

ROOM OCCUPANCY MONTHLY & YEAR TO DATE RECAP / FY 2020 - 2021

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

Collection Month	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
Jul-20	\$47,218.42	\$755,116.70	\$2,315,100.41	\$475,749.43	\$603,873.94	\$470,499.85	\$4,667,558.75
Aug-20	\$49,080.22	\$673,434.88	\$2,363,079.12	\$648,897.02	\$624,189.38	\$564,082.00	\$4,922,762.62
Sep-20	\$53,284.33	\$811,797.84	\$2,905,526.36	\$691,742.73	\$630,533.59	\$592,175.51	\$5,685,060.36
Oct-20	\$44,305.19	\$845,861.43	\$2,967,752.05	\$814,761.34	\$862,668.00	\$581,316.73	\$6,116,664.74
Nov-20	\$35,827.63	\$787,269.06	\$2,977,453.83	\$845,549.34	\$470,148.39	\$0.00	\$5,116,248.25
Dec-20	\$54,743.92	\$814,114.60	\$2,636,873.56	\$512,265.43	\$594,637.17	\$372,230.04	\$4,984,864.72
Jan-21	\$64,937.95	\$716,444.85	\$2,217,702.20	\$383,091.48	\$484,734.20	\$226,795.10	\$4,093,705.78
Feb-21							\$0.00
Mar-21							\$0.00
Apr-21							\$0.00
May-21							\$0.00
Jun-21							\$0.00
Totals	\$349,397.66	\$5,404,039.36	\$18,383,487.53	\$4,372,056.77	\$4,270,784.67	\$2,807,099.23	\$35,586,865.22

Collection Month	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
Jul-20	2880	22320	48360	13740	18060	9240	114600
Aug-20	2976	16926	49972	14198	18662	9548	112282
Sep-20	2976	16926	49972	14198	18662	9548	112282
Oct-20	2880	22320	48360	15600	16920	9240	115320
Nov-20	1550	14942	42470	10943	10912	0	80817
Dec-20	2880	20070	48360	10590	16920	9240	108060
Jan-21	2976	15128	49972	10943	16399	9548	104966
Feb-21							0
Mar-21							0
Apr-21							0
May-21							0
Jun-21							0
Totals	19118	128632	337466	90212	116535	56364	748327

Collection Month	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
Jul-20	1054	8279	27634	4935	9862	5705	57469
Aug-20	1037	7701	28474	6776	10946	6815	61749
Sep-20	1167	8590	33697	7317	10746	7108	68625
Oct-20	1129	8484	33178	8475	11125	6962	69353
Nov-20	895	8006	31536	8705	6729	0	55871
Dec-20	1221	8250	30584	5171	10145	3550	58921
Jan-21	1371	8163	26747	4363	8113	2696	51453
Feb-21							0
Mar-21							0
Apr-21							0
May-21							0
Jun-21							0
Totals	7874	57473	211850	45742	67666	32836	423441

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Collection 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
Jul-20	3 of 11	6 of 19	14 of 23	4 of 6	7 of 11	2 of 3	36 of 73
Aug-20	3 of 11	5 of 19	13 of 23	4 of 6	8 of 11	2 of 3	35 of 73
Sep-20	3 of 11	5 of 19	14 of 23	4 of 6	8 of 11	2 of 3	36 of 73
Oct-20	2 of 11	5 of 19	14 of 23	4 of 6	8 of 11	2 of 3	35 of 73
Nov-20	1 of 11	5 of 19	12 of 23	4 of 6	5 of 11	0 of 3	27 of 73
Dec-20	2 of 11	5 of 19	14 of 23	4 of 6	8 of 11	2 of 3	35 of 73
Jan-21	3 of 11	5 of 19	14 of 23	4 of 6	7 of 11	2 of 3	35 of 73
Feb-21							
Mar-21							
Apr-21							
May-21							
Jun-21							

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

Misc Ft Bragg - ^2 Properties were closed as of June 2019

Misc Fayetteville - ~New property opened July 2019

**I-95 - New property opened Oct 2019

MTD TOTAL SALES REPORTED	MTD TOTAL ROOMS AVAILABLE	MTD TOTAL ROOM NIGHTS SOLD
\$4,093,705.78	104966	51453
MTD Total Room Nights Sold divided by MTD Total Rooms Available = OCCUPANCY RATE		49.02%
MTD Total Sales Reported divided by MTD Total Room Nights Sold = ADR		\$79.56

YTD TOTAL SALES REPORTED	YTD TOTAL ROOMS AVAILABLE	YTD TOTAL ROOM NIGHTS SOLD
\$35,586,865.22	748327	423441
YTD Total Room Nights Sold divided by YTD Total Rooms Available = OCCUPANCY RATE		56.59%
YTD Total Sales Reported divided by YTD Total Room Nights Sold = ADR		\$84.04

