

# Vail Production Notes

## DOR PRODUCTION NOTES:

### General DOR Notes:

- The Average Daily Occupancy for September 1, 2022 – March 31, 2023 is: 33.0%
- Average Daily Performance for the current month and upcoming 6, September 1<sup>st</sup>, 2022 to March 31<sup>st</sup>, 2023 has improved since last report, and is currently down -0.5% (-0.8% last report) compared to last year
- Room Nights Booked (RNB) for the current month and upcoming 6, September 1<sup>st</sup>, 2022 to March 31<sup>st</sup>, 2023 total 171,735 and are currently up +1,001 or +0.6%, (-9,251 or -4.9% last report) compared to last year at this time (170,724)
- Since the last report (08/31), bookings activity for September 1<sup>st</sup> through February 28<sup>th</sup>, 2023 has yielded a net of +16,027 or +16,027 new bookings. This level of net booking activity has increased +0.7% (+72.9% last report) from the last report (+15,911)
  - *\*It is important to consider that when we observe net statistics these numbers take into account a summation of both bookings and cancellations as both types of activity were noted since the last report.*
  - *\*\*We cannot account for the net change to bookings for the month of March as this month is newly on the books and therefore has no change from the prior report*
- New booking's arrival date distribution of the total +16,027 (+15,911 last report) added since last report:
  - September: +3,814 (+4,614 last report) or +23.8% (+29.0% last report)
  - October: +1,915 (+2,323 last report) or +12.0% (+14.5% last report)
  - November: +2,002 (+1,014 last report) or +12.5% (+6.4% last report)
  - December: +3,210 (+1,720 last report) or +20.0% (+10.8% last report)
  - January: +2,870 (+1,637 last report) or +17.9% (+10.3% last report)
  - February: +2,216 (+2,098 last report) or +13.8% (+13.2% last report)

## September

- September has yet again added the most net new bookings of all months in this report, heavily improving the year over year bookings outperformance, and additionally slightly improving average daily performance to +2.0% (+1.6% last report)
  - September Average Daily Occupancy is 55.4% (49.8% last report)
  - There are +2,220 (+664 last report) more bookings than last year at this time
  - Since the last report, there have been net +3,814 (+4,614 last report) bookings for the month
  - The largest net addition in bookings, since the last report, occurred on the 24<sup>th</sup>, with +242 bookings added
  - The only net reduction in bookings since last report occurred on the 12<sup>th</sup>, with -136 cancellations
  - The largest outperformance was on the 12<sup>th</sup>, down -0.8% (+14.1% last report), and has shifted to the 21<sup>st</sup>, up +10.6% over last year at this time
  - The largest underperformance was on the 30<sup>th</sup>, down -0.4% (-13.0% last report), and has shifted to the 2<sup>nd</sup>, down -7.8% over last year at this time
  - Inventory is higher than last year at this time

## October

- Although October has added a smaller amount of net new bookings compared to last report, the year over year bookings outperformance has fallen only slightly as booking pace last year at this time was strong, and additionally average daily performance has fallen slightly to +1.0% (+1.6% last report)
  - October Average Daily Occupancy is 23.4% (20.8% last report)
  - There are +1,181 (+1,612 last report) more bookings than last year at this time
  - Since the last report, there have been net +1,915 (+2,323 last report) bookings for the month
  - The largest net addition in bookings, since the last report, occurred on the 1<sup>st</sup>, with +212 bookings added
  - No days experienced a net reduction in bookings since last report
  - The largest outperformance is on the 18<sup>th</sup>, up +15.2% (+14.8% last report) over last year at this time
  - The largest underperformance is on the 31<sup>st</sup>, down -10.4% (-13.9% last report) over last year at this time
  - Inventory is higher than last year at this time

## November

- November has added roughly twice as many net new bookings as last report, though the booking pace last year at this time was stronger than this year, leading to a small decline in the year over year bookings outperformance and additionally a drop in average daily performance to -0.2% (+0.2% last report)
  - November Average Daily Occupancy is 15.5% (12.7% last report)
  - There are +16 (+75 last report) more bookings than last year at this time
  - Since the last report, there have been net +2,002 (+1,014 last report) bookings for the month
  - The largest net addition in bookings, since the last report, occurred on the 12<sup>th</sup>, with +155 bookings added
  - No days experienced a net reduction in bookings since last report
  - The largest outperformance is on the 12<sup>th</sup>, up +10.3% (+8.9% last report) over last year at this time
  - The largest underperformance is on the 1<sup>st</sup>, down -16.3% (-15.3% last report) over last year at this time
  - Inventory is mostly higher than last year at this time

## December

- December has added a very large amount of net new bookings compared to the last report, and though the addition was large, the year over year bookings underperformance still remains sizeable and no days are outperforming last year, as such average daily performance has stayed the same at -7.8% (-7.8% last report)
  - December Average Daily Occupancy is 33.2% (28.8% last report)
  - There are -5,486 (-6,776 last report) less bookings than last year at this time
  - Since the last report, there have been net +3,210 (+1,720 last report) bookings for the month
  - The largest net addition in bookings, since the last report, occurred on the 10<sup>th</sup>, with +351 bookings added
  - No days experienced a net reduction in bookings since last report
  - **There are no days outperforming last year at this time**
  - The largest underperformance is on the 26<sup>th</sup>, down -20.6% (-19.2 last report) over last year at this time
  - Inventory is higher than last year at this time

## January

- January has added roughly 1,000 more net new bookings than those added last report, which has brought the year over year bookings underperformance to an outperformance, and slightly improved average daily performance to -0.2% (-1.8% last report)
  - January Average Daily Occupancy is 35.7% (31.7% last report)
  - There are +194 (-2,136 last report) more bookings than last year at this time
  - Since the last report, there have been net +2,870 (+1,637 last report) bookings for the month
  - The largest net addition in bookings, since the last report, occurred on the 23<sup>rd</sup>, with +140 bookings added
  - No days experienced a net reduction in bookings since last report
  - The largest outperformance was on the 22<sup>nd</sup>, up +7.2% (+6.2% last report), and has shifted to the 15<sup>th</sup>, up +9.5% over last year at this time
  - The largest underperformance is on the 28<sup>th</sup>, down -14.6% (-14.8% last report) over last year at this time
  - Inventory is higher than last year at this time

## February

- February has added a similar amount of net new bookings compared to the prior report, the increase in new bookings has brought the year over year bookings underperformance to an outperformance, and additionally improving the average daily performance to +0.1% (+0.0% last report)
  - February Average Daily Occupancy is 38.0% (34.5% last report)
  - There are +353 (-719 last report) more bookings than last year at this time
  - Since the last report, there have been net +2,216 (+2,098 last report) bookings for the month
  - The largest net addition in bookings, since the last report, occurred on the 10<sup>th</sup>, with +134 bookings added
  - No days experienced a net reduction in bookings since last report
  - The largest outperformance is on the 10<sup>th</sup>, up +14.2% (+10.8% last report) over last year at this time
  - The largest underperformance is on the 23<sup>rd</sup>, down -17.8% (-16.7% last report) over last year at this time
  - Inventory is higher than last year at this time

## March

- March is newly on the books showing an average daily performance of +12.2%
  - March Average Daily Occupancy is 30.7%
  - There are +1,859 more bookings than last year at this time
  - The largest outperformance is on the 27<sup>th</sup>, up +12.2% over last year at this time
  - The largest underperformance is on the 1<sup>st</sup>, down -7.4% over last year at this time
  - Inventory is higher than last year at this time