ROOM OCCUPANCY TAX COLLECTIONS

Post Date	2000-2001	2001-2002	2002-2003	2003-2004	2004-2005	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010
July	128,310.67	123,528.07	185,445.92	161,199.13	250,829.77	336,070.28	336,637.07	301,445.30	363,159.95	339,026.98
August	118,017.50	116,205.32	173,608.50	183,273.37	264,946.98	291,830.93	343,854.13	361,589.42	389,633.14	360,567.02
September	111,587.19	102,327.61	170,013.09	196,253.36	241,424.10	279,553.10	294,830.17	364,407.95	399,143.57	365,658.87
October	95,540.04	94,138.74	126,950.28	144,123.92	205,933.32	209,014.26	271,513.31	280,762.70	347,957.44	296,785.70
November	103,618.54	97,480.32	146,553.77	164,166.44	231,621.30	244,928.12	284,387.70	334,960.83	345,170.11	276,320.71
December	91,218.92	107,051.87	141,546.37	161,908.75	214,983.43	238,029.20	291,909.40	309,883.08	381,967.05	435,453.03
January	79,450.91	89,682.53	126,752.50	137,624.62	155,718.64	207,631.83	213,376.10	257,492.25	288,017.15	268,640.84
February	82,959.77	99,904.27	133,421.20	193,013.38	227,222.41	242,478.41	277,993.69	334,605.74	333,629.52	343,152.77
March	96,954.68	109,582.31	157,987.52	211,597.95	256,514.12	274,852.51	268,641.52	358,988.83	400,326.58	367,475.03
April	106,757.21	163,907.23	172,639.78	264,226.73	306,358.58	286,347.17	347,154.06	492,237.11	336,489.95	437,336.88
May	116,726.97	168,042.47	176,066.82	254,647.12	268,177.84	324,472.01	348,309.67	394,595.10	368,992.57	393,986.98
June	107,784.39	156,580.28	169,240.02	249,107.34	271,633.15	328,233.54	325,386.11	386,760.33	310,267.96	372,652.89
Totals	1,238,926.79	1,428,431.02	1,880,225.77	2,321,142.11	2,895,363.64	3,263,441.36	3,603,992.93	4,177,728.64	4,264,754.99	4,257,057.70

Post Date	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020
July	438,741.88	452,412.78	624,476.43	427,020.30	518,865.05	505,350.40	492,196.17	576,022.66	566,571.83	616,007.39
August	419,571.62	465,383.36	439,494.51	414,776.56	527,058.29	534,264.16	533,898.37	550,605.02	598,512.32	612,953.38
September	459,343.97	466,681.51	482,850.23	471,180.83	523,095.44	516,935.54	514,505.96	541,513.38	575,608.96	
October	333,249.36	394,789.27	418,322.30	356,451.38	407,271.39	435,374.91	464,514.13	531,233.18	705,399.23	
November	489,368.28	401,853.68	386,482.23	374,983.95	455,358.89	469,961.70	659,624.68	494,055.36	732,570.21	
December	379,815.62	405,611.47	395,337.12	400,740.02	423,483.46	395,669.19	591,618.98	440,999.52	562,947.21	
January	288,429.36	330,666.46	341,070.02	365,101.42	392,873.44	378,797.23	473,784.04	384,417.65	449,227.19	
February** ^	331,584.11	386,879.53	339,719.32	394,994.84	448,133.93	415,211.71	485,476.58	448,570.60	516,052.05	
March	498,306.80	424,671.87	488,798.46	420,981.03	427,874.35	445,572.85	435,869.86	456,201.31	562,868.63	
April (4%)	483,269.03	486,917.52	449,316.86	477,590.01	497,083.53	524,947.03	558,849.05	608,128.64	674,723.67	
May	465,979.75	433,886.59	414,154.62	579,994.21	478,516.58	554,097.74	538,682.01	567,287.11	635,921.08	
June	456,086.59	409,425.98	433,857.67	441,628.81	533,301.36	463,313.26	504,653.66	545,946.50	664,959.83	
Totals	5,043,746.37	5,059,180.02	5,213,879.77	5,125,443.36	5,632,915.71	5,639,495.72	6,253,673.49	6,144,980.93	7,245,362.21	1,228,960.77

**Room Occupancy tax rate increased January 1, 2004 to 5%. Collection of taxes @ new rate were received during the month of Feb 04.

^ Room Occupancy tax rate increased January 1, 2005 to 6%. Collection of taxes @ new rate were received during the month of Feb 05.

