




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

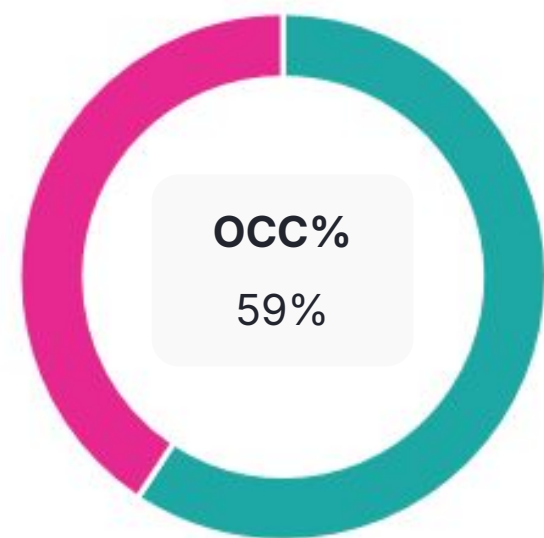
	2025				
	Revenue	%Occ	ADR	RevPAR	RN
Jan	13.811 €	42%	266 €	110 €	52
Feb	14.784 €	47%	211 €	99 €	70
Mar	21.680 €	29%	213 €	62 €	102
Apr	83.059 €	40%	276 €	111 €	301
May	126.388 €	59%	275 €	163 €	460
Jun	187.686 €	80%	312 €	250 €	601
Jul	214.454 €	79%	349 €	277 €	614
Aug	224.884 €	82%	355 €	290 €	633
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	370

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 com	1.205.810 €	59%	317 €	188 €	3801



OTB Ottobre 2025

		OTB						LIBERE	ACTUAL 2024					
		ROOM NIGHTS	ROOM REVENUE	ADR	OCC %	REVPAR	OOO		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 €

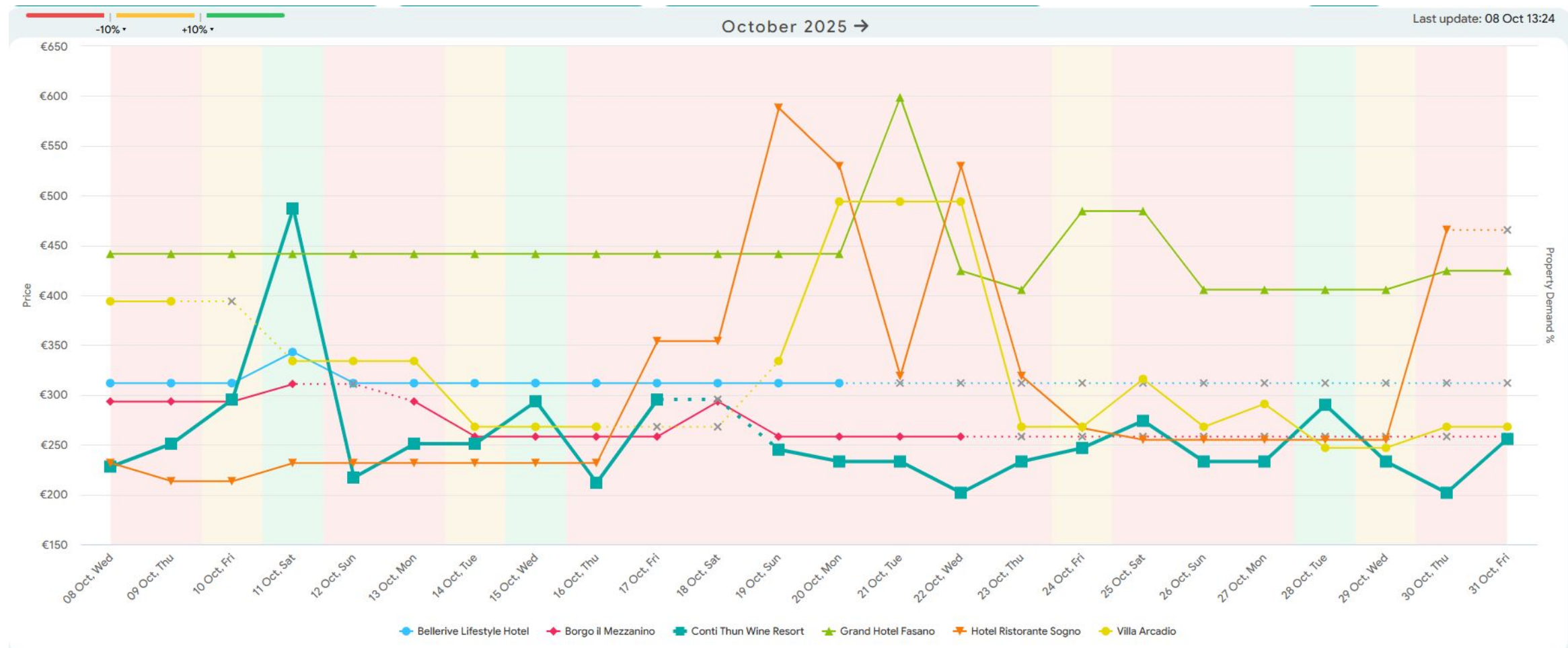
LY	337	96.998,7 €	288 €	43%	125,2 €
BUDGET	388	104.428 €	269 €	50%	134,7 €

