

# **Hospitality Performance Metrics:**

## 1. What is RevPAR ?

- RevPAR measures how much revenue a hotel generates for each available room, whether occupied or not.

- $$\text{RevPAR} = \frac{\text{Total Revenue from Room Sales}}{\text{Total Number Of Available Room}}$$

## 2. What is ADR ( Average Daily Rate)?

- ADR is a key metric used in the hotel industry to measure the average revenue earned per occupied room per day.

- $$\text{ADR} = \frac{\text{Total Room Revenue}}{\text{Number of Rooms Sold}}$$

### 3. What is Occupancy ?

- Occupancy in the hospitality or hotel industry refers to the percentage of rooms that are occupied (checked-in) out of the total available rooms during a given time frame.
- $$\text{Occupancy} = \frac{\text{Number of Rooms Sold}}{\text{Number Of Available Room}} * 100\%$$

### 4. What is Realisation Percentage?

- The Realisation Percentage is a performance metric used to measure how many bookings successfully result in a "checked-out" status compared to the total number of bookings made.
- $$\text{Realisation \%} = \frac{\text{Successful Checked-Out Bookings}}{\text{Total Bookings}} * 100$$

5. What is DSRN ( Daily Sellable Room Nights) ?

- The total number of room nights available for sale each day, by room class.

6. What is DBRN ( Daily Booking Room Nights) ?

- The total number of room nights booked per day, broken down by room class.

7. What is DURN ( Daily Utilized Room Nights) ?

- The actual number of room nights utilized (occupied) daily, by room class.