Monthly & YTD AirBNB Data

March 2020

Entire Place	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	170.21	15.0%	170.21	15.0%	59.3%	22.3%	59.3%	22.3%	101.02	40.7%	101.02	40.7%
FEBRUARY	180.89	24.4%	175.99	19.9%	71.7%	33.1%	65.5%	28.4%	129.76	65.5%	115.22	53.9%
MAR	166.55	-17.6%	172.60	1.2%	59.4%	-10.0%	63.2%	11.7%	98.96	-25.8%	109.01	13.0%
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	98.35	17.5%	98.35	17.5%	59.8%	-1.5%	59.8%	-1.5%	58.79	15.7%	58.79	15.7%
FEBRUARY	107.01	30.4%	103.10	24.5%	74.1%	4.6%	66.9%	1.3%	79.26	36.3%	68.92	26.2%
MAR	106.55	19.1%	104.44	22.5%	62.5%	-12.9%	65.1%	-4.2%	66.54	3.8%	67.96	17.4%
APRIL												
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

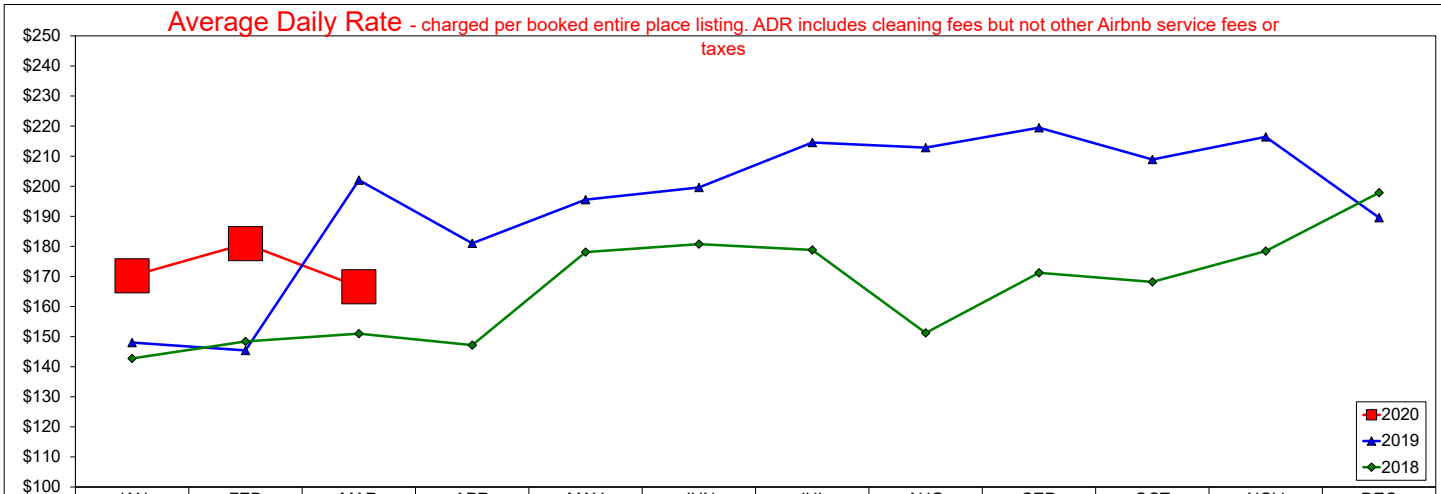
Note: The "Change %" column refers to the change from the prior year's figure.

AirBNB - Entire Place

March 2020

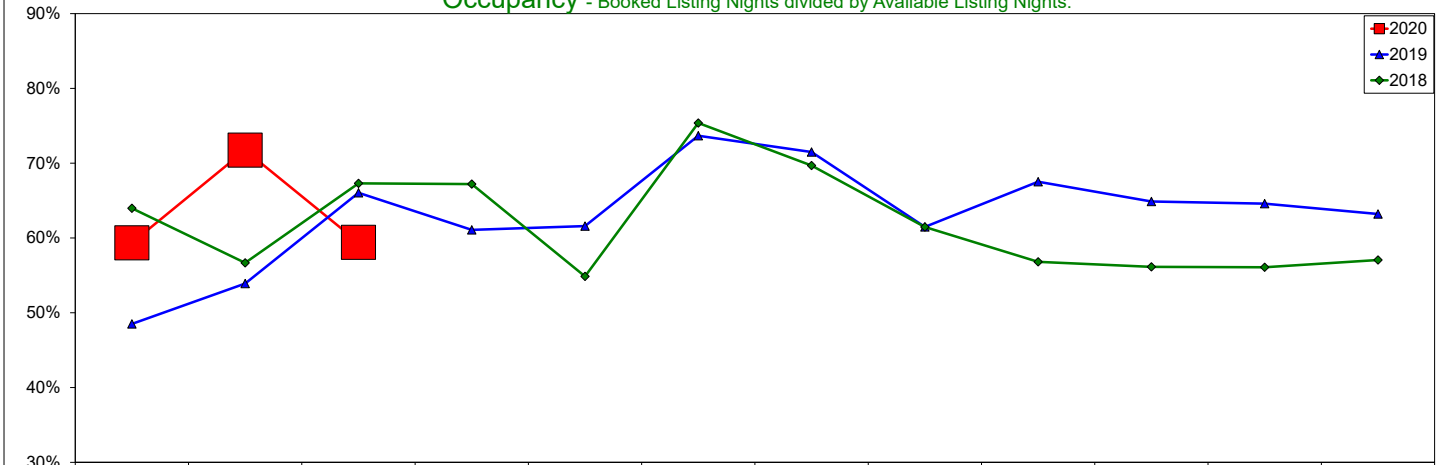
Entire Place (one or more bedroom) Rentals - Excludes Shared Rooms & Private Rooms

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



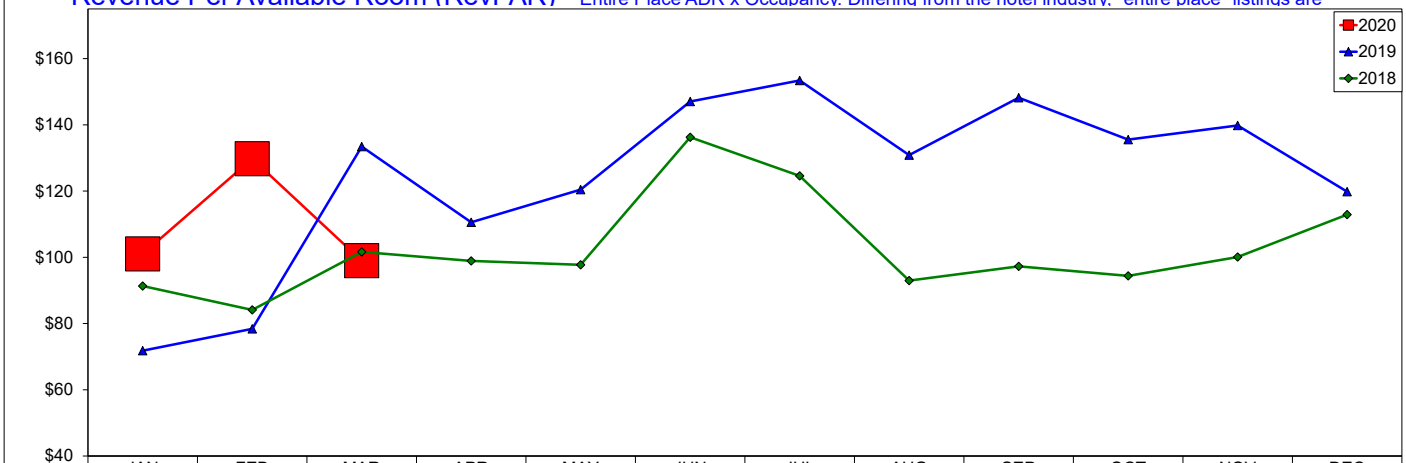
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	$170.21	$180.89	$166.55									
2019	$148.03	$145.41	$202.06	$181.03	$195.54	$199.59	$214.55	$212.86	$219.47	$208.91	$216.44	$189.56
2018	$142.75	$148.40	$151.00	$147.18	$178.11	$180.76	$178.81	$151.23	$171.21	$168.17	$178.44	$197.86

Occupancy - Booked Listing Nights divided by Available Listing Nights.



