

REVMAX

REVENUE MANAGEMENT EXPERTS

22 | 18



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Five Pricing Methods

Five Pricing Methods

Market Based Pricing
Competitive Set Pricing
Length of Stay Pricing
Occupancy Based Pricing
Historical Based Pricing

Market Based Pricing

That you can trust

Market Based Pricing

Let the market set your rates

Set base
price
by **day**

Set floor
rates
by **day**

Easily
enable for
**one or all
units**

Competitive Set Pricing

That gives you the control

Competitive Set Pricing

You know the market

Choose
your **OWN**
comp set

Automatically set
strategy to the market
of **YOUR** choice

Length of Stay Pricing

Increase market exposure

Goal

\$700 for a 7 Night Stay

Goal

\$700 for a 7 Night Stay

\$700 for a 6 Night Stay

\$700 for a 5 Night Stay

\$700 for a 4 Night Stay

\$700 for a 3 Night Stay

\$700 for a 2 Night Stay

\$700 for a 1 Night Stay

Length of Stay Pricing

Nightly Minimums are Obsolete!

General

LOS Pricing

Occupant Pricing

Properties

History

Add Row

Add Column

Nightly Min.

07/21/2021 → 09/06/2021

09/07/2021 → 10/31/2021

11/01/2021 → 12/22/2021

1

2

3

N/A

200.0000%

↓

N/A

100.0000%

↓

N/A

33.0000%

↓

N/A

N/A

100.0000%

↓

N/A

50.0000%

↓

N/A

25.0000%

↓

N/A

N/A

50.0000%

↓

N/A

15.0000%

↓

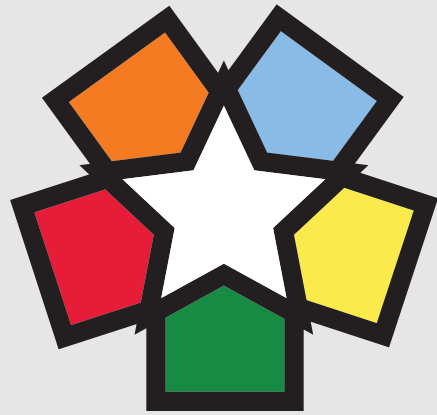
N/A

↓

N/A

LOS Pricing

How important is it?



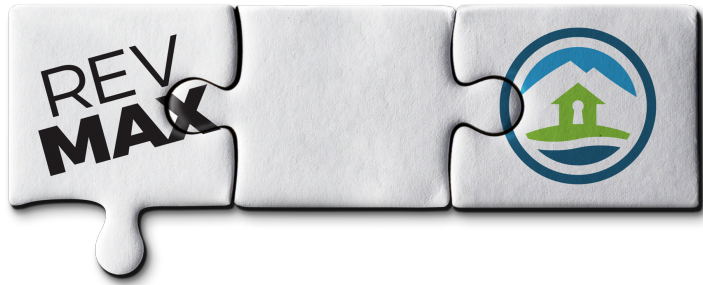
Gross Revenue

\$25M

Attributed to LOS

\$8M

Source: Teeming VR



Who Can Use RevMax?

Availability coming end of 2021

Who Can Use RevMax?

Services & More

RevMax-Revenue Management System

- 5 Pricing Methods for Rate Management
- Availability Optimization

Business and Market Intelligence Reporting

- Revenue Pacing, Booking Window, Source Reports
- Market Rates for Competitive Set

Training and Revenue Management Support

- Revenue Management Strategy Support
- Experienced Revenue Managers Available for Consulting

REVENUE MANAGEMENT

Questions for RevMax?

REVMAX