

# TOWN OF VAIL TAXABLE SALES REPORT



**Destination: Vail**

**Report Period: Taxable sales through November 2016**

a) Vail Village/Lionshead Combined Performance	Taxable sales Nov 2016	Taxable sales Nov 2015	% Difference
Retail Sales in Vail Village + Lionshead	\$5,493,400	\$4,958,800	10.8%
Restaurant Sales in Vail Village + Lionshead	\$4,474,375	\$5,094,400	-12.2%
Lodging Sales in Vail Village + Lionshead	\$4,466,150	\$4,666,825	-4.3%
<b>Total Retail/Restaurant/Lodging Sales in Vail Village + Lionshead</b>	<b>\$14,433,925</b>	<b>\$14,720,025</b>	<b>-1.9%</b>

b) Retail Segment Performance, by Neighborhood	Taxable sales Nov 2016	Taxable sales Nov 2015	% Difference
Retail Sales in Vail Village	\$4,460,475	\$3,611,775	23.5%
Retail Sales in Lionshead	\$1,032,925	\$1,347,025	-23.3%
<b>Retail Sales in Vail Village + Lionshead</b>	<b>\$5,493,400</b>	<b>\$4,958,800</b>	<b>10.8%</b>

c) Restaurant Segment Performance, by Neighborhood	Taxable sales Nov 2016	Taxable sales Nov 2015	% Difference
Restaurant Sales in Vail Village	\$3,683,900	\$3,913,450	-5.9%
Restaurant Sales in Lionshead	\$790,475	\$1,180,950	-33.1%
<b>Restaurant Sales in Vail Village + Lionshead</b>	<b>\$4,474,375</b>	<b>\$5,094,400</b>	<b>-12.2%</b>

d) Lodging Segment Performance, by Neighborhood	Taxable sales Nov 2016	Taxable sales Nov 2015	% Difference
Lodging Sales in Vail Village	\$2,777,475	\$2,964,650	-6.3%
Lodging Sales in Lionshead	\$1,688,675	\$1,702,175	-0.8%
<b>Lodging Sales in Vail Village + Lionshead</b>	<b>\$4,466,150</b>	<b>\$4,666,825</b>	<b>-4.3%</b>

**DESCRIPTION OF REPORT:** The Vail Taxable Sales Report is a monthly ("Foundation") and seasonal ("Seasonal") report of taxable sales in Vail Village and Lionshead neighborhoods of Vail, tracking consumer spend at Retail, Restaurant and Lodging businesses in both locations ("neighborhoods") and in aggregate. The report is based on financial data provided by the town(s) included in the report. Details follow:

**FOUNDATION REPORT:** The foundation report is a monthly report comprised of 4 sections focusing on Vail Village and Lionshead neighborhood data, and conveying (a) Retail, Restaurant and Lodging sales by segment and in aggregate, (b) Retail sales by neighborhood and in aggregate, (c) Restaurant sales by neighborhood and in aggregate, and (d) Lodging sales by neighborhood and in aggregate. All data are derived from Town of Vail taxable sales reports and are as-of the most recent date for which data are available.

**SEASONAL REPORT:** The seasonal report is produced 2 times annually, in approximately July and March (data-dependent) and is an expansion of the Foundation Report described above. The seasonal report is intended to provide the client with competitive information both within Vail and with Vail's competitive set for the Summer (May - October) and Winter (November - April) seasons. In addition to the Foundation data, the Seasonal Report includes a comparative analysis of All Vail Neighborhood aggregate sales versus the same data from Aspen, Breckenridge and Steamboat Springs.

**Town of Vail All-Store Monthly Report**  
**SECTION 1 - SEASONAL CHARTS BY SEGMENT - VAIL VILLAGE + LIONSHEAD NEIGHBORHOODS**  
**Summer 2016 and Winter 16/17 Taxable Sales**  
**Retail, Restaurant and Lodging Segments + Aggregate**

Chart 1a: Aggregate Sales (Retail + Restaurant + Lodging) - VV + LH: Summer 2016 and Winter 16/17

