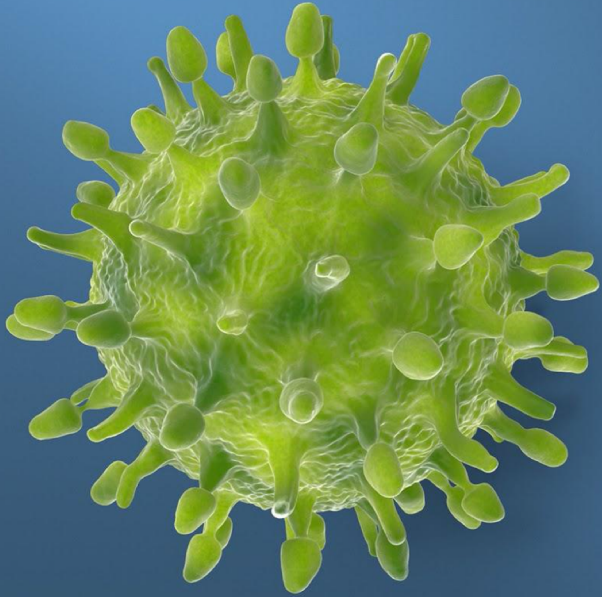


IS THE CORONAVIRUS AFFECTING SHORT-TERM VACATION RENTAL BOOKING ACTIVITY?

WEBINAR



CORONAVIRUS

SHORT-TERM VACATION

RENTAL BOOKING ACTIVITY DATA CHARTS

► HAWAII: AS OF MARCH 5TH

	ADJUSTED OCCUPANCY			AVERAGE STAY VALUE		
	2020	2019	% CHG	2020	2019	% CHG
MARCH	61.73%	63.62%	-3%	2,652.60	2,594.65	2%
APRIL	46.23%	41.43%	12%	2,373.16	2,418.13	-2%
MAY	30.09%	25.85%	16%	2,203.63	2,320.08	-5%
JUNE	29.46%	22.99%	28%	2,837.66	2,702.99	5%
JULY	23.54%	19.69%	20%	3,355.50	3,460.71	-3%

► OREGON: AS OF MARCH 5TH

	ADJUSTED OCCUPANCY			AVERAGE STAY VALUE		
	2020	2019	% CHG	2020	2019	% CHG
MARCH	23.36%	25.29%	-8%	783.02	692.24	13%
APRIL	14.23%	13.02%	9%	780.86	767.09	2%
MAY	11.10%	11.06%	0%	1,041.82	984.16	6%
JUNE	20.29%	17.89%	13%	1,575.80	1,471.70	7%
JULY	32.58%	28.89%	13%	2,336.60	2,460.45	-5%

► CALIFORNIA: AS OF MARCH 5TH

	ADJUSTED OCCUPANCY			AVERAGE STAY VALUE		
	2020	2019	% CHG	2020	2019	% CHG
MARCH	38.71%	43.93%	-12%	2,017.45	1,799.33	12%
APRIL	20.61%	19.53%	6%	2,356.74	2,297.39	3%
MAY	8.48%	8.48%	0%	1,968.62	1,796.33	10%
JUNE	9.69%	10.06%	-4%	2,691.69	2,502.91	8%
JULY	14.67%	14.02%	5%	3,868.08	3,844.25	1%

► COLORADO: AS OF MARCH 5TH

	ADJUSTED OCCUPANCY			AVERAGE STAY VALUE		
	2020	2019	% CHG	2020	2019	% CHG
MARCH	46.36%	51.23%	-10%	2,105.00	2,025.68	4%
APRIL	7.36%	5.48%	34%	1,134.12	1,154.01	-2%
MAY	2.88%	2.19%	32%	961.47	1,183.08	-19%
JUNE	10.78%	9.88%	9%	1,532.50	1,716.91	-11%
JULY	14.17%	13.09%	8%	2,360.11	2,361.81	0%

► GULF COAST: AS OF MARCH 5TH

	ADJUSTED OCCUPANCY			AVERAGE STAY VALUE		
	2020	2019	% CHG	2020	2019	% CHG
MARCH	55.39%	60.60%	-9%	1,948.09	1,685.45	16%
APRIL	28.91%	27.24%	6%	1,852.38	2,164.54	-14%
MAY	22.80%	21.33%	7%	1,728.55	1,823.85	-5%
JUNE	28.15%	26.90%	5%	2,844.94	2,465.91	15%
JULY	20.19%	19.26%	5%	3,370.29	3,539.03	-5%

