

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	
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	1,826,378.42

**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 I95 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
 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
 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
 Orbitz LLC

MISC FAYETTEVILLE (continued)

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]

Oakwood Corporate House filed final rtn as of 9/11/19

No longer has apartment for rent

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 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							\$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	\$8,548.73	\$167,846.76	\$499,792.30	\$149,739.49	\$106,859.50	\$62,637.20	\$995,423.98

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							\$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	\$46,658.93	\$261,545.16	\$388,987.29	\$1,457.66	\$126,216.99	\$6,088.41	\$830,954.44

Net Occupancy*	\$1,779,850.85
1.5% CCCC	\$444,962.71
2.75% CVB	\$815,764.97
1.5% Arts Center	\$444,962.71
.25% Discret	\$74,160.46

* 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 10/1/19) / Fiscal Year July - June Page 1

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

BUSINESS I-95											I-95					MALL AREA														
Date	Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate				
	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	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		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	48.01%	33.75%	29.88%	44.09%	35.02%	\$40.98	\$67.63	\$55.70	\$44.72	\$36.41	63.89%	70.38%	62.13%	67.15%	66.14%	\$100.20	\$97.51	\$77.36	\$67.23	\$66.59	73.41%	74.60%	70.01%	73.83%	68.98%	\$84.65	\$87.95	\$80.59	\$79.75	\$77.78

SPRING LAKE											MISCELLANEOUS FAYETTEVILLE					MISCELLANEOUS FORT BRAGG														
Date	Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate				
	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	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		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
YTD	51.43%	55.08%	48.41%	55.86%	47.09%	\$98.77	\$89.79	\$89.67	\$84.04	\$77.13	58.53%	60.58%	60.85%	66.84%	59.89%	\$63.66	\$56.36	\$52.76	\$55.94	\$50.98	84.41%	64.03%	61.12%	65.23%	59.15%	\$84.89	\$81.49	\$79.20	\$76.22	\$79.26

*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		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	67.02%	66.90%	62.51%	67.78%	62.35%	\$84.34	\$82.75	\$76.01	\$73.95	\$71.88	66.99%	66.27%	62.75%	68.30%	62.20%	\$85.04	\$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		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					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	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 Mall eff w/ June 2018 room occupancy returns filed

*** 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

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							\$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	\$116,515.56	\$1,956,068.97	\$6,210,352.24	\$1,621,202.16	\$1,390,412.96	\$1,812,103.57	\$13,106,655.46

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							0
Oct							0
Nov							0
Dec							0
Jan							0
Feb							0
Mar							0
Apr							0
May							0
June							0
Totals	5921	31403	99944	32240	37324	25234	232066

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							0
Oct							0
Nov							0
Dec							0
Jan							0
Feb							0
Mar							0
Apr							0
May							0
June							0
Totals	2842	19540	73366	16581	21845	21371	155545

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							
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 ROOMS AVAILABLE	MTD TOTAL ROOM NIGHTS SOLD
\$6,777,688.69	121892	81792
MTD Total Room Nights Sold divided by MTD Total Rooms Available = OCCUPANCY RATE		67.10%
MTD Total Sales Reported divided by MTD Total Room Nights Sold = ADR		\$82.86

YTD TOTAL SALES REPORTED	YTD TOTAL ROOMS AVAILABLE	YTD TOTAL ROOM NIGHTS SOLD
\$13,106,655.46	232066	155545
YTD Total Room Nights Sold divided by YTD Total Rooms Available = OCCUPANCY RATE		67.03%
YTD Total Sales Reported divided by YTD Total Room Nights Sold = ADR		\$84.26

