



## Average Daily Rate (50th Percentile)

| Bedrooms    | January  | February | March    | April      | May      | June       | July       | August   | September | October  | November | December | Total    |
|-------------|----------|----------|----------|------------|----------|------------|------------|----------|-----------|----------|----------|----------|----------|
| Bedrooms 1  | \$157.00 | \$156.00 | \$200.00 | \$209.00   | \$212.00 | \$229.00   | \$235.00   | \$207.00 | \$197.00  | \$185.00 | \$200.00 | \$200.00 | \$198.92 |
| Bedrooms 2  | \$226.00 | \$228.00 | \$266.00 | \$273.00   | \$281.00 | \$308.00   | \$314.00   | \$262.00 | \$238.00  | \$236.00 | \$246.00 | \$246.00 | \$260.33 |
| Bedrooms 3  | \$298.00 | \$289.00 | \$350.00 | \$354.00   | \$365.00 | \$390.00   | \$411.00   | \$347.00 | \$306.00  | \$297.00 | \$299.00 | \$300.00 | \$333.83 |
| Bedrooms 4  | \$366.00 | \$375.00 | \$435.00 | \$451.00   | \$468.00 | \$498.00   | \$516.00   | \$447.00 | \$402.00  | \$386.00 | \$394.00 | \$385.00 | \$426.92 |
| Bedrooms 5  | \$509.00 | \$531.00 | \$609.00 | \$657.00   | \$636.00 | \$695.00   | \$738.00   | \$614.00 | \$543.00  | \$527.00 | \$550.00 | \$544.00 | \$596.08 |
| Bedrooms 6+ | \$784.00 | \$794.00 | \$881.00 | \$1,014.00 | \$965.00 | \$1,100.00 | \$1,166.00 | \$960.00 | \$805.00  | \$800.00 | \$796.00 | \$729.00 | \$899.50 |

## Average Daily Rate (75th Percentile)

| Bedrooms    | January    | February   | March      | April      | May        | June       | July       | August     | September  | October    | November   | December   | Total      |
|-------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Bedrooms 1  | \$247.00   | \$259.00   | \$264.00   | \$260.00   | \$272.00   | \$300.00   | \$315.00   | \$270.00   | \$258.00   | \$247.00   | \$262.00   | \$276.00   | \$269.17   |
| Bedrooms 2  | \$311.00   | \$325.00   | \$344.00   | \$345.00   | \$358.00   | \$400.00   | \$427.00   | \$337.00   | \$309.00   | \$310.00   | \$318.00   | \$330.00   | \$342.83   |
| Bedrooms 3  | \$398.00   | \$415.00   | \$456.00   | \$494.00   | \$483.00   | \$529.00   | \$551.00   | \$451.00   | \$400.00   | \$397.00   | \$400.00   | \$406.00   | \$448.33   |
| Bedrooms 4  | \$484.00   | \$505.00   | \$568.00   | \$600.00   | \$602.00   | \$653.00   | \$686.00   | \$574.00   | \$500.00   | \$493.00   | \$517.00   | \$521.00   | \$558.58   |
| Bedrooms 5  | \$695.00   | \$735.00   | \$837.00   | \$889.00   | \$873.00   | \$1,000.00 | \$1,066.00 | \$806.00   | \$725.00   | \$690.00   | \$746.00   | \$739.00   | \$816.75   |
| Bedrooms 6+ | \$1,088.00 | \$1,155.00 | \$1,189.00 | \$1,324.00 | \$1,295.00 | \$1,426.00 | \$1,503.00 | \$1,243.00 | \$1,106.00 | \$1,060.00 | \$1,089.00 | \$1,035.00 | \$1,209.42 |

## Average Occupancy Rate (50th Percentile)

| Bedrooms    | January | February | March | April | May | June | July | August | September | October | November | December | Total |
|-------------|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------|
| Bedrooms 1  | 32%     | 48%      | 48%   | 53%   | 55% | 86%  | 87%  | 71%    | 70%       | 70%     | 41%      | 28%      | 57%   |
| Bedrooms 2  | 35%     | 57%      | 45%   | 50%   | 53% | 83%  | 89%  | 67%    | 67%       | 68%     | 43%      | 26%      | 57%   |
| Bedrooms 3  | 26%     | 39%      | 45%   | 47%   | 65% | 90%  | 94%  | 68%    | 67%       | 68%     | 43%      | 30%      | 57%   |
| Bedrooms 4  | 23%     | 34%      | 48%   | 63%   | 74% | 93%  | 97%  | 70%    | 68%       | 71%     | 47%      | 33%      | 60%   |
| Bedrooms 5  | 19%     | 28%      | 52%   | 69%   | 81% | 97%  | 100% | 74%    | 70%       | 71%     | 47%      | 39%      | 62%   |
| Bedrooms 6+ | 16%     | 30%      | 52%   | 67%   | 77% | 93%  | 100% | 72%    | 67%       | 68%     | 47%      | 35%      | 60%   |

