

ROOM OCCUPANCY TAX COLLECTIONS

Post Date	2000-2001	2001-2002	2002-2003	2003-2004	2004-2005	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010
July	128,310.67	123,528.07	185,445.92	161,199.13	250,829.77	336,070.28	336,637.07	301,445.30	363,159.95	339,026.98
August	118,017.50	116,205.32	173,608.50	183,273.37	264,946.98	291,830.93	343,854.13	361,589.42	389,633.14	360,567.02
September	111,587.19	102,327.61	170,013.09	196,253.36	241,424.10	279,553.10	294,830.17	364,407.95	399,143.57	365,658.87
October	95,540.04	94,138.74	126,950.28	144,123.92	205,933.32	209,014.26	271,513.31	280,762.70	347,957.44	296,785.70
November	103,618.54	97,480.32	146,553.77	164,166.44	231,621.30	244,928.12	284,387.70	334,960.83	345,170.11	276,320.71
December	91,218.92	107,051.87	141,546.37	161,908.75	214,983.43	238,029.20	291,909.40	309,883.08	381,967.05	435,453.03
January	79,450.91	89,682.53	126,752.50	137,624.62	155,718.64	207,631.83	213,376.10	257,492.25	288,017.15	268,640.84
February	82,959.77	99,904.27	133,421.20	193,013.38	227,222.41	242,478.41	277,993.69	334,605.74	333,629.52	343,152.77
March	96,954.68	109,582.31	157,987.52	211,597.95	256,514.12	274,852.51	268,641.52	358,988.83	400,326.58	367,475.03
April	106,757.21	163,907.23	172,639.78	264,226.73	306,358.58	286,347.17	347,154.06	492,237.11	336,489.95	437,336.88
May	116,726.97	168,042.47	176,066.82	254,647.12	268,177.84	324,472.01	348,309.67	394,595.10	368,992.57	393,986.98
June	107,784.39	156,580.28	169,240.02	249,107.34	271,633.15	328,233.54	325,386.11	386,760.33	310,267.96	372,652.89
Totals	1,238,926.79	1,428,431.02	1,880,225.77	2,321,142.11	2,895,363.64	3,263,441.36	3,603,992.93	4,177,728.64	4,264,754.99	4,257,057.70

Post Date	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020
July	438,741.88	452,412.78	624,476.43	427,020.30	518,865.05	505,350.40	492,196.17	576,022.66	566,571.83	616,007.39
August	419,571.62	465,383.36	439,494.51	414,776.56	527,058.29	534,264.16	533,898.37	550,605.02	598,512.32	612,953.38
September	459,343.97	466,681.51	482,850.23	471,180.83	523,095.44	516,935.54	514,505.96	541,513.38	575,608.96	597,417.65
October	333,249.36	394,789.27	418,322.30	356,451.38	407,271.39	435,374.91	464,514.13	531,233.18	705,399.23	553,224.46
November	489,368.28	401,853.68	386,482.23	374,983.95	455,358.89	469,961.70	659,624.68	494,055.36	732,570.21	547,245.19
December	379,815.62	405,611.47	395,337.12	400,740.02	423,483.46	395,669.19	591,618.98	440,999.52	562,947.21	369,027.53
January	288,429.36	330,666.46	341,070.02	365,101.42	392,873.44	378,797.23	473,784.04	384,417.65	449,227.19	639,389.11
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	494,474.69
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	545,081.81
April (4%)	483,269.03	486,917.52	449,316.86	477,590.01	497,083.53	524,947.03	558,849.05	608,128.64	674,723.67	
May	465,979.75	433,886.59	414,154.62	579,994.21	478,516.58	554,097.74	538,682.01	567,287.11	635,921.08	
June	456,086.59	409,425.98	433,857.67	441,628.81	533,301.36	463,313.26	504,653.66	545,946.50	664,959.83	
Totals	5,043,746.37	5,059,180.02	5,213,879.77	5,125,443.36	5,632,915.71	5,639,495.72	6,253,673.49	6,144,980.93	7,245,362.21	4,974,821.21

**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.

****County offices were closed due to Hurricane Florence from 12:00 pm 9/12/18 until 9/19/18**

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

BUSINESS I-95 / U.S. 301

Airport Inn
 Ambassador Inn
 Carolina Motor Inn
 Cloverleaf Motel
 Coliseum Inn
 Crown Inn
 Economy Inn
 Mt Rose Hotel
 night Inn
 Relax Inn
 Roadside Inn
 Royal Inn
 Travel Inn

