

**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
<b>Totals</b>	<b>1,238,926.79</b>	<b>1,428,431.02</b>	<b>1,880,225.77</b>	<b>2,321,142.11</b>	<b>2,895,363.64</b>	<b>3,263,441.36</b>	<b>3,603,992.93</b>	<b>4,177,728.64</b>	<b>4,264,754.99</b>	<b>4,257,057.70</b>

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	<b>616,007.39</b>
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	
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	
<b>Totals</b>	<b>5,043,746.37</b>	<b>5,059,180.02</b>	<b>5,213,879.77</b>	<b>5,125,443.36</b>	<b>5,632,915.71</b>	<b>5,639,495.72</b>	<b>6,253,673.49</b>	<b>6,144,980.93</b>	<b>7,245,362.21</b>	<b>616,007.39</b>

\*\*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 \*new 12/19/17 : fka Red Lion 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 \*opened 12/20/18

**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  
 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  
 Oakwood Corporate Housing

**MISC FAYETTEVILLE (continued)**

Orbitz LLC  
Quality Inn & Suites  
R Chi LLC \*new - 3/17/19  
Regency Inn  
Relocation and Corporate Concepts Inc  
Robert Henderson \*new - 3/17/19  
Ruben Garcia \*new - 3/17/19  
SOF Rentals  
Studio 6/Motel 6 Fayetteville  
(fka Suburban Lodge - new owner 5/18)  
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]

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

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

<b>FY 2019 - 2020</b>	<b>Business I-95 Tax Paid by Reporting Properties</b>	<b>I-95 Tax Paid by Reporting Properties</b>	<b>Mall Tax Paid by Reporting Properties</b>	<b>Spring Lake Tax Paid by Reporting Properties</b>	<b>Misc Fayetteville Tax Paid by Reporting Properties</b>	<b>Misc Ft Bragg Tax Paid by Reporting Properties</b>	<b>TOTAL COLLECTIONS</b>
July	\$2,306.03	\$55,157.05	\$172,376.18	\$52,468.68	\$33,720.06	\$21,498.72	\$337,526.72
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
<b>Total Receipts</b>	<b>\$2,306.03</b>	<b>\$55,157.05</b>	<b>\$172,376.18</b>	<b>\$52,468.68</b>	<b>\$33,720.06</b>	<b>\$21,498.72</b>	<b>\$337,526.72</b>

<b>FY 2019 - 2020</b>	<b>Business I-95 Tax Paid by Non- Reporting Properties***</b>	<b>I-95 Tax Paid by Non- Reporting Properties***</b>	<b>Mall Tax Paid by Non- Reporting Properties***</b>	<b>Spring Lake Tax Paid by Non- Reporting Properties***</b>	<b>Misc Fayetteville Tax Paid by Non- Reporting Properties***</b>	<b>Misc Ft Bragg Tax Paid by Non- Reporting Properties***</b>	<b>TOTAL COLLECTIONS</b>
July	\$14,355.21	\$92,828.66	\$133,884.28	\$0.00	\$37,412.52	\$0.00	\$278,480.67
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
<b>Total Receipts</b>	<b>\$14,355.21</b>	<b>\$92,828.66</b>	<b>\$133,884.28</b>	<b>\$0.00</b>	<b>\$37,412.52</b>	<b>\$0.00</b>	<b>\$278,480.67</b>

Net Occupancy*	\$16,161.40	\$143,546.14	\$297,072.65	\$50,894.62	\$68,998.60	\$20,853.76	\$597,527.17
1.5% CCCC	\$4,040.35	\$35,886.53	\$74,268.16	\$12,723.65	\$17,249.65	\$5,213.44	\$149,381.79
2.75% CVB	\$7,407.31	\$65,791.98	\$136,158.30	\$23,326.70	\$31,624.36	\$9,557.97	\$273,866.62
1.5% Arts Center	\$4,040.35	\$35,886.53	\$74,268.16	\$12,723.65	\$17,249.65	\$5,213.44	\$149,381.79
.25% Discret	\$673.39	\$5,981.10	\$12,378.03	\$2,120.62	\$2,874.94	\$868.91	\$24,896.97

\* Net Occupancy - Occupancy Tax after collection adm. fees deducted.

