

Internet/e-Commerce

Travel data update: 4Q started slow, ended better, & relatively stable overall with 3Q

Industry Overview

December mixed, with some shift back to domestic travel

Airline bookings (y/y) data suggest slowing growth 4Q (both volume and price), with a shift to domestic from Intl in the US. For RevPAR, US remained around +2% in 4Q, while Europe slowed to +12% and China accelerated. Travel app DAU metrics were stable in Dec., while [AirDNA December data](#) (see report) suggested acceleration in Airbnb nights booked and ADR growth from a soft October. Despite some timing-related choppiness in data, overall travel trends seemed resilient during the holidays, with October the low point of the quarter followed by improvement in Nov/Dec.

December US Card data: Still soft US bookings

In the US, we think our BAC aggregated US credit & debit card spending data (bookings) is a better indicator of leisure travel intentions than RevPAR (a trailing indicator). For Dec'23, BAC card data for Airlines showed average spending growth at 0.4% y/y, compared to -1.5% y/y in November. BAC card data for lodging in Dec'23 shows average growth of -5.6% y/y, similar to November. For all of 4Q, airline spending was -2% y/y vs +0.2% y/y in 3Q, and lodging was relatively stable at -5.5% vs -5.7% y/y in 3Q.

Airline bookings: Mixed 4Q, domestic sales better vs Intl

According to our Airlines analyst, Andrew Didora, y/y 4Q airlines Intl. bookings slowed to -1% in 4Q, while 4Q domestic bookings growth improved to 4%. First week of 1Q24 data does not have a clean comparison, as New Year's Day shifted out of the week when compared to 2023. The recent themes in the airline bookings data are domestic stronger than Intl (on weaker pricing), and small business sales stronger than leisure. See [latest airline bookings report](#).

Intl RevPAR still healthy, but growth gradually slowing

[BofA lodging analyst Shaun Kelley estimates](#) International RevPAR continued to outperform domestic in Q4, led by China. US 4Q RevPAR is estimated at 1.5% (vs 2% y/y in 3Q), Europe at 12% (moderation vs 16% y/y in 3Q), China at +57% (vs 37% in 3Q) and APAC at +22% (vs 30% in 3Q). For the most recent week ended 01/06, US RevPAR was up +6.4% with occupancy -0.7% and rates +7.2% as December 31st fell a week later this year and the two-week average is -1.7%. Europe was +32% (+16% 2-wk avg), APAC was +23% (+9% 2-wk avg) and China was +38% (+45% 2-wk avg).

We think Intl travel growth will slow in 2024

We see some pickup in travel trends around the holiday season, and overall 4Q data seems to suggest better-than-expected trends (especially for Alt. Accommodations) vs expectations when OTAs guided in early November. We expect some 4Q upside with OTAs' report in Feb. Looking forward, Europe RevPAR is benefitting from higher ADRs, but we see potential for pricing growth to decelerate on tougher comps. We continue to prefer Uber's bookings growth to OTAs, and within the travel group, we think that Buy-rated Expedia has an attractive return profile with growing buybacks and [improving nights trends vs peers \(see report\)](#). We maintain our Neutral rating on Airbnb with the view that International travel growth will slow toward the US in 2024.

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Abbreviations:

ADR – Average Daily Rate

AA – Alternative Accommodation

NA – North America

OTA – Online Travel Agency

RevPAR – Revenue per Available Room

MTD – Month to date

QTD – Quarter to date

DL – Downloads

DAU – Daily Active Users

3P – 3rd Party

TG - Thanksgiving

Travel Data Update

We outline data points for the travel & Online travel industry, which may be helpful in addition to ongoing updates from the BofA Global Research Airlines and Lodging teams.

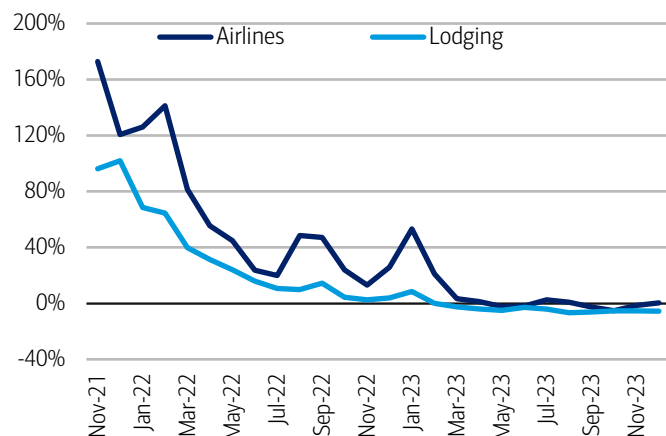
US bookings per BAC card data

Dec y/y spending mixed: For Dec'23, BAC card data for Airlines showed average spending growth at 0.4% y/y, compared to -1.5% y/y in November. Card data for lodging in Dec'23 shows average growth of -5.6% y/y, similar to November. For 4Q, airline spending was -2% y/y vs +0.2% y/y in 3Q, and lodging was trending at -5.5% vs -5.7% y/y in 3Q.

In Jan'24 (week ended 01/06), on a y/y basis (7-day moving average), lodging spending growth remained negative at -3.8% y/y, while airline spending growth increased 8.3% y/y. See [BofA on USA: 'Tis the season\(al\) 11 January 2024](#) for an explanation of the methodology, disclaimers and limitations with BAC aggregated credit and debit card data

Exhibit 1: Aggregated BAC card data for Airlines and Lodging y/y (monthly up to Dec'23)

Airline y/y spending has accelerated slightly in the last few days, but overall post-COVID recovery trends have normalized

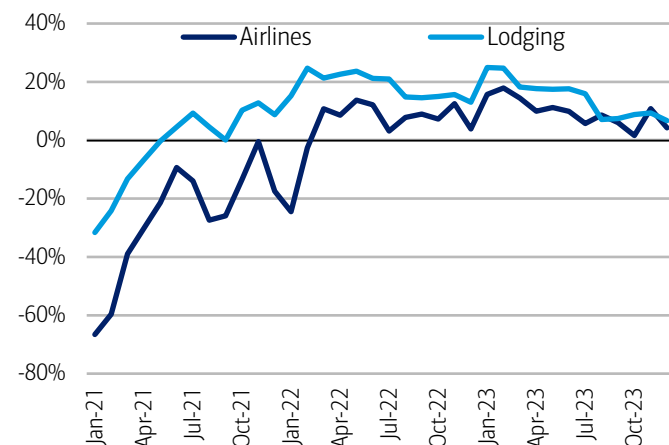


Source: BAC internal data

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Exhibit 2: Aggregated BAC card data for Airlines and Lodging vs. 2019 (monthly up to Dec'23)

Monthly spending growth averages vs 2019 levels for Airlines were 4% and 7% for Lodging in Dec'23



Source: BAC internal data

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Airline bookings: domestic sales lead international

According to our Airlines analyst, Andrew Didora, y/y 4Q airlines International bookings growth lagged 3Q, but Domestic bookings 4Q growth outpaced 3Q. First week of 1Q24 data does not have a clean comparison, as New Year's Day shifted out of the week when compared to 2023. In the latest week (01/07), system net sales fell -0.4% y/y, compared to -6.4% for the week ending 12/31. Volumes were down -3.1% influenced by the comps compared to -3.4% last week, while pricing was +2.8% compared to -3.2% last week.