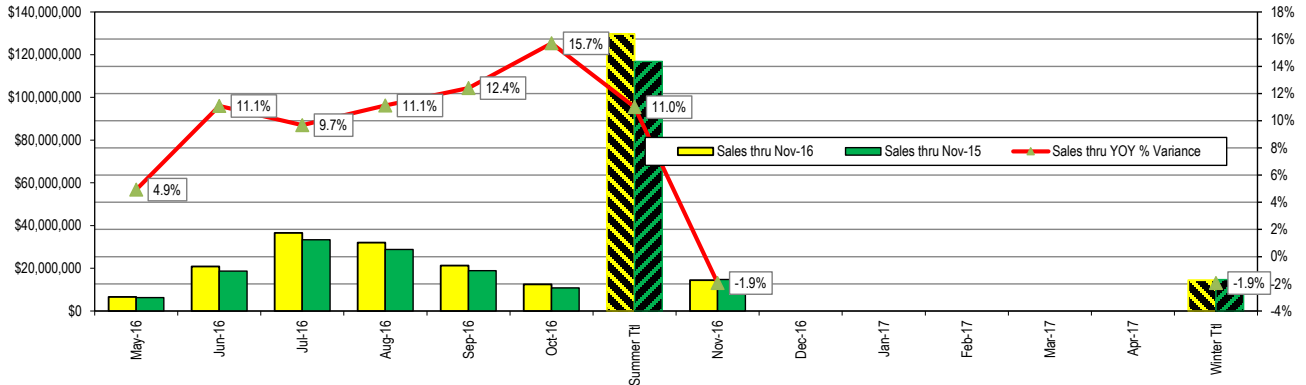


Chart 1b: Retail Sales - VV + LH: Summer 2016 and Winter 16/17

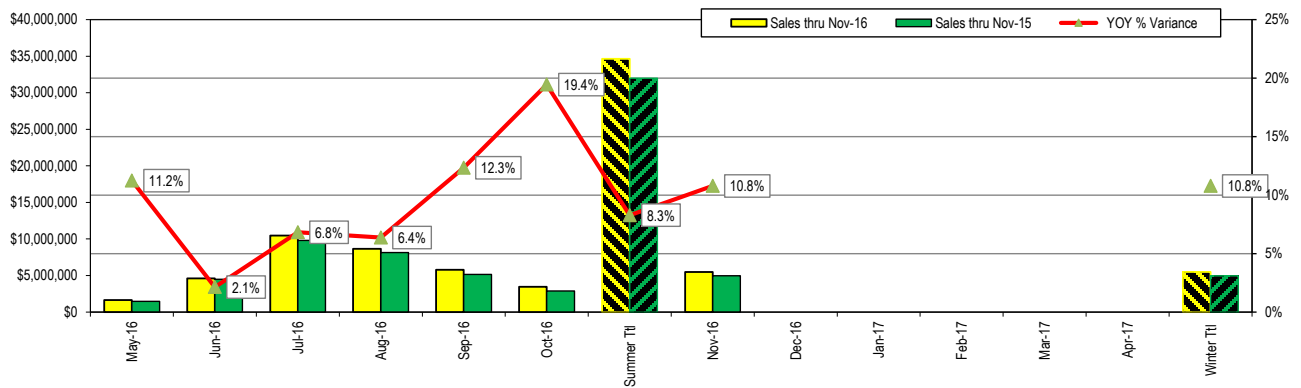


Chart 1c: Restaurant Sales - VV + LH: Summer 2016 and Winter 16/17

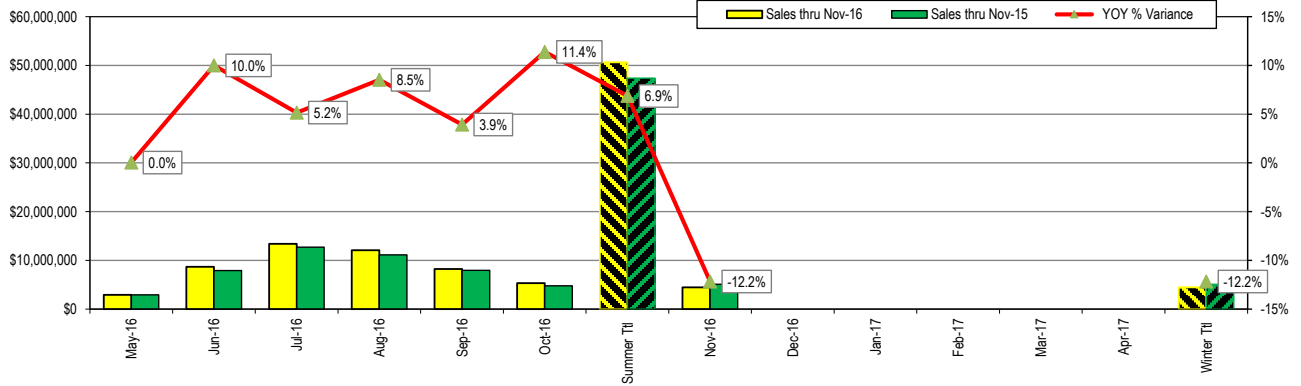
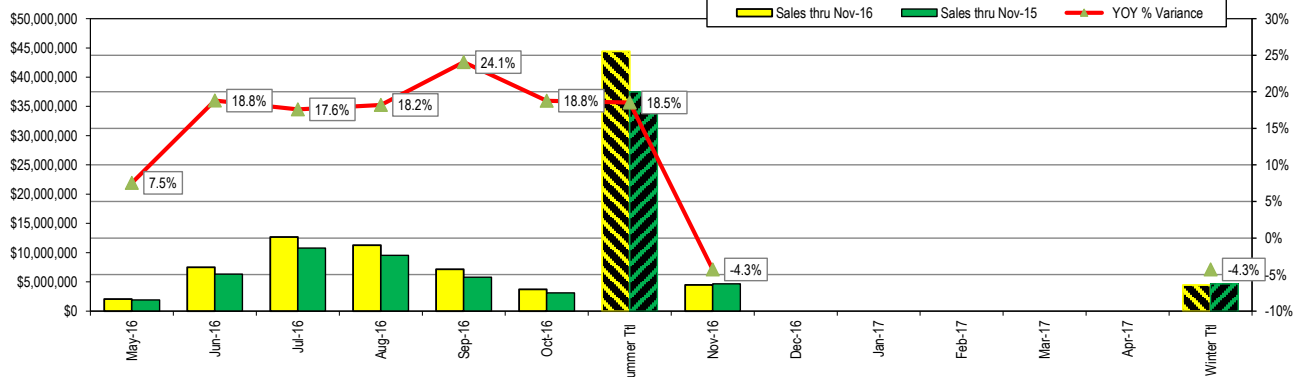


