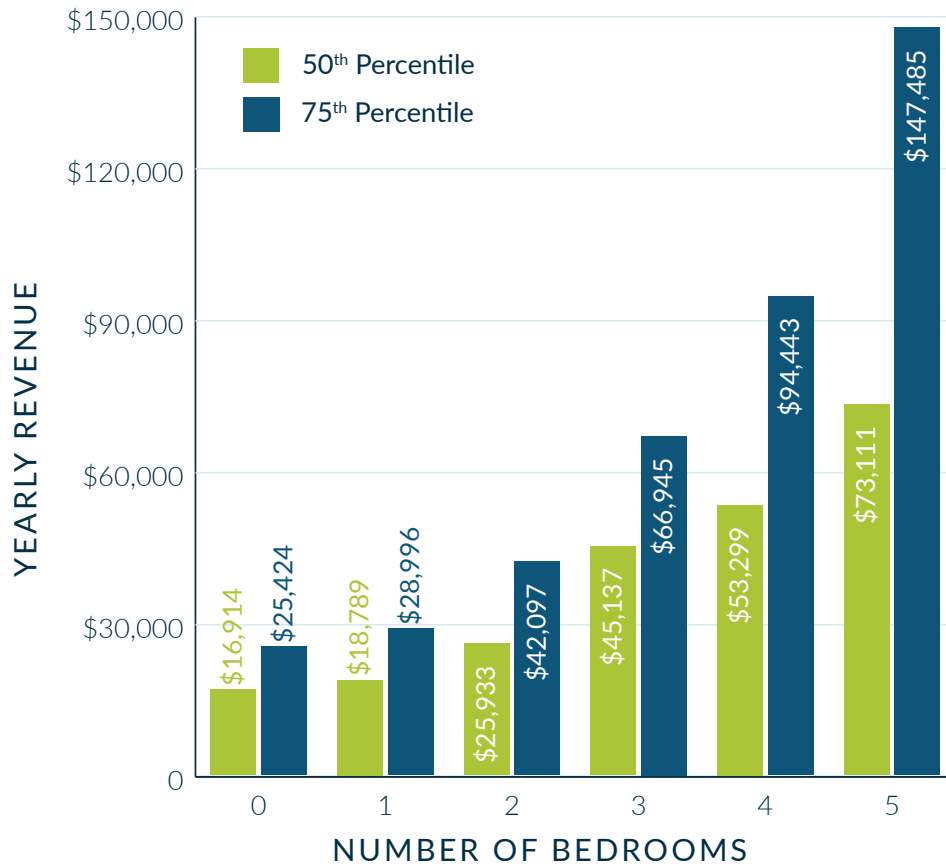


YEARLY REVENUE BY PROPERTY SIZE



AVERAGE YEARLY OCCUPANCY AND AVERAGE DAILY RATE (ADR)

# Beds	DAYS	%	(ADR)
0	259	71%	\$103
1	245	67%	\$121
2	237	65%	\$185
3	234	64%	\$299
4	212	58%	\$381
5	204	56%	\$590

QUICK FACTS



AVERAGE DAYS BOOKED IN ADVANCE:

69 for high season* & **84** for low season*



AVERAGE LENGTH OF STAY:

5.0 for high season* & **4.0** for low season*

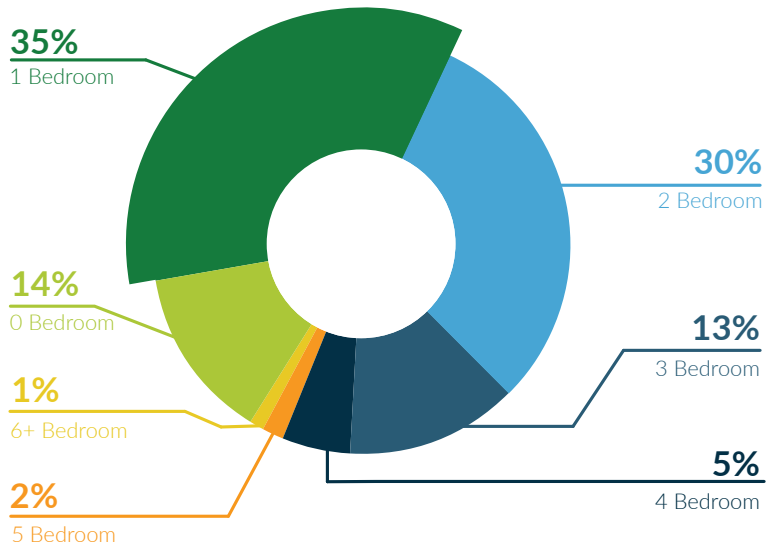


AVERAGE DAILY RATE:

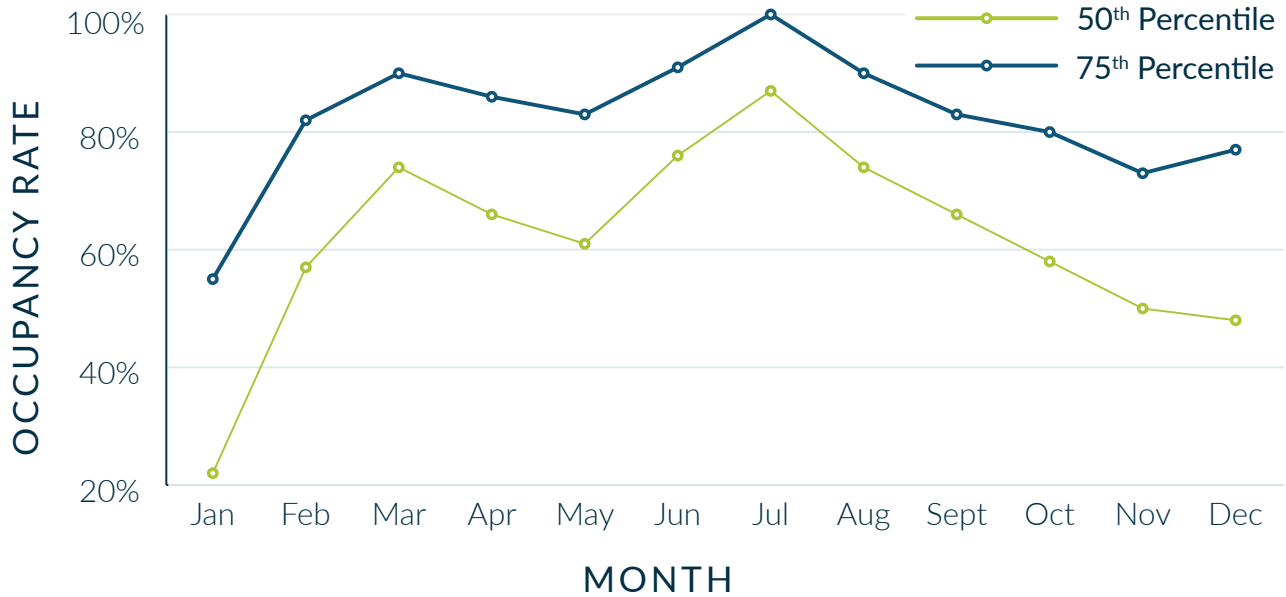
\$118 for high season* & **\$88** for low season*

* 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 San Diego and the surrounding areas of Encinitas, Oceanside, Carlsbad, Solana Beach, Cardiff, and Del Mar.