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 (€ +117) 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 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

100			OTB						LIBERE	ACTUAL 2024					
			ROOM NIGHTS	ROOM REVENUE	ADR	OCC %	REVPAR	OOO		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

All Rooms

Meal Plan

All Meal Plans

Method

All Payment Methods

Refresh

Room Type & Meal Plan

← November 2025 →

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

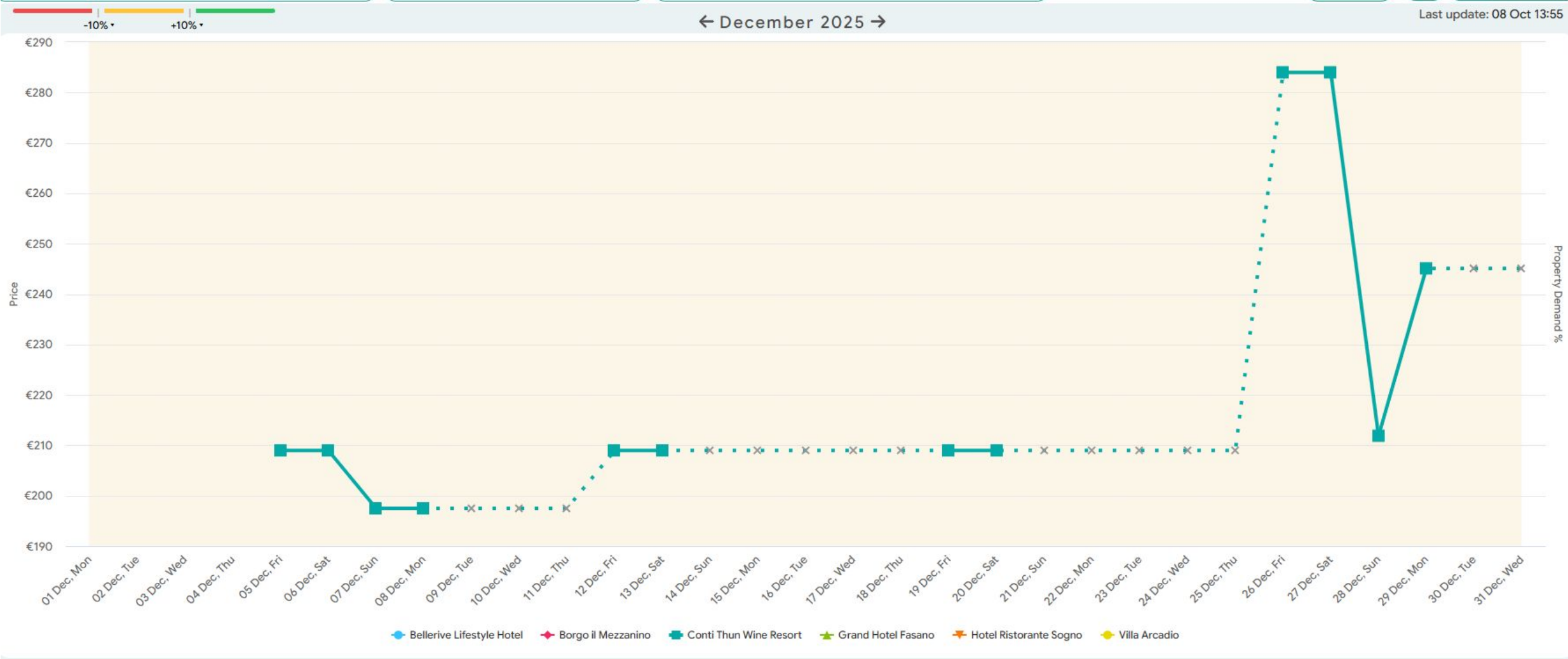


OTB Dicembre 2025

350				OTB					LIBERE	ACTUAL 2024					dic			2 €	3.004 € 48		
				ROOM NIGHTS	ROOM REVENUE	ADR	OCC %	REVPAR		OOO	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

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

Months	08/10/2025			
	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




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	--		--	--

Le tue performance

Visibilità

Esperienza degli ospiti

98

Si basa su recensioni degli ospiti, riprotezioni, rimborsi e cancellazioni.

Efficacia dell'offerta

91

Si basa su tariffe, disponibilità e caratteristiche della struttura.

Performance

Soggiorni, ultimi 28 giorni

Visite della pagina

413

Concorrenza: 644

Entrate

6910 €

Quota equa (5,4%): 14.173 €

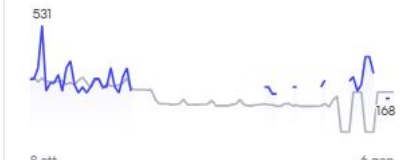
Confronti tra le tariffe

Prossimi 90 giorni

Tasso medio più basso

255 USD

Concorrenza: 170 USD



Attività concluse

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