*Collections in italics are approximate.*

\*\*\*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 8/1/19) / 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			
	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016
July	34.01%	30.24%	47.95%	24.83%	34.58%	\$65.93	\$46.63	\$39.35	\$35.52	\$32.40	72.69%	57.61%	72.75%	67.77%	67.34%	\$90.52	\$66.26	\$69.35	\$66.04	\$70.06	72.32%	76.35%	72.86%	75.44%	76.84%	\$83.85	\$81.09	\$78.95	\$79.30
Aug	28.89%	27.62%	45.60%	31.32%	36.44%	\$63.82	\$52.68	\$40.08	\$35.60	\$31.99	74.79%	55.69%	69.22%	65.41%	66.58%	\$90.31	\$75.03	\$66.65	\$62.83	\$67.13	75.63%	74.97%	71.87%	72.78%	75.87%	\$83.54	\$83.60	\$79.37	\$81.96
Sep	42.88%	29.90%	45.17%	34.63%	33.68%	\$76.38	\$56.74	\$40.25	\$36.65	\$32.33	69.33%	59.70%	64.79%	59.07%	50.97%	\$98.95	\$76.35	\$65.55	\$65.83	\$59.72	80.95%	74.23%	67.71%	65.20%	67.61%	\$86.13	\$84.79	\$75.44	\$78.13
Oct	37.23%	21.31%	48.52%	35.46%	35.17%	\$85.58	\$55.59	\$43.09	\$35.66	\$30.41	80.00%	41.67%	82.69%	60.89%	58.51%	\$96.48	\$64.02	\$73.29	\$65.58	\$59.41	85.76%	70.86%	83.23%	68.72%	72.68%	\$86.12	\$77.22	\$84.24	\$77.28
Nov	36.01%	31.18%	52.47%	28.33%	35.01%	\$65.07	\$51.84	\$41.28	\$42.23	\$32.10	77.60%	54.60%	81.64%	53.97%	55.71%	\$86.03	\$81.83	\$71.26	\$64.49	\$59.44	72.49%	64.15%	77.70%	60.92%	63.41%	\$83.37	\$73.70	\$83.93	\$75.54
Dec	29.72%	28.83%	50.97%	35.04%	24.78%	\$63.94	\$51.36	\$41.14	\$32.83	\$32.20	59.38%	55.85%	72.60%	57.28%	58.42%	\$85.95	\$77.52	\$62.48	\$62.62	\$55.75	59.21%	56.21%	65.32%	55.42%	58.74%	\$77.78	\$69.31	\$79.99	\$72.41
Jan	23.92%	22.55%	45.56%	32.06%	34.86%	\$67.25	\$54.20	\$40.22	\$32.20	\$30.68	54.34%	63.35%	62.72%	63.52%	58.65%	\$86.67	\$78.98	\$67.39	\$64.87	\$58.13	65.78%	60.84%	68.16%	61.80%	62.40%	\$82.51	\$78.81	\$80.62	\$75.97
Feb	29.87%	31.42%	50.93%	36.61%	32.17%	\$68.33	\$46.36	\$41.14	\$34.96	\$32.55	70.57%	63.68%	55.27%	69.73%	51.92%	\$90.86	\$75.07	\$65.25	\$65.98	\$57.78	74.78%	67.47%	69.76%	72.00%	67.88%	\$85.22	\$82.43	\$80.90	\$77.01
Mar	36.39%	34.81%	50.60%	35.95%	32.13%	\$76.69	\$63.72	\$41.81	\$37.81	\$37.47	74.30%	75.08%	63.40%	75.97%	70.99%	\$92.24	\$80.05	\$66.48	\$68.96	\$58.70	74.99%	71.66%	77.45%	74.34%	71.75%	\$106.98	\$86.81	\$78.85	\$80.28
Apr	33.47%	33.38%	25.37%	31.52%	29.78%	\$61.13	\$61.04	\$55.39	\$37.97	\$32.77	80.10%	80.77%	63.49%	81.02%	78.60%	\$100.20	\$87.76	\$68.45	\$73.93	\$62.88	76.97%	74.63%	76.89%	77.32%	72.69%	\$84.66	\$85.63	\$79.92	\$83.87
May	34.44%	31.75%	32.76%	46.03%	30.53%	\$63.15	\$63.10	\$57.53	\$37.27	\$32.60	79.60%	65.89%	53.28%	68.00%	62.33%	\$103.59	\$77.44	\$65.31	\$68.97	\$65.40	77.76%	73.39%	73.44%	71.25%	75.05%	\$113.00	\$80.74	\$75.88	\$75.04
June	38.13%	35.51%	33.13%	48.44%	31.44%	\$54.28	\$65.15	\$55.30	\$38.21	\$31.38	51.88%	71.70%	63.91%	71.05%	64.73%	\$148.33	\$88.02	\$65.35	\$68.94	\$65.17	78.61%	75.30%	81.52%	72.57%	75.45%	\$82.18	\$82.97	\$78.86	\$76.62
YTD	33.75%	29.88%	44.09%	35.02%	32.55%	\$67.63	\$55.70	\$44.72	\$36.41	\$32.41	70.38%	62.13%	67.15%	66.14%	62.06%	\$97.51	\$77.36	\$67.23	\$66.59	\$61.63	74.60%	70.01%	73.83%	68.98%	70.03%	\$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			
	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016
July	50.33%	52.21%	58.99%	53.31%	54.88%	\$89.88	\$92.08	\$82.16	\$78.59	\$76.21	58.53%	66.53%	63.94%	60.63%	65.73%	\$53.05	\$50.84	\$51.99	\$52.86	\$31.50	64.40%	64.31%	68.03%	68.03%	75.39%	\$80.23	\$75.46	\$79.58	\$77.17
Aug	51.13%	49.99%	65.21%	56.55%	51.97%	\$88.27	\$88.35	\$79.03	\$80.18	\$71.90	59.96%	67.67%	64.94%	64.27%	51.32%	\$54.07	\$51.51	\$51.27	\$50.45	\$32.08	66.50%	75.23%	81.30%	69.50%	73.41%	\$80.65	\$74.86	\$79.19	\$77.54
Sept	63.65%	51.63%	54.72%	45.45%	44.32%	\$95.23	\$78.99	\$79.70	\$75.23	\$76.61	68.03%	64.89%	59.89%	57.66%	54.60%	\$55.90	\$49.79	\$52.01	\$48.21	\$30.84	67.72%	62.35%	64.06%	64.78%	64.53%	\$78.17	\$74.61	\$83.23	\$71.61
Oct	66.35%	45.18%	75.35%	49.27%	43.06%	\$92.66	\$88.89	\$84.95	\$80.20	\$77.96	67.63%	54.62%	73.65%	52.01%	51.22%	\$53.26	\$46.46	\$61.43	\$52.05	\$34.63	69.83%	60.34%	79.69%	66.27%	58.56%	\$79.98	\$92.69	\$78.78	\$78.71
Nov	51.51%	46.19%	62.23%	40.32%	45.89%	\$88.95	\$85.63	\$82.81	\$76.00	\$78.51	58.00%	68.29%	75.12%	60.43%	51.45%	\$53.78	\$54.11	\$60.06	\$52.39	\$31.97	51.51%	52.44%	59.91%	48.92%	48.19%	\$81.81	\$80.31	\$79.93	\$79.58
Dec	32.35%	33.26%	44.35%	34.20%	38.62%	\$81.91	\$77.72	\$78.96	\$69.25	\$72.06	55.00%	58.08%	73.76%	52.34%	54.95%	\$51.77	\$50.79	\$56.32	\$46.96	\$41.05	30.44%	34.48%	29.22%	31.37%	39.78%	\$82.84	\$78.98	\$82.10	\$83.06
Jan	46.53%	38.15%	48.81%	37.61%	45.10%	\$88.55	\$92.38	\$86.95	\$71.84	\$80.28	55.25%	58.00%	67.28%	48.23%	46.84%	\$53.87	\$48.89	\$57.05	\$48.69	\$49.63	40.95%	63.26%	61.11%	54.90%	60.18%	\$88.02	\$80.29	\$50.36	\$79.55
Feb	56.69%	52.47%	46.78%	43.74%	44.35%	\$90.36	\$90.60	\$86.89	\$78.71	\$72.54	61.99%	61.84%	66.78%	60.97%	69.55%	\$53.52	\$53.25	\$58.77	\$51.79	\$39.73	73.33%	60.87%	64.07%	53.69%	51.72%	\$77.29	\$80.80	\$79.12	\$78.59
Mar	61.48%	59.83%	49.87%	45.30%	45.42%	\$90.83	\$90.99	\$86.55	\$79.42	\$73.76	59.65%	61.47%	66.56%	79.59%	67.09%	\$55.82	\$57.28	\$56.53	\$51.40	\$42.78	75.71%	72.29%	76.02%	67.41%	64.70%	\$81.06	\$77.13	\$76.32	\$77.38
Apr	60.06%	59.14%	55.07%	55.25%	53.39%	\$89.39	\$92.81	\$85.61	\$80.00	\$76.14	64.22%	56.89%	68.37%	63.01%	79.30%	\$62.23	\$56.02	\$52.75	\$53.92	\$39.16	74.30%	59.42%	63.80%	74.28%	55.69%	\$82.44	\$76.17	\$75.86	\$77.16
May	59.09%	40.73%	45.77%	47.15%	55.42%	\$90.74	\$108.82	\$85.70	\$76.66	\$79.90	62.96%	54.28%	60.95%	57.01%	62.02%	\$62.94	\$57.15	\$54.41	\$50.40	\$49.86	69.44%	60.30%	60.33%	56.11%	56.97%	\$82.29	\$79.13	\$74.72	\$92.28
June	61.83%	52.09%	63.13%	56.93%	55.54%	\$90.69	\$88.83	\$89.20	\$79.42	\$78.14	55.74%	57.58%	60.84%	62.54%	62.34%	\$66.06	\$56.97	\$58.74	\$52.67	\$48.54	84.25%	68.09%	75.25%	54.54%	67.57%	\$83.05	\$79.92	\$75.48	\$78.43
YTD	55.08%	48.41%	55.86%	47.09%	48.16%	\$89.79	\$89.67	\$84.04	\$77.13	\$76.17	60.58%	60.85%	66.84%	59.89%	59.70%	\$56.36	\$52.76	\$55.94	\$50.98	\$39.31	64.03%	61.12%	65.23%	59.15%	59.72%	\$81.49	\$79.20	\$76.22	\$79.26

