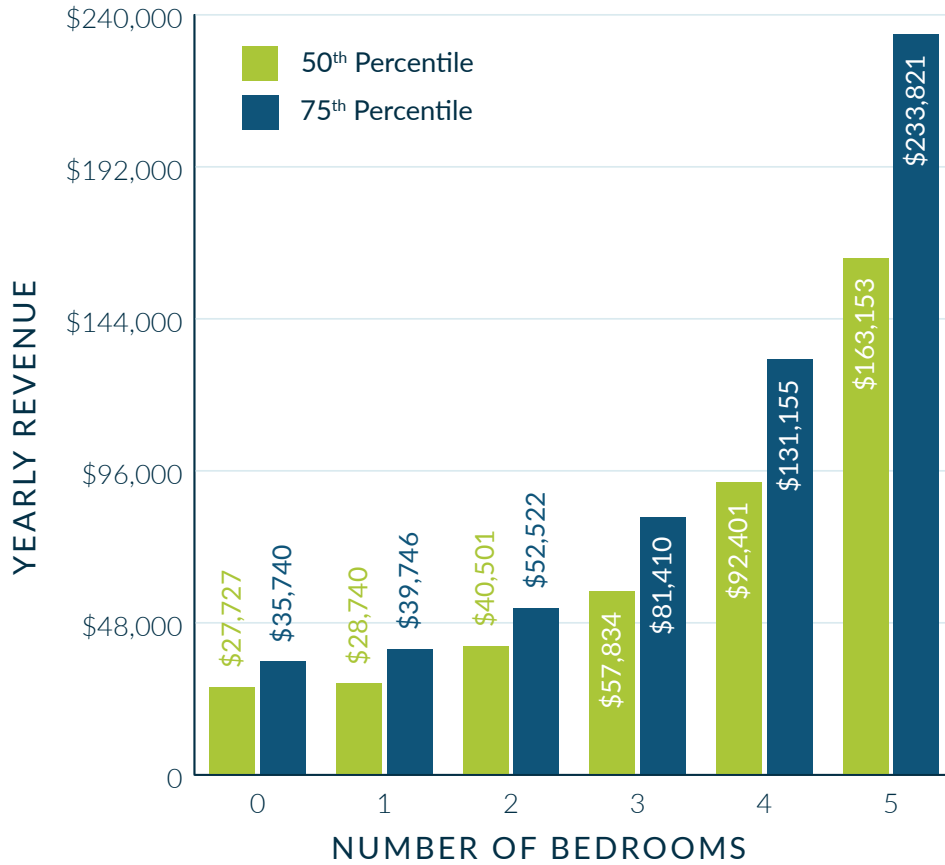


YEARLY REVENUE BY PROPERTY SIZE



AVERAGE YEARLY OCCUPANCY AND AVERAGE DAILY RATE (ADR)

# Beds	DAYS	%	(ADR)
0	235	64%	\$142
1	213	58%	\$168
2	205	56%	\$249
3	187	51%	\$375
4	179	49%	\$621
5	197	54%	\$928

QUICK FACTS



AVERAGE DAYS BOOKED IN ADVANCE:

76 for high season* & **48** for low season*



AVERAGE LENGTH OF STAY:

3.6 for high season* & **4.1** for low season*

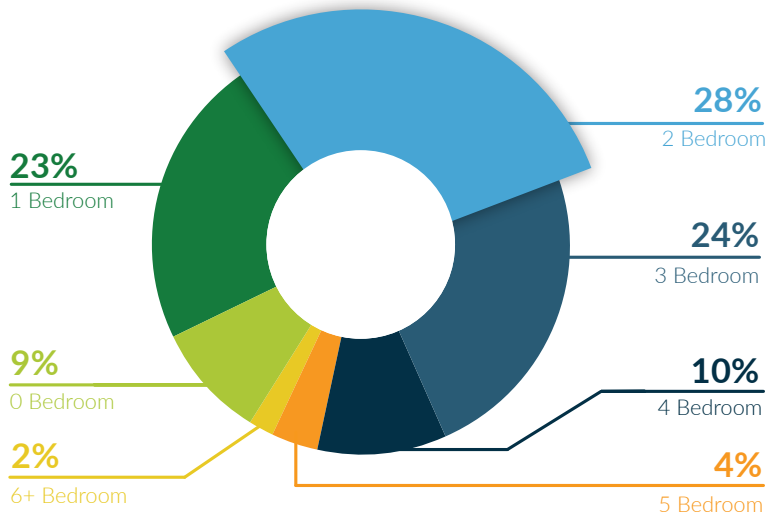


AVERAGE DAILY RATE:

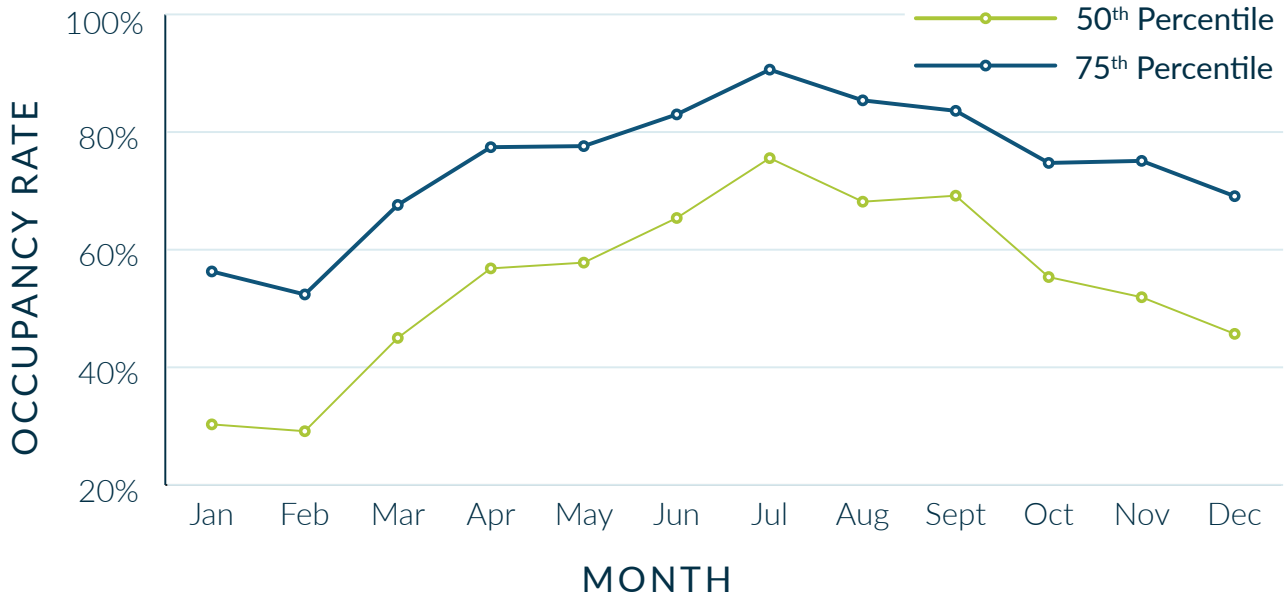
\$180 for high season* & **\$166** for low season*

* 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 Napa, Sonoma, Santa Rosa, Calistoga, and Petaluma.