

TOWN OF VAIL TAXABLE SALES REPORT



Destination: Vail

Report Period: Taxable sales through June 2018

a) Vail Village/Lionshead Combined Performance	Taxable sales May-Jun 2018	Taxable sales May-Jun 2017	%
Retail Sales in Vail Village + Lionshead	\$8,413,300	\$7,259,900	15.9%
Restaurant Sales in Vail Village + Lionshead	\$14,535,075	\$12,108,625	20.0%
Lodging Sales in Vail Village + Lionshead	\$11,721,575	\$10,904,850	7.5%
Total Retail/Restaurant/Lodging Sales in Vail Village + Lionshead	\$34,669,950	\$30,273,375	14.5%

b) Retail Segment Performance, by Neighborhood	Taxable sales May-Jun 2018	Taxable sales May-Jun 2017	%
Retail Sales in Vail Village	\$6,943,400	\$6,010,950	15.5%
Retail Sales in Lionshead	\$1,469,900	\$1,248,950	17.7%
Retail Sales in Vail Village + Lionshead	\$8,413,300	\$7,259,900	15.9%

c) Restaurant Segment Performance, by Neighborhood	Taxable sales May-Jun 2018	Taxable sales May-Jun 2017	%
Restaurant Sales in Vail Village	\$11,377,850	\$9,889,125	15.1%
Restaurant Sales in Lionshead	\$3,157,225	\$2,219,500	42.2%
Restaurant Sales in Vail Village + Lionshead	\$14,535,075	\$12,108,625	20.0%

d) Lodging Segment Performance, by Neighborhood	Taxable sales May-Jun 2018	Taxable sales May-Jun 2017	%
Lodging Sales in Vail Village	\$7,531,325	\$6,937,075	8.6%
Lodging Sales in Lionshead	\$4,190,250	\$3,967,775	5.6%
Lodging Sales in Vail Village + Lionshead	\$11,721,575	\$10,904,850	7.5%

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
Winter 17/18 and Summer 2018 Taxable Sales
Retail, Restaurant and Lodging Segments + Aggregate

Chart 1a: Aggregate Sales (Retail + Restaurant + Lodging) - VV + LH: Winter 17/18 and Summer 2018

