

Detailed Date Pace Report

Detailed Date Pace Report: A 'business' point in time comparison of *this month*, comparing to the same dates as last year. The Detailed Day Pace Report differs from the general '[Pace Report](#)' in that is meant to be run for only a month at a time, and uses the *calendar days* to make a comparison against 'last year' for the same calendar days. This is perfect for analyzing the 'pace' of an event like 'Christmas', which is always on the 25th of each year. If you wish to use a similar Pace report but matching up Saturday Jan 1 with Saturday, Jan 2 last year, i.e. using 'week dates' as opposed to 'calendar days' then use the [Detailed Day Pace Report](#).

The Pace Report is used as a sales analysis of your future month's occupancy, ADR, REVPAR, arrivals, etc and then that same logic to compare to the **same dates as last year**. The report lines up the first day last year that *matches* the first day in this month current year. The purpose of the report is to be able to track the first Monday of this month with the first Monday of the same month last year, and so on. The 'pace' for this month is un-known, as we use Bookings with Rates as entered, including Hard Group Allocations, and not Folios posted with RENT. As a result, many of 'this period' bookings will modify, cancel, etc before becoming actual Revenue. Since we include Hard Allocations in any of your Group Bookings to reflect that these will *likely* be picked up as Bookings. But of course, some of these Hard Allocations to your Group Bookings will not result in actual bookings, let alone RENT postings.

The report then analyzes '**Last Year**' using the same logic, what your 'occupancy forecast' would have been had you run it from that date last year. Note, we don't use 'Hard Allocations' from the 'last year' period, as those Hard Allocations would have been released else booked as actual Bookings.

The '**Compare**' section of this report then lets you easily see how you are *differing* in this year's pace compared to last year at the same time.

The way to analyze this is to use the [Occupancy Forecast](#) report, as that model calculates the key indicators such as ADR and RevPAR.