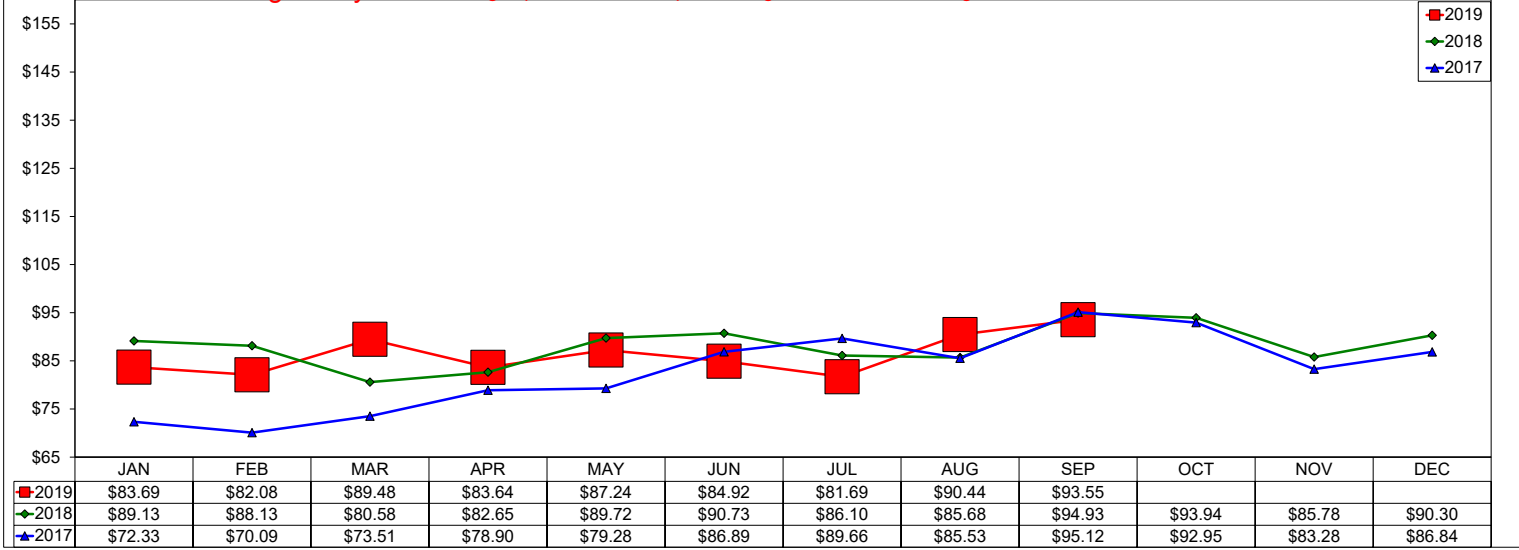


# AirBNB - Hotel Comparable Subset

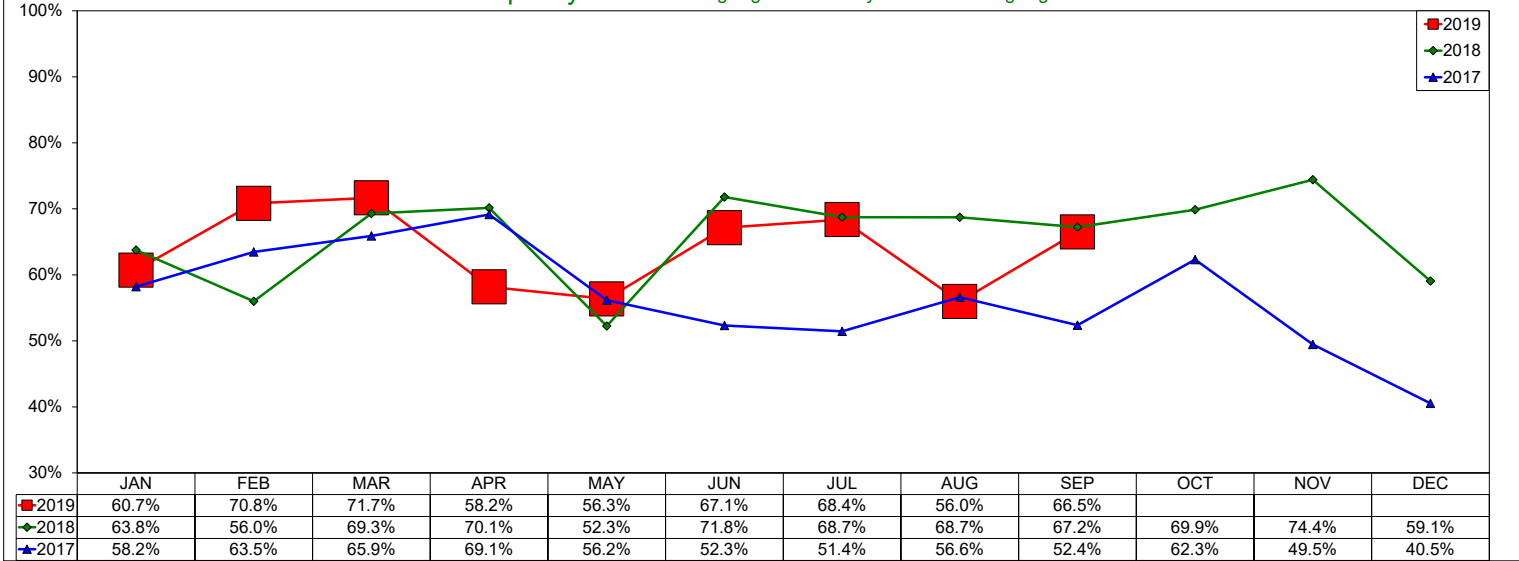
## September 2019

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.



