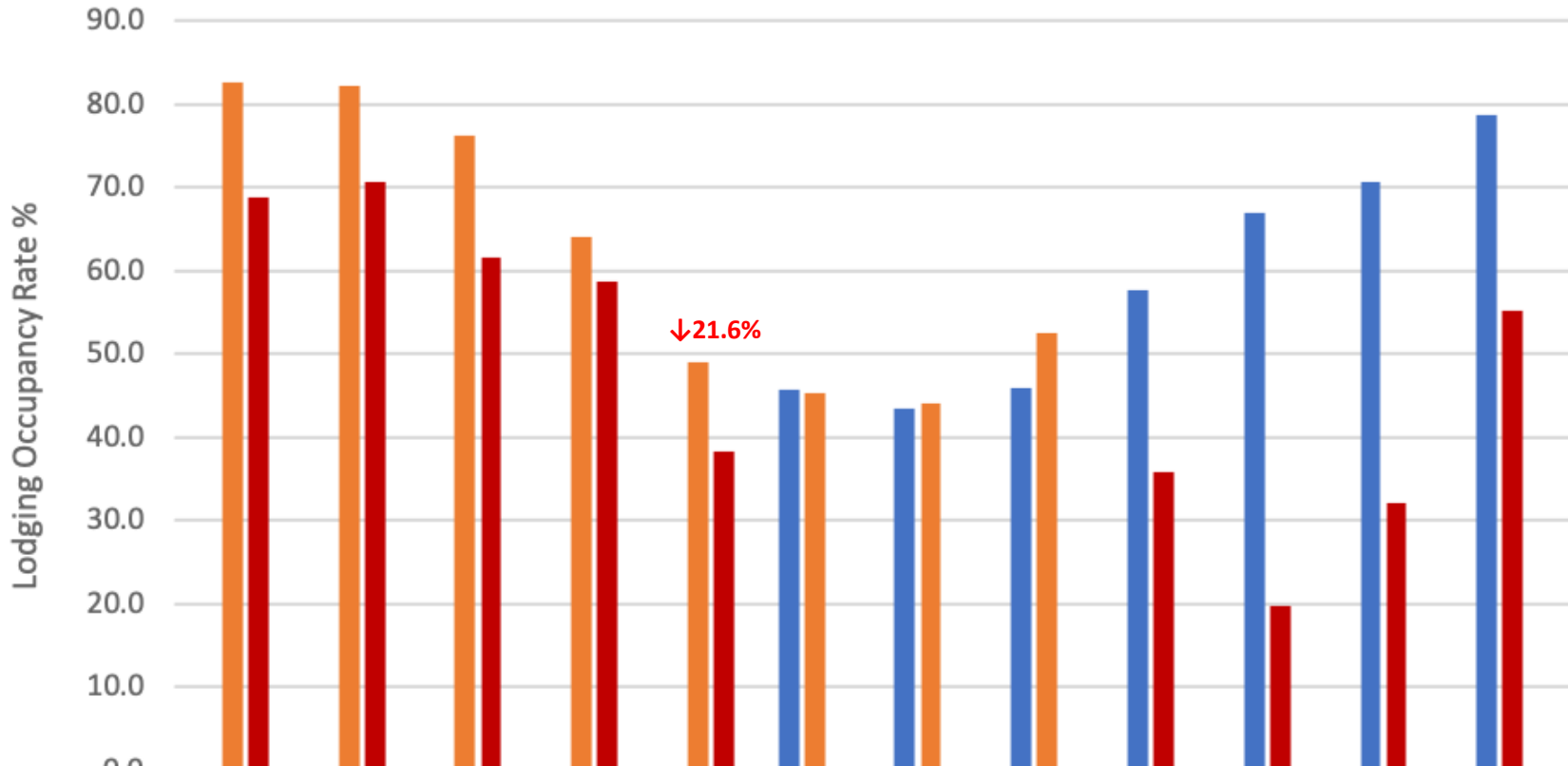




## Central Oregon Occupancy Rates: Dec 2018 - Nov 2020\*

(Jefferson County, Deschutes County, Crook County, Zip 97037)

