

Teton and Jackson Properties

Period: Bookings as of July 31, 2023

Executive Summary

Competitive Set Data based on a sample of 14 properties, representing up to 1319 Units

A. PERFORMANCE - Last Month Performance: Occupancy, ADR, RevPAR: Teton vs Jackson Properties	Teton	Jackson Properties	Index: Teton vs Jackson Properties (100=0)
Historic Actual Occupancy for Last Month (July)	57.8%	80.9%	71.4
Historic Actual Average Daily Rate for Last Month (July)	\$968	\$559	173.1
Historic Actual Revenue Per Available Room for Last Month (July)	\$559	\$452	123.6

B. PERFORMANCE - Next Month Performance: Occupancy, ADR, RevPAR: Teton vs Jackson Properties	Teton	Jackson Properties	Index: Teton vs Jackson Properties (100=0)
On-The-Books Occupancy for Next Month (August)	52.9%	76.7%	68.9
On-The-Books Average Daily Rate for Next Month (August)	\$912	\$494	184.5
On-The-Books Revenue per Available Room for Next Month (August)	\$482	\$379	127.1

C. PACING - Last Month Year over Year % change in Occupancy, ADR, RevPAR: Teton vs Jackson Properties	Teton	Jackson Properties	Absolute Difference: Teton vs Jackson Properties
Year over Year % Change in Occupancy for Last Month (July)	-7.9%	-6.8%	-1.1%
Year over Year % Change in Average Daily Rate for Last Month (July)	-13.4%	3.7%	-17.1%
Year of Year % Change in Revenue Per Available Room for Last Month (July)	-20.2%	-3.3%	-16.9%

D. PACING - Next Month Year over Year % change in Occupancy, ADR, RevPAR: Teton vs Jackson Properties	Teton	Jackson Properties	Absolute Difference: Teton vs Jackson Properties
Year over Year % Change in Occupancy for Next Month (August)	-9.1%	9.7%	-18.8%
Year over Year % Change in Average Daily Rate for Next Month (August)	-17.2%	-7.2%	-10.0%
Year of Year % Change in Revenue Per Available Room for Next Month (August)	-24.7%	1.8%	-26.5%

Custom Comparative Report
Absolute Comparison Series : Teton vs Jackson Properties
Period: Bookings as of July 31, 2023

