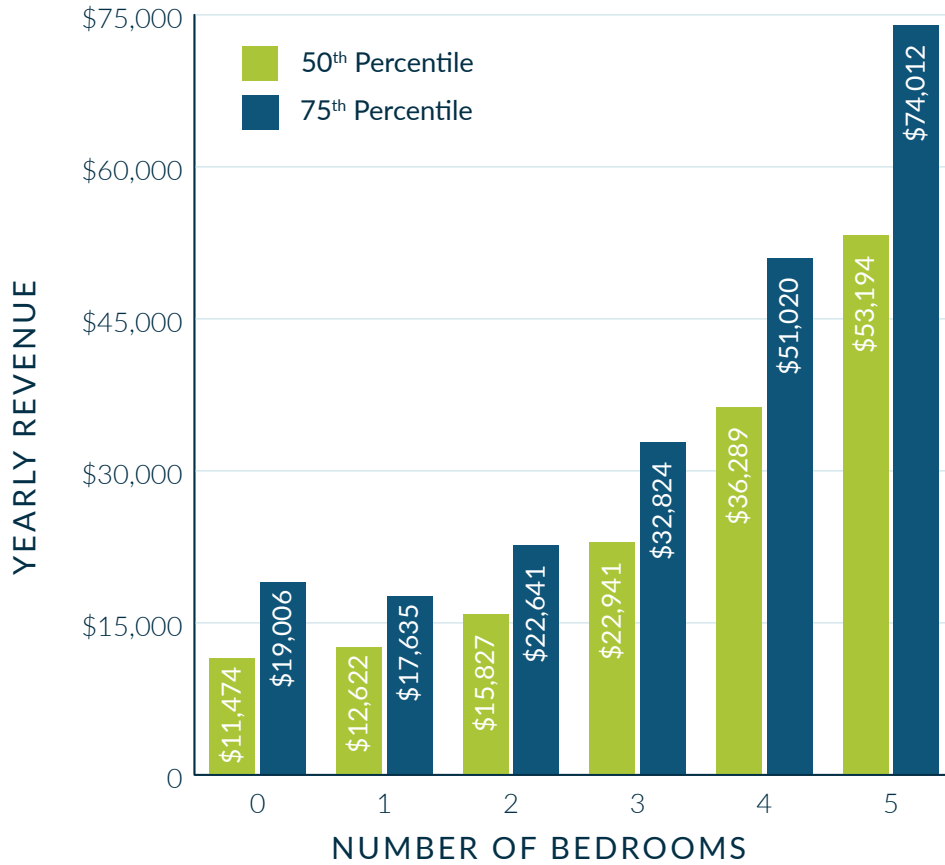


YEARLY REVENUE BY PROPERTY SIZE



AVERAGE YEARLY OCCUPANCY AND AVERAGE DAILY RATE (ADR)

# Beds	DAYS	%	(ADR)
0	191	52%	\$116
1	136	37%	\$140
2	113	31%	\$191
3	107	29%	\$289
4	105	29%	\$433
5	114	31%	\$598

QUICK FACTS



AVERAGE DAYS BOOKED IN ADVANCE:

31 for high season* & **32** for low season*



AVERAGE LENGTH OF STAY:

2.5 for high season* & **2.4** for low season*

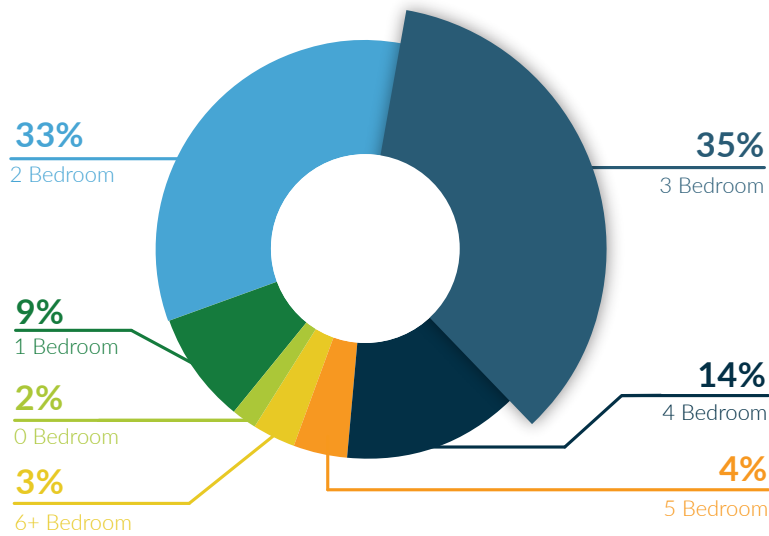


AVERAGE DAILY RATE:

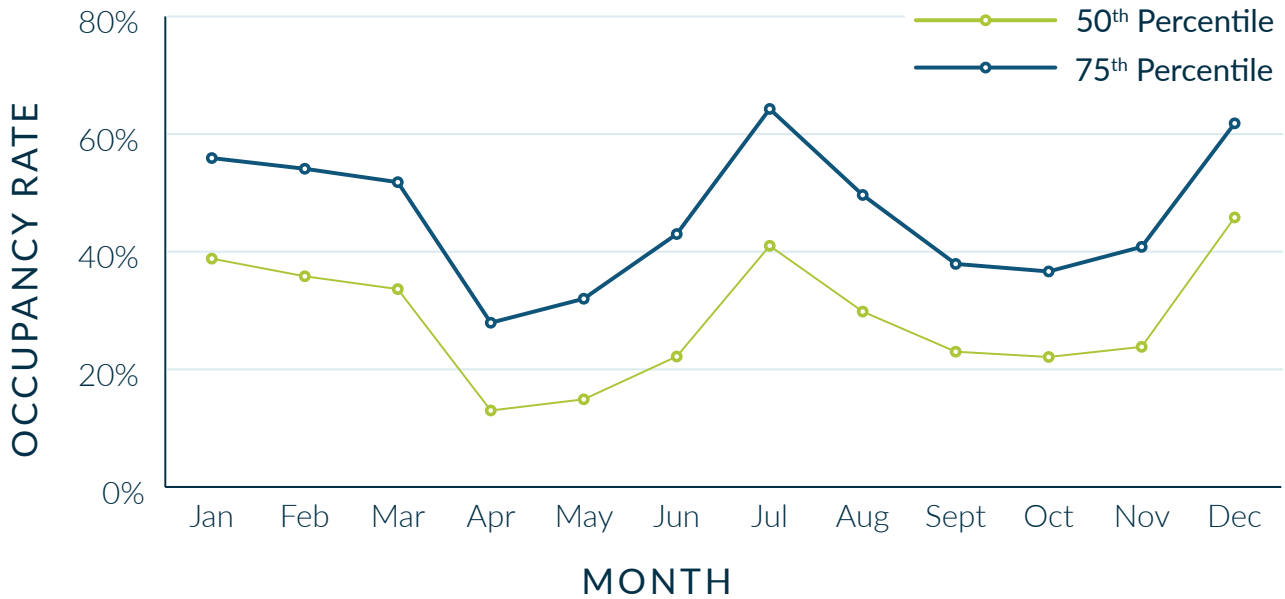
\$272 for high season* & **\$165** for low season*

* High and low seasons determined by highest 4 months and lowest 4 months of annual occupancy.

VACATION RENTAL INVENTORY BY BEDROOM



OCCUPANCY BY MONTH



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This report includes data for Big Bear, and the surrounding areas of Big Bear Lake, Sugar Loaf, and Lake Arrowhead.