## RESERVATIONS ACTIVITY REPORT Executive Summary

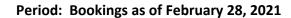








**Destination: Aspen & Snowmass** 







Aspen				Snowmass			
February Performance			Year over	<b>February Performance</b>			Year over Year
	2021	2020	Year % Diff		2021	2020	% Diff
Paid Occupancy	45.8%	79.3%	-42.3%	Paid Occupancy	47.3%	81.9%	-42.3%
ADR	\$536	\$650	-17.6%	ADR	\$477	\$500	-4.5%
RevPar	\$245	\$515	-52.4%	RevPar	\$225	\$409	-44.9%
Paid & Unpaid Occupancy	49.7%	82.6%	-39.9%	Paid & Unpaid Occupancy	58.1%	87.0%	-33.2%
Booking Pace	10.2%	5.1%	100.2%	Booking Pace	8.6%	5.3%	61.1%
Next Month Performance (March)			Year over	Next Month Performance (March)			Year over Year
	2021	2020	Year % Diff		2021	2020	% Diff
Paid Occupancy	47.3%	66.2%	-28.6%	Paid Occupancy	50.8%	75.6%	-32.9%
Winter Season to Date (Nov-Apr)			Year over	Winter Season to Date (Nov-Apr)			Year over Year
	2020/21	2019/20	Year % Diff		2020/21	2019/20	% Diff
Paid Occupancy	36.3%	56.7%	-36.0%	Paid Occupancy	36.3%	58.9%	-38.4%
ADR	\$520	\$614	-15.4%	ADR	\$445	\$453	-1.7%
RevPar	\$189	\$348	-45.8%	RevPar	\$162	\$267	-39.5%

Aspen & Snowmass Combined								
Paid Occupancy			Year over					
	2020/21	2019/20	Year % Diff					
February Performance	46.4%	80.5%	-42.3%					
Next Month Performance (March)	48.8%	70.4%	-30.7%					
Winter Season to Date (Nov-Apr)	36.3%	57.7%	-37.1%					

<sup>\*</sup> 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.

<sup>\*\*</sup> Destination Census: The total number of rooms available for rental within the community as established by the Aspen / Sno wmass Transient Inventory Study of October 2018 and adjusted for properties that have opened / closed since that time. This number varies infrequently as new properties start, or existing properties cease operations.