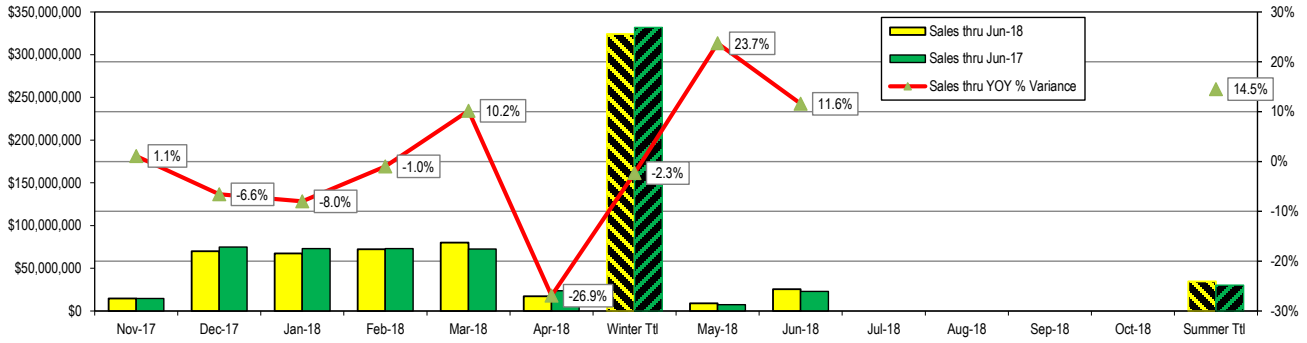


Chart 1b: Retail Sales - VV + LH: Winter 17/18 and Summer 2018

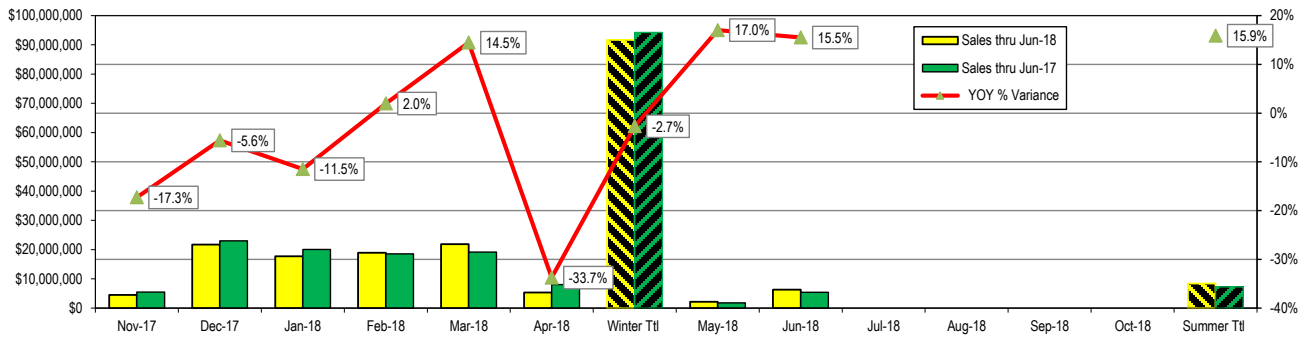


Chart 1c: Restaurant Sales - VV + LH: Winter 17/18 and Summer 2018

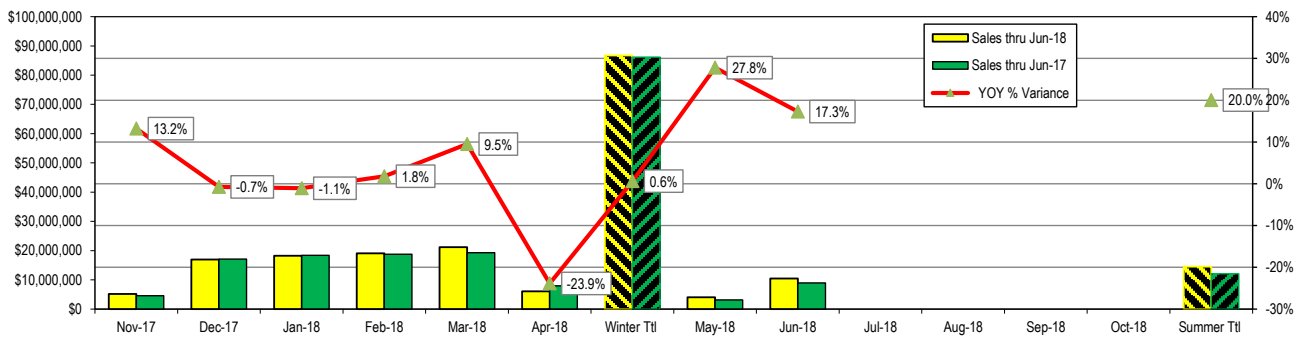
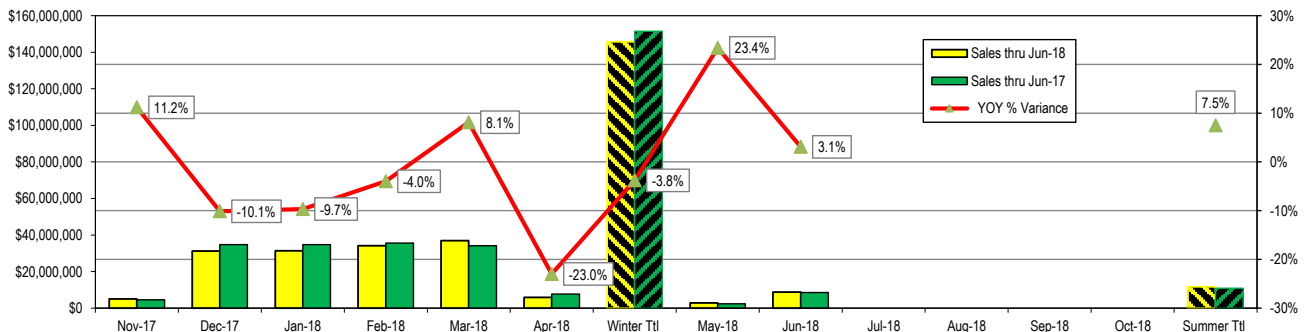


Chart 1d: Lodging Sales - VV + LH: Winter 17/18 and Summer 2018



Town of Vail All-Store Monthly Report

SECTION 2 - RETAIL SEGMENT BY NEIGHBORHOOD

Winter 17/18 and Summer 2018 Taxable Sales Vail Village, Lionshead and VV/LH Combined

