

**Advanced Reservations Comparison 2017 - 2022**

| Month'22 | Revenue'22          | Nights'22    | ADR'22          | Month'21 | Revenue'21          | Nights'21    | ADR'21          | Month'20 | Revenue'20          | Nights'20  | ADR'20          |
|----------|---------------------|--------------|-----------------|----------|---------------------|--------------|-----------------|----------|---------------------|------------|-----------------|
| Jun-22   | \$101,695.72        | 568          | \$179.04        | Jun-21   | \$75,905.37         | 549          | \$138.26        | Jun-20   | \$26,245.03         | 213        | \$123.22        |
| Jul-22   | \$232,539.56        | 1,147        | \$202.74        | Jul-21   | \$157,068.13        | 967          | \$162.43        | Jul-20   | \$70,750.11         | 450        | \$157.22        |
| Aug-22   | \$140,196.85        | 708          | \$198.02        | Aug-21   | \$110,501.44        | 636          | \$173.74        | Aug-20   | \$14,254.20         | 114        | \$125.04        |
| Sep-22   | \$21,328.27         | 153          | \$139.40        | Sep-21   | \$17,714.51         | 141          | \$125.63        | Sep-20   | \$3,908.76          | 36         | \$108.58        |
| Oct-22   | \$40,644.82         | 226          | \$179.84        | Oct-21   | \$18,691.25         | 122          | \$153.21        | Oct-20   | \$4,556.89          | 33         | \$138.09        |
| Nov-22   | \$0.00              | 0            | \$0.00          | Nov-21   | \$460.00            | 8            | \$57.50         | Nov-20   | \$194.02            | 2          | \$97.01         |
| Dec-22   | \$426.00            | 21           | \$20.29         | Dec-21   | \$0.00              | 35           | \$0.00          | Dec-20   | \$0.00              | 7          | \$0.00          |
|          | <b>\$536,831.22</b> | <b>2,823</b> | <b>\$190.16</b> |          | <b>\$380,340.70</b> | <b>2,458</b> | <b>\$154.74</b> |          | <b>\$119,909.01</b> | <b>855</b> | <b>\$140.24</b> |

| Month'19 | Revenue'19          | Nights'19    | ADR'19          | Month'18 | Revenue'18          | Nights'18    | ADR'18          | Month'17 | Revenue'17          | Nights'17    | ADR'17          |
|----------|---------------------|--------------|-----------------|----------|---------------------|--------------|-----------------|----------|---------------------|--------------|-----------------|
| Jun-19   | \$81,821.33         | 593          | \$137.98        | Jun-18   | \$75,269.89         | 562          | \$133.93        | Jun-17   | \$74,965.50         | 584          | \$128.37        |
| Jul-19   | \$150,920.94        | 890          | \$169.57        | Jul-18   | \$140,387.60        | 838          | \$167.53        | Jul-17   | \$134,792.67        | 836          | \$161.24        |
| Aug-19   | \$79,231.10         | 480          | \$165.06        | Aug-18   | \$72,663.86         | 442          | \$164.40        | Aug-17   | \$78,206.95         | 482          | \$162.26        |
| Sep-19   | \$9,524.60          | 99           | \$96.21         | Sep-18   | \$11,699.51         | 114          | \$102.63        | Sep-17   | \$10,743.10         | 90           | \$119.37        |
| Oct-19   | \$12,102.20         | 80           | \$151.28        | Oct-18   | \$13,846.99         | 87           | \$159.16        | Oct-17   | \$20,873.55         | 134          | \$155.77        |
| Nov-19   | \$376.00            | 15           | \$25.07         | Nov-18   | \$0.00              | 13           | \$0.00          | Nov-17   | \$0.00              | 21           | \$0.00          |
| Dec-19   | \$80.10             | 15           | \$5.34          | Dec-18   | \$0.00              | 14           | \$0.00          | Dec-17   | \$0.00              | 9            | \$0.00          |
|          | <b>\$334,056.27</b> | <b>2,172</b> | <b>\$153.80</b> |          | <b>\$313,867.85</b> | <b>2,070</b> | <b>\$151.63</b> |          | <b>\$319,581.77</b> | <b>2,156</b> | <b>\$148.23</b> |