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DestiMetrics

■ Teton
 ■ Jackson Properties
 ▲ Index: Teton vs. Jackson Properties

Chart 1.1 - Occupancy Rate, YTD 2023/24: Teton vs. Jackson Properties

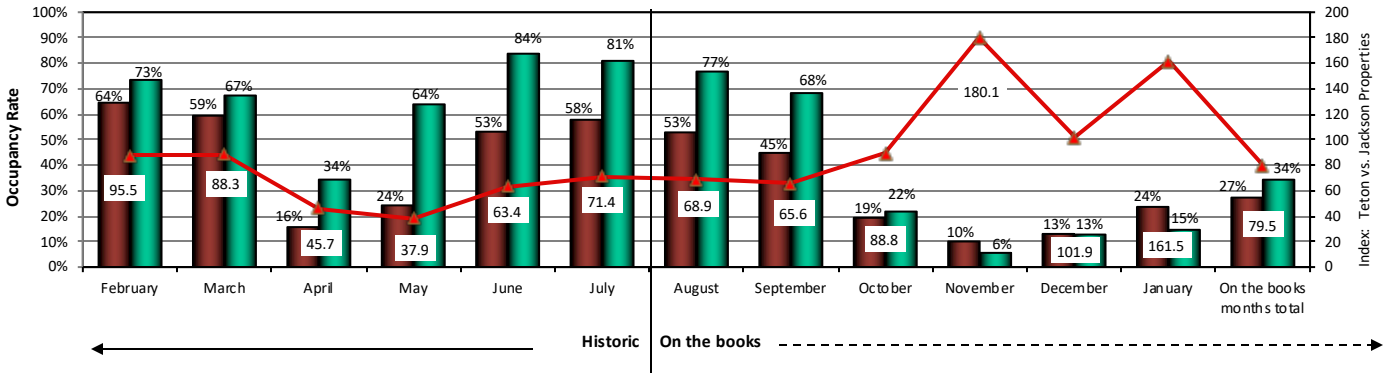