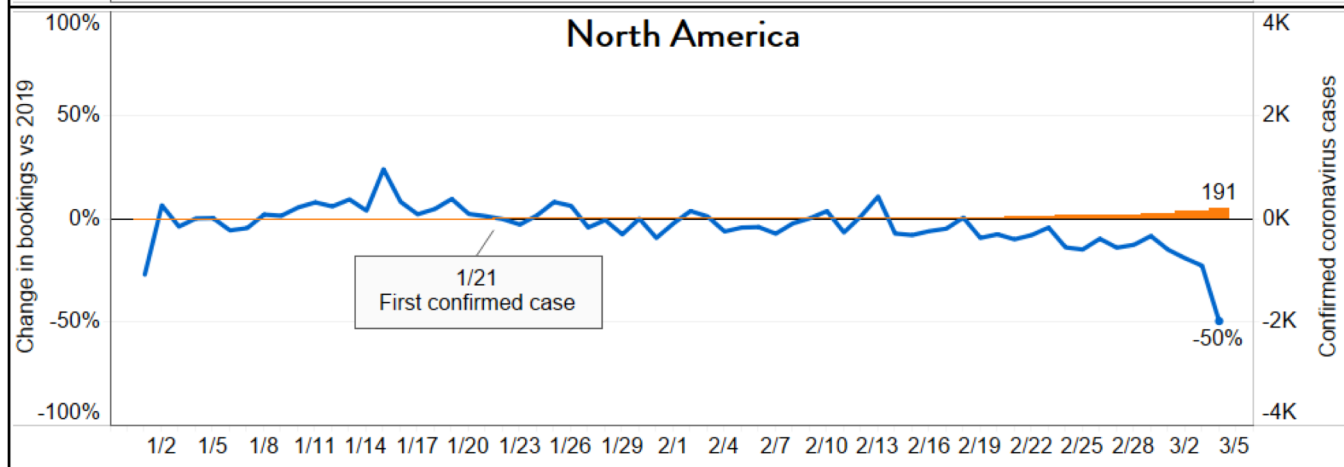
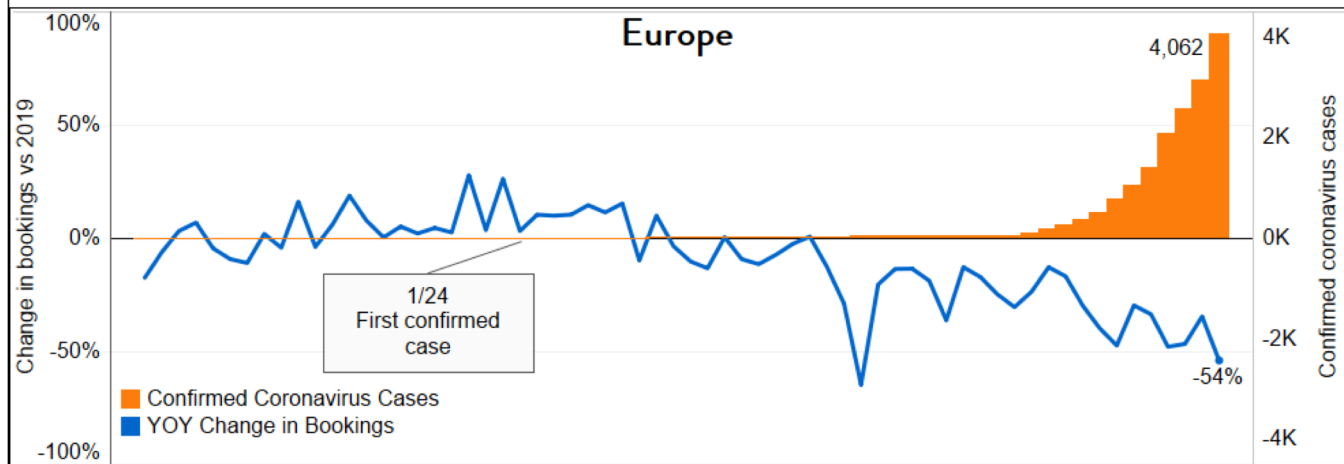
► SE ATLANTIC COAST: AS OF MARCH 5TH

