



New Rates Manager | Weekly & Monthly Discounts

The latest Vrbo data reveals families are planning longer trips; 39% of travelers say their next vacation will be at least a week and 55% of families say they would spend more on longer stays.¹ To help you attract these longer stays, Escapia's new Rates Manager includes the option to add weekly and monthly discounts to any units you choose.

Weekly discounts apply to stays of 7 days or more, and monthly discounts apply to stays of 28 days or more. You have full control over which dates are eligible for weekly and monthly discounts so you can avoid periods of high demand as needed.

How it works: Weekly discount only

If only a weekly discount is entered, any booking with 7 nights or more will get the discounted rate for the entire length of the booking as long as each night falls within the dates of the set discounted period.

- Example: If a weekly discount of 15% is entered for the date range 1/1/22 - 3/31/22 and a 14-night booking is created for 3/1/22 - 3/15/22, then each night will receive the 15% discount.

If a booking is created that meets the 7+ nights requirement, but some of the dates fall outside of the set weekly discount range, only the nights that fall within the dates of the selected discounted period will receive the 15% discount. This feature allows you to restrict discounts in periods of high demand.

- Example: If a weekly discount of 15% is entered for 1/1/22 - 3/31/22 and a 7-night booking is created for 3/28/22 - 4/4/22, then only the first 4 nights will receive the 15% discount while the remaining 3 nights will be charged at the full nightly rate.

How it works: Monthly discount only

If a monthly discount is entered, any booking with 28 nights or more will get the discounted rate for the entire length of the booking as long as each night falls within the dates of the set discounted time period.

¹ Vrbo, "Race to reconnect; families booking Vrbo summer vacation homes earlier than ever," February 2021

If a booking is created that meets the 28+ night requirement, however, some of the dates fall outside of the set monthly discount range, only the nights that fall within the dates of the discounted time period receive the 15% discount.

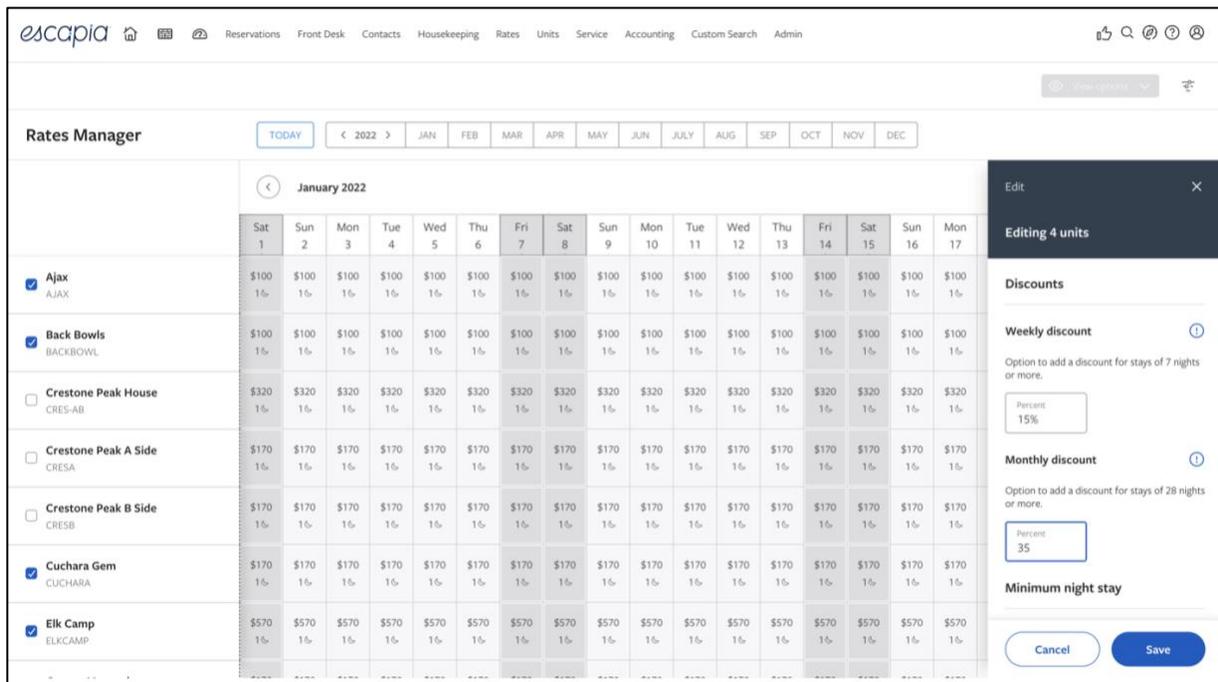
How it works: Weekly AND monthly discounts

If a weekly discount and a monthly discount exist for the same date range, bookings that are created for 7-27 nights will receive the weekly discount and those with 28 nights or more will receive the monthly discount. Discounts will only apply to the nights that fall within the dates of the selected discounted period.

There may be cases in a monthly booking where some dates have no discounts, some have weekly only, and some have monthly. Monthly discount will be used when it exists. If there is no monthly discount, weekly discount will be used for the dates that have them. If neither exist for a night, the regular nightly rate will be charged for that night.

Adding weekly and monthly discounts

To add weekly and/or monthly discounts, navigate to *Rates > Rates Manager* in Escapia’s main navigation menu. Discounts can be set at any time, even prior to setting rates. Select one or more unit(s) and use the right edit drawer to choose your dates and input the weekly and/or monthly discount:



Viewing weekly and monthly discounts

To easily view your weekly and monthly discounts, navigate to *Rates > Rates Manager* in Escapia’s main navigation, select the “View Options” menu in the top right, and click

the down arrow to expand the available views. You will then be able to select either the weekly discount view or the monthly discount view.