Chart 1.2 - Average Daily Rate, YTD 2023/24: Teton vs Jackson Properties

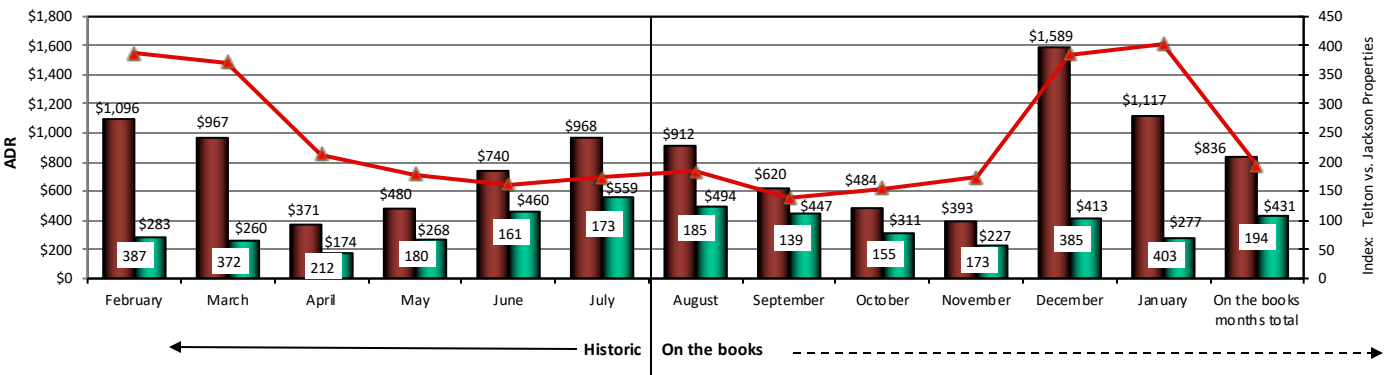


Chart 1.3 - Revenue per Available Room, YTD 2023/24: Teton vs. Jackson Properties

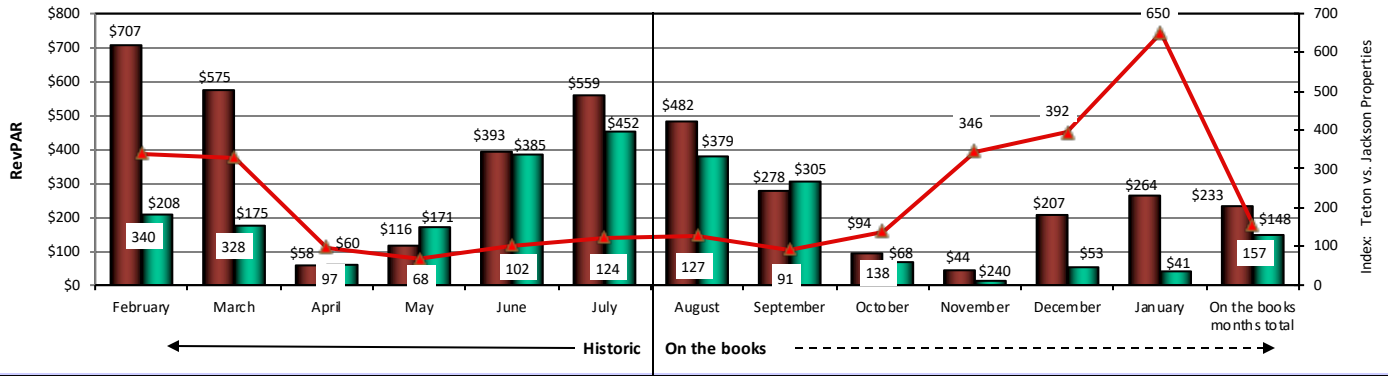
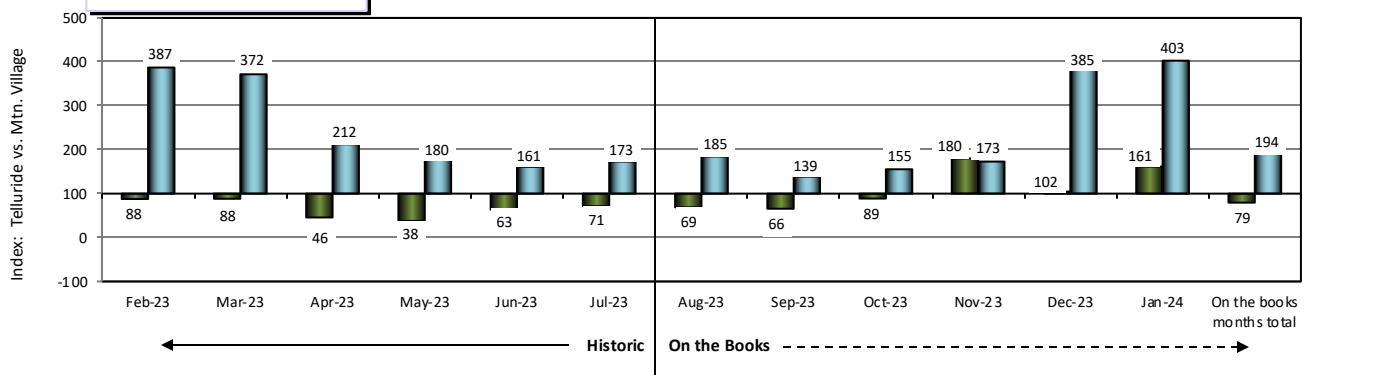