Airline domestic sales have been stronger than international (on weaker pricing), and small business sales have been stronger than all other demand channels. See report by our Airlines analyst here: [Airlines: Bookings: New Years shift influences comp 16 January 2024](#).

Exhibit 3: Latest booking trends and quarterly comparison

4Q23 net sales are 1.3% y/y, below 3Q23

	Trailing 4-weeks ending					Latest Week	Quarterly		
	8/20/2023	9/17/2023	10/15/2023	11/12/2023	12/10/2023	1/7/2024	3Q23	4Q23	1Q24 to date
System:									
System Sales	10.6%	4.4%	-0.2%	-4.0%	5.5%	-0.4%	7.1%	1.3%	-0.4%
System Volumes	9.6%	6.7%	3.6%	7.5%	8.3%	-3.1%	8.8%	7.2%	-3.1%
System Price	0.9%	-2.2%	-3.6%	-9.8%	-2.6%	2.8%	-1.5%	-5.2%	2.8%
Domestic:									
Domestic Sales	5.9%	0.3%	-1.8%	1.1%	9.1%	3.3%	2.4%	3.8%	3.3%
Domestic Volumes	6.2%	4.3%	1.7%	7.0%	6.6%	-3.2%	5.5%	5.3%	-3.2%
Domestic Price	-0.2%	-3.9%	-3.4%	-4.6%	2.4%	6.7%	-3.0%	-1.2%	6.7%
International:									
International Sales	15.0%	8.3%	1.4%	-8.9%	2.4%	-3.9%	11.6%	-1.0%	-3.9%
International Volumes	16.1%	11.3%	7.2%	8.6%	11.2%	-2.9%	14.8%	10.4%	-2.9%
International Price	-1.0%	-2.6%	-5.4%	-14.9%	-7.9%	-1.1%	-2.8%	-9.9%	-1.1%
Large Corporate:									
Large Corporate Sales	2.0%	-3.0%	-7.0%	-9.0%	3.2%	-3.7%	-0.5%	-3.0%	-3.7%
Large Corporate Volumes	0.5%	-1.8%	-6.1%	-4.1%	-1.6%	-11.3%	-0.4%	-2.7%	-11.3%
Large Corporate Price	1.5%	-1.2%	-1.0%	-3.9%	4.8%	8.5%	-0.2%	0.2%	8.5%
SME Corporate:									
SME Corporate Sales	17.2%	10.7%	5.0%	-2.0%	8.2%	2.5%	13.1%	4.5%	2.5%
SME Corporate Volumes	16.7%	13.3%	9.0%	11.4%	13.4%	0.0%	15.0%	12.6%	0.0%
SME Corporate Price	0.5%	-2.3%	-3.6%	-10.9%	-4.5%	2.5%	-1.7%	-6.8%	2.5%
Leisure:									
Leisure Sales	1.5%	-5.3%	-7.9%	-4.7%	0.4%	-4.8%	-1.3%	-3.7%	-4.8%
Leisure Volumes	2.6%	0.0%	-1.0%	6.8%	4.1%	-4.5%	3.0%	2.7%	-4.5%
Leisure Price	-1.1%	-5.3%	-7.0%	-10.3%	-3.6%	-0.2%	-4.2%	-6.0%	-0.2%

Source: ARC

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RevPAR**US RevPAR continues to lag Intl.; Europe RevPAR showing signs of moderation**

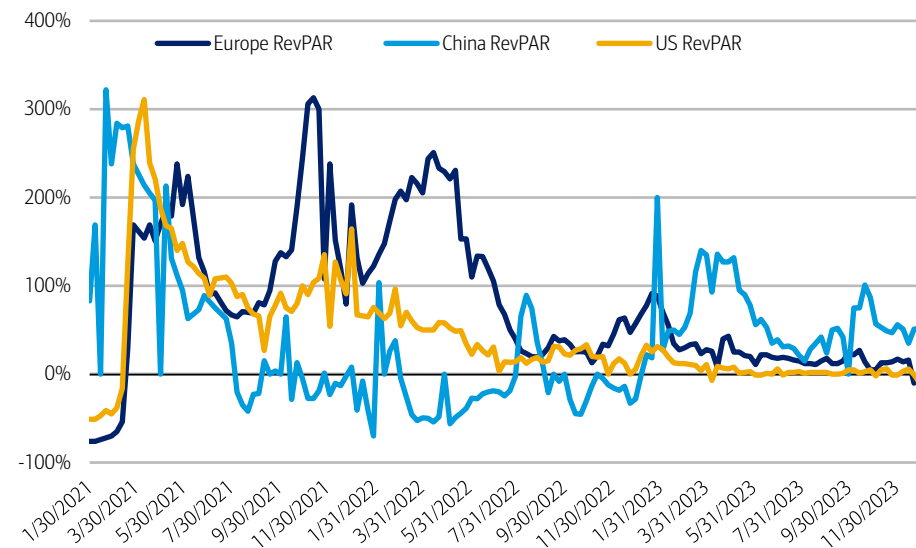
Our lodging analysts estimate Q4 RevPAR in the US was +1.5% (vs 3Q estimate of 2%), with our Q4 tracker currently +10bps ahead of management outlook midpoints and our estimates. Higher end RevPAR outperformed lower end, driven by urban midweek while resort locations were holding steady. While there was notable "destination fatigue" called out by Hyatt and Playa in Cancun over the summer, RevPAR re-accelerated into the end of the year to finish the quarter up +6%. Domestically, Luxury was down -0.7%, Upper Upscale +4.1%, Upscale +2.9%, Upper Midscale -0.2%, Midscale -3.1% and Economy -5.7%. Read full RevPAR report by our lodging analysts here: [Lodging: Q4 Pre-Preview: RevPAR +1.5% Y/Y; trackers in-line with estimates 11 January 2024](#)

International RevPAR continued to outperform domestic in Q4, with strength led by China (+57%) and APAC (+22%). Europe (+12%) moderated following a strong summer travel season but growth remained in the double-digit range. This compares to 3Q RevPAR at: EU +16% y/y, China +37% y/y, and APAC +30% y/y.



Exhibit 4: RevPAR y/y growth trends (historical LT trends)

By region, through week ended 01/06/2024



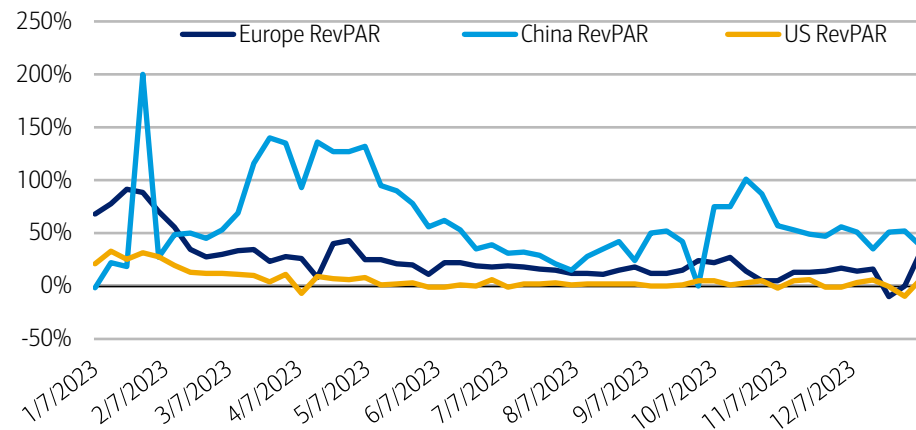
Source: BofA Global Research, STR

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For the week ended 01/06, US RevPAR was up +6.4% with occupancy -0.7% and rates +7.2% as December 31st falls a week later this year and the two-week average is -1.7%. Europe was +32% (+16% 2-wk avg), APAC was +23% (+9% 2-wk avg) and China was +38% (+45% 2-wk avg).