\*Months Affected by COVID-19 Pandemic



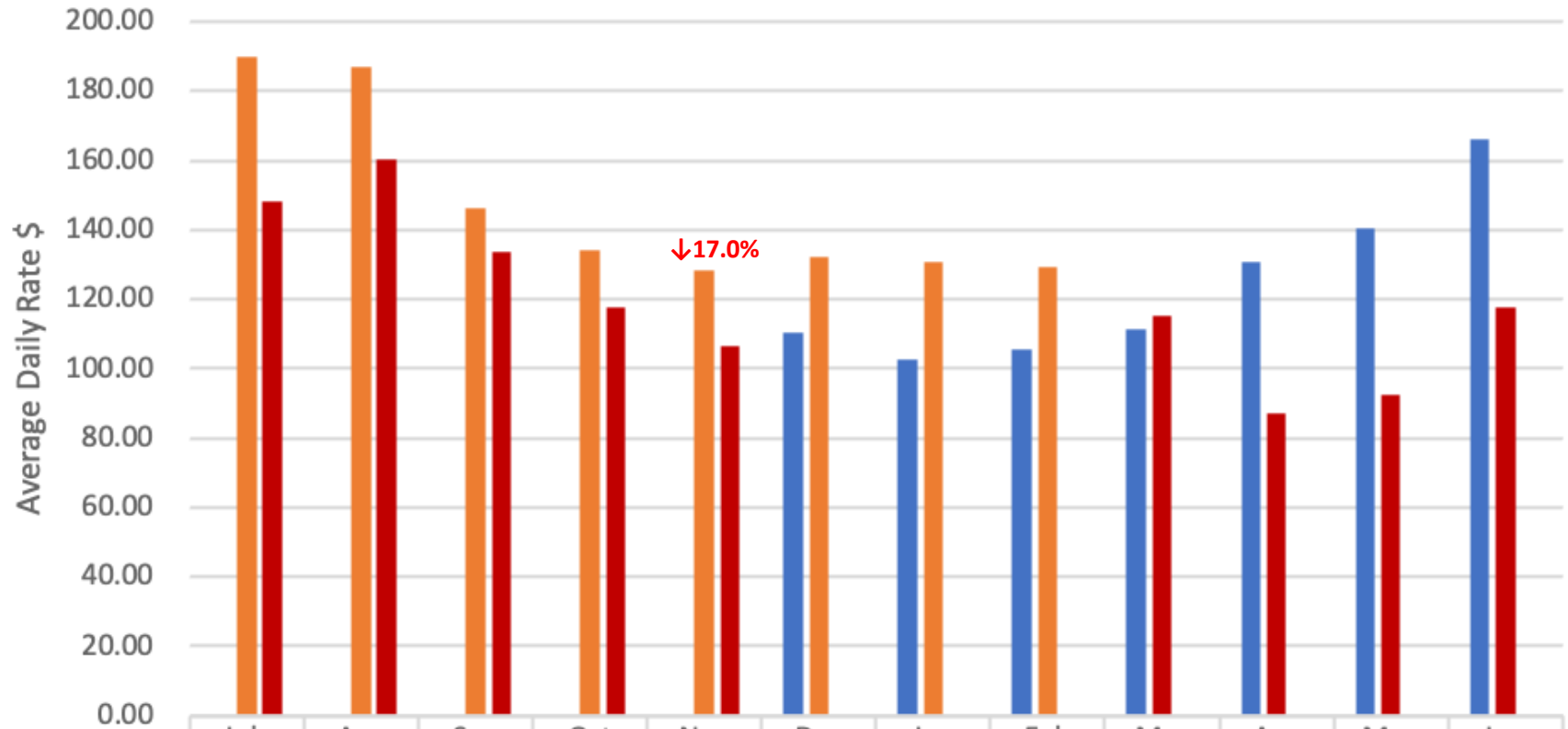
|           | July | Aug  | Sep  | Oct  | Nov  | Dec  | Jan  | Feb  | Mar  | Apr  | May  | Jun  |
|-----------|------|------|------|------|------|------|------|------|------|------|------|------|
| ■ 2018/19 |      |      |      |      |      | 45.7 | 43.5 | 46.0 | 57.7 | 67.0 | 70.7 | 78.7 |
| ■ 2019/20 | 82.6 | 82.3 | 76.3 | 64.1 | 49.0 | 45.4 | 44.0 | 52.5 | 35.9 | 19.8 | 32.2 | 55.3 |
| ■ 2020/21 | 68.9 | 70.6 | 61.6 | 58.8 | 38.4 |      |      |      |      |      |      |      |



