

How a Multi-Destination Property Manager Increased Revenue through Service with RMS by Rented.



Rented

SOLUTION

Revenue Management Service

CLIENT PROFILE

100+ Units | Guesty PMS

MEASUREMENT

2019 v 2021 Jan-July

Comparison logic:

Exclude Covid impacted

2020 time periods.

CORE THEMES

- + 132% Average RevPAN
- + 137% Average Rent per Unit
- + 42% Occupancy Increase



Every single one of our more than seventy clients and one hundred properties have already surpassed their annual 2021 Goals... and it's only July 5th. We still have half the year to go!

The best my personal cabin ever did was a Gross of \$2500... with Rented, this same Cabin is now experiencing Gross amounts nearly of \$8000... incredible!

Daniel Perry
Owner, BookStayHop



MEET BOOKSTAYHOP

BookStayHop™ is Southern Oregon and Loreto Bay, Baja, Mexico's preferred online travel agent, providing vacation rental listings on almost 1000 booking sites worldwide. Our distinctive homes, cottages, and cabins are conveniently located throughout Southern Oregon, Northern California, and Loreto, Baja Mexico.

Our expert team provides personalized, concierge-level support to our guests. From the first inquiry to the final, five-star review, our Guest Services Managers attend to every detail, ensuring a memorable and relaxing stay. As longtime hikers, rafters, wine enthusiasts, and theatergoers, our local team is ready to help.



Rented

THE STORY

BSH came to Rented with static pricing and were not monitoring pricing because they were focused on the volume of reservations. The primary data point was overall revenue instead of RevPAN and other key metrics that show true success in using dynamic pricing for revenue management optimization.

FUTURE CONSIDERATIONS

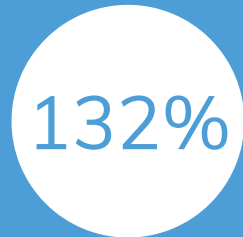
EVENTS

Focusing on historical demand due to events, and monitoring upcoming event changes, cancellations or scheduling revisions.

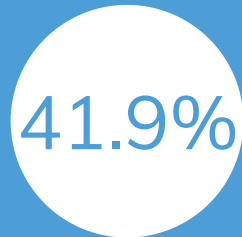
OWNER GROWTH

Traditionally BSH property inventory growth is through word of mouth... AMAZING! With strong improvements in KPIs through revenue management, inventory growth will continue and surpass prior years metrics.

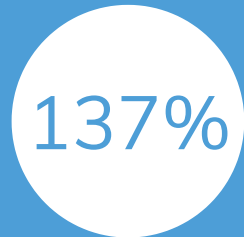
With Revenue Management Driving Incredible Results



Average Increase in RevPAN



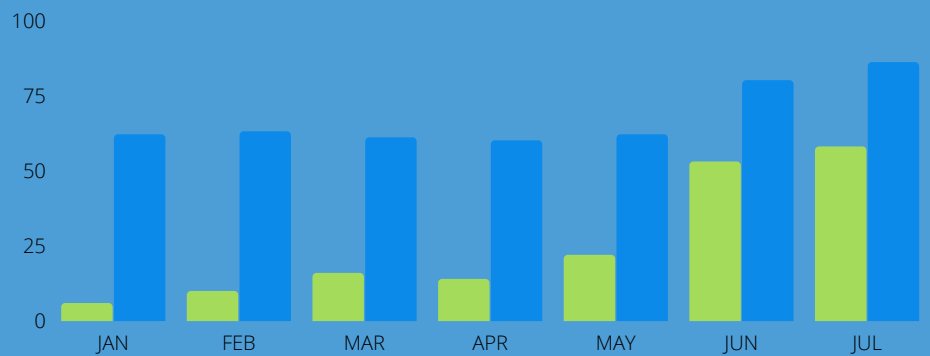
Occupancy Growth Increase



Average Increase in Rent per Unit

DRAMATIC ADJUSTED PAID OCCUPANCY GROWTH

Implementation of dynamic pricing and revenue management results in the consistent increase of RevPAN.

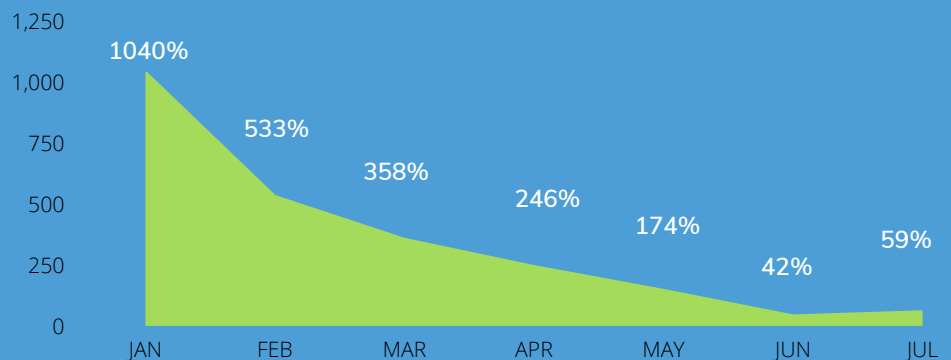


Paid Occupancy | Jan - July | 2019 v 2021

AVERAGE INCREASE IN REV PAN

RevPAN is a top KPI for determining the overall success of revenue management strategies.

RevPAN= Total Unit Revenue / Total Bookable Nights



RevPAN | Jan - July | 2019 v 2021

[Get Started For Free - Click Here](#)