Exhibit 5: RevPAR y/y growth trends (last 1 year trends)

By region, through week ended 01/06/2024



Source: BofA Global Research, STR

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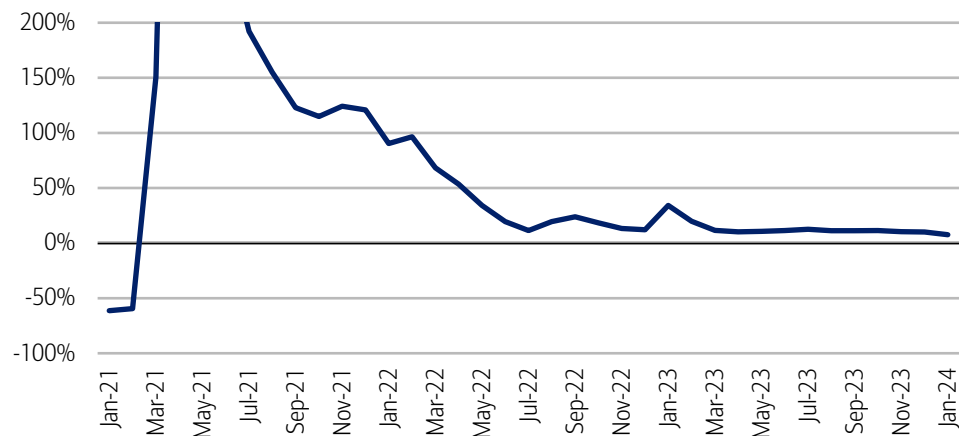
TSA Traveler Throughput

According to TSA throughput data for 4Q'23, the average was 11% y/y vs. the 3Q average of 12% y/y. Versus 2019, 4Q was up 5% and 3Q was up 2%.

According to a note by our economists (see [Holiday hugs are good for the economy 29 November 2023](#)), starting around September'23, air travel started to outpace pre-pandemic levels consistently for the first time. This trend seems set to continue into the holidays, with the number of flyers reaching an all-time high of 2.91mn on November 26, as people returned home from their Thanksgiving vacations.

Exhibit 6: TSA throughput (y/y, updated through 01/15/2024)

Daily data travel shows TSA throughput in Jan'24 (MTD) is 8% y/y, vs Dec'23 up 10% y/y



Source: TSA

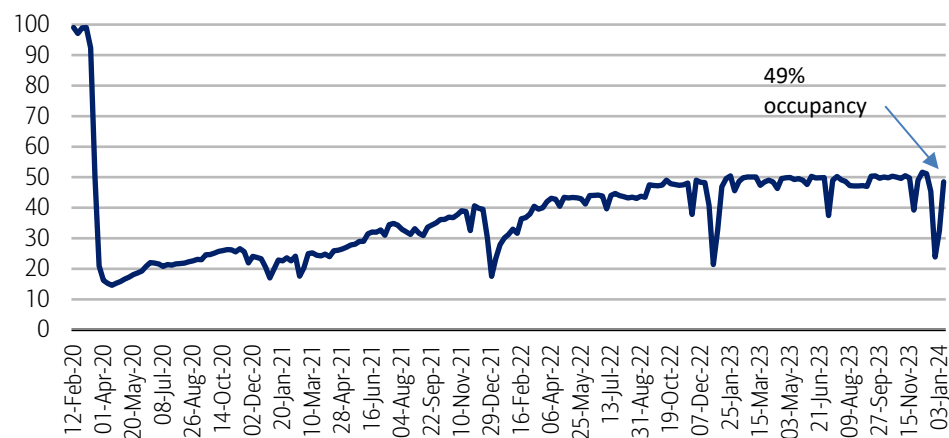
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Office occupancy back to 49% after the holiday dip

Office occupancy has mostly hovered around 50% for the last 12 months. Office occupancy rose 16 points to 48.5% this past week (01/10), as workers returned to the office after December holidays, according to Kastle's 10-city Back to Work Barometer. This pattern is consistent with previous years, with an early December peak followed by a dip during the holidays and a return to more normal levels in January. The weekly average high was Wednesday at 57.9%, and the low was Friday at 31.4%.

Exhibit 7: US office occupancy rates: Kastle

Office occupancy was at 33% (avg. for week ended 01/10)



Source: Kastle, Bloomberg

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Travel app metrics – Airbnb strong, VRBO still down

[Sensor Tower's travel app December data](#) (see report) suggests that Travel/OTA DAU growth was generally strong vs other sectors and Downloads growth saw an uptick for Airbnb. **Airbnb** downloads grew +37% y/y from +20% y/y in Nov, while DAUs accel'd 3pts to +12% y/y. **Booking** DLs/DAUs were stable at -8%/+16% y/y. **Expedia** DLs y/y were +15% y/y, a 7pt decel, while DAUs slowed to +19% y/y vs 22% in Nov. **Vrbo** DLs declined 25% y/y, while DAUs were stable at -16% y/y (vs. -23%/-16% prior).

Exhibit 8: Worldwide Download and DAU trends – Online Travel and Transportation

Monthly Sensor Tower estimates of online travel and transportation applications under our coverage

