

Cove Management

Hot Sheet

Week of (previous): 3/9-3/15	Occupied Units: 353
ADR: 120.31 Occupancy %: 27.4	Room Revenue: 42,470.01
Week of (projected): 3/16-3/22	Occupied Units: 515
ADR: 163.89 Occupancy %: 40.0	Room Revenue: 84,403.76
Week of (last year): 3/10-3/16	Occupied Units: 296
ADR: 148.13 Occupancy %: 23.0	Room Revenue: 43,845.84

Guest Relations

Guest/Owner Complaints/Compliments:

17 new reviews with a rating of 4.7. **Tripadvisor rating is #8.**

Marketing Initiative:

The March campaign, highlighting spring break and the balloon adventure, has brought in \$42,242.00 so far.

Sales Updates:

Definite contracts: 8 – 7 Social blocks 1 Event. Estimated room revenue: \$51,352.00

Tentative Contracts: 8 – 4 Socials blocks, 4 Events. Estimated room revenue: \$25,931.00

Proposals: 11 proposals sent out

Events:

None