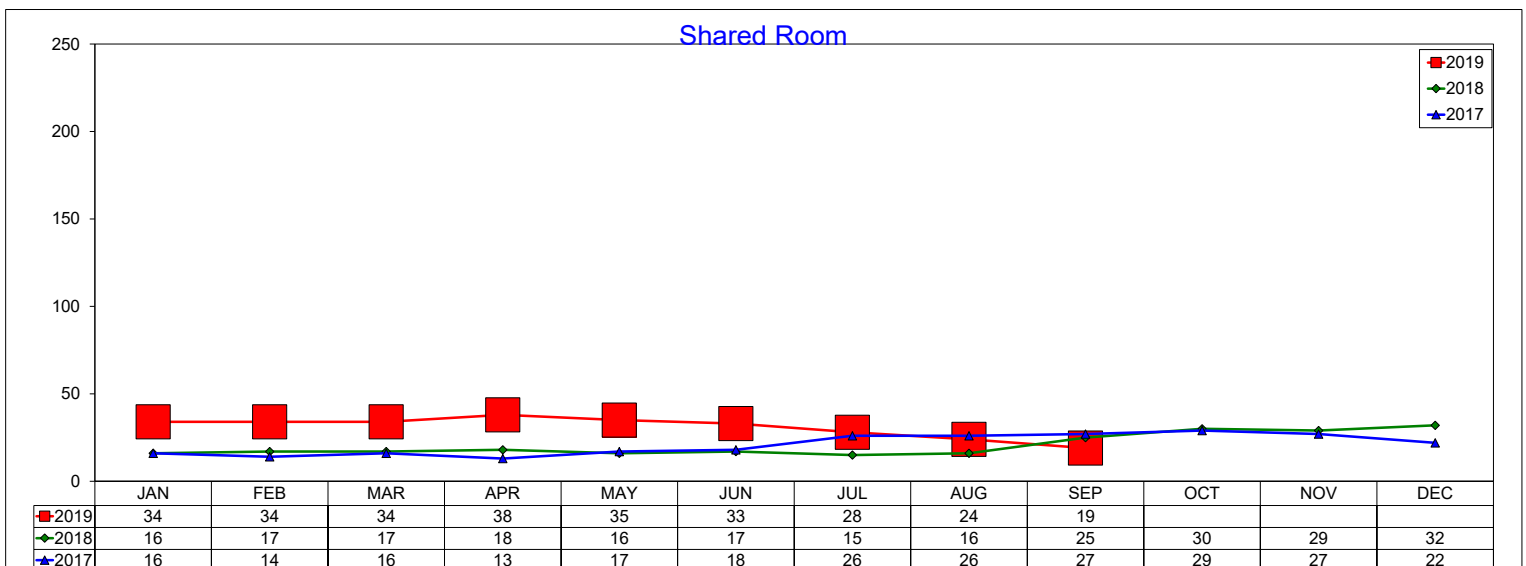
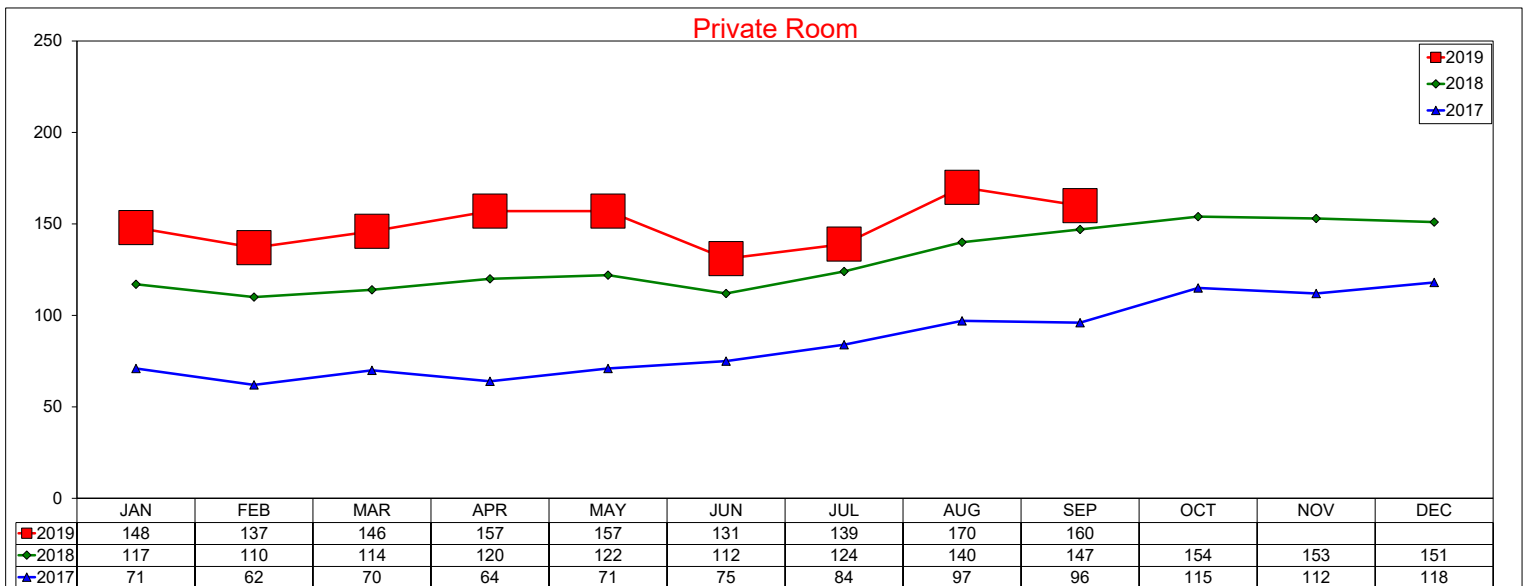
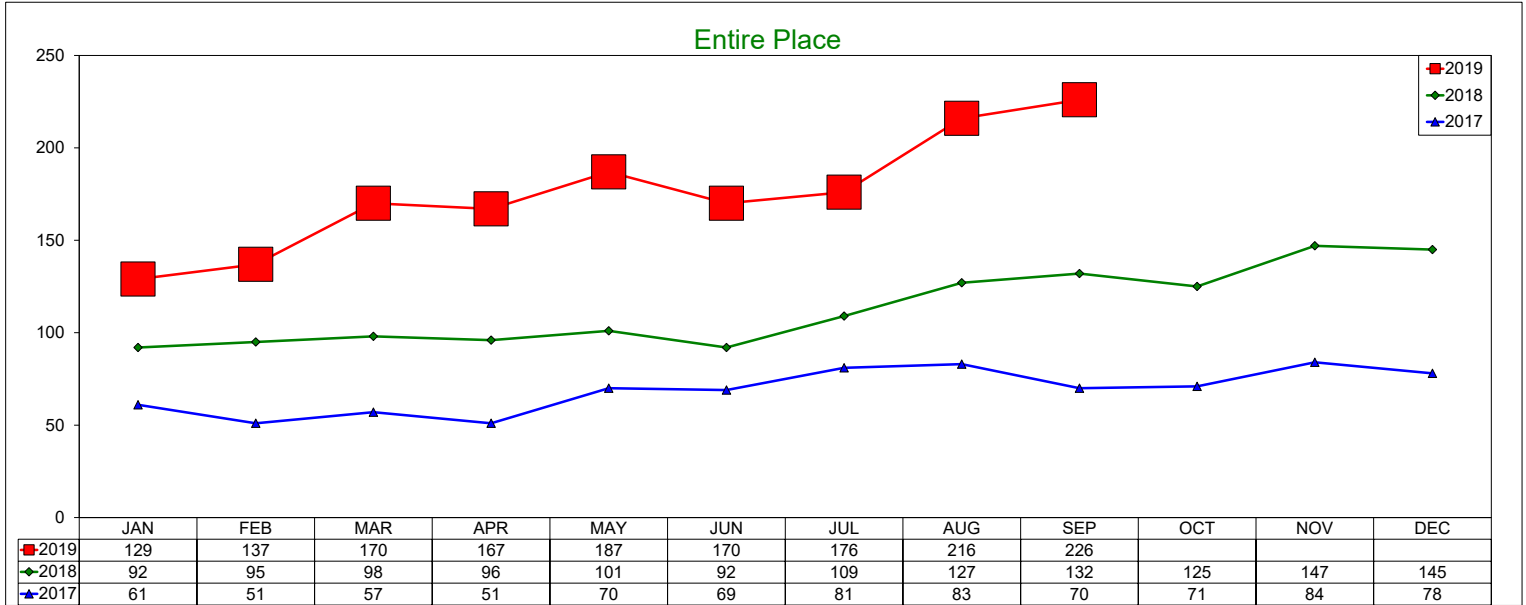
**Revenue Per Available Room (RevPAR)** - Entire Place ADR x Occupancy. Differing from the hotel industry, "entire place" listings are considered a "room"