******County offices were closed due to Hurricane Florence from 12:00 pm 9/12/18 until 9/19/18

BUSINESS I-95 / U.S. 301

Airport Inn Ambassador Inn Carolina Motor Inn Cloverleaf Motel Coliseum Inn Crown Inn Economy Inn Mt Rose Hotel night Inn Relax Inn Roadside Inn Royal Inn Travel Inn

I-95

Baymont Inn & Suites Comfort Inn Days Inn Deluxe Inn DoubleTree by Hilton Fayetteville Econo Lodge (I-95) Econo Lodge Wade [fka Days Inn - Wade] Fairfield Inn-Cedar Crk Rd Hampton Inn & Suites Fayetteville I-95 Holiday Inn 195 South Motel 6 *sold to Travelodge 4/9/18 Quality Inn Red Roof Inn [fka Country Hearth Inn] Rodeway Inn <> opened 12/18/17 in 1/2 of Econo Lodge I-95 Rodeway Inn Fayetteville Sleep Inn (Cedar Crk Rd) Super 8 Motel Travelodge by Wyndham *new owner 4/9/19 - fka Motel 6 Tru by Hilton Fayetteville I-95

MALL AREA

Affordable Suites Candlewood Suites Comfort Inn (Cross Crk) Courtyard by Marriott Days Inn & Suites <> [fka Innkeeper of Fayetteville] Embassy Suites Extended Stay America #127 Extended Stay Deluxe #1596 Fayetteville Baymont Inn & Suites Fayetteville Ramada Hampton Inn - Skibo Hilton Garden Inn

MALL AREA (continued)

Holiday Inn Express-Cross Crk Home 2 Suites Homewood Suites Red Lion Inn (Cross Creek) (fka Fairfield Inn) Red Roof Inn & Suites ~ [fka Fayetteville Inn & Suites] Residence Inn by Marriott Springhill Suites TownePlace Suites by Marriott Wingate Inn WoodSpring Suites (Cliffdale Rd) [fka Value Place] WoodSpring Suites (Walter Reed Rd) [fka Value Place]

SPRING LAKE

Country Inn & Suites Courtyard by Marriott Gateway Inn Hampton Inn Sleep Inn Starlite Motel *Destroyed by Hurricane Florence 9/13/18 Super 8 Motel *Removed from Spring Lake hotels filing

MISC FAYETTEVILLE

Airbnb Inc

Apartment Jet Inc (Ivanhoe Ct) Apartment Jet Inc (Sawtooth Dr) America's Best Value Inn Cameran Jenkins *new - 1/1/19 (filed 1st rtn for July 2019) Carl Warden *new - 3/17/19 Daniel Kidd *new - 3/17/19 *removed from 195 Jan 2019 - less than 20 rooms Eastover Inn Egencia LLC Fairfield Inn & Suites (Ramsey St) Fairlane Lodge Family Lodge Fayetteville RV Resort Highland Lodge Holiday Inn Express (Hope Mills) Hotels.com, LP Hotwire Inc Jamie Britt Strout *new - 3/17/19 Justin Perusek *new - 3/17/19 Knights Inn National Corporate Housing Oakwood Corporate Housing

MISC FAYETTEVILLE (continued)

Orbitz LLC Quality Inn & Suites R Chi I I C *new - 3/17/19 Regency Inn Robert Henderson *new - 3/17/19 Ruben Garcia *new - 3/17/19 SOF Rentals Studio 6/Motel 6 Fayetteville The Duke's House The Loft The Preserve at Grande Oaks SPE LLC TK RE Holdings LLC (Dandridge Dr) *new - 3/17/19 TK RE Holdings LLC (Milton St) *new - 3/17/19 Travelscape LLC **Tropical Motel** Tuscan Villa Cottage Waterdown Residences Westlake at Morganton WoodSpring Suites (W Rowan St) [fka Value Place]

Relocation and Corporate Concepts Inc filed final rtn July 2019 - No longer has apartment for rent

Pacifico Soldati (Avalara MyLodge Tax) removed from list - rec'd notification that rtn & pmt is remitted thru Airbnb Inc Marriott Execustay removed from list - rec'd notice

that they were no longer doing business in Cumberland County

MISC FORT BRAGG

Landmark Inn Rest Easy LLC - Moon Hall Rest Easy LLC - Normandy

Rest Easy LLC - Hardy Hall *Closed 5/31/19 Rest Easy LLC - Delmont *Closed 5/31/19 *Removed from Fort Bragg hotels filing