## Central Oregon Average Daily Rate: Dec 2018 - Nov 2020\*

(Jefferson County, Deschutes County, Crook County, Zip 97037)

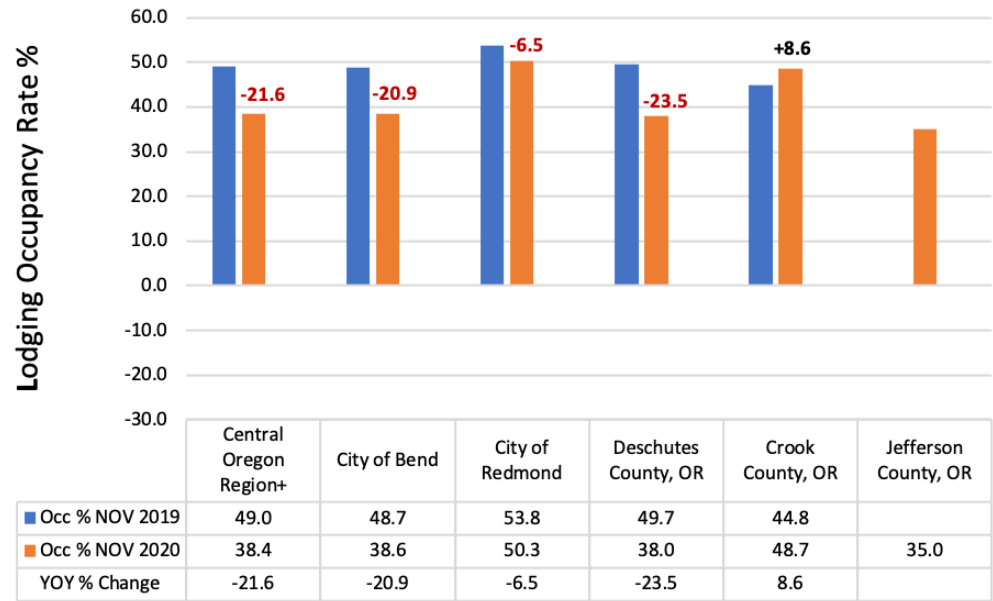
\*Months Affected by COVID-19 Pandemic



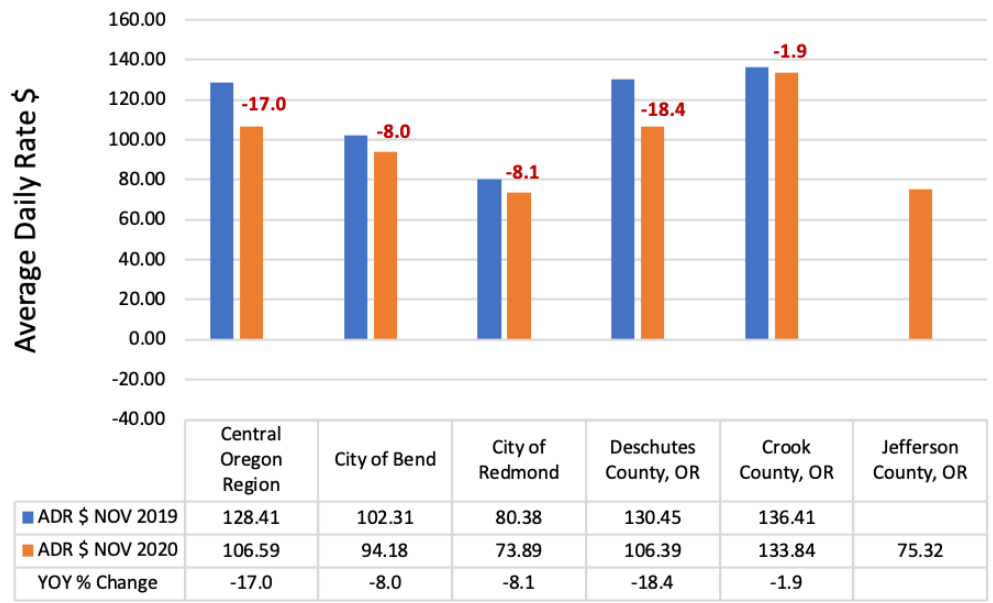
|           | July   | Aug    | Sep    | Oct    | Nov    | Dec    | Jan    | Feb    | Mar    | Apr    | May    | Jun    |
|-----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| ■ 2018/19 |        |        |        |        |        | 110.11 | 102.48 | 105.46 | 111.21 | 130.50 | 140.53 | 166.05 |
| ■ 2019/20 | 189.92 | 187.14 | 145.98 | 134.27 | 128.41 | 132.10 | 130.56 | 129.25 | 115.32 | 87.06  | 92.47  | 117.66 |
| ■ 2020/21 | 148.38 | 160.19 | 133.44 | 117.55 | 106.59 |        |        |        |        |        |        |        |



