# **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	597,417.65

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	3,295,875.60
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	
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	
April <b>(4%)</b>	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	
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	
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	
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	
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	369,027.53
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	547,245.19
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	553,224.46
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	597,417.65
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

\*\*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 Express Fayetteville \*new 10/1/19 Holiday Inn 195 South Motel 6 \*sold to Travelodge 4/9/18 Quality Inn \*new owner 10/1/19 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

#### MALL AREA (continued)

Hilton Garden Inn 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 \*new owner - 8/9/19 Hampton Inn Sleep Inn Super 8 Motel Starfite Matel \*Destroyed by Unreigene Eleronee 0/12/18

Starlite Motel \*Destroyed by Hurricane Florence 9/13/18 \*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 Brian Gerardi \*new - 10/1/19 Cameran Jenkins \*new - 1/1/19 (filed 1st rtn for July 2019) \*new - 3/17/19 Carl Warden Daniel Kidd \*new - 3/17/19 Eastover Inn \*removed from 195 Jan 2019 - less than 20 rooms Egencia LLC Fairfield Inn & Suites (Ramsey St) Fairlane Lodge Family Lodge Fayetteville RV Resort Francine Ndamage \*new - 10/1/19 **Highland Lodge** Holiday Inn Express (Hope Mills) HomeAway.com Inc \*new - 10/1/19 Hotels.com, LP Hotwire Inc

## MISC FAYETTEVILLE (continued)

Just Me in NC LLC \*new 11/1/19 Justin Perusek \*new - 3/17/19 Knights Inn National Corporate Housing Orbitz LLC Quality Inn & Suites \*new - 3/17/19 R Chi LLC Regency Inn Robert Henderson \*new - 3/17/19 \*new - 3/17/19 Ruben Garcia 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]

Jamie Britt Strout \*No longer a rental as of 10/1/19 Oakwood Corporate House filed final rtn as of 9/11/19 No longer has apartment for rent

## MISC FORT BRAGG

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

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

FY 2019 - 2020	<b>Business I-95</b> Tax Paid by Reporting Properties	<b>I-95</b> Tax Paid by Reporting Properties	<b>Mall</b> Tax Paid by Reporting Properties	<b>Spring Lake</b> Tax Paid by Reporting Properties	<b>Misc Fayetteville</b> Tax Paid by Reporting Properties	<b>Misc Ft Bragg</b> Tax Paid by Reporting Properties	TOTAL 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	\$3,261.69	\$56,758.41	\$166,465.83	\$48,555.04	\$38,071.04	\$23,322.64	\$336,434.65
Oct	\$2,717.67	\$37,344.23	\$159,880.43	\$42,224.97	\$32,402.91	\$27,720.24	\$302,290.45
Nov	\$3,275.64	\$36,551.22	\$147,265.42	\$37,738.27	\$31,430.20	\$21,841.31	\$278,102.06
Dec	\$1,198.55	\$32,632.71	\$71,992.54	\$37,398.17	\$6,817.40	\$20,494.39	\$170,533.76
Jan							\$0.00
Feb							\$0.00
Mar							\$0.00
Apr							\$0.00
May							\$0.00
June							\$0.00
Total Receipts	\$15,740.59	\$274,374.92	\$878,930.69	\$267,100.90	\$177,510.01	\$132,693.14	\$1,746,350.25

FY 2019 - 2020	Business I-95 Tax Paid by Non- Reporting Properties***	<b>I-95</b> Tax Paid by Non- Reporting Properties***	Mall Tax Paid by Non- Reporting Properties***	<b>Spring Lake</b> Tax Paid by Non- Reporting Properties***	Misc Fayetteville Tax Paid by Non- Reporting Properties***	<b>Misc Ft Bragg</b> Tax Paid by Non- Reporting Properties***	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	\$15,366.25	\$77,849.97	\$121,414.11	\$1,457.66	\$44,895.01	\$0.00	\$260,983.00
Oct	\$16,013.00	\$70,963.35	\$115,020.87	\$0.00	\$48,936.79	\$0.00	\$250,934.01
Nov	\$15,734.40	\$69,047.39	\$132,791.36	\$0.00	\$22,146.15	\$0.00	\$239,719.30
Dec	\$11,058.70	\$35,207.77	\$130,081.15	\$0.00	\$22,146.15	\$0.00	\$198,493.77
Jan							\$0.00
Feb							\$0.00
Mar							\$0.00
Apr							\$0.00
May							\$0.00
June							\$0.00
Total Receipts	\$89,465.03	\$436,763.67	\$766,880.67	\$1,457.66	\$219,446.08	\$6,088.41	\$1,520,101.52

Net Occupancy*	\$3,191,122.73
1.5% CCCC	\$797,780.68
2.75% CVB	\$1,462,597.92
1.5% Arts Center	\$797,780.68
.25% Discret	\$132,963.45
* Not Occurrence Occurrence True from a llastice for a daducte d	

