

# RESERVATIONS ACTIVITY REPORT

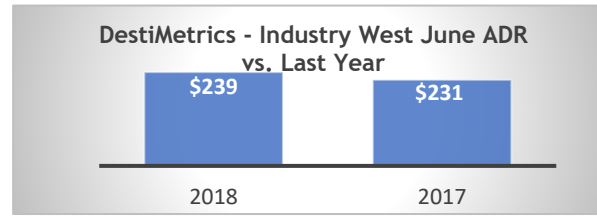
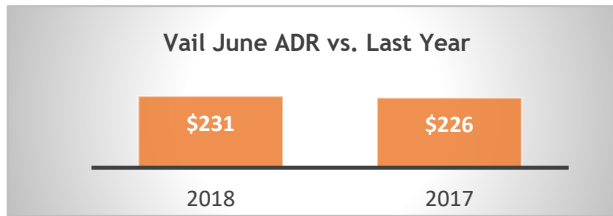
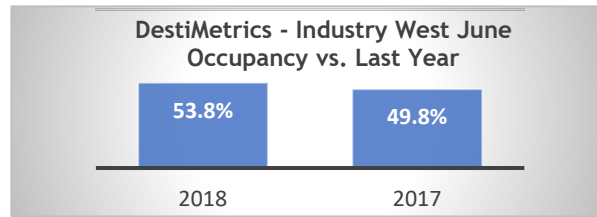
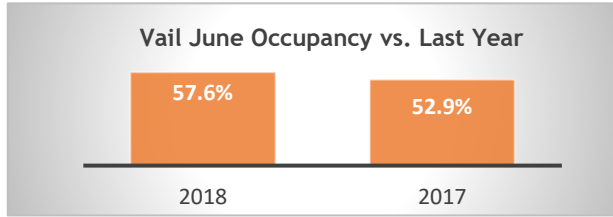
## Executive Summary



**Destination: Vail**

**Bookings as of June 30, 2018**

Data based on a sample of up to 26 properties in the Vail destination, representing up to 2,438 Units ('DestiMetrics Census\*') and 61.7% of 3,954 total units in the Vail destination ('Destination Census\*\*')



Vail			
	2018	2017	Year over Year % Difference
<b>June (Actual)</b>			
Paid Occupancy	57.6%	52.9%	8.8%
ADR	\$231	\$226	2.2%
<b>July (On The Books)</b>			
Paid Occupancy	57.5%	61.6%	-6.8%
ADR	\$296	\$285	3.8%
<b>August (On The Books)</b>			
Paid Occupancy	42.7%	37.7%	13.2%
ADR	\$290	\$284	2.0%
<b>September (On The Books)</b>			
Paid Occupancy	23.7%	24.0%	-1.1%
ADR	\$224	\$213	5.0%
<b>October (On The Books)</b>			
Paid Occupancy	12.6%	11.2%	12.0%
ADR	\$171	\$169	0.9%
<b>November (On The Books)</b>			
Paid Occupancy	4.4%	4.2%	4.3%
ADR	\$236	\$198	19.3%
<b>December (On The Books)</b>			
Paid Occupancy	9.9%	14.8%	-32.8%
ADR	\$804	\$586	37.3%
<b>Booking Pace (Current Month)</b>			
June	6.2%	5.5%	13.0%

DestiMetrics - Industry West			
	2018	2017	Year over Year % Difference
<b>June (Actual)</b>			
Paid Occupancy	53.8%	49.8%	8.1%
ADR	\$239	\$231	3.2%
<b>July (On The Books)</b>			
Paid Occupancy	54.4%	55.5%	-2.0%
ADR	\$290	\$277	4.6%
<b>August (On The Books)</b>			
Paid Occupancy	36.7%	35.7%	2.6%
ADR	\$295	\$294	0.3%
<b>September (On The Books)</b>			
Paid Occupancy	25.5%	27.0%	-5.6%
ADR	\$251	\$237	5.9%
<b>October (On The Books)</b>			
Paid Occupancy	12.4%	11.4%	9.2%
ADR	\$187	\$179	4.5%
<b>November (On The Books)</b>			
Paid Occupancy	4.6%	4.0%	14.6%
ADR	\$192	\$186	3.5%
<b>December (On The Books)</b>			
Paid Occupancy	9.6%	10.5%	-9.2%
ADR	\$603	\$533	13.1%
<b>Booking Pace (Current Month)</b>			
June	5.0%	5.2%	-3.8%

\* 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 Vail Transient Inventory Study restatement of August 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.