Chart 1d: Lodging Sales - VV + LH: Winter 15/16 and Summer 2016



**Town of Vail All-Store Monthly Report**  
**SECTION 2 - RETAIL SEGMENT BY NEIGHBORHOOD**  
**Summer 2016 and Winter 16/17 Taxable Sales**  
**Vail Village, Lionshead and VV/LH Combined**

Chart 2a: VV + LH Retail Sales: Summer 2016 and Winter 16/17

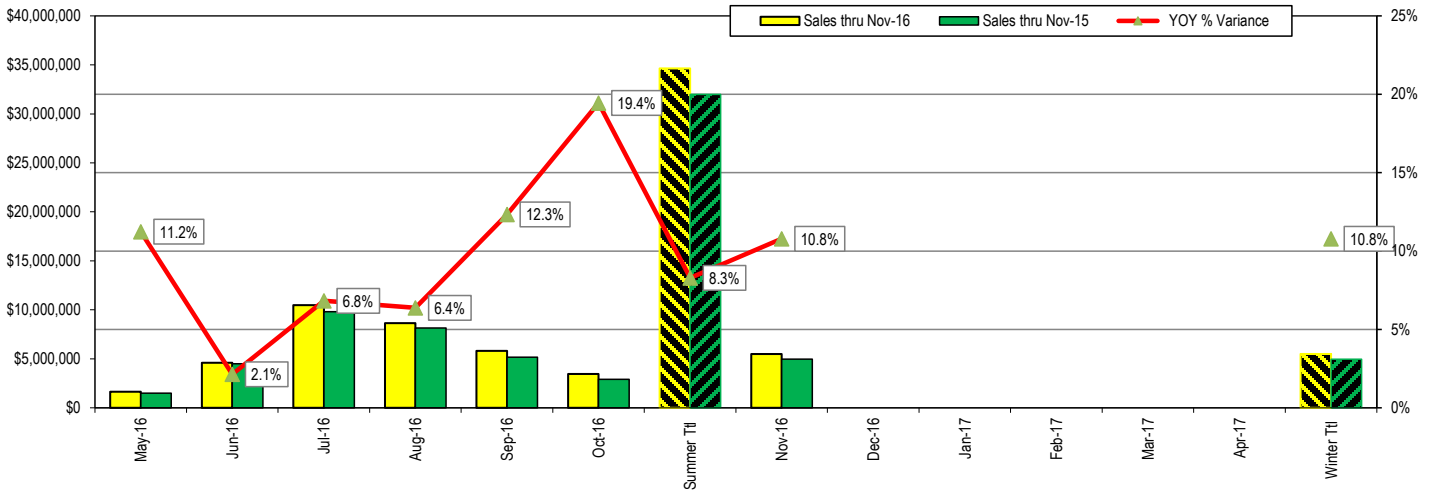


Chart 2b: Vail Village Retail Sales: Summer 2016 and Winter 16/17

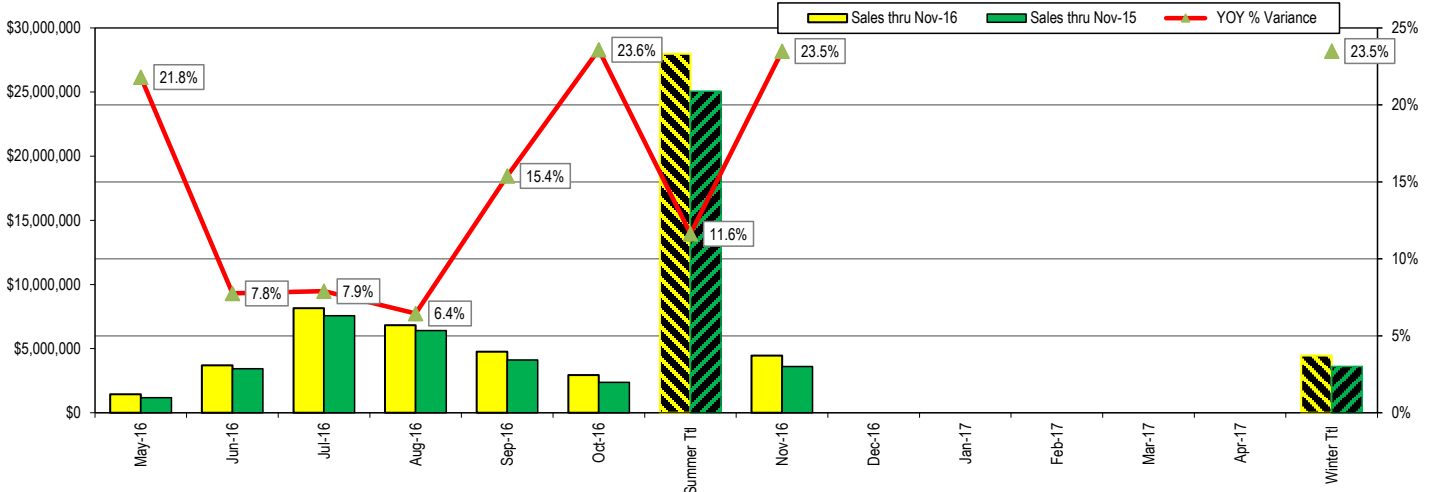
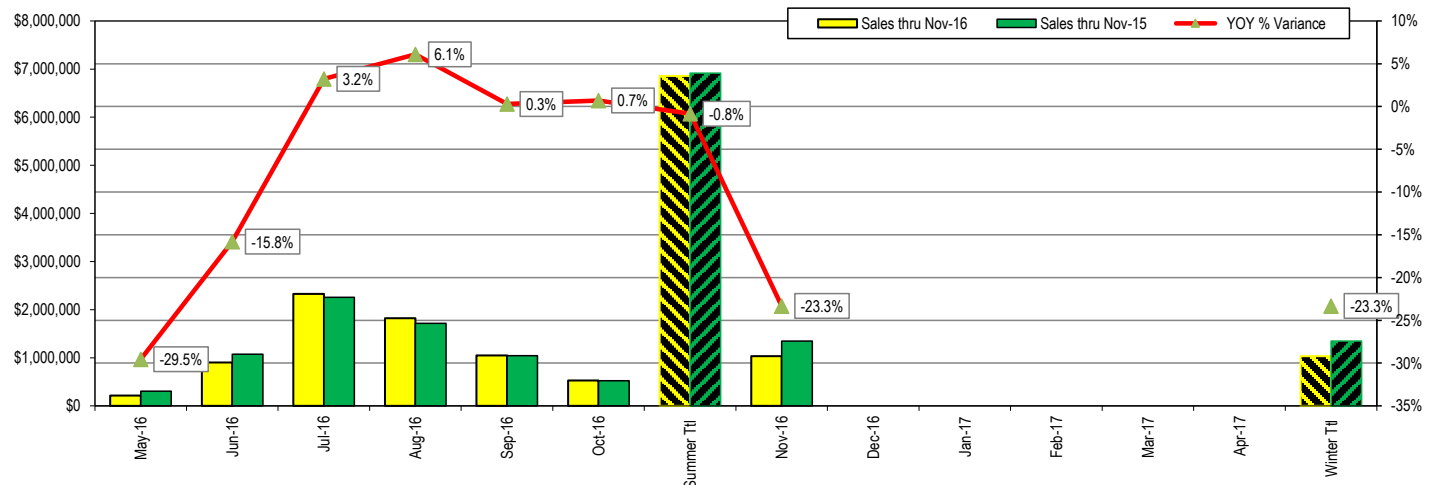


