



Revenue meeting

Pick UP 6 Days 2025

		08/10/2025	
Months	Room Nights	Room revenue	
2025	51	€ 19.901	
ott	23	€ 6.878	
nov	26	€ 10.019	
dic	2	€ 3.004	

02/10/2025

	2025				
	Revenue	%Occ	ADR	RevPAR	RN
Jan	13.811 €	42%	266 €	110 €	52
Feb	14.784 €	47%	211 €	99 €	70
Mar	21.680 €	29%	213 €	62 €	102
Apr	83.059 €	40%	276 €	111 €	301
May	126.388 €	59%	275 €	163 €	460
Jun	187.686 €	80%	312 €	250 €	601
Jul	214.454 €	79%	349 €	277 €	614
Aug	224.884 €	82%	355 €	290 €	633
Sep	213.147 €	78%	362 €	284 €	588
Oct	73.418 €	35%	271 €	95 €	271
Nov	1.342 €	12%	224 €	27 €	6
Dec	11.255 €	15%	216 €	32 €	52
Totale complessivo	1.185.909 €	59%	316 €	186 €	3750

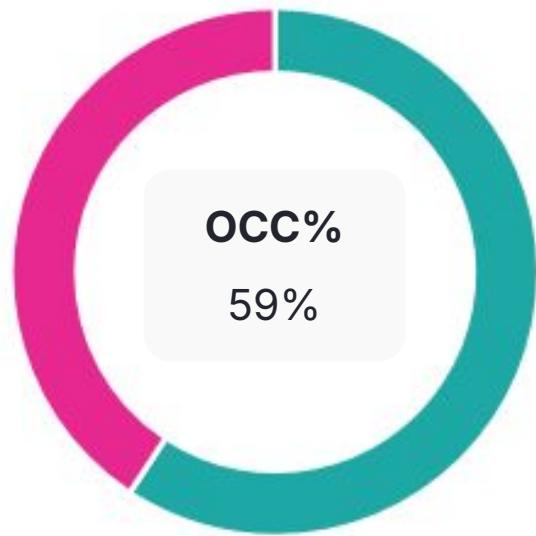
08/10/2025

	2025				
	Revenue	%Occ	ADR	RevPAR	RN
Jan	13.811 €	42%	266 €	110 €	52
Feb	14.784 €	47%	211 €	99 €	70
Mar	21.680 €	29%	213 €	62 €	102
Apr	83.059 €	40%	276 €	111 €	301
May	126.388 €	59%	275 €	163 €	460
Jun	187.686 €	80%	312 €	250 €	601
Jul	214.454 €	79%	349 €	277 €	614
Aug	224.884 €	82%	355 €	290 €	633
Sep	213.147 €	78%	362 €	284 €	588
Oct	80.296 €	38%	273 €	104 €	294
Nov	11.361 €	32%	355 €	114 €	32
Dec	14.260 €	15%	264 €	41 €	54
Totale complessivo	1.205.810 €	59%	317 €	188 €	3801

Ottobre vs LW: RR +6.8k OCC +3% ADR +2 € RevPAR +9 € RN +23

Overview 2025

Main KPIs



	2025	vs LY	vs Budget
Revenue on the book	1.205.810€	+10% ▲	-1% ▼
ADR	317€	-1.5€ ▼	+ 23€ ▲
Revpar	188€	+7.7€ ▲	- 4€ ▼

OTB 2025 vs LY

ACTUAL 2024										
	Rev	delta	OCC%	delta	ADR	delta	RevPAR	delta	RN	delta
Jan	0 €	13.811 €	#DIV/0!	#DIV/0!	0 €	266 €	#DIV/0!	#DIV/0!	0	52
Feb	0 €	14.784 €	#DIV/0!	#DIV/0!	0 €	211 €	#DIV/0!	#DIV/0!	0	70
Mar	26.197 €	-4.517 €	36%	-7%	291 €	-79 €	105 €	-43 €	90	12
Apr	57.547 €	25.512 €	26%	14%	294 €	-18 €	77 €	34 €	196	105
May	133.839 €	-7.451 €	55%	4%	312 €	-37 €	173 €	-10 €	429	31
Jun	145.866 €	41.820 €	59%	21%	328 €	-15 €	194 €	56 €	445	156
Jul	208.601 €	5.854 €	78%	1%	345 €	4 €	269 €	8 €	604	10
Aug	216.941 €	7.942 €	81%	1%	345 €	10 €	280 €	10 €	628	5
Sep	166.755 €	46.392 €	71%	8%	315 €	48 €	222 €	62 €	530	58
Oct	96.999 €	-16.703 €	43%	-6%	288 €	-15 €	125 €	-22 €	337	-43
Nov	16.364 €	-5.003 €	47%	-15%	230 €	125 €	109 €	5 €	71	-39
Dic	24.379 €	-10.120 €	31%	-16%	241 €	23 €	75 €	-34 €	101	-47
TOTALE	1.093.488 €	112.322 €	56%	3%	318,7 €	-	1,5 €	180,0 €	7,7 €	3431
			10%							