Each view will include the grid view with nightly rates displayed along with the associated discount percentage in each cell.

The screenshot shows the Escapia Rates Manager interface. At the top, there is a navigation bar with the Escapia logo and various menu items: Reservations, Front Desk, Contacts, Housekeeping, Rates, Units, Service, Accounting, Custom Search, and Admin. Below the navigation bar, there is a 'Rates Manager' section with a 'TODAY' button and a calendar navigation for 2022. A 'View options' dropdown menu is open, showing three options: 'Nightly rates', 'Weekly discounts' (which is selected), and 'Monthly discounts'. The main content is a calendar grid for January 2022, with columns for each day of the week (Sat 1 to Sat 23) and rows for different units. Each cell in the grid displays a nightly rate and a discount percentage. The units listed are: Ajax (AJAX), Back Bowls (BACKBOWL), Crestone Peak House (CRES-AB), Crestone Peak A Side (CRESA), Crestone Peak B Side (CRESB), Cuchara Gem (CUCHARA), and Elk Camp (ELKCAMP).

	Sat 1	Sun 2	Mon 3	Tue 4	Wed 5	Thu 6	Fri 7	Sat 8	Sun 9	Mon 10	Tue 11	Wed 12	Thu 13	Fri 14	Sat 15	Sun 16	Mon 17	Tue 18	Wed 19	Thu 20	Fri 21	Sat 22	Sun 23
<input type="checkbox"/> Ajax AJAX	\$100 15%																						
<input type="checkbox"/> Back Bowls BACKBOWL	\$100 15%																						
<input type="checkbox"/> Crestone Peak House CRES-AB	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320	\$320
<input type="checkbox"/> Crestone Peak A Side CRESA	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170
<input type="checkbox"/> Crestone Peak B Side CRESB	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170	\$170
<input type="checkbox"/> Cuchara Gem CUCHARA	\$170 15%																						
<input type="checkbox"/> Elk Camp ELKCAMP	\$570 15%																						

Changing or removing discounts

If you would like to change a discount that has been previously set, such as to adjust for a high period of demand, simply reselect that date range for those units and input a new discount percentage. To remove a discount completely, enter a value of "0" into the weekly and/or monthly discount fields and click save.

Checking your discounts

The Verify Pricing feature (*Units > Verify Pricing*) can be used to ensure your discounts are working as expected.

If there is an available discount, a weekly discount and/or a monthly discount column will appear showing the discounted rate. As a reminder, only the nights that fall within the dates of a set discounted period will be discounted. Non-discounted rates will still be displayed in the discount column, but the rate will be a duplicate of the rate in the previous column.

Once you navigate to *Units > Verify Pricing*, ensure the Pricing Plan is set to Rates Manager Pricing plan and follow these steps to test your rates:

1. Enter a Booking Date.
2. Enter a Stay Start Date and either Stay End Date or number of Nights.
3. Select the Reservation Type.
4. Select the Unit Code.
5. (Optional) Edit the quantity of Adults, Children, Dogs, Cats, Other Pets, and Occupancy %.
6. Click Test to display the results of the test. This shows how each rate rule affects the unit's rates for the provided criteria.
7. Repeat steps one through seven with different values to test different reservation scenarios.

The screenshot shows the 'Verify Pricing' interface in the Escapia system. The 'Pricing Plan' is set to 'Rates Manager Pricing'. The 'Booking Date' is 06/25/2021, 'First Night' is 01/07/2022, 'Nights' is 15, and 'Last Night' is 01/21/2022. The 'Reservation Type' is 'Ranter' and the 'Unit Code' is 'AJAX'. There are 2 Adults, 0 Children, 0 Dogs, 0 Cats, 0 Other Pets, and 0 Occupancy %.

Stay Date	Rate Segment	Rate Rule (\$)	
		Rates Manager Pricing Plan Nightly Rate	Rates Manager Pricing Plan Weekly % Discount
Fri 1/7/2022	Nightly Rate on 2022-01-07	100.00	85.00
Sat 1/8/2022	Nightly Rate on 2022-01-08	100.00	85.00
Sun 1/9/2022	Nightly Rate on 2022-01-09	100.00	85.00
Mon 1/10/2022	Nightly Rate on 2022-01-10	100.00	85.00
Tue 1/11/2022	Nightly Rate on 2022-01-11	100.00	85.00
Wed 1/12/2022	Nightly Rate on 2022-01-12	100.00	85.00
Thu 1/13/2022	Nightly Rate on 2022-01-13	100.00	85.00
Fri 1/14/2022	Nightly Rate on 2022-01-14	100.00	85.00
Sat 1/15/2022	Nightly Rate on 2022-01-15	100.00	85.00
Sun 1/16/2022	Nightly Rate on 2022-01-16	100.00	85.00
Mon 1/17/2022	Nightly Rate on 2022-01-17	100.00	85.00
Tue 1/18/2022	Nightly Rate on 2022-01-18	100.00	85.00
Wed 1/19/2022	Nightly Rate on 2022-01-19	100.00	85.00
Thu 1/20/2022	Nightly Rate on 2022-01-20	100.00	85.00
Fri 1/21/2022	Nightly Rate on 2022-01-21	100.00	85.00
Total:		1275.00	1275.00