

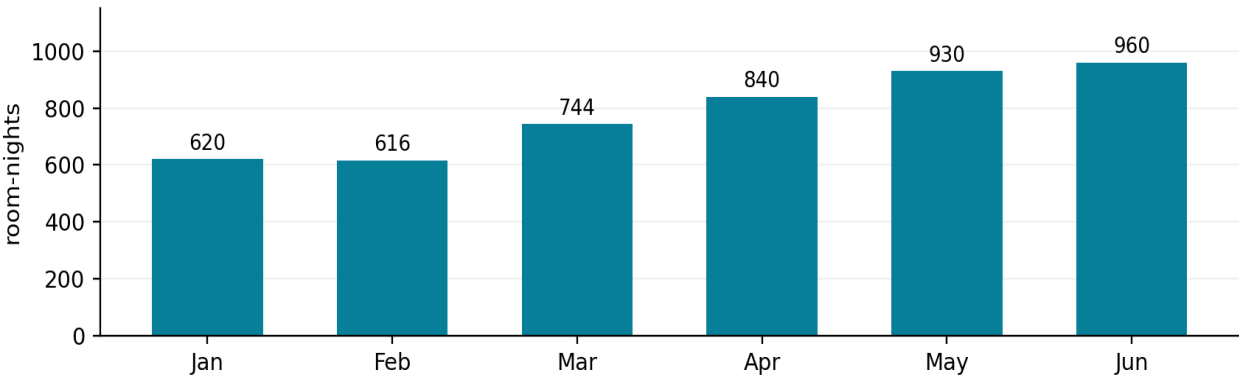
Hotel operations

Review

Management readout | May-June comparison with January-June context | Synthetic sample, not a customer result.

What the evidence says

Room revenue grows faster than sold room-nights because ADR rises. Occupancy and RevPAR also improve, with the shorter June capacity denominator explicitly included.



Sold room-nights - historical context

Measure	May / comparison	June / actual	Movement
Sold room-nights	930	960	+30 (+3.2%)
Occupancy	75.0%	80.0%	+5.00 pp
ADR	EUR 125	EUR 135	+8.0%
RevPAR	EUR 93.75	EUR 108.00	+15.2%

Changes are descriptive. Proposed actions below require the specified source checks before implementation.

Findings & supporting evidence

Occupancy denominator matters

May capacity is 40 rooms x 31 days = 1,240 room-nights; June is 40 x 30 = 1,200. Occupancy is 930 / 1,240 = 75% and 960 / 1,200 = 80%. This assumes no room closures.

Rate and volume both contribute

Room revenue rises from EUR 116,250 to EUR 129,600. The arithmetic bridge is 30 extra room-nights x May ADR EUR 125 = EUR 3,750, plus June 960 room-nights x EUR 10 ADR difference = EUR 9,600.

Channel contribution is before costs

Online agencies contribute 50% of room revenue, direct bookings 37.5% and corporate bookings 12.5%. Commission, cancellation and package-allocation inputs are needed before claiming channel profitability.

Supporting calculations / breakdown

June channel	Sold room-nights	Revenue EUR	Share
Direct	360	48,600	37.5%
Online agencies	480	64,800	50.0%
Corporate	120	16,200	12.5%
Total	960	129,600	100.0%

Reported figures are rounded for display; calculations use the underlying synthetic values. Definitions and source limits are stated on page 3.

Actions, definitions & limits

Proposed action register

Suggested owner	Investigation / action	Evidence needed to close
Revenue manager	Reconcile sold and available room-nights, closures and tax basis.	Occupancy x ADR equals RevPAR on the same eligible room basis.
Commercial lead	Compare channel revenue after commission and agreed package costs.	Channel contribution calculated before changing allocation.
Operations	Review booking pace alongside staffing requirements.	Forward bookings checked independently from historical occupancy.

Owners are suggested roles, not assigned people. Set a review date when the scope is agreed; these samples do not assert that any action has been completed.

Calculation definitions

ADR = room revenue / sold room-nights. RevPAR = room revenue / available room-nights.
Occupancy = sold / available room-nights.

Source and checks

ReTriev dashboard sample data: hotel operating dataset

The six monthly periods are present and numeric. KPI totals and ratios are recomputed from the supplied sample inputs. These checks do not establish transaction completeness, correct real-world accounting policy or causal validity.

Evidence limitations

No comparable historical channel detail, cancellations, commission costs or future bookings is provided. The six months cannot demonstrate repeatable annual seasonality.

This sample illustrates an expanded written Review. Brief package findings and the included minor-adjustment review round are distinct; confirm deliverable coverage in the written scope.