Chart 1.4 - YTD 2023/24 Indexes: Occupancy & ADR: Teton vs. Jackson Properties



Custom Comparative Report
Pacing Series 2023/24 vs. 2022/23 Teton vs. Jackson Properties
Period: Bookings as of July 31, 2023

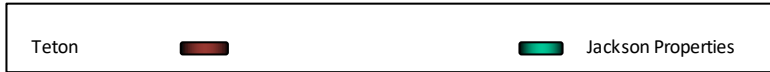


Chart 2.1 - % Change in Occupancy Rate, 2023/24 vs. 2022/23: Teton vs. Jackson Properties

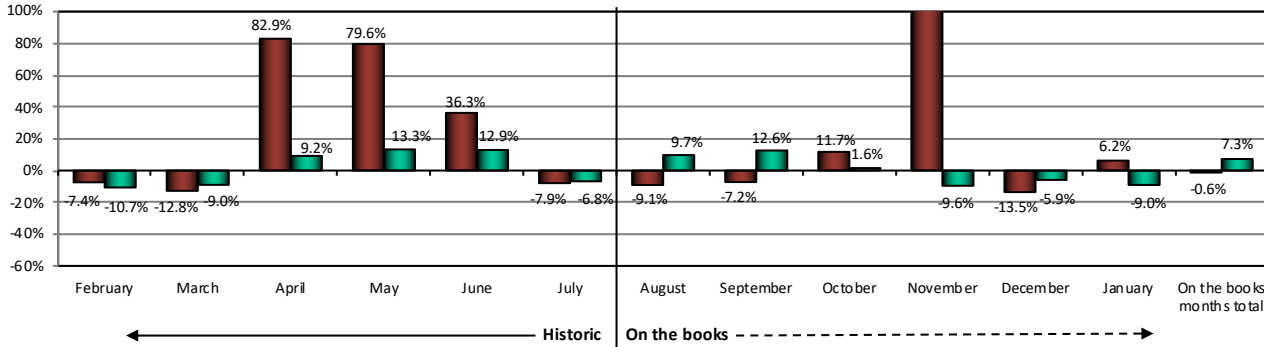


Chart 2.2 - % Change in ADR, 2023/24 vs. 2022/23: Teton vs. Jackson Properties

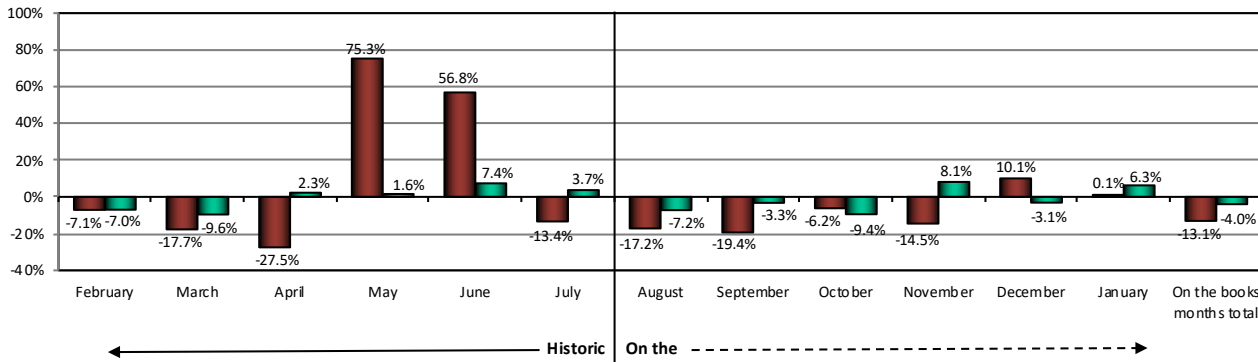


Chart 2.3 - % Change in RevPAR, 2023/24 vs. 2022/23: Teton vs. Jackson Properties

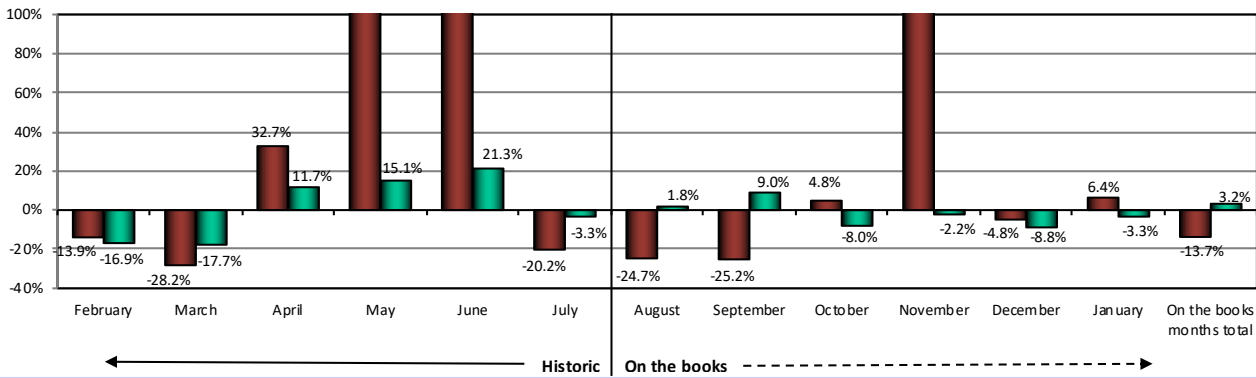
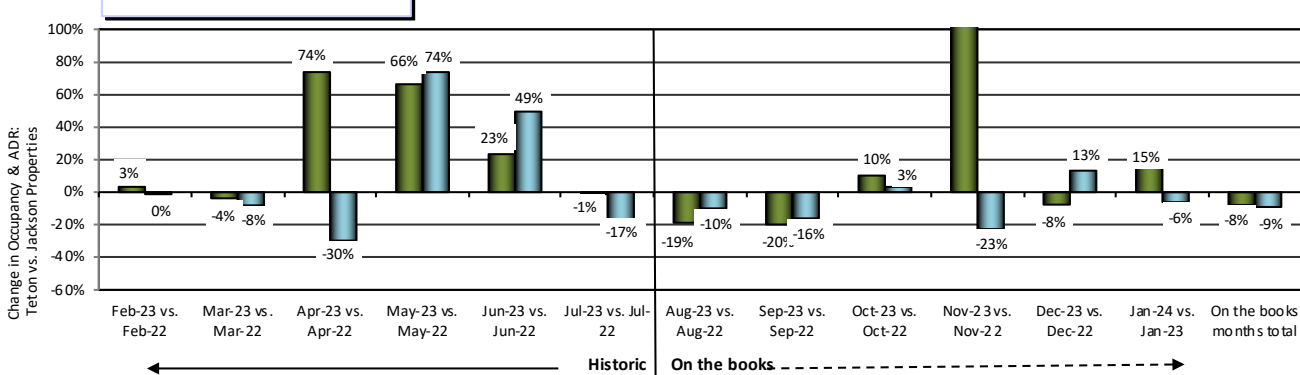