Chart 2c: Lionshead Retail Sales: Summer 2016 and Winter 16/17



# Town of Vail All-Store Monthly Report

## SECTION 3 - RESTAURANT SEGMENT BY NEIGHBORHOOD

### Summer 2016 and Winter 16/17 Taxable Sales

#### Vail Village, Lionshead and VV/LH Combined

Chart 3a: VV + LH Restaurant Sales: Summer 2016 and Winter 16/17

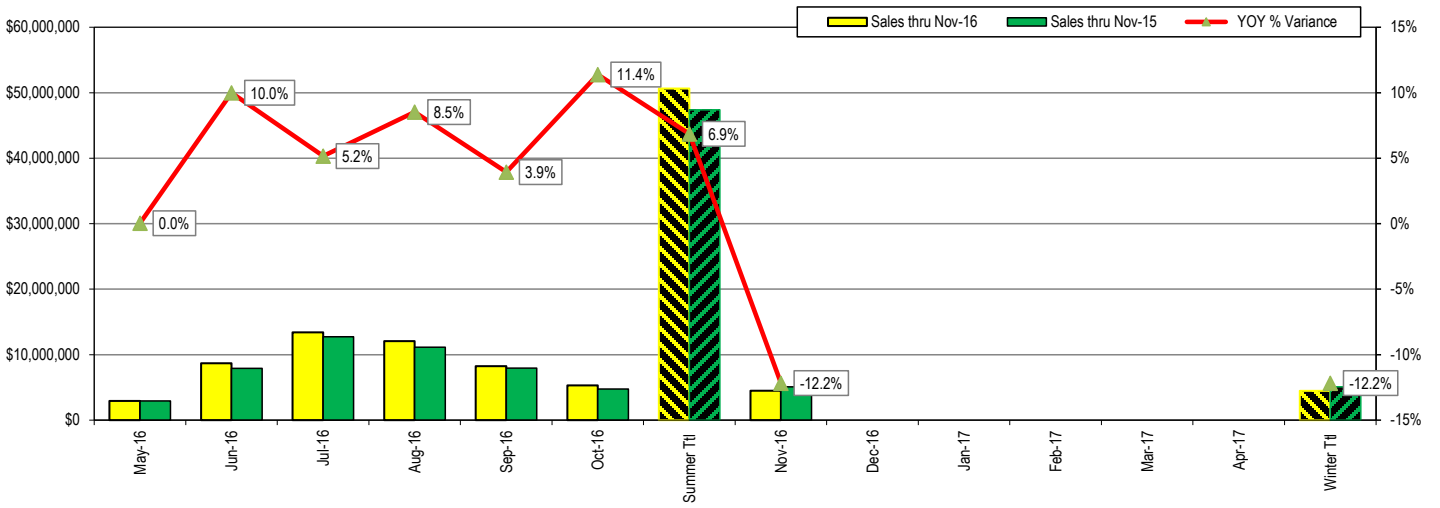


Chart 3b: Vail Village Restaurant Sales: Summer 2016 and Winter 16/17

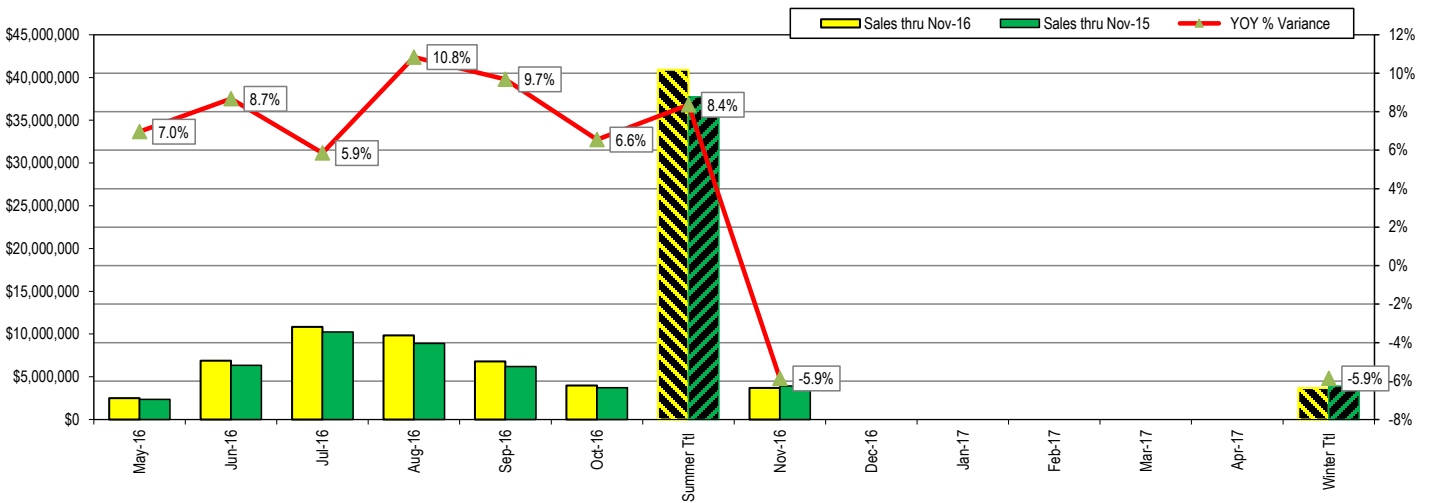
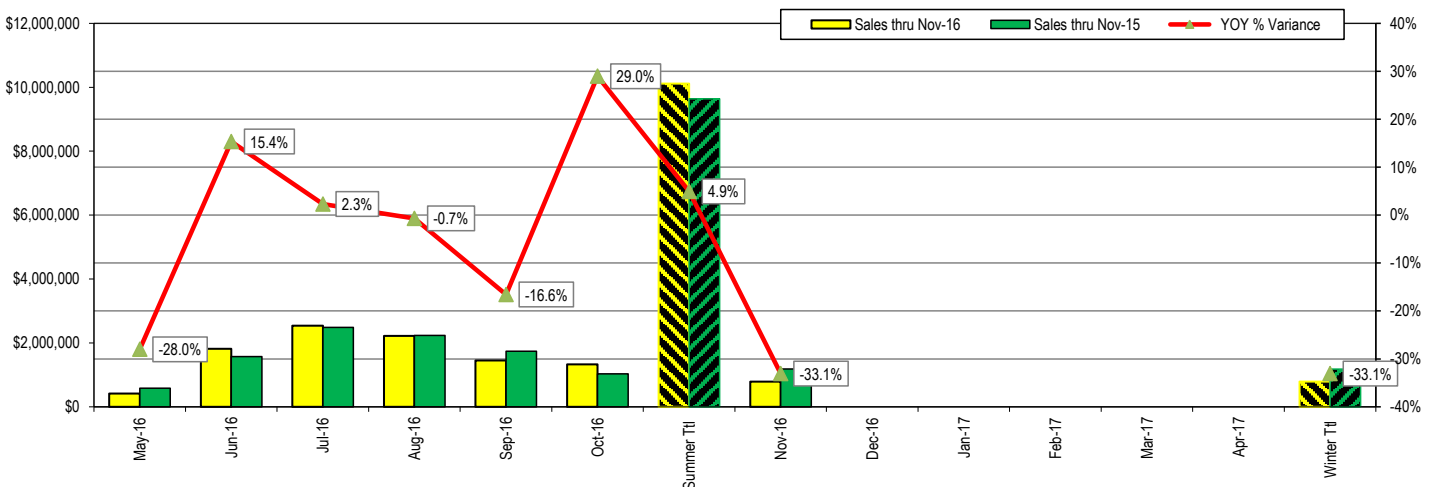