BUDGET 2025										
	Rev	delta	OCC%	delta	ADR	delta	RevPAR	delta	RN	delta
Jan	7.635 €	6.176 €	30%	12%	204 €	62 €	61 €	0 €	38	15
Feb	18.324 €	-3.540 €	60%	-13%	204 €	8 €	122 €	-24 €	90	-20
Mar	27.370 €	-5.690 €	35%	-6%	223 €	-11 €	78 €	-16 €	123	-21
Apr	101.060 €	-18.000 €	50%	-10%	269 €	6 €	135 €	-24 €	375	-74
May	142.022 €	-15.635 €	68%	-9%	269 €	5 €	183 €	-20 €	527	-67
Jun	179.020 €	8.666 €	80%	0%	298 €	14 €	239 €	12 €	600	1
Jul	221.910 €	-7.456 €	85%	-6%	337 €	12 €	286 €	-10 €	659	-45
Aug	221.910 €	2.973 €	85%	-3%	337 €	18 €	286 €	4 €	659	-26
Sep	167.831 €	45.316 €	75%	3%	298 €	64 €	224 €	60 €	563	26
Oct	104.428 €	-24.132 €	50%	-12%	269 €	4 €	135 €	-31 €	388	-94
Nov	15.548 €	-4.187 €	60%	-28%	259 €	96 €	155 €	-42 €	60	-28
Dic	27.273 €	-13.013 €	34%	-19%	227 €	37 €	78 €	-37 €	120	-66
TOTALE	1.234.331 €	-15.509 €	65%	-6%	294 €	23 €	192 €	-4 €	4200	-333
			-1%							

	OTB 2025				
	Revenue	%Occ	ADR	RevPAR	RN
Jan	13.811 €	42%	266 €	110 €	52
Feb	14.784 €	47%	211 €	99 €	70
Mar	21.680 €	29%	213 €	62 €	102
Apr	83.059 €	40%	276 €	111 €	301
May	126.388 €	59%	275 €	163 €	460
Jun	187.686 €	80%	312 €	250 €	601
Jul	214.454 €	79%	349 €	277 €	614
Aug	224.884 €	82%	355 €	290 €	633
Sep	213.147 €	78%	362 €	284 €	588
Oct	80.296 €	38%	273 €	104 €	294
Nov	11.361 €	32%	355 €	114 €	32
Dec	14.260 €	15%	264 €	41 €	54
Totale comp	1.205.810 €	59%	317 €	188 €	3801

