

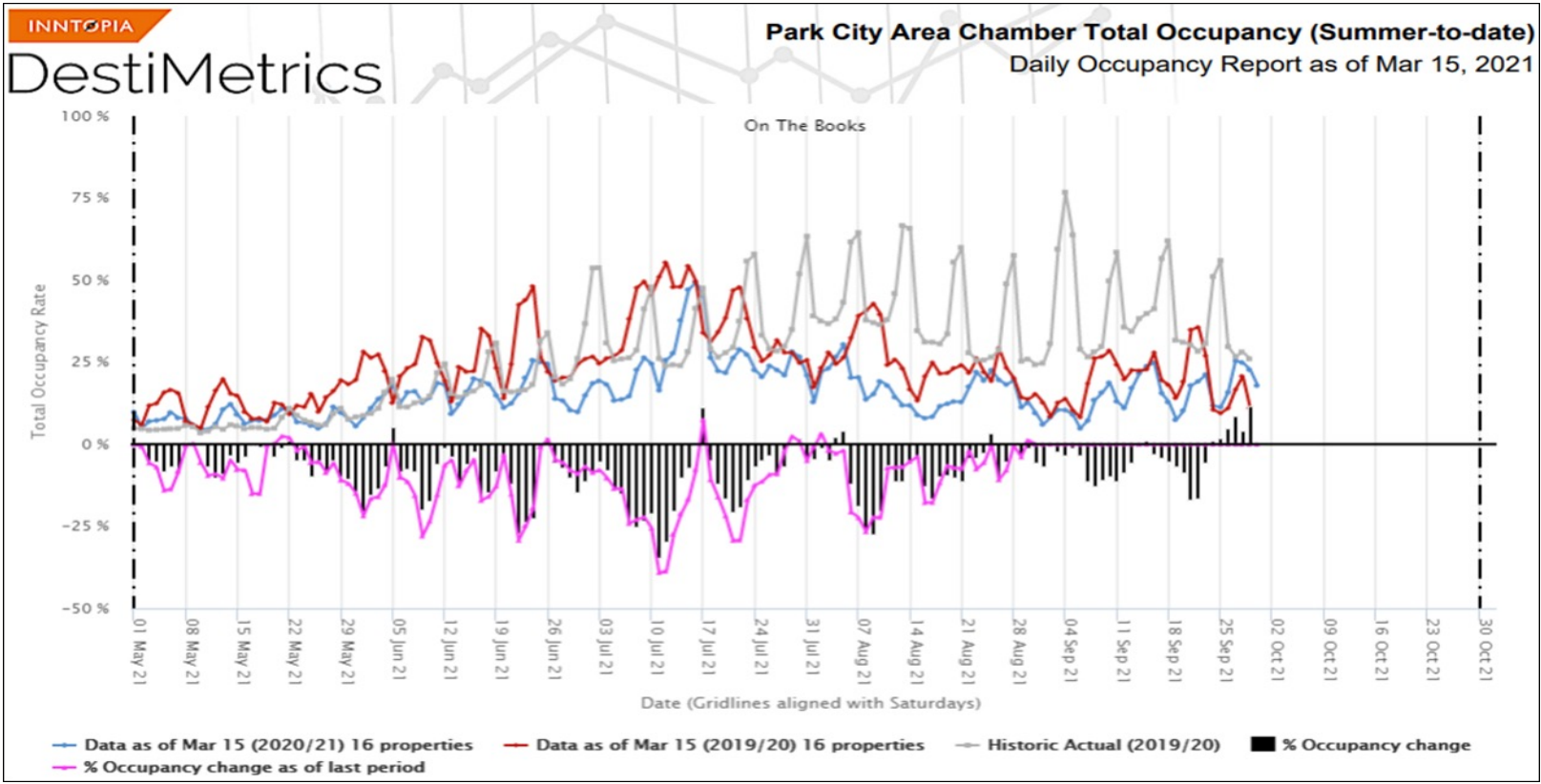


Spring/Summer 2021

Winter at a Glance

- Significant uptick in booking pace – 1000 more room nights than anticipated in February
- In March Grand Summit was above the market by +11 points (72% v 61%) and for April we are trending +6 points ahead of the market
- Transient room nights were the highest in March ever. +25% to previous high in March of 2016
- Owner stays were up 25% across the Village

Spring/Summer Outlook



Spring Highlights

- We currently have on the book's the strongest transient business for April in Grand Summit's history
- CVMA plans to run summer events – Oktoberfest, Winefest
- Vail is starting to welcome back groups. Industry standard is demand will only reach 35% of 2019
- Golf course opening 5/21

Saving for Any Season/Book Winter Early

- 5/31 Book By
- Provide value for guests to book travel in advance

Book Winter Early

- 7/31 Book By
- Already dreaming about next winter, the earlier you book, the better the availability

Flexible Booking

- Provide guests peace of mind when booking
- Summer – no deposit required

Vail Resorts Rental Management

For Questions or Assistance

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