



## Average Daily Rate (50th Percentile)

| Bedrooms    | January  | February | March    | April    | May      | June       | July       | August     | September | October  | November | December | Total    |
|-------------|----------|----------|----------|----------|----------|------------|------------|------------|-----------|----------|----------|----------|----------|
| Bedrooms 1  | \$137.00 | \$138.00 | \$168.00 | \$170.00 | \$188.00 | \$214.00   | \$234.00   | \$183.00   | \$168.00  | \$158.00 | \$150.00 | \$149.00 | \$171.42 |
| Bedrooms 2  | \$181.00 | \$174.00 | \$217.00 | \$220.00 | \$237.00 | \$267.00   | \$285.00   | \$222.00   | \$204.00  | \$190.00 | \$191.00 | \$186.00 | \$214.50 |
| Bedrooms 3  | \$229.00 | \$222.00 | \$276.00 | \$277.00 | \$305.00 | \$350.00   | \$380.00   | \$292.00   | \$268.00  | \$253.00 | \$243.00 | \$245.00 | \$278.33 |
| Bedrooms 4  | \$314.00 | \$312.00 | \$392.00 | \$379.00 | \$426.00 | \$475.00   | \$510.00   | \$412.00   | \$376.00  | \$348.00 | \$331.00 | \$327.00 | \$383.50 |
| Bedrooms 5  | \$522.00 | \$463.00 | \$612.00 | \$674.00 | \$752.00 | \$831.00   | \$804.00   | \$673.00   | \$578.00  | \$538.00 | \$496.00 | \$499.00 | \$620.17 |
| Bedrooms 6+ | \$740.00 | \$730.00 | \$890.00 | \$810.00 | \$936.00 | \$1,173.00 | \$1,212.00 | \$1,010.00 | \$846.00  | \$813.00 | \$874.00 | \$747.00 | \$898.42 |

## Average Daily Rate (75th Percentile)

| Bedrooms    | January    | February | March      | April      | May        | June       | July       | August     | September  | October    | November   | December   | Total      |
|-------------|------------|----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Bedrooms 1  | \$137.00   | \$138.00 | \$168.00   | \$170.00   | \$226.00   | \$214.00   | \$290.00   | \$217.00   | \$204.00   | \$193.00   | \$203.00   | \$208.00   | \$197.33   |
| Bedrooms 2  | \$269.00   | \$244.00 | \$287.00   | \$294.00   | \$299.00   | \$327.00   | \$354.00   | \$273.00   | \$254.00   | \$239.00   | \$265.00   | \$258.00   | \$280.25   |
| Bedrooms 3  | \$327.00   | \$313.00 | \$362.00   | \$375.00   | \$386.00   | \$439.00   | \$468.00   | \$357.00   | \$326.00   | \$310.00   | \$323.00   | \$321.00   | \$358.92   |
| Bedrooms 4  | \$463.00   | \$478.00 | \$525.00   | \$544.00   | \$570.00   | \$635.00   | \$684.00   | \$549.00   | \$505.00   | \$454.00   | \$456.00   | \$449.00   | \$526.00   |
| Bedrooms 5  | \$791.00   | \$855.00 | \$853.00   | \$951.00   | \$947.00   | \$1,056.00 | \$1,117.00 | \$851.00   | \$747.00   | \$693.00   | \$720.00   | \$687.00   | \$855.67   |
| Bedrooms 6+ | \$1,020.00 | \$983.00 | \$1,115.00 | \$1,126.00 | \$1,202.00 | \$1,739.00 | \$1,795.00 | \$1,206.00 | \$1,133.00 | \$1,159.00 | \$1,123.00 | \$1,042.00 | \$1,220.25 |

## Average Occupancy Rate (50th Percentile)

| Bedrooms    | January | February | March | April | May | June | July | August | September | October | November | December | Total |
|-------------|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------|
| Bedrooms 1  | 50%     | 76%      | 48%   | 40%   | 53% | 81%  | 84%  | 58%    | 60%       | 58%     | 31%      | 21%      | 55%   |
| Bedrooms 2  | 52%     | 81%      | 45%   | 37%   | 55% | 80%  | 86%  | 54%    | 60%       | 58%     | 31%      | 23%      | 55%   |
| Bedrooms 3  | 48%     | 79%      | 48%   | 40%   | 52% | 80%  | 87%  | 55%    | 63%       | 61%     | 36%      | 23%      | 56%   |
| Bedrooms 4  | 30%     | 59%      | 48%   | 40%   | 61% | 83%  | 93%  | 68%    | 60%       | 65%     | 37%      | 29%      | 56%   |
| Bedrooms 5  | 23%     | 47%      | 45%   | 40%   | 52% | 73%  | 90%  | 65%    | 70%       | 65%     | 37%      | 35%      | 54%   |
| Bedrooms 6+ | 23%     | 38%      | 55%   | 57%   | 68% | 87%  | 100% | 68%    | 71%       | 58%     | 36%      | 35%      | 58%   |