Fayetteville Area Hotel / Motel Occupancy Rate & ADR Report\* (Updated 8/1/19) / Fiscal Year July - June Page 2

\*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									
Date	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015
July	64.91%	66.32%	68.82%	66.69%	70.39%	\$79.48	\$74.50	\$73.42	\$72.71	\$71.25	64.91%	66.32%	68.82%	64.00%	65.81%	\$79.48	\$74.50	\$73.42	\$70.71	\$71.40
Aug	66.86%	66.50%	70.51%	66.86%	67.75%	\$79.53	\$76.42	\$73.06	\$73.79	\$70.53	65.88%	66.41%	69.67%	64.37%	66.07%	\$79.50	\$75.47	\$73.24	\$71.12	\$71.28
Sep	72.24%	64.59%	63.69%	60.14%	60.25%	\$82.24	\$74.88	\$71.51	\$70.15	\$68.65	67.95%	65.82%	67.75%	63.90%	65.42%	\$80.45	\$75.29	\$72.72	\$71.02	\$71.01
Oct	75.59%	57.61%	79.74%	61.70%	61.63%	\$81.67	\$73.80	\$78.73	\$71.98	\$71.40	69.80%	63.69%	70.72%	63.68%	65.03%	\$80.77	\$74.94	\$74.40	\$71.11	\$71.05
Nov	63.86%	58.39%	73.14%	54.85%	55.34%	\$79.14	\$73.71	\$76.99	\$70.57	\$70.88	68.63%	62.69%	71.20%	62.90%	64.17%	\$80.47	\$74.72	\$74.92	\$71.07	\$71.04
Dec	49.91%	54.35%	59.45%	48.35%	50.65%	\$74.12	\$68.68	\$72.58	\$66.99	\$66.99	65.57%	61.40%	69.23%	61.61%	63.05%	\$79.68	\$73.89	\$74.59	\$70.79	\$70.77
Jan	54.85%	57.04%	63.39%	55.51%	56.86%	\$79.47	\$74.41	\$71.08	\$70.55	\$68.83	63.92%	60.76%	63.39%	59.26%	56.86%	\$79.65	\$73.96	\$71.08	\$70.71	\$68.83
Feb	68.55%	62.02%	63.59%	63.04%	59.83%	\$79.90	\$76.55	\$75.32	\$71.53	\$69.13	64.47%	57.20%	67.80%	59.71%	58.29%	\$79.68	\$74.27	\$74.23	\$70.82	\$68.98
Mar	69.95%	67.59%	69.21%	69.81%	65.85%	\$90.69	\$80.11	\$73.56	\$73.43	\$70.29	65.10%	61.68%	67.95%	60.83%	60.75%	\$81.03	\$75.00	\$74.16	\$71.15	\$69.46
Apr	71.69%	66.88%	67.63%	71.53%	66.90%	\$83.56	\$80.46	\$74.14	\$76.55	\$70.84	65.72%	62.22%	67.91%	61.84%	62.26%	\$81.30	\$75.61	\$74.16	\$71.74	\$69.82
May	75.00%	62.03%	62.67%	63.52%	64.39%	\$96.83	\$78.95	\$72.10	\$72.40	\$72.73	66.51%	62.20%	67.41%	61.98%	62.69%	\$82.78	\$75.93	\$73.97	\$71.80	\$70.42
June	69.40%	66.80%	71.47%	66.21%	67.58%	\$86.42	\$79.70	\$74.93	\$71.86	\$70.00	66.73%	62.59%	67.74%	62.32%	63.54%	\$83.07	\$76.27	\$74.06	\$71.80	\$70.34
AVG	66.90%	62.51%	67.78%	62.35%	62.29%	\$82.75	\$76.01	\$73.95	\$71.88	\$70.13	66.27%	62.75%	68.30%	62.20%	62.83%	\$80.66	\$74.99	\$73.75	\$71.15	\$70.37

