

**NORTHSTAR-AT-TAHOE
Gross Rental Revenue Report - 2015/2016**

# UNITS	SIZE	AVERAGES			Average Rate	REVENUE RANGE	
		Gross Revenue	Rented Nights	+ Owner Nights	ADR	LOW	HIGH
Northstar Village							
3	C1	\$60,310	143	7	\$428	\$59,000	\$61,000
3	XC	\$70,444	130	30	\$551	\$61,794	\$79,094
6	HR/1BD	\$35,761	165	2	\$221	\$33,318	\$42,403
20	HR/2BD	\$34,199	155	3	\$221	\$26,885	\$44,390
5	Loft/1BD	\$33,348	111	6	\$301	\$27,353	\$41,926
5	Loft/2BD	\$38,556	134	20	\$301	\$24,550	\$47,253
Aspen Grove							
18	SB	\$26,879	171	8	\$154	\$11,276	\$30,048
5	2/1	\$23,222	90	42	\$275	\$19,706	\$37,604
10	2/2	\$28,853	107	17	\$284	\$18,149	\$39,641
8	3/2	\$27,078	61	31	\$407	\$20,115	\$32,348
3	4/2	\$28,155	56	23	\$493	\$26,500	\$30,000
Gold Bend							
9	2/1	\$26,977	100	9	\$265	\$22,062	\$37,786
9	2/2	\$26,906	104	21	\$272	\$19,481	\$34,379
7	3/2	\$32,696	79	15	\$415	\$27,816	\$39,105
3	4/2	\$38,239	76	5	\$500	\$36,200	\$39,150
Indian Hills							
11	2/2	\$23,921	78	31	\$306	\$14,766	\$29,286
8	3/2	\$25,311	62	24	\$409	\$16,181	\$34,688
Ski Trails							
17	1/1	\$28,161	139	13	\$193	\$18,904	\$44,876
10	1/1(T)	\$28,266	117	15	\$234	\$20,421	\$31,413
3	2/1	\$38,844	121	22	\$319	\$36,684	\$41,004
3	2/1(T)	\$37,714	109	13	\$346	\$34,719	\$39,815
3	2/2	\$43,469	127	5	\$343	\$41,505	\$44,638
3	2/2(T)	\$37,925	98	20	\$390	\$31,792	\$44,058
Houses							
6	3bd	\$24,204	37	27	\$616	\$11,189	\$33,671
5	4bd	\$29,106	38	23	\$816	\$12,931	\$41,226
4	5/6bd	\$50,311	39	13	\$1,281	\$26,204	\$103,207

Abbreviations:

- C1 --- Catamount 1 Bedroom
- XC --- Catamount 2 Bedroom
- HR/1BD -- Hotel Room w/ 1 queen bed
- HR/2BD --- Hotel Room w/2 queen beds
- SD --- Studio
- AL --- Aspen Grove Loft Unit
- (T) --- On the ski trail

- * Low includes stay and ski free calculation and all other discounts offered to guests
- ** Factors include guest requests and amount of HO usage, length on program.