## Average Occupancy Rate (75th Percentile)

| Bedrooms    | January | February | March | April | May | June | July | August | September | October | November | December | Total |
|-------------|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------|
| Bedrooms 1  | 81%     | 97%      | 68%   | 89%   | 77% | 93%  | 97%  | 80%    | 80%       | 77%     | 60%      | 45%      | 79%   |
| Bedrooms 2  | 85%     | 81%      | 45%   | 37%   | 55% | 80%  | 86%  | 54%    | 60%       | 58%     | 31%      | 23%      | 58%   |
| Bedrooms 3  | 76%     | 97%      | 71%   | 86%   | 77% | 93%  | 100% | 77%    | 80%       | 80%     | 59%      | 44%      | 78%   |
| Bedrooms 4  | 61%     | 88%      | 68%   | 87%   | 84% | 97%  | 100% | 87%    | 83%       | 84%     | 59%      | 48%      | 79%   |
| Bedrooms 5  | 56%     | 72%      | 67%   | 83%   | 78% | 93%  | 100% | 87%    | 90%       | 85%     | 63%      | 58%      | 78%   |
| Bedrooms 6+ | 52%     | 69%      | 74%   | 85%   | 94% | 100% | 100% | 90%    | 90%       | 81%     | 53%      | 52%      | 78%   |

## Revenue (50th Percentile)

| Bedrooms    | January    | February   | March       | April      | May         | June        | July        | August      | September   | October     | November   | December   | Total        |
|-------------|------------|------------|-------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|------------|------------|--------------|
| Bedrooms 1  | \$1,212.00 | \$1,875.00 | \$2,021.00  | \$1,463.00 | \$2,462.00  | \$4,120.00  | \$4,765.00  | \$2,767.00  | \$2,585.00  | \$2,366.00  | \$1,233.00 | \$920.00   | \$27,789.00  |
| Bedrooms 2  | \$1,662.00 | \$2,485.00 | \$2,267.00  | \$1,813.00 | \$3,002.00  | \$4,841.00  | \$5,856.00  | \$3,093.00  | \$2,924.00  | \$2,739.00  | \$1,569.00 | \$1,171.00 | \$33,422.00  |
| Bedrooms 3  | \$1,722.00 | \$2,852.00 | \$2,969.00  | \$2,415.00 | \$3,767.00  | \$6,640.00  | \$8,080.00  | \$4,207.00  | \$4,140.00  | \$4,025.00  | \$2,193.00 | \$1,635.00 | \$44,645.00  |
| Bedrooms 4  | \$2,109.00 | \$3,736.00 | \$4,805.00  | \$3,331.00 | \$6,098.00  | \$9,400.00  | \$11,400.00 | \$6,801.00  | \$5,644.00  | \$5,323.00  | \$3,140.00 | \$2,545.00 | \$64,332.00  |
| Bedrooms 5  | \$3,188.00 | \$5,507.00 | \$7,340.00  | \$5,279.00 | \$8,382.00  | \$14,300.00 | \$16,250.00 | \$11,645.00 | \$10,486.00 | \$8,533.00  | \$4,899.00 | \$4,162.00 | \$99,971.00  |
| Bedrooms 6+ | \$3,598.00 | \$6,084.00 | \$12,280.00 | \$8,892.00 | \$14,072.00 | \$25,978.00 | \$32,169.00 | \$16,995.00 | \$15,862.00 | \$13,465.00 | \$8,315.00 | \$8,507.00 | \$166,217.00 |

## Revenue (75th Percentile)

| Bedrooms    | January    | February   | March       | April       | May         | June        | July        | August      | September   | October     | November    | December    | Total        |
|-------------|------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|
| Bedrooms 1  | \$2,439.00 | \$3,299.00 | \$3,104.00  | \$2,610.00  | \$3,837.00  | \$5,673.00  | \$6,606.00  | \$4,024.00  | \$3,671.00  | \$3,450.00  | \$2,196.00  | \$1,663.00  | \$42,572.00  |
| Bedrooms 2  | \$3,965.00 | \$4,341.00 | \$3,662.00  | \$3,550.00  | \$4,787.00  | \$6,869.00  | \$8,271.00  | \$4,683.00  | \$4,381.00  | \$4,124.00  | \$2,742.00  | \$2,084.00  | \$53,459.00  |
| Bedrooms 3  | \$3,730.00 | \$4,952.00 | \$4,885.00  | \$4,260.00  | \$5,942.00  | \$9,408.00  | \$11,101.00 | \$6,363.00  | \$6,000.00  | \$5,760.00  | \$3,656.00  | \$2,860.00  | \$68,917.00  |
| Bedrooms 4  | \$4,505.00 | \$6,179.00 | \$7,653.00  | \$5,843.00  | \$9,648.00  | \$14,087.00 | \$16,460.00 | \$10,020.00 | \$8,614.00  | \$7,919.00  | \$5,344.00  | \$4,571.00  | \$100,843.00 |
| Bedrooms 5  | \$7,814.00 | \$9,125.00 | \$10,850.00 | \$10,720.00 | \$14,081.00 | \$21,180.00 | \$26,158.00 | \$19,250.00 | \$15,609.00 | \$12,941.00 | \$8,963.00  | \$8,285.00  | \$164,976.00 |
| Bedrooms 6+ | \$8,039.00 | \$9,822.00 | \$20,741.00 | \$16,860.00 | \$23,857.00 | \$41,186.00 | \$45,590.00 | \$25,184.00 | \$25,533.00 | \$19,300.00 | \$13,904.00 | \$12,202.00 | \$262,218.00 |