## THESHORT TERMSHOP exp

Average Daily Rate (50th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms1 | \$158.00 | \$203.00 | \$150.00 | \$154.00 | \$174.00 | \$184.00 | \$234.00 | \$234.00 | \$224.00 | \$248.00 | \$256.00 | \$259.00 | \$206.50 |
| Bedrooms2 | \$240.00 | \$289.00 | \$227.00 | \$234.00 | \$254.00 | \$264.00 | \$319.00 | \$319.00 | \$309.00 | \$349.00 | \$340.00 | \$339.00 | \$290.25 |
| Bedrooms3 | \$308.00 | \$316.00 | \$297.00 | \$289.00 | \$309.00 | \$319.00 | \$353.00 | \$360.00 | \$374.00 | \$376.00 | \$368.00 | \$397.00 | \$338.83 |
| Bedrooms 4 | \$421.00 | \$391.00 | \$353.00 | \$351.00 | \$359.00 | \$375.00 | \$395.00 | \$420.00 | \$388.00 | \$456.00 | \$449.00 | \$476.00 | \$402.83 |
| Bedrooms 5 | \$568.00 | \$460.00 | \$417.00 | \$417.00 | \$437.00 | \$435.00 | \$489.00 | \$519.00 | \$520.00 | \$521.00 | \$507.00 | \$555.00 | \$487.08 |
| Bedrooms6+ | \$602.00 | \$627.00 | \$545.00 | \$558.00 | \$612.00 | \$594.00 | \$736.00 | \$737.00 | \$714.00 | \$624.00 | \$694.00 | \$710.00 | \$646.08 |

Average Daily Rate (75th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms1 | \$225.00 | \$224.00 | \$222.00 | \$233.00 | \$239.00 | \$243.00 | \$267.00 | \$278.00 | \$240.00 | \$271.00 | \$275.00 | \$281.00 | \$24.83 |
| Bedrooms2 | \$324.00 | \$335.00 | \$302.00 | \$316.00 | \$339.00 | \$342.00 | \$356.00 | \$363.00 | \$339.00 | \$364.00 | \$383.00 | \$376.00 | \$344.92 |
| Bedrooms3 | \$393.00 | \$392.00 | \$382.00 | \$394.00 | \$371.00 | \$392.00 | \$419.00 | \$413.00 | \$414.00 | \$450.00 | \$446.00 | \$450.00 | \$409.67 |
| Bedrooms 4 | \$513.00 | \$455.00 | \$433.00 | \$437.00 | \$442.00 | \$454.00 | \$459.00 | \$505.00 | \$491.00 | \$527.00 | \$539.00 | \$555.00 | \$484.17 |
| Bedrooms 5 | \$698.00 | \$546.00 | \$463.00 | \$478.00 | \$493.00 | \$531.00 | \$552.00 | \$566.00 | \$601.00 | \$673.00 | \$714.00 | \$633.00 | \$579.00 |
| Bedrooms6+ | \$876.00 | \$704.00 | \$766.00 | \$683.00 | \$810.00 | \$829.00 | \$1,080.00 | \$1,122.00 | \$942.00 | \$901.00 | \$932.00 | \$1,044.00 | \$890.75 |

Average Occupancy Rate (50th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms1 | 29\% | 24\% | 19\% | 21\% | 32\% | 30\% | 52\% | 65\% | 56\% | 63\% | 36\% | 37\% | 39\% |
| Bedroms2 | 29\% | 21\% | 17\% | 23\% | 22\% | 40\% | 61\% | 68\% | 50\% | 50\% | 30\% | 33\% | 37\% |
| Bedrooms 3 | 32\% | 25\% | 23\% | 23\% | 26\% | 43\% | 68\% | 65\% | 50\% | 42\% | 33\% | 39\% | 39\% |
| Bedrooms 4 | 34\% | 18\% | 29\% | 30\% | 19\% | 40\% | 58\% | 49\% | 42\% | 42\% | 40\% | 42\% | 37\% |
| Bedrooms5 | 19\% | 32\% | 55\% | 45\% | 22\% | 27\% | 13\% | 50\% | 38\% | 40\% | 47\% | 37\% | 35\% |
| Bedrooms6+ | 39\% | 21\% | 34\% | 30\% | 52\% | 65\% | 77\% | 56\% | 47\% | 44\% | 34\% | 48\% | 46\% |

