

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 |
| 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 |
| 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 |
| 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 |
| 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 | 3,295,875.60 |

**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 I95 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

*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)
 Carl Warden *new - 3/17/19
 Daniel Kidd *new - 3/17/19
 Eastover Inn *removed from I95 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
R Chi LLC *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]

*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 | Business I-95 Tax Paid by Reporting Properties | I-95 Tax Paid by Reporting Properties | Mall Tax Paid by Reporting Properties | Spring Lake Tax Paid by Reporting Properties | Misc Fayetteville Tax Paid by Reporting Properties | Misc Ft Bragg 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*** | I-95 Tax Paid by Non- Reporting Properties*** | Mall Tax Paid by Non- Reporting Properties*** | Spring Lake Tax Paid by Non- Reporting Properties*** | Misc Fayetteville Tax Paid by Non- Reporting Properties*** | Misc Ft Bragg 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 |

* 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"

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

| MONTH TO DATE TOTALS | | | | | | | | | | | YEAR TO DATE TOTALS | | | | | | | | | |
|----------------------|-------------|-----------|-----------|-----------|--------------------|-------------|-----------|-----------|-----------|----------------|---------------------|-----------|-----------|-----------|--------------------|-------------|-----------|-----------|-----------|-----------|
| Occupancy Rate | | | | | Average Daily Rate | | | | | Occupancy Rate | | | | | Average 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 |

| BUSINESS I-95 | | | | | |
|--|-------------|-----------|-----------|-----------|-----------|
| # of Properties Reporting Room Nights 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 | | | | | MALL AREA | | | | | SPRING LAKE | | | | | MISC FAYETTEVILLE | | | | | MISC FORT BRAGG | | | | | MONTH TO DATE TOTALS | | | | | |
|--|-------------|-----------|-----------|-----------|--|-------------|-----------|-----------|-----------|--|-------------|-----------|-----------|-----------|--|-------------|-----------|-----------|-----------|--|-------------|-----------|-----------|-----------|--|-------------|-----------|-----------|-----------|-----------|
| # of Properties Reporting Room Nights Sold | | | | | # of Properties Reporting Room Nights Sold | | | | | # of Properties Reporting Room Nights Sold | | | | | # of Properties Reporting Room Nights Sold | | | | | # of Properties Reporting Room Nights Sold | | | | | # of Properties Reporting Room Nights 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 | 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

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

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

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

*** 1 property was added to Business I-95 eff w/ Jan 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

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

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

*** 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 Misc Fayetteville eff w/ July 2019 room occupancy returns filed

*** 1 property was added to Mall eff w/ June 2018 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

This report is using "Gross Receipts Sales prior to Exemptions and/or 90 day sales being subtracted"

| Month of Sales | Business I-95 Sales Reported | I-95 Sales Reported | Mall Sales Reported | Spring Lake Sales Reported | Misc Fayetteville Sales Reported | Misc Ft Bragg Sales Reported | TOTAL 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 of Sales | Business I-95 Rooms Available | I-95 Rooms Available | Mall Rooms Available | Spring Lake Rooms Available | Misc Fayetteville Rooms Available | Misc Ft Bragg Rooms Available | TOTAL ROOMS 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 Sales | Business I-95 Room Nights Sold | I-95 Room Nights Sold | Mall Room Nights Sold | Spring Lake Room Nights Sold | Misc Fayetteville Room Nights Sold | Misc Ft Bragg Room Nights Sold | TOTAL ROOM NIGHTS 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

| Month | Business I-95 # of Reporting Properties | I-95 # of Reporting Properties | Mall # of Reporting Properties | Spring Lake # of Reporting Properties | Misc Fayetteville # of Reporting Properties | Misc Ft Bragg # of Reporting Properties | TOTAL # OF REPORTING 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 | MTD TOTAL ROOMS AVAILABLE | MTD TOTAL ROOM NIGHTS SOLD |
|---|---------------------------|----------------------------|
| \$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 | | \$92.81 |

| YTD TOTAL SALES REPORTED | YTD TOTAL ROOMS AVAILABLE | YTD TOTAL ROOM NIGHTS SOLD |
|---|---------------------------|----------------------------|
| \$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 | | \$84.34 |

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

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