Chart 2a: VV + LH Retail Sales: Winter 17/18 and Summer 2018

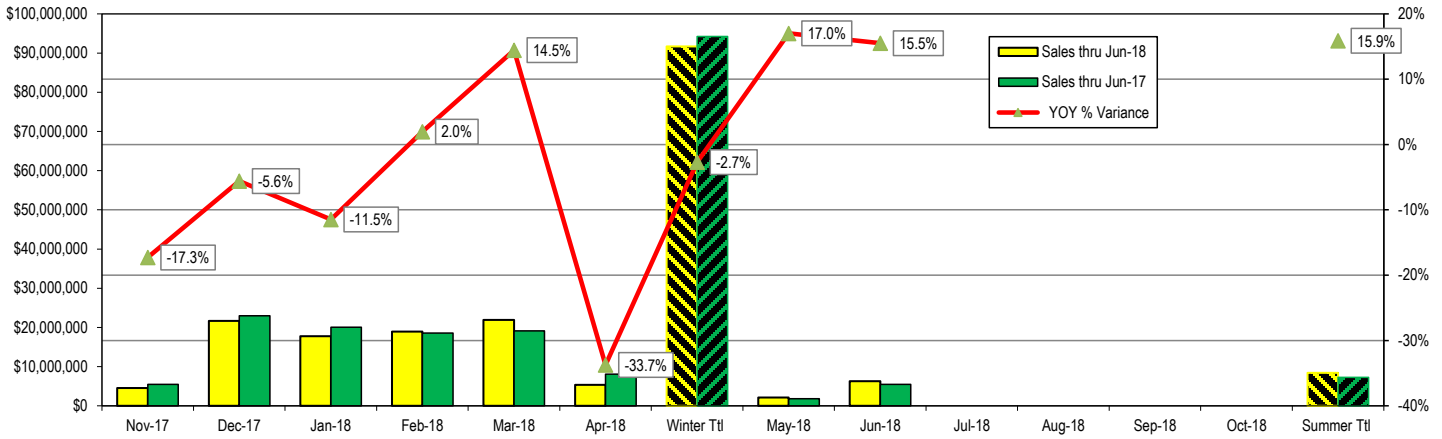


Chart 2b: Vail Village Retail Sales: Winter 17/18 and Summer 2018

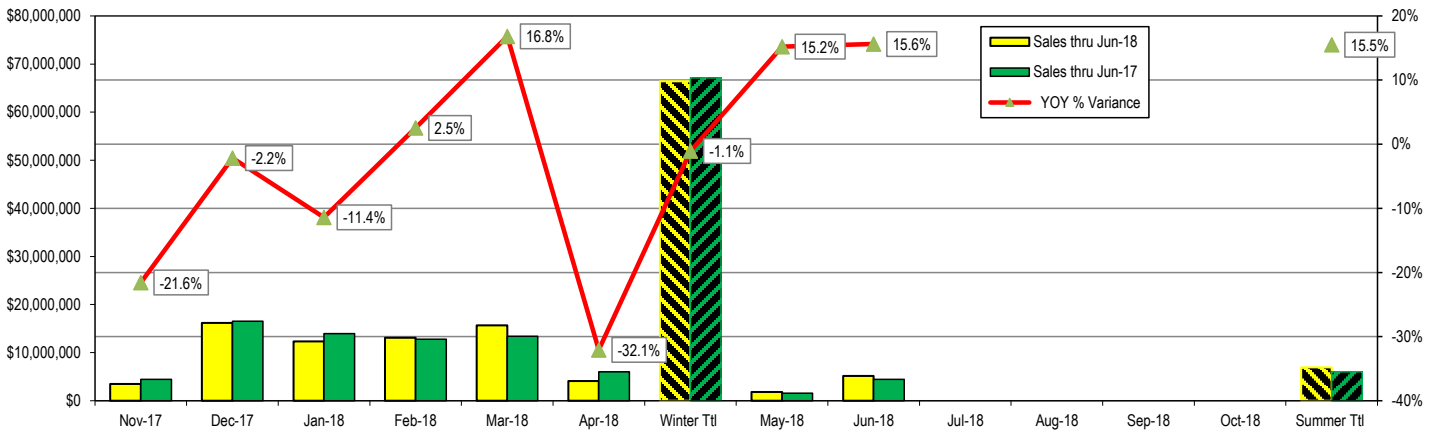
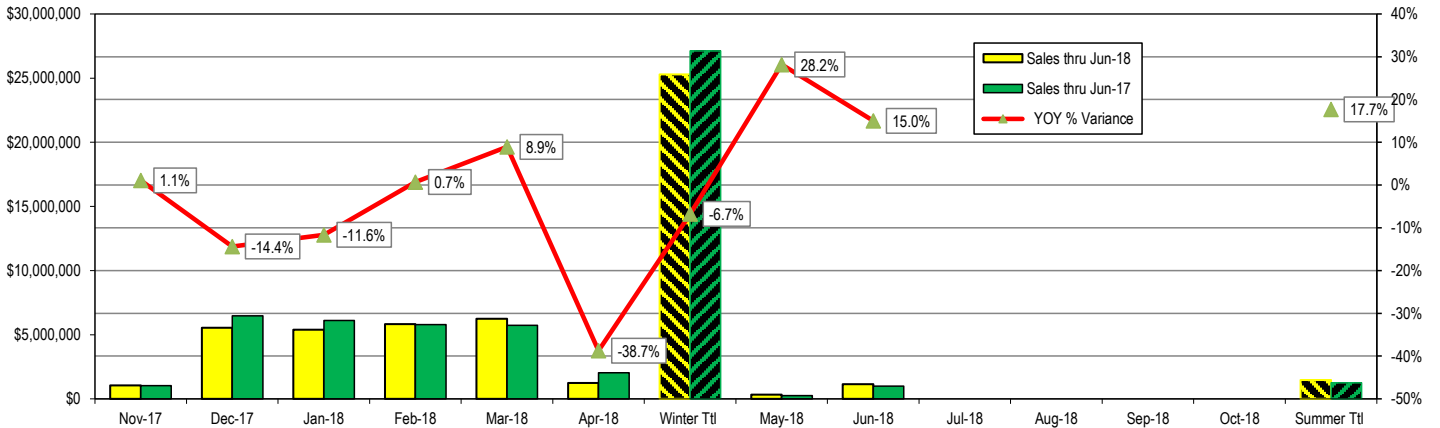


