

NORTHSTAR-AT-TAHOE
Gross Rental Revenue Report - 2012/2013
Northstar Rental Department

# UNITS	SIZE	AVERAGES			ADR		REVENUE RANGE **	
		Gross Revenue	Rented Nights	+ Owner Nights	LOW*	HIGH	LOW	HIGH
Northstar Village								
3	C1	\$37,119	132	4	AVG = \$281		\$32,651	\$41,588
3	XC	\$21,159	64	33	AVG = \$371		\$20,581	\$21,738
6	HR/1BD	\$24,150	139	10	\$170	\$176	\$17,792	\$29,946
20	HR/2BD	\$25,978	146	1	\$161	\$192	\$20,876	\$32,093
4	Loft/1BD	\$28,614	121	6	\$221	\$245	\$24,077	\$30,783
5	Loft/2BD	\$31,233	143	12	\$215	\$276	\$22,066	\$39,634
Aspen Grove								
23	SD	\$19,783	141	10	\$129	\$157	\$17,167	\$24,119
3	AL	\$13,655	82	6	\$161	\$174	\$12,711	\$14,479
4	2/1	\$30,919	132	9	\$221	\$251	\$27,855	\$35,438
11	2/2	\$28,212	106	12	\$237	\$290	\$22,083	\$33,526
6	3/2	\$36,322	102	23	\$333	\$399	\$33,455	\$38,452
3	4/2	\$30,241	79	27	\$365	\$395	\$19,344	\$41,137
Gold Bend								
8	2/1	\$21,099	90	18	\$223	\$255	\$17,156	\$23,944
10	2/2	\$20,609	74	14	\$227	\$307	\$10,923	\$27,055
8	3/2	\$27,137	73	16	\$343	\$424	\$20,994	\$36,353
3	4/2	\$29,661	75	5	\$376	\$416	\$28,567	\$30,755
Indian Hills								
16	2/2	\$13,678	47	20	\$247	\$349	\$6,635	\$19,646
8	3/2	\$21,426	61	13	\$313	\$419	\$17,844	\$24,723
Ski Trails								
20	1/1	\$20,140	104	14	\$167	\$244	\$10,723	\$26,579
10	1/1(T)	\$18,431	92	13	\$179	\$270	\$12,848	\$27,082
3	2/1	\$29,715	115	0	AVG = \$259			
3	2/1(T)	\$26,364	98	14	\$263	\$278	\$25,866	\$26,862
7	2/2	\$24,426	91	4	\$228	\$310	\$16,747	\$33,103
3	2/2(T)	\$27,714	92	39	\$289	\$325	\$20,502	\$34,925
Houses								
8	3bd	\$16,582	35	41	\$363	\$671	\$6,711	\$29,364
6	4bd	\$25,458	46	23	\$490	\$686	\$15,908	\$36,311
3	5bd	\$57,563	56	19	\$781	\$1,257	\$42,196	\$72,929
3	6bd	NA	NA	NA	NA	NA	NA	NA

Size Designations:

C1 Catamount 1 Bedroom
 XC Catamount 2 Bedroom
 HR/1BD Hotel Room 2nd Floor, 1 Queen Bed
 HR/2BD Hotel Room 2nd Floor, 2 Queen Beds
 SD Studio
 AL Loft Unit
 (T) Located 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.