

	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Room Nights	180,156	206,054	190,016	195,870	212,439	126,837	83,581	28,429	1,223,382
Pace Targets	181,619	187,869	191,568	195,129	154,930	97,242	56,852	29,679	1,094,888
Variance	(1,463)	18,185	(1,552)	741	57,509	29,595	26,729	(1,250)	128,494
Consumption Benchmark	181,769	188,072	191,568	196,997	196,997	196,997	196,997	196,997	1,546,394
Pace Percentage	99%	110%	99%	100%	137%	130%	147%	96%	112%
Total Demand Room Nights	722,310	812,760	868,779	834,935	726,669	403,365	216,893	95,510	4,681,221
Lost Room Nights	542,154	606,706	678,763	639,065	514,230	276,528	133,312	67,081	3,457,839
Conversion Percentage	25%	25%	22%	23%	29%	31%	39%	30%	26%
Tentative Room Nights	1,000	50	0	4,821	102,854	106,885	72,542	42,282	330,434

Greater Palm Springs Events									
	2016	2017	2018	2019	2020	2021	2022	2023	Total
Definite Events	231	130	54	300	238	97	51	15	1,116
Pace Targets	207	95	47	298	175	84	39	19	964
Variance	24	35	7	2	63	13	12	(4)	152
Consumption Benchmark	302	302	302	308	308	308	308	308	2,446
Pace Percentage	112%	137%	115%	101%	136%	115%	131%	79%	116%
Total Demand Events	721	333	129	986	695	269	121	52	3,306
Lost Events	490	203	75	686	457	172	70	37	2,190
Conversion Percentage	32%	39%	42%	30%	34%	36%	42%	29%	34%
Tentative Events	122	111	60	15	187	112	52	21	680