BUSINESS I-95				
# of Properties Reporting Room Night				
Date	2018-2019	2017-2018	2016-2017	2015-2016
July	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					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 Night				
Date	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016	2014-2015	2018-2019	2017-2018	2016-2017	2015-2016
July	4 of 18	5 of 17	4 of 16	5 of 16	5 of 16	15 of 23	13 of 21	14 of 21	12 of 20	13 of 20	7 of 7	5 of 7	4 of 6	5 of 6	5 of 6	9 of 10	7 of 10	7 of 10	7 of 10	5 of 9	4 of 5	4 of 5	4 of 5	5 of 5	5 of 5	42 / 74	37 / 71	36 / 70	37 / 69
Aug	4 of 18	5 of 17	4 of 16	4 of 16	5 of 16	15 of 23	13 of 21	14 of 21	14 of 20	14 of 20	7 of 7	6 of 7	4 of 6	5 of 6	5 of 6	8 of 10	7 of 10	7 of 10	7 of 10	6 of 9	4 of 5	4 of 5	4 of 5	5 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	4 of 16	15 of 23	12 of 21	13 of 21	14 of 20	14 of 20	7 of 7	6 of 7	4 of 6	5 of 6	5 of 6	9 of 10	8 of 10	7 of 10	7 of 10	6 of 9	4 of 5	4 of 5	4 of 5	4 of 5	5 of 5	42 / 74	38 / 71	35 / 70	39 / 69
Oct	4 of 18	5 of 17	4 of 16	5 of 16	4 of 16	14 of 23	13 of 21	14 of 21	15 of 21	14 of 20	7 of 7	6 of 7	5 of 6	5 of 6	5 of 6	9 of 10	7 of 10	6 of 10	7 of 10	7 of 10	4 of 5	4 of 5	4 of 5	4 of 5	5 of 5	41 / 74	38 / 71	36 / 70	40 / 70
Nov	4 of 18	4 of 17	4 of 16	5 of 16	4 of 16	15 of 23	13 of 21	14 of 21	15 of 21	13 of 20	6 of 6*	6 of 7	4 of 6	5 of 6	5 of 6	8 of 10	6 of 10	7 of 10	6 of 10	6 of 10	4 of 5	4 of 5	4 of 5	4 of 5	5 of 5	41 / 73	36 / 71	36 / 69	39 / 70
Dec	5 of 19	4 of 18	4 of 16	5 of 16	4 of 16	13 of 23	14 of 21	14 of 21	15 of 21	12 of 20	6 of 6*	6 of 7	5 of 7	5 of 6	5 of 6	9 of 10	7 of 10	6 of 10	7 of 10	7 of 10	4 of 5	4 of 5	4 of 5	5 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	4 of 16	14 of 23	14 of 21	14 of 21	15 of 21	13 of 20	6 of 6*	5 of 7	6 of 7	5 of 6	4 of 6	9 of 10	8 of 10	7 of 10	7 of 10	7 of 10	4 of 5	4 of 5	4 of 5	5 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	4 of 16	14 of 23	14 of 21	14 of 21	15 of 21	14 of 20	6 of 6*	6 of 7	5 of 7	4 of 6	5 of 6	9 of 10	8 of 10	7 of 10	7 of 10	7 of 10	5 of 5	4 of 5	4 of 5	5 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	4 of 16	14 of 23	15 of 22	12 of 21	15 of 21	14 of 20	6 of 6*	6 of 7	6 of 7	4 of 6	5 of 6	8 of 10	8 of 10	7 of 10	6 of 10	7 of 10	5 of 5	4 of 5	4 of 5	5 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	3 of 16	14 of 23	15 of 22	14 of 21	15 of 21	14 of 20	6 of 6*	6 of 7	6 of 7	5 of 6	5 of 6	7 of 10	9 of 10	7 of 10	7 of 10	7 of 10	5 of 5	4 of 5	4 of 5	4 of 5	5 of 5	39 / 73	42 / 74	39 / 70	38 / 70
May	3 of 18	3 of 18	4 of 16	4 of 16	5 of 16	14 of 23	15 of 22	14 of 21	14 of 21	13 of 20	6 of 6*	7 of 7	6 of 7	4 of 6	4 of 6	8 of 10	9 of 10	7 of 10	7 of 10	7 of 10	5 of 5	4 of 5	4 of 5	4 of 5	5 of 5	39 / 73	41 / 74	38 / 70	36 / 70
June	3 of 18	4 of 18	4 of 16	4 of 16	5 of 16	14 of 23	15 of 23	13 of 21	15 of 21	14 of 20	6 of 6*	7 of 7	6 of 7	4 of 6	5 of 6	7 of 10	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	36 / 71	41 / 74	37 / 70	37 / 70

\*\*\* 1 property was removed from Business I-95 eff w/ Nov 2016 room occupancy returns filed / Property has been closed

\*\*\* 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

<b>2014-2015</b>
\$78.04
\$78.04
\$77.75
\$78.82
\$79.06
\$76.46
\$74.00
\$78.81
\$78.65
\$80.07
\$79.75
\$77.52
\$78.08

<b>2014-2015</b>
\$74.74
\$74.27
\$70.38
\$80.08
\$81.48
\$79.47
\$73.40
\$80.19
\$81.89
\$81.01
\$80.63
\$68.81
\$77.20

is Sold
2014-2015
3 of 11
3 of 11
3 of 11
3 of 11
3 of 11
4 of 11
3 of 11
3 of 11
5 of 12
3 of 12
3 of 12
3 of 12

is Sold
2014-2015
36 / 67
38 / 67
37 / 67
38 / 68
36 / 68
37 / 68
36 / 68
38 / 68
40 / 69
37 / 69
37 / 69
39 / 69