ROOM OCCUPANCY MONTHLY & YEAR TO DATE RECAP / FY 2019 - 2020

FY 2019 - 2020	Business I-95	I-95	Mall	Spring Lake	Misc Fayetteville	Misc Ft Bragg	TOTAL
FT 2019 - 2020	Tax Paid by	Tax Paid by	Tax Paid by	Tax Paid by	Tax Paid by	Tax Paid by	COLLECTIONS
July	\$2,306.03	\$55,157.05	\$172,376.18	\$52,468.68	\$33,720.06	\$21,498.72	\$337,526.72
Aug	\$2,981.01	\$55,931.30	\$160,950.29	\$48,715.77	\$35,068.40	\$17,815.84	\$321,462.61
Sept							\$0.00
Oct							\$0.00
Nov							\$0.00
Dec							\$0.00
Jan							\$0.00
Feb							\$0.00
Mar							\$0.00
Apr							\$0.00
May							\$0.00
June							\$0.00
Total Receipts	\$5,287.04	\$111,088.35	\$333,326.47	\$101,184.45	\$68,788.46	\$39,314.56	\$658,989.33

FY 2019 - 2020	Business I-95 Tax Paid by Non-	I-95 Tax Paid by Non-	Mall Tax Paid by Non-	Spring Lake Tax Paid by Non-	Misc Fayetteville Tax Paid by Non-	Misc Ft Bragg Tax Paid by Non-	TOTAL COLLECTIONS
July	\$14,355.21	\$92,828.66	\$133,884.28	\$0.00	\$37,412.52	\$0.00	\$278,480.67
Aug	\$16,937.47	\$90,866.53	\$133,688.90	\$0.00	\$43,909.46	\$6,088.41	\$291,490.77
Sept							\$0.00
Oct							\$0.00
Nov							\$0.00
Dec							\$0.00
Jan							\$0.00
Feb							\$0.00
Mar							\$0.00
Apr							\$0.00
May							\$0.00
June							\$0.00
Total Receipts	\$31,292.68	\$183,695.19	\$267,573.18	\$0.00	\$81,321.98	\$6,088.41	\$569,971.44

Net Occupancy*	\$1,194,381.55
1.5% CCCC	\$298,595.39
2.75% CVB	\$547,424.88
1.5% Arts Center	\$298,595.39
.25% Discret	\$49,765.89
* Net Occupancy - Occupancy Tax after collection fees deducted.	

***Properties that do not provide Room Nights Sold info to the Tax Office or have less than 20 rooms available for lodging defines "Tax Paid by Non-Reporting Properties"

Fayetteville Area Hotel / Motel Occupancy Rate & ADR Report* (Updated 9/5/19) / Fiscal Year July - June Page 1 *Properties compiled in this report have more than 20 rooms & cater primarily to transient, overnight guests

