

Cove Management

Hot Sheet

Week of (previous): 3/16-3/22	Occupied Units: 544
ADR: 165.58 Occupancy %: 42.2	Room Revenue: 90,076.54
Week of (projected): 3/23-3/29	Occupied Units: 598
ADR: 142.42 Occupancy %: 46.4	Room Revenue: 85,68.10
Week of (last year): 3/17-3/23	Occupied Units: 552
ADR: 169.91 Occupancy %: 42.9	Room Revenue: 93,791.47

Guest Relations

Guest/Owner Complaints/Compliments:

22 new reviews with a rating of 4.2. **Tripadvisor rating is #8.**

Marketing Initiative:

The March campaigns, highlighting spring break and the balloon adventure, have brought in \$59,244.00 so far.

Sales Updates:

Definite contracts: 12 – 10 Social blocks, 2 Events. Estimated room revenue: \$77,282.85.00

Tentative Contracts: 1 – 1 Socials block. Estimated room revenue: \$5,824.00.00

Proposals: 14 proposals sent out

Events:

4/2-3: Accident Fund Meeting in the Sandpiper.