

The Gap Night *Fix Sheet*

Find the open nights between your bookings, then make them sellable.

What a gap night is. An open night, or a short run of open nights, between 2 bookings. AirDNA found that full-time US rentals with static pricing book about 2 fewer nights a month than rentals with algorithmic pricing. Algorithmic hosts also discount unsold nights by 12.7% on average, against 1.2% for static hosts. This sheet walks you through the 2 levers that close gaps: your price and your minimum stay.

01 STEP 1 Count how often you change your rate

Look back 90 days. How many times did you change your nightly rate?

Which group are you in? (These are AirDNA's 5 groups.)

- ☐ **Static** You keep the same price all year.
- ☐ **Manual** You hold the same price and make an occasional tweak.
- ☐ **Rule-based** You use set rules that vary price by day of week, season, or days before check-in.
- ☐ **Actively managed** You use rules, and you also watch the market and adjust.
- ☐ **Algorithmic** A pricing tool recalculates your rate for every date, every day.

AirDNA found 42% of US rentals are static or manual, 19% are actively managed, and 19% are algorithmic.

02 STEP 2 Find your gap nights

Scan the next 60 days of your calendar. List every open run of nights that sits between 2 bookings.

Dates open	Nights open	Your minimum stay	Can a guest book it?	Fix
Example: Nov 3 to 4	2	3	No	Lower the minimum to 2

The rule: If the gap is shorter than your minimum stay, nobody can book it. Fix the minimum first, because a discount can't sell a night that no guest is allowed to book.

03 STEP 3 Fix each gap with 2 levers

Lever 1: Lower the minimum stay

Change it for those dates only and leave the rest of the calendar alone.

A 1-night gap needs a 1-night minimum. A 2-night gap needs a 2-night minimum.

Do this first. Then price the night.

Lever 2: Discount the open night

Mark down the gap so it beats the other options a guest sees.

AirDNA's algorithmic hosts discount unsold nights by 12.7% on average. Yours can differ.

Never price a gap below your floor.

Work out your floor and your gap rate

Cleaning cost for 1 stay: \$ + Supplies and laundry: \$ + Platform fee: \$

+ Other costs of a stay: \$ = **Your floor:** \$

Normal rate: \$ x (1 minus a discount of %) = **Gap rate:** \$

Check that your gap rate is at or above your floor.

04 STEP 4 Check Thanksgiving week first

Thanksgiving is Thursday, November 26, 2026. List each night from Monday to Sunday.

Night	Booked?	Gap or open run?	Minimum stay set	Action
Mon Nov 23	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Tue Nov 24	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Wed Nov 25	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Thu Nov 26	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Fri Nov 27	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Sat Nov 28	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Sun Nov 29	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Repeat every week

- ☐ Scan the next 60 days for open runs shorter than your minimum stay.
- ☐ Lower the minimum for those dates only.
- ☐ Discount the open nights, and stay above your floor.
- ☐ Write down how many times you changed your rate this week.

Source: AirDNA, "How Static Pricing Leaves More Gap Nights on the Calendar," published October 16, 2026. AirDNA sells a pricing tool, and Host Camp has an affiliate partnership with AirDNA. The study shows a gap between pricing groups, and it does not prove that price alone caused it. This sheet is for education and isn't financial advice. Your results will vary.