# THE SHORT TERMSHOP <br> REALTY 

Average Daily Rate (50th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Bedrooms 1 | $\$ 76.00$ | $\$ 77.00$ | $\$ 79.00$ | $\$ 75.00$ | $\$ 76.00$ | $\$ 92.00$ | $\$ 91.00$ | $\$ 87.00$ | $\$ 71.00$ | $\$ 69.00$ | $\$ 49.00$ | $\$ 49.00$ |
| Bedrooms2 | $\$ 117.00$ | $\$ 129.00$ | $\$ 153.00$ | $\$ 110.00$ | $\$ 106.00$ | $\$ 99.00$ | $\$ 99.00$ | $\$ 92.00$ | $\$ 100.00$ | $\$ 106.00$ | $\$ 103.00$ | $\$ 132.00$ |
| Bedrooms 3 | $\$ 143.00$ | $\$ 146.00$ | $\$ 150.00$ | $\$ 137.00$ | $\$ 132.00$ | $\$ 136.00$ | $\$ 136.00$ | $\$ 138.00$ | $\$ 138.00$ | $\$ 133.00$ | $\$ 143.00$ | $\$ 158.00$ |
| Bedrooms 4 | $\$ 177.00$ | $\$ 167.00$ | $\$ 169.00$ | $\$ 175.00$ | $\$ 161.00$ | $\$ 164.00$ | $\$ 176.00$ | $\$ 170.00$ | $\$ 164.00$ | $\$ 161.00$ | $\$ 165.00$ | $\$ 177.00$ |
| Bedrooms 5 | $\$ 222.00$ | $\$ 208.00$ | $\$ 208.00$ | $\$ 213.00$ | $\$ 196.00$ | $\$ 203.00$ | $\$ 215.00$ | $\$ 208.00$ | $\$ 199.00$ | $\$ 198.00$ | $\$ 210.00$ | $\$ 231.00$ |
| Bedrooms $6+$ | $\$ 360.00$ | $\$ 303.00$ | $\$ 301.00$ | $\$ 378.00$ | $\$ 287.00$ | $\$ 327.00$ | $\$ 340.00$ | $\$ 308.00$ | $\$ 286.00$ | $\$ 282.00$ | $\$ 332.00$ | $\$ 388.00$ |
|  | $\$ 324.33$ |  |  |  |  |  |  |  |  |  |  |  |

Average Daily Rate (75th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms 1 | \$105.00 | \$106.00 | \$109.00 | \$115.00 | \$107.00 | \$110.00 | \$115.00 | \$109.00 | \$91.00 | \$84.00 | \$78.00 | \$84.00 | \$101.08 |
| Bedrooms2 | \$139.00 | \$139.00 | \$199.00 | \$128.00 | \$128.00 | \$139.00 | \$122.00 | \$139.00 | \$146.00 | \$161.00 | \$135.00 | \$175.00 | \$145.83 |
| Bedrooms 3 | \$178.00 | \$171.00 | \$210.00 | \$181.00 | \$175.00 | \$182.00 | \$177.00 | \$175.00 | \$185.00 | \$183.00 | \$182.00 | \$190.00 | \$182.42 |
| Bedrooms 4 | \$218.00 | \$210.00 | \$205.00 | \$216.00 | \$194.00 | \$206.00 | \$211.00 | \$203.00 | \$210.00 | \$193.00 | \$204.00 | \$226.00 | \$208.00 |
| Bedrooms 5 | \$268.00 | \$254.00 | \$247.00 | \$260.00 | \$235.00 | \$248.00 | \$262.00 | \$247.00 | \$257.00 | \$246.00 | \$264.00 | \$292.00 | \$256.67 |
| Bedrooms 6+ | \$491.00 | \$441.00 | \$437.00 | \$498.00 | \$411.00 | \$443.00 | \$471.00 | \$431.00 | \$416.00 | \$411.00 | \$460.00 | \$553.00 | \$455.25 |

Average Occupancy Rate (50th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms 1 | 71\% | 90\% | 73\% | 60\% | 81\% | 79\% | 76\% | 65\% | 48\% | 39\% | 47\% | 46\% | 47\% |
| Bedrooms 2 | 55\% | 84\% | 52\% | 70\% | 43\% | 23\% | 28\% | 35\% | 30\% | 26\% | 40\% | 25\% | 43\% |
| Bedrooms 3 | 58\% | 78\% | 55\% | 57\% | 42\% | 33\% | 45\% | 45\% | 31\% | 39\% | 33\% | 31\% | 46\% |
| Bedrooms 4 | 50\% | 71\% | 60\% | 50\% | 47\% | 40\% | 52\% | 48\% | 38\% | 45\% | 39\% | 38\% | 48\% |
| Bedrooms 5 | 45\% | 66\% | 63\% | 53\% | 45\% | 43\% | 52\% | 55\% | 40\% | 45\% | 34\% | 39\% | 48\% |
| Bedrooms 6+ | 42\% | 59\% | 61\% | 53\% | 45\% | 53\% | 58\% | 45\% | 35\% | 45\% | 30\% | 35\% | 47\% |