OTB Ottobre 2025

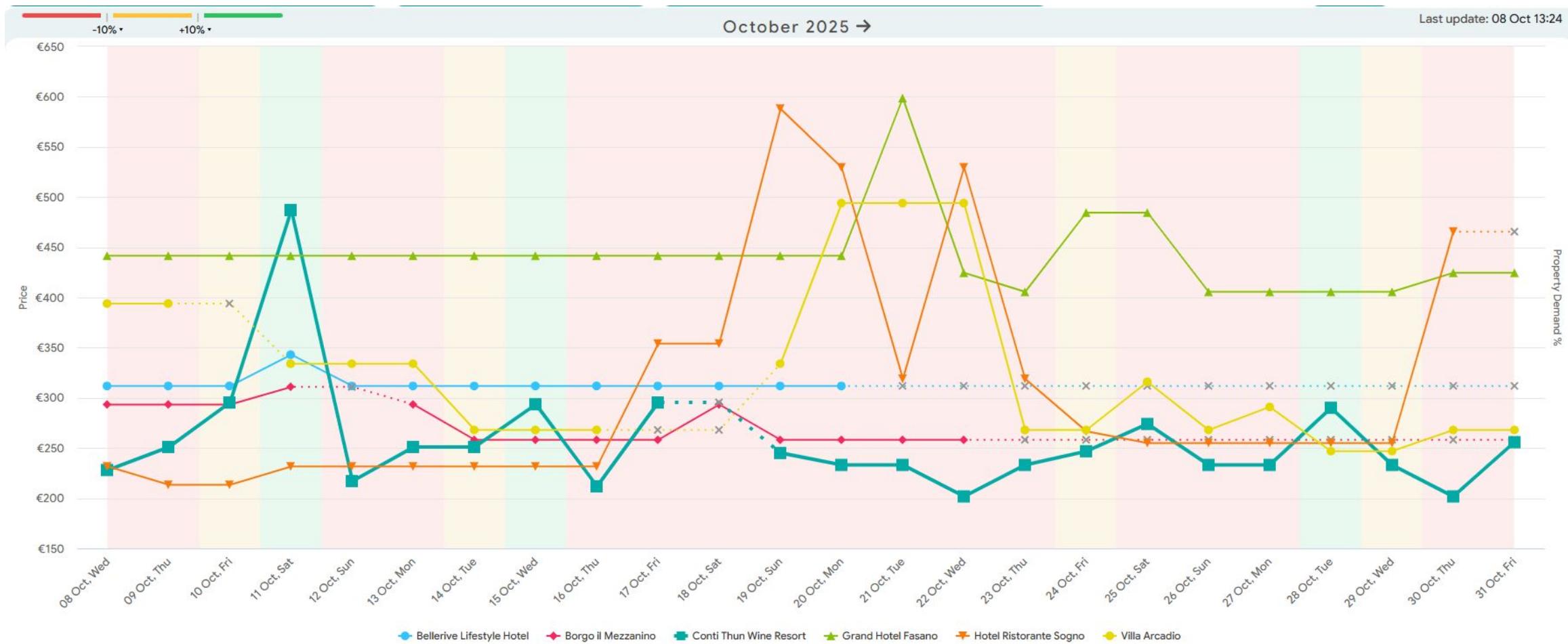
		OTB						LIBERE	ACTUAL 2024					
		ROOM NIGHTS	ROOM REVENUE	ADR	OCC %	REVPAR	000		DATA	ROOM NIGHTS	ROOM REVENUE	ADR	OCC %	REVPAR
mer	01-ott	17	5.265 €	310 €	68%	211 €		8	02/10/2024	16	4.473 €	280 €	64%	179 €
gio	02-ott	22	6.892 €	313 €	88%	276 €		3	03/10/2024	18	5.124 €	285 €	72%	205 €
ven	03-ott	20	6.457 €	323 €	80%	258 €	5	04/10/2024	18	4.991 €	277 €	72%	200 €	
sab	04-ott	23	7.279 €	316 €	92%	291 €	2	05/10/2024	23	6.495 €	282 €	92%	260 €	
dom	05-ott	13	3.648 €	281 €	52%	146 €	12	06/10/2024	5	1.305 €	261 €	20%	52 €	
lun	06-ott	12	3.258 €	272 €	48%	130 €	13	07/10/2024	6	1.479 €	247 €	24%	59 €	
mar	07-ott	15	3.921 €	261 €	60%	157 €	10	08/10/2024	8	1.980 €	248 €	32%	79 €	
mer	08-ott	9	2.428 €	270 €	36%	97 €	16	09/10/2024	22	8.461 €	385 €	88%	338 €	
gio	09-ott	9	2.135 €	237 €	36%	85 €	16	10/10/2024	6	1.205 €	201 €	24%	48 €	
ven	10-ott	8	1.961 €	245 €	32%	78 €	17	11/10/2024	12	3.197 €	266 €	48%	128 €	
sab	11-ott	16	4.576 €	286 €	64%	183 €	9	12/10/2024	22	6.414 €	292 €	88%	257 €	
dom	12-ott	5	1.355 €	271 €	20%	54 €	20	13/10/2024	5	1.268 €	254 €	20%	51 €	
lun	13-ott	9	2.131 €	237 €	36%	85 €	16	14/10/2024	3	967 €	322 €	12%	39 €	
mar	14-ott	8	1.753 €	219 €	32%	70 €	17	15/10/2024	3	967 €	322 €	12%	39 €	
mer	15-ott	14	3.453 €	247 €	56%	138 €	11	16/10/2024	4	1.156 €	289 €	16%	46 €	
gio	16-ott	3	725 €	242 €	12%	29 €	22	17/10/2024	3	598 €	199 €	12%	24 €	
ven	17-ott	7	2.019 €	288 €	28%	81 €	18	18/10/2024	11	2.730 €	248 €	44%	109 €	
sab	18-ott	15	4.586 €	306 €	60%	183 €	10	19/10/2024	19	4.929 €	259 €	76%	197 €	
dom	19-ott	3	741 €	247 €	12%	30 €	22	20/10/2024	26	8.763 €	337 €	104%	351 €	
lun	20-ott	3	517 €	172 €	12%	21 €	22	21/10/2024	26	8.763 €	337 €	104%	351 €	
mar	21-ott	4	768 €	192 €	16%	31 €	21	22/10/2024	26	8.763 €	337 €	104%	351 €	
mer	22-ott	3	614 €	205 €	12%	25 €	22	23/10/2024	0	- €	#DIV/0!	0%	#DIV/0!	
gio	23-ott	2	371 €	185 €	8%	15 €	23	24/10/2024	1	261 €	261 €	4%	10 €	
ven	24-ott	4	1.052 €	263 €	16%	42 €	21	25/10/2024	9	1.744 €	194 €	36%	70 €	
sab	25-ott	9	2.746 €	305 €	36%	110 €	16	26/10/2024	11	2.521 €	229 €	44%	101 €	
dom	26-ott	7	1.747 €	250 €	28%	70 €	18	27/10/2024	0	- €	#DIV/0!	0%	#DIV/0!	
lun	27-ott	6	1.308 €	218 €	24%	52 €	19	28/10/2024	0	- €	#DIV/0!	0%	#DIV/0!	
mar	28-ott	14	3.109 €	222 €	56%	124 €	11	29/10/2024	0	- €	#DIV/0!	0%	#DIV/0!	
mer	29-ott	6	1.325 €	221 €	24%	53 €	19	30/10/2024	4	725 €	181 €	16%	29 €	
gio	30-ott	4	1.027 €	257 €	16%	41 €	21	31/10/2024	14	3.136 €	224 €	56%	125 €	
ven	31-ott	4	1.130 €	282 €	16%	45 €	21	01/11/2024	23	5.786 €	252 €	92%	231 €	
		OTB	294	80.296 €	273 €	38%	104 €	-	420	321	92.413 €	288 €	41%	119 €

LY	337	96.998,7 €	288 €	43%	125,2 €
BUDGET	388	104.428 €	269 €	50%	134,7 €

LY	- 43 -	16.703 €	- 15 €	- 6% -	22 €
BUDGET	- 94 -	24.132 €	- 4 €	- 12% -	31 €

ott	23 €	6.878 €	2
01-ott	-1 €	84 €	22
02-ott	-1 €	19 €	14
03-ott	2 €	844 €	11
04-ott	2 €	1.363 €	35
05-ott	1 €	179 -€	8
06-ott	1 €	221 -€	5
07-ott	4 €	939 -€	10
08-ott	2 €	538 -€	0
09-ott	3 €	722 €	2
10-ott	2 €	521 €	5
11-ott	3 €	1.081 €	17
12-ott	0 €	- €	-
13-ott	2 €	355 -€	17
14-ott	2 €	355 -€	14
15-ott	0 €	- €	-
16-ott	0 €	- €	-
17-ott	-1 -€	491 -€	25
18-ott	-2 -€	708 -€	6
19-ott	-1 -€	463 -€	54
20-ott	1 €	154 -€	9
21-ott	1 €	154 -€	13
22-ott	0 €	- €	-
23-ott	-7 -€	1.678 -€	42
24-ott	0 €	- €	-
25-ott	3 €	916 €	0
26-ott	1 €	439 €	32
27-ott	0 €	- €	-
28-ott	7 €	1.559 €	1
29-ott	-1 -€	225 -€	1
30-ott	0 €	- €	-
31-ott	0 €	- €	-

Ottobre - pricing (1 notte)



Ottobre - pricing (1 notte)