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	59.3%	71.7%	59.4%									
2019	48.5%	53.9%	66.0%	61.1%	61.6%	73.7%	71.5%	61.5%	67.5%	64.9%	64.6%	63.2%
2018	64.0%	56.7%	67.3%	67.2%	54.9%	75.4%	69.7%	61.5%	56.8%	56.1%	56.1%	57.1%

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



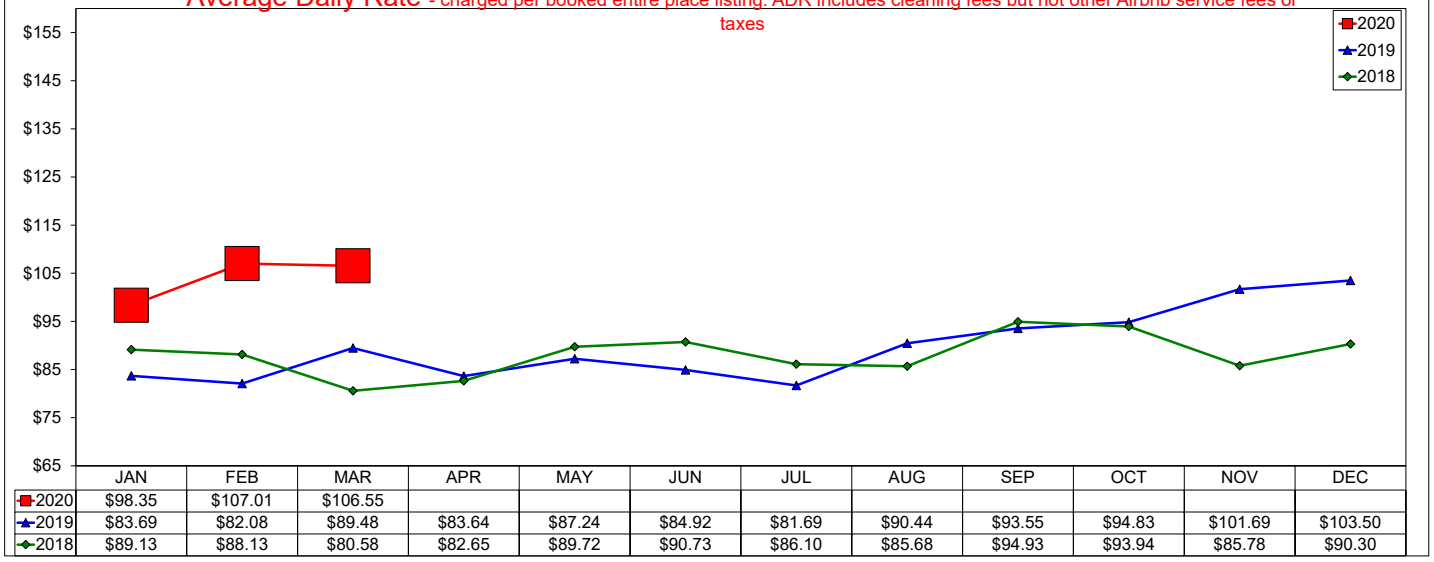
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	$101.02	$129.76	$98.96									
2019	$71.81	$78.39	$133.44	$110.58	$120.45	$147.04	$153.40	$130.87	$148.20	$135.54	$139.81	$119.81
2018	$91.33	$84.11	$101.63	$98.92	$97.72	$136.25	$124.60	$92.96	$97.27	$94.41	$100.09	$112.90

AirBNB - Hotel Comparable Subset

March 2020

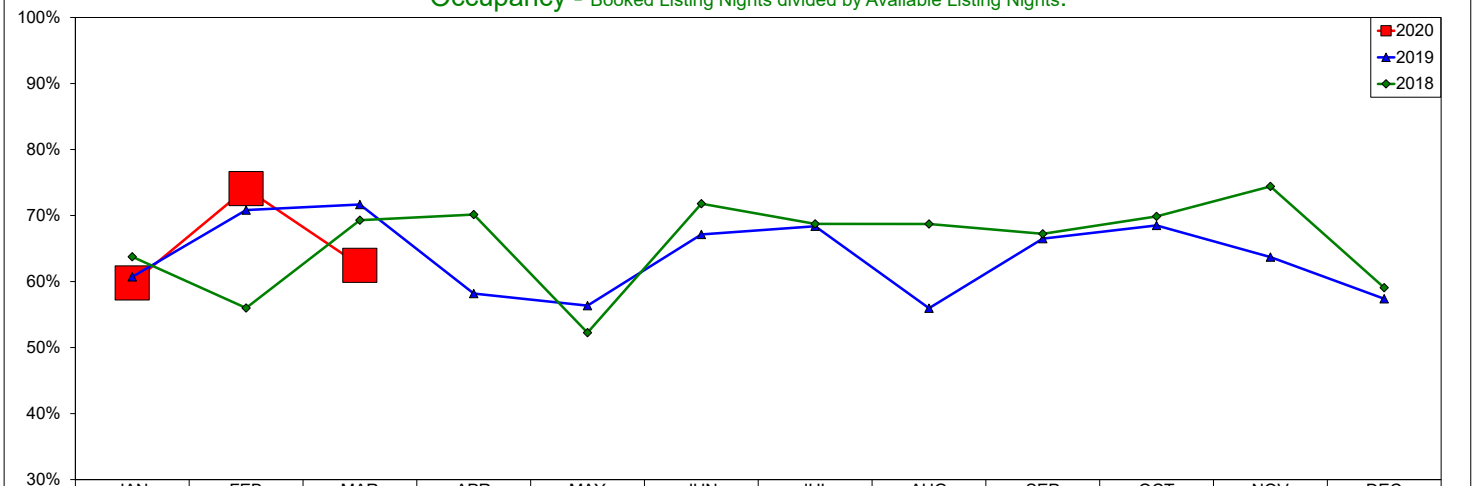
Studio and one bedroom entire place rentals only. AirDNA believes these are the type of listings most likely to compete directly with hotels

