



# RVshare 2021 Owner Report

## About RVshare

RVshare is the world's first and largest peer-to-peer RV rental marketplace, making renting an RV more accessible. More than 100,000 RVs are available to rent across the country on RVshare. Inventory ranges from luxury motorhomes to sprinter vans at a variety of price points. The average RV rents for \$200 per night and the average RV owner grosses \$16,000 in rental income each year.

## About the RVshare Owner Report:

The RVshare 2021 Owner Report surveyed RV owners to examine the financial success of renting their vehicles to travelers. The report includes insights into income potential, frequency of bookings, and new trends in RV ownership. The research was conducted among RVshare owner customers in October 2020.

## FAST FACTS

- RVs became a preferred way to travel in 2020: 90% of RV owners reported a more successful booking year in 2020 despite the pandemic
- Sustained demand: More than a quarter (26%) of owners are already booked through March 2021
- Not just summer vacation: 60% of RV owners report increase in bookings for fall and winter
- Quick getaways: Two-thirds of RV owners experienced more last-minute bookings this year
- Most popular vehicles to rent: Travel trailers and Class C RVs



## From hobby to business

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2020 brought upon significant income potential for RV owners:

**75%** of RV owners report more rental income in 2020 than in 2019.

**50%** of RV owners pay for the entire cost of their RV with rental income.

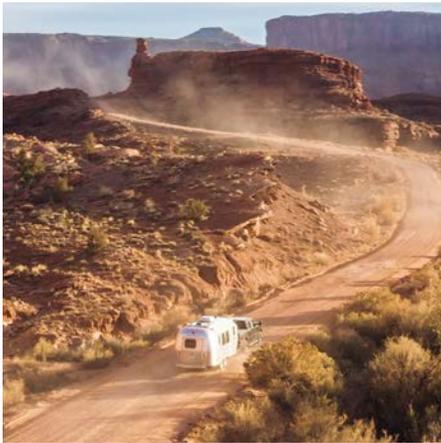
## Side hustle success

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Attributed to surging demand for a socially distanced RV trip:

**20%** of RV owners began renting their vehicle in 2020.

**14%** of RV owners purchased a vehicle to rent in 2020.



## RV earning potential

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Which vehicles make the most money?

-  Class A: \$60,000
-  Class B: \$40,000
-  Class C: \$45,000
-  Trailer: \$22,000

## Highest grossing RV markets

The most lucrative spots in the U.S. to own an RV are:

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Houston, TX   Salt Lake City, UT   Phoenix, AZ   Denver, CO   San Bernadino, CA