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

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	\$74,371.11	\$871,017.92	\$3,274,596.77	\$760,074.50	\$717,009.65	\$864,978.67	\$6,562,048.62
Aug	\$75,437.97	\$894,078.38	\$3,412,063.13	\$758,336.92	\$721,601.25	\$897,761.24	\$6,759,278.89
Sept	\$129,696.67	\$878,773.88	\$3,643,504.85	\$962,872.16	\$827,174.12	\$857,592.71	\$7,299,614.39
Oct	\$105,689.52	\$1,021,672.09	\$3,585,623.59	\$990,987.14	\$811,726.80	\$923,169.52	\$7,438,868.66
Nov	\$92,796.72	\$855,180.35	\$3,158,481.28	\$714,730.74	\$657,550.23	\$682,728.91	\$6,161,468.23
Dec	\$77,748.39	\$736,758.17	\$2,179,769.20	\$427,139.99	\$640,012.90	\$422,170.15	\$4,483,598.80
Jan	\$47,885.17	\$959,226.77	\$2,712,051.85	\$662,920.75	\$671,702.74	\$824,545.62	\$5,878,332.90
Feb	\$54,866.50	\$962,290.46	\$2,876,582.68	\$745,818.14	\$676,230.59	\$1,171,023.97	\$6,486,812.34
Mar	\$61,426.43	\$1,138,721.74	\$4,008,723.87	\$900,101.71	\$751,432.24	\$1,263,279.85	\$8,123,685.84
Apr	\$58,925.68	\$1,087,476.13	\$3,151,288.84	\$837,548.80	\$692,894.97	\$1,220,140.08	\$7,048,274.50
May	\$64,729.99	\$1,076,069.00	\$4,390,702.36	\$864,256.00	\$739,512.95	\$1,176,247.88	\$8,311,518.18
June	\$59,602.89	\$960,416.11	\$3,124,295.41	\$874,711.65	\$657,280.36	\$1,062,099.84	\$6,738,406.26
<b>Totals</b>	<b>\$903,177.04</b>	<b>\$11,441,681.00</b>	<b>\$39,517,683.83</b>	<b>\$9,499,498.50</b>	<b>\$8,564,128.80</b>	<b>\$11,365,738.44</b>	<b>\$81,291,907.61</b>

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	3317	13237	54002	16802	23095	16740	127193
Aug	4092	13237	54002	16802	22258	16740	127131
Sept	3960	12810	52260	15886	21750	16200	122866
Oct	3317	13237	48546	16120	22537	16740	120497
Nov	3960	12810	52260	15600	21078	16200	121908
Dec	4092	14436	47337	16120	22475	16740	121200
Jan	2976	20367	49972	16089	22568	22878	134850
Feb	2688	15008	45136	14560	20384	20664	118440
Mar	2201	16616	49972	16120	22568	20584	128061
Apr	2880	13550	48360	15600	17340	19920	117650
May	2976	13051	49972	16120	11750	20584	114453
June	2880	12480	48360	15600	17850	15180	112350
<b>Totals</b>	<b>39339</b>	<b>170839</b>	<b>600179</b>	<b>191419</b>	<b>245653</b>	<b>219170</b>	<b>1466599</b>

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	1128	9622	39055	8457	13517	10781	82560
Aug	1182	9900	40844	8591	13345	11132	84994
Sept	1698	8881	42302	10111	14797	10971	88760
Oct	1235	10589	41634	10695	15241	11689	91083
Nov	1426	9940	37884	8035	12226	8345	77856
Dec	1216	8572	28026	5215	12362	5096	60487
Jan	712	11067	32870	7486	12468	9368	73971
Feb	803	10591	33754	8254	12636	15152	81190
Mar	801	12345	37473	9910	13461	15585	89575
Apr	964	10853	37223	9370	11135	14801	84346
May	1025	10388	38856	9525	11750	14294	85838
June	1098	6475	38017	9645	9950	12789	77974
<b>Totals</b>	<b>13288</b>	<b>119223</b>	<b>447938</b>	<b>105294</b>	<b>152888</b>	<b>140003</b>	<b>978634</b>

**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	4 of 18	15 of 23	7 of 7	9 of 10	4 of 5	<b>42 of 74</b>
Aug	4 of 11	4 of 18	15 of 23	7 of 7	8 of 10	4 of 5	<b>42 of 74</b>
Sept	4 of 11	3 of 18	15 of 23	7 of 7	9 of 10	4 of 5	<b>42 of 74</b>
Oct	3 of 11	4 of 18	14 of 23	7 of 7	9 of 10	4 of 5	<b>41 of 74</b>
Nov	4 of 11	4 of 18	15 of 23	6 of 6*	8 of 10	4 of 5	<b>41 of 73</b>
Dec	4 of 11	5 of 19	13 of 23	6 of 6*	9 of 10	4 of 5	<b>41 of 74</b>
Jan	3 of 11	5 of 18	14 of 23	6 of 6*	9 of 10	4 of 5	<b>41 of 73</b>
Feb	3 of 11	4 of 18	14 of 23	6 of 6*	9 of 10	5 of 5	<b>41 of 73</b>
Mar	2 of 11	4 of 18	14 of 23	6 of 6*	8 of 10	5 of 5	<b>37 of 73</b>
Apr	3 of 11	4 of 18	14 of 23	6 of 6*	7 of 10	5 of 5	<b>39 of 73</b>
May	3 of 11	3 of 18	14 of 23	6 of 6*	8 of 10	5 of 5	<b>39 of 73</b>
June	3 of 11	3 of 18	14 of 23	6 of 6*	7 of 10	3 of 3^	<b>36 of 71</b>

*\*Removed Starlite Motel as it was destroyed by Hurricane Florence*

MTD TOTAL SALES REPORTED	MTD TOTAL ROOMS AVAILABLE	MTD TOTAL ROOM NIGHTS SOLD
\$6,738,406.26	112350	77974
MTD Total Room Nights Sold divided by MTD Total Rooms Available = OCCUPANCY RATE		69.40%
MTD Total Sales Reported divided by MTD Total Room Nights Sold = ADR		\$86.42

YTD TOTAL SALES REPORTED	YTD TOTAL ROOMS AVAILABLE	YTD TOTAL ROOM NIGHTS SOLD
\$81,291,907.61	1466599	978634
YTD Total Room Nights Sold divided by YTD Total Rooms Available = OCCUPANCY RATE		66.73%
YTD Total Sales Reported divided by YTD Total Room Nights Sold = ADR		\$83.07