Travel	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
Airbnb																						
Downloads																						
M/M	13%	3%	23%	-4%	16%	-8%	-17%	-3%	2%	-3%	30%	-17%	3%	-3%	10%	6%	14%	-10%	-1%	-1%	-3%	11%
Y/Y	30%	45%	46%	32%	39%	50%	35%	16%	15%	6%	35%	29%	18%	11%	-1%	9%	7%	4%	24%	26%	20%	37%
DAUs																						
M/M	-1%	7%	2%	2%	8%	2%	-8%	-2%	-6%	0%	14%	0%	2%	6%	0%	3%	9%	-2%	-11%	-3%	-7%	3%
Y/Y	24%	32%	13%	5%	6%	9%	12%	13%	10%	10%	21%	17%	19%	19%	17%	18%	18%	14%	10%	9%	9%	12%
Booking.com																						
Downloads																						
M/M	17%	8%	10%	1%	19%	-13%	-28%	2%	10%	11%	21%	-14%	3%	-8%	8%	7%	10%	-9%	-19%	-4%	-6%	12%
Y/Y	48%	70%	46%	20%	23%	15%	8%	6%	23%	34%	53%	35%	19%	2%	0%	6%	-2%	3%	14%	8%	-8%	-8%
DAUs																						
M/M	3%	10%	0%	7%	10%	1%	-17%	-4%	-5%	2%	12%	-1%	3%	5%	0%	5%	12%	1%	-14%	-4%	-4%	2%
Y/Y	80%	92%	38%	20%	11%	10%	8%	7%	11%	17%	23%	17%	17%	11%	11%	9%	11%	11%	15%	15%	16%	16%
Expedia																						
Downloads																						
M/M	26%	6%	20%	11%	13%	-4%	-22%	-9%	-12%	6%	27%	-6%	10%	-10%	-10%	13%	16%	-9%	-12%	-2%	5%	0%
Y/Y	58%	47%	62%	40%	71%	121%	125%	86%	58%	84%	100%	54%	34%	15%	-14%	-13%	-11%	-16%	-5%	2%	22%	15%
DAUs																						
M/M	4%	5%	3%	6%	6%	4%	2%	2%	1%	1%	4%	1%	2%	3%	-1%	4%	3%	0%	0%	0%	2%	-2%
Y/Y	38%	38%	21%	13%	12%	19%	32%	40%	46%	47%	48%	46%	43%	40%	35%	33%	29%	24%	22%	20%	22%	19%
Vrbo																						
Downloads																						
M/M	25%	-16%	-11%	-7%	11%	-16%	-29%	-7%	-6%	27%	74%	-34%	5%	-8%	-19%	7%	12%	-15%	-25%	-3%	-10%	24%
Y/Y	33%	44%	37%	11%	37%	69%	43%	14%	17%	31%	29%	-26%	-38%	-33%	-39%	-29%	-28%	-27%	-22%	-20%	-23%	-25%
DAUs																						
M/M	19%	9%	4%	2%	2%	-5%	-10%	-6%	-7%	-2%	12%	-3%	4%	2%	-5%	1%	-2%	-6%	-7%	-5%	-6%	-1%
Y/Y	33%	43%	44%	39%	48%	52%	45%	42%	41%	37%	34%	11%	-2%	-9%	-17%	-18%	-21%	-21%	-19%	-17%	-16%	-16%
Uber																						
Downloads																						
M/M	22%	-3%	6%	-4%	5%	-1%	-1%	3%	-11%	21%	-13%	-10%	9%	-4%	6%	6%	5%	-5%	-1%	1%	-6%	13%
Y/Y	23%	37%	35%	21%	13%	4%	5%	1%	-6%	4%	22%	8%	-3%	-4%	-4%	6%	7%	3%	3%	0%	6%	-1%
DAUs																						
M/M	7%	2%	1%	-2%	0%	1%	2%	0%	-3%	6%	-8%	6%	1%	0%	2%	3%	0%	1%	3%	1%	0%	3%
Y/Y	33%	43%	38%	27%	20%	19%	18%	11%	5%	6%	20%	11%	6%	3%	5%	10%	10%	9%	10%	12%	15%	12%
Lyft																						
Downloads																						
M/M	25%	-11%	-3%	1%	8%	2%	-5%	3%	-13%	6%	-10%	-4%	14%	-5%	5%	7%	11%	3%	-3%	4%	-10%	3%
Y/Y	7%	3%	-8%	-10%	-9%	-5%	-7%	-2%	-5%	-8%	-3%	-7%	-15%	-10%	-3%	3%	6%	7%	10%	10%	13%	9%
DAUs																						
M/M	11%	-1%	2%	-2%	1%	2%	2%	3%	-7%	-3%	-5%	6%	6%	-1%	2%	2%	0%	3%	0%	3%	-4%	-6%
Y/Y	52%	43%	29%	10%	10%	7%	10%	7%	4%	6%	19%	9%	3%	3%	3%	8%	7%	9%	7%	7%	9%	6%

Source: Sensor Tower

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AirDNA December travel data update

Airbnb

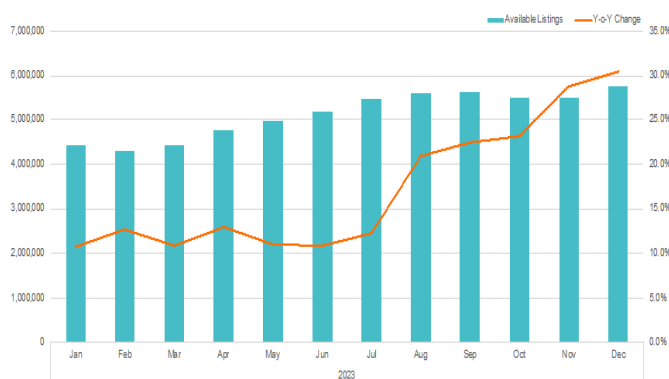
AirDNA data suggests Airbnb active listings in December were 7.2mn, growth of 21% y/y (vs 19% y/y in Nov); while available listings grew 30% y/y to 5.7mn (accelerating vs Nov growth of 29% y/y). Booked listings grew 22% y/y to 4.4mn units.

AirDNA estimates Airbnb nights booked (based on date of booking) accelerated in December to 17% y/y, vs 16% y/y in November, with December bookings growth at 24% y/y vs 20% in Nov, on accelerated booked ADR growth of +6.4% y/y vs +3.4% y/y in November.

Demand nights (total number of reserved nights during the reporting period, based on date of stay) y/y growth accelerated to 16% in December vs 12% in Nov'23.

Exhibit 9: Global Available listings & Y/Y change trailing 12 months

Listings y/y growth accelerated to 30% y/y in December vs 29% in Nov

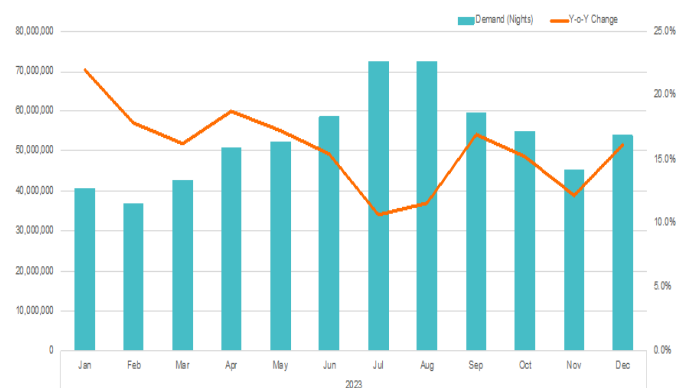


Source: AirDNA

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Exhibit 10: Global Demand (Nights) & Y/Y change trailing 12 months

