## Summary KPIs

Source: Zartico Lodging Data.
KPI metrics display short-term vacation rental (STVR) and hotel performance for your primary geographic area.
Use the filter at the top to filter all insights by STVR or hotel performance. Twelve-month rolling trends can be found in the sections below.

| Hotel Avg. Stay Value	STVR Avg. Stay Value	Hotel Avg. Length of Stay	STVR Avg. Length of Stay
$361	**$1,029**	**2.1 days**	**3.2 days**
-19% % Change / $447 Previous Year	-18% % Change / $1,261 Previous Year	0% % Change / 2.1 days Previous Year	-11% % Change / 3.6 days Previous Year

How does occupancy vary by day?

Use this chart to understand your daily occupancy trend and how it differs between hotels and short-term vacation rentals (STVR) for your primary geographic area.
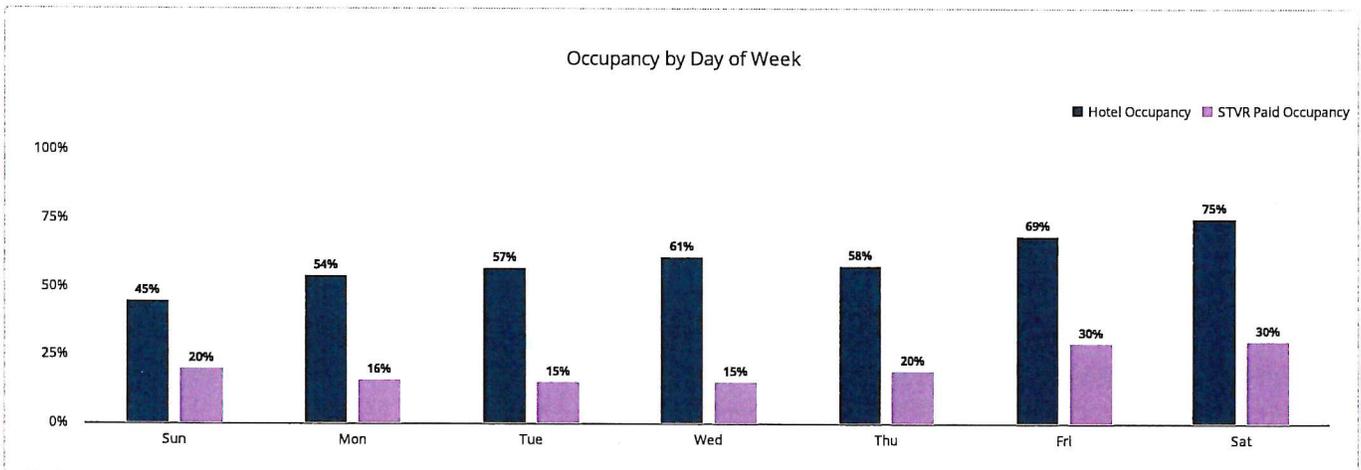