**Fayetteville Area Hotel / Motel Occupancy Rate & ADR Report\*** (Updated 8/1/19) / Calendar Year Jan - Dec 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	2018	2017	2016	2015	2019	2018	2017	2016	2015	2019	2018	2017	2016	2015	2019	2018	2017	2016	2015	2019	2018	2017	2016	2015	2019	2018	2017	2016	2015		
Jan	23.92%	22.55%	45.56%	32.06%	34.86%	\$67.25	\$54.20	\$40.22	\$32.20	\$30.68	54.34%	63.35%	62.72%	63.52%	58.65%	\$86.67	\$78.98	\$67.39	\$64.87	\$58.13	65.78%	60.84%	68.16%	61.80%	62.40%	\$82.51	\$78.81	\$80.62	\$75.97	\$74.00		
Feb	29.87%	31.42%	50.93%	36.61%	32.17%	\$68.33	\$46.36	\$41.14	\$34.96	\$32.55	70.57%	63.68%	55.27%	69.73%	51.92%	\$90.86	\$75.07	\$66.25	\$65.98	\$57.78	74.78%	67.47%	69.76%	72.00%	67.88%	\$85.22	\$82.43	\$80.90	\$77.01	\$78.81		
Mar	36.39%	34.81%	50.60%	35.95%	32.13%	\$76.69	\$63.72	\$41.81	\$37.81	\$37.47	74.30%	75.08%	63.40%	75.97%	70.99%	\$92.24	\$80.05	\$66.48	\$68.96	\$58.70	74.99%	71.66%	77.45%	74.34%	71.75%	\$106.98	\$86.81	\$78.85	\$80.28	\$78.65		
Apr	33.47%	33.38%	25.37%	31.52%	29.78%	\$61.13	\$61.04	\$55.39	\$37.97	\$32.77	80.10%	80.77%	63.49%	81.02%	78.60%	\$100.20	\$87.76	\$68.45	\$73.93	\$62.88	76.97%	74.63%	76.89%	77.32%	72.69%	\$84.66	\$85.63	\$79.92	\$83.87	\$80.07		
May	34.44%	31.75%	32.76%	46.03%	30.53%	\$63.15	\$63.10	\$57.53	\$37.27	\$32.60	79.60%	65.89%	53.28%	68.00%	62.33%	\$103.59	\$77.44	\$65.31	\$68.97	\$65.40	77.76%	73.39%	73.44%	71.25%	75.05%	\$113.00	\$80.74	\$75.88	\$75.04	\$79.75		
June	38.13%	35.51%	33.13%	48.44%	31.44%	\$54.28	\$65.15	\$55.30	\$38.21	\$31.38	51.88%	71.70%	63.91%	71.05%	64.73%	\$148.33	\$88.02	\$65.35	\$68.94	\$65.17	78.61%	75.30%	81.52%	72.57%	75.45%	\$82.18	\$82.97	\$78.86	\$76.62	\$77.52		
July		34.01%	30.24%	47.95%	24.83%		\$65.93	\$46.63	\$39.35	\$35.52			72.69%	57.61%	72.75%	67.77%		\$90.52	\$66.26	\$69.35	\$66.04			72.32%	76.35%	72.86%	75.44%		\$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			72.49%	54.60%	81.64%	53.97%		\$83.37	\$81.83	\$71.26	\$64.49			51.51%	64.15%	77.70%	60.92%		\$88.95	\$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
YTD	32.70%	33.18%	33.95%	43.44%	31.71%	\$65.14	\$64.52	\$50.52	\$38.63	\$34.66	68.47%	70.76%	57.27%	72.75%	62.63%	\$103.65	\$86.08	\$70.02	\$68.35	\$62.95	74.82%	70.72%	72.00%	72.33%	68.64%	\$92.43	\$83.65	\$78.73	\$79.23	\$77.79		

SPRING LAKE											MISCELLANEOUS FAYETTEVILLE										MISCELLANEOUS FORT BRAGG											
Date	Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate						
	2019	2018	2017	2016	2015	2019	2018	2017	2016	2015	2018	2018	2017	2016	2015	2019	2018	2017	2016	2015	2019	2018	2017	2016	2015	2019	2018	2017	2016	2015		
Jan	46.53%	38.15%	48.81%	37.61%	45.10%	\$88.55	\$92.38	\$86.95	\$71.84	\$80.28	55.25%	58.00%	67.28%	48.23%	46.84%	\$53.87	\$48.89	\$57.05	\$48.69	\$49.63	40.95%	63.26%	61.11%	54.90%	60.18%	\$88.02	\$80.29	\$50.36	\$79.55	\$73.40		
Feb	56.69%	52.47%	46.78%	43.74%	44.35%	\$90.36	\$90.60	\$86.89	\$78.71	\$72.54	61.99%	61.84%	66.78%	60.97%	69.55%	\$53.52	\$53.25	\$58.77	\$51.79	\$39.73	73.33%	60.87%	64.07%	53.69%	51.72%	\$77.29	\$80.80	\$79.12	\$78.59	\$80.19		
Mar	61.48%	59.83%	49.87%	45.30%	45.42%	\$90.83	\$90.99	\$86.55	\$79.42	\$73.76	59.65%	61.47%	66.56%	79.59%	67.09%	\$55.82	\$57.28	\$56.53	\$51.40	\$42.78	75.71%	72.29%	76.02%	67.41%	64.70%	\$81.06	\$77.13	\$76.32	\$77.38	\$81.89		
Apr	60.06%	59.14%	55.07%	55.25%	53.39%	\$89.39	\$92.81	\$85.61	\$80.00	\$76.14	64.22%	56.89%	68.37%	63.01%	79.30%	\$62.23	\$56.02	\$52.75	\$53.92	\$39.16	74.30%	59.42%	63.80%	74.28%	55.69%	\$82.44	\$76.17	\$75.86	\$77.16	\$81.01		
May	59.09%	40.73%	45.77%	47.15%	55.42%	\$90.74	#####	\$85.70	\$76.66	\$79.90	62.96%	54.28%	60.95%	57.01%	62.02%	\$62.94	\$57.15	\$54.41	\$50.40	\$49.86	69.44%	60.30%	60.33%	56.11%	56.97%	\$82.29	\$79.13	\$74.72	\$92.28	\$80.63		
June	61.83%	52.09%	63.13%	56.93%	55.54%	\$90.69	\$88.83	\$89.20	\$79.42	\$78.14	55.74%	57.58%	60.84%	62.54%	62.34%	\$66.06	\$56.97	\$58.74	\$52.67	\$48.54	84.25%	68.09%	75.25%	54.54%	67.57%	\$83.05	\$79.92	\$75.48	\$78.43	\$68.81		
July		50.33%	52.21%	58.99%	53.31%		\$89.88	\$92.08	\$82.16	\$78.59			58.53%	66.53%	63.94%	60.63%		\$53.05	\$50.84	\$51.99	\$52.86			64.40%	64.31%	68.03%	68.03%		\$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
Sep		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%		\$78.98	\$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
YTD	57.61%	51.48%	48.99%	53.90%	48.19%	\$90.09	\$91.78	\$86.05	\$79.47	\$76.68	59.97%	59.77%	64.24%	65.22%	61.21%	\$59.07	\$54.28	\$53.48	\$53.50	\$47.72	69.66%	61.22%	62.48%	61.93%	58.81%	\$82.36	\$79.68	\$75.73	\$80.52	\$77.80		

