

RESERVATIONS ACTIVITY REPORT

Aspen



Destination: Aspen

Period: Bookings as of Nov 30, 2016

Executive Summary

Data based on a sample of up to 18 properties in the Aspen destination, representing up to 1,596 Units ('DestiMetrics Census'*) and 76.3% 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 (November) changed by (-1.5%)	Paid Occupancy Rate (November)	25.2%	25.6%	-1.5%
Aspen Average Daily Rate for last month (November) changed by (15.4%)	ADR (November)	\$198	\$171	15.4%
Aspen RevPAR for last month (November) changed by (13.7%)	RevPAR (November)	\$50	\$44	13.7%

	Occupancy 2016	Occupancy 2015	Absolute % difference	Year over Year % Diff
Last Month Performance Total Paid & Unpaid Occupancy	27.4%	29.4%	-1.9%	-6.6%

b. Next Month Performance: Current YTD vs. Previous YTD		2016/17	2015/16	Year over Year % Diff
Aspen Paid Occupancy Rate for next month (December) changed by (2.7%)	Paid Occupancy Rate (December)	52.2%	50.8%	2.7%

c. Historical 6 Month Performance (June to November): Current YTD vs. Previous YTD.		2016/17	2015/16	Year over Year % Diff
Aspen Paid Occupancy Rate for the prior 6 months changed by (6.7%)	Paid Occupancy Rate	60.1%	56.3%	6.7%
Aspen Average Daily Rate for the prior 6 months changed by (6.1%)	ADR	\$332	\$313	6.1%
Aspen RevPAR for the prior 6 months changed by (13.2%)	RevPAR	\$200	\$176	13.2%

d. Incremental Pacing - % Change in Rooms Booked last Calendar Month: Nov. 30, 2016 vs. Previous Year		2016/17	2015/16	Year over Year % Diff
Rooms Booked during last month (November, 2016) compared to Rooms Booked during the same period last year (November, 2015) for all arrival dates has changed by (-7.8%)	Booking Pace (November)	5.7%	6.2%	-7.8%

* 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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