	ADJUSTED OCCUPANCY			AVERAGE STAY VALUE		
	2020	2019	% CHG	2020	2019	% CHG
MARCH	35.92%	40.46%	-11%	1,854.98	1,647.91	13%
APRIL	26.54%	26.71%	-1%	1,721.46	1,867.63	-8%
MAY	24.08%	23.12%	4%	1,827.63	2,064.53	-11%
JUNE	38.83%	39.17%	-1%	3,544.74	2,842.78	25%
JULY	39.34%	38.64%	2%	4,514.96	4,670.94	-3%

Booking activity for vacation rentals in Europe and North America slows as Coronavirus continues to spread



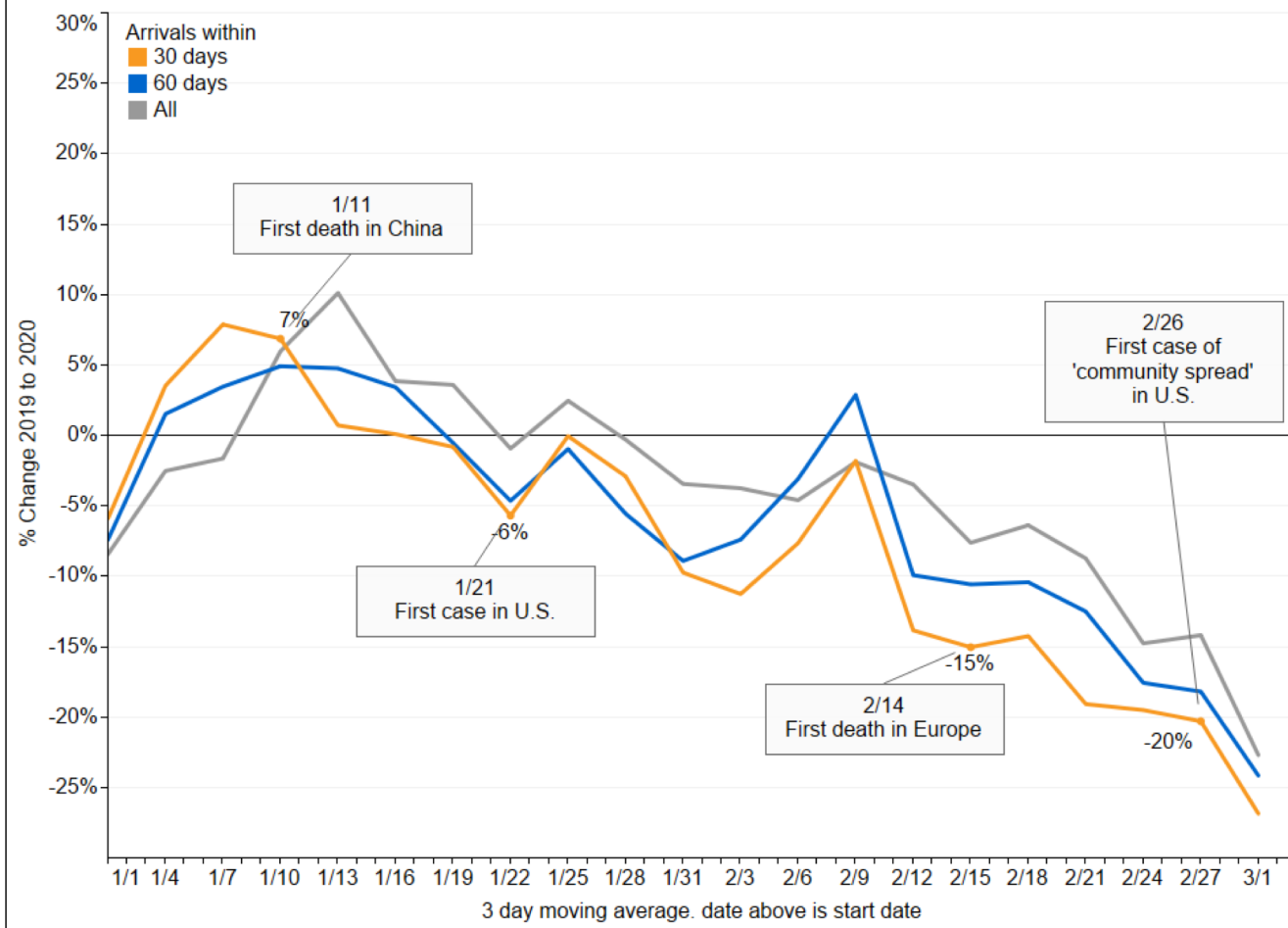
YOY Change in average bookings per property



