

ROOM OCCUPANCY TAX COLLECTIONS

| Post Date | 1999-2000 | 2000-2001 | 2001-2002 | 2002-2003 | 2003-2004 | 2004-2005 | 2005-2006 | 2006-2007 | 2007-2008 | 2008-2009 |
|---------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| July | 132,260.24 | 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 |
| August | 127,682.56 | 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 |
| September | 105,754.57 | 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 |
| October | 97,420.34 | 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 |
| November | 100,293.81 | 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 |
| December | 100,913.67 | 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 |
| January | 78,991.64 | 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 |
| February | 85,253.82 | 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 |
| March | 91,409.04 | 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 |
| April | 113,253.82 | 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 |
| May | 118,816.28 | 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 |
| June | 130,673.01 | 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 |
| Totals | 1,282,722.80 | 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 |

| Post Date | 2009-2010 | 2010-2011 | 2011-2012 | 2012-2013 | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|---------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| July | 339,026.98 | 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 |
| August | 360,567.02 | 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 | 365,658.87 | 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 | 296,785.70 | 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 | 276,320.71 | 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 | 435,453.03 | 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 | 268,640.84 | 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** ^ | 343,152.77 | 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 | 367,475.03 | 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%) | 437,336.88 | 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 | 393,986.98 | 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 | 372,652.89 | 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 | 4,257,057.70 | 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 |

**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.

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
 Rest Easy LLC - Delmont
 Rest Easy LLC - Normandy

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

| FY 2018 - 2019 | 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 | \$4,014.75 | \$48,453.26 | \$186,453.02 | \$47,205.62 | \$36,859.94 | \$36,893.39 | \$359,879.98 |
| Aug | \$4,092.69 | \$52,281.92 | \$187,097.14 | \$47,288.95 | \$39,348.50 | \$34,051.09 | \$364,160.29 |
| Sept | \$3,841.44 | \$54,859.71 | \$191,553.79 | \$45,500.22 | \$35,125.60 | \$31,735.00 | \$362,615.76 |
| Oct | \$6,147.97 | \$50,480.88 | \$207,084.27 | \$57,772.34 | \$43,446.01 | \$37,090.62 | \$402,022.09 |
| Nov | \$6,096.93 | \$64,844.09 | \$203,223.51 | \$58,963.65 | \$40,078.87 | \$30,915.02 | \$404,122.07 |
| Dec | \$4,705.21 | \$53,203.48 | \$178,853.07 | \$42,848.79 | \$31,487.55 | \$26,332.03 | \$337,430.13 |
| Jan | \$3,954.88 | \$44,524.95 | \$117,450.32 | \$25,628.39 | \$31,175.21 | \$20,650.73 | \$243,384.48 |
| Feb | \$2,114.08 | \$55,624.71 | \$144,596.66 | \$39,775.25 | \$33,699.08 | \$28,107.25 | \$303,917.03 |
| Mar | \$2,542.91 | \$55,661.43 | \$159,338.64 | \$44,749.08 | \$34,735.74 | \$31,245.11 | \$328,272.91 |
| Apr | \$3,061.98 | \$66,153.92 | \$179,323.45 | \$53,913.59 | \$39,470.39 | \$32,178.20 | \$374,101.53 |
| May | \$2,573.14 | \$63,545.23 | \$170,882.20 | \$50,235.93 | \$36,518.58 | \$26,710.05 | \$350,465.13 |
| June | \$2,825.99 | \$61,058.58 | \$179,629.35 | \$51,840.42 | \$38,914.64 | \$30,113.09 | \$364,382.07 |
| Total Receipts | \$45,971.97 | \$670,692.16 | \$2,105,485.42 | \$565,722.23 | \$440,860.11 | \$366,021.58 | \$4,194,753.47 |