### Regional Occupancy Rates November 2020 vs. November 2019



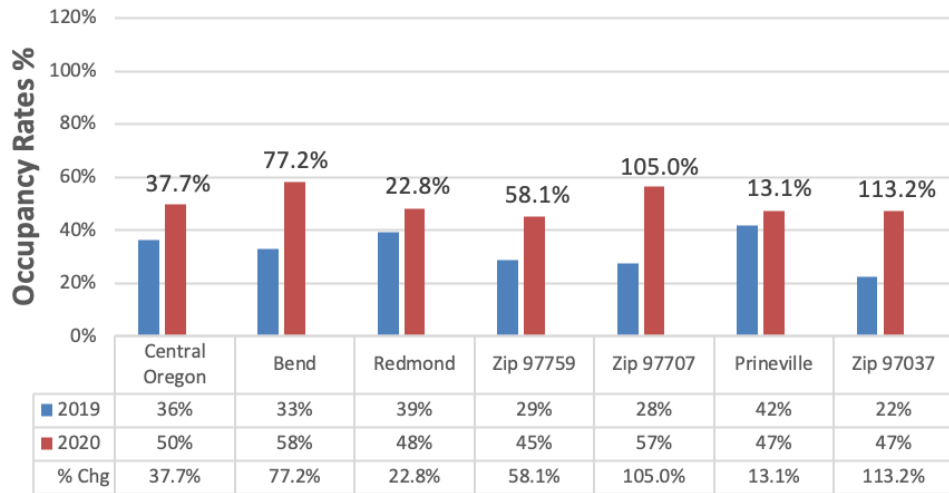
### Regional Average Daily Rate \$ November 2020 vs. November 2019



# AIRDNA

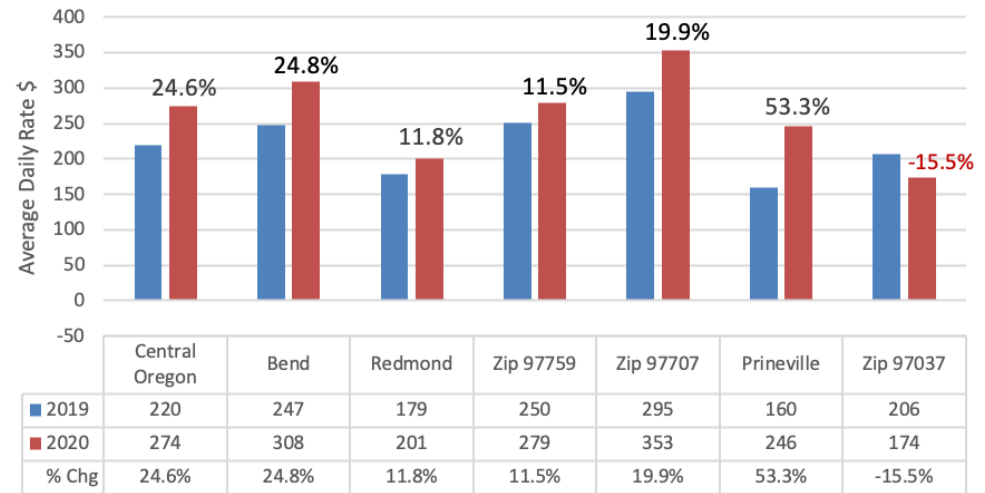
## AirDNA Regional Occupancy Rate

November 2020 vs. November 2019



## AirDNA Regional Average Daily Rate

November 2020 vs. November 2019



Data in Vacation Rentals is for “Entire Place” bookings, and cleaning fees ARE included with in ADR. Entire place bookings includes listings in which guests have the whole home to themselves.