					BL	ISINESS I	-95						·			I-95	,	,	0 0						MALL	AREA				
						T										T					Ð									
		Oc	cupancy R	ate			Ave	rage Daily	Rate			Oc	cupancy Ra	ate			Avera	ge Daily Ra	ate			Oc	cupancy R	ate			Ave	rage Daily I	Rate	
Date	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2018- 2019	2018-2019	2017-2018	2016-2017	2015-2016
July	47.01%	34.01%	30.24%	47.95%	24.83%	\$39.80	\$65.93	\$46.63	\$39.35	\$35.52	73.21%	72.69%	57.61%	72.75%	67.77%	\$103.13	\$90.52	\$66.26	\$69.35	\$66.04	73.62%	72.32%	76.35%	72.86%	75.44%	\$85.00	\$83.85	\$81.09	\$78.95	\$79.30
Aug		28.89%	27.62%	45.60%	31.32%		\$63.82	\$52.68	\$40.08	\$35.60		74.79%	55.69%	69.22%	65.41%		\$90.31	\$75.03	\$66.65	\$62.83		75.63%	74.97%	71.87%	72.78%		\$83.54	\$83.60	\$79.37	\$81.96
Sep		42.88%	29.90%	45.17%	34.63%		\$76.38	\$56.74	\$40.25	\$36.65		69.33%	59.70%	64.79%	59.07%		\$98.95	\$76.35	\$65.55	\$65.83		80.95%	74.23%	67.71%	65.20%		\$86.13	\$84.79	\$75.44	\$78.13
Oct		37.23%	21.31%	48.52%	35.46%		\$85.58	\$55.59	\$43.09	\$35.66		80.00%	41.67%	82.69%	60.89%		\$96.48	\$64.02	\$73.29	\$65.58		85.76%	70.86%	83.23%	68.72%		\$86.12	\$77.22	\$84.24	\$77.28
Nov		36.01%	31.18%	52.47%	28.33%		\$65.07	\$51.84	\$41.28	\$42.23		77.60%	54.60%	81.64%	53.97%		\$86.03	\$81.83	\$71.26	\$64.49		72.49%	64.15%	77.70%	60.92%		\$83.37	\$73.70	\$83.93	\$75.54
Dec		29.72%	28.83%	50.97%	35.04%		\$63.94	\$51.36	\$41.14	\$32.83		59.38%	55.85%	72.60%	57.28%		\$85.95	\$77.52	\$62.48	\$62.62		59.21%	56.21%	65.32%	55.42%		\$77.78	\$69.31	\$79.99	\$72.41
Jan		23.92%	22.55%	45.56%	32.06%		\$67.25	\$54.20	\$40.22	\$32.20		54.34%	63.35%	62.72%	63.52%		\$86.67	\$78.98	\$67.39	\$64.87		65.78%	60.84%	68.16%	61.80%		\$82.51	\$78.81	\$80.62	\$75.97
Feb		29.87%	31.42%	50.93%	36.61%		\$68.33	\$46.36	\$41.14	\$34.96		70.57%	63.68%	55.27%	69.73%		\$90.86	\$75.07	\$65.25	\$65.98		74.78%	67.47%	69.76%	72.00%		\$85.22	\$82.43	\$80.90	\$77.01
Mar		36.39%	34.81%	50.60%	35.95%		\$76.69	\$63.72	\$41.81	\$37.81		74.30%	75.08%	63.40%	75.97%		\$92.24	\$80.05	\$66.48	\$68.96		74.99%	71.66%	77.45%	74.34%		\$106.98	\$86.81	\$78.85	\$80.28
Apr		33.47%	33.38%	25.37%	31.52%		\$61.13	\$61.04	\$55.39	\$37.97		80.10%	80.77%	63.49%	81.02%		\$100.20	\$87.76	\$68.45	\$73.93		76.97%	74.63%	76.89%	77.32%		\$84.66	\$85.63	\$79.92	\$83.87
May		34.44%	31.75%	32.76%	46.03%		\$63.15	\$63.10	\$57.53	\$37.27		79.60%	65.89%	53.28%	68.00%		\$103.59	\$77.44	\$65.31	\$68.97		77.76%	73.39%	73.44%	71.25%		\$113.00	\$80.74	\$75.88	\$75.04
June		38.13%	35.51%	33.13%	48.44%		\$54.28	\$65.15	\$55.30	\$38.21		51.88%	71.70%	63.91%	71.05%		\$148.33	\$88.02	\$65.35	\$68.94		78.61%	75.30%	81.52%	72.57%		\$82.18	\$82.97	\$78.86	\$76.62
YTD	47.01%	33.75%	29.88%	44.09%	35.02%	\$39.80	\$67.63	\$55.70	\$44.72	\$36.41	73.21%	70.38%	62.13%	67.15%	66.14%	\$103.13	\$97.51	\$77.36	\$67.23	\$66.59	73.62%	74.60%	70.01%	73.83%	68.98%	\$85.00	\$87.95	\$80.59	\$79.75	\$77.78