# AirBNB - Total Available Listings

## September 2019

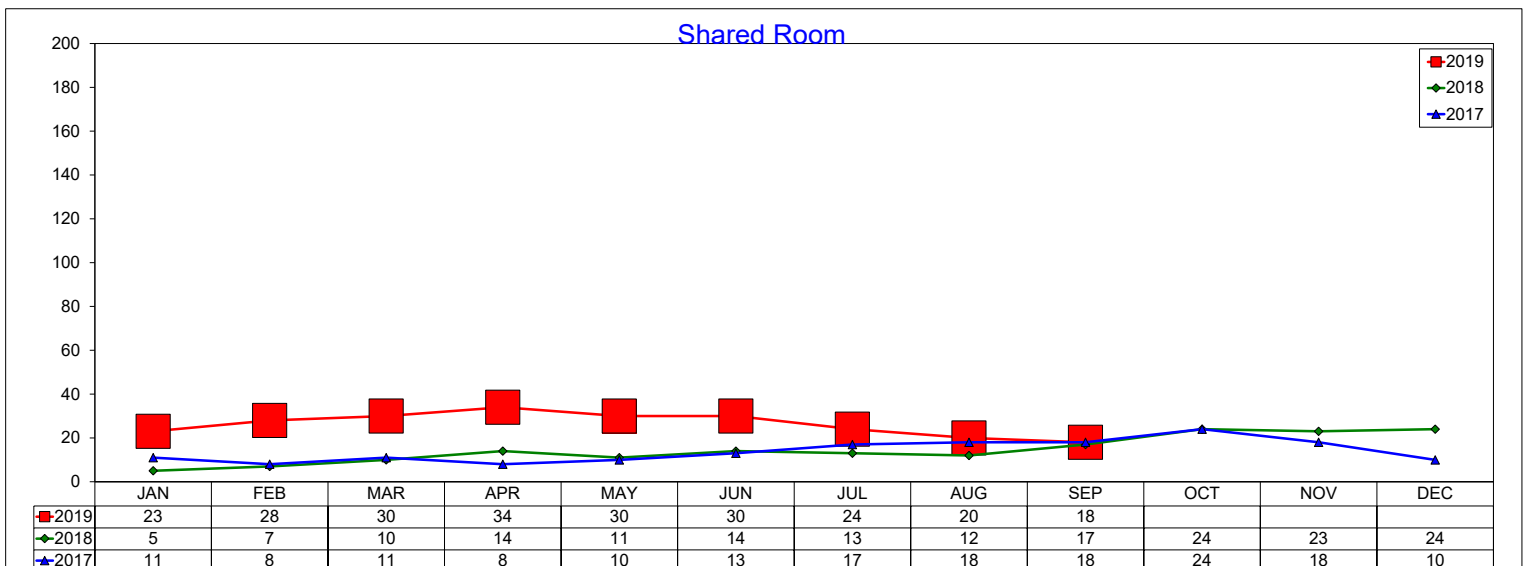
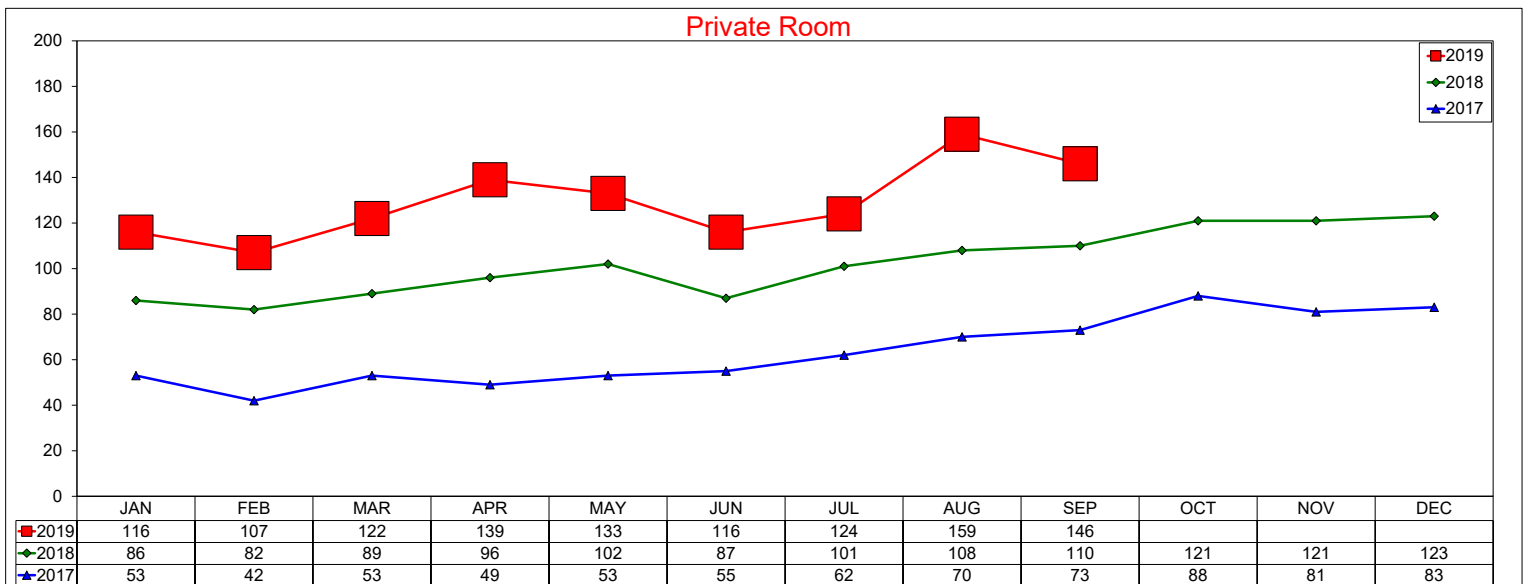