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



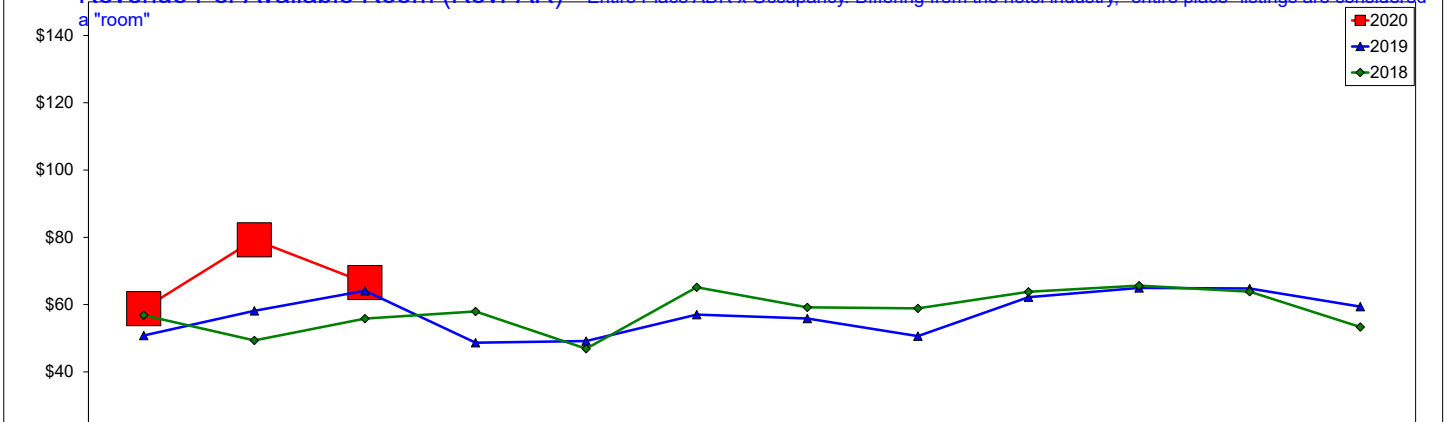
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	$98.35	$107.01	$106.55									
2019	$83.69	$82.08	$89.48	$83.64	$87.24	$84.92	$81.69	$90.44	$93.55	$94.83	$101.69	$103.50
2018	$89.13	$88.13	$80.58	$82.65	$89.72	$90.73	$86.10	$85.68	$94.93	$93.94	$85.78	$90.30

Occupancy - Booked Listing Nights divided by Available Listing Nights.



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	59.8%	74.1%	62.5%									
2019	60.7%	70.8%	71.7%	58.2%	56.3%	67.1%	68.4%	56.0%	66.5%	68.5%	63.7%	57.4%
2018	63.8%	56.0%	69.3%	70.1%	52.3%	71.8%	68.7%	68.7%	67.2%	69.9%	74.4%	59.1%

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
2020	$58.79	$79.26	$66.54									
2019	$50.81	$58.14	$64.13	$48.67	$49.16	$57.02	$55.86	$50.61	$62.20	$64.95	$64.78	$59.39
2018	$56.83	$49.35	$55.83	$57.98	$46.88	$65.14	$59.18	$58.88	$63.82	$65.64	$63.83	$53.33