					SPRIN	G LAKE								MISCE	LLANEO	US FAYET	TEVILLE							MISCE	LLANEOU	JS FORT	BRAGG			
		Oc	cupancy R	ate			Ave	rage Daily	Rate			Oc	cupancy R	ate			Avera	ge Daily R	ate		1	Oc	cupancy R	ate			Ave	rage Daily I	Rate	
Date	2019 - 2020			2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020				2015-2016	2019 - 2020		ř –	2016-2017	2015-2016	2019 - 2020				2015-2016	2019 - 2020		2017-2018		2015-2016
July	46.32%	50.33%	52.21%	58.99%	53.31%	\$108.73	\$89.88	\$92.08	\$82.16	\$78.59	57.39%	58.53%	66.53%	63.94%	60.63%	\$63.79	\$53.05	\$50.84	\$51.99	\$52.86	83.23%	64.40%	64.31%	68.03%	68.03%	\$85.27	\$80.23	\$75.46	\$79.58	\$77.17
Aug		51.13%	49.99%	65.21%	56.55%		\$88.27	\$88.35	\$79.03	\$80.18		59.96%	67.67%	64.94%	64.27%		\$54.07	\$51.51	\$51.27	\$50.45		66.50%	75.23%	81.30%	69.50%		\$80.65	\$74.86	\$79.19	\$77.54
Sept		63.65%	51.63%	54.72%	45.45%		\$95.23	\$78.99	\$79.70	\$75.23		68.03%	64.89%	59.89%	57.66%		\$55.90	\$49.79	\$52.01	\$48.21		67.72%	62.35%	64.06%	64.78%		\$78.17	\$74.61	\$83.23	\$71.61
Oct		66.35%	45.18%	75.35%	49.27%		\$92.66	\$88.89	\$84.95	\$80.20		67.63%	54.62%	73.65%	52.01%		\$53.26	\$46.46	\$61.43	\$52.05		69.83%	60.34%	79.69%	66.27%		\$79.98	\$92.69	\$78.78	\$78.71
Nov		51.51%	46.19%	62.23%	40.32%		\$88.95	\$85.63	\$82.81	\$76.00		58.00%	68.29%	75.12%	60.43%		\$53.78	\$54.11	\$60.06	\$52.39		51.51%	52.44%	59.91%	48.92%		\$81.81	\$80.31	\$79.93	\$79.58
Dec		32.35%	33.26%	44.35%	34.20%		\$81.91	\$77.72	\$78.96	\$69.25		55.00%	58.08%	73.76%	52.34%		\$51.77	\$50.79	\$56.32	\$46.96		30.44%	34.48%	29.22%	31.37%		\$82.84	\$78.98	\$82.10	\$83.06
Jan		46.53%	38.15%	48.81%	37.61%		\$88.55	\$92.38	\$86.95	\$71.84		55.25%	58.00%	67.28%	48.23%		\$53.87	\$48.89	\$57.05	\$48.69		40.95%	63.26%	61.11%	54.90%		\$88.02	\$80.29	\$50.36	\$79.55
Feb		56.69%	52.47%	46.78%	43.74%		\$90.36	\$90.60	\$86.89	\$78.71		61.99%	61.84%	66.78%	60.97%		\$53.52	\$53.25	\$58.77	\$51.79		73.33%	60.87%	64.07%	53.69%		\$77.29	\$80.80	\$79.12	\$78.59
Mar		61.48%	59.83%	49.87%	45.30%		\$90.83	\$90.99	\$86.55	\$79.42		59.65%	61.47%	66.56%	79.59%		\$55.82	\$57.28	\$56.53	\$51.40		75.71%	72.29%	76.02%	67.41%		\$81.06	\$77.13	\$76.32	\$77.38
Apr		60.06%	59.14%	55.07%	55.25%		\$89.39	\$92.81	\$85.61	\$80.00		64.22%	56.89%	68.37%	63.01%		\$62.23	\$56.02	\$52.75	\$53.92		74.30%	59.42%	63.80%	74.28%		\$82.44	\$76.17	\$75.86	\$77.16
May		59.09%	40.73%	45.77%	47.15%		\$90.74	\$108.82	\$85.70	\$76.66		62.96%	54.28%	60.95%	57.01%		\$62.94	\$57.15	\$54.41	\$50.40		69.44%	60.30%	60.33%	56.11%		\$82.29	\$79.13	\$74.72	\$92.28
June		61.83%	52.09%	63.13%	56.93%		\$90.69	\$88.83	\$89.20	\$79.42		55.74%	57.58%	60.84%	62.54%		\$66.06	\$56.97	\$58.74	\$52.67		84.25%	68.09%	75.25%	54.54%		\$83.05	\$79.92	\$75.48	\$78.43
							-	7	T				-					1	1	T	•			ī	7					
YTD	46.32%	55.08%	48.41%	55.86%	47.09%	\$108.73	\$89.79	\$89.67	\$84.04	\$77.13	57.39%	60.58%	60.85%	66.84%	59.89%	\$63.79	\$56.36	\$52.76	\$55.94	\$50.98	83.23%	64.03%	61.12%	65.23%	59.15%	\$85.27	\$81.49	\$79.20	\$76.22	\$79.26

*Properties compiled in this report have more than 20 rooms & cater primarily to transient, overnight guests