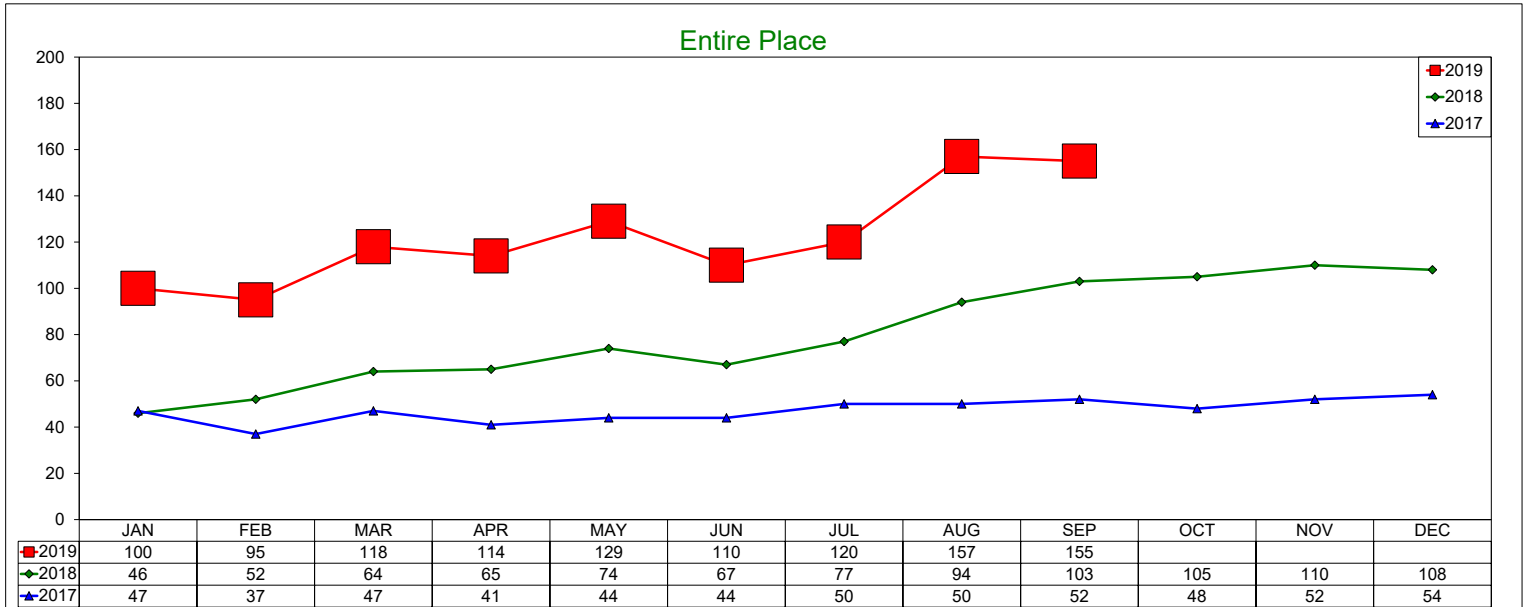
The count of Airbnb listings that were advertised for rent during the month or had a booked day in the month