Hotel & STVR Paid Occupancy
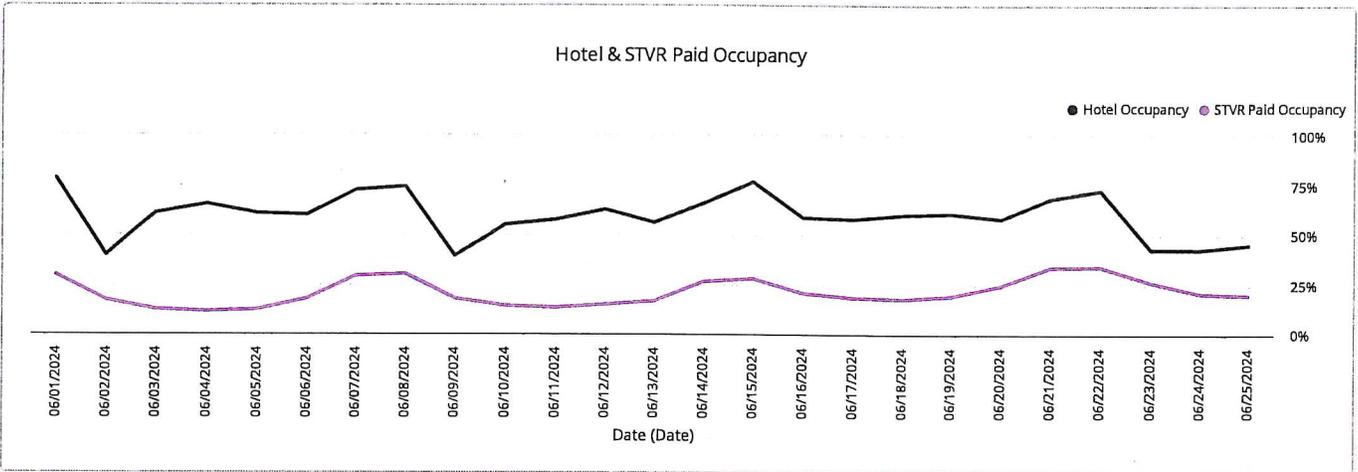
How does lodging performance vary by day of week?

Changes in length of stay or ADR help to illuminate different visitor groups and the reasons why they visit your destination.

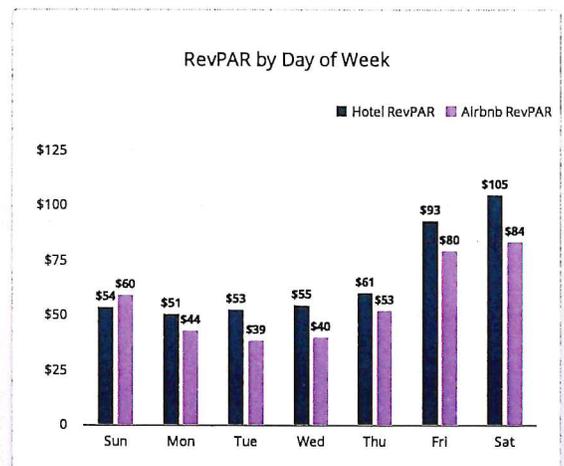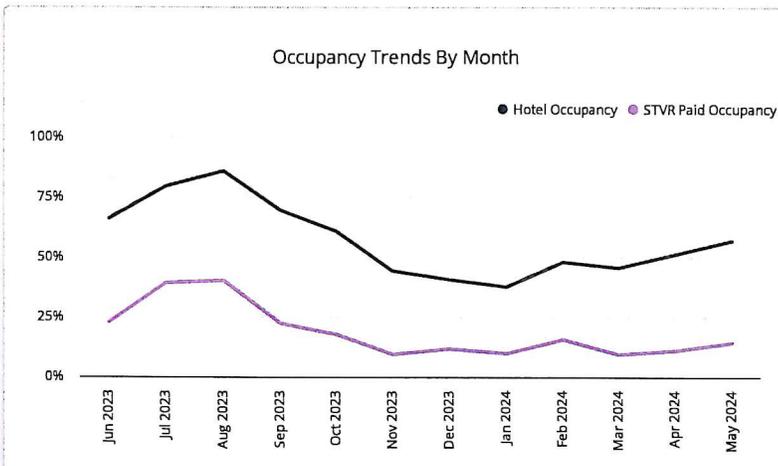Length of Stay by Day of Week