**NOVEMBER 2020:** According to AirDNA reporting of regional vacation rental bookings (surveying AirBnB and VRBO) for November 2020 vs. November 2019:

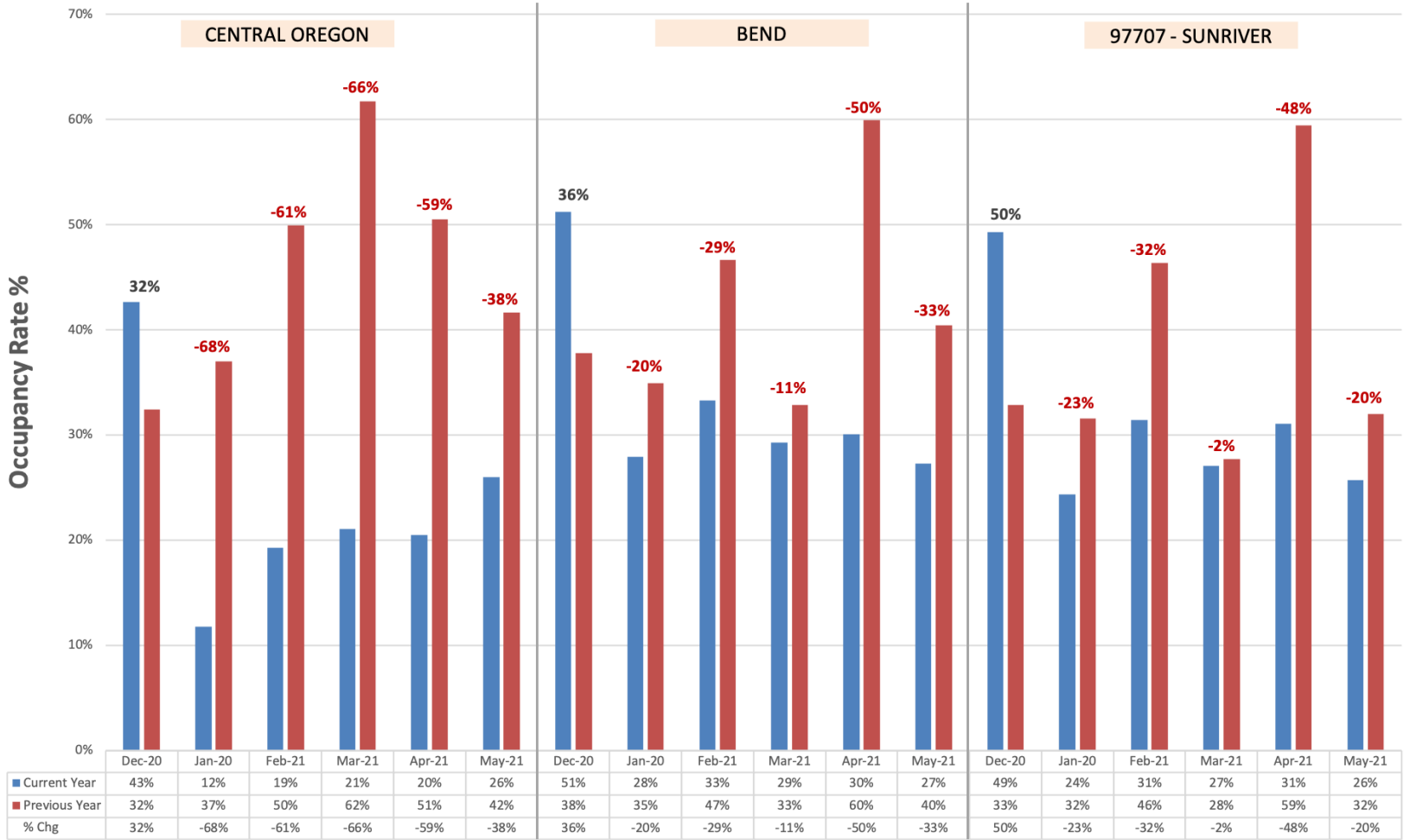
- Vacation rental occupancy was at 50%, **up 37.7%**
- ADR was at \$274, **up 24.6%**

Year-over-year, vacation rental occupancy rate and ADR has been up each month for the past seven months, since May 2020.