# AirBNB - Booked Listings

## September 2019

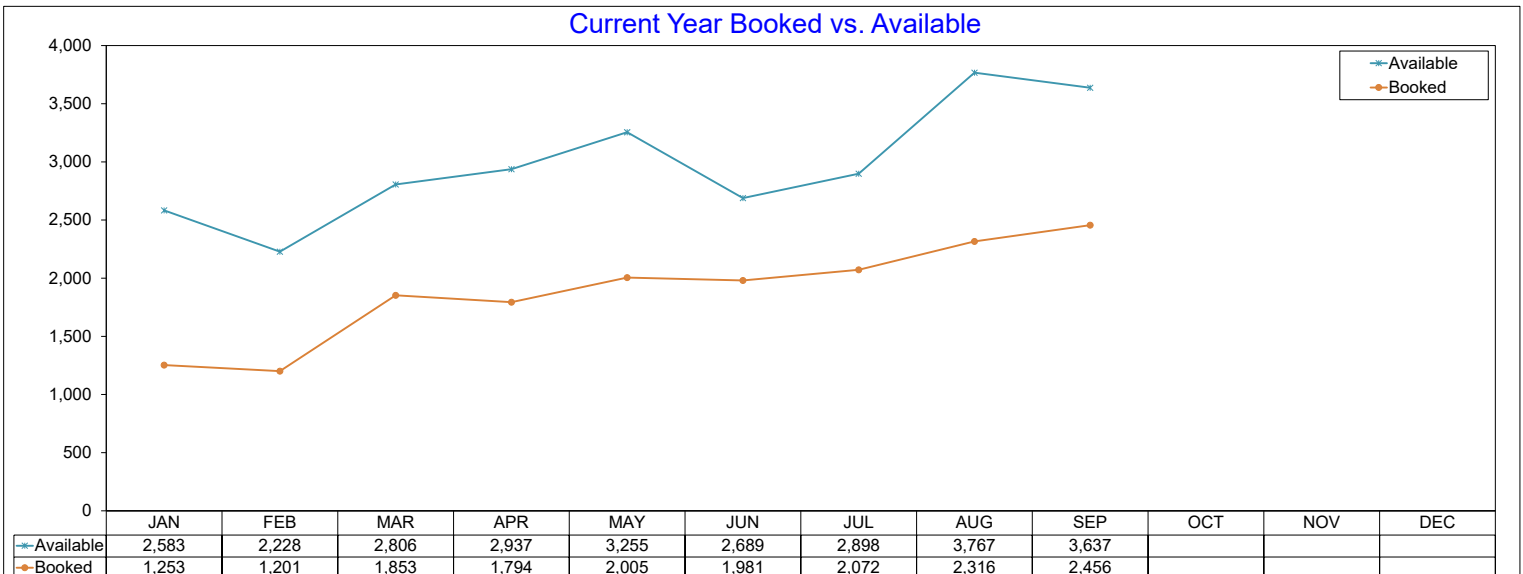
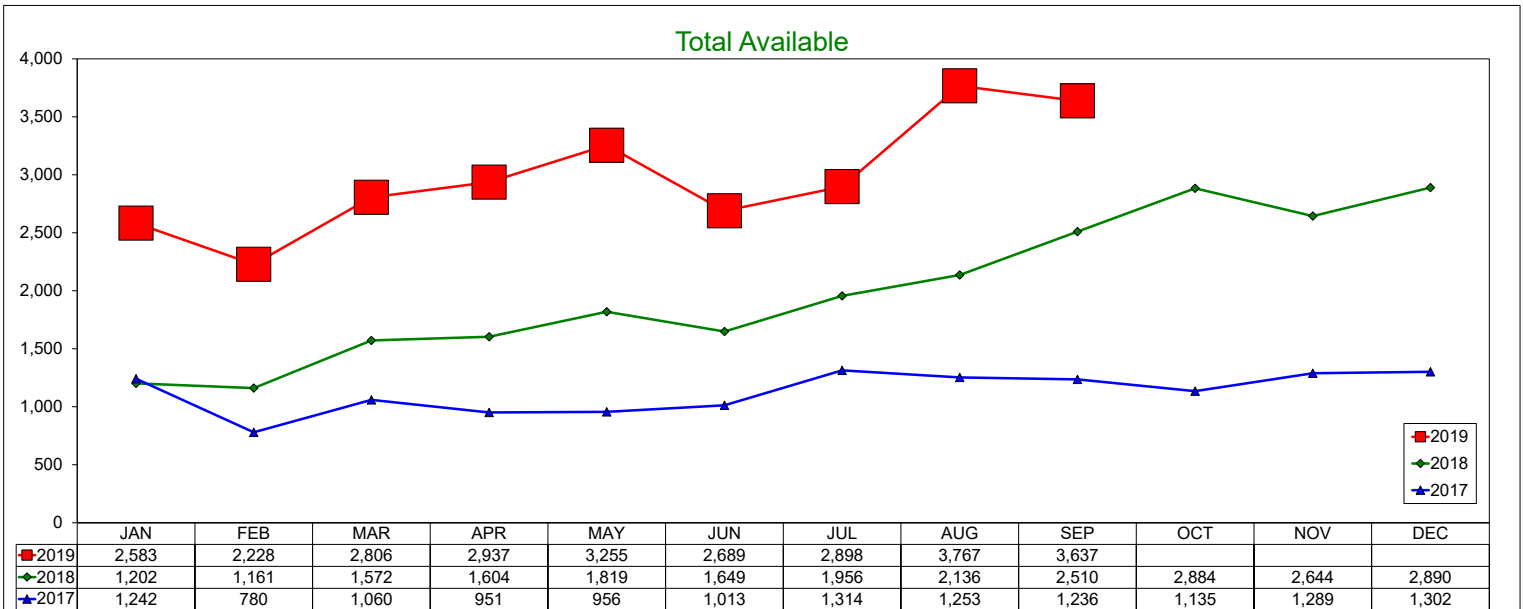
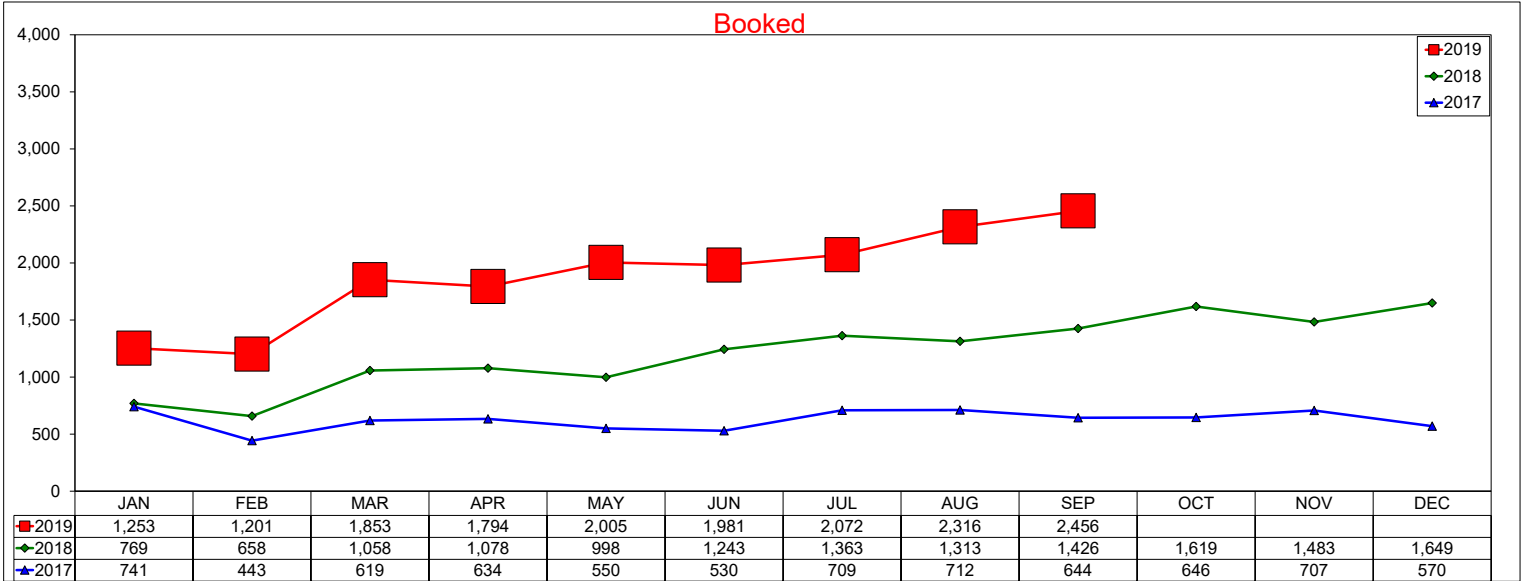
The count of Airbnb listings that had at least one booked day in the month



