

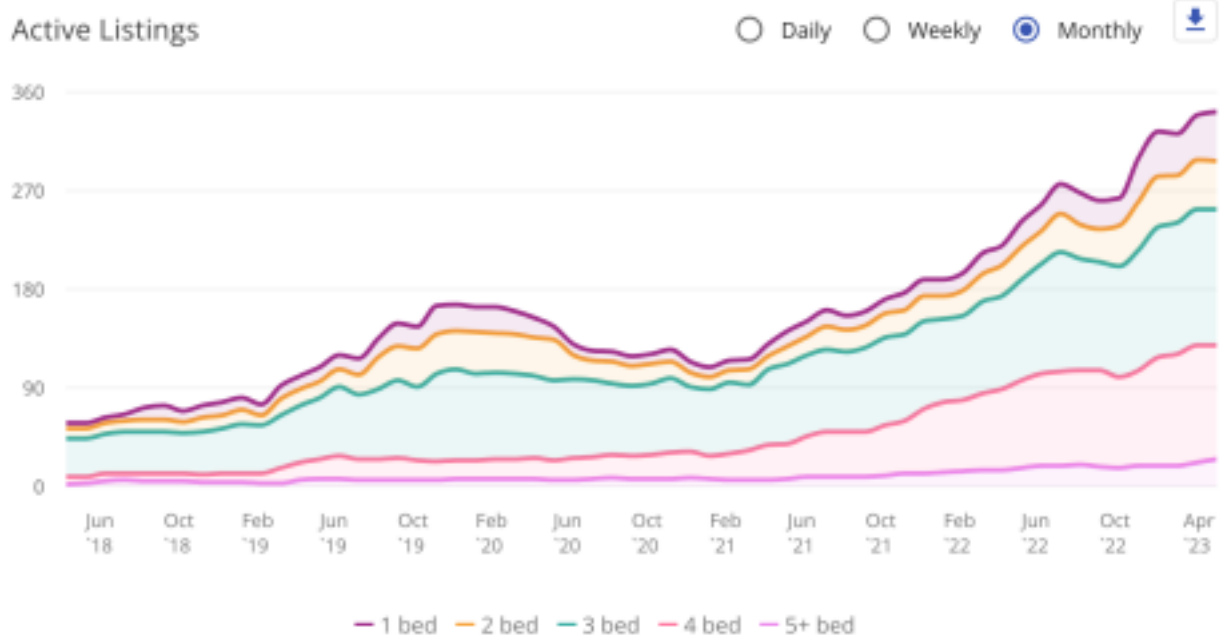
East Nashville (District 2) - Revenue Information:

Occupancy holds steady in terms of seasonality following other Nashville Markets. Length of Stay creates gaps in weekly revenue with weekdays being filled with discounted rates.



Majority of Active listings in the East Nashville market are in the 3-4 bedroom range. 5 bedroom is the inefficiency in the market and commands the highest revenue returns due low supply, high demand.