Chart 2.4 - Change in Occupancy & ADR: Teton vs. Jackson Properties



Custom Comparative Report
Period: Bookings as of July 31, 2023

OCCUPANCY RATE	Teton			Jackson Properties			INDEX		
	OCCUPANCY RATE: 2023/24 VS. 2022/23			OCCUPANCY RATE: 2023/24 VS. 2022/23			Teton	Jackson Properties	Percent
	Occup. Rate as of:	Occup. Rate as of:	Percent	Occup. Rate as of:	Occup. Rate as of:	Percent	as an Index of	as an Index of	Change in
Month of Occupancy 2023/24 & 2022/23	July 31, 2023	July 31, 2022	Change in	July 31, 2023	July 31, 2022	Change in	Jackson Properties	Jackson Properties	Index:
	2023/24 Season	2022/23 Season	YTD Occ. Rate	2023/24 Season	2022/23 Season	Occ. Rate	2023/24 Season	2022/23 Season	2023/24 vs. 2022/23
February	64.5%	69.6%	-7.4%	73.4%	82.2%	-10.7%	87.8	84.7	3.6%
March	59.4%	68.1%	-12.8%	67.3%	74.0%	-9.0%	88.3	92.1	-4.1%
April	15.7%	8.6%	82.9%	34.3%	31.4%	9.2%	45.7	27.3	67.5%
May	24.2%	13.5%	79.6%	63.9%	56.4%	13.3%	37.9	23.9	58.5%
June	53.1%	39.0%	36.3%	83.7%	74.1%	12.9%	63.4	52.6	20.7%
July	57.8%	62.8%	-7.9%	80.9%	86.8%	-6.8%	71.4	72.3	-1.2%
August	52.9%	58.1%	-9.1%	76.7%	69.9%	9.7%	68.9	83.1	-17.1%
September	44.8%	48.3%	-7.2%	68.3%	60.6%	12.6%	65.6	79.7	-17.6%
October	19.3%	17.3%	11.7%	21.8%	21.4%	1.6%	88.8	80.7	10.0%
November	10.0%	4.1%	145.8%	5.6%	6.2%	-9.6%	180.1	66.3	171.8%
December	13.0%	15.0%	-13.5%	12.8%	13.6%	-5.9%	101.9	111.0	-8.1%
January	23.6%	22.2%	6.2%	14.6%	16.1%	-9.0%	161.5	138.3	16.8%
Grand total	36.7%	36.0%	1.9%	52.1%	50.6%	2.9%	70.4	71.1	-1.0%
Historic months total	46.4%	45.6%	1.8%	68.4%	68.5%	-0.1%	67.9	66.6	1.9%
On the books months total	27.3%	27.4%	-0.6%	34.3%	32.0%	7.3%	79.5	85.8	-7.3%