Date		Median Compset	Conti Thun Wine Resort	Villa Arcadio	Borgo il Mezzanino	Hotel Ristorante Sogno	Bellerive Lifestyle Hotel	Grand Hotel Fasano
Wed	08/10/2025	€ 312	€ 228	€ 394	€ 293	€ 232	€ 312	€ 442
Thu	09/10/2025	€ 312	€ 251	€ 394	€ 293	€ 213	€ 312	€ 442
Fri	10/10/2025	€ 303	€ 295	Sold Out	€ 293	€ 213	€ 312	€ 442
Sat	11/10/2025	€ 334	€ 487	€ 334	€ 311	€ 232	€ 343	€ 442
Sun	12/10/2025	€ 323	€ 217	€ 334	Sold Out	€ 232	€ 312	€ 442
Mon	13/10/2025	€ 312	€ 251	€ 334	€ 293	€ 232	€ 312	€ 442
Tue	14/10/2025	€ 268	€ 251	€ 268	€ 258	€ 232	€ 312	€ 442
Wed	15/10/2025	€ 268	€ 294	€ 268	€ 258	€ 232	€ 312	€ 442
Thu	16/10/2025	€ 268	€ 212	€ 268	€ 258	€ 232	€ 312	€ 442
Fri	17/10/2025	€ 333	€ 295	Sold Out	€ 258	€ 354	€ 312	€ 442
Sat	18/10/2025	€ 333	Min LOS: 2 Nights	Sold Out	€ 293	€ 354	€ 312	€ 442
Sun	19/10/2025	€ 334	€ 245	€ 334	€ 258	€ 588	€ 312	€ 442
Mon	20/10/2025	€ 442	€ 233	€ 494	€ 258	€ 530	€ 312	€ 442
Tue	21/10/2025	€ 406	€ 233	€ 494	€ 258	€ 319	Sold Out	€ 599
Wed	22/10/2025	€ 459	€ 202	€ 494	€ 258	€ 530	Sold Out	€ 425
Thu	23/10/2025	€ 319	€ 233	€ 268	Sold Out	€ 319	Sold Out	€ 406
Fri	24/10/2025	€ 268	€ 247	€ 268	Sold Out	€ 267	Sold Out	€ 485
Sat	25/10/2025	€ 316	€ 274	€ 316	Sold Out	€ 255	Sold Out	€ 485
Sun	26/10/2025	€ 268	€ 233	€ 268	Sold Out	€ 255	Sold Out	€ 406
Mon	27/10/2025	€ 291	€ 233	€ 291	Sold Out	€ 255	Sold Out	€ 406
Tue	28/10/2025	€ 255	€ 290	€ 247	Sold Out	€ 255	Sold Out	€ 406
Wed	29/10/2025	€ 255	€ 233	€ 247	Sold Out	€ 255	Sold Out	€ 406
Thu	30/10/2025	€ 425	€ 202	€ 268	Sold Out	€ 466	Sold Out	€ 425
Fri	31/10/2025	€ 346	€ 256	€ 268	Sold Out	Sold Out	Sold Out	€ 425

Suggerimenti

Eliminare MLOS 2 Sabato 18/10 (vedi no restrizioni compset)

Review pricing 11/10 + 15/10

Ottobre - pricing (1 notte)

✓ Room Type & Meal Plan		October 2025 →					Last update: 08 Oct 1:
Date	Median Compset	Conti Thun Wine Resort	Villa Arcadio	Borgo il Mezzanino	Hotel Ristorante Sogno	Bellerive Lifestyle Hotel	Grand Hotel Fasano
11 Oct, Sat	€ 334 (€ -153)	€ 487.1 Junior Suite with Balcony	€ 334 (€ -153) Standard Double Room	€ 311 (€ -176) Classic Room	€ 231.6 (€ -256) Standard Double Room	€ 343 (€ -144) Deluxe Double or Twin Room	€ 441.6 (€ -45) Standard Double Room
12 Oct, Sun	€ 323 (€ +106)	€ 217.1 Small Double or Twin Room	€ 334 (€ +17) Standard Double Room	Sold Out	€ 231.6 (€ +15) Standard Double Room	€ 311.9 (€ +95) Superior Double Room	€ 441.6 (€ +225) Standard Double Room
13 Oct, Mon	€ 312 (€ +61)	€ 251.1 Double or Twin Room	€ 334 (€ +83) Standard Double Room	€ 293.4 (€ +42) Classic Room	€ 231.6 (€ -19) Standard Double Room	€ 311.9 (€ +61) Superior Double Room	€ 441.6 (€ +191) Standard Double Room
14 Oct, Tue	€ 268 (€ +17)	€ 251.1 Double or Twin Room	€ 268 (€ +17) Standard Double Room	€ 258.2 (€ -19) Classic Room	€ 231.6 (€ -19) Standard Double Room	€ 311.9 (€ +61) Superior Double Room	€ 441.6 (€ +191) Standard Double Room
15 Oct, Wed	€ 268 (€ -26)	€ 293.6 Double or Twin Room with Garden View	€ 268 (€ -26) Standard Double Room	€ 258.2 (€ -35) Classic Room	€ 231.6 (€ -62) Standard Double Room	€ 311.9 (€ +18) Superior Double Room	€ 441.6 (€ +148) Standard Double Room
16 Oct, Thu	€ 268 (€ +56)	€ 211.9 Small Double or Twin Room	€ 268 (€ +56) Standard Double Room	€ 258.2 (€ +46) Classic Room	€ 231.6 (€ +20) Standard Double Room	€ 311.9 (€ +100) Superior Double Room	€ 441.6 (€ +230) Standard Double Room
17 Oct, Fri	€ 333 (€ +38)	€ 295.4 Double or Twin Room	Sold Out	€ 258.2 (€ -37) Classic Room	€ 354 (€ +59) Double Room with Lake View	€ 311.9 (€ +17) Superior Double Room	€ 441.6 (€ +146) Standard Double Room
18 Oct, Sat	€ 333	Min LOS: 2 Nights	Sold Out	€ 293.4 Classic Room	€ 354 Double Room with Lake View	€ 311.9 Superior Double Room	€ 441.6 Standard Double Room

