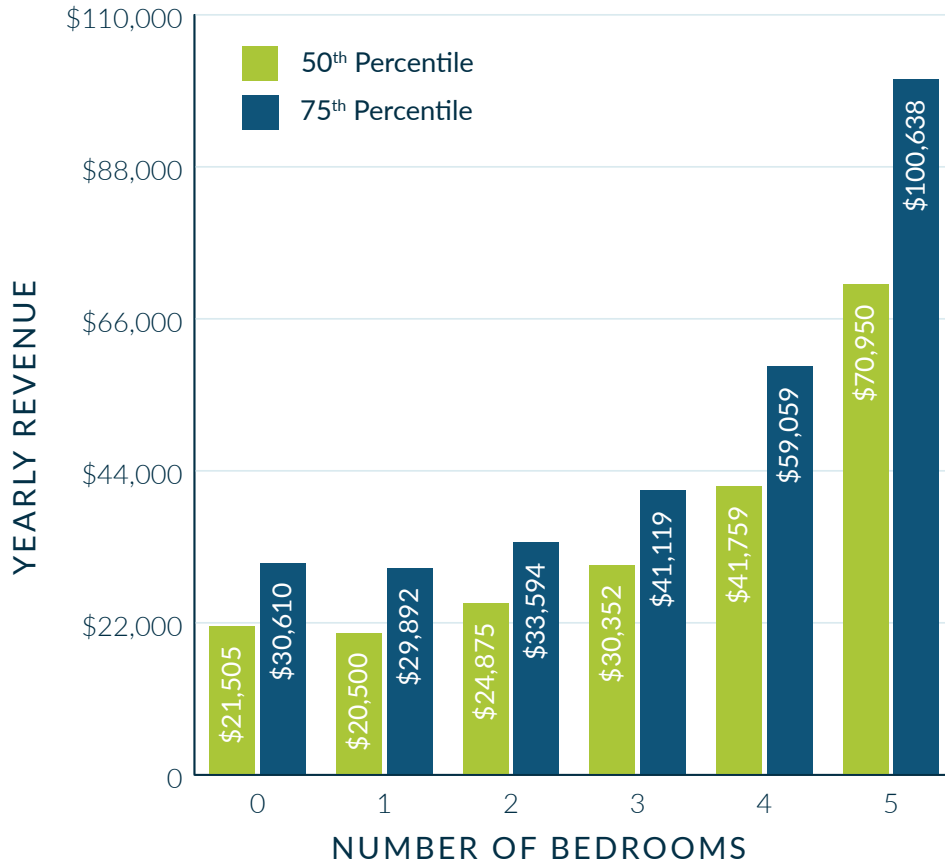


YEARLY REVENUE BY PROPERTY SIZE



AVERAGE YEARLY OCCUPANCY AND AVERAGE DAILY RATE (ADR)

# Beds	DAYS	%	(ADR)
0	226	62%	\$120
1	190	52%	\$155
2	157	43%	\$196
3	146	40%	\$268
4	139	38%	\$412
5	142	39%	\$632

QUICK FACTS



AVERAGE DAYS BOOKED IN ADVANCE:

52 for high season* & **41** for low season*



AVERAGE LENGTH OF STAY:

3.4 for high season* & **3.1** for low season*

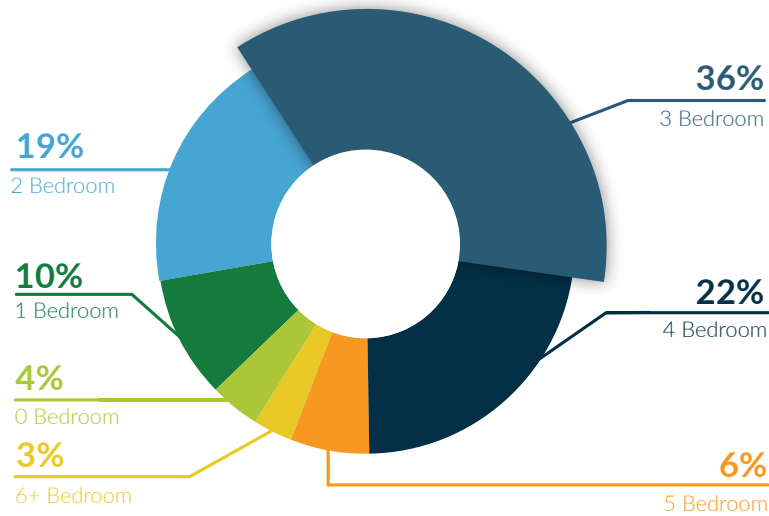


AVERAGE DAILY RATE:

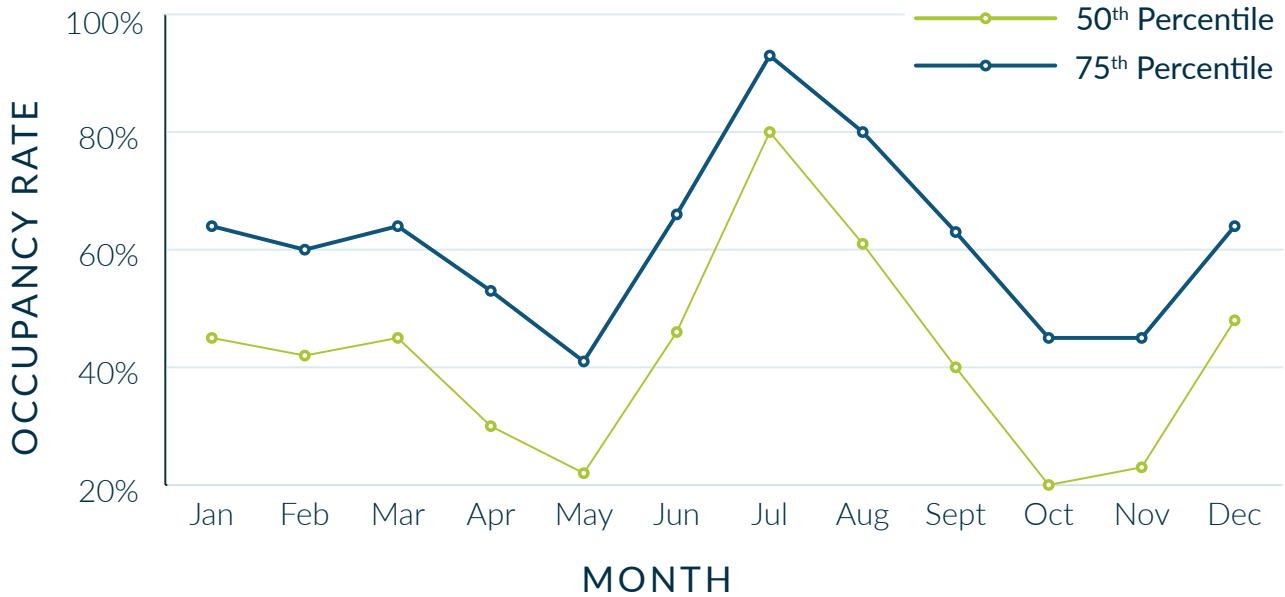
\$272 for high season* & **\$195** for low season*

* 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 South Lake Tahoe, Tahoe City, Stateline, Incline Village and Truckee.