Demand y/y growth accelerated to 16% in December vs 12% in Nov



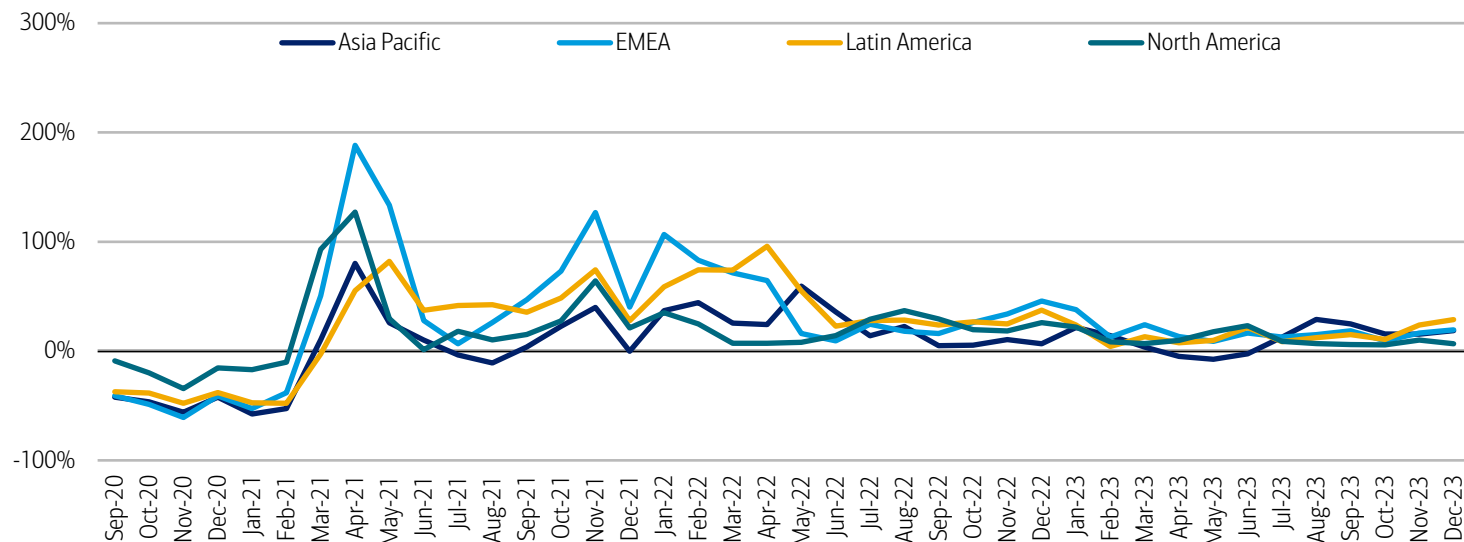
Source: AirDNA

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Airbnb's nights booked (based on date of booking) y/y growth accelerated across all regions except North America (NA) in December. Nights booked in LatAm grew fastest at 29% vs 24% in Nov, North America nights grew 7% y/y in Dec vs 10% in November, and EMEA grew 19% vs 17% in Nov. APAC grew 19% y/y vs 15% in Nov., but vs 2019 were still 27% below Dec'19 (vs down 21% in Nov).

Exhibit 11: Airbnb: Nights Booked by region (y/y growth)

Nights Booked y/y growth decelerated for NA, but accelerated across other regions



Source: AirDNA

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4Q estimates above Street on both ADR and nights

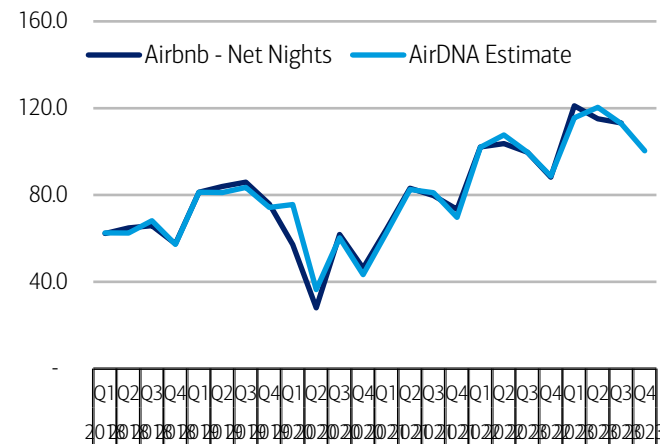
**Note: AirDNA recently changed their methodology of calculating quarterly nights/GBV/revenue. They now Index y/y estimates to Airbnb actuals for the adjusted quarterly estimate vs previously indexing q/q.*

AirDNA estimates 4Q Airbnb revenue at \$2.23bn, above the Street est. of \$2.16bn (per Visible Alpha), suggesting growth of 17% y/y (compared to Airbnb's outlook of 12%-14% growth). For Booked nights and total bookings, using the quarterly indexing methodology, AirDNA estimates 100.3mn nights and \$15.9bn in booking value, above Street for nights at 98.1mn and for bookings at \$15.2bn (per Visible Alpha). The implied 4Q ADR of \$158 (+3.3% y/y) is above the Street at \$155 (+1.2% y/y) per Visible Alpha.

Using AirDNA's other methodology of Booking value = Nights booked * Booked ADR, AirDNA estimates Airbnb's 4Q booking value at \$17bn with booked ADR estimate of \$169 (+11% y/y), vs. Street at \$155 (+1% y/y). This methodology has estimated higher ADRs than reported for several quarters.

Exhibit 12: AirDNA estimates (nights booked) vs. Airbnb historical

Nights booked in 4Q are expected at 100.3mn

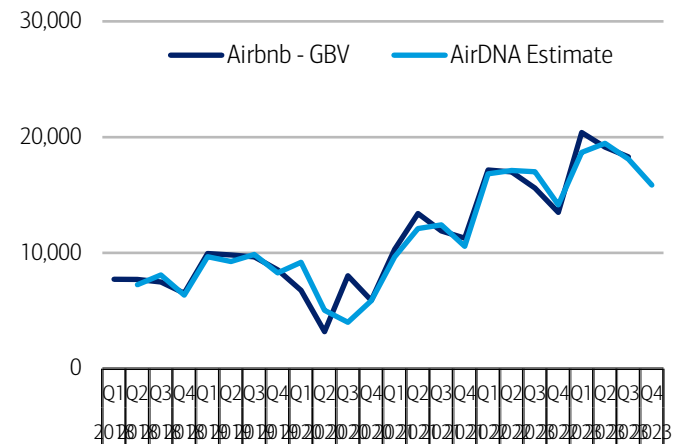


Source: AirDNA

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Exhibit 13: AirDNA estimates (booking value) vs. Airbnb historical

Booking value in 4Q are expected at \$15.9bn



Source: AirDNA

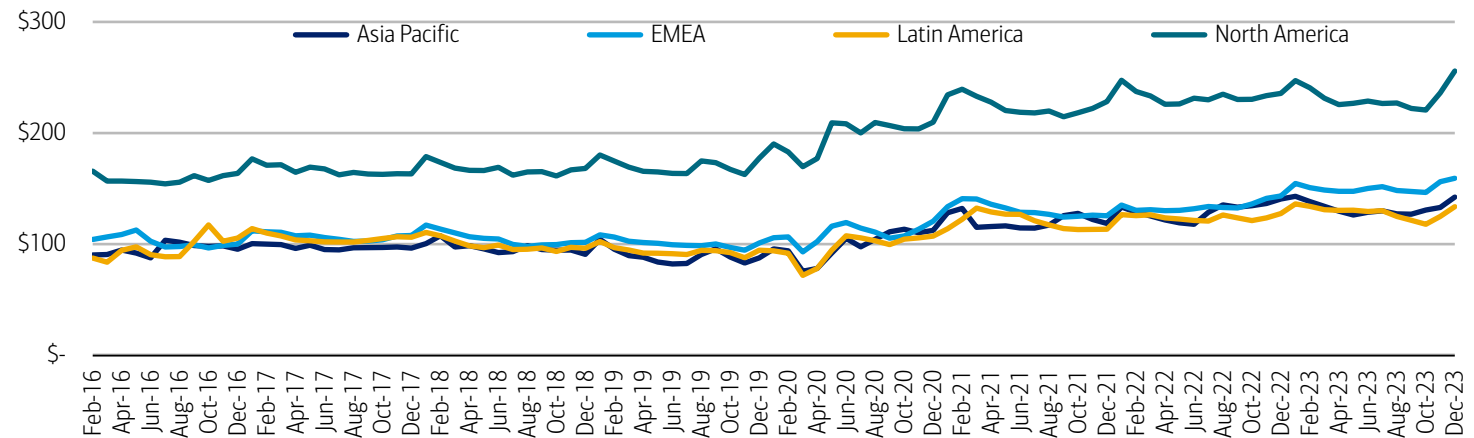
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AirDNA December data suggests average booked ADR of \$178 vs \$169 in November, and was up 6% y/y in December vs. up 3% y/y in November. On a regional basis, ADRs growth accelerated across regions. In EMEA ADRs grew a strong 11% y/y (vs 10.6% growth in Nov), and ADRs in NA were up 9% vs up 1% in November. These ADRs are based on Booked Nights. $ADR = \text{Booking Value} / \text{Booked Nights}$

*ADR is the Average Daily Rate charged per listings. ADR includes the nightly rate and excludes service fees or taxes and cleaning fees.