I-95

Baymont Inn & Suites
 Comfort Inn
 Days Inn
 Deluxe Inn
 DoubleTree by Hilton Fayetteville
 Econo Lodge (I-95)
 Econo Lodge Wade [fka Days Inn - Wade]
 Fairfield Inn-Cedar Crk Rd
 Hampton Inn & Suites Fayetteville I-95
 Holiday Inn Express Fayetteville *new 10/1/19
 Holiday Inn I95 South
 Motel 6 *sold to Travelodge 4/9/18
 Quality Inn *new owner 10/1/19
 Red Roof Inn [fka Country Hearth Inn]
 Rodeway Inn <> opened 12/18/17 in 1/2 of Econo Lodge I-95
 Rodeway Inn Fayetteville
 Sleep Inn (Cedar Crk Rd)
 Super 8 Motel
 Travelodge by Wyndham *new owner 4/9/19 - fka Motel 6
 Tru by Hilton Fayetteville I-95

MALL AREA

Affordable Suites
 Candlewood Suites
 Comfort Inn (Cross Crk)
 Courtyard by Marriott
 Days Inn & Suites <> [fka Innkeeper of Fayetteville]
 Embassy Suites
 Extended Stay America #127
 Extended Stay Deluxe #1596
 Fayetteville Baymont Inn & Suites
 Fayetteville Ramada
 Hampton Inn - Skibo

MALL AREA (continued)

Hilton Garden Inn
 Holiday Inn Express-Cross Crk
 Home 2 Suites
 Homewood Suites
 Red Lion Inn (Cross Creek) (fka Fairfield Inn)
 Red Roof Inn & Suites ~ [fka Fayetteville Inn & Suites]
 Residence Inn by Marriott
 Springhill Suites
 TownePlace Suites by Marriott
 Wingate Inn
 WoodSpring Suites (Cliffdale Rd) [fka Value Place]
 WoodSpring Suites (Walter Reed Rd) [fka Value Place]

SPRING LAKE

Country Inn & Suites
 Courtyard by Marriott
 Gateway Inn *new owner 8/9/19
 Hampton Inn
 Sleep Inn
 Super 8 Motel

 Starlite Motel *Destroyed by Hurricane Florence 9/13/18
 *Removed from Spring Lake hotels filing

MISC FAYETTEVILLE

5P Holdings LLC *new 1/1/2020
 Airbnb Inc
 Apartment Jet Inc (Ivanhoe Ct)
 Apartment Jet Inc (Sawtooth Dr)
 America's Best Value Inn
 Brian Gerardi *new 10/1/19
 Cameran Jenkins *new 1/1/19 (filed 1st rtn for July 2019)
 Carl Warden *new 3/17/19
 Daniel Kidd *new 3/17/19
 Eastover Inn *removed from I95 Jan 2019 - less than 20 rooms
 Egencia LLC
 Fairfield Inn & Suites (Ramsey St)
 Fairlane Lodge
 Family Lodge
 Fayetteville RV Resort
 Francine Ndamage *new 10/1/19
 Highland Lodge
 Holiday Inn Express (Hope Mills)
 HomeAway.com Inc *new 10/1/19
 Hotels.com, LP

MISC FAYETTEVILLE (continued)

Hotwire Inc
Just Me in NC LLC *new 11/1/19
Justin Perusek *new 3/17/19
Knights Inn
National Corporate Housing
Orbitz LLC
Pineland Express *new 11/14/19
Quality Inn & Suites
R Chi LLC *new 3/17/19
Regency Inn
Robert Henderson *new 3/17/19
Ruben Garcia *new 3/17/19
SOF Rentals
Studio 6/Motel 6 Fayetteville
The Duke's House
The Loft
The Preserve at Grande Oaks SPE LLC
TK RE Holdings LLC (Dandridge Dr) *new 3/17/19
TK RE Holdings LLC (Milton St) *new 3/17/19
Travelscape LLC
Tropical Motel
Tuscan Villa Cottage
Waterdown Residences
Westlake at Morganton
WoodSpring Suites (W Rowan St) [fka Value Place]

*Jamie Britt Strout *No longer a rental as of 10/1/19*
Oakwood Corporate House filed final rtn as of 9/11/19
No longer has apartment for rent