Suggerimenti

11/10 entry level JS > valutare una variazione sul pricing della JS o FREE UG su camere attualmente confermate per rimettere alla vendita le camere comfort
 15/10 > entry level variazione pricing

OTB Novembre 2025

		OTB					LIBERE	ACTUAL 2024						
ROOM NIGHTS	ROOM REVENUE	ADR	OCC %	REVPAR	000	DATA	ROOM NIGHTS	ROOM REVENUE	ADR	OCC %	REVPAR			
sab 01-nov	6	1.455 €	243 €	24%	58 €		19	02/11/2024	24	6.449 €	269 €	96%	258 €	
dom 02-nov	2	532 €	266 €	8%	21 €		23	03/11/2024	4	1.063 €	266 €	16%	43 €	
lun 03-nov	closed	0	- €	- €	0%			04/11/2024	2	668 €	334 €	8%	27 €	
mar 04-nov	closed	0	- €	- €	0%			05/11/2024	3	738 €	246 €	12%	30 €	
mer 05-nov	closed	0	- €	- €	0%			06/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
gio 06-nov	closed	0	- €	- €	0%			07/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
ven 07-nov	closed	0	- €	- €	0%			08/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
sab 08-nov	closed	0	- €	- €	0%			09/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
dom 09-nov	closed	0	- €	- €	0%			10/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
lun 10-nov	closed	0	- €	- €	0%			11/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
mar 11-nov	closed	0	- €	- €	0%			12/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
mer 12-nov	closed	0	- €	- €	0%			13/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
gio 13-nov	closed	0	- €	- €	0%			14/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
ven 14-nov	closed	0	- €	- €	0%			15/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
sab 15-nov	closed	0	- €	- €	0%			16/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
dom 16-nov	closed	0	- €	- €	0%			17/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
lun 17-nov	closed	0	- €	- €	0%			18/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
mar 18-nov	closed	0	- €	- €	0%			19/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
mer 19-nov	closed	0	- €	- €	0%			20/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
gio 20-nov	closed	0	- €	- €	0%			21/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
ven 21-nov	closed	0	- €	- €	0%			22/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
sab 22-nov	closed	0	- €	- €	0%			23/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
dom 23-nov	closed	0	- €	- €	0%			24/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
lun 24-nov	closed	0	- €	- €	0%			25/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
mar 25-nov	closed	0	- €	- €	0%			26/11/2024	15	1.660 €	111 €	60%	66 €	
mer 26-nov	OPZ 10/10/25	12	4.687 €	391 €	48%	187 €		13	27/11/2024	0	- €	#DIV/0!	0%	#DIV/0!
gio 27-nov	OPZ 10/10/26	12	4.687 €	391 €	48%	187 €		13	28/11/2024	0	- €	#DIV/0!	0%	#DIV/0!
ven 28-nov	closed	0	- €	- €	0%			29/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
sab 29-nov	closed	0	- €	- €	0%			30/11/2024	0	- €	#DIV/0!	0%	#DIV/0!	
dom 30-nov	closed	0	- €	- €	0%			01/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	
		OTB	32	11.361	355 €	32%	114 €	-	68	48	10.578 €	220 €	48%	106 €

LY	71	16.364,0 €	230 €	47%	109,1 €
BUDGET	60	15.547,6 €	259 €	60%	155,5 €
LY	- 39 -	5.003 €	125 €	- 15%	5 €
BUDGET	- 28 -	4.187 €	96 €	- 28%	42 €

NB Inseriti 4 gg di apertura sul mese
OPZ 26/27 Novembre 12 RN*2N al 10/10/2025

nov	26	€	10.019	€ 131
01-nov	1	€	342	€ 20
02-nov	1	€	303	€ 37
03-nov	0	€	-	€ -
04-nov	0	€	-	€ -
05-nov	0	€	-	€ -
06-nov	0	€	-	€ -
07-nov	0	€	-	€ -
08-nov	0	€	-	€ -
09-nov	0	€	-	€ -
10-nov	0	€	-	€ -
11-nov	0	€	-	€ -
12-nov	0	€	-	€ -
13-nov	0	€	-	€ -
14-nov	0	€	-	€ -
15-nov	0	€	-	€ -
16-nov	0	€	-	€ -
17-nov	0	€	-	€ -
18-nov	0	€	-	€ -
19-nov	0	€	-	€ -
20-nov	0	€	-	€ -
21-nov	0	€	-	€ -
22-nov	0	€	-	€ -
23-nov	0	€	-	€ -
24-nov	0	€	-	€ -
25-nov	0	€	-	€ -
26-nov	12	€	4.687	€ 391
27-nov	12	€	4.687	€ 391
28-nov	0	€	-	€ -
29-nov	0	€	-	€ -
30-nov	0	€	-	€ -

Novembre - pricing (1 notte)