Exhibit 14: Airbnb: Booked ADR by region

Airbnb ADR by region showing North America leading vs. ROW. In December, ADR growth accelerated across geos



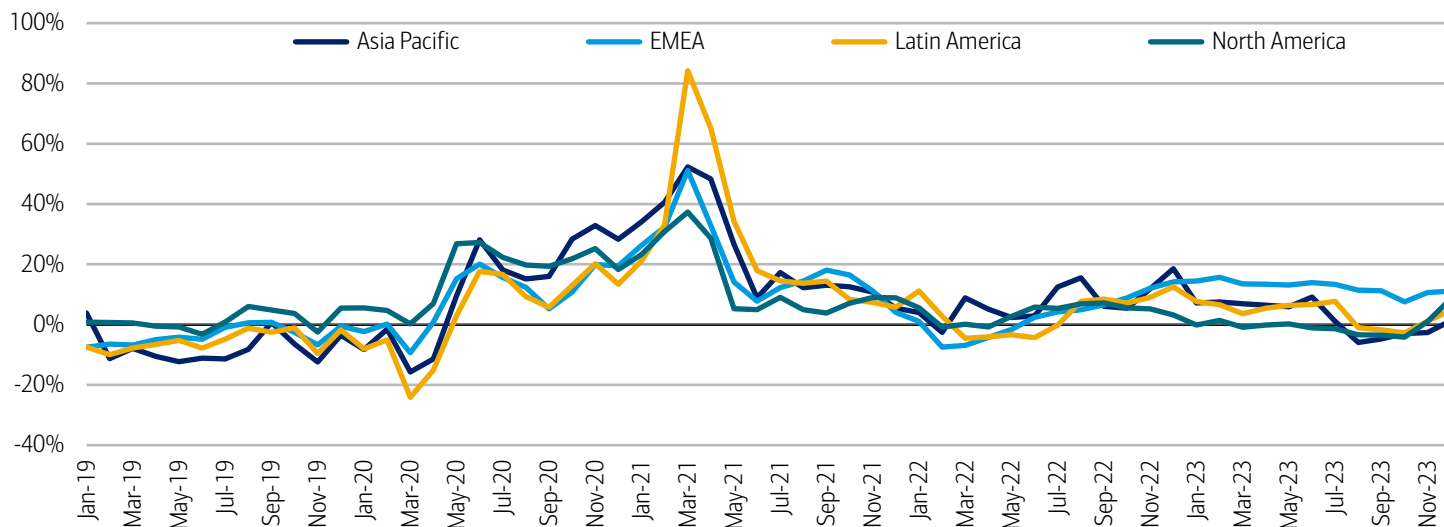
Source: AirDNA

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AirDNA estimates suggest that Airbnb's December ADRs grew y/y in all regions. This is a notable improvement from declining y/y ADRs in NA, LatAm and APAC since Aug'23.

Exhibit 15: Airbnb: Booked ADRs by region (y/y growth)

ADR y/y growth accelerated across geos, with most acceleration in NA (8pts)



Source: AirDNA

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VRBO

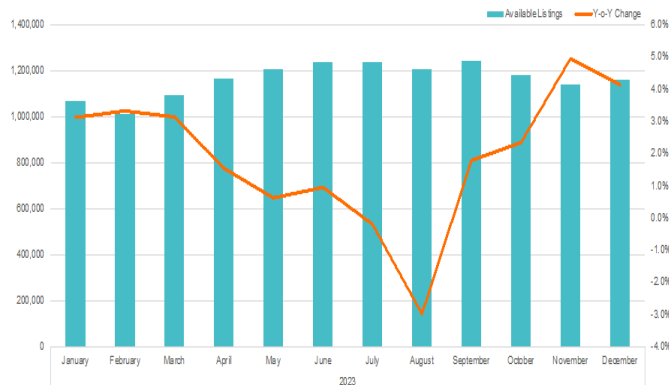
*Note: Vrbo made a change to their technical infrastructure as part of their migration to the Expedia platform, especially impacting metrics in 2Q and 3Q23.

AirDNA data suggests VRBO active listings in December were at 1.3mn (up 5% y/y vs 3% in Nov) and available listings were at 1.2mn (up 4% y/y in Dec vs +5% in Nov). Nights Booked in December (booked during the reporting period) grew by 11% y/y (accelerating vs +5% in Nov).

For the full 4Q, AirDNA estimates VRBO bookings at \$3.3bn (up 3% y/y) and revenue at \$390mn (up 3% y/y). AirDNA's 3Q estimates suggest a bookings decline of 0.4% and revenue decline of 6% y/y.

Exhibit 16: Global Available Listings & Y-o-Y Change Trailing 12 month

Listings y/y growth decelerated to 4% in Dec vs 5% in Nov

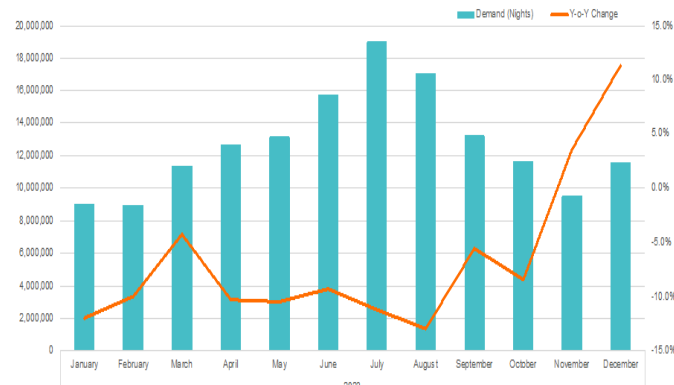


Source: AirDNA

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Exhibit 17: Global Demand (Nights) & Y/Y change trailing 12 months

Demand (Nights) accelerated to 11% in December vs 4% y/y in Nov



Source: AirDNA

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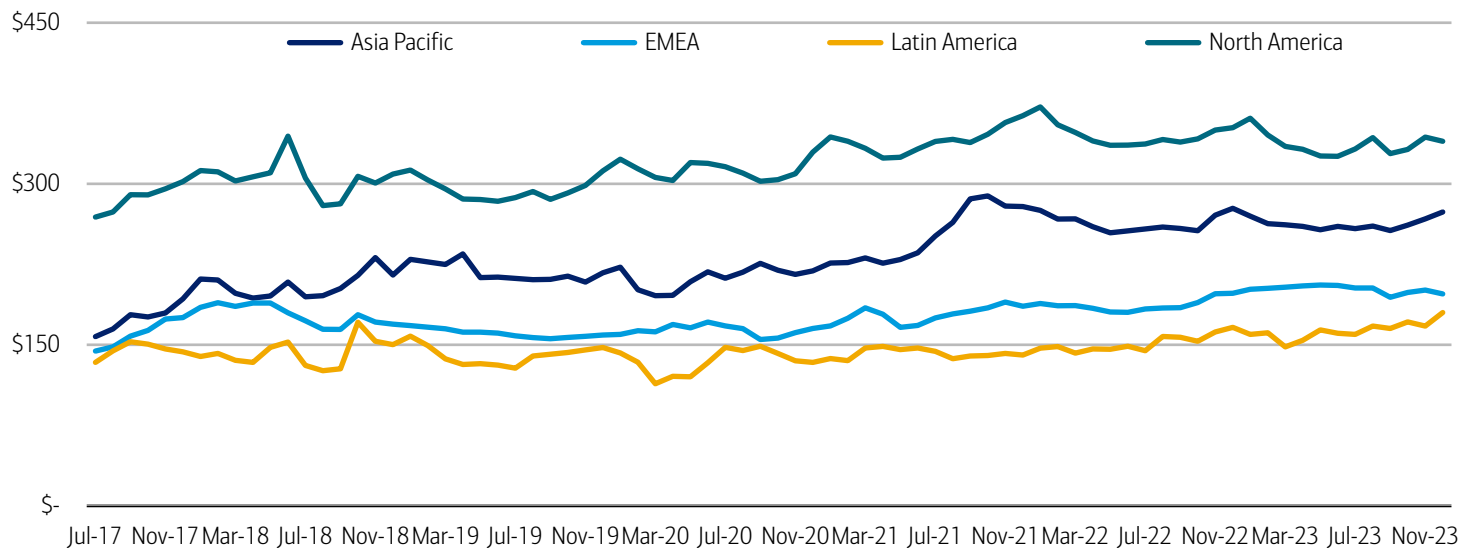
On m/m basis, AirDNA's December data shows VRBO ADRs trending up in APAC and LatAm, and down in NA and EMEA. LatAm ADR has seen the highest y/y growth at around 8% y/y, followed by EMEA at flat y/y, NA ADRs are -4% y/y and APAC down 1% y/y.