AirBNB - Total Available Listings

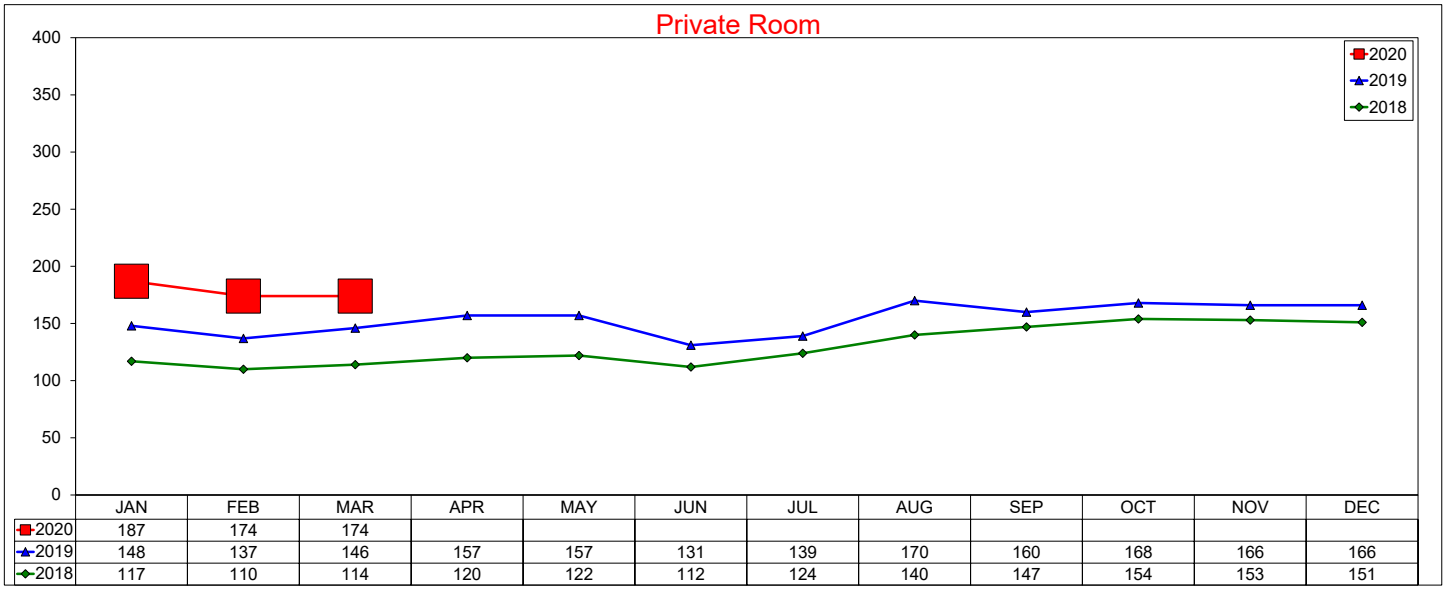
March 2020

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

Entire Place

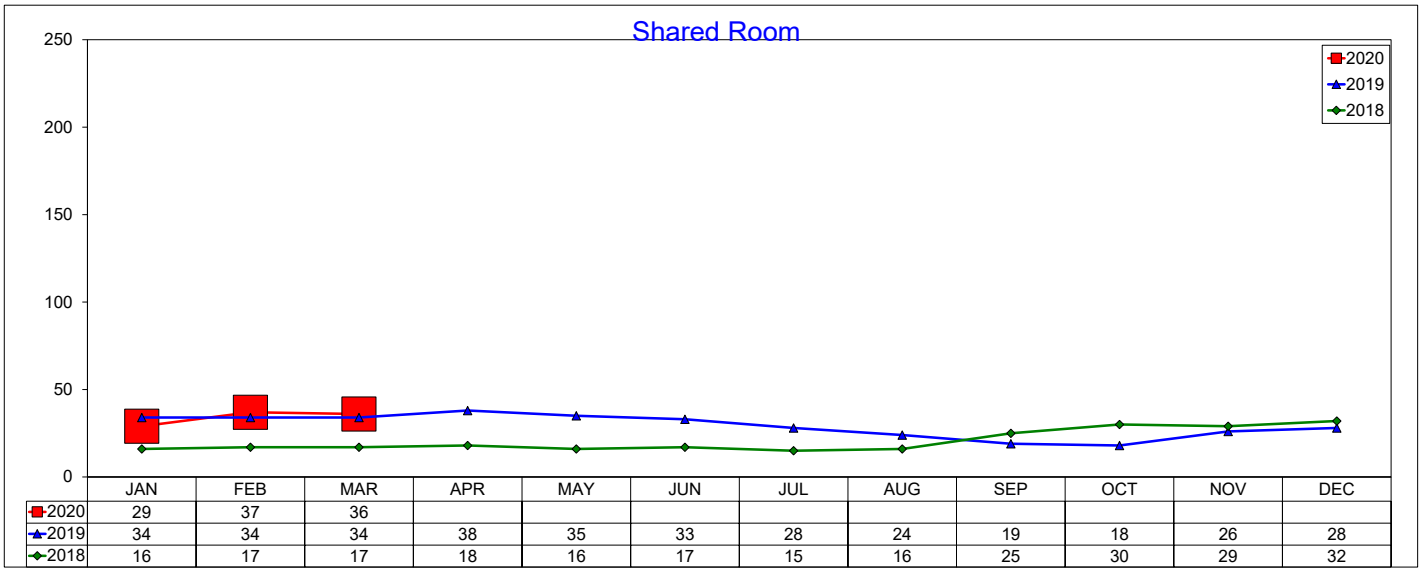
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	251	255	321									
2019	129	137	170	167	187	170	176	216	226	231	228	248
2018	92	95	98	96	101	92	109	127	132	125	147	145

Private Room



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	187	174	174									
2019	148	137	146	157	157	131	139	170	160	168	166	166
2018	117	110	114	120	122	112	124	140	147	154	153	151

Shared Room



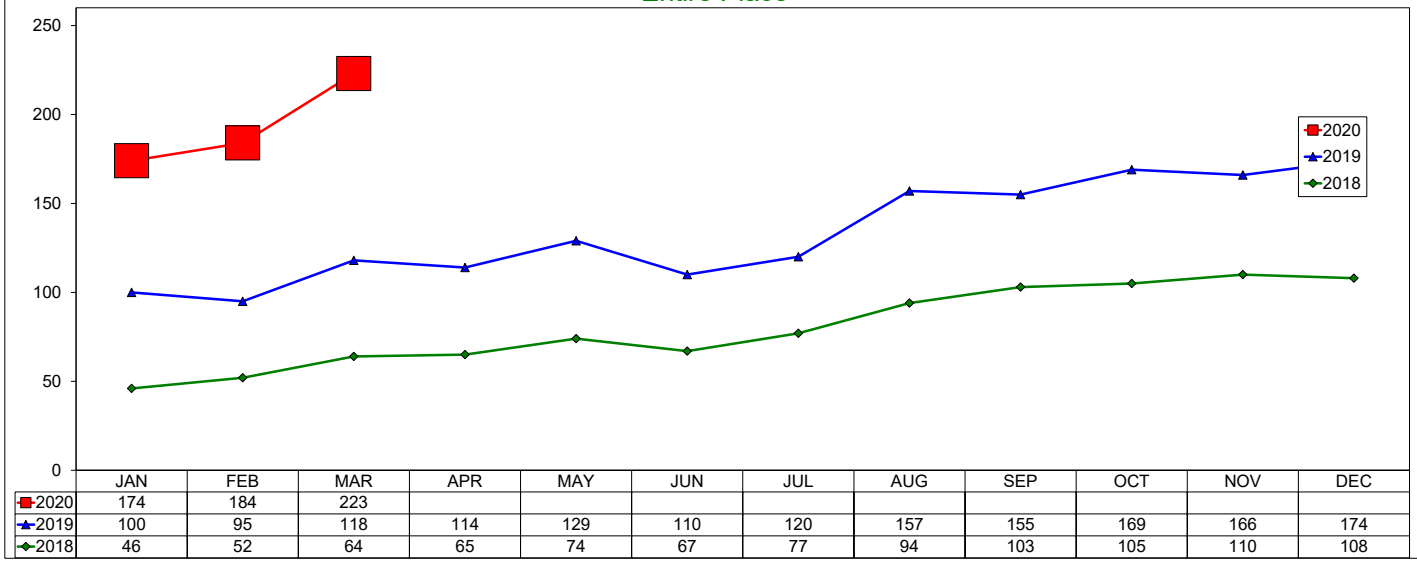
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	29	37	36									
2019	34	34	34	38	35	33	28	24	19	18	26	28
2018	16	17	17	18	16	17	15	16	25	30	29	32

AirBNB - Booked Listings

March 2020

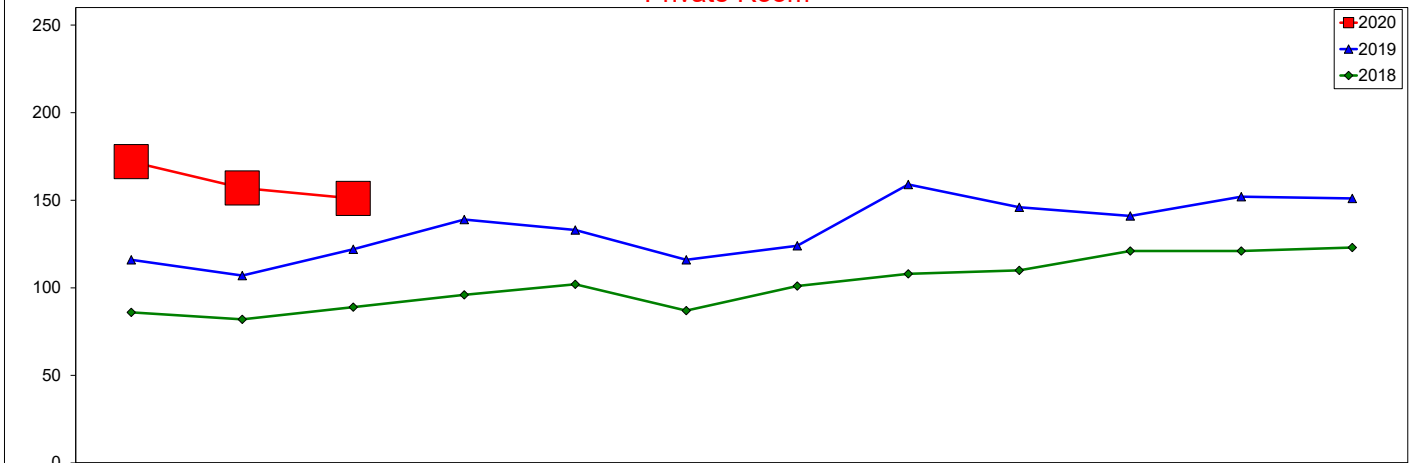
The count of Airbnb listings that had at least one booked day in the month