ADR by Day of Week
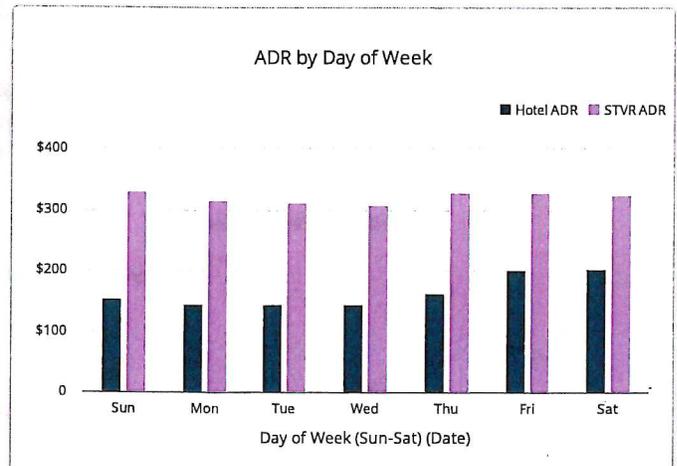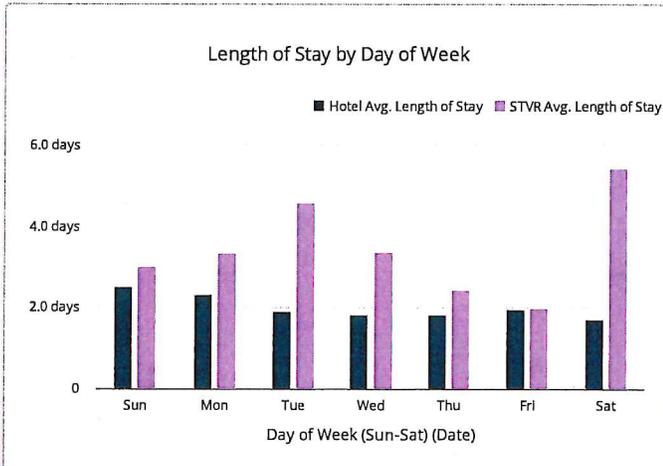
Key Lodging KPIs for Reporting

Use this section to report key insights about your hotels and short-term vacation rentals (STVR). Observed hotel demand is for properties reporting into the Amadeus system and will not reflect 100% of all properties in your destination. Use this to understand year-over-year demand trends. Zartico recommends using lodging tax data as the most authoritative measure of total lodging revenue and demand.

Hotel Occupancy	Hotel ADR	Hotel Demand	Hotel RevPAR
60%	**$168**	**16.4 K**	**$100**
-23% % Change · 77% Previous Year	-22% % Change · $216 Previous Year	-79% % Change · 77.8 K Previous Year	-40% % Change · $166 Previous Year

STVR Paid Occupancy	STVR ADR	STVR Demand	STVR RevPAR
21%	**$322**	**10.0 K**	**$68**
-39% % Change · 34% Previous Year	-8% % Change · $352 Previous Year	-79% % Change · 48.9 K Previous Year	-44% % Change · $121 Previous Year

Occupancy by Day of Week

Legend: ■ Hotel Occupancy ■ STVR Paid Occupancy

	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Hotel Occupancy	45%	54%	57%	61%	58%	69%	75%
STVR Paid Occupancy	20%	16%	15%	15%	20%	30%	30%

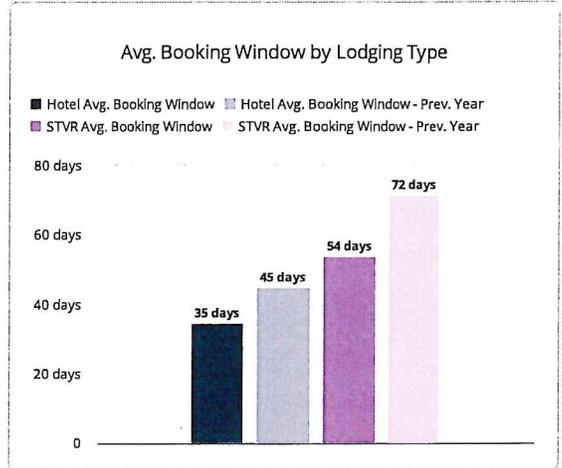## What are your destination-wide trends over the past 12 months?