**Fayetteville Area Hotel / Motel Occupancy Rate & ADR Report\*** (Updated 8/1/19) / Calendar Year Jan - Dec Page 2

\*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	2018	2017	2016	2015	2019	2018	2017	2016	2015	2019	2018	2017	2016	2015	2019	2018	2017	2016	2015
Jan	54.85%	57.04%	63.39%	55.51%	56.86%	\$79.47	\$74.41	\$71.08	\$70.55	\$68.83	54.85%	57.04%	63.39%	55.51%	56.86%	\$79.47	\$74.41	\$71.08	\$70.55	\$68.83
Feb	68.55%	62.02%	63.59%	63.04%	59.83%	\$79.90	\$76.55	\$75.32	\$71.53	\$69.13	61.26%	59.38%	63.48%	59.14%	58.29%	\$79.69	\$75.46	\$73.07	\$71.05	\$68.98
Mar	69.95%	67.59%	69.21%	69.81%	65.85%	\$90.69	\$80.11	\$73.56	\$73.43	\$70.29	64.18%	62.23%	65.34%	62.71%	60.75%	\$83.72	\$77.22	\$73.24	\$71.94	\$69.46
Apr	71.69%	66.88%	67.63%	71.53%	66.90%	\$83.56	\$80.46	\$74.14	\$76.55	\$70.84	65.95%	63.44%	65.95%	64.82%	62.26%	\$83.68	\$78.10	\$73.48	\$73.16	\$69.82
May	75.00%	62.03%	62.67%	63.52%	64.39%	\$96.83	\$78.95	\$72.10	\$72.40	\$72.73	67.64%	63.15%	65.25%	64.57%	62.69%	\$86.40	\$78.28	\$73.20	\$73.01	\$70.42
June	69.40%	66.80%	71.47%	66.21%	67.58%	\$86.42	\$79.70	\$74.93	\$71.86	\$70.00	67.91%	63.77%	66.28%	64.83%	63.54%	\$86.40	\$78.53	\$73.51	\$72.82	\$70.34
July		64.91%	66.32%	68.82%	66.69%		\$79.48	\$74.50	\$73.42	\$72.71		63.94%	66.28%	65.39%	64.00%		\$78.68	\$73.66	\$72.91	\$70.71
Aug		66.86%	66.50%	70.51%	66.86%		\$79.53	\$76.42	\$73.06	\$73.79		64.33%	66.31%	66.02%	64.37%		\$78.79	\$74.02	\$72.93	\$71.12
Sep		72.24%	64.59%	63.69%	60.14%		\$82.24	\$74.88	\$71.51	\$70.15		65.22%	66.12%	65.78%	63.90%		\$79.22	\$74.11	\$72.79	\$71.02
Oct		75.59%	57.61%	79.74%	61.70%		\$81.67	\$73.80	\$78.73	\$71.98		66.26%	65.22%	67.13%	63.68%		\$79.50	\$74.08	\$73.47	\$71.11
Nov		63.86%	58.39%	73.14%	54.85%		\$79.14	\$73.71	\$76.99	\$70.57		66.04%	64.62%	67.65%	62.90%		\$79.47	\$74.05	\$73.80	\$71.07
Dec		49.91%	54.35%	59.45%	48.35%		\$74.12	\$68.68	\$72.58	\$66.99		64.69%	63.82%	69.23%	61.61%		\$79.13	\$73.70	\$74.59	\$70.79
AVG	68.24%	64.64%	63.81%	67.08%	61.67%	\$86.15	\$78.86	\$73.59	\$73.55	\$70.67	63.63%	63.29%	65.17%	64.40%	62.07%	\$83.23	\$78.07	\$73.43	\$72.75	\$70.31

BUSINESS I-95					
# of Properties Reporting Room Nights Sold					
Date	2019	2018	2017	2016	2015
Jan	3 of 11	4 of 12	3 of 11	4 of 12	3 of 11
Feb	3 of 11	3 of 12	3 of 11	4 of 12	3 of 11
Mar	2 of 11	4 of 12	3 of 11	4 of 12	5 of 12
Apr	3 of 11	4 of 12	3 of 11	3 of 12	3 of 12
May	3 of 11	3 of 12	3 of 11	3 of 12	3 of 12
June	3 of 11	3 of 11	3 of 11	3 of 12	3 of 12
July		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

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	2018	2017	2016	2015	2019	2018	2017	2016	2015	2019	2018	2017	2016	2015	2019	2018	2017	2016	2015	2019	2018	2017	2016	2015	2019	2018	2017	2016	2015
Jan	5 of 18	4 of 18	4 of 16	4 of 16	4 of 16	14 of 23	14 of 21	14 of 21	15 of 21	13 of 20	6 of 6*	5 of 7	6 of 7	5 of 6	4 of 6	9 of 10	8 of 10	7 of 10	7 of 10	7 of 10	4 of 5	4 of 5	4 of 5	5 of 5	5 of 5	41 / 73	39 / 73	38 / 70	40 / 70	36 / 68
Feb	4 of 18	2 of 18	3 of 16	4 of 16	4 of 16	14 of 23	14 of 21	14 of 21	15 of 21	14 of 20	6 of 6*	6 of 7	5 of 7	4 of 6	5 of 6	9 of 10	8 of 10	7 of 10	7 of 10	7 of 10	5 of 5	4 of 5	4 of 5	5 of 5	5 of 5	41 / 73	37 / 73	36 / 70	39 / 70	38 / 68
Mar	4 of 18	3 of 18	3 of 16	4 of 16	4 of 16	14 of 23	15 of 22	12 of 21	15 of 21	14 of 20	6 of 6*	6 of 7	6 of 7	4 of 6	5 of 6	8 of 10	8 of 10	7 of 10	6 of 10	7 of 10	5 of 5	4 of 5	4 of 5	5 of 5	5 of 5	37 / 73	40 / 74	35 / 70	38 / 70	40 / 69
Apr	4 of 18	4 of 18	5 of 16	4 of 16	3 of 16	14 of 23	15 of 22	14 of 21	15 of 21	14 of 20	6 of 6*	6 of 7	6 of 7	5 of 6	5 of 6	7 of 10	9 of 10	7 of 10	7 of 10	7 of 10	5 of 5	4 of 5	4 of 5	4 of 5	5 of 5	39 / 73	42 / 74	39 / 70	38 / 70	37 / 69
May	3 of 18	3 of 18	4 of 16	4 of 16	5 of 16	14 of 23	15 of 22	14 of 21	14 of 21	13 of 20	6 of 6*	7 of 7	6 of 7	4 of 6	4 of 6	8 of 10	9 of 10	7 of 10	7 of 10	7 of 10	5 of 5	4 of 5	4 of 5	4 of 5	5 of 5	39 / 73	41 / 74	38 / 70	36 / 70	37 / 69
June	3 of 18	4 of 18	4 of 16	4 of 16	5 of 16	14 of 23	15 of 23	13 of 21	15 of 21	14 of 20	6 of 6*	7 of 7	6 of 7	4 of 6	5 of 6	7 of 10	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	36 / 71	41 / 74	37 / 70	37 / 70	39 / 69
July		4 of 18	5 of 17	4 of 16	5 of 16		15 of 23	13 of 21	14 of 21	12 of 20		7 of 7	5 of 7	4 of 6	5 of 6		9 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	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