Entire Place



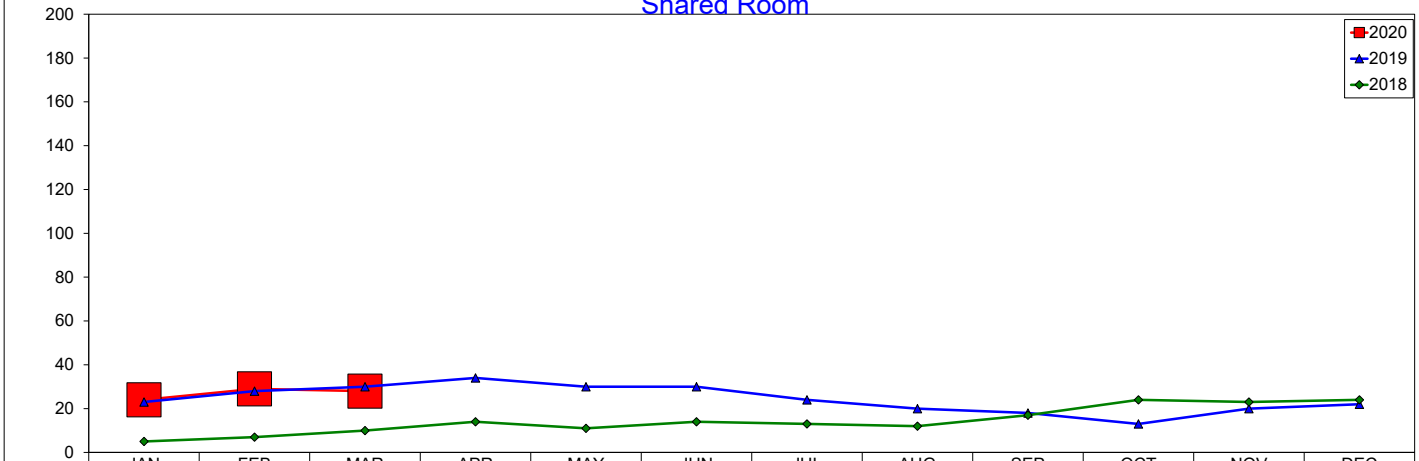
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	174	184	223									
2019	100	95	118	114	129	110	120	157	155	169	166	174
2018	46	52	64	65	74	67	77	94	103	105	110	108

Private Room



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	172	157	151									
2019	116	107	122	139	133	116	124	159	146	141	152	151
2018	86	82	89	96	102	87	101	108	110	121	121	123

Shared Room

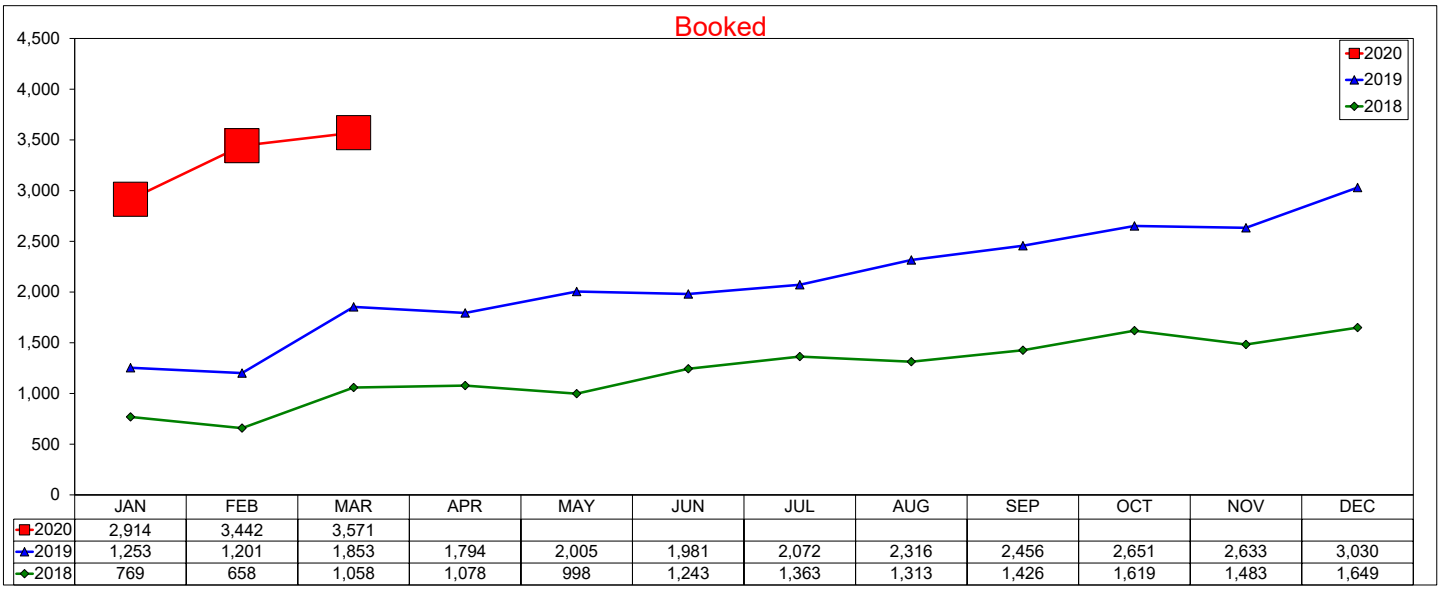


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	24	29	28									
2019	23	28	30	34	30	30	24	20	18	13	20	22
2018	5	7	10	14	11	14	13	12	17	24	23	24