				MO	ΝΤΗ ΤΟ Ι	DATE TO	TALS							Y	EAR TO I	DATE TOT	ALS			
		Oc	cupancy R	ate			Aver	age Daily	Rate			Oc	cupancy R	ate			Avera	ge Daily Ra	ate	
Date	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016
July	66.94%	64.91%	66.32%	68.82%	66.69%	\$85.81	\$79.48	\$74.50	\$73.42	\$72.71	66.94%	64.91%	66.32%	68.82%	64.00%	\$85.81	\$79.48	\$74.50	\$73.42	\$70.71
Aug		66.86%	66.50%	70.51%	66.86%		\$79.53	\$76.42	\$73.06	\$73.79		65.88%	66.41%	69.67%	64.37%		\$79.50	\$75.47	\$73.24	\$71.12
Sep		72.24%	64.59%	63.69%	60.14%		\$82.24	\$74.88	\$71.51	\$70.15		67.95%	65.82%	67.75%	63.90%		\$80.45	\$75.29	\$72.72	\$71.02
Oct		75.59%	57.61%	79.74%	61.70%		\$81.67	\$73.80	\$78.73	\$71.98		69.80%	63.69%	70.72%	63.68%		\$80.77	\$74.94	\$74.40	\$71.11
Nov		63.86%	58.39%	73.14%	54.85%		\$79.14	\$73.71	\$76.99	\$70.57		68.63%	62.69%	71.20%	62.90%		\$80.47	\$74.72	\$74.92	\$71.07
Dec		49.91%	54.35%	59.45%	48.35%		\$74.12	\$68.68	\$72.58	\$66.99		65.57%	61.40%	69.23%	61.61%		\$79.68	\$73.89	\$74.59	\$70.79
Jan		54.85%	57.04%	63.39%	55.51%		\$79.47	\$74.41	\$71.08	\$70.55		63.92%	60.76%	63.39%	59.26%		\$79.65	\$73.96	\$71.08	\$70.71
Feb		68.55%	62.02%	63.59%	63.04%		\$79.90	\$76.55	\$75.32	\$71.53		64.47%	57.20%	67.80%	59.71%		\$79.68	\$74.27	\$74.23	\$70.82
Mar		69.95%	67.59%	69.21%	69.81%		\$90.69	\$80.11	\$73.56	\$73.43		65.10%	61.68%	67.95%	60.83%		\$81.03	\$75.00	\$74.16	\$71.15
Apr		71.69%	66.88%	67.63%	71.53%		\$83.56	\$80.46	\$74.14	\$76.55		65.72%	62.22%	67.91%	61.84%		\$81.30	\$75.61	\$74.16	\$71.74
May		75.00%	62.03%	62.67%	63.52%		\$96.83	\$78.95	\$72.10	\$72.40		66.51%	62.20%	67.41%	61.98%		\$82.78	\$75.93	\$73.97	\$71.80
June		69.40%	66.80%	71.47%	66.21%		\$86.42	\$79.70	\$74.93	\$71.86		66.73%	62.59%	67.74%	62.32%		\$83.07	\$76.27	\$74.06	\$71.80
AVG	66.94%	66.90%	62.51%	67.78%	62.35%	\$85.81	\$82.75	\$76.01	\$73.95	\$71.88	66.94%	66.27%	62.75%	68.30%	62.20%	\$85.81	\$80.66	\$74.99	\$73.75	\$71.15

		BU	SINESS I	-95	
		operties R	eporting R	oom Nigh	ts Sold
Date	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016
July	3 of 11	3 of 11	3 of 11	3 of 12	3 of 12
Aug		4 of 11	3 of 11	3 of 12	4 of 12
Sep		4 of 11	3 of 11	3 of 12	4 of 12
Oct		3 of 11	3 of 11	3 of 12	4 of 12
Nov		4 of 11	3 of 11	3 of 11	4 of 12
Dec		4 of 11	3 of 11	3 of 11	4 of 12
Jan		3 of 11	4 of 12	3 of 11	4 of 12
Feb		3 of 11	3 of 12	3 of 11	4 of 12
Mar		2 of 11	4 of 12	3 of 11	4 of 12
Apr		3 of 11	4 of 12	3 of 11	3 of 12
May		3 of 11	3 of 12	3 of 11	3 of 12
June		3 of 11	3 of 11	3 of 11	3 of 12