\*\*\* 1 property was removed from Business I-95 eff w/ Nov 2016 room occupancy returns filed / Property has been closed

\*\*\* 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 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

**ROOM OCCUPANCY MONTHLY & YEAR TO DATE RECAP / Calendar Year**

Date 2019	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
Jan	\$47,885.17	\$959,226.77	\$2,712,051.85	\$662,920.75	\$671,702.74	\$824,545.62	\$5,878,332.90
Feb	\$54,866.50	\$962,290.46	\$2,876,582.68	\$745,818.14	\$676,230.59	\$1,171,023.97	\$6,486,812.34
Mar	\$61,426.43	\$1,138,721.74	\$4,008,723.87	\$900,101.71	\$751,432.24	\$1,263,279.85	\$8,123,685.84
Apr	\$58,925.68	\$1,087,476.13	\$3,151,288.84	\$837,548.80	\$692,894.97	\$1,220,140.08	\$7,048,274.50
May	\$64,729.99	\$1,076,069.00	\$4,390,702.36	\$864,256.00	\$739,512.95	\$1,176,247.88	\$8,311,518.18
June	\$59,602.89	\$960,416.11	\$3,124,295.41	\$874,711.65	\$657,280.36	\$1,062,099.84	\$6,738,406.26
July							\$0.00
Aug							\$0.00
Sept							\$0.00
Oct							\$0.00
Nov							\$0.00
Dec							\$0.00
<b>Totals</b>	<b>\$347,436.66</b>	<b>\$6,184,200.21</b>	<b>\$20,263,645.01</b>	<b>\$4,885,357.05</b>	<b>\$4,189,053.85</b>	<b>\$6,717,337.24</b>	<b>\$42,587,030.02</b>

Date 2019	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
Jan	2976	20367	49972	16089	22568	22878	134850
Feb	2688	15008	45136	14560	20384	20664	118440
Mar	2201	16616	49972	16120	22568	20584	128061
Apr	2880	13550	48360	15600	17340	19920	117650
May	2976	13051	49972	16120	11750	20584	114453
June	2880	12480	48360	15600	17850	15180	112350
July							0
Aug							0
Sept							0
Oct							0
Nov							0
Dec							0
<b>Totals</b>	<b>16601</b>	<b>91072</b>	<b>291772</b>	<b>94089</b>	<b>112460</b>	<b>119810</b>	<b>725804</b>

Date 2019	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
Jan	712	11067	32870	7486	12468	9368	73971
Feb	803	10591	33754	8254	12636	15152	81190
Mar	801	12345	37473	9910	13461	15585	89575
Apr	964	10853	37223	9370	11135	14801	84346
May	1025	10388	38856	9525	11750	14294	85838
June	1098	6475	38017	9645	9950	12789	77974
July							0
Aug							0
Sept							0
Oct							0
Nov							0
Dec							0
<b>Totals</b>	<b>5403</b>	<b>61719</b>	<b>218193</b>	<b>54190</b>	<b>71400</b>	<b>81989</b>	<b>492894</b>

**ROOM OCCUPANCY MONTHLY & YEAR TO DATE RECAP / Calendar Year**

Date 2019	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
Jan	3 of 11	5 of 18	14 of 23	6 of 6*	9 of 10	4 of 5	<b>41 of 73</b>
Feb	3 of 11	4 of 18	14 of 23	6 of 6*	9 of 10	5 of 5	<b>41 of 73</b>
Mar	2 of 11	4 of 18	14 of 23	6 of 6*	8 of 10	5 of 5	<b>37 of 73</b>
Apr	3 of 11	4 of 18	14 of 23	6 of 6*	7 of 10	5 of 5	<b>39 of 73</b>
May	3 of 11	3 of 18	14 of 23	6 of 6*	8 of 10	5 of 5	<b>39 of 73</b>
June	3 of 11	3 of 18	14 of 23	6 of 6*	7 of 10	3 of 3^	<b>36 of 71</b>
July							
Aug							
Sept							
Oct							
Nov							
Dec							

\*Removed Starlite Motel as it was destroyed by Hurricane Florence 9/13/18

^Removed 2 properties that closed

MTD TOTAL SALES REPORTED	MTD TOTAL ROOMS AVAILABLE	MTD TOTAL ROOM NIGHTS SOLD
\$6,738,406.26	112350	77974
MTD Total Room Nights Sold divided by MTD Total Rooms Available = OCCUPANCY RATE		69.40%
MTD Total Sales Reported divided by MTD Total Room Nights Sold = ADR		\$86.42

YTD TOTAL SALES REPORTED	YTD TOTAL ROOMS AVAILABLE	YTD TOTAL ROOM NIGHTS SOLD
\$42,587,030.02	725804	492894
YTD Total Room Nights Sold divided by YTD Total Rooms Available = OCCUPANCY RATE		67.91%
YTD Total Sales Reported divided by YTD Total Room Nights Sold = ADR		\$86.40

