# THE SHORT TERMSHOP 

## Average Daily Rate (50th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms 1 | \$63.00 | \$62.00 | \$67.00 | \$70.00 | \$65.00 | \$67.00 | \$66.00 | \$65.00 | \$61.00 | \$665.00 | \$69.00 | \$77.00 | \$116.42 |
| Bedrooms2 | \$127.00 | \$100.00 | \$120.00 | \$158.00 | \$132.00 | \$124.00 | \$127.00 | \$129.00 | \$104.00 | \$119.00 | \$109.00 | \$136.00 | \$123.75 |
| Bedrooms 3 | \$145.00 | \$137.00 | \$141.00 | \$159.00 | \$145.00 | \$138.00 | \$142.00 | \$143.00 | \$126.00 | \$135.00 | \$132.00 | \$152.00 | \$141.25 |
| Bedrooms 4 | \$187.00 | \$176.00 | \$177.00 | \$188.00 | \$169.00 | \$166.00 | \$176.00 | \$173.00 | \$165.00 | \$169.00 | \$166.00 | \$184.00 | \$174.67 |
| Bedrooms 5 | \$229.00 | \$218.00 | \$218.00 | \$228.00 | \$205.00 | \$205.00 | \$231.00 | \$205.00 | \$200.00 | \$203.00 | \$204.00 | \$227.00 | \$214.42 |
| Bedrooms $6+$ | \$354.00 | \$330.00 | \$335.00 | \$391.00 | \$323.00 | \$336.00 | \$353.00 | \$324.00 | \$321.00 | \$321.00 | \$333.00 | \$412.00 | \$344.42 |

Average Daily Rate (75th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms 1 | \$79.00 | \$78.00 | \$77.00 | \$83.00 | \$79.00 | \$75.00 | \$75.00 | \$80.00 | \$73.00 | \$84.00 | \$77.00 | \$96.00 | \$79.67 |
| Bedrooms 2 | \$173.00 | \$123.00 | \$130.00 | \$164.00 | \$144.00 | \$135.00 | \$143.00 | \$141.00 | \$130.00 | \$134.00 | \$122.00 | \$160.00 | \$141.58 |
| Bedrooms 3 | \$187.00 | \$177.00 | \$177.00 | \$185.00 | \$168.00 | \$162.00 | \$169.00 | \$168.00 | \$167.00 | \$167.00 | \$165.00 | \$186.00 | \$173.17 |
| Bedrooms 4 | \$231.00 | \$213.00 | \$211.00 | \$223.00 | \$196.00 | \$195.00 | \$206.00 | \$202.00 | \$197.00 | \$206.00 | \$202.00 | \$223.00 | \$208.75 |
| Bedrooms 5 | \$275.00 | \$257.00 | \$259.00 | \$274.00 | \$238.00 | \$242.00 | \$252.00 | \$237.00 | \$239.00 | \$241.00 | \$250.00 | \$278.00 | \$253.50 |
| Bedrooms 6+ | \$490.00 | \$462.00 | \$461.00 | \$518.00 | \$427.00 | \$437.00 | \$456.00 | \$449.00 | \$444.00 | \$452.00 | \$448.00 | \$541.00 | \$465.42 |

## Average Occupancy Rate (50th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms 1 | 64\% | 96\% | 93\% | 93\% | 87\% | 85\% | 92\% | 81\% | 75\% | 66\% | 72\% | 76\% | 82\% |
| Bedrooms2 | 75\% | 96\% | 51\% | 67\% | 65\% | 60\% | 61\% | 63\% | 41\% | 50\% | 46\% | 42\% | 60\% |
| Bedrooms 3 | 73\% | 93\% | 88\% | 76\% | 68\% | 67\% | 74\% | 65\% | 50\% | 55\% | 52\% | 50\% | 68\% |
| Bedrooms 4 | 78\% | 93\% | 97\% | 80\% | 77\% | 73\% | 79\% | 71\% | 53\% | 55\% | 50\% | 48\% | 71\% |
| Bedrooms 5 | 74\% | 88\% | 97\% | 83\% | 77\% | 73\% | 81\% | 74\% | 47\% | 77\% | 43\% | 45\% | 72\% |
| Bedrooms $6+$ | 74\% | 79\% | 97\% | 80\% | 71\% | 77\% | 81\% | 68\% | 40\% | 52\% | 47\% | 45\% | 68\% |

Average Occupancy Rate (75th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms 1 | 94\% | 100\% | 99\% | 98\% | 96\% | 97\% | 97\% | 93\% | 88\% | 91\% | 93\% | 91\% | 95\% |
| Bedrooms 2 | 100\% | 100\% | 97\% | 83\% | 81\% | 75\% | 81\% | 79\% | 67\% | 73\% | 72\% | 68\% | 81\% |
| Bedrooms 3 | 100\% | 100\% | 100\% | 92\% | 90\% | 88\% | 88\% | 81\% | 72\% | 77\% | 79\% | 74\% | 87\% |
| Bedrooms 4 | 100\% | 100\% | 100\% | 100\% | 97\% | 89\% | 90\% | 87\% | 73\% | 77\% | 73\% | 71\% | 88\% |
| Bedrooms 5 | 100\% | 100\% | 100\% | 100\% | 97\% | 89\% | 93\% | 87\% | 67\% | 58\% | 70\% | 70\% | 86\% |
| Bedrooms 6+ | 100\% | 100\% | 100\% | 100\% | 100\% | 92\% | 90\% | 84\% | 61\% | 74\% | 68\% | 65\% | 86\% |

