

RESERVATIONS ACTIVITY REPORT

Aspen



Destination: Aspen

Period: Bookings as of Mar 31, 2017

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 (March) changed by (4.6%)	Paid Occupancy Rate (March)	76.2%	72.9%	4.6%
Aspen Average Daily Rate for last month (March) changed by (7.9%)	ADR (March)	\$540	\$501	7.9%
Aspen RevPAR for last month (March) changed by (12.8%)	RevPAR (March)	\$412	\$365	12.8%

Last Month Performance Total Paid & Unpaid Occupancy	Occupancy 2017	Occupancy 2016	Absolute % difference	Year over Year % Diff
	82.4%	79.6%	2.8%	3.5%

b. Next Month Performance: Current YTD vs. Previous YTD		2016/17	2015/16	Year over Year % Diff
Aspen Paid Occupancy Rate for next month (April) changed by (-8.5%)	Paid Occupancy Rate (April)	19.4%	21.2%	-8.5%

c. Historical 6 Month Performance (October to March): Current YTD vs. Previous YTD.		2016/17	2015/16	Year over Year % Diff
Aspen Paid Occupancy Rate for the prior 6 months changed by (1.4%)	Paid Occupancy Rate	60.0%	59.1%	1.4%
Aspen Average Daily Rate for the prior 6 months changed by (11.8%)	ADR	\$528	\$473	11.8%
Aspen RevPAR for the prior 6 months changed by (13.4%)	RevPAR	\$317	\$279	13.4%

d. Incremental Pacing - % Change in Rooms Booked last Calendar Month: Mar. 31, 2017 vs. Previous Year		2016/17	2015/16	Year over Year % Diff
Rooms Booked during last month (March, 2017) compared to Rooms Booked during the same period last year (March, 2016) for all arrival dates has changed by (52.7%)	Booking Pace (March)	7.7%	5.0%	52.7%

* 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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