

### Executive Summary

Data based on a sample of up to 9 properties in the North Lake Tahoe destination, representing up to 1321 Units ('DestiMetrics Census\*\*') and 40.92% of 3229 total units in the North Lake Tahoe destination ('Destination Census\*\*')

Last Month Performance: Current YTD vs. Previous YTD		2022/23	2021/22	Year over Year % Variance
North Lake Tahoe Occupancy for last month (Dec) changed by (0.3%)	Occupancy (Dec) :	52.7%	52.6%	0.3%
North Lake Tahoe ADR for last month (Dec) changed by (0.3%)	ADR (Dec) :	\$ 490	\$ 489	0.3%
North Lake Tahoe RevPAR for last month (Dec) changed by (0.6%)	RevPAR (Dec) :	\$ 258	\$ 257	0.6%
Next Month Performance: Current YTD vs. Previous YTD				
North Lake Tahoe Occupancy for next month (Jan) changed by (-0.1%)	Occupancy (Jan) :	49.0%	49.1%	-0.1%
North Lake Tahoe ADR for next month (Jan) changed by (7.6%)	ADR (Jan) :	\$ 407	\$ 378	7.6%
North Lake Tahoe RevPAR for next month (Jan) changed by (7.5%)	RevPAR (Jan) :	\$ 200	\$ 186	7.5%
Historical past 6 months Month Actual Performance: Current YTD vs. Previous YTD				
North Lake Tahoe Occupancy for the past 6 months changed by (13.5%)	Occupancy	51.5%	45.4%	13.5%
North Lake Tahoe ADR for the past 6 months changed by (-1.2%)	ADR	\$ 436	\$ 441	-1.2%
North Lake Tahoe RevPAR for the past 6 months changed by (12.1%)	RevPAR	\$ 224	\$ 200	12.1%
Future 6 Month On The Books Performance: Current YTD vs. Previous YTD				
North Lake Tahoe Occupancy for the future 6 months changed by (-5.4%)	Occupancy	28.1%	29.6%	-5.4%
North Lake Tahoe ADR for the future 6 months changed by (5.5%)	ADR	\$ 397	\$ 376	5.5%
North Lake Tahoe RevPAR for the future 6 months changed by (-0.1%)	RevPAR	\$ 111	\$ 112	-0.1%
Incremental Pacing - % Variance in Rooms Booked last Calendar Month: Dec 31, 2022 vs. Previous Year				
Rooms Booked during last month (Dec,22) compared to Rooms Booked during the same period last year (Dec,21) for all arrival dates has changed by (0.1%)	Booking Pace (Dec)	7.3%	7.3%	0.1%

\* Inntopia Census: Total number of rooms reported by participating Inntopia properties as available for short-term rental in the reporting month. This number can vary monthly as inventories and report participants change over time. \*\* Destination Census: The total number of rooms available for rental within the community as established by the and adjusted for properties that have opened / closed since that time. This number varies infrequently as new properties start, or existing properties cease operations.

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