

RESERVATIONS ACTIVITY REPORT

Aspen



Destination: Aspen

Period: Bookings as of Dec 31, 2016

Executive Summary

Data based on a sample of up to 18 properties in the Aspen destination, representing up to 1,546 Units ('DestiMetrics Census'*) and 73.9% 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 (December) changed by (1.8%)	Paid Occupancy Rate (December)	61.6%	60.5%	1.8%
Aspen Average Daily Rate for last month (December) changed by (27.3%)	ADR (December)	\$775	\$609	27.3%
Aspen RevPAR for last month (December) changed by (29.6%)	RevPAR (December)	\$478	\$369	29.6%

	Occupancy 2016	Occupancy 2015	Absolute % difference	Year over Year % Diff
Last Month Performance Total Paid & Unpaid Occupancy	65.3%	67.2%	-1.9%	-2.8%

b. Next Month Performance: Current YTD vs. Previous YTD				
Aspen Paid Occupancy Rate for next month (January) changed by (1.3%)	Paid Occupancy Rate (January)	66.7%	65.9%	1.3%

c. Historical 6 Month Performance (July to December): Current YTD vs. Previous YTD.				
Aspen Paid Occupancy Rate for the prior 6 months changed by (4.7%)	Paid Occupancy Rate	59.5%	56.8%	4.7%
Aspen Average Daily Rate for the prior 6 months changed by (11.8%)	ADR	\$406	\$363	11.8%
Aspen RevPAR for the prior 6 months changed by (17.1%)	RevPAR	\$241	\$206	17.1%

d. Incremental Pacing - % Change in Rooms Booked last Calendar Month: Dec. 31, 2016 vs. Previous Year				
Rooms Booked during last month (December, 2016) compared to Rooms Booked during the same period last year (December, 2015) for all arrival dates has changed by (0.5%)	Booking Pace (December)	7.4%	7.3%	0.5%

* 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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