

How discounts are applied

Overview

A smart discount strategy helps your listing appear higher in search, attract more bookings, and stay competitive. You can discount your price in 3 ways: adjust the base price, offer targeted discounts to eligible guests, and change the price for a stay.

How it works

Discounts apply in this order: base price adjustments, targeted guest discounts, and a single stays discount. If you set multiple stays discounts for the same time period, only the highest-priority eligible discount applies per night and overrides the others.

Base price

+ Base price adjustments

Non-refundable cancellation policy discount

Price adjustments you set for specific dates

+ Targeted guest discounts

Top-rated guests discount

Mobile-only discount

+ Stays discounts (only one applies)

1 New listing promotion

2 Custom promotion

3 Weekly discount

4 Monthly discount

5 Early bird discount

6 Last-minute discount

Learn more



[Combining discounts and rule-sets](#)

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Scenario 1

A host has added 4 discounts:

- Top-rated guests discount
- Mobile-only discount
- Weekly discount
- Early bird discount

A **top-rated guest** books a **2-night stay** on **mobile** with enough advance notice to qualify for the **early bird discount**, so 3 of the host's 4 discounts apply.

Discount	Amount	Calculation	Nightly price
Base price			\$100
+ Base price adjustments			
Non-refundable cancellation policy discount			
Price adjustments you set for specific dates			
+ Targeted guest discounts			
Top-rated guests discount	15%	$\$100 \times (1-0.15)$	\$85
Mobile-only discount	10%	$\$85 \times (1-0.1)$	\$76.50
+ Stays discounts (only one applies)			
1 New listing promotion			
2 Custom promotion			
3 Weekly discount	10%	Doesn't apply to 2-night stay	
4 Monthly discount			
5 Early bird discount	5%	$\$76.50 \times (1-0.05)$	\$72.68
6 Last-minute discount			
Final price			\$72.68

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Scenario 2

A host has added 5 discounts:

- Non-refundable cancellation policy discount
- Top-rated guests discount
- Mobile-only discount
- Weekly discount
- Last-minute discount

A **top-rated guest** books a **week-long stay** on **desktop** at the **last minute** using the **non-refundable cancellation policy**, so 3 of the host's 5 discounts apply.

Discount	Calculation	Nightly price
Base price		\$100
+ Base price adjustments		
Non-refundable cancellation policy discount	10%	\$100 x (1-0.10)
Price adjustments you set for specific dates		\$90
+ Targeted guest discounts		
Top-rated guests discount	15%	\$90 x (1-0.15)
Mobile-only discount	10%	\$76.50
+ Stays discounts (only one applies)		
1 New listing promotion		
2 Custom promotion		
3 Weekly discount	10%	\$68.85 x (1-0.10)
4 Monthly discount		\$68.85
5 Early bird discount		
6 Last-minute discount	5%	Doesn't apply
Final price		\$68.85