







GENERAL SUGGESTIONS FOR MANAGEMENT

- Expansion Strategy: Explore under-penetrated markets within these cities where the number of listings is low, but the average price is high, indicating a potential demand for more listings.
 - 1. Cape Town
 - 2. Bangkok
 - 3. Mexico City
 - 4. Hong Kong
- Quality Assurance and Host Development: Encourage more hosts to achieve and maintain Super Host status through incentives and clear communication of benefits, potentially leading to higher quality listings and customer satisfaction.
- Product Features and Customer Experience: Highlight the value of instant bookings and verified identities to enhance customer trust and satisfaction.
 Develop features that make these processes easier for hosts.