

## Rooms Pick Up Report

In The Month, For The Month, Pick Up

HOTEL:

Year: 2016/2017

|     |                      | Jan  | Feb  | Mar  | Apr  | May  | Jun  | Jul  | Aug   | Sep   | Oct   | Nov   | Dec  | Jan | Feb | Mar | Apr | May |
|-----|----------------------|------|------|------|------|------|------|------|-------|-------|-------|-------|------|-----|-----|-----|-----|-----|
| Jan | Rooms Sold 1/1       | 1887 | 1731 | 1025 | 1307 | 991  | 978  |      |       |       |       |       |      |     |     |     |     |     |
|     | Rooms sold month end | 3319 | 2306 | 1218 | 1575 | 1183 | 1052 |      |       |       |       |       |      |     |     |     |     |     |
|     | Total Pick Up        | 1432 | 575  | 193  | 268  | 192  | 74   |      |       |       |       |       |      |     |     |     |     |     |
| Feb | Rooms Sold 2/1       |      | 2306 | 1218 | 1575 | 1183 | 1163 | 1215 |       |       |       |       |      |     |     |     |     |     |
|     | Rooms sold month end |      | 3896 | 2034 | 1854 | 1126 | 1171 | 1247 |       |       |       |       |      |     |     |     |     |     |
|     | Total Pick Up        |      | 1590 | 816  | 279  | -57  | 8    | 32   |       |       |       |       |      |     |     |     |     |     |
| Mar | Rooms Sold 3/1       |      |      | 2034 | 1854 | 1126 | 1171 | 1247 | 328   |       |       |       |      |     |     |     |     |     |
|     | Rooms sold month end |      |      | 3691 | 2404 | 1248 | 1322 | 1259 | 447   |       |       |       |      |     |     |     |     |     |
|     | Total Pick Up        |      |      | 1657 | 550  | 122  | 151  | 12   | 119   |       |       |       |      |     |     |     |     |     |
| Apr | Rooms Sold 4/1       |      |      |      | 2404 | 1248 | 1322 | 1259 | 447   | 900   |       |       |      |     |     |     |     |     |
|     | Rooms sold month end |      |      |      | 3974 | 1486 | 1580 | 1316 | 511   | 916   |       |       |      |     |     |     |     |     |
|     | Total Pick Up        |      |      |      | 1570 | 238  | 258  | 57   | 64    | 16    |       |       |      |     |     |     |     |     |
| May | Rooms Sold 5/1       |      |      |      |      | 1486 | 1580 | 1316 | 511   | 916   | 1390  |       |      |     |     |     |     |     |
|     | Rooms sold month end |      |      |      |      | 2985 | 2317 | 1740 | 909   | 1284  | 1402  |       |      |     |     |     |     |     |
|     | Total Pick Up        |      |      |      |      | 1499 | 737  | 424  | 398   | 368   | 12    |       |      |     |     |     |     |     |
| Jun | Rooms Sold 6/1       |      |      |      |      |      | 2317 | 1740 | 909   | 1284  | 1402  | 1043  |      |     |     |     |     |     |
|     | Rooms sold month end |      |      |      |      |      | 3038 | 1988 | 961   | 1292  | 1459  | 1027  |      |     |     |     |     |     |
|     | Total Pick Up        |      |      |      |      |      | 721  | 248  | 52    | 8     | 57    | -16   |      |     |     |     |     |     |
| Jul | Rooms Sold 7/1       |      |      |      |      |      |      | 1988 | 961   | 1292  | 1459  | 1027  | 684  |     |     |     |     |     |
|     | Rooms sold month end |      |      |      |      |      |      | 2510 | 1203  | 1373  | 1643  | 1051  | 695  |     |     |     |     |     |
|     | Total Pick Up        |      |      |      |      |      |      | 522  | 242   | 81    | 184   | 24    | 11   |     |     |     |     |     |
| Aug | Rooms Sold 8/1       |      |      |      |      |      |      |      | 1203  | 1373  | 1643  | 1051  | 695  | 10  |     |     |     |     |
|     | Rooms sold month end |      |      |      |      |      |      |      | 0     | 0     | 0     | 0     | 0    | 0   |     |     |     |     |
|     | Total Pick Up        |      |      |      |      |      |      |      | -1203 | -1373 | -1643 | -1051 | -695 | -10 |     |     |     |     |
| Sep | Rooms Sold 9/1       |      |      |      |      |      |      |      |       | 0     | 0     | 0     | 0    | 0   | 0   |     |     |     |
|     | Rooms sold month end |      |      |      |      |      |      |      |       | 0     | 0     | 0     | 0    | 0   | 0   |     |     |     |
|     | Total Pick Up        |      |      |      |      |      |      |      |       | 0     | 0     | 0     | 0    | 0   | 0   |     |     |     |
| Oct | Rooms Sold 10/1      |      |      |      |      |      |      |      |       |       | 0     | 0     | 0    | 0   | 0   | 0   |     |     |
|     | Rooms sold month end |      |      |      |      |      |      |      |       |       | 0     | 0     | 0    | 0   | 0   | 0   |     |     |
|     | Total Pick Up        |      |      |      |      |      |      |      |       |       | 0     | 0     | 0    | 0   | 0   | 0   |     |     |
| Nov | Rooms Sold 11/1      |      |      |      |      |      |      |      |       |       |       | 0     | 0    | 0   | 0   | 0   | 0   |     |
|     | Rooms sold month end |      |      |      |      |      |      |      |       |       |       | 0     | 0    | 0   | 0   | 0   | 0   |     |
|     | Total Pick Up        |      |      |      |      |      |      |      |       |       |       | 0     | 0    | 0   | 0   | 0   | 0   |     |
| Dec | Rooms Sold 12/1      |      |      |      |      |      |      |      |       |       |       |       | 0    | 0   | 0   | 0   | 0   | 0   |
|     | Rooms sold month end |      |      |      |      |      |      |      |       |       |       |       | 0    | 0   | 0   | 0   | 0   | 0   |
|     | Total Pick Up        |      |      |      |      |      |      |      |       |       |       |       | 0    | 0   | 0   | 0   | 0   | 0   |