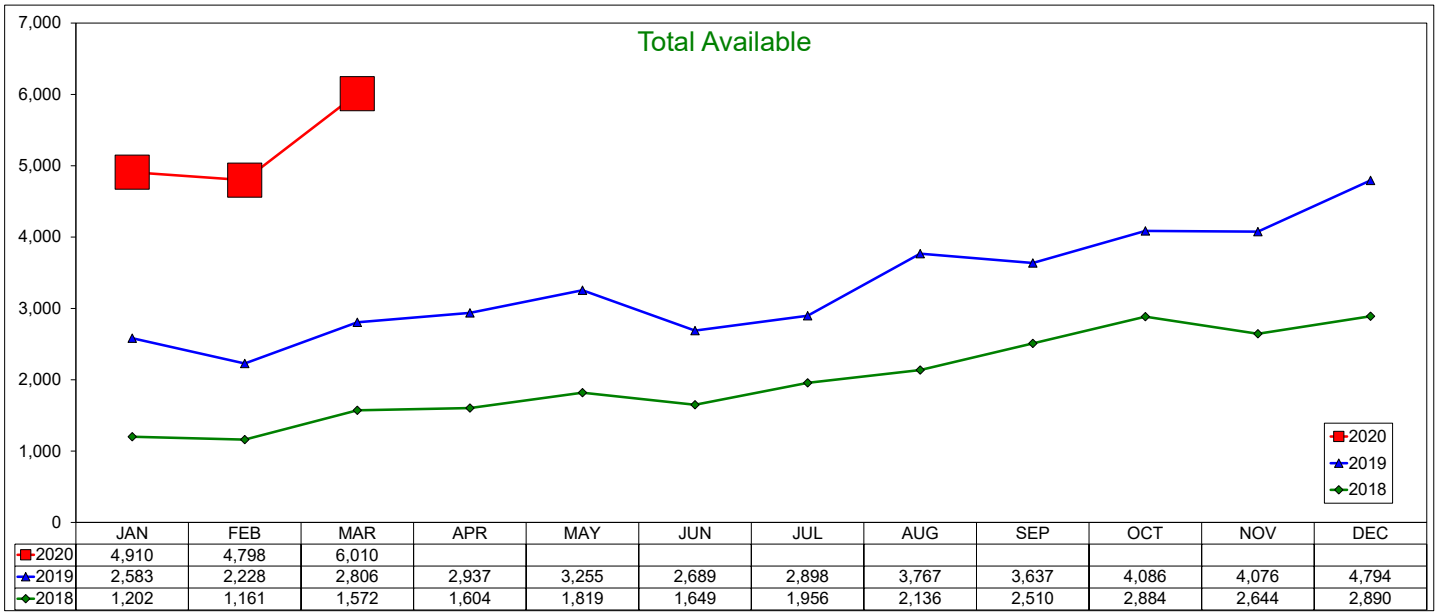
AirBNB - Listing Nights

March 2020

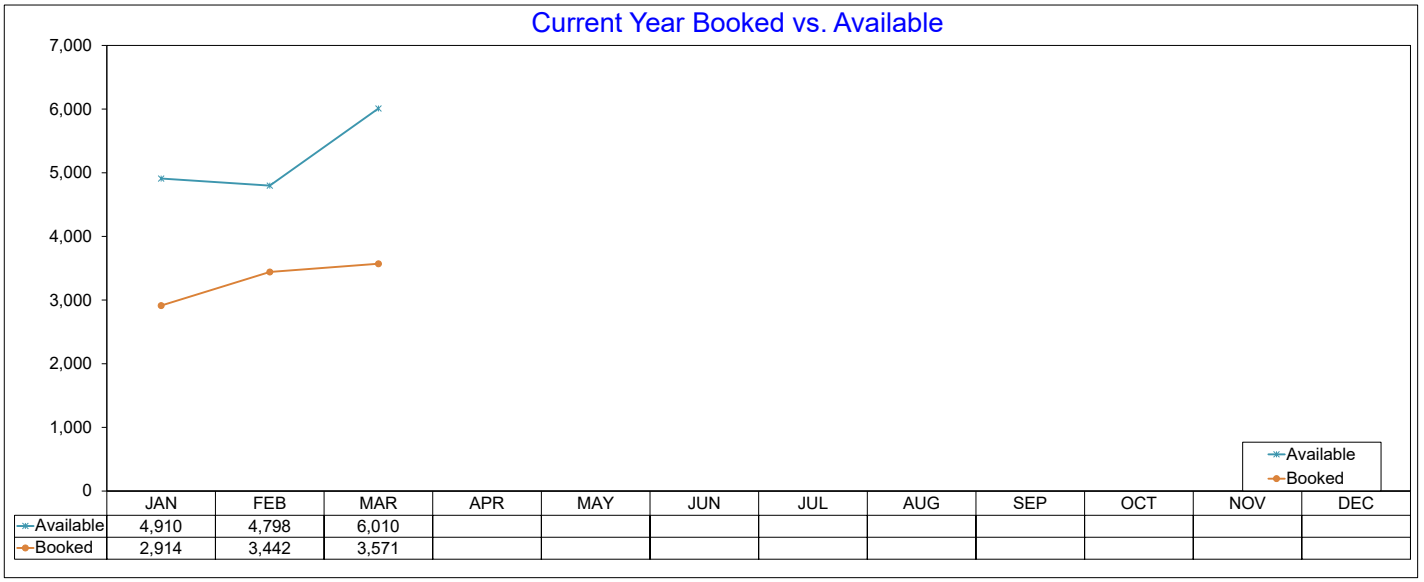
The sum of all listings that were available for rent, and had at least one booking during the month



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	2,914	3,442	3,571									
2019	1,253	1,201	1,853	1,794	2,005	1,981	2,072	2,316	2,456	2,651	2,633	3,030
2018	769	658	1,058	1,078	998	1,243	1,363	1,313	1,426	1,619	1,483	1,649



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	4,910	4,798	6,010									
2019	2,583	2,228	2,806	2,937	3,255	2,689	2,898	3,767	3,637	4,086	4,076	4,794
2018	1,202	1,161	1,572	1,604	1,819	1,649	1,956	2,136	2,510	2,884	2,644	2,890



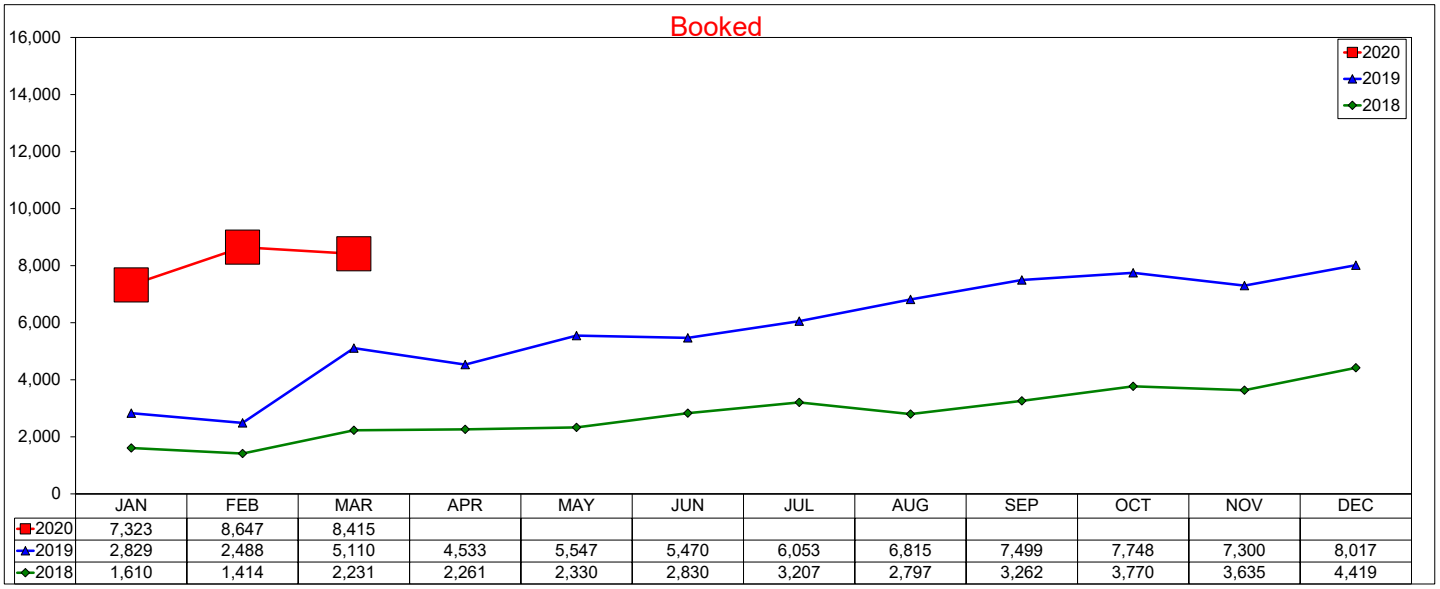
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Available	4,910	4,798	6,010									
Booked	2,914	3,442	3,571									

