

# RESERVATIONS ACTIVITY REPORT

## Aspen



Destination: Aspen

Period: Bookings as of Apr 30, 2017

### Executive Summary

Data based on a sample of up to 18 properties in the Aspen destination, representing up to 1,597 Units ('DestiMetrics Census'\*) and 76.4% 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 (April) changed by (-10.7%)	Paid Occupancy Rate (April)	25.2%	28.2%	-10.7%
Aspen Average Daily Rate for last month (April) changed by (-3.7%)	ADR (April)	\$212	\$220	-3.7%
Aspen RevPAR for last month (April) changed by (-14.0%)	RevPAR (April)	\$53	\$62	-14.0%

	Occupancy 2017	Occupancy 2016	Absolute % difference	Year over Year % Diff
<b>Last Month Performance Total Paid &amp; Unpaid Occupancy</b>	<b>27.3%</b>	<b>29.2%</b>	<b>-1.8%</b>	<b>-6.3%</b>

b. Next Month Performance: Current YTD vs. Previous YTD				
Aspen Paid Occupancy Rate for next month (May) changed by (-5.8%)	Paid Occupancy Rate (May)	18.0%	19.1%	-5.8%

c. Historical 6 Month Performance (November to April): Current YTD vs. Previous YTD.				
Aspen Paid Occupancy Rate for the prior 6 months changed by (0.2%)	Paid Occupancy Rate	57.6%	57.4%	0.2%
Aspen Average Daily Rate for the prior 6 months changed by (12.8%)	ADR	\$554	\$491	12.8%
Aspen RevPAR for the prior 6 months changed by (13.0%)	RevPAR	\$319	\$282	13.0%

d. Incremental Pacing - % Change in Rooms Booked last Calendar Month: Apr. 30, 2017 vs. Previous Year				
Rooms Booked during last month (April, 2017) compared to Rooms Booked during the same period last year (April, 2016) for all arrival dates has changed by (-16.8%)	Booking Pace (April)	6.4%	7.7%	-16.8%

\* 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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