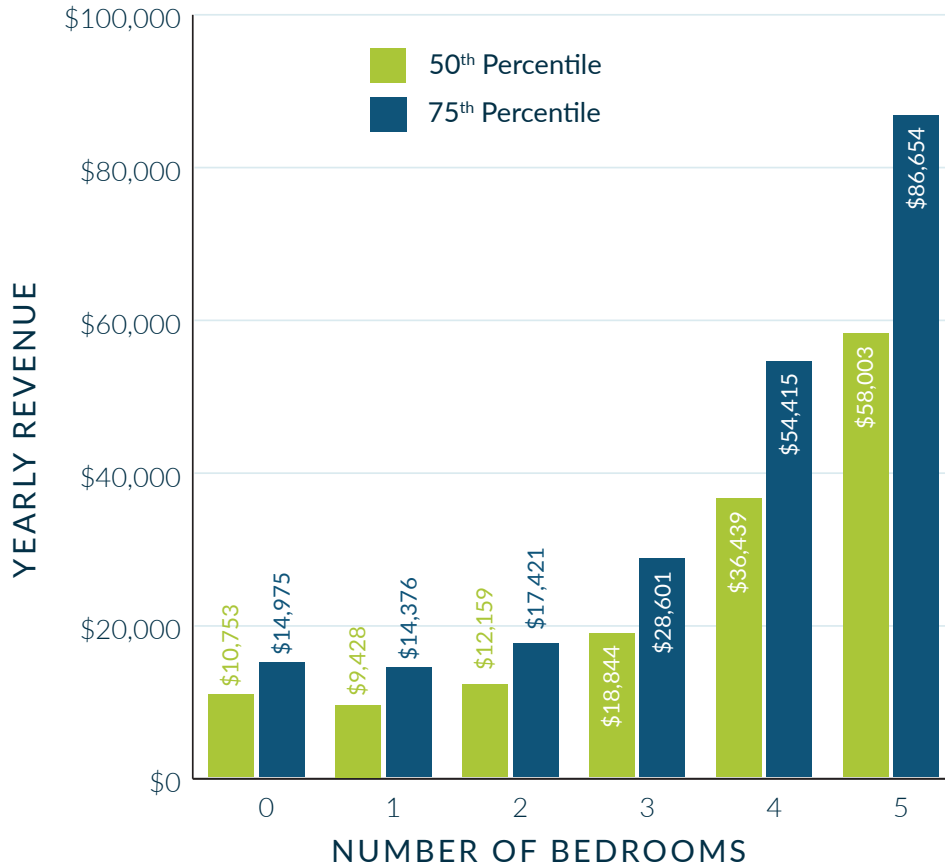


YEARLY REVENUE BY PROPERTY SIZE



AVERAGE YEARLY OCCUPANCY AND AVERAGE DAILY RATE (ADR)

# Beds	Days	%	(ADR)
0	202	55%	\$85
1	182	50%	\$93
2	147	40%	\$128
3	133	36%	\$217
4	153	42%	\$338
5	133	36%	\$548

QUICK FACTS



AVERAGE DAYS BOOKED IN ADVANCE:

87 for high season* & **47** for low season*



AVERAGE LENGTH OF STAY:

8.4 for high season* & **6.6** for low season*

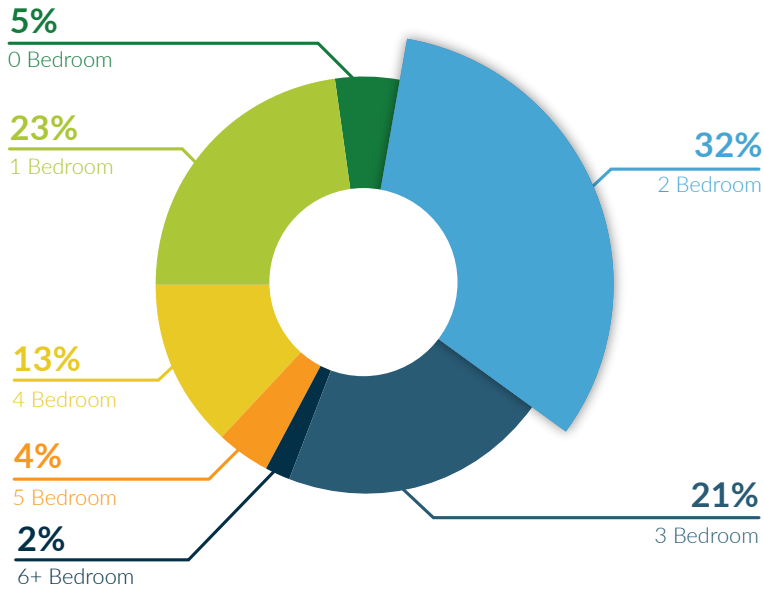


AVERAGE DAILY RATE:

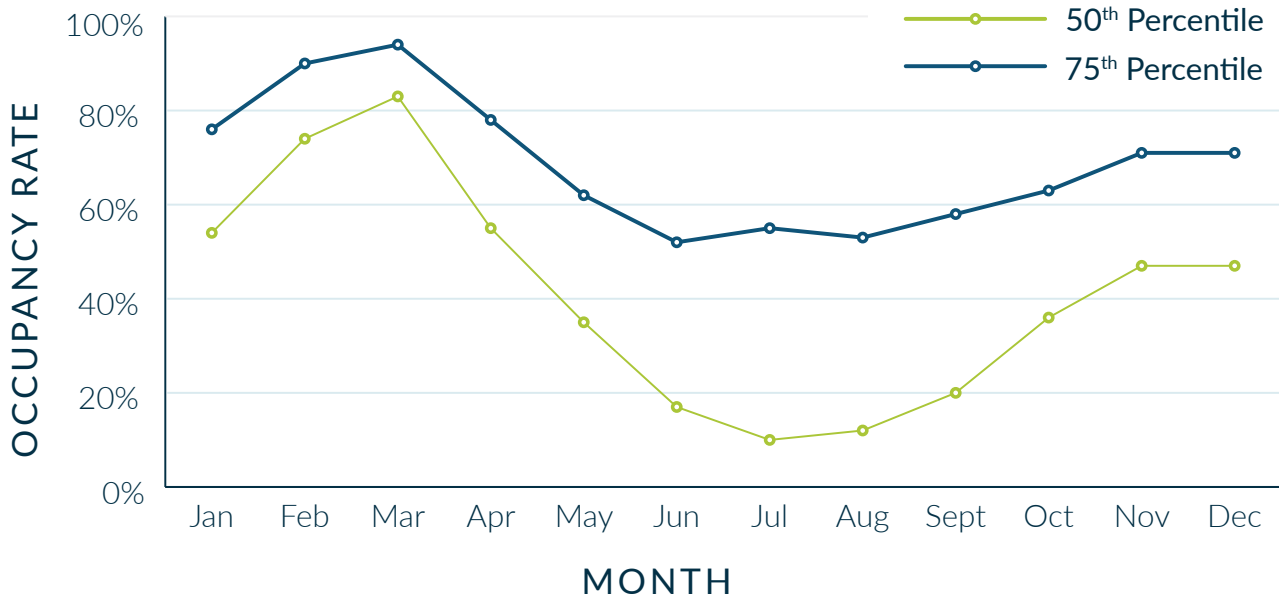
\$132 for high season* & **\$47** for low season*

* 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 Phoenix and the surrounding areas of Scottsdale, Tempe, and Mesa.