## Average Occupancy Rate (75th Percentile)

| Bedrooms    | January | February | March | April | May | June | July | August | September | October | November | December | Total |
|-------------|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------|
| Bedrooms 1  | 61%     | 86%      | 65%   | 93%   | 83% | 97%  | 97%  | 87%    | 87%       | 89%     | 67%      | 50%      | 80%   |
| Bedrooms 2  | 65%     | 97%      | 65%   | 93%   | 80% | 97%  | 100% | 87%    | 86%       | 88%     | 67%      | 52%      | 81%   |
| Bedrooms 3  | 55%     | 90%      | 65%   | 93%   | 89% | 100% | 100% | 90%    | 87%       | 88%     | 67%      | 55%      | 82%   |
| Bedrooms 4  | 48%     | 79%      | 68%   | 93%   | 93% | 100% | 100% | 90%    | 87%       | 90%     | 73%      | 58%      | 82%   |
| Bedrooms 5  | 42%     | 59%      | 71%   | 100%  | 97% | 100% | 100% | 90%    | 90%       | 90%     | 80%      | 68%      | 82%   |
| Bedrooms 6+ | 42%     | 69%      | 71%   | 93%   | 94% | 100% | 100% | 94%    | 87%       | 87%     | 73%      | 58%      | 81%   |

## Revenue (50th Percentile)

| Bedrooms    | January    | February   | March       | April       | May         | June        | July        | August      | September   | October     | November   | December   | Total        |
|-------------|------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------|------------|--------------|
| Bedrooms 1  | \$1,272.00 | \$1,781.00 | \$2,385.00  | \$1,960.00  | \$2,636.00  | \$4,180.00  | \$4,757.00  | \$3,688.00  | \$3,326.00  | \$3,231.00  | \$2,026.00 | \$1,441.00 | \$32,683.00  |
| Bedrooms 2  | \$1,800.00 | \$2,275.00 | \$3,063.00  | \$2,299.00  | \$3,700.00  | \$5,655.00  | \$6,810.00  | \$4,272.00  | \$3,838.00  | \$3,822.00  | \$2,670.00 | \$1,775.00 | \$41,979.00  |
| Bedrooms 3  | \$1,712.00 | \$2,236.00 | \$3,841.00  | \$3,223.00  | \$5,115.00  | \$8,060.00  | \$9,513.00  | \$5,660.00  | \$4,800.00  | \$4,669.00  | \$3,076.00 | \$2,371.00 | \$54,276.00  |
| Bedrooms 4  | \$2,124.00 | \$2,772.00 | \$5,810.00  | \$4,552.00  | \$7,498.00  | \$11,062.00 | \$12,338.00 | \$8,087.00  | \$6,624.00  | \$6,526.00  | \$4,380.00 | \$3,500.00 | \$75,273.00  |
| Bedrooms 5  | \$2,888.00 | \$3,569.00 | \$8,619.00  | \$7,332.00  | \$10,576.00 | \$15,388.00 | \$17,066.00 | \$11,571.00 | \$9,257.00  | \$9,361.00  | \$6,212.00 | \$5,038.00 | \$106,877.00 |
| Bedrooms 6+ | \$3,968.00 | \$6,320.00 | \$11,577.00 | \$11,132.00 | \$16,625.00 | \$25,071.00 | \$28,266.00 | \$18,031.00 | \$13,078.00 | \$13,650.00 | \$8,855.00 | \$7,266.00 | \$163,839.00 |

## Revenue (75th Percentile)

| Bedrooms    | January    | February    | March       | April       | May         | June        | July        | August      | September   | October     | November    | December    | Total        |
|-------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|
| Bedrooms 1  | \$2,309.00 | \$2,989.00  | \$4,017.00  | \$3,638.00  | \$4,449.00  | \$6,388.00  | \$6,937.00  | \$5,639.00  | \$5,003.00  | \$4,972.00  | \$3,425.00  | \$2,764.00  | \$52,530.00  |
| Bedrooms 2  | \$3,376.00 | \$4,390.00  | \$5,124.00  | \$4,595.00  | \$5,900.00  | \$8,437.00  | \$9,610.00  | \$6,484.00  | \$5,965.00  | \$5,824.00  | \$4,357.00  | \$3,051.00  | \$67,113.00  |
| Bedrooms 3  | \$3,520.00 | \$4,541.00  | \$6,696.00  | \$6,494.00  | \$8,251.00  | \$11,753.00 | \$13,114.00 | \$8,991.00  | \$7,498.00  | \$7,070.00  | \$5,097.00  | \$4,192.00  | \$87,217.00  |
| Bedrooms 4  | \$4,250.00 | \$5,185.00  | \$9,017.00  | \$8,828.00  | \$11,988.00 | \$15,344.00 | \$17,009.00 | \$11,760.00 | \$9,846.00  | \$9,730.00  | \$6,997.00  | \$5,629.00  | \$115,583.00 |
| Bedrooms 5  | \$5,291.00 | \$7,185.00  | \$13,649.00 | \$14,354.00 | \$16,500.00 | \$22,801.00 | \$24,966.00 | \$16,502.00 | \$13,350.00 | \$13,898.00 | \$10,710.00 | \$9,246.00  | \$168,452.00 |
| Bedrooms 6+ | \$9,507.00 | \$11,509.00 | \$18,264.00 | \$19,764.00 | \$24,178.00 | \$32,773.00 | \$39,272.00 | \$25,715.00 | \$19,726.00 | \$19,228.00 | \$14,600.00 | \$11,627.00 | \$246,163.00 |