| FY 2018 - 2019 | 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 | \$12,846.24 | \$73,731.97 | \$88,858.65 | \$0.00 | \$24,266.35 | \$6,988.64 | \$206,691.85 |
| Aug | \$12,753.20 | \$90,553.79 | \$94,095.73 | \$0.00 | \$32,021.87 | \$4,927.44 | \$234,352.03 |
| Sept | \$12,027.47 | \$81,748.21 | \$95,783.13 | \$0.00 | \$19,055.56 | \$4,378.83 | \$212,993.20 |
| Oct | \$14,580.00 | \$109,352.69 | \$132,843.49 | \$0.00 | \$33,801.49 | \$12,799.47 | \$303,377.14 |
| Nov | \$15,544.81 | \$109,771.32 | \$164,651.43 | \$309.03 | \$28,377.91 | \$9,793.64 | \$328,448.14 |
| Dec | \$13,003.14 | \$76,997.19 | \$102,139.40 | \$0.00 | \$26,260.23 | \$7,117.12 | \$225,517.08 |
| Jan | \$13,799.26 | \$67,654.51 | \$96,582.10 | \$0.00 | \$22,921.72 | \$4,885.12 | \$205,842.71 |
| Feb | \$13,042.58 | \$63,796.31 | \$110,699.35 | \$0.00 | \$24,596.78 | \$0.00 | \$212,135.02 |
| Mar | \$13,809.57 | \$71,045.45 | \$118,866.74 | \$0.00 | \$26,376.92 | \$4,497.04 | \$234,595.72 |
| Apr | \$17,261.75 | \$111,781.05 | \$136,999.95 | \$0.00 | \$34,579.39 | \$0.00 | \$300,622.14 |
| May | \$16,456.80 | \$99,418.46 | \$133,240.56 | \$0.00 | \$36,340.13 | \$0.00 | \$285,455.95 |
| June | \$17,189.51 | \$96,863.64 | \$152,080.08 | \$0.00 | \$34,444.53 | \$0.00 | \$300,577.76 |
| Total Receipts | \$172,314.33 | \$1,052,714.59 | \$1,426,840.61 | \$309.03 | \$343,042.88 | \$55,387.30 | \$3,050,608.74 |

| | | | | | | | |
|------------------|--------------|----------------|----------------|--------------|--------------|--------------|----------------|
| Net Occupancy* | \$223,111.65 | \$1,686,538.62 | \$3,456,779.51 | \$553,960.63 | \$767,174.94 | \$412,380.71 | \$7,099,946.06 |
| 1.5% CCCC | \$55,777.91 | \$421,634.66 | \$864,194.88 | \$138,490.16 | \$191,793.74 | \$103,095.18 | \$1,774,986.52 |
| 2.75% CVB | \$102,259.50 | \$772,996.87 | \$1,584,357.28 | \$253,898.62 | \$351,621.85 | \$189,007.82 | \$3,254,141.94 |
| 1.5% Arts Center | \$55,777.91 | \$421,634.66 | \$864,194.88 | \$138,490.16 | \$191,793.74 | \$103,095.18 | \$1,774,986.52 |
| .25% Discret | \$9,296.33 | \$70,272.43 | \$144,032.47 | \$23,081.69 | \$31,965.61 | \$17,182.53 | \$295,831.08 |

* Net Occupancy - Occupancy Tax after collection fees deducted.

Collections by Region 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"

*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 | 2014-2015 |
| 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 | \$78.04 |
| 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 | \$78.04 |
| 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 | \$77.75 |
| 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 | \$78.82 |
| 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 | \$79.06 |
| 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 | \$76.46 |
| 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 | \$65.25 | \$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 | | 35.51% | 33.13% | 48.44% | 31.44% | | \$65.15 | \$55.30 | \$38.21 | \$31.38 | | 71.70% | 63.91% | 71.05% | 64.73% | | \$88.02 | \$65.35 | \$68.94 | \$65.17 | | 75.30% | 81.52% | 72.57% | 75.45% | | \$82.97 | \$78.86 | \$76.62 | \$77.52 |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| YTD | 33.35% | 29.88% | 44.09% | 35.02% | 32.55% | \$68.84 | \$55.70 | \$44.72 | \$36.41 | \$32.41 | 72.06% | 62.13% | 67.15% | 66.14% | 62.06% | \$92.89 | \$77.36 | \$67.23 | \$66.59 | \$61.63 | 74.24% | 70.01% | 73.83% | 68.98% | 70.03% | \$88.47 | \$80.59 | \$79.75 | \$77.78 | \$78.08 |