Chart 3c: Lionshead Restaurant Sales: Summer 2016 and Winter 16/17



# Town of Vail All-Store Monthly Report

## SECTION 4 - LODGING SEGMENT BY NEIGHBORHOOD

### Summer 2016 and Winter 16/17 Taxable Sales

#### Vail Village, Lionshead and VV/LH Combined

Chart 4a: VV + LH Lodging Sales: Summer 2016 and Winter 16/17

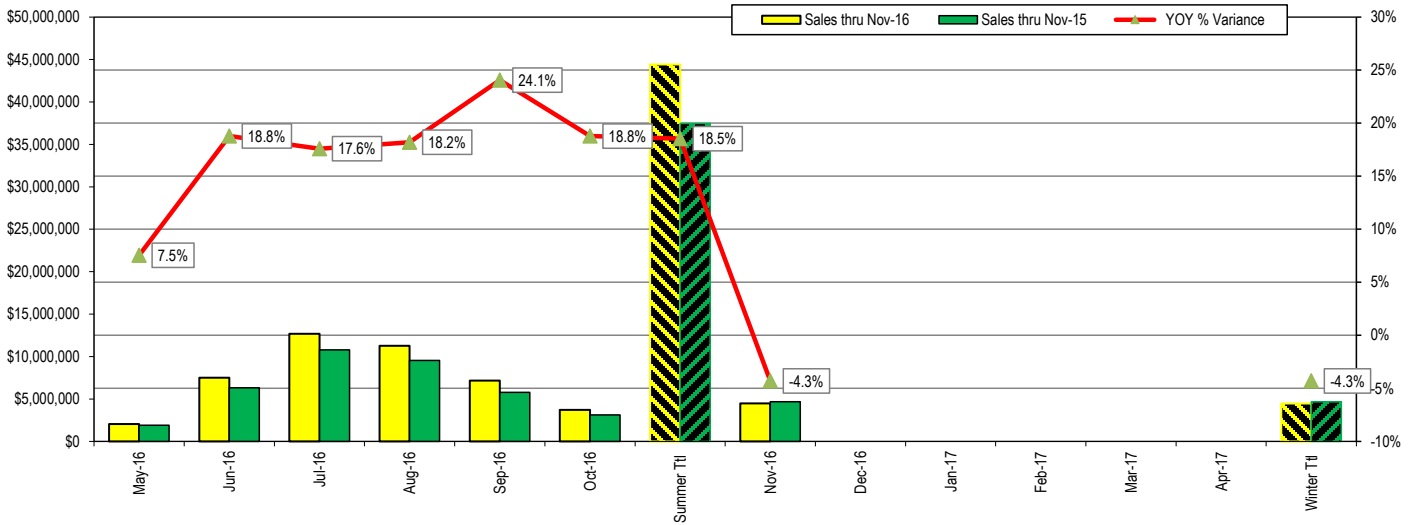