Chart 2c: Lionshead Retail Sales: Winter 17/18 and Summer 2018



Town of Vail All-Store Monthly Report

SECTION 3 - RESTAURANT SEGMENT BY NEIGHBORHOOD

Winter 17/18 and Summer 2018 Taxable Sales

Vail Village, Lionshead and VV/LH Combined

Chart 3a: VV + LH Restaurant Sales: Winter 17/18 and Summer 2018

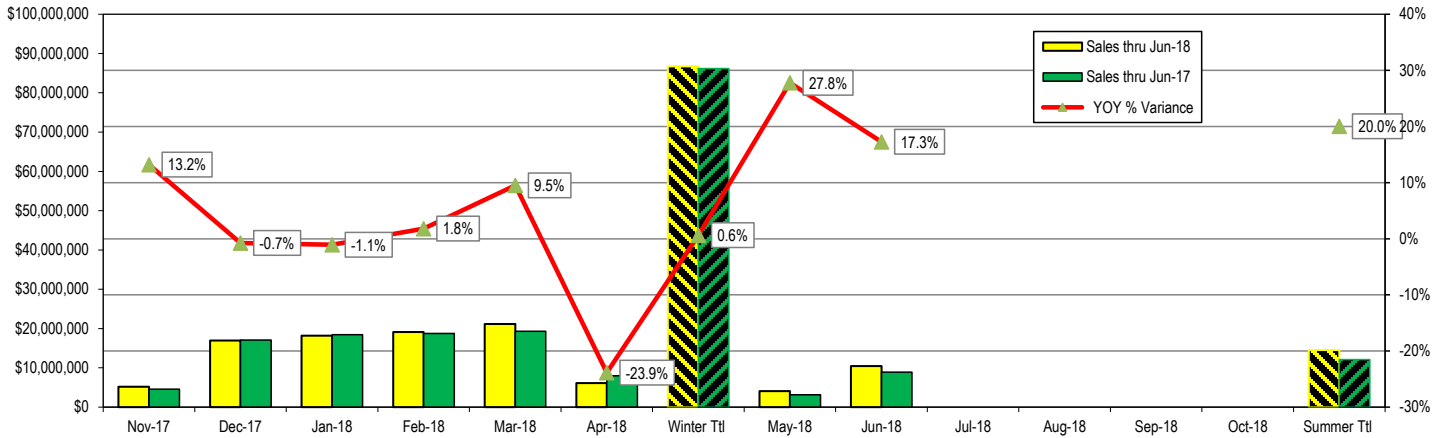


Chart 3b: Vail Village Restaurant Sales: Winter 17/18 and Summer 2018

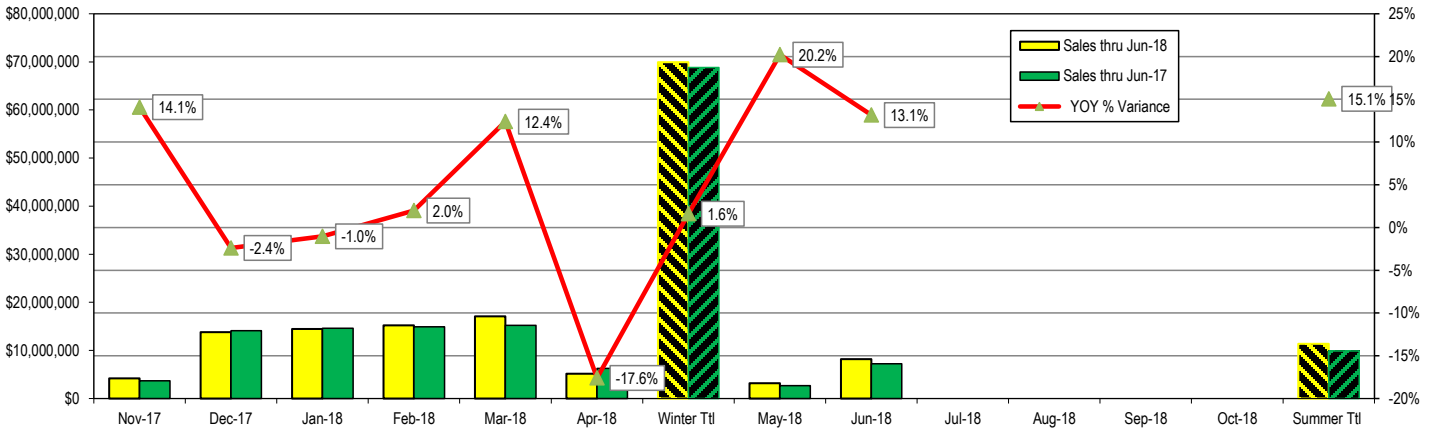
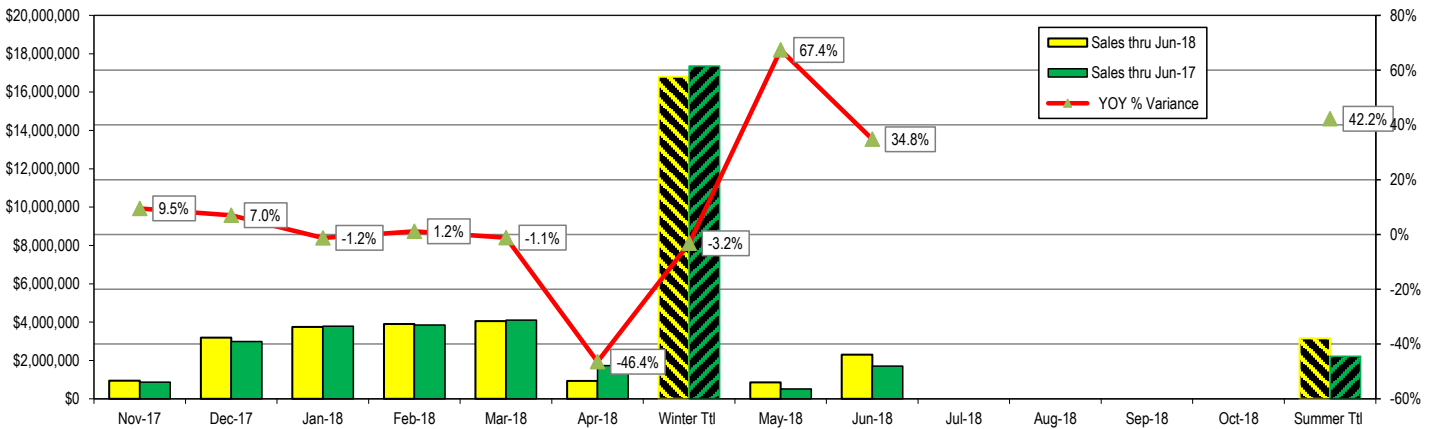