| | 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 | 2014-2015 |
| 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 | \$74.74 |
| 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 | \$74.27 |
| 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 | \$70.38 |
| 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 | \$80.08 |
| 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 | \$81.48 |
| 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 | \$79.47 |
| 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 | \$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 | \$80.63 |
| June | | 52.09% | 63.13% | 56.93% | 55.54% | | \$88.83 | \$89.20 | \$79.42 | \$78.14 | | 57.58% | 60.84% | 62.54% | 62.34% | | \$56.97 | \$58.74 | \$52.67 | \$48.54 | | 68.09% | 75.25% | 54.54% | 67.57% | | \$79.92 | \$75.48 | \$78.43 | \$68.81 |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| YTD | 54.47% | 48.41% | 55.86% | 47.09% | 48.16% | \$89.71 | \$89.67 | \$84.04 | \$77.13 | \$76.17 | 61.02% | 60.85% | 66.84% | 59.89% | 59.70% | \$55.47 | \$52.76 | \$55.94 | \$50.98 | \$39.31 | 62.19% | 61.12% | 65.23% | 59.15% | 59.72% | \$81.34 | \$79.20 | \$76.22 | \$79.26 | \$77.20 |

*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 | 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 | | 66.80% | 71.47% | 66.21% | 67.58% | | \$79.70 | \$74.93 | \$71.86 | \$70.00 | | 62.59% | 67.74% | 62.32% | 63.54% | | \$76.27 | \$74.06 | \$71.80 | \$70.34 |
| AVG | 66.67% | 62.51% | 67.78% | 62.35% | 62.29% | \$82.42 | \$76.01 | \$73.95 | \$71.88 | \$70.13 | 66.22% | 62.75% | 68.30% | 62.20% | 62.83% | \$80.44 | \$74.99 | \$73.75 | \$71.15 | \$70.37 |

| BUSINESS I-95 | | | | | |
|--|-----------|-----------|-----------|-----------|-----------|
| | | | | | |
| # of Properties Reporting Room Nights Sold | | | | | |
| Date | 2018-2019 | 2017-2018 | 2016-2017 | 2015-2016 | 2014-2015 |
| July | 3 of 11 | 3 of 11 | 3 of 12 | 3 of 12 | 3 of 11 |
| Aug | 4 of 11 | 3 of 11 | 3 of 12 | 4 of 12 | 3 of 11 |
| Sep | 4 of 11 | 3 of 11 | 3 of 12 | 4 of 12 | 3 of 11 |
| Oct | 3 of 11 | 3 of 11 | 3 of 12 | 4 of 12 | 3 of 11 |
| Nov | 4 of 11 | 3 of 11 | 3 of 11 | 4 of 12 | 3 of 11 |
| Dec | 4 of 11 | 3 of 11 | 3 of 11 | 4 of 12 | 4 of 11 |
| 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 12 | 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 | 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 | 2014-2015 |
| 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 | 36 / 67 |
| 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 | 38 / 67 |
| 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 | 37 / 67 |
| 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 | 38 / 68 |
| 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 | 36 / 68 |
| 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 | 37 / 68 |
| 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 | | 4 of 18 | 4 of 16 | 4 of 16 | 5 of 16 | | 15 of 23 | 13 of 21 | 15 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 | | 41 / 74 | 37 / 70 | 37 / 70 | 39 / 69 |

*** 2 properties were added to Mall Area due to a split of 1 property eff w/ Oct 2015 room occupancy returns filed

*** 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

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 | | | | | | | \$0.00 |
| Totals | \$843,574.15 | \$10,481,264.89 | \$36,393,388.42 | \$8,624,786.85 | \$7,906,848.44 | \$10,303,638.60 | \$74,553,501.35 |

| 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 | | | | | | | 0 |
| Totals | 36459 | 158359 | 551819 | 175819 | 227803 | 203990 | 1354249 |

| 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 | | | | | | | 0 |
| Totals | 12190 | 112748 | 409921 | 95649 | 142938 | 127214 | 900660 |