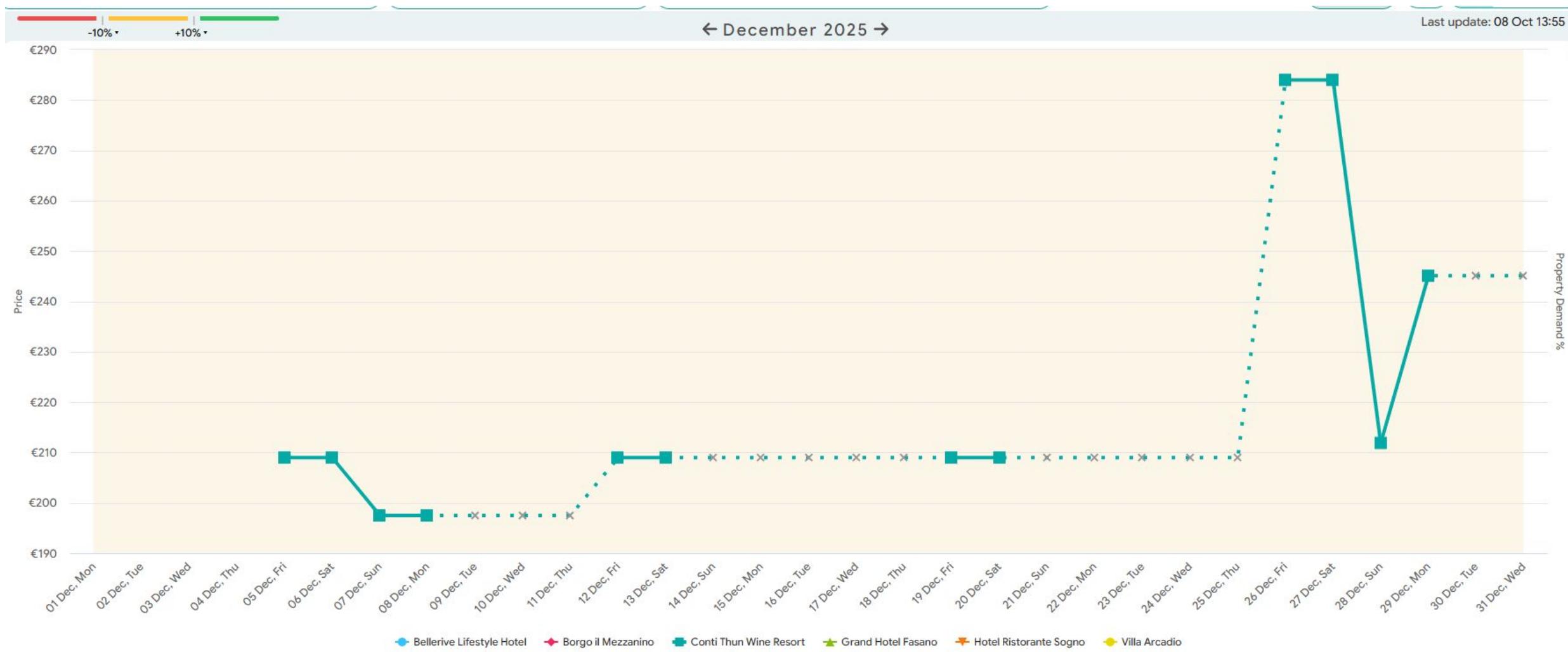
My Rooms		Meal Plan		Method						
All Rooms		All Meal Plans		All Payment Methods						
Room Type & Meal Plan										Last update: 08 Oct 13:49
Date	Median Compset	Conti Thun Wine Resort	Villa Arcadio	Borgo il Mezzanino	Hotel Ristorante Sogno	Bellerive Lifestyle Hotel	Grand Hotel Fasano			
01 Nov, Sat	€ 346 (€ +51)	€ 295.4 Double or Twin Room	€ 268 (€ -27) Standard Double Room	Sold Out	Sold Out	Sold Out	€ 424.6 (€ +129) Standard Triple Room			
02 Nov, Sun	€ 406 (€ +194)	€ 211.9 Small Double or Twin Room	Sold Out	Sold Out	Sold Out	Sold Out	€ 405.6 (€ +194) Standard Double Room			
03 Nov, Mon	€ 406	Sold Out	Sold Out	Sold Out	Sold Out	Sold Out	€ 405.6 Standard Double Room			
04 Nov, Tue	€ 406	Sold Out	Sold Out	Sold Out	Sold Out	Sold Out	€ 405.6 Standard Double Room			
05 Nov, Wed	€ 406	Sold Out	Sold Out	Sold Out	Sold Out	Sold Out	€ 405.6 Standard Double Room			
06 Nov, Thu	€ 406	Sold Out	Sold Out	Sold Out	Sold Out	Sold Out	€ 405.6 Standard Double Room			
07 Nov, Fri	€ 406	Sold Out	Sold Out	Sold Out	Sold Out	Sold Out	€ 405.6 Standard Double Room			

