

RESERVATIONS ACTIVITY REPORT

Aspen



Destination: Aspen

Period: Bookings as of Oct 31, 2016

Executive Summary

Data based on a sample of up to 19 properties in the Aspen destination, representing up to 1,660 Units ('DestiMetrics Census'*) and 79.4% of 2,091 total units in the Aspen destination ('Destination Census'**)

a. Last Month Performance: Current YTD vs. Previous YTD		2016/17	2015/16	Year over Year % Diff
Aspen Paid Occupancy Rate for last month (October) changed by (3.7%)	Paid Occupancy Rate (October)	44.3%	42.7%	3.7%
Aspen Average Daily Rate for last month (October) changed by (0.2%)	ADR (October)	\$180	\$179	0.2%
Aspen RevPAR for last month (October) changed by (4.0%)	RevPAR (October)	\$80	\$77	4.0%

Last Month Performance Total Paid & Unpaid Occupancy	Occupancy 2016	Occupancy 2015	Absolute % difference	Year over Year % Diff
	46.0%	40.6%	5.4%	13.2%

b. Next Month Performance: Current YTD vs. Previous YTD		2016/17	2015/16	Year over Year % Diff
Aspen Paid Occupancy Rate for next month (November) changed by (8.5%)	Paid Occupancy Rate (November)	17.6%	16.3%	8.5%

c. Historical 6 Month Performance (May to October): Current YTD vs. Previous YTD.		2016/17	2015/16	Year over Year % Diff
Aspen Paid Occupancy Rate for the prior 6 months changed by (6.9%)	Paid Occupancy Rate	60.5%	56.6%	6.9%
Aspen Average Daily Rate for the prior 6 months changed by (5.6%)	ADR	\$334	\$317	5.6%
Aspen RevPAR for the prior 6 months changed by (12.9%)	RevPAR	\$202	\$179	12.9%

d. Incremental Pacing - % Change in Rooms Booked last Calendar Month: Oct. 31, 2016 vs. Previous Year		2016/17	2015/16	Year over Year % Diff
Rooms Booked during last month (October, 2016) compared to Rooms Booked during the same period last year (October, 2015) for all arrival dates has changed by (11.8%)	Booking Pace (October)	8.0%	7.2%	11.8%

* 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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