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

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

| MTD TOTAL SALES REPORTED | MTD TOTAL ROOMS AVAILABLE | MTD TOTAL ROOM NIGHTS SOLD |
|---|---------------------------|----------------------------|
| \$8,311,518.18 | 114453 | 85838 |
| MTD Total Room Nights Sold divided by MTD Total Rooms Available = OCCUPANCY RATE | | 75.00% |
| MTD Total Sales Reported divided by MTD Total Room Nights Sold = ADR | | \$96.83 |

| YTD TOTAL SALES REPORTED | YTD TOTAL ROOMS AVAILABLE | YTD TOTAL ROOM NIGHTS SOLD |
|---|---------------------------|----------------------------|
| \$74,553,501.35 | 1354249 | 900660 |
| YTD Total Room Nights Sold divided by YTD Total Rooms Available = OCCUPANCY RATE | | 66.51% |
| YTD Total Sales Reported divided by YTD Total Room Nights Sold = ADR | | \$82.78 |

*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 | 2014-2015 |
| 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 | \$78.04 |
| 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 | \$78.04 |
| 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 | \$77.75 |
| 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 | \$78.82 |
| 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 | \$79.06 |
| 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 | \$76.46 |
| 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 | \$65.25 | \$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 | | 35.51% | 33.13% | 48.44% | 31.44% | | \$65.15 | \$55.30 | \$38.21 | \$31.38 | | 71.70% | 63.91% | 71.05% | 64.73% | | \$88.02 | \$65.35 | \$68.94 | \$65.17 | | 75.30% | 81.52% | 72.57% | 75.45% | | \$82.97 | \$78.86 | \$76.62 | \$77.52 |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| YTD | 33.35% | 29.88% | 44.09% | 35.02% | 32.55% | \$68.84 | \$55.70 | \$44.72 | \$36.41 | \$32.41 | 72.06% | 62.13% | 67.15% | 66.14% | 62.06% | \$92.89 | \$77.36 | \$67.23 | \$66.59 | \$61.63 | 74.24% | 70.01% | 73.83% | 68.98% | 70.03% | \$88.47 | \$80.59 | \$79.75 | \$77.78 | \$78.08 |

| | 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 | 2014-2015 |
| 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 | \$74.74 |
| 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 | \$74.27 |
| 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 | \$70.38 |
| 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 | \$80.08 |
| 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 | \$81.48 |
| 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 | \$79.47 |
| 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 | \$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 | \$80.63 |
| June | | 52.09% | 63.13% | 56.93% | 55.54% | | \$88.83 | \$89.20 | \$79.42 | \$78.14 | | 57.58% | 60.84% | 62.54% | 62.34% | | \$56.97 | \$58.74 | \$52.67 | \$48.54 | | 68.09% | 75.25% | 54.54% | 67.57% | | \$79.92 | \$75.48 | \$78.43 | \$68.81 |
| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| YTD | 54.47% | 48.41% | 55.86% | 47.09% | 48.16% | \$89.71 | \$89.67 | \$84.04 | \$77.13 | \$76.17 | 61.02% | 60.85% | 66.84% | 59.89% | 59.70% | \$55.47 | \$52.76 | \$55.94 | \$50.98 | \$39.31 | 62.19% | 61.12% | 65.23% | 59.15% | 59.72% | \$81.34 | \$79.20 | \$76.22 | \$79.26 | \$77.20 |

*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 | 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 | 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 | | 66.80% | 71.47% | 66.21% | 67.58% | | \$79.70 | \$74.93 | \$71.86 | \$70.00 | | 62.59% | 67.74% | 62.32% | 63.54% | | \$76.27 | \$74.06 | \$71.80 | \$70.34 |
| AVG | 66.67% | 62.51% | 67.78% | 62.35% | 62.29% | \$82.42 | \$76.01 | \$73.95 | \$71.88 | \$70.13 | 66.22% | 62.75% | 68.30% | 62.20% | 62.83% | \$80.44 | \$74.99 | \$73.75 | \$71.15 | \$70.37 |

