

AIRDNA

Vacation rental data to set you apart.  
Insight to keep you ahead.



HOSTMAKER

SONDER



# AirDNA Empowers Better Decision Making



Property  
Selection



Listing  
Optimization

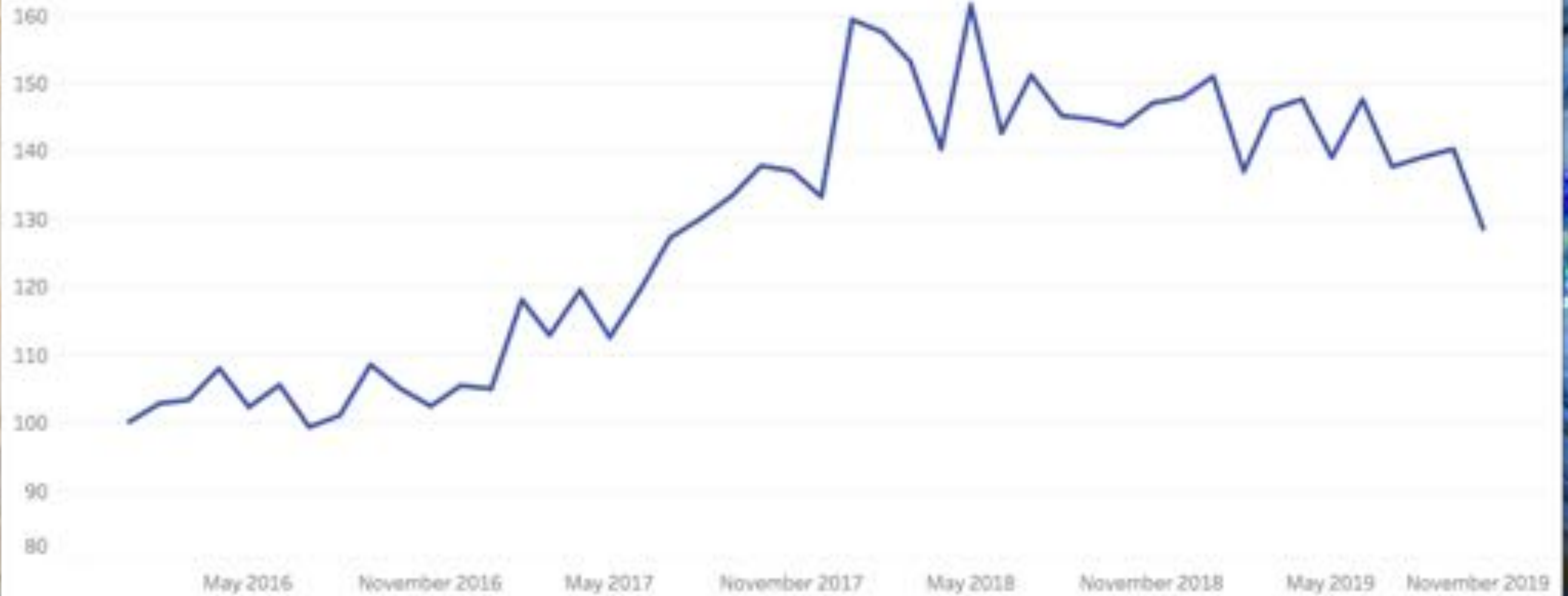


Dynamic  
Pricing



Competitive  
Benchmarking

AirDNA Index - November 2019



# Increasing Revenue

Markets	Y/Y%
#1 Batumi, Georgia	▲ 28.5%
#2 Bordeaux, France	▲ 8.9%
#3 Venice, Italy	▲ 6.6%
#4 Naples, Italy	▲ 4.7%
#5 Marbella, Spain	▲ 3.1%

Source: AirDNA

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# Decreasing Revenue

Markets	Y/Y%
#1 Budva, Montenegro	▼ -23.0%
#2 Varna, Bulgaria	▼ -22.0%
#3 Dubrovnik, Croatia	▼ -17.9%
#4 Cannes, France	▼ -15.0%
#5 The Highlands, UK	▼ -13.8%

Source: AirDNA

# Spain

## Metrics

	November 2018	November 2019	Growth Rate
Available Entire Place Listings	284,582	317,290	<b>11%</b>
Booked Entire Place Listings	166,096	233,394	<b>43%</b>
Listing Nights, Available	4,337,663	5,720,608	<b>32%</b>
Listing Nights, Booked	2,092,252	2,359,439	<b>13%</b>
Occupancy	48.2%	41.2%	<b>-14%</b>
Average Daily Rate	125€	128€	<b>3%</b>
Revenue Per Available Rental (RevPAR)	60€	53€	<b>-12%</b>

Source: AirDNA

# Barcelona

## Metrics

	November 2018	November 2019	Growth Rate
Available Entire Place Listings	8,397	8,487	1%
Booked Entire Place Listings	6,675	7,815	17%
Listing Nights, Available	173,080	193,450	12%
Listing Nights, Booked	97,157	107,501	11%
Occupancy	56.1%	55.6%	- 1%
Average Daily Rate	127€	139€	9%
Revenue Per Available Rental (RevPAR)	71€	77€	8%

Source: AirDNA

AIRDNA

	SONDER	VACASA	NIIDO	DOMIO	MINT HOUSE	LYRIC	STAY ALFRED	ZEUS LIVING	HOSTEEVA	BLUEGROUND
Year Founded	2012	2009	2016	2016	2017	2014	2011	2015	2014	2013
Employees	101-250	5,000+	50	51-200	50	51-200	101-250	250	101-250	251-500
Funding	62M	319M	200M	50M	15M	185M	62M	90M	NA	28M
Number of Markets	28	18	2	12	13	13	33	6	42	10
Number of Units	8,500	25,000	652	NA	300	1,000	2,500+	2,000	NA	1,700

Source: AirDNA, CBRE, Company Press releases





# Industry Leaders Rely on Our Data to Scale



# Recession?

Casual hosts will rent second homes

Apartment operators will move unused inventory



More travellers will choose STRs

Business travel will look at STRs as a viable option

Thank you!



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**AIRDNA**