ADR = Booking Value / Booked Nights

*ADR is the Average Daily Rate charged per listings. ADR includes the nightly rate and excludes service fees or taxes and cleaning fees.

Exhibit 18: Vrbo: Booked ADR by region

ADRs trend is mixed, with APAC and LatAm trending up m/m



Source: AirDNA

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BAC Aggregated Credit and Debit Card Data Methodology

Readers should be aware that although the BAC datasets utilized in our analysis represent a significant number of data points, they nevertheless present a degree of selection bias, including but not limited to income levels and geographies. In addition, the data are limited to debit and credit cards and does not include other payment methods such as cash or checks.

Data regarding merchants who receive payments are identified and classified by the Merchant Categorization Code (MCC) defined by financial services companies. The data are mapped using proprietary methods from the MCCs to the North American Industry Classification System (NAICS), which is also used by the Census Bureau, in order to classify spending data by subsector. The subsector data are adjusted to control for seasonality and other factors. Additional information about the methodology used to aggregate the data is available upon request.

Index methodology: we index both 2020 and 2019 data so that the level of spending on Jan 1st 2020 is equal to 1. For example, the indexed level for March 1st 2020 spending will be equal to the actual spending level on March 1st 2020 divided by the actual spending level on Jan 1st 2020. Moreover, 2019 data is also shifted to align with the weekdays in 2020 so that the two years are comparable. For example, the first Tuesday of February in 2020 will be compared with the first Tuesday of February in 2019.

Exhibit 19: Stocks mentioned

Prices and ratings for stocks mentioned in this report

BofA Ticker	Bloomberg ticker	Company name	Price	Rating
ABNB	ABNB US	Airbnb	US\$ 137.04	C-2-9
EXPE	EXPE US	Expedia	US\$ 148.96	C-1-8
UBER	UBER US	Uber Technologies	US\$ 64.88	C-1-9

Source: BofA Global Research

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Price objective basis & risk

Airbnb (ABNB)

Our \$148 price objective is based on 22x 2024E EBITDA (representing 8x 2024E revenue). This multiple is at the higher end of our Marketplace comp group range reflecting still early alternative accommodation market penetration, category leadership, and significantly higher margins and FCF generation than most peers.

Risks are: 1) multiple compression given high relative valuation, 2) potential for increased competition from direct competitors driving up marketing spend, 3) growth or margin improvement below expectations on declining ADRs, and 4) slowing growth as post-pandemic travel surge stalls.

Expedia (EXPE)

Our \$161 PO is based on a 50-50 blend of P/E and sum-of-the-parts valuations based on 2024 estimates. Our sum-of-the-parts valuation is based on a 8x EBITDA, and separate values for Trivago and assets. Our P/E valuation is based on 13x EPS. Our P/E multiple is within Expedia's historical ranges of forward EPS and a discount compared to Booking valuation given use of non-GAAP EPS.

Downside risks to our PO are 1) economic downturn or prolonged new wave virus outbreak leading to fewer travel bookings, 2) competition traffic lowering the company's growth or margin opportunity, 3) more aggressive hotel direct booking initiatives 4) Google disintermediation, and 5) slowdown in VRBO growth post-pandemic.

Uber (UBER)

Our SOTP applies an EV/2025E Revenue valuation of 3.0x for Mobility, 3.0x revenue for Delivery (implies 0.6x bookings), and 1.0x revenue for Freight, which are slight premiums to peers given potential network effects. Our SOTP valuation implies segment values of \$88bn for Mobility, \$48bn for Delivery, and \$6.1bn for Freight, which implies a Total Enterprise Value for Uber of \$141bn. Based on Net Debt of \$1.1bn and a realizable value of investments of \$3.9bn we estimate a target market cap of \$144bn. Our Price Objective of \$68 is based on 2.1bn shares outstanding.

Downside risks are 1) multiple compression given macro economic exposure, 2) slowing user/revenue growth due to competitive initiatives from Lyft or DoorDash, 3) new competition from self-driving technology companies, and 4) new regulations, fees, and/or minimum wages.

