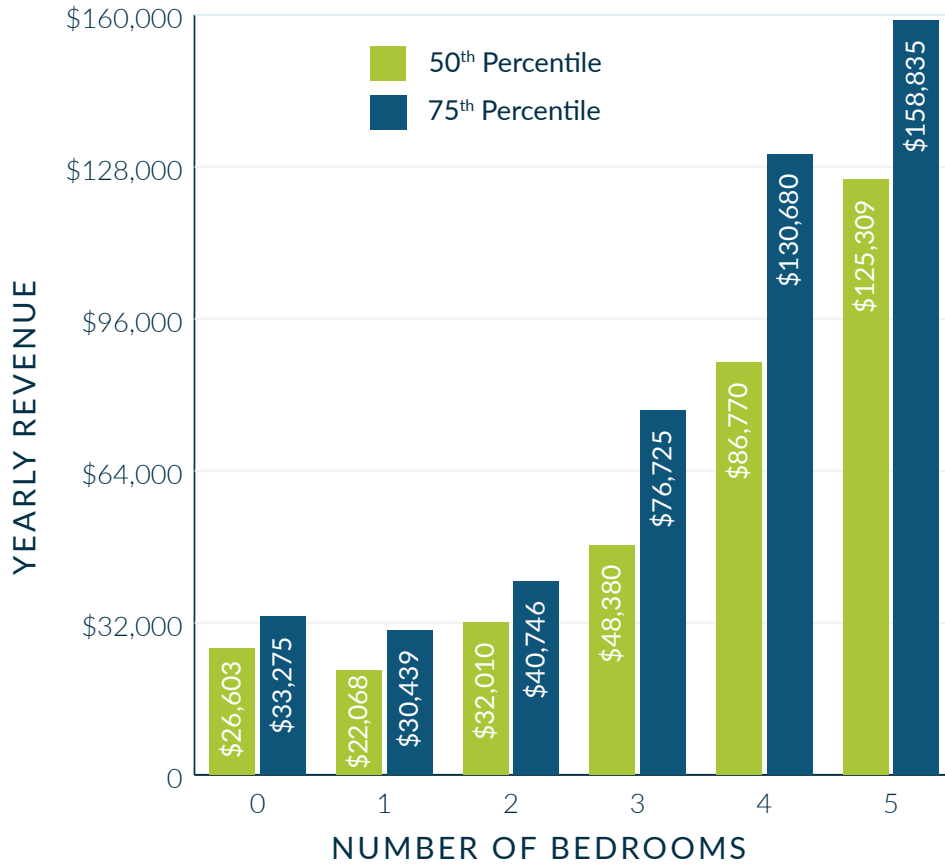


YEARLY REVENUE BY PROPERTY SIZE



AVERAGE YEARLY OCCUPANCY AND AVERAGE DAILY RATE (ADR)

# Beds	DAYS	%	(ADR)
0	281	77%	\$110
1	248	68%	\$118
2	234	64%	\$170
3	223	61%	\$249
4	215	59%	\$516
5	223	61%	\$575

QUICK FACTS



AVERAGE DAYS BOOKED IN ADVANCE:

96 for high season* & **80** for low season*



AVERAGE LENGTH OF STAY:

9.6 for high season* & **9.3** for low season*

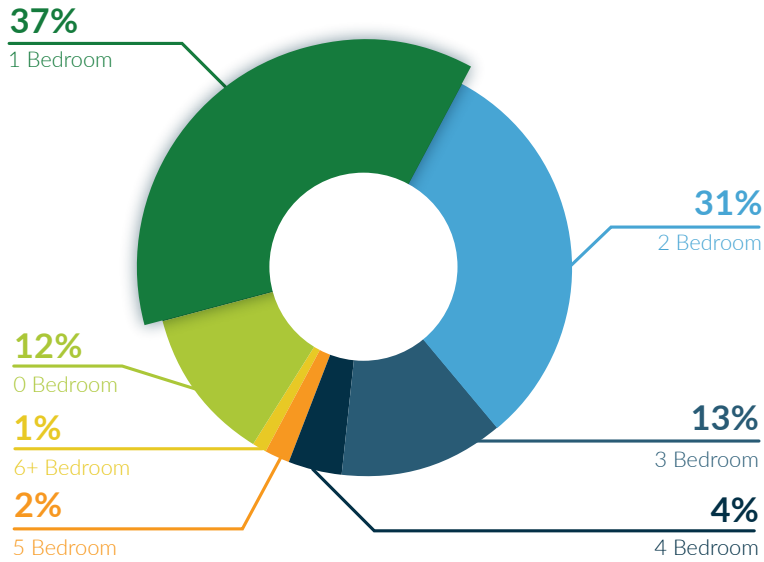


AVERAGE DAILY RATE:

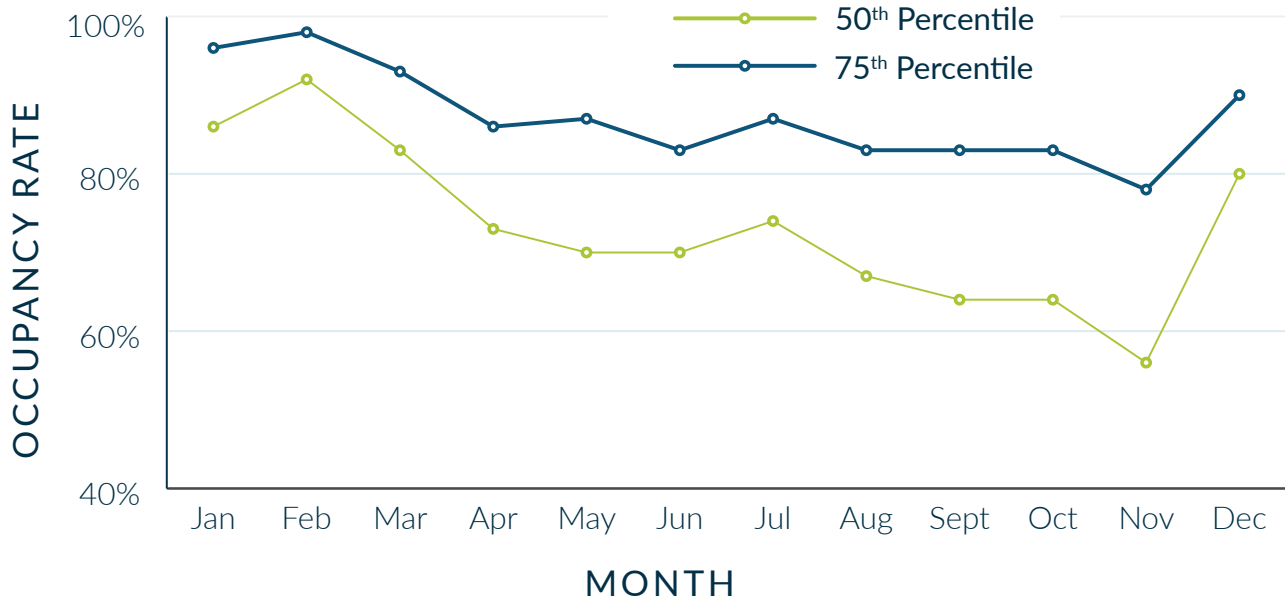
\$134 for high season* & **\$131** for low season*

* 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 Kailua-Kona.