MISC FORT BRAGG

Landmark Inn
Rest Easy LLC - Moon Hall
Rest Easy LLC - Normandy

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

FY 2019 - 2020	Business I-95 Tax Paid by Reporting Properties	I-95 Tax Paid by Reporting Properties	Mall Tax Paid by Reporting Properties	Spring Lake Tax Paid by Reporting Properties	Misc Fayetteville Tax Paid by Reporting Properties	Misc Ft Bragg Tax Paid by Reporting Properties	TOTAL COLLECTIONS
July	\$2,306.03	\$55,157.05	\$172,376.18	\$52,468.68	\$33,720.06	\$21,498.72	\$337,526.72
Aug	\$2,981.01	\$55,931.30	\$160,950.29	\$48,715.77	\$35,068.40	\$17,815.84	\$321,462.61
Sept	\$3,261.69	\$56,758.41	\$166,465.83	\$48,555.04	\$38,071.04	\$23,322.64	\$336,434.65
Oct	\$2,717.67	\$37,344.23	\$159,880.43	\$42,224.97	\$32,402.91	\$27,720.24	\$302,290.45
Nov	\$3,275.64	\$36,551.22	\$147,265.42	\$37,738.27	\$31,430.20	\$21,841.31	\$278,102.06
Dec	\$1,198.55	\$32,632.71	\$71,992.54	\$37,398.17	\$6,817.40	\$20,494.39	\$170,533.76
Jan	\$4,012.90	\$55,876.51	\$176,046.95	\$30,943.08	\$48,126.77	\$20,972.82	\$335,979.03
Feb	\$1,883.87	\$41,076.38	\$135,727.47	\$40,721.22	\$29,061.63	\$20,971.18	\$269,441.75
Mar	\$2,498.72	\$49,958.44	\$144,232.50	\$45,324.09	\$32,012.21	\$16,917.62	\$290,943.58
Apr							\$0.00
May							\$0.00
June							\$0.00
Total Receipts	\$24,136.08	\$421,286.25	\$1,334,937.61	\$384,089.29	\$286,710.62	\$191,554.76	\$2,642,714.61

FY 2019 - 2020	Business I-95 Tax Paid by Non- Reporting Properties***	I-95 Tax Paid by Non- Reporting Properties***	Mall Tax Paid by Non- Reporting Properties***	Spring Lake Tax Paid by Non- Reporting Properties***	Misc Fayetteville Tax Paid by Non- Reporting Properties***	Misc Ft Bragg Tax Paid by Non- Reporting Properties***	TOTAL COLLECTIONS
July	\$14,355.21	\$92,828.66	\$133,884.28	\$0.00	\$37,412.52	\$0.00	\$278,480.67
Aug	\$16,937.47	\$90,866.53	\$133,688.90	\$0.00	\$43,909.46	\$6,088.41	\$291,490.77
Sept	\$15,366.25	\$77,849.97	\$121,414.11	\$1,457.66	\$44,895.01	\$0.00	\$260,983.00
Oct	\$16,013.00	\$70,963.35	\$115,020.87	\$0.00	\$48,936.79	\$0.00	\$250,934.01
Nov	\$15,734.40	\$69,047.39	\$132,791.36	\$0.00	\$46,876.46	\$4,693.52	\$269,143.13
Dec	\$11,058.70	\$35,207.77	\$130,081.15	\$0.00	\$22,028.57	\$0.00	\$198,376.19
Jan	\$16,795.68	\$118,760.40	\$102,555.38	\$0.00	\$60,755.95	\$4,542.67	\$303,410.08
Feb	\$12,112.12	\$59,202.92	\$108,062.63	\$0.00	\$45,655.27	\$0.00	\$225,032.94
Mar	\$13,089.45	\$67,387.57	\$119,903.06	\$0.00	\$49,225.42	\$4,532.73	\$254,138.23
Apr							\$0.00
May							\$0.00
June							\$0.00
Total Receipts	\$131,462.28	\$682,114.56	\$1,097,401.74	\$1,457.66	\$399,695.45	\$19,857.33	\$2,331,989.02

Net Occupancy*	\$4,865,209.56
1.5% CCCC	\$1,216,302.39
2.75% CVB	\$2,229,887.71
1.5% Arts Center	\$1,216,302.39
.25% Discret	\$202,717.07

* Net Occupancy - Occupancy Tax after collection fees deducted.