OTB Dicembre 2025

350		OTB						LIBERE	ACTUAL 2024					dic	2 €	3.004 €	48	
		ROOM NIGHTS	ROOM REVENUE	ADR	OCC %	REVPAR	000		DATA	ROOM NIGHTS	ROOM REVENUE	ADR	OCC %	REVPAR				
lun	01-dic	closed	0	- €	- €	0%	- €	25	02/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	01-dic	0 €	- €	- €
mar	02-dic	closed	0	- €	- €	0%	- €	25	03/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	02-dic	0 €	- €	- €
mer	03-dic	closed	0	- €	- €	0%	- €	25	04/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	03-dic	0 €	- €	- €
gio	04-dic		10	2.392 €	239 €	40%	96 €	15	05/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	04-dic	0 €	2.392 €	239
ven	05-dic		10	2.164 €	216 €	40%	87 €	15	06/12/2024	6	1.004 €	167 €	24%	40 €	05-dic	0 €	- €	- €
sab	06-dic		0	- €	- €	0%	- €	25	07/12/2024	10	1.844 €	184 €	40%	74 €	06-dic	0 €	- €	- €
dom	07-dic		0	- €	- €	0%	- €	25	08/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	07-dic	0 €	- €	- €
lun	08-dic		0	- €	- €	0%	- €	25	09/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	08-dic	0 €	- €	- €
mar	09-dic	closed	0	- €	- €	0%	- €	25	10/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	09-dic	0 €	- €	- €
mer	10-dic	closed	0	- €	- €	0%	- €	25	11/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	10-dic	0 €	- €	- €
gio	11-dic	closed	0	- €	- €	0%	- €	25	12/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	11-dic	0 €	- €	- €
ven	12-dic		0	- €	- €	0%	- €	25	13/12/2024	4	798 €	200 €	16%	32 €	12-dic	0 €	- €	- €
sab	13-dic		0	- €	- €	0%	- €	25	14/12/2024	7	1.275 €	182 €	28%	51 €	13-dic	0 €	- €	- €
dom	14-dic	closed	0	- €	- €	0%	- €	25	15/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	14-dic	0 €	- €	- €
lun	15-dic	closed	0	- €	- €	0%	- €	25	16/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	15-dic	0 €	- €	- €
mar	16-dic	closed	0	- €	- €	0%	- €	25	17/12/2024	5	786 €	157 €	20%	31 €	16-dic	0 €	- €	- €
mer	17-dic	closed	0	- €	- €	0%	- €	25	18/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	17-dic	0 €	- €	- €
gio	18-dic	closed	0	- €	- €	0%	- €	25	19/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	18-dic	0 €	- €	- €
ven	19-dic		0	- €	- €	0%	- €	25	20/12/2024	2	302 €	151 €	8%	12 €	19-dic	0 €	- €	- €
sab	20-dic		1	177 €	177 €	4%	7 €	24	21/12/2024	3	454 €	151 €	12%	18 €	20-dic	0 €	- €	- €
dom	21-dic	closed	0	- €	- €	0%	- €	25	22/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	21-dic	0 €	- €	- €
lun	22-dic	closed	0	- €	- €	0%	- €	25	23/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	22-dic	0 €	- €	- €
mar	23-dic	closed	0	- €	- €	0%	- €	25	24/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	23-dic	0 €	- €	- €
mer	24-dic	closed	0	- €	- €	0%	- €	25	25/12/2024	0	- €	#DIV/0!	0%	#DIV/0!	24-dic	0 €	- €	- €
gio	25-dic	closed	0	- €	- €	0%	- €	25	26/12/2024	1	192 €	192 €	4%	8 €	25-dic	0 €	- €	- €
ven	26-dic		0	- €	- €	0%	- €	25	27/12/2024	5	1.706 €	341 €	20%	68 €	26-dic	0 €	- €	- €
sab	27-dic		1	340 €	340 €	4%	14 €	24	28/12/2024	7	1.850 €	264 €	28%	74 €	27-dic	0 €	- €	- €
dom	28-dic		1	340 €	340 €	4%	14 €	24	29/12/2024	8	2.100 €	262 €	32%	84 €	28-dic	0 €	- €	- €
lun	29-dic		8	1.992 €	249 €	32%	80 €	17	30/12/2024	18	4.981 €	277 €	72%	199 €	29-dic	0 €	- €	- €
mar	30-dic		11	3.247 €	295 €	44%	130 €	14	31/12/2024	25	7.088 €	284 €	100%	284 €	30-dic	2 €	612 €	2
mer	31-dic		12	3.609 €	301 €	48%	144 €	13	01/01/2025	16	4.652 €	291 €	64%	186 €	31-dic	0 €	- €	- €
		OTB	54	14.260	264 €	15%	41 €	-	677	117	29.031 €	248 €	33%	83 €				
		LY	101	24.379,2 €	241 €	31%	75,0 €											
		BUDGET	120	27.272,7 €	227 €	34%	77,9 €											
		LY	- 47	10.120 €	23 €	- 16%	- 34 €											
		BUDGET	- 66	13.013 €	37 €	- 19%	- 37 €											

- 04/12 > inserita produzione del gruppo +2.4k RR
- Previsti 14 gg di apertura sul mese

Dicembre - pricing (2 notti)



Pick UP 6 Days 2026

	08/10/2025			
Months	Room	Nights	Room revenue	ADR
2026		88	€ 29.089	-€ 8
+ mag		59	€ 18.237	-€ 2
+ giu		17	€ 6.728	€ 4
+ lug		-1	-€ 365	€ 0
+ ago		7	€ 2.053	-€ 11
+ set		0	€ -	€ -
+ ott		6	€ 2.436	€ 406

02/10/2025

	OTB 2026				
	Revenue	%Occ	ADR	RevPAR	RN
Gennaio	4.062 €	10%	312 €	32 €	13
Febbraio	0 €	0%	- €	0 €	0
Marzo	1.567 €	2%	224 €	4 €	7
Aprile	3.395 €	1%	309 €	5 €	11
Maggio	15.611 €	6%	312 €	20 €	50
Giugno	50.378 €	19%	360 €	67 €	140
Luglio	35.133 €	11%	399 €	45 €	88
Agosto	34.743 €	10%	434 €	45 €	80
Settembre	0 €	0%	- €	0 €	0
Ottobre	0 €	0%	- €	0 €	0
Novembre	0 €	0%	- €	0 €	0
Dicembre	0 €	0%	- €	0 €	0
Totale complessivo	144.888 €	5%	372.5 €	32.4 €	389