\* 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 1/13/2020) / Fiscal Year July - June Page 1

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

	[				BU	SINESS I	-95								I-3	95									MALI	. AREA				
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		Oc	cupancy R	ate			Ave	rage Daily	Rate			Oc	cupancy R	ate			Ave	rage Daily	Rate			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	49.00%	28.89%	27.62%	45.60%	31.32%	\$42.16	\$63.82	\$52.68	\$40.08	\$35.60	54.57%	74.79%	55.69%	69.22%	65.41%	\$97.27	\$90.31	\$75.03	\$66.65	\$62.83	73.20%	75.63%	74.97%	71.87%	72.78%	\$84.30	\$83.54	\$83.60	\$79.37	\$81.96
Sep	64.25%	42.88%	29.90%	45.17%	34.63%	\$28.01	\$76.38	\$56.74	\$40.25	\$36.65	37.45%	69.33%	59.70%	64.79%	59.07%	\$103.17	\$98.95	\$76.35	\$65.55	\$65.83	71.14%	80.95%	74.23%	67.71%	65.20%	\$85.25	\$86.13	\$84.79	\$75.44	\$78.13
Oct	53.76%	37.23%	21.31%	48.52%	35.46%	\$37.87	\$85.58	\$55.59	\$43.09	\$35.66	33.62%	80.00%	41.67%	82.69%	60.89%	\$93.97	\$96.48	\$64.02	\$73.29	\$65.58	70.90%	85.76%	70.86%	83.23%	68.72%	\$85.92	\$86.12	\$77.22	\$84.24	\$77.28
Nov	8.65%	36.01%	31.18%	52.47%	28.33%	\$48.72	\$65.07	\$51.84	\$41.28	\$42.23	15.83%	77.60%	54.60%	81.64%	53.97%	\$104.21	\$86.03	\$81.83	\$71.26	\$64.49	28.83%	72.49%	64.15%	77.70%	60.92%	\$98.24	\$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
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YTD	44.53%	33.75%	29.88%	44.09%	35.02%	\$39.31	\$67.63	\$55.70	\$44.72	\$36.41	42.94%	70.38%	62.13%	67.15%	66.14%	\$100.35	\$97.51	\$77.36	\$67.23	\$66.59	63.54%	74.60%	70.01%	73.83%	68.98%	\$87.74	\$87.95	\$80.59	\$79.75	\$77.78

					SPRIN	g lake								MISCEL	LANEOU	S FAYET	TEVILLE							MISCE	LLANEOU	JS FORT	BRAGG			
		Qc	cupancy R	ate		1	Ave	rage Daily	Rate		1	00	cupancy R	ate			Ave	rage Daily	Rate		ſ	00	cupancy R	ate			Ave	rage Daily	Rate	
Date	2019 - 2020	2018-2019	. ,		2015-2016	2019 - 2020	1	2017-2018	2016-2017	2015-2016	2019 - 2020				2015-2016	2019 - 2020	2018-2019		1	2015-2016	2019 - 2020	2018-2019		1	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	56.53%	51.13%	49.99%	65.21%	56.55%	\$88.80	\$88.27	\$88.35	\$79.03	\$80.18	59.67%	59.96%	67.67%	64.94%	64.27%	\$63.52	\$54.07	\$51.51	\$51.27	\$50.45	85.58%	66.50%	75.23%	81.30%	69.50%	\$84.51	\$80.65	\$74.86	\$79.19	\$77.54
Sept	50.05%	63.65%	51.63%	54.72%	45.45%	\$90.14	\$95.23	\$78.99	\$79.70	\$75.23	56.01%	68.03%	64.89%	59.89%	57.66%	\$61.12	\$55.90	\$49.79	\$52.01	\$48.21	73.92%	67.72%	62.35%	64.06%	64.78%	\$85.19	\$78.17	\$74.61	\$83.23	\$71.61
Oct	44.06%	66.35%	45.18%	75.35%	49.27%	\$88.56	\$92.66	\$88.89	\$84.95	\$80.20	50.95%	67.63%	54.62%	73.65%	52.01%	\$62.54	\$53.26	\$46.46	\$61.43	\$52.05	82.36%	69.83%	60.34%	79.69%	66.27%	\$86.00	\$79.98	\$92.69	\$78.78	\$78.71
Nov	40.54%	51.51%	46.19%	62.23%	40.32%	\$98.56	\$88.95	\$85.63	\$82.81	\$76.00	10.74%	58.00%	68.29%	75.12%	60.43%	\$50.82	\$53.78	\$54.11	\$60.06	\$52.39	38.74%	51.51%	52.44%	59.91%	48.92%	\$86.17	\$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
	1	1	1			1	1	1			1			1	1	1			1	1	1			1	1					
YTD	47.50%	55.08%	48.41%	55.86%	47.09%	\$94.96	\$89.79	\$89.67	\$84.04	\$77.13	46.95%	60.58%	60.85%	66.84%	59.89%	\$60.36	\$56.36	\$52.76	\$55.94	\$50.98	72.77%	64.03%	61.12%	65.23%	59.15%	\$85.43	\$81.49	\$79.20	\$76.22	\$79.26