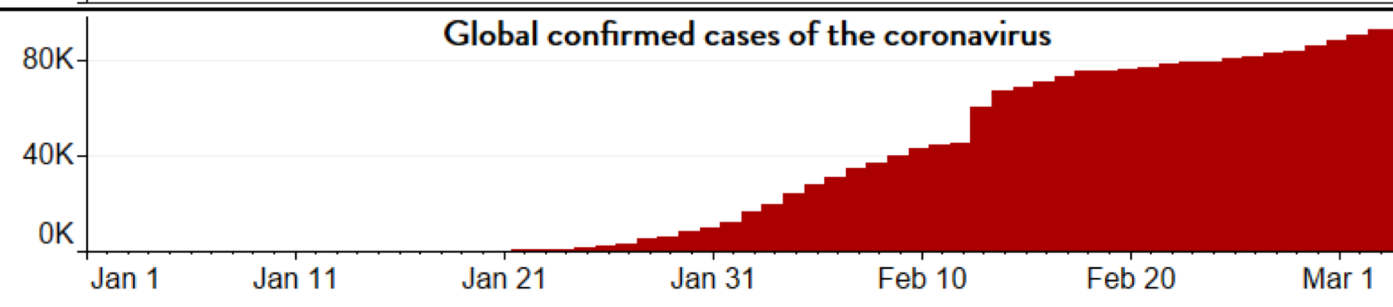
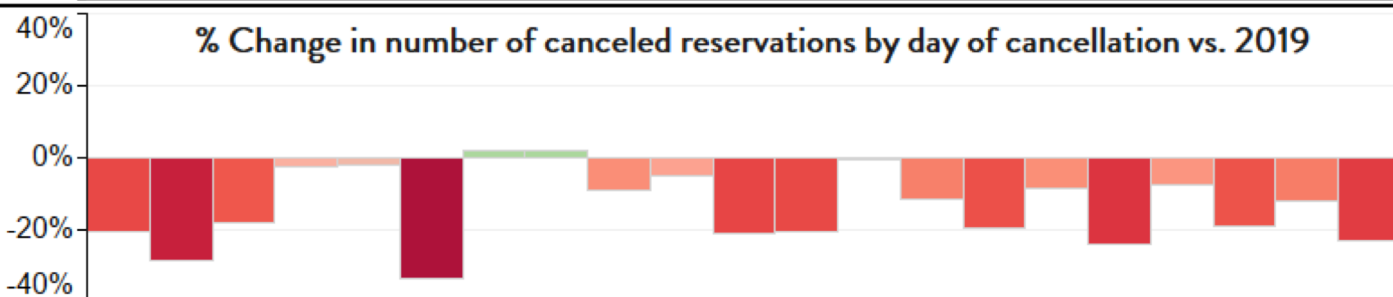
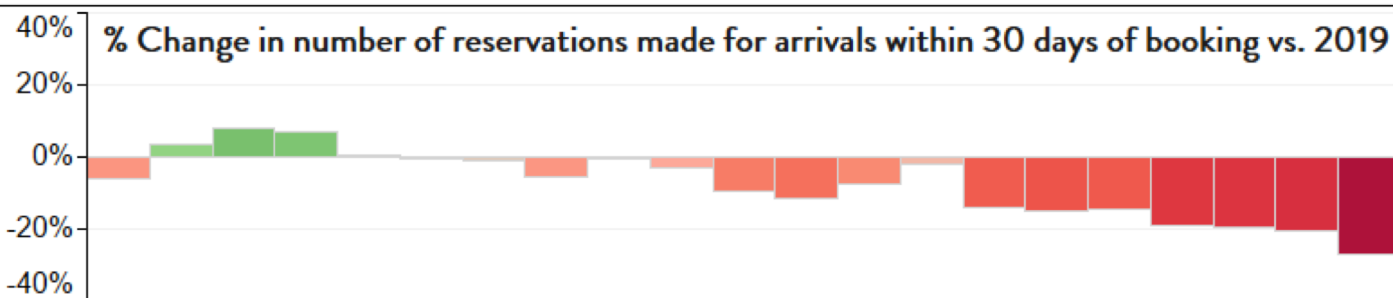
Bookings for arrivals within 30 days see biggest decline