Use these charts to see destination-wide trends over the previous 12 months, independent of the date filter specified above. Average Stay Value is total revenue divided by the number of guest check-ins, reflecting the amount for the entire stay timeframe. These insights reflect your primary geography only.

Occupancy Trends By Month

Legend: ● Hotel Occupancy ● STVR Paid Occupancy

(Line chart spanning Jun 2023 to May 2024)

RevPAR by Day of Week

Legend: ■ Hotel RevPAR ■ Airbnb RevPAR

	Sun	Mon	Tue	Wed	Thu	Fri	Sat
Hotel RevPAR	$54	$51	$53	$55	$61	$93	$105
Airbnb RevPAR	$60	$44	$39	$40	$53	$80	$84

Avg. Stay Value by Month

Legend: ● Hotel Avg. Stay Value ● STVR Avg. Stay Value

Avg. Stay Value - Previous 12 Months

Legend: ■ Hotel Avg. Stay Value ■ Hotel Avg. Stay Value - Prev. Year
■ STVR Avg. Stay Value ■ STVR Avg. Stay Value - Prev. Year

Bar values: $316, $304, $1,072, $1,085

How does your average booking window change over time?

Use these insights to understand the difference in booking window between hotels and short-term vacation rentals (STVR) in your primary geography. The dates used in the graphs below indicate the check-in date, while the booking window indicates the number of days in advance of check-in the room or rental was reserved. Insights are not connected to the date filter and are auto-set to a rolling 12 months.

Avg. Booking Window by Month

Legend: ● Hotel Avg. Booking Window ● STVR Avg. Booking Window

Avg. Booking Window by Lodging Type

Legend: ■ Hotel Avg. Booking Window ■ Hotel Avg. Booking Window - Prev. Year
■ STVR Avg. Booking Window ■ STVR Avg. Booking Window - Prev. Year

Bar values: 35 days, 45 days, 54 days, 72 days

Complete Lodging Data Table

Export this data to either CSV or Excel. This chart shows data for all geographic areas in your subscription.

Month/Year (Date) ▼	Market	Lodging Type	Source	Market Flag	Market Type	Avg. Stay Value	Occupancy	Hotel ADR	STVR ADR	Revenue	Demand	Hotel Avg. Leng
Jun 2024	Warren - NY	Hotel	hotel	primary	County	$361	60%	$168	–	$2,756,931	16,421	
		STVR	airbnb	primary	County	$1,029	21%	–	$322.40	$3,236,284	10,038	
			direct	primary	County	$1,137	19%	–	–	$213,671	692	
May 2024	Warren - NY	Hotel	hotel	primary	County	$283	57%	$149	–	$2,888,193	19,407	
		STVR	airbnb	primary	County	$833	14%	–	$284.05	$2,353,055	8,284	
			direct	primary	County	$789	13%	–	–	$155,460	606	
Apr 2024	Warren - NY	Hotel	hotel	primary	County	$216	51%	$124	–	$2,089,995	16,916	
		STVR	airbnb	primary	County	$861	11%	–	$270.20	$1,635,280	6,052	
			direct	primary	County	$597	9%	–	–	$88,985	393	
Mar 2024	Warren - NY	Hotel	hotel	primary	County	$219	46%	$120	–	$1,854,813	15,510	
		STVR	airbnb	primary	County	$924	9%	–	$278.74	$1,470,049	5,274	
			direct	primary	County	$646	10%	–	–	$87,251	412	
Feb 2024	Warren - NY	Hotel	hotel	primary	County	$260	48%	$141	–	$2,146,681	15,231	

Module Diagnostics

Indicates the most recent date of data loaded. Use this to validate that you have a full month of data prior to reporting. Technical support: If the Core Coverage Measures insight is blank, please check the Primary Geography Variable.

Lodging Core - Max Date Loaded

2024-06-25

Lodging Core Coverage Measures

Column (Left):
- ▨ Lodging Core - Room Count H...

Line (Right):
- ● Lodging Core - Property Coun...
- ● Lodging Core - Property Coun...