

RESERVATIONS ACTIVITY REPORT

Aspen



Destination: Aspen

Period: Bookings as of Oct 31, 2017

Executive Summary

Data based on a sample of up to 17 properties in the Aspen destination, representing up to 1,421 Units ('DestiMetrics Census'*) and 68.0% of 2,091 total units in the Aspen destination ('Destination Census'**)

a. Last Month Performance: Current YTD vs. Previous YTD		2017/18	2016/17	Year over Year % Diff
Aspen Paid Occupancy Rate for last month (October) changed by (13.5%)	Paid Occupancy Rate (October)	51.0%	44.9%	13.5%
Aspen Average Daily Rate for last month (October) changed by (13.4%)	ADR (October)	\$207	\$183	13.4%
Aspen RevPAR for last month (October) changed by (28.7%)	RevPAR (October)	\$106	\$82	28.7%

	Occupancy 2017	Occupancy 2016	Absolute % difference	Year over Year % Diff
Last Month Performance Total Paid & Unpaid Occupancy	49.4%	42.6%	6.8%	16.0%

b. Next Month Performance: Current YTD vs. Previous YTD				
Aspen Paid Occupancy Rate for next month (November) changed by (19.8%)	Paid Occupancy Rate (November)	21.8%	18.2%	19.8%

c. Historical 6 Month Performance (May to October): Current YTD vs. Previous YTD.				
Aspen Paid Occupancy Rate for the prior 6 months changed by (0.4%)	Paid Occupancy Rate	62.1%	61.9%	0.4%
Aspen Average Daily Rate for the prior 6 months changed by (5.6%)	ADR	\$354	\$335	5.6%
Aspen RevPAR for the prior 6 months changed by (6.1%)	RevPAR	\$220	\$207	6.1%

d. Incremental Pacing - % Change in Rooms Booked last Calendar Month: Oct. 31, 2017 vs. Previous Year				
Rooms Booked during last month (October, 2017) compared to Rooms Booked during the same period last year (October, 2016) for all arrival dates has changed by (-8.0%)	Booking Pace (October)	7.3%	7.9%	-8.0%

* DestiMetrics Census: Total number of rooms reported by participating DestiMetrics properties as available for short-term rental in the reporting month. This number can vary monthly as inventories and report participants change over time.
 ** Destination Census: The total number of rooms available for rental within the community as established by the Aspen / Snowmass Transient Inventory Study restatement of May 2015 and adjusted for properties that have opened / closed since that time. This number varies infrequently as new properties start, or existing properties cease operations.

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