Chart 3c: Lionshead Restaurant Sales: Winter 17/18 and Summer 2018



Town of Vail All-Store Monthly Report
SECTION 4 - LODGING SEGMENT BY NEIGHBORHOOD
Winter 17/18 and Summer 2018 Taxable Sales
Vail Village, Lionshead and VV/LH Combined

Chart 4a: VV + LH Lodging Sales: Winter 17/18 and Summer 2018

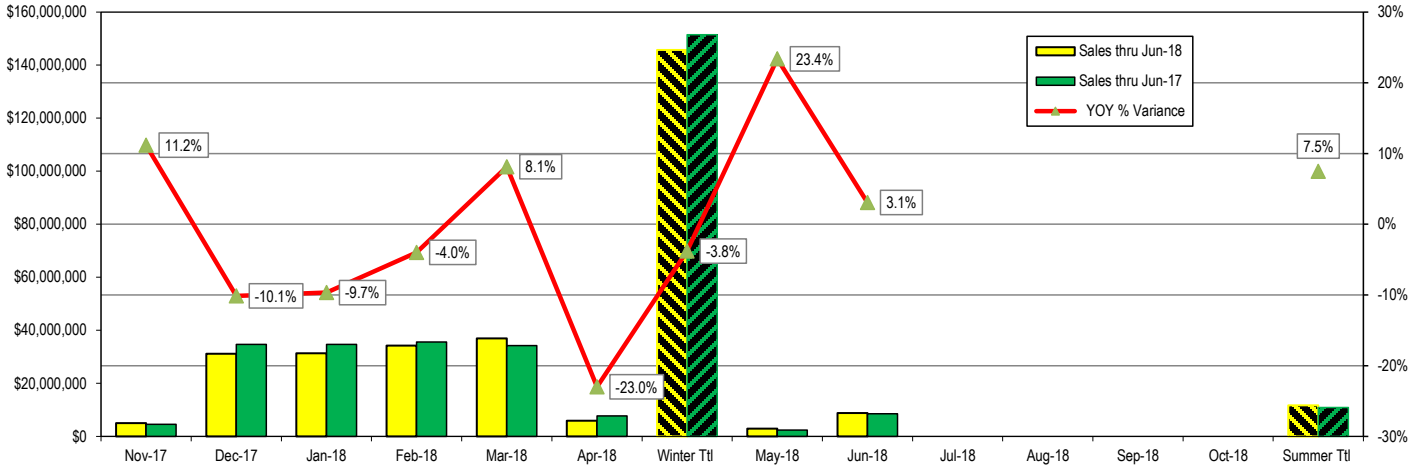


Chart 4b: Vail Village Lodging Sales: Winter 17/18 and Summer 2018

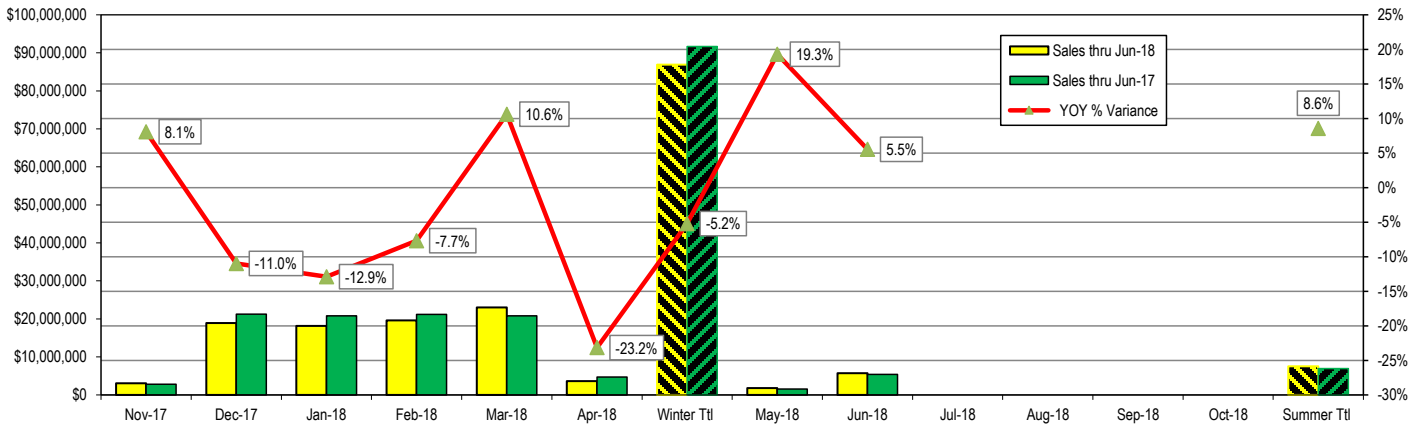
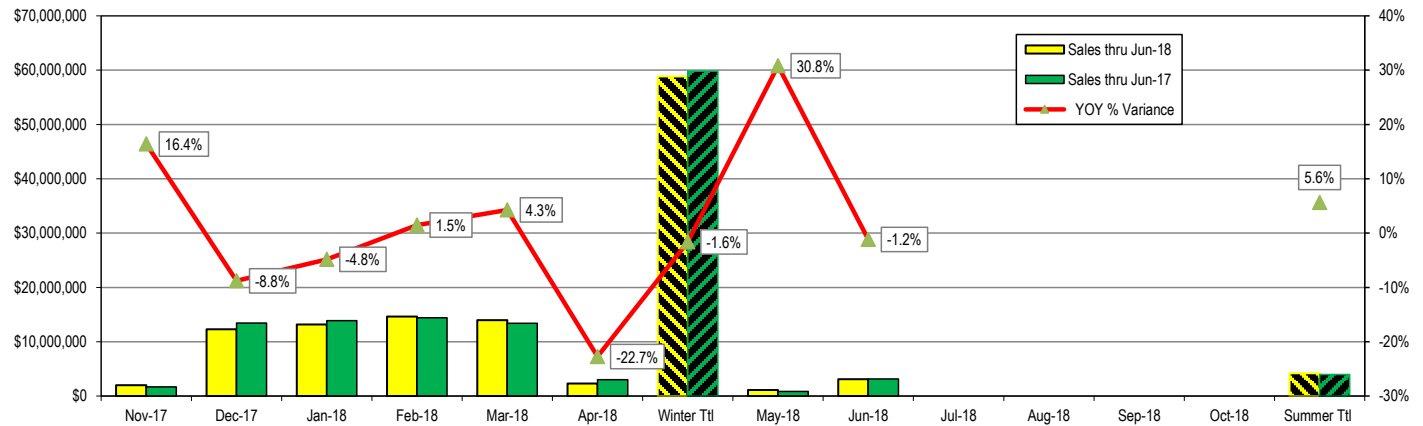


