

## Rental Car Concessions (on-site)

April 2022



Brand	2022 Monthly	2021 Monthly	Change	YOY %Change	2022 YTD	2021 YTD	Change	YOY YTD %Change	2022 Market Share	12-Month Mkt Share
Alamo	\$3,139,712.09	\$3,831,075.63	(\$691,363.54)	-18.05%	\$13,675,555.24	\$14,225,089.75	(\$549,534.51)	-3.86%	7.32%	7.34%
Avis	\$6,698,876.69	\$4,564,296.88	\$2,134,579.81	46.77%	\$38,588,931.48	\$18,674,598.79	\$19,914,332.69	106.64%	15.62%	16.89%
Budget	\$5,693,357.52	\$6,556,958.51	(\$863,600.99)	-13.17%	\$36,916,841.97	\$26,863,028.06	\$10,053,813.91	37.43%	13.27%	18.49%
Dollar	\$1,243,960.66	\$916,867.39	\$327,093.27	35.68%	\$5,592,989.92	\$4,102,265.08	\$1,490,724.84	36.34%	2.90%	2.94%
Enterprise	\$5,949,099.10	\$5,899,763.30	\$49,335.80	0.84%	\$26,672,955.48	\$23,745,246.77	\$2,927,708.71	12.33%	13.87%	12.02%
Fox	\$1,887,148.20	\$2,194,253.52	(\$307,105.32)	-14.00%	\$9,325,036.01	\$9,885,621.10	(\$560,585.09)	-5.67%	4.40%	4.28%
Hertz	\$7,907,912.25	\$4,495,673.70	\$3,412,238.55	75.90%	\$36,782,182.28	\$18,388,972.53	\$18,393,209.75	100.02%	18.44%	15.68%
National	\$5,621,378.28	\$3,584,199.53	\$2,037,178.75	56.84%	\$25,458,936.30	\$14,417,767.79	\$11,041,168.51	76.58%	13.11%	10.40%
Payless	\$952,415.57	\$459,774.44	\$492,641.13	107.15%	\$6,110,494.79	\$2,495,142.86	\$3,615,351.93	144.90%	2.22%	2.75%
SIXT	\$2,142,677.18	\$2,640,104.03	(\$497,426.85)	-18.84%	\$11,773,379.97	\$9,919,702.08	\$1,853,677.89	18.69%	5.00%	4.94%
Thrifty	\$1,655,854.72	\$1,738,636.69	(\$82,781.97)	-4.76%	\$8,156,619.30	\$6,345,226.95	\$1,811,392.35	28.55%	3.86%	4.27%
Zipcar	\$0.00	\$5,609.83	(\$5,609.83)	-100.00%	\$5,339.58	\$18,056.41	(\$12,716.83)	-70.43%	0.00%	0.01%
<b>Total</b>	<b>\$42,892,392.26</b>	<b>\$36,887,213.45</b>	<b>\$6,005,178.81</b>	<b>16.28%</b>	<b>\$219,059,262.32</b>	<b>\$149,080,718.17</b>	<b>\$69,978,544.15</b>	<b>46.94%</b>	<b>100%</b>	<b>100%</b>

6/30/2022