AirBNB - Room Nights - Entire Place

March 2020

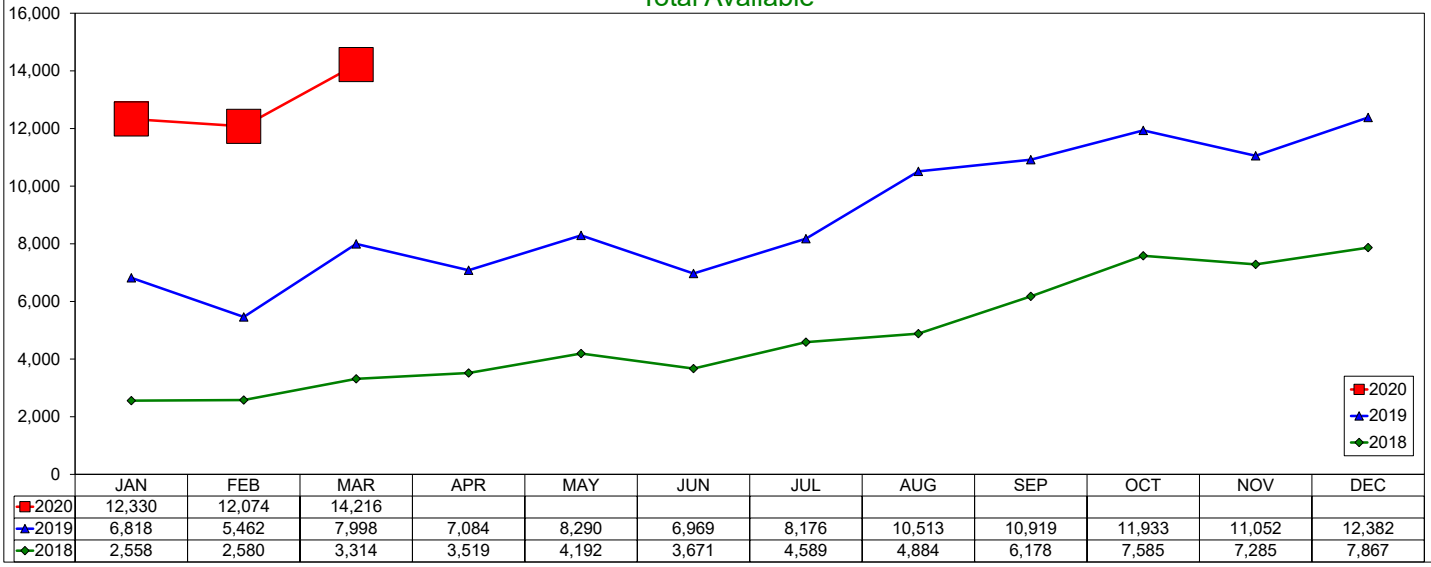
Listing Nights multiplied by the number of bedrooms in each listing

Booked



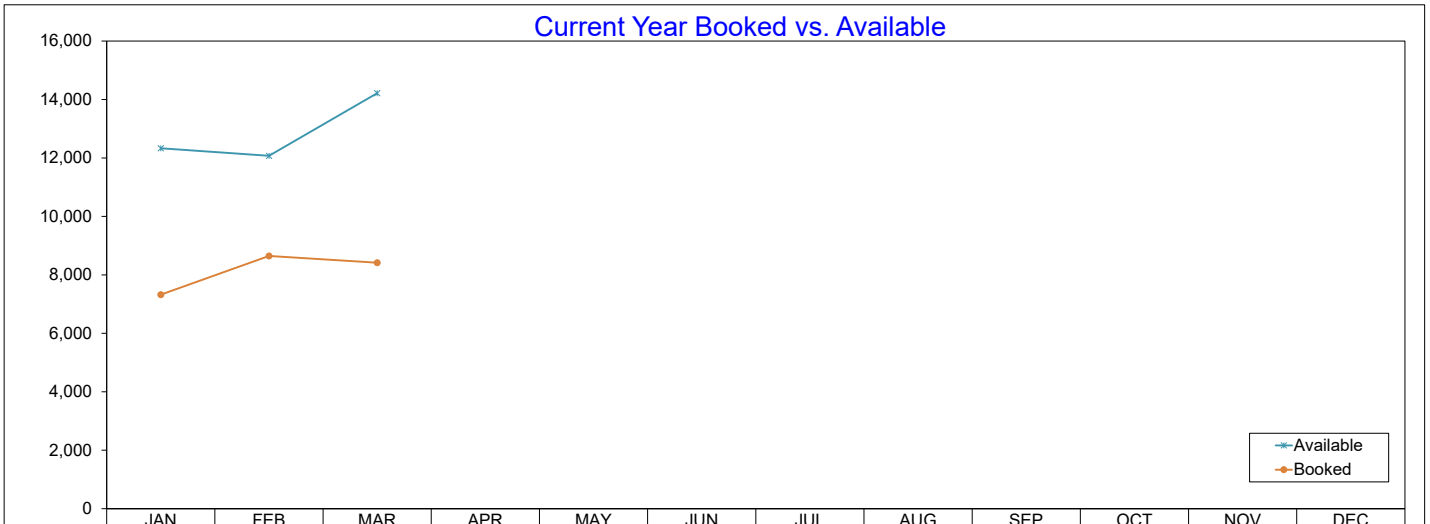
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	7,323	8,647	8,415									
2019	2,829	2,488	5,110	4,533	5,547	5,470	6,053	6,815	7,499	7,748	7,300	8,017
2018	1,610	1,414	2,231	2,261	2,330	2,830	3,207	2,797	3,262	3,770	3,635	4,419

Total Available



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	12,330	12,074	14,216									
2019	6,818	5,462	7,998	7,084	8,290	6,969	8,176	10,513	10,919	11,933	11,052	12,382
2018	2,558	2,580	3,314	3,519	4,192	3,671	4,589	4,884	6,178	7,585	7,285	7,867

Current Year Booked vs. Available

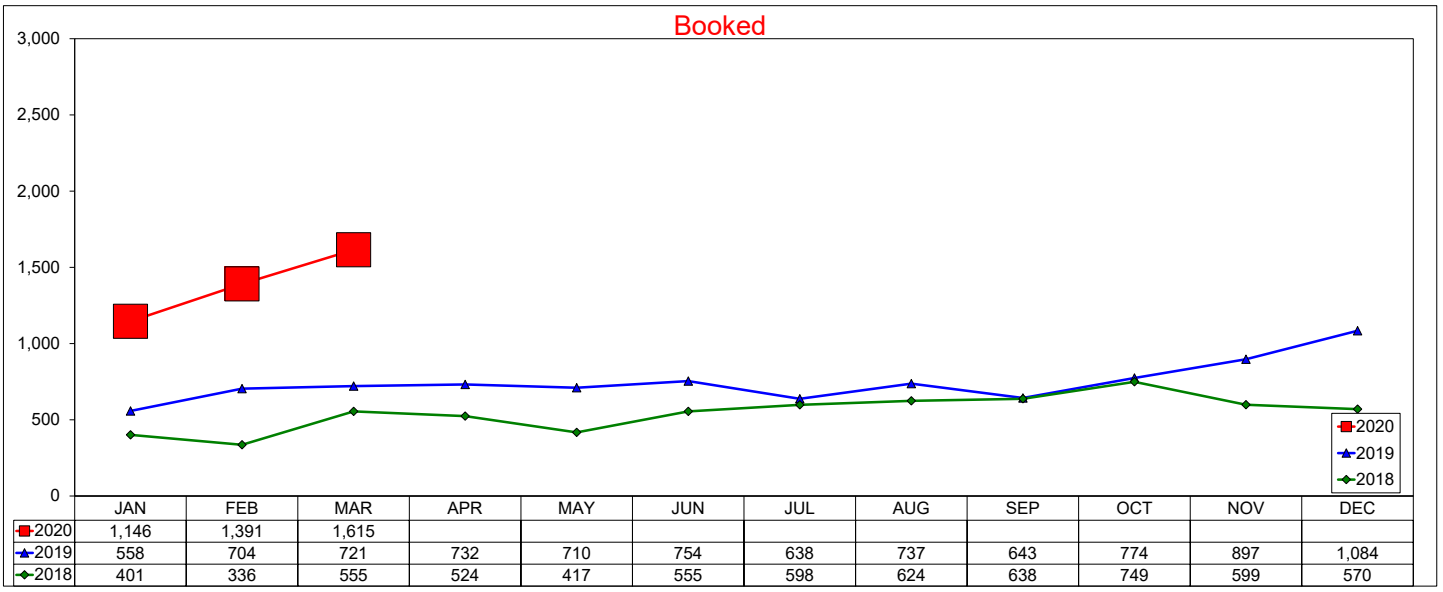


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Available	12,330	12,074	14,216									
Booked	7,323	8,647	8,415									