Chart 4c: Lionshead Lodging Sales: Winter 17/18 and Summer 2018



Town of Vail All-Store Seasonal Report

SECTION 5: FIVE YEAR ALL STORE REPORT BY NEIGHBORHOOD AND SEGMENT

June 2013 - June 2018 Taxable Sales
Vail Village, Lionshead and VV/LH Combined

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

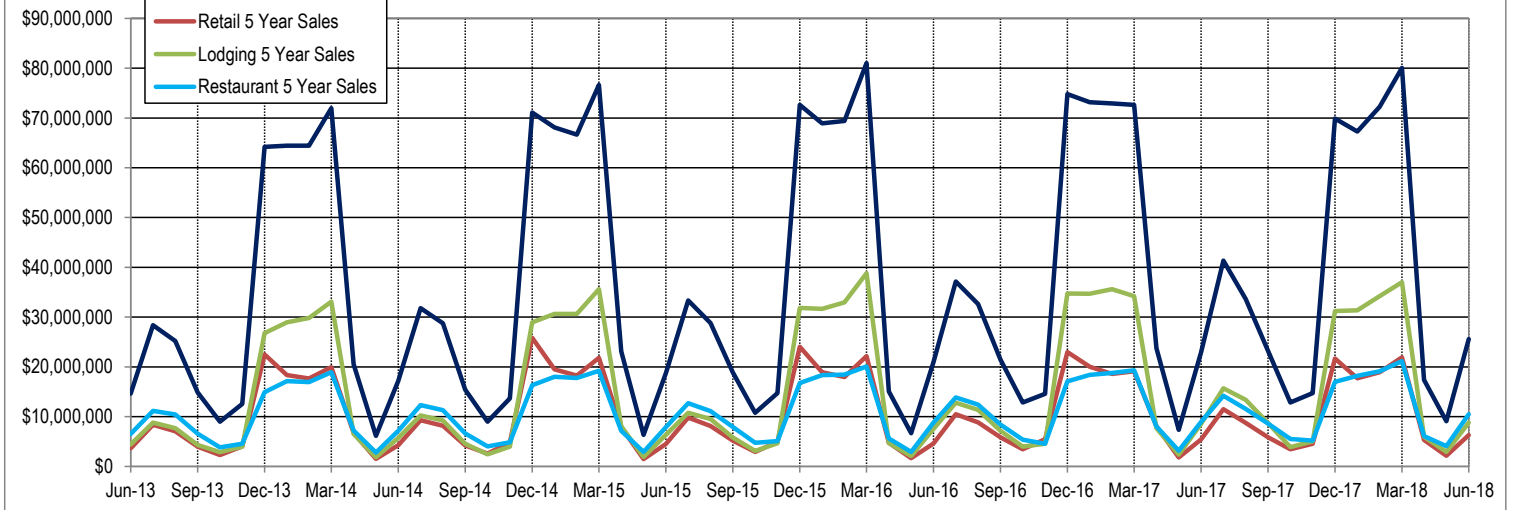


Chart 5b: Vail Village 5 Year Sales by Segment

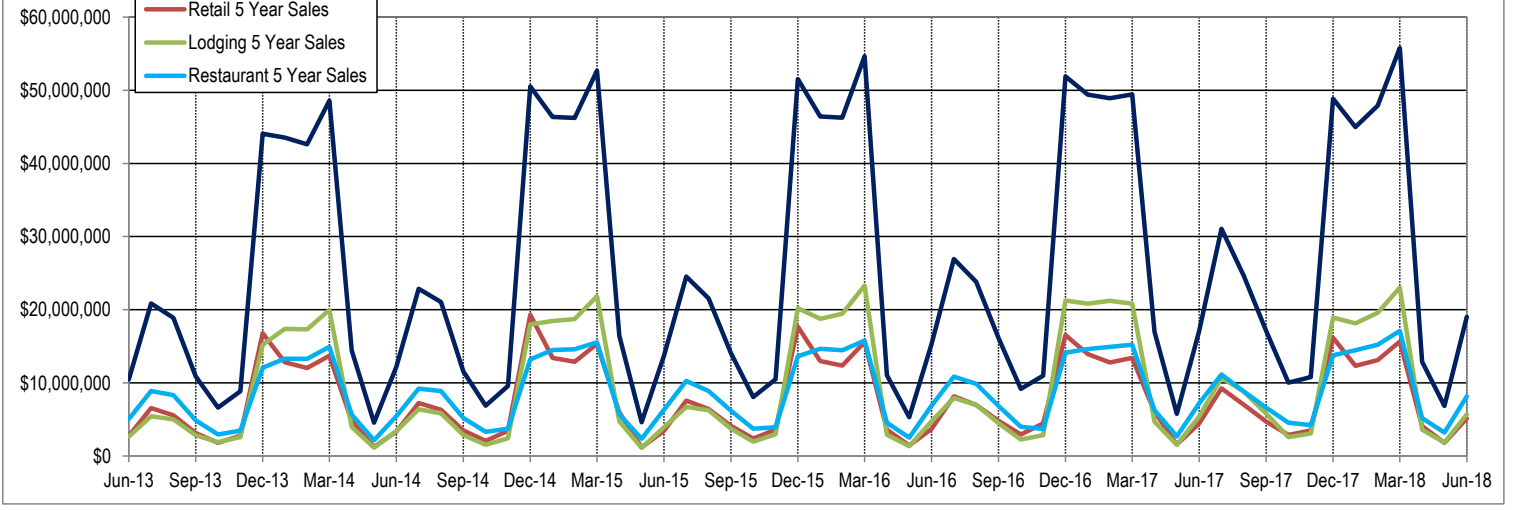


Chart 5c: Lionshead 5 Year Sales by Segment