Revenue (50th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms 1 | $\$ 1,127.00$ | $\$ 1,373.00$ | $\$ 1,753.00$ | $\$ 1,711.00$ | $\$ 1,010.00$ | $\$ 1,161.00$ | $\$ 1,248.00$ | $\$ 1,252.00$ | $\$ 1,143.00$ | $\$ 945.00$ | $\$ 1,509.00$ | $\$ 1,431.00$ |
| Bedrooms 2 | $\$ 1,422.00$ | $\$ 2,090.00$ | $\$ 1,161.00$ | $\$ 2,486.00$ | $\$ 2,311.00$ | $\$ 1,860.00$ | $\$ 1,970.00$ | $\$ 1,796.00$ | $\$ 1,060.00$ | $\$ 1,495.00$ | $\$ 1,215.00$ | $\$ 1,589.00$ |
| Bedrooms 3 | $\$ 1,851.00$ | $\$ 2,430.00$ | $\$ 2,527.00$ | $\$ 2,729.00$ | $\$ 2,153.00$ | $\$ 1,959.00$ | $\$ 2,447.00$ | $\$ 2,220.00$ | $\$ 1,588.00$ | $\$ 1,683.00$ | $\$ 1,620.00$ | $\$ 1,951.00$ |
| Bedrooms 4 | $\$ 2,223.00$ | $\$ 3,003.00$ | $\$ 3,761.00$ | $\$ 3,582.00$ | $\$ 3,059.00$ | $\$ 2,716.00$ | $\$ 3,143.00$ | $\$ 3,172.00$ | $\$ 2,170.00$ | $\$ 2,261.00$ | $\$ 2,051.00$ | $\$ 2,256.00$ |
| Bedrooms 5 | $\$ 3,078.00$ | $\$ 3,855.00$ | $\$ 5,057.00$ | $\$ 4,533.00$ | $\$ 3,853.00$ | $\$ 3,514.00$ | $\$ 4,266.00$ | $\$ 4,086.00$ | $\$ 2,493.00$ | $\$ 2,980.00$ | $\$ 2,410.00$ | $\$ 2,774.00$ |
| Bedrooms 6+ | $\$ 5,314.00$ | $\$ 5,458.00$ | $\$ 7,410.00$ | $\$ 7,537.00$ | $\$ 5,448.00$ | $\$ 5,626.00$ | $\$ 6,716.00$ | $\$ 6,031.00$ | $\$ 3,359.00$ | $\$ 4,283.00$ | $\$ 3,888.00$ | $\$ 5,012.00$ |
|  | $\$ 66,082.00$ |  |  |  |  |  |  |  |  |  |  |  |

## Revenue (75th Percentile)

| Bedrooms |
| :---: |
| Bedrooms 1 |
| Bedrooms 2 |
| Bedrooms 3 |
| Bedrooms 4 |
| Bedrooms 5 |
| Bedrooms 6+ |

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     $\begin{array}{lllllllllllll}\$ 2,212.00 & \$ 2,645.00 & \$ 2,912.00 & \$ 3,389.00 & \$ 2,963.00 & \$ 2,513.00 & \$ 2,740.00 & \$ 2,747.00 & \$ 1,786.00 & \$ 2,350.00 & \$ 1,813.00 & \$ 2,190.00 & \$ 30,260.00\end{array}$

     \begin{tabular}{lllllllllllll}
    $\$ 4,203.00$ \& $\$ 4,472.00$ \& $\$ 5,099.00$ \& $\$ 4,945.00$ \& $\$ 4,275.00$ \& $\$ 3,904.00$ \& $\$ 4,440.00$ \& $\$ 4,289.00$ \& $\$ 3,244.00$ \& $\$ 3,380.00$ \& $\$ 3,082.00$ \& $\$ 3,247.00$ \& $\$ 48,580.00$ <br>
    \hline

    $\begin{array}{lllllllllllll}\$ 5,947.00 & \$ 5,754.00 & \$ 3,520.00 & \$ 6,171.00 & \$ 5,252.00 & \$ 4,816.00 & \$ 5,678.00 & \$ 5,225.00 & \$ 3,693.00 & \$ 4,300.00 & \$ 3,655.00 & \$ 4,230.00 & \$ 58,241.00\end{array}$ 

    $\$ 10,425.00$ \& $\$ 10,198.00$ \& $\$ 10,999.00$ \& $\$ 10,951.00$ \& $\$ 8,731.00$ \& $\$ 9,038.00$ \& $\$ 10,180.00$ \& $\$ 8,520.00$ \& $\$ 5,473.00$ \& $\$ 6,594.00$ \& $\$ 6,010.00$ \& $\$ 7,810.00$ \& $\$ 104,929.00$ <br>
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    \end{tabular}