			I-95				Μ	IALL ARE	A			SP	RING LA	KE			MISC F	AYETTE\	/ILLE			MISC	FORT B	RAGG			MONTH	TO DATI	TOTAL	S
						Π					1					1					1					1				
	# of Pi	roperties R	leporting I	Room Nigh	ts Sold		operties R	eporting R	loom Nigh	ts Sold		operties R	leporting R	loom Nigh	ts Sold	# of P	roperties Re	porting Ro	om Nights	Sold		operties R	eporting R	loom Nigh	ts Sold		operties R	eporting R	oom Nigh	nts Sold
Date	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018- 2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018- 2019	2017-2018	2016-2017	2015-2016
July	3 of 18	4 of 18	5 of 17	4 of 16	5 of 16	14 of 23	15 of 23	13 of 21	14 of 21	12 of 20	6 of 6*	7 of 7	5 of 7	4 of 6	5 of 6	8 of 11~	9 of 10	7 of 10	7 of 10	7 of 10	3 of 3^	4 of 5	4 of 5	4 of 5	5 of 5	37 of 72	42 / 74	37 / 71	36 / 70	37 / 69
Aug		4 of 18	5 of 17	4 of 16	4 of 16		15 of 23	13 of 21	14 of 21	14 of 20		7 of 7	6 of 7	4 of 6	5 of 6		8 of 10	7 of 10	7 of 10	7 of 10		4 of 5	4 of 5	4 of 5	5 of 5		42 / 74	38 / 71	36 / 70	39 / 69
Sep		3 of 18	5 of 17	4 of 16	5 of 16		15 of 23	12 of 21	13 of 21	14 of 20		7 of 7	6 of 7	4 of 6	5 of 6		9 of 10	8 of 10	7 of 10	7 of 10		4 of 5	4 of 5	4 of 5	4 of 5		42 / 74	38 / 71	35 / 70	39 / 69
Oct		4 of 18	5 of 17	4 of 16	5 of 16		14 of 23	13 of 21	14 of 21	15 of 21		7 of 7	6 of 7	5 of 6	5 of 6		9 of 10	7 of 10	6 of 10	7 of 10		4 of 5	4 of 5	4 of 5	4 of 5		41/74	38 / 71	36 / 70	40 / 70
Nov		4 of 18	4 of 17	4 of 16	5 of 16		15 of 23	13 of 21	14 of 21	15 of 21		6 of 6*	6 of 7	4 of 6	5 of 6		8 of 10	6 of 10	7 of 10	6 of 10		4 of 5	4 of 5	4 of 5	4 of 5		41/73	36 / 71	36 / 69	39 / 70
Dec		5 of 19	4 of 18	4 of 16	5 of 16		13 of 23	14 of 21	14 of 21	15 of 21		6 of 6*	6 of 7	5 of 7	5 of 6		9 of 10	7 of 10	6 of 10	7 of 10		4 of 5	4 of 5	4 of 5	5 of 5		41/74	38 / 72	36 / 70	41 / 70
Jan		5 of 18	4 of 18	4 of 16	4 of 16		14 of 23	14 of 21	14 of 21	15 of 21		6 of 6*	5 of 7	6 of 7	5 of 6		9 of 10	8 of 10	7 of 10	7 of 10		4 of 5	4 of 5	4 of 5	5 of 5		41/73	39 / 73	38 / 70	40 / 70
Feb		4 of 18	2 of 18	3 of 16	4 of 16		14 of 23	14 of 21	14 of 21	15 of 21		6 of 6*	6 of 7	5 of 7	4 of 6		9 of 10	8 of 10	7 of 10	7 of 10		5 of 5	4 of 5	4 of 5	5 of 5		41/73	37 / 73	36 / 70	39 / 70
Mar		4 of 18	3 of 18	3 of 16	4 of 16		14 of 23	15 of 22	12 of 21	15 of 21		6 of 6*	6 of 7	6 of 7	4 of 6		8 of 10	8 of 10	7 of 10	6 of 10		5 of 5	4 of 5	4 of 5	5 of 5		37 / 73	40 / 74	35 / 70	38 / 70
Apr		4 of 18	4 of 18	5 of 16	4 of 16		14 of 23	15 of 22	14 of 21	15 of 21		6 of 6*	6 of 7	6 of 7	5 of 6		7 of 10	9 of 10	7 of 10	7 of 10		5 of 5	4 of 5	4 of 5	4 of 5		39 / 73	42 / 74	39 / 70	38 / 70
May		3 of 18	3 of 18	4 of 16	4 of 16		14 of 23	15 of 22	14 of 21	14 of 21		6 of 6*	7 of 7	6 of 7	4 of 6		8 of 10	9 of 10	7 of 10	7 of 10		5 of 5	4 of 5	4 of 5	4 of 5		39 / 73	41/74	38 / 70	36 / 70
June		3 of 18	4 of 18	4 of 16	4 of 16		14 of 23	15 of 23	13 of 21	15 of 21		6 of 6*	7 of 7	6 of 7	4 of 6		7 of 10	8 of 10	7 of 10	7 of 10		3 of 3^	4 of 5	4 of 5	4 of 5		36/71	41/74	37 / 70	37 / 70

