

Revenue Management Trends in 2024*



What hotels see as the biggest *challenges* of 2024

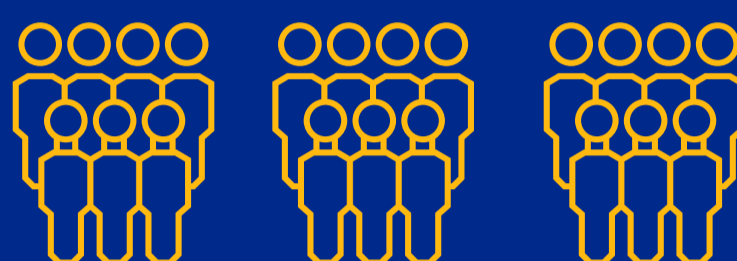
89.3%

Increased costs



82.1%

Staffing



41.1%

Lead times



Most important revenue management trends for 2024

58.9%

Profitability



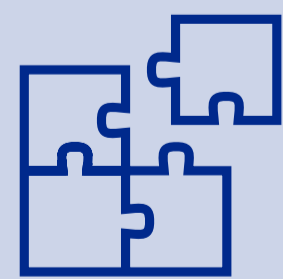
41.1%

Automation



30.4%

Integrated systems



How hotels plan to optimize business mix in 2024

71.4%

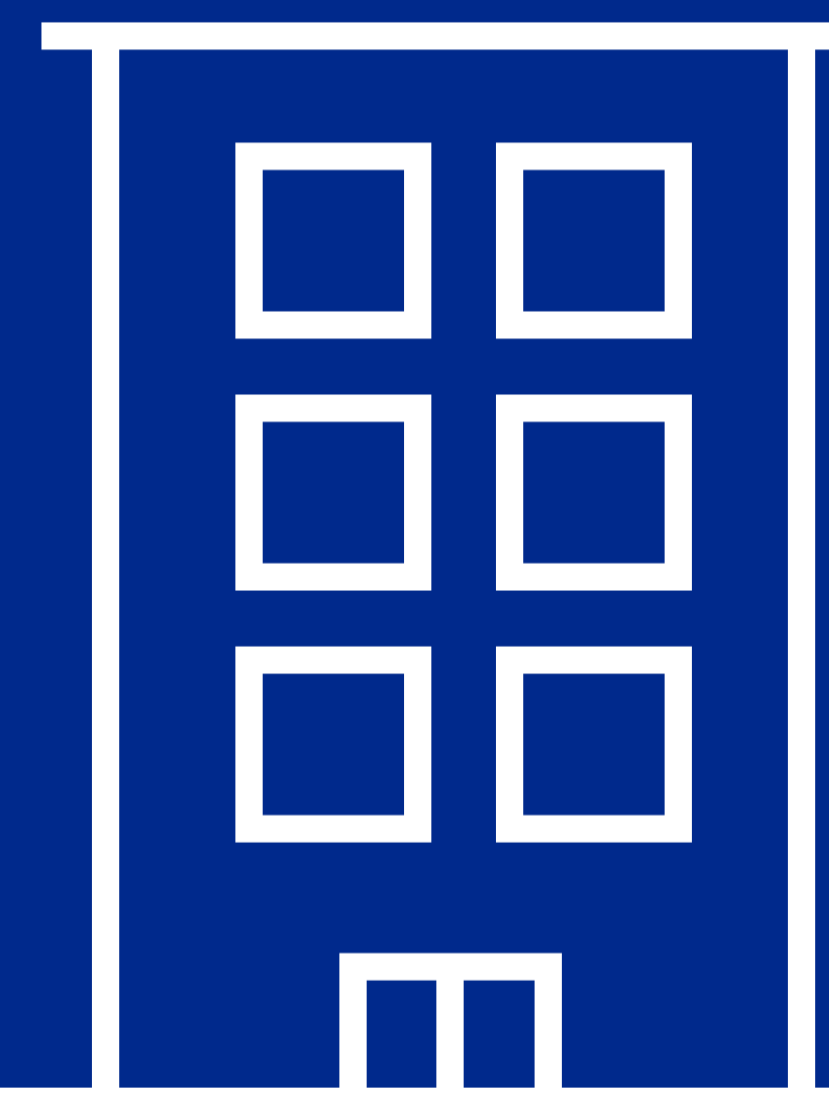
Channel management

44.6%

Groups business

37.5%

OTA business



What channels hotels will invest in for 2024

94.6%

Own website



67.9%

Metasearch



66.1%

Loyalty



More revenue insights for 2024

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*Duetto surveyed the global hotel industry from 1 December 2023 until 15 January 2024.