\*\*\*DUE TO NEW SOFTWARE SYSTEM ALL ROOM OCCUPANCY MONIES RECEIVED WERE NOT DEPOSITED IN DECEMBER 2019 / This report only includes room occupancy tax information posted/deposited in December 2019\*\*\*

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

				MON	ИТН ТО С	ΟΑΤΕ ΤΟ	TALS							YE/	AR TO DA	ATE TOT	ALS			
											1									
		Oc	cupancy Ra	ate			Ave	rage Daily	Rate			Oc	cupancy R	ate	-		Ave	rage Daily	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
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	67.10%	66.86%	66.50%	70.51%	66.86%	\$82.86	\$79.53	\$76.42	\$73.06	\$73.79	67.03%	65.88%	66.41%	69.67%	64.37%	\$84.26	\$79.50	\$75.47	\$73.24	\$71.12
Sep	61.53%	72.24%	64.59%	63.69%	60.14%	\$82.42	\$82.24	\$74.88	\$71.51	\$70.15	65.19%	67.95%	65.82%	67.75%	63.90%	\$83.68	\$80.45	\$75.29	\$72.72	\$71.02
Oct	57.71%	75.59%	57.61%	79.74%	61.70%	\$82.37	\$81.67	\$73.80	\$78.73	\$71.98	63.38%	69.80%	63.69%	70.72%	63.68%	\$83.39	\$80.77	\$74.94	\$74.40	\$71.11
Nov	24.27%	63.86%	58.39%	73.14%	54.85%	\$92.81	\$79.14	\$73.71	\$76.99	\$70.57	54.50%	68.63%	62.69%	71.20%	62.90%	\$84.34	\$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	55.51%	66.90%	62.51%	67.78%	62.35%	\$85.25	\$82.75	\$76.01	\$73.95	\$71.88	63.41%	66.27%	62.75%	68.30%	62.20%	\$84.30	\$80.66	\$74.99	\$73.75	\$71.15

		BU	SINESS I	-95	
		roperties R	eporting F	loom 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	3 of 11	4 of 11	3 of 11	3 of 12	4 of 12
Sep	3 of 11	4 of 11	3 of 11	3 of 12	4 of 12
Oct	3 of 11	3 of 11	3 of 11	3 of 12	4 of 12
Nov	1 of 8	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				N	1ALL ARE	A			SP	RING LA	KE			MISC	FAYETT	EVILLE			MISC	FORT B	RAGG			MONTH	TO DATE	E TOTAL	.S
		operties R	eporting R	oom Nigh	ts Sold		operties R	Reporting F	Room Night	ts Sold		operties R	eporting F	Room Night	ts Sold		roperties F	Reporting F	Room Nigh	ts Sold		operties F	Reporting I	Room Nigh	ts Sold		roperties F	Reporting R	loom 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	7 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	4 of 18	5 of 17	4 of 16	4 of 16	14 of 23	15 of 23	13 of 21	14 of 21	14 of 20	6 of 6*	7 of 7	6 of 7	4 of 6	5 of 6	8 of 11~	8 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	38 of 72	42 / 74	38/71	36 / 70	39 / 69
Sep	3 of 18	3 of 18	5 of 17	4 of 16	5 of 16	14 of 23	15 of 23	12 of 21	13 of 21	14 of 20	6 of 6*	7 of 7	6 of 7	4 of 6	5 of 6	8 of 11~	9 of 10	8 of 10	7 of 10	7 of 10	3 of 3^	4 of 5	4 of 5	4 of 5	4 of 5	37 of 72	42 / 74	38 / 71	35 / 70	39 / 69
Oct	3 of 19	4 of 18	5 of 17	4 of 16	5 of 16	13 of 23	14 of 23	13 of 21	14 of 21	15 of 21	6 of 6*	7 of 7	6 of 7	5 of 6	5 of 6	8 of 11~	9 of 10	7 of 10	6 of 10	7 of 10	3 of 3^	4 of 5	4 of 5	4 of 5	4 of 5	35 of 72	41/74	38 / 71	36 / 70	40 / 70
Nov	2 of 11	4 of 18	4 of 17	4 of 16	5 of 16	6 of 16	15 of 23	13 of 21	14 of 21	15 of 21	5 of 5*	6 of 6*	6 of 7	4 of 6	5 of 6	4 of 5~	8 of 10	6 of 10	7 of 10	6 of 10	2 of 2^	4 of 5	4 of 5	4 of 5	4 of 5	20 of 47	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 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