*** 1 property was added to Spring Lake eff w/ Dec 2016 room occupancy returns filed

*** 1 property was added to I-95 eff w/ July 2017 room occupancy returns filed

*** 1 property was added to I-95 eff w/ Dec 2017 room occupancy returns filed

*** 1 property was added to Business I-95 eff w/ Jan 2018 room occupancy returns filed

*** 1 property was added to Mall eff w/ Mar 2018 room occupancy returns filed

*** 1 property was removed from Business I-95 eff w/ June 2018 room occupancy returns filed / has less than 20 rooms

*** 1 property was added to Mall eff w/ June 2018 room occupancy returns filed

*Starlite Motel removed from Spring Lake as it was destroyed by Hurricane Florence

*** 1 property was added to I-95 eff w/ Dec 2018 room occupancy returns filed

*** 1 property was removed from I-95 eff w/ January 2019 room occupancy returns filed / has less than 20 rooms

^2 properties removed from Misc Ft Bragg as they closed as of 5/31/19

~ 1 property was added to Misc Fayetteville eff w/ July 2019 room occupancy returns filed

ROOM OCCUPANCY MONTHLY & YEAR TO DATE RECAP / FY 2019 - 2020

This report is using	"Gross Receipts Sales p	prior to Exemptions and/or	r 90 day sales being subtracted"
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Month	Business I-95	I-95	Mall	Spring Lake	Misc Fayetteville	Misc Ft Bragg	TOTAL
of Sales	Sales Reported	Sales Reported	SALES REPORTED				
July	\$55,683.58	\$973,694.42	\$3,126,845.56	\$811,929.44	\$683,148.95	\$677,664.82	\$6,328,966.77
Aug							\$0.00
Sept							\$0.00
Oct							\$0.00
Nov							\$0.00
Dec							\$0.00
Jan							\$0.00
Feb							\$0.00
Mar							\$0.00
Apr							\$0.00
May							\$0.00
June							\$0.00
Totals	\$55,683.58	\$973,694.42	\$3,126,845.56	\$811,929.44	\$683,148.95	\$677,664.82	\$6,328,966.77

Month	Business I-95	I-95	Mall	Spring Lake	Misc Fayetteville	Misc Ft Bragg	TOTAL
of	Rooms	Rooms	Rooms	Rooms	Rooms	Rooms	ROOMS
Sales	Available	Available	Available	Available	Available	Available	AVAILABLE
July	2976	12896	49972	16120	18662	9548	110174
Aug							0
Sept							0
Oct							0
Nov							0
Dec							0
Jan							0
Feb							0
Mar							0
Apr							0
May							0
June							0
Totals	2976	12896	49972	16120	18662	9548	110174

Month	Business I-95	I-95	Mall	Spring Lake	Misc Fayetteville	Misc Ft Bragg	TOTAL
of	Room Nights	Room Nights	Room Nights	Room Nights	Room Nights	Room Nights	ROOM NIGHTS
Sales	Sold	Sold	Sold	Sold	Sold	Sold	SOLD
July	1399	9441	36788	7468	10710	7947	73753
Aug							0
Sept							0
Oct							0
Nov							0
Dec							0
Jan							0
Feb							0
Mar							0
Apr							0
May							0
June							0
Totals	1399	9441	36788	7468	10710	7947	73753

ROOM OCCUPANCY MONTHLY & YEAR TO DATE RECAP / FY 2018 - 2019

-							
	Business I-95	I-95	Mall	Spring Lake	Misc Fayetteville	Misc Ft Bragg	TOTAL
Month	# of Reporting	# of Reporting	# OF REPORTING				
	Properties	Properties	Properties	Properties	Properties	Properties	PROPERTIES
July	3 of 11	3 of 18	14 of 23	6 of 6*	8 of 11~	3 of 3^	37 of 72
Aug							
Sept							
Oct							
Nov							
Dec							
Jan							
Feb							
Mar							
Apr							
May							
June							

*Removed Starlite Motel as it was destroyed by Hurricane Florence

Misc Ft Bragg - ^2 Properties were closed as of June 2019

Misc Fayetteville - ~New property opened July 2019

MTD TOTAL SALES REPORTED	MTD TOTAL SALES REPORTED MTD TOTAL ROOMS AVAILABLE MTD TOTAL ROOMS			
\$6,328,966.77	110174	73753		
MTD Total Room Nights Sold divided by MTD Total Rooms Available =				
OCCUPANCY RATE				
MTD Total Sales Reported divided by MTD Total Room Nights Sold = ADR				

YTD TOTAL SALES REPORTED	YTD TOTAL ROOMS AVAILABLE YTD TOTAL ROOM		M NIGHTS SOLD	
\$6,328,966.77	110174	73753		
YTD Total Room Nights Sold divided by YTD Total Rooms Available =				
OCCUPANCY RATE				
YTD Total Sales Reported divided by YTD Total Room Nights Sold = ADR				