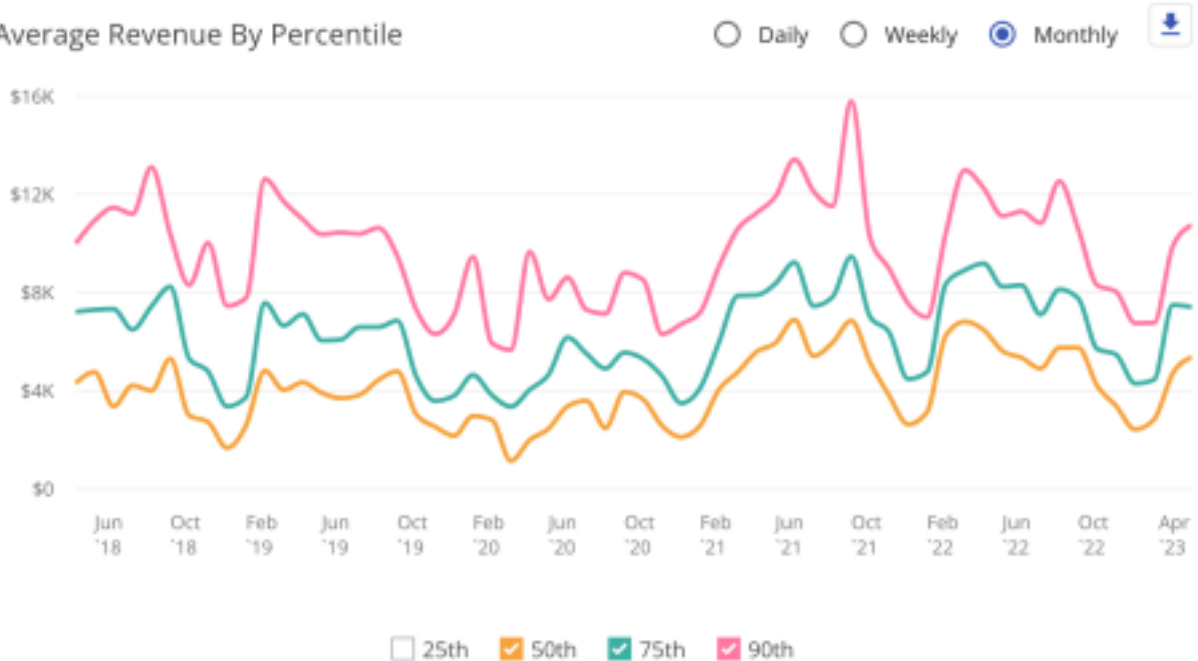
Active Listings



Revenue Data

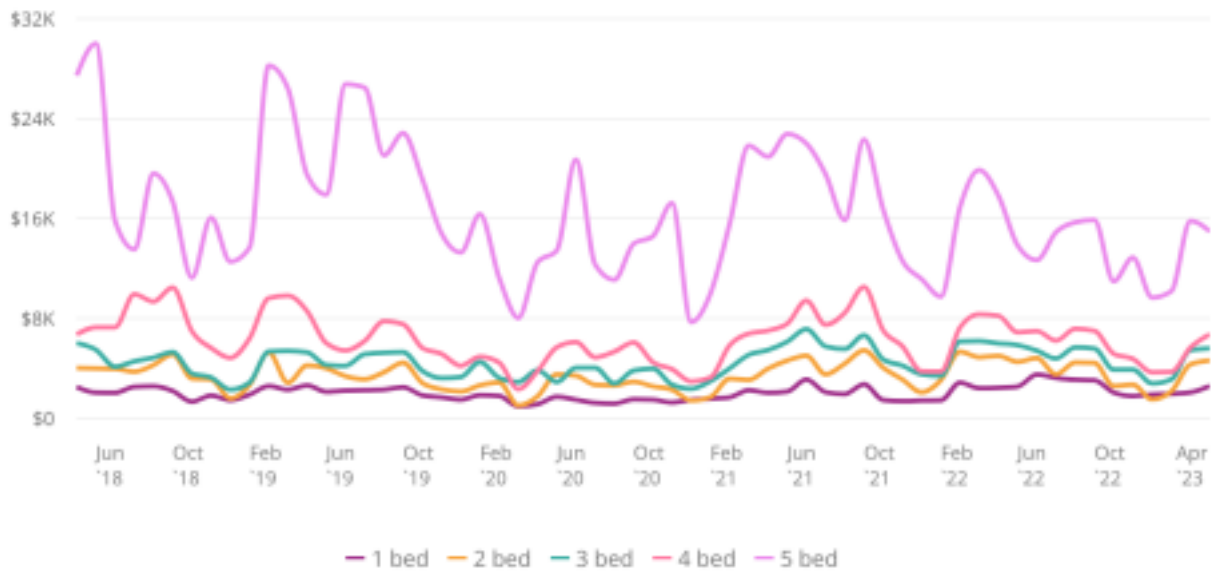
Following the occupancy data, you can see where the top percentile has the potential to exceed revenue estimates. The 2nd chart shows the inefficiency of 5 bedroom properties and how they are earning above average revenue.

Average Revenue By Percentile



Average Revenue By Bedroom

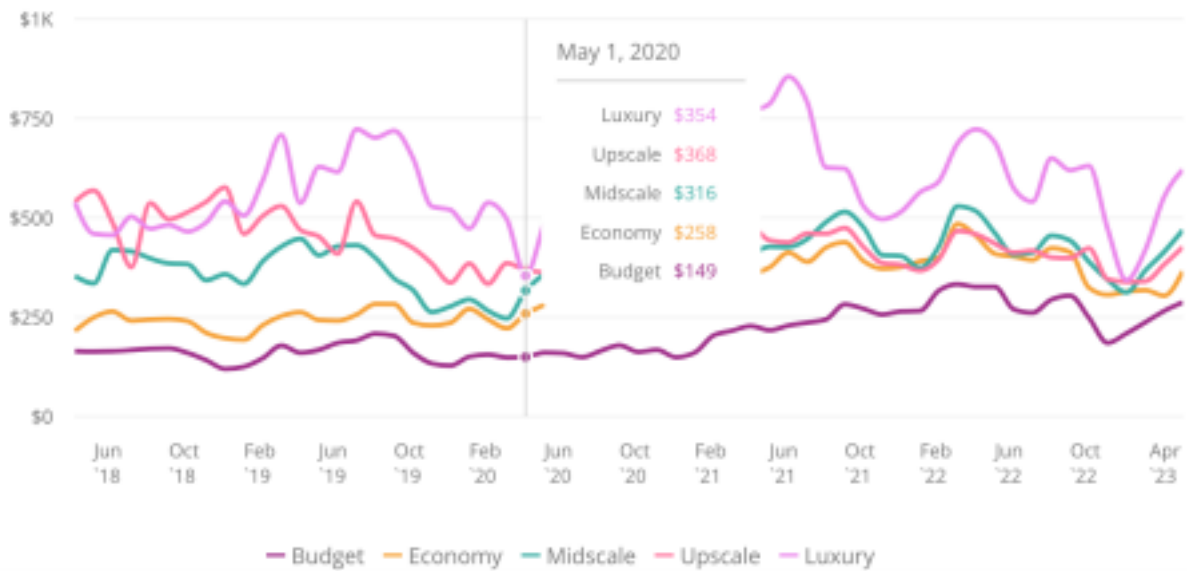
○ Daily ○ Weekly ● Monthly



Rates:

Average Daily Rate By Price Tier

○ Daily ○ Weekly ● Monthly



Average Daily Rate

☐ Daily ☐ Weekly ☒ Monthly



— Average Daily Rate

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