

	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Room Nights	180,156	206,054	190,016	196,170	164,458	104,232	69,853	23,469	1,134,408
Pace Targets	181,619	187,869	191,568	183,265	127,120	77,963	43,478	21,735	1,014,617
Variance	(1,463)	18,185	(1,552)	12,905	37,338	26,269	26,375	1,734	119,791
Consumption Benchmark	181,769	188,072	191,568	194,278	194,278	194,278	194,278	194,278	1,532,799
Pace Percentage	99%	110%	99%	107%	129%	134%	161%	108%	112%
Total Demand Room Nights	722,310	812,760	868,779	795,890	544,981	294,037	162,188	64,345	4,265,290
Lost Room Nights	542,154	606,706	678,763	599,720	380,523	189,805	92,335	40,876	3,130,882
Conversion Percentage	25%	25%	22%	25%	30%	35%	43%	36%	27%
Tentative Room Nights	1,000	50	0	33,046	111,839	109,508	48,102	24,301	327,846

Greater Palm Springs Events									
	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Events	231	130	54	264	153	73	37	12	954
Pace Targets	207	95	47	259	125	60	29	13	835
Variance	24	35	7	5	28	13	8	(1)	119
Consumption Benchmark	302	302	302	303	303	303	303	303	2,421
Pace Percentage	112%	137%	115%	102%	122%	122%	128%	92%	114%
Total Demand Events	721	333	129	871	438	179	84	32	2,787
Lost Events	490	203	75	607	285	106	47	20	1,833
Conversion Percentage	32%	39%	42%	30%	35%	41%	44%	38%	34%
Tentative Events	122	111	60	75	170	87	36	16	677

