

RESERVATIONS ACTIVITY REPORT

Aspen



Destination: Aspen

Period: Bookings as of Mar 31, 2016

Executive Summary

Data based on a sample of up to 18 properties in the Aspen destination, representing up to 1,555 Units ('DestiMetrics Census'*) and 74.3% of 2,091 total units in the Aspen destination ('Destination Census'**)

a. Last Month Performance: Current YTD vs. Previous YTD		2015/16	2014/15	Year over Year % Diff
Aspen Paid Occupancy Rate for last month (March) changed by (0.6%)	Paid Occupancy Rate (March)	72.9%	72.5%	0.6%
Aspen Average Daily Rate for last month (March) changed by (4.0%)	ADR (March)	\$501	\$482	4.0%
Aspen RevPAR for last month (March) changed by (4.6%)	RevPAR (March)	\$365	\$349	4.6%

	Occupancy 2015/16	Occupancy 2014/15	Absolute % difference	Year over Year % Diff
Last Month Performance Total Paid & Unpaid Occupancy	79.3%	75.8%	3.5%	4.7%

b. Next Month Performance: Current YTD vs. Previous YTD				
Aspen Paid Occupancy Rate for next month (April) changed by (-12.4%)	Paid Occupancy Rate (April)	21.2%	24.3%	-12.4%

c. Historical 6 Month Performance (October to March): Current YTD vs. Previous YTD.				
Aspen Paid Occupancy Rate for the prior 6 months changed by (6.1%)	Paid Occupancy Rate	59.1%	55.7%	6.1%
Aspen Average Daily Rate for the prior 6 months changed by (3.0%)	ADR	\$473	\$459	3.0%
Aspen RevPAR for the prior 6 months changed by (9.3%)	RevPAR	\$279	\$256	9.3%

d. Incremental Pacing - % Change in Rooms Booked last Calendar Month: Mar. 31, 2016 vs. Previous Year				
Rooms Booked during last month (March, 2016) compared to Rooms Booked during the same period last year (March, 2015) for all arrival dates has changed by (-32.6%)	Booking Pace (March)	5.0%	7.5%	-32.6%

* 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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