



Hosts

Country	Hosts
United States	4,076
Canada	8
Mexico	5
Sweden	3
United Kingdom	8
Israel	3
France	8
Australia	4
Greece	1
Tanzania	1
Chile	1
Puerto Rico	1
Thailand	1
Germany	3
Croatia	1
Spain	4
Philippines	2
Italy	8
Colombia	2
Uruguay	1
Brazil	2
Peru	2
South Africa	1
Argentina	1
Russia	1
Ecuador	1

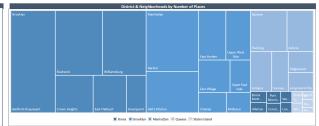


Year Joined	Hosts	Superhost %
2008	5	20%
2009	55	40%
2010	121	47%
2011	303	49%
2012	471	40%
2013	545	44%
2014	568	46%
2015	534	42%
2016	507	45%
2017	339	44%
2018	316	44%
2019	326	44%



Neighborhoods





Annual P&L

Gross Rental Income	\$46,212
Mortgage Costs	(\$51,708)
Gross Profit	(\$5,496)
Commissions	(\$1,386)
Cleaning	(\$2,000)
Amenities	(\$800)
Maintenance	(\$500)
Net Income	(\$9,682)



Conversion Funnel

Conversion Step	Users	% Percentage
Search result	2,840	100.00%
Page visit	1,624	57.18%
Inquiry	180	6.34%
Booking	72	2.54%