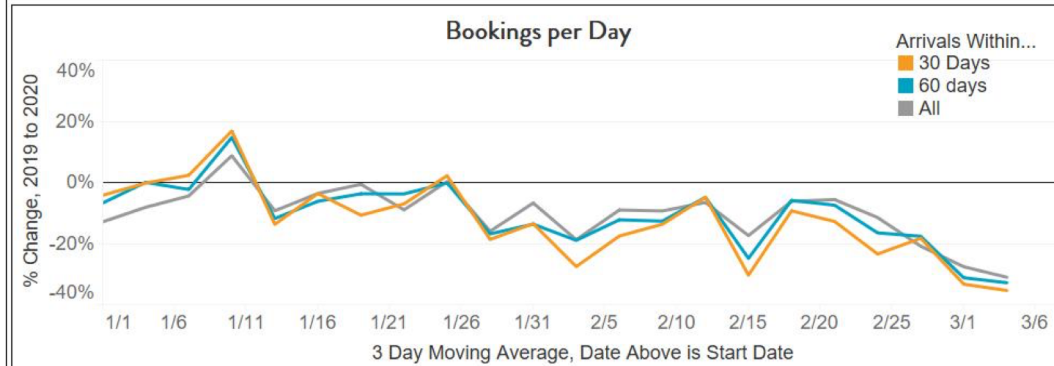
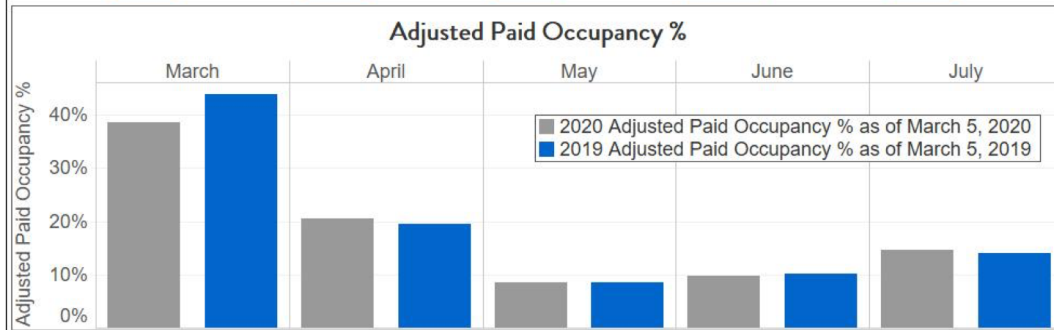
YOY change in average guest bookings per property, grouped by booking lead time. Global.

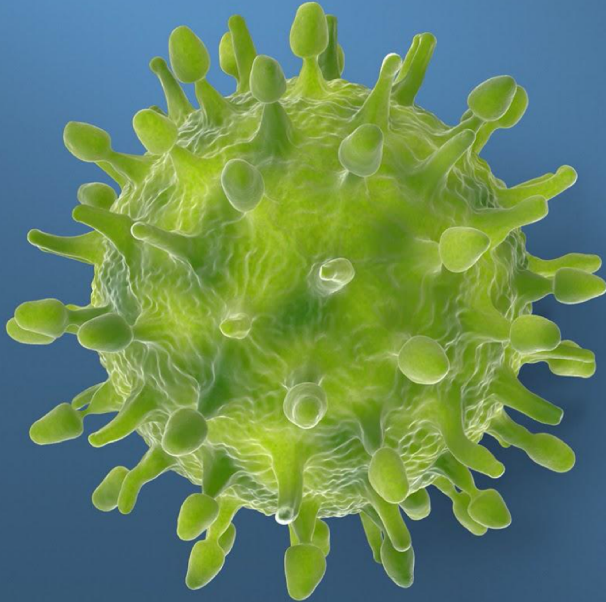


Booking activity slows but total cancellations remain below last year



California - 5 month pacing and booking activity





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