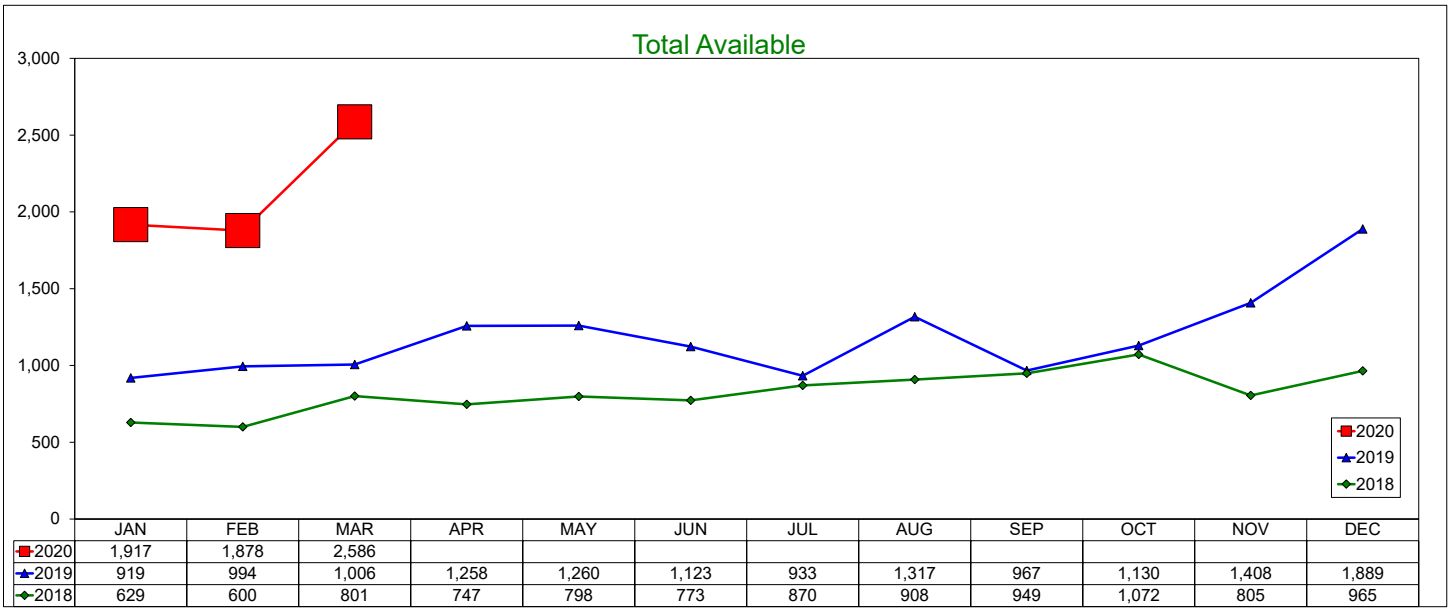
AirBNB - Room Nights - Hotel Comparable Subset

March 2020

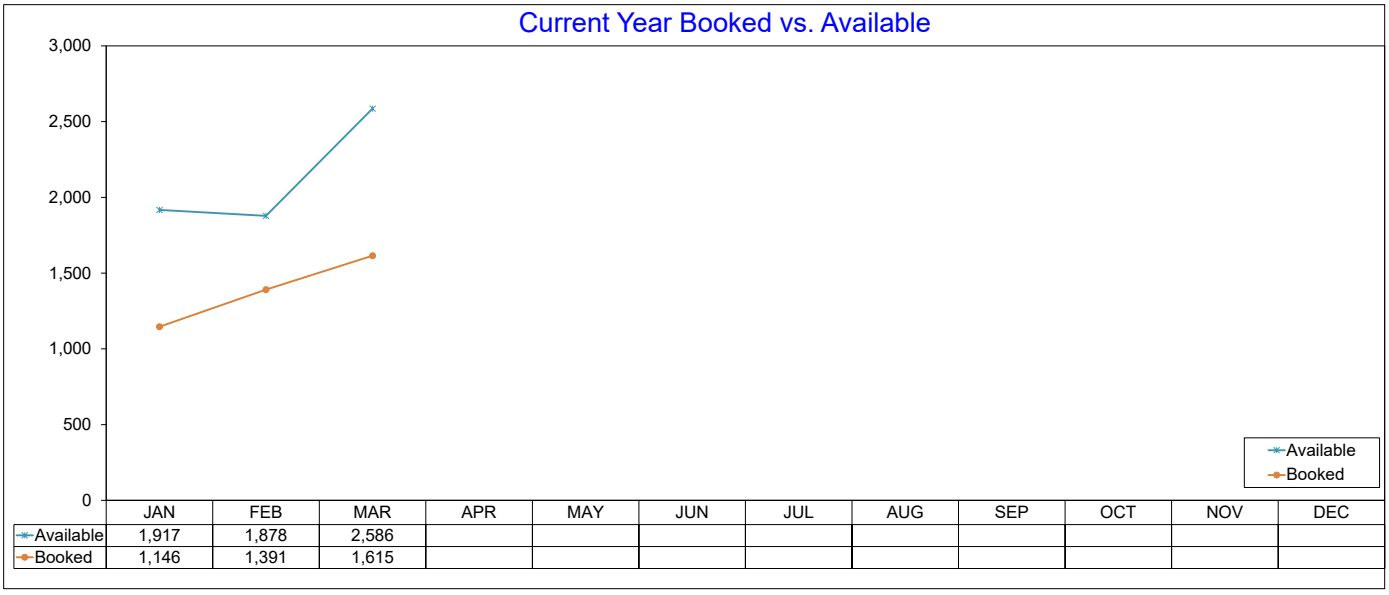
Same as Listing Nights, due to the 1:1 relationship for hotel comparable rooms being 1-bedroom or studio



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	1,146	1,391	1,615									
2019	558	704	721	732	710	754	638	737	643	774	897	1,084
2018	401	336	555	524	417	555	598	624	638	749	599	570



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2020	1,917	1,878	2,586									
2019	919	994	1,006	1,258	1,260	1,123	933	1,317	967	1,130	1,408	1,889
2018	629	600	801	747	798	773	870	908	949	1,072	805	965



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Available	1,917	1,878	2,586									
Booked	1,146	1,391	1,615									