AVERAGE DAILY RATE	Teton			Jackson Properties			INDEX		
	ADR: 2023/24 YTD VS. 2022/23 YTD			ADR: 2023/24 YTD VS. 2022/23 YTD			Teton	Jackson Properties	Percent
	ADR as of:	ADR as of:	Percent	ADR as of:	ADR as of:	Percent	as an Index of	as an Index of	Change in
Month of Occupancy 2023/24 & 2022/23	July 31, 2023	July 31, 2022	Change in	July 31, 2023	July 31, 2022	Change in	Jackson Properties	Jackson Properties	Index:
	2023/24 Season	2022/23 Season	YTD Occ. Rate	2023/24 Season	2022/23 Season	Occ. Rate	2023/24 Season	2022/23 Season	2023/24 vs. 2022/23
February	\$1,096	\$1,179	-7.1%	\$283	\$304	-7.0%	387.1	387.5	-0.1%
March	\$967	\$1,175	-17.7%	\$260	\$288	-9.6%	371.7	408.3	-9.0%
April	\$371	\$511	-27.5%	\$174	\$171	2.3%	212.4	299.5	-29.1%
May	\$480	\$274	75.3%	\$268	\$263	1.6%	179.5	104.0	72.6%
June	\$740	\$472	56.8%	\$460	\$428	7.4%	161.0	110.2	46.1%
July	\$968	\$1,117	-13.4%	\$559	\$539	3.7%	173.1	207.1	-16.5%
August	\$912	\$1,102	-17.2%	\$494	\$533	-7.2%	184.5	206.7	-10.7%
September	\$620	\$769	-19.4%	\$447	\$462	-3.3%	138.7	166.4	-16.7%
October	\$484	\$516	-6.2%	\$311	\$344	-9.4%	155.4	150.1	3.6%
November	\$393	\$459	-14.5%	\$227	\$210	8.1%	172.9	218.8	-21.0%
December	\$1,589	\$1,444	10.1%	\$413	\$426	-3.1%	384.8	338.6	13.6%
January	\$1,117	\$1,116	0.1%	\$277	\$261	6.3%	402.6	427.4	-5.8%
Grand total	\$862	\$983	-12.3%	\$384	\$388	-1.0%	224.3	253.2	-11.4%
Historic months total	\$877	\$998	-12.0%	\$363	\$362	0.3%	241.8	275.9	-12.3%
On the books months total	\$836	\$962	-13.1%	\$431	\$449	-4.0%	194.1	214.4	-9.5%

REVENUE PER AVAILABLE ROOM	Teton			Jackson Properties			INDEX		
	Rev/PAR: 2023/24 YTD VS. 2022/23 YTD			Rev/PAR: 2023/24 YTD VS. 2022/23 YTD			Teton	Jackson Properties	Percent
	RevPAR as of:	RevPAR as of:	Percent	RevPAR as of:	RevPAR as of:	Percent	as an Index of	as an Index of	Change in
Month of Occupancy 2023/24 & 2022/23	July 31, 2023	July 31, 2022	Change in	July 31, 2023	July 31, 2022	Change in	Jackson Properties	Jackson Properties	Index:
	2023/24 Season	2022/23 Season	YTD Occ. Rate	2023/24 Season	2022/23 Season	Occ. Rate	2023/24 Season	2022/23 Season	2023/24 vs. 2022/23
February	\$707	\$821	-13.9%	\$208	\$250	-16.9%	339.9	328.3	3.5%
March	\$575	\$800	-28.2%	\$175	\$213	-17.7%	328.0	375.9	-12.7%
April	\$58	\$44	32.7%	\$60	\$54	11.7%	97.1	81.7	18.8%
May	\$116	\$37	214.8%	\$171	\$148	15.1%	68.1	24.9	173.5%
June	\$393	\$184	113.7%	\$385	\$317	21.3%	102.1	58.0	76.3%
July	\$559	\$701	-20.2%	\$452	\$468	-3.3%	123.6	149.8	-17.5%
August	\$482	\$640	-24.7%	\$379	\$373	1.8%	127.1	171.9	-26.0%
September	\$278	\$371	-25.2%	\$305	\$280	9.0%	91.0	132.6	-31.3%
October	\$94	\$89	4.8%	\$68	\$74	-8.0%	138.0	121.1	14.0%
November	\$44	\$21	106.2%	\$13	\$13	-2.2%	345.7	163.9	110.9%
December	\$207	\$217	-4.8%	\$53	\$58	-8.8%	392.2	375.7	4.4%
January	\$264	\$248	6.4%	\$41	\$42	-3.3%	650.2	590.9	10.1%
Grand total	\$319	\$358	-10.7%	\$200	\$196	1.9%	159.7	182.2	-12.4%
Historic months total	\$407	\$455	-10.4%	\$248	\$248	0.2%	164.2	183.7	-10.6%
On the books months total	\$233	\$270	-13.7%	\$148	\$143	3.2%	157.5	188.4	-16.4%