## Average Occupancy Rate (75th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms1 | 45\% | 31\% | 35\% | 39\% | 44\% | 53\% | 71\% | 79\% | 67\% | 75\% | 51\% | 48\% | 53\% |
| Bedrooms2 | 39\% | 32\% | 29\% | 37\% | 35\% | 59\% | 81\% | 84\% | 67\% | 66\% | 50\% | 48\% | 52\% |
| Bedrooms3 | 45\% | 35\% | 35\% | $34 \%$ | 45\% | 68\% | 87\% | 82\% | 70\% | 61\% | 50\% | 52\% | 55\% |
| Bedroms 4 | 45\% | 36\% | 40\% | 49\% | 39\% | 56\% | 80\% | 69\% | 63\% | 54\% | 48\% | 52\% | 53\% |
| Bedrooms5 | 50\% | 45\% | 32\% | 57\% | 41\% | 59\% | 90\% | 83\% | 53\% | 92\% | 70\% | 64\% | 61\% |
| Bedrooms6+ | 52\% | 35\% | 35\% | 37\% | 61\% | 85\% | 98\% | 68\% | 53\% | 47\% | 39\% | 50\% | 55\% |

Revenue (50th Percentile)

| Bedrooms | January | February | March | Apil | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms1 | \$1,517.00 | \$1,123.00 | \$1,112.00 | \$2,110.00 | \$1,564.00 | \$1,532.00 | \$2,780.00 | \$3,978.00 | \$3,136.00 | \$3,522.00 | \$2,101.00 | \$2,330.00 | \$26,805.00 |
| Bedroms2 | \$2,011.00 | \$1,546.00 | \$1,352.00 | \$1,638.00 | \$1,551.00 | \$2,647.00 | \$4,660.00 | \$4,982.00 | \$3,506.00 | \$3,678.00 | \$2,393.00 | \$2,878.00 | \$32,842,00 |
| Bedrooms 3 | \$3,095.00 | \$2,048.00 | \$1,648.00 | \$2,033.00 | \$2,291.00 | \$3,407.00 | \$5,617.00 | \$6,354.00 | \$4,003.00 | \$4,051.00 | \$3,189.00 | \$3,954.00 | \$41,690.00 |
| Bedrooms 4 | \$2,938.00 | \$2,303.00 | \$2,367.00 | \$3,117.00 | \$2,433.00 | \$2,950.00 | \$5,210.00 | \$4,691.00 | \$4,321.00 | \$4,474.00 | \$4,106.00 | \$4,325.00 | \$43,235.00 |
| Bedrooms 5 | \$3,354.00 | \$3,719.00 | \$4,800.00 | \$5,893.00 | \$2,846.00 | \$5,313.00 | \$1,836.00 | \$5,298.00 | \$4,395.00 | \$3,451.00 | \$5,990.00 | \$5,368.00 | \$52,263.00 |
| Bedrooms6+ | \$1,334.00 | \$3,062.00 | \$5,453.00 | \$4,566.00 | \$6,733.00 | \$6,128.00 | \$11,012.00 | \$9,843.00 | \$7,281.00 | \$5,067.00 | \$6,808.00 | \$7,512.00 | \$74,799.00 |

## Revenue (75th Percentile)

| Bedroms | Januay | Februar | Mach | Apil | Mey | June | July | Augut | September | Ototoer | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms 1 | \$2,017.00 | \$1,482.00 | \$1,60.00 | \$1,706.00 | \$2,121.00 | \$2,195.00 | \$3,762.00 | \$4,709.00 | \$3,584.00 | \$4,640.00 | \$3,097.00 | \$3,199.00 | \$34,112.00 |
| Bedrooms2 | \$2,688.00 | \$2,261.00 | \$2,266.00 | \$2,544.00 | \$2,375.00 | \$3,703.00 | \$6,061.00 | \$6,851.00 | \$4,945.00 | \$5,016.00 | \$3,883.00 | \$3,725.00 | \$45,918.00 |
| Betrooms3 | \$3,840.00 | \$2,984,00 | \$3,066.00 | \$2,947.00 | \$3,664.00 | \$5,271.00 | \$8,170.00 | \$8,435.00 | \$6,265.00 | \$5,798.00 | \$5,650.00 | \$5,445.00 | \$61,335.00 |
| Bedrooms4 | \$4,494.00 | \$2,991.00 | \$3,470.00 | \$4,454.00 | \$3,558.00 | S6,503.00 | \$9,639.00 | \$8,735.00 | \$6,272.00 | \$6,606.00 | S6,071.00 | S6,881.00 | \$69,674.00 |
| Betrooms | \$5,537.00 | \$4,897.00 | S6,089.00 | S6,126.00 | \$4,606.00 | \$8,090.00 | \$7,774.00 | \$9,087.00 | \$5,997.00 | \$5,760.00 | \$7,335.00 | \$7,442.00 | \$78,440,00 |
| Bedrooms6+ | \$5,717.00 | \$5,616.00 | \$8,423.00 | \$7,276.00 | \$13,022.00 | \$14,612.00 | \$18,311.00 | \$12,127.00 | \$12,286.00 | \$7,799.00 | \$7,751.00 | \$15,027.00 | \$127,37,00 |