Analyst Certification

I, Justin Post, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

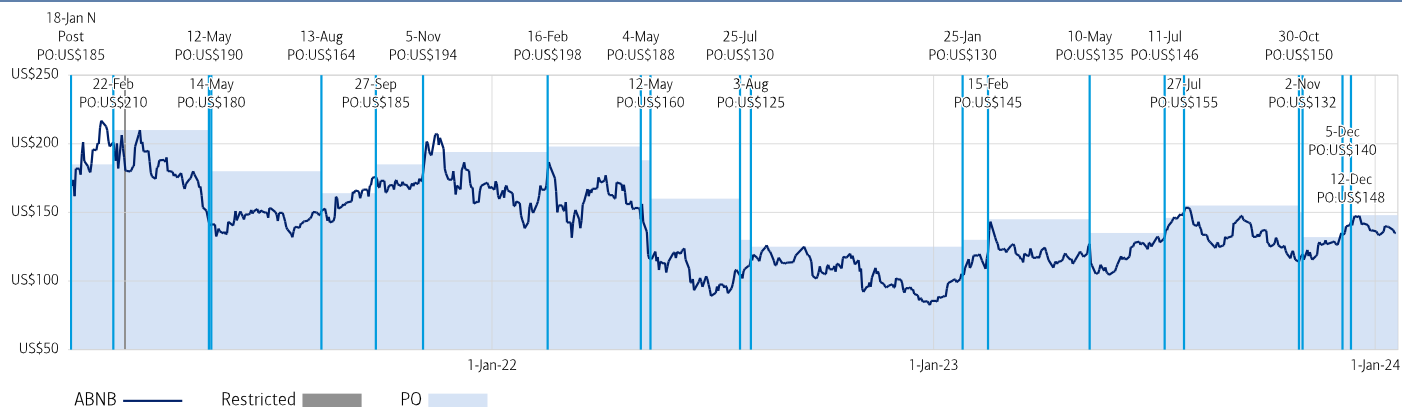


US - Internet Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Alphabet	GOOGL	GOOGL US	Justin Post
	Alphabet	GOOG	GOOG US	Justin Post
	Amazon.com	AMZN	AMZN US	Justin Post
	AppLovin	APP	APP US	Omar Dessouky, CFA
	DoorDash	DASH	DASH US	Michael McGovern
	DoubleVerify Holdings, Inc.	DV	DV US	Omar Dessouky, CFA
	Electronic Arts	EA	EA US	Omar Dessouky, CFA
	Expedia	EXPE	EXPE US	Justin Post
	Integral Ad Science Holding Corp.	IAS	IAS US	Omar Dessouky, CFA
	LegalZoom	LZ	LZ US	Michael McGovern
	Match Group	MTCH	MTCH US	Curtis Nagle, CFA
	Meta Platforms Inc	META	META US	Justin Post
	Pinterest	PINS	PINS US	Justin Post
	RH	RH	RH US	Curtis Nagle, CFA
	Roblox Corp. Class A	RBLX	RBLX US	Omar Dessouky, CFA
	Squarespace, Inc.	SQSP	SQSP US	Michael McGovern
	Uber	UBER	UBER US	Justin Post
	Udemy Inc	UDMY	UDMY US	Curtis Nagle, CFA
	Vivid Seats	SEAT	SEAT US	Curtis Nagle, CFA
	Wayfair	W	W US	Curtis Nagle, CFA
	Wix.com	WIX	WIX US	Michael McGovern
NEUTRAL				
	ACV Auctions	ACVA	ACVA US	Curtis Nagle, CFA
	Airbnb	ABNB	ABNB US	Justin Post
	Beyond Inc	BYON	BYON US	Curtis Nagle, CFA
	Booking Holdings Inc	BKNG	BKNG US	Justin Post
	Bumble	BMBL	BMBL US	Curtis Nagle, CFA
	Digital Turbine, Inc	APPS	APPS US	Omar Dessouky, CFA
	Duolingo	DUOL	DUOL US	Curtis Nagle, CFA
	eBay	EBAY	EBAY US	Justin Post
	Etsy, Inc.	ETSY	ETSY US	Curtis Nagle, CFA
	Instacart	CART	CART US	Justin Post
	Magnite, Inc.	MGNI	MGNI US	Omar Dessouky, CFA
	Snap	SNAP	SNAP US	Justin Post
	Take-Two Interactive	TTWO	TTWO US	Omar Dessouky, CFA
	Zillow	ZG	ZG US	Curtis Nagle, CFA
	Zillow	Z	Z US	Curtis Nagle, CFA
UNDERPERFORM				
	Chewy Inc	CHWY	CHWY US	Curtis Nagle, CFA
	Lyft, Inc.	LYFT	LYFT US	Michael McGovern
	Opendoor Technologies	OPEN	OPEN US	Curtis Nagle, CFA
	Peloton	PTON	PTON US	Curtis Nagle, CFA
	Playtika	PLTK	PLTK US	Omar Dessouky, CFA
	Redfin Corp	RDFN	RDFN US	Curtis Nagle, CFA
	Shutterstock	SSTK	SSTK US	Curtis Nagle, CFA

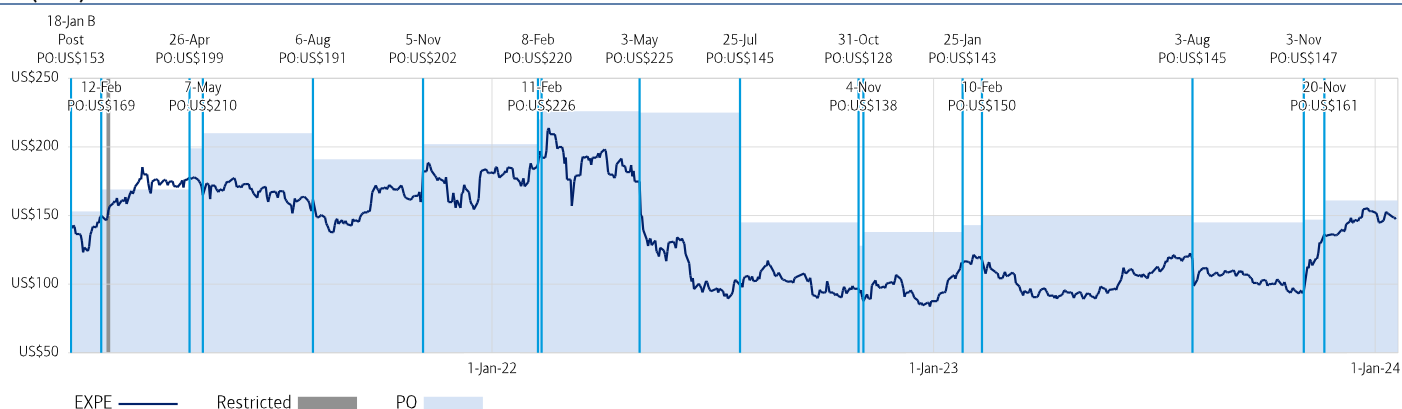
Disclosures

Important Disclosures

Airbnb (ABNB) Price Chart

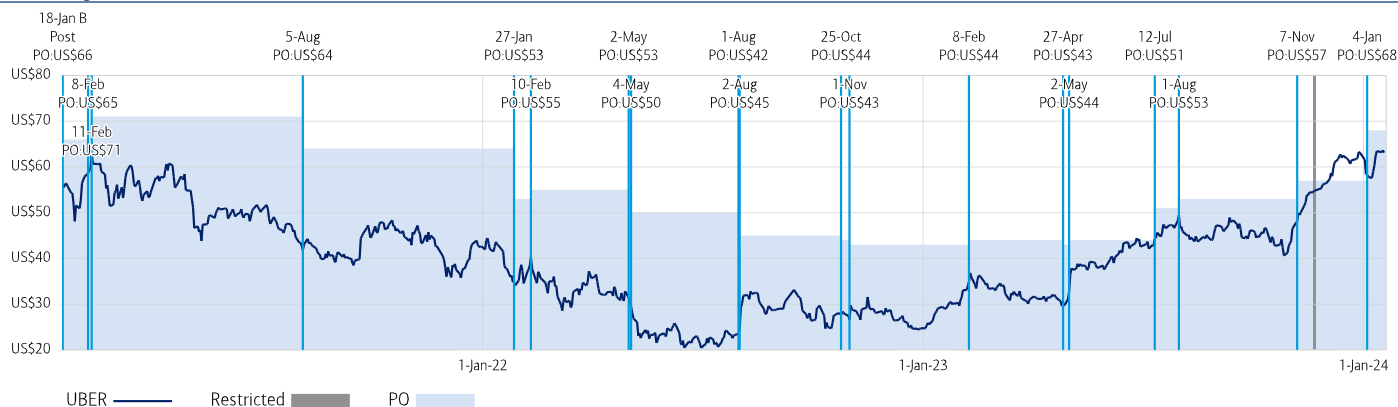
B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Expedia (EXPE) Price Chart

B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Uber Technologies (UBER) Price Chart

B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Equity Investment Rating Distribution: Technology Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	215	53.09%	Buy	111	51.63%
Hold	97	23.95%	Hold	45	46.39%
Sell	93	22.96%	Sell	24	25.81%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

^{R1} Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.

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Investment rating	Total return expectation (within 12-month period of date of initial rating)	Ratings dispersion guidelines for coverage cluster ^{R2}
Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

^{R2} Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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