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

\*\*\* 1 property was added to I-95 eff w/ October 2019 room occupancy returns filed

#### ROOM OCCUPANCY MONTHLY & YEAR TO DATE RECAP / FY 2019 - 2020 ort is using "Gross Receipts Sales prior to Exemptions and/or 90 day sales being subtracted"

This rop

Month	Business I-95	I-95	Mall	Spring Lake	Misc Fayetteville	Misc Ft Bragg	TOTAL
of Sales	Sales Reported	Sales Reported	Sales Reported	Sales Reported	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	\$60,831.98	\$982,374.55	\$3,083,506.68	\$809,272.72	\$707,264.01	\$1,134,438.75	\$6,777,688.69
Sept	\$51,294.60	\$622,403.98	\$2,935,860.29	\$703,793.66	\$618,304.23	\$984,752.16	\$5,916,408.92
Oct	\$60,594.10	\$609,186.94	\$2,712,109.39	\$628,971.15	\$594,720.26	\$676,269.94	\$5,281,851.78
Nov	\$19,975.75	\$543,878.60	\$1,220,282.03	\$623,303.05	\$128,431.91	\$506,765.47	\$3,042,636.81
Dec							\$0.00
Jan							\$0.00
Feb							\$0.00
Mar							\$0.00
Apr							\$0.00
May							\$0.00
June							\$0.00
Totals	\$248,380.01	\$3,731,538.49	\$13,078,603.95	\$3,577,270.02	\$2,731,869.36	\$3,979,891.14	\$27,347,552.97

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	2945	18507	49972	16120	18662	15686	121892
Sept	2850	16110	48409	15600	18060	15638	116667
Oct	2976	19282	44516	16120	18662	9548	111104
Nov	4740	32970	43080	15600	23520	15180	135090
Dec							0
Jan							0
Feb							0
Mar							0
Apr							0
May							0
June							0
Totals	16487	99765	235949	79560	97566	65600	594927

Month of	Business I-95 Room Nights	I-95 Room Nights	<b>Mall</b> Room Nights	<b>Spring Lake</b> Room Nights	Misc Fayetteville Room Nights	Misc Ft Bragg Room Nights	TOTAL ROOM NIGHTS
Sales	Sold	Sold	Sold	Sold	Sold	Sold	SOLD
July	1399	9441	36788	7468	10710	7947	73753
Aug	1443	10099	36578	9113	11135	13424	81792
Sept	1831	6033	34440	7808	10116	11560	71788
Oct	1600	6483	31564	7102	9509	7864	64122
Nov	410	5219	12422	6324	2527	5881	32783
Dec							0
Jan							0
Feb							0
Mar							0
Apr							0
May							0
June							0
Totals	6683	37275	151792	37815	43997	46676	324238

\*\*\*DUE TO NEW SOFTWARE SYSTEM ALL ROOM OCCUPANCY MONIES RECEIVED WERE NOT DEPOSITED IN DECEMBER 2019\*\*\*

\*\*\*This report only includes room occupancy tax information posted in December 2019\*\*\*

## 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	<b># OF REPORTING</b>				
	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	3 of 11	4 of 18	14 of 23	6 of 6*	8 of 11~	3 of 3^	38 of 72
Sept	3 of 11	3 of 18	14 of 23	6 of 6*	8 of 11~	3 of 3^	37 of 72
Oct	3 of 11	3 of 18	13 of 23	6 of 6*	8 of 11~	2 of 3^	35 of 72
Nov	1 of 8	2 of 11	6 of 16	5 of 5*	4 of 5~	2 of 2^	20 of 47
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	ATD TOTAL SALES REPORTED MTD TOTAL ROOMS AVAILABLE MTD TOTAL ROOMS AVAILABLE MTD TOTAL ROOMS AVAILABLE			
\$3,042,636.81	135090	32783		
MTD Total Room Nights Sold divided by MTD Total Rooms Available =				
OCCUPANCY RATE			24.27%	
MTD Total Sales Reported divided by MTD Total Room Nights Sold = ADR				

YTD TOTAL SALES REPORTED	YTD TOTAL SALES REPORTED YTD TOTAL ROOMS AVAILABLE YTD TOTAL ROOMS			
\$27,347,552.97	594927	324238		
YTD Total Room Nights Sold divided by YTD Total Rooms Available =				
OCCUPANCY RATE			54.50%	
YTD Total Sales Reported divided by YTD Total Room Nights Sold = ADR				

\*\*\*DUE TO NEW SOFTWARE SYSTEM ALL ROOM OCCUPANCY MONIES RECEIVED WERE NOT DEPOSITED IN DECEMBER 2019\*\*\*

\*\*\*This report only includes room occupancy tax information posted in December 2019\*\*\*