Chart 4b: Vail Village Lodging Sales: Summer 2016 and Winter 16/17

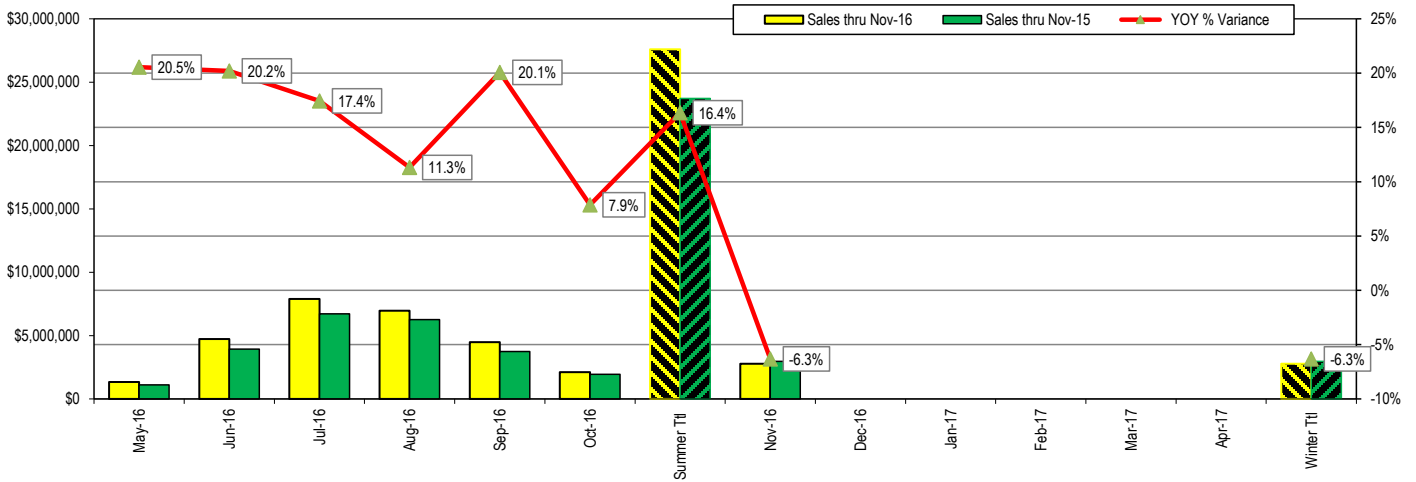
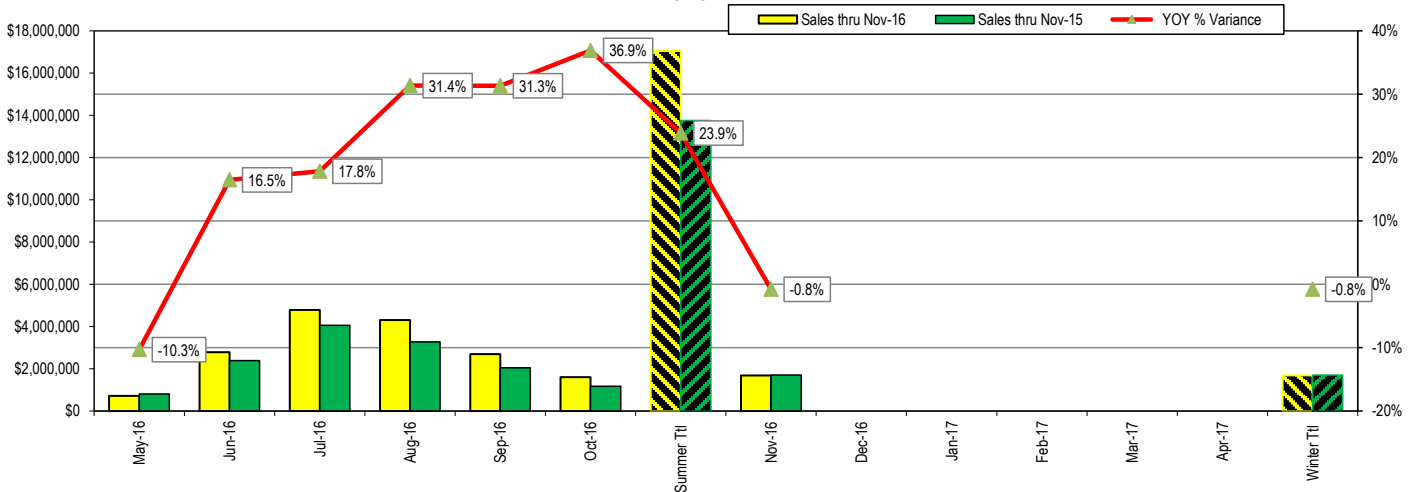


Chart 4c: Lionshead Lodging Sales: Summer 2016 and Winter 16/17



**Town of Vail All-Store Seasonal Report**  
**SECTION 5: FIVE YEAR ALL STORE REPORT BY NEIGHBORHOOD AND SEGMENT**  
 November 2011 - November 2016 Taxable Sales  
 Vail Village, Lionshead and VV/LH Combined