# AirBNB - Listing Nights

## September 2019

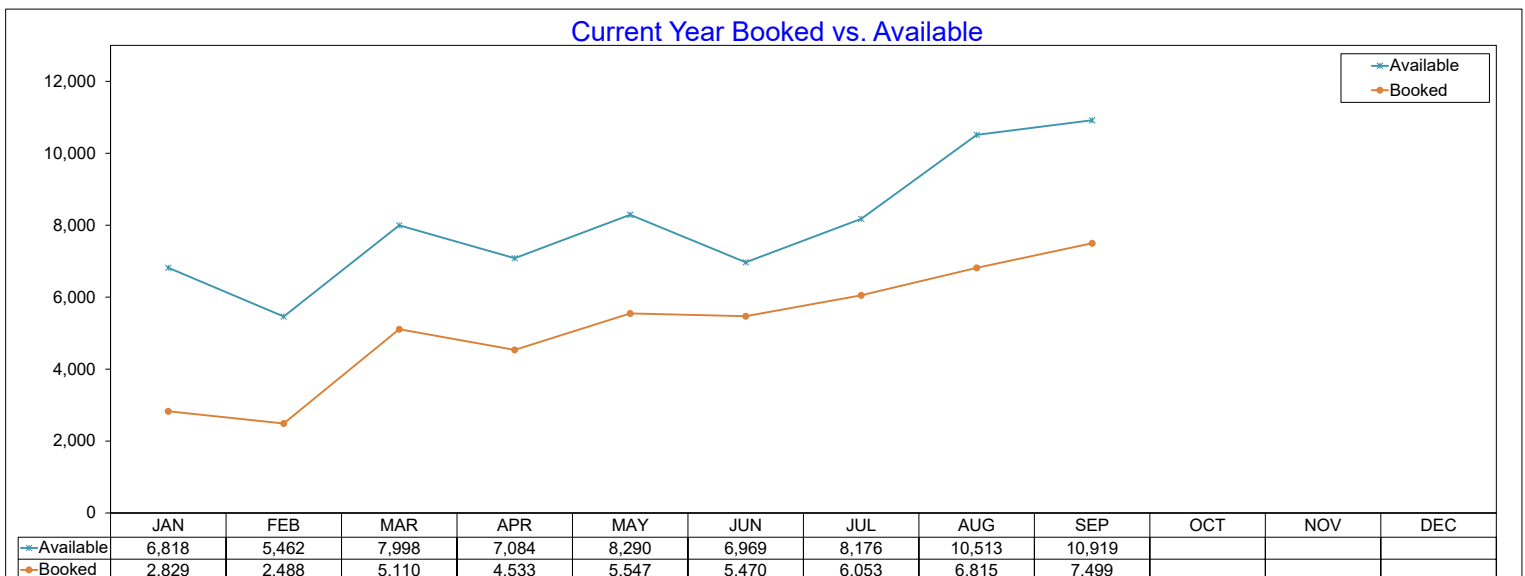
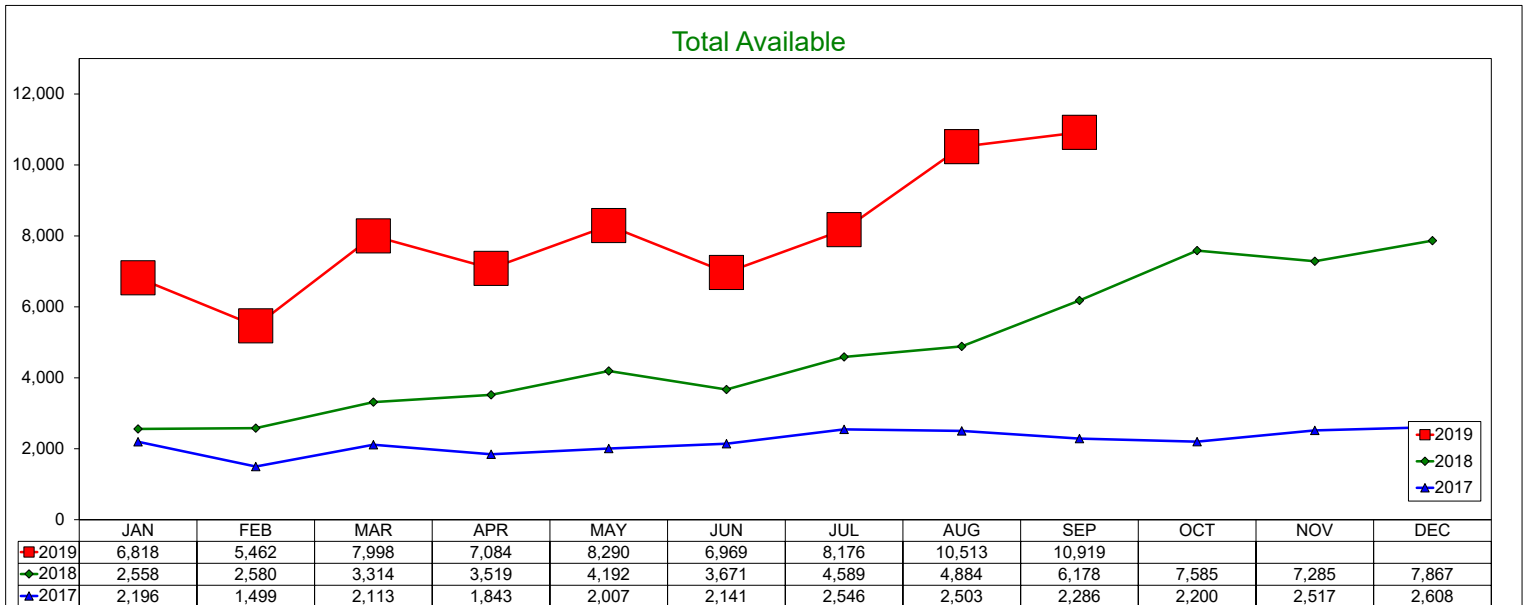
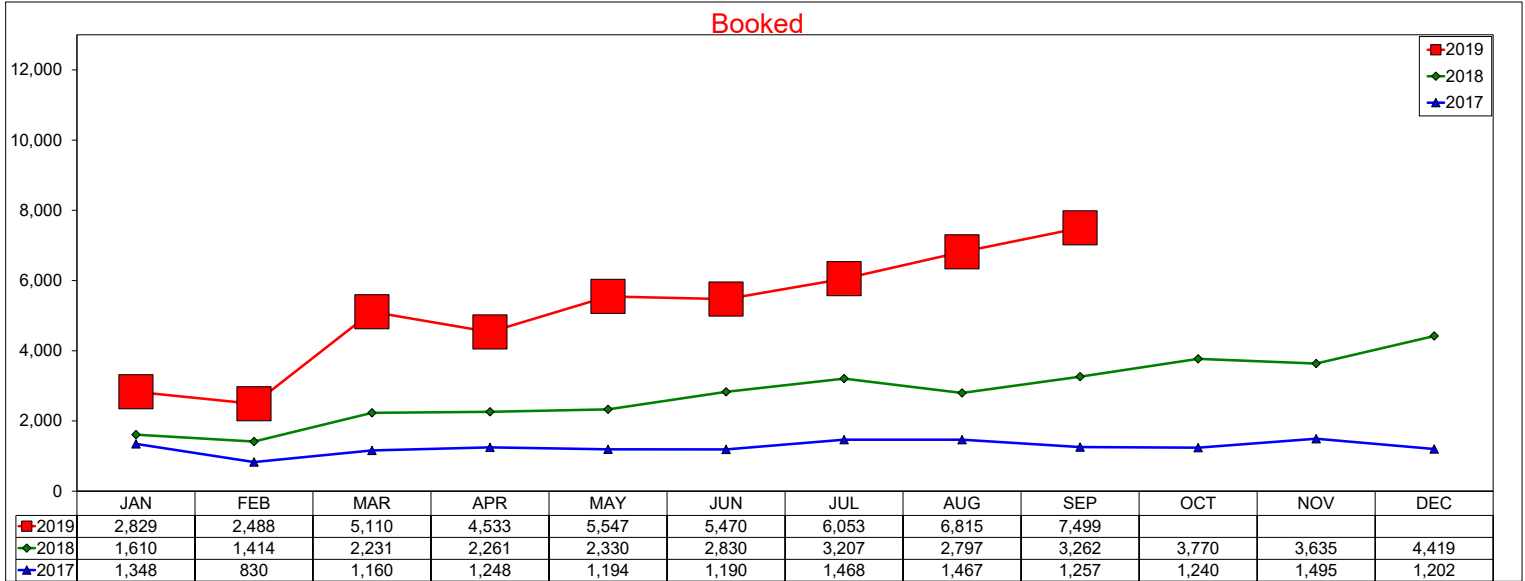
The sum of all listings that were available for rent, and had at least one booking during the month



# AirBNB - Room Nights - Entire Place

## September 2019

Listing Nights multiplied by the number of bedrooms in each listing



# AirBNB - Room Nights - Hotel Comparable Subset

## September 2019

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