08/10/2025

	OTB 2026				
	Revenue	%Occ	ADR	RevPAR	RN
Jan	4.062 €	10%	312,4 €	32 €	13
Feb	0 €	0%	#DIV/0!	#DIV/0!	0
Mar	1.567 €	2%	224 €	4 €	7
Apr	3.395 €	1%	309 €	5 €	11
May	33.848 €	14%	311 €	44 €	109
Jun	57.105 €	21%	364 €	76 €	157
Jul	34.768 €	11%	400 €	45 €	87
Aug	36.796 €	11%	423 €	47 €	87
Sep	0 €	0%	#DIV/0!	#DIV/0!	0
Oct	2.436 €	1%	406 €	3 €	6
Nov	0 €	0%	#DIV/0!	#DIV/0!	0
Dec	0 €	0%	#DIV/0!	#DIV/0!	0
Totale complessivo	173.976 €	6%	365 €	23 €	477

Promo Booking.com

Overview

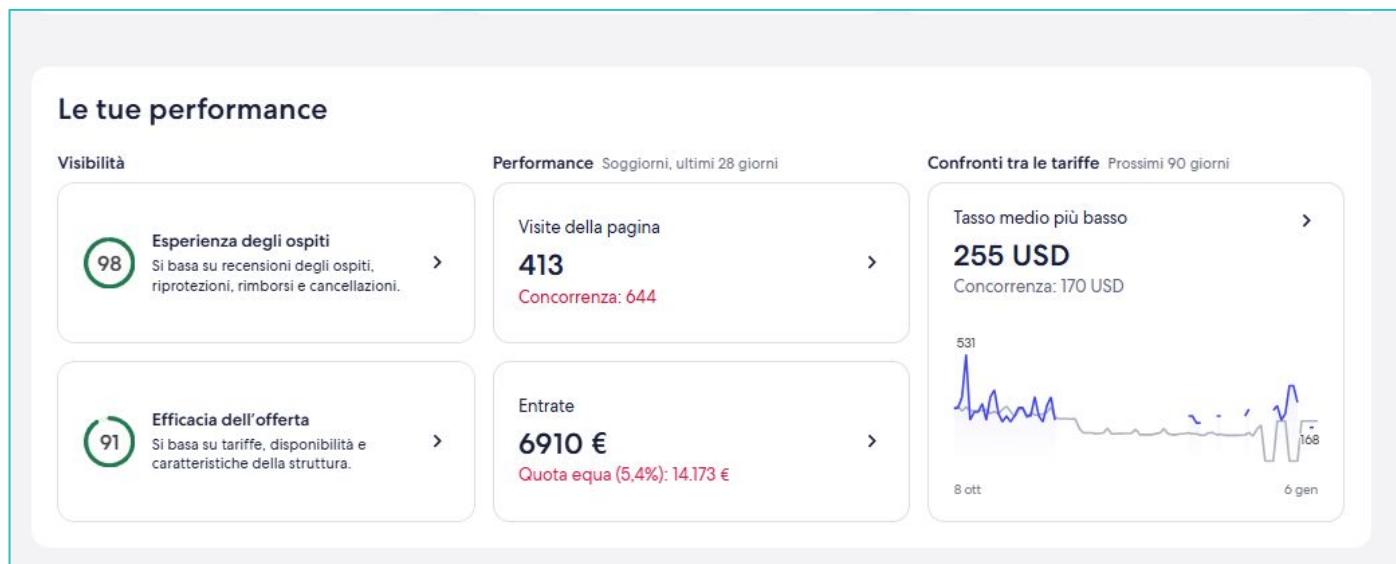
Nome ↑	Sconto	Periodo prenotabile	Date di soggiorno	Prenotazioni	Notti	Tariffa media giornaliera	Entrate
  Campagne Late Escape Deal	20%	4 set 2025 - 7 gen 2026	1° ott 2025 - 7 gen 2026 5 date escluse	2	4	€ 256,60	€ 1.026,40

Nome ↑	Sconto	Periodo prenotabile	Date di soggiorno	Prenotazioni	Notti	Tariffa media giornaliera	Entrate
  Campagne Late Escape Deal midweek	15%	4 set 2025 - 7 gen 2026	1° ott 2025 - 7 gen 2026 31 date escluse	--	--	--	--
 Tariffe mirate Tariffa per i dispositivi mobili	10%	2 ott 2025 - oggi	Sempre attiva 290 date escluse	1	1	€ 380,70	€ 380,70

Promo Expedia

Overview

Promozioni										Condividi
Tutti i tipi • Tutti i destinatari • Attiva • Futura • Date di prenotazione (Ultimi 24 mesi) Filtri										
Nome	Azioni	Tipo	Sconto	Destinatari	Date del soggiorno	Date di prenotazione	Valore lordo delle prenotazioni* (EUR)	↓	Ricavi netti (EUR)	Prenotazioni totali
Mobile 10% off	⋮	Standard	10%	Mobile	03/10/2025 - 19/12/2025	03/10/2025 - 31/10/2025	--	↓	--	--
Late Escape Deal	⋮	Standard	15%	Finestra di prenotazione	01/10/2025 - 07/01/2026	24/09/2025 - 07/01/2026	--	↓	--	--



Attività conclusive

1. Eliminati i collegamenti sulle OTA dei pdt tariffari obsoleti e non più utilizzati
1. Creati gli accessi alla RT Elastic <https://appv2.elastichotel.com/>

Account 1

Account 2

Memo attività WIP

Strategia 2026

- *Budget 2026*
- *Pricing e Restrizioni tariffe base per l'anno 2026 e regole di soggiorno minimo*
- *Segmentazione Camere*
- *Promozioni & Scontistiche*
- *Pacchetti esperienziali*
- *Eventi & attività speciali*

Impostazione contingente min e max 12 unità su Novembre

- *Verificare con CM e BE la possibilità di impostare un contingente min e max di 12 camere per prenotazioni in un dato periodo di soggiorno (a cura di ELASTIC)*

Verifica destinazione produzione Villa Privata e allineamento contingente camere 25 vs 26 (a cura di CT)



Thank you!

Next meeting

xx/xx/2025