Chart 5a: VV + LH 5 Year Sales by Segment

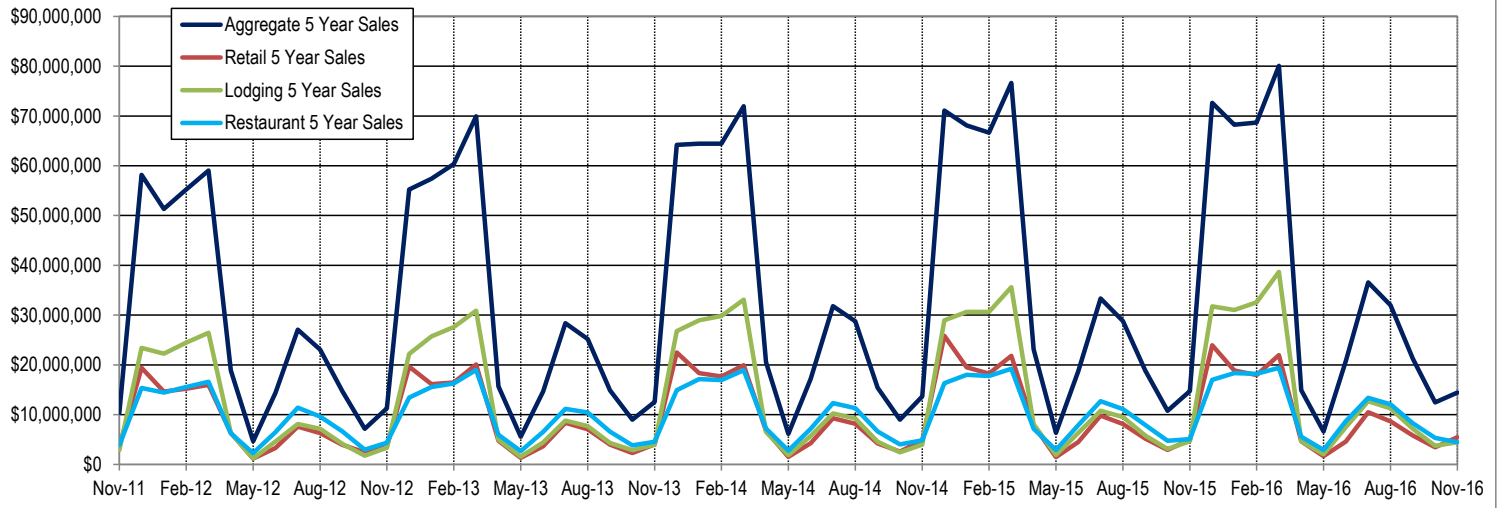


Chart 5b: Vail Village 5 Year Sales by Segment

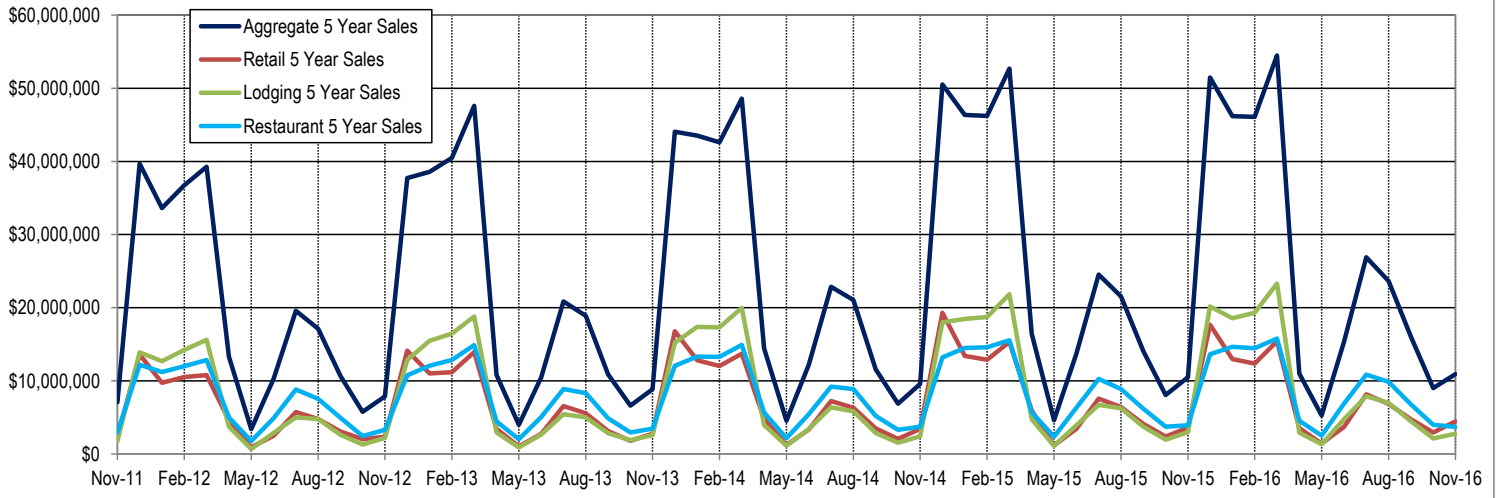


Chart 5c: Lionshead 5 Year Sales by Segment