# AIRDNA

## AirDNA Monthly Pace Occupancy Rates - December 2020 to May 2021

As of December 6, 2020 - AirBNB, VRBO/Homeaway



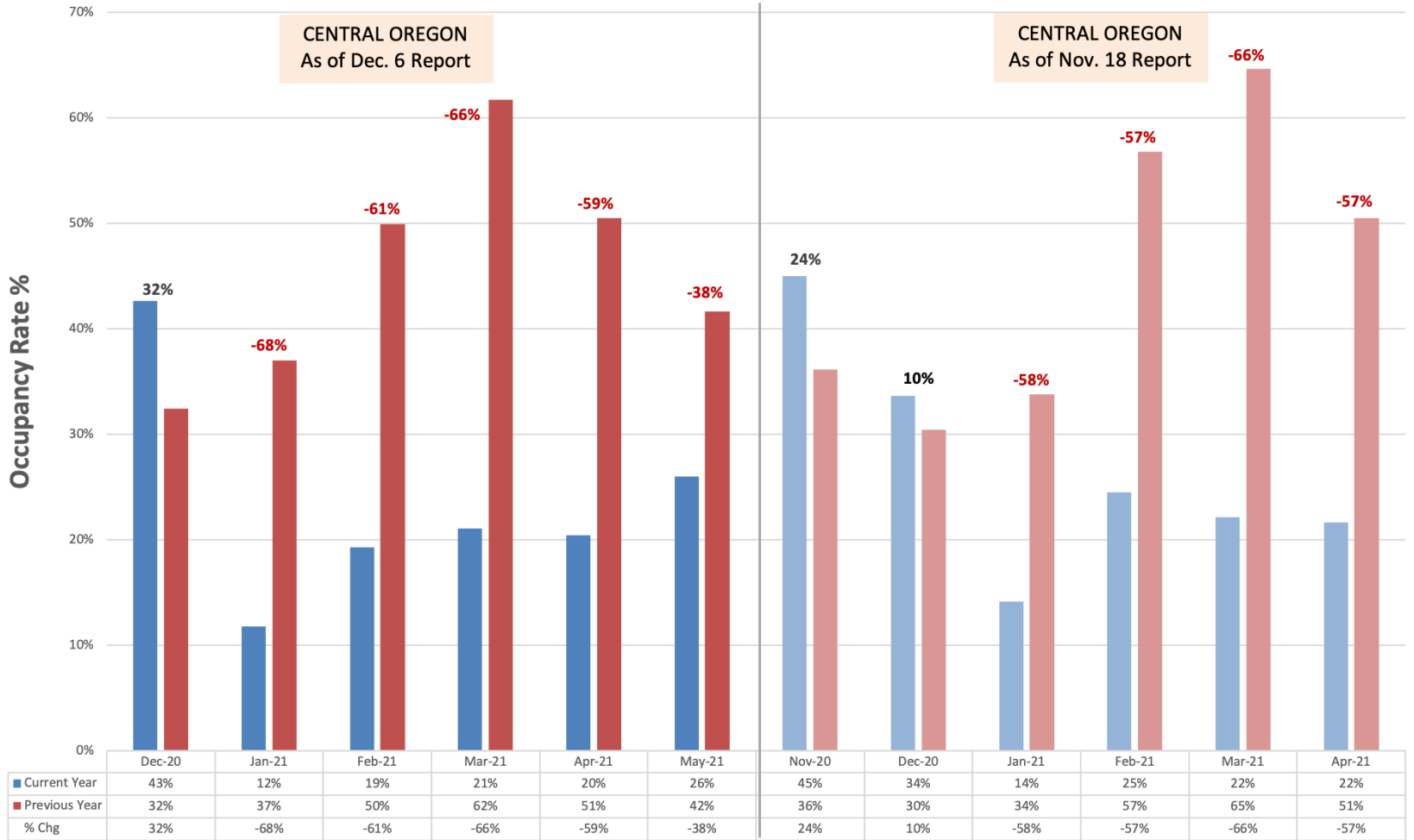
Next 6 months  
pace for vacation  
rental occupancy  
→

December 2020 is  
pacing to be up in  
vacation rental  
occupancy  
regionally. In the  
coming New Year,  
bookings are  
significantly slower  
paced for all  
Central Oregon  
communities.

# AIRDNA

## CENTRAL OREGON: AirDNA 6-Month Pace Occupancy Rates

As of December 6, 2020 vs. as of November 18, 2020 - AirBNB, VRBO/Homeaway



Next 6 months  
pace for vacation  
rental occupancy  
month-over-  
month comparison  
→

December pace  
report shows  
possible signs of  
cancellations in  
January and  
February 2021  
compared to last  
month's future 6  
mos. pace report.