| BUSINESS I-95 | | | | | |
|--|-----------|-----------|-----------|-----------|-----------|
| | | | | | |
| # of Properties Reporting Room Nights Sold | | | | | |
| Date | 2018-2019 | 2017-2018 | 2016-2017 | 2015-2016 | 2014-2015 |
| July | 3 of 11 | 3 of 11 | 3 of 12 | 3 of 12 | 3 of 11 |
| Aug | 4 of 11 | 3 of 11 | 3 of 12 | 4 of 12 | 3 of 11 |
| Sep | 4 of 11 | 3 of 11 | 3 of 12 | 4 of 12 | 3 of 11 |
| Oct | 3 of 11 | 3 of 11 | 3 of 12 | 4 of 12 | 3 of 11 |
| Nov | 4 of 11 | 3 of 11 | 3 of 11 | 4 of 12 | 3 of 11 |
| Dec | 4 of 11 | 3 of 11 | 3 of 11 | 4 of 12 | 4 of 11 |
| 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 12 | 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 | 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 | 2014-2015 |
| 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 | 36 / 67 |
| 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 | 38 / 67 |
| 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 | 37 / 67 |
| 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 | 38 / 68 |
| 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 | 36 / 68 |
| 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 | 37 / 68 |
| 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 | | 4 of 18 | 4 of 16 | 4 of 16 | 5 of 16 | | 15 of 23 | 13 of 21 | 15 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 | | 41 / 74 | 37 / 70 | 37 / 70 | 39 / 69 |

*** 2 properties were added to Mall Area due to a split of 1 property eff w/ Oct 2015 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/ 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

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 | | | | | | | \$0.00 |
| July | | | | | | | \$0.00 |
| Aug | | | | | | | \$0.00 |
| Sept | | | | | | | \$0.00 |
| Oct | | | | | | | \$0.00 |
| Nov | | | | | | | \$0.00 |
| Dec | | | | | | | \$0.00 |
| Totals | \$287,833.77 | \$5,223,784.10 | \$17,139,349.60 | \$4,010,645.40 | \$3,531,773.49 | \$5,655,237.40 | \$35,848,623.76 |

| 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 | | | | | | | 0 |
| July | | | | | | | 0 |
| Aug | | | | | | | 0 |
| Sept | | | | | | | 0 |
| Oct | | | | | | | 0 |
| Nov | | | | | | | 0 |
| Dec | | | | | | | 0 |
| Totals | 13721 | 78592 | 243412 | 78489 | 94610 | 104630 | 613454 |

| 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 | | | | | | | 0 |
| July | | | | | | | 0 |
| Aug | | | | | | | 0 |
| Sept | | | | | | | 0 |
| Oct | | | | | | | 0 |
| Nov | | | | | | | 0 |
| Dec | | | | | | | 0 |
| Totals | 4305 | 55244 | 180176 | 44545 | 61450 | 69200 | 414920 |

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 | 41 of 73 |
| Feb | 3 of 11 | 4 of 18 | 14 of 23 | 6 of 6* | 9 of 10 | 5 of 5 | 41 of 73 |
| Mar | 2 of 11 | 4 of 18 | 14 of 23 | 6 of 6* | 8 of 10 | 5 of 5 | 37 of 73 |
| Apr | 3 of 11 | 4 of 18 | 14 of 23 | 6 of 6* | 7 of 10 | 5 of 5 | 39 of 73 |
| May | 3 of 11 | 3 of 18 | 14 of 23 | 6 of 6* | 8 of 10 | 5 of 5 | 39 of 73 |
| June | | | | | | | |
| July | | | | | | | |
| Aug | | | | | | | |
| Sept | | | | | | | |
| Oct | | | | | | | |
| Nov | | | | | | | |
| Dec | | | | | | | |

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

| MTD TOTAL SALES REPORTED | MTD TOTAL ROOMS AVAILABLE | MTD TOTAL ROOM NIGHTS SOLD |
|---|---------------------------|----------------------------|
| \$8,311,518.18 | 114453 | 85838 |
| MTD Total Room Nights Sold divided by MTD Total Rooms Available = OCCUPANCY RATE | | 75.00% |
| MTD Total Sales Reported divided by MTD Total Room Nights Sold = ADR | | \$96.83 |

| YTD TOTAL SALES REPORTED | YTD TOTAL ROOMS AVAILABLE | YTD TOTAL ROOM NIGHTS SOLD |
|---|---------------------------|----------------------------|
| \$35,848,623.76 | 613454 | 414920 |
| YTD Total Room Nights Sold divided by YTD Total Rooms Available = OCCUPANCY RATE | | 67.64% |
| YTD Total Sales Reported divided by YTD Total Room Nights Sold = ADR | | \$86.40 |