Average Occupancy Rate (75th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms 1 | 90\% | 100\% | 87\% | 91\% | 98\% | 96\% | 96\% | 97\% | 91\% | 75\% | 60\% | 55\% | 86\% |
| Bedrooms2 | 84\% | 100\% | 78\% | 90\% | 61\% | 90\% | 52\% | 68\% | 50\% | 45\% | 57\% | 41\% | 68\% |
| Bedrooms 3 | 83\% | 94\% | 77\% | 90\% | 68\% | 63\% | 74\% | 74\% | 60\% | 65\% | 62\% | 56\% | 72\% |
| Bedrooms 4 | 77\% | 92\% | 81\% | 74\% | 74\% | 67\% | 77\% | 74\% | 62\% | 71\% | 63\% | 61\% | 73\% |
| Bedrooms 5 | 70\% | 88\% | 83\% | 77\% | 69\% | 70\% | 75\% | 76\% | 60\% | 71\% | 60\% | 61\% | 72\% |
| Bedrooms 6+ | 67\% | 79\% | 77\% | 75\% | 68\% | 73\% | 81\% | 71\% | 56\% | 68\% | 53\% | 55\% | 69\% |

Revenue (50th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Bedrooms 1 | $\$ 1,509.00$ | $\$ 1,517.00$ | $\$ 1,269.00$ | $\$ 1,380.00$ | $\$ 1,315.00$ | $\$ 1,332.00$ | $\$ 1,484.00$ | $\$ 1,313.00$ | $\$ 708.00$ | $\$ 718.00$ | $\$ 731.00$ | $\$ 565.00$ |
| Bedrooms2 | $\$ 1,335.00$ | $\$ 2,550.00$ | $\$ 2,213.00$ | $\$ 992.00$ | $\$ 1,189.00$ | $\$ 683.00$ | $\$ 802.00$ | $\$ 880.00$ | $\$ 880.00$ | $\$ 688.00$ | $\$ 813.00$ | $\$ 530.00$ |
| Bedroms3 | $\$ 1,804.00$ | $\$ 2,592.00$ | $\$ 2,190.00$ | $\$ 1,951.00$ | $\$ 1,330.00$ | $\$ 1,199.00$ | $\$ 1,662.00$ | $\$ 1,526.00$ | $\$ 1,045.00$ | $\$ 1,171.00$ | $\$ 1,088.00$ | $\$ 1,103.00$ |

## Revenue (75th Percentile)

| Bedrooms | January | February | March | April | May | June | July | August | September | October | November | December | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bedrooms 1 | \$1,726.00 | \$1,855.00 | \$1,822.00 | \$1,766.00 | \$1,771.00 | \$1,847.00 | \$2,081.00 | \$1,987.00 | \$1,578.00 | \$1,369.00 | \$1,050.00 | \$1,009.00 | \$19,861.00 |
| Bedrooms2 | \$2,241.00 | \$3,429.00 | \$2,973.00 | \$1,713.00 | \$1,799.00 | \$1,184.00 | \$1,424.00 | \$1,698.00 | \$1,367.00 | \$1,056.00 | \$1,335.00 | \$949.00 | \$21,168.00 |
| Bedrooms 3 | \$2,795.00 | \$3,502.00 | \$3,046.00 | \$3,123.00 | \$2,149.00 | \$2,287.00 | \$2,612.00 | \$2,635.00 | \$2,011.00 | \$2,097.00 | \$1,882.00 | \$2,044.00 | \$30,183.00 |
| Bedrooms 4 | \$3,165.00 | \$3,885.00 | \$3,724.00 | \$3,319.00 | \$3,096.00 | \$2,902.00 | \$3,789.00 | \$3,583.00 | \$2,679.00 | \$2,904.00 | \$2,533.00 | \$2,805.00 | \$38,384.00 |
| Bedrooms 5 | \$3,899.00 | \$4,783.00 | \$4,731.00 | \$4,400.00 | \$3,802.00 | \$3,747.00 | \$4,546.00 | \$4,481.00 | \$3,275.00 | \$3,777.00 | \$3,164.00 | \$3,695.00 | \$48,300.00 |
| Bedrooms 6+ | \$6,380.00 | \$6,954.00 | \$7,501.00 | \$7,795.00 | \$6,052.00 | \$7,276.00 | \$8,781.00 | \$6,568.00 | \$4,559.00 | \$5,235.00 | \$5,156.00 | \$6,250.00 | \$78,507.00 |