***Properties that do not provide Room Nights Sold info to the Tax Office or have less than 20 rooms available for lodging defines "Tax Paid by Non-Reporting Properties"

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

BUSINESS I-95											I-95					MALL AREA														
Date	Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate				
	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2018-2019	2018-2019	2017-2018	2016-2017	2015-2016
July	47.01%	34.01%	30.24%	47.95%	24.83%	\$39.80	\$65.93	\$46.63	\$39.35	\$35.52	73.21%	72.69%	57.61%	72.75%	67.77%	\$103.13	\$90.52	\$66.26	\$69.35	\$66.04	73.62%	72.32%	76.35%	72.86%	75.44%	\$85.00	\$83.85	\$81.09	\$78.95	\$79.30
Aug	49.00%	28.89%	27.62%	45.60%	31.32%	\$42.16	\$63.82	\$52.68	\$40.08	\$35.60	54.57%	74.79%	55.69%	69.22%	65.41%	\$97.27	\$90.31	\$75.03	\$66.65	\$62.83	73.20%	75.63%	74.97%	71.87%	72.78%	\$84.30	\$83.54	\$83.60	\$79.37	\$81.96
Sep	64.25%	42.88%	29.90%	45.17%	34.63%	\$28.01	\$76.38	\$56.74	\$40.25	\$36.65	37.45%	69.33%	59.70%	64.79%	59.07%	\$103.17	\$98.95	\$76.35	\$65.55	\$65.83	71.14%	80.95%	74.23%	67.71%	65.20%	\$85.25	\$86.13	\$84.79	\$75.44	\$78.13
Oct	53.76%	37.23%	21.31%	48.52%	35.46%	\$37.87	\$85.58	\$55.59	\$43.09	\$35.66	33.62%	80.00%	41.67%	82.69%	60.89%	\$93.97	\$96.48	\$64.02	\$73.29	\$65.58	70.90%	85.76%	70.86%	83.23%	68.72%	\$85.92	\$86.12	\$77.22	\$84.24	\$77.28
Nov	48.51%	36.01%	31.18%	52.47%	28.33%	\$37.85	\$65.07	\$51.84	\$41.28	\$42.23	37.37%	77.60%	54.60%	81.64%	53.97%	\$88.94	\$86.03	\$81.83	\$71.26	\$64.49	66.21%	72.49%	64.15%	77.70%	60.92%	\$84.69	\$83.37	\$73.70	\$83.93	\$75.54
Dec	37.60%	29.72%	28.83%	50.97%	35.04%	\$41.09	\$63.94	\$51.36	\$41.14	\$32.83	54.39%	59.38%	55.85%	72.60%	57.28%	\$95.80	\$85.95	\$77.52	\$62.48	\$62.62	55.35%	59.21%	56.21%	65.32%	55.42%	\$82.68	\$77.78	\$69.31	\$79.99	\$72.41
Jan	30.68%	23.92%	22.55%	45.56%	32.06%	\$40.96	\$67.25	\$54.20	\$40.22	\$32.20	34.67%	54.34%	63.35%	62.72%	63.52%	\$100.94	\$86.67	\$78.98	\$67.39	\$64.87	64.11%	65.78%	60.84%	68.16%	61.80%	\$85.20	\$82.51	\$78.81	\$80.62	\$75.97
Feb	32.72%	29.87%	31.42%	50.93%	36.61%	\$45.71	\$68.33	\$46.36	\$41.14	\$34.96	57.46%	70.57%	63.68%	55.27%	69.73%	\$92.18	\$90.86	\$75.07	\$65.25	\$65.98	71.09%	74.78%	67.47%	69.76%	72.00%	\$86.96	\$85.22	\$82.43	\$80.90	\$77.01
Mar		36.39%	34.81%	50.60%	35.95%		\$76.69	\$63.72	\$41.81	\$37.81		74.30%	75.08%	63.40%	75.97%		\$92.24	\$80.05	\$66.48	\$68.96		74.99%	71.66%	77.45%	74.34%		\$106.98	\$86.81	\$78.85	\$80.28
Apr		33.47%	33.38%	25.37%	31.52%		\$61.13	\$61.04	\$55.39	\$37.97		80.10%	80.77%	63.49%	81.02%		\$100.20	\$87.76	\$68.45	\$73.93		76.97%	74.63%	76.89%	77.32%		\$84.66	\$85.63	\$79.92	\$83.87
May		34.44%	31.75%	32.76%	46.03%		\$63.15	\$63.10	\$57.53	\$37.27		79.60%	65.89%	53.28%	68.00%		\$103.59	\$77.44	\$65.31	\$68.97		77.76%	73.39%	73.44%	71.25%		\$113.00	\$80.74	\$75.88	\$75.04
June		38.13%	35.51%	33.13%	48.44%		\$54.28	\$65.15	\$55.30	\$38.21		51.88%	71.70%	63.91%	71.05%		\$148.33	\$88.02	\$65.35	\$68.94		78.61%	75.30%	81.52%	72.57%		\$82.18	\$82.97	\$78.86	\$76.62
YTD	45.44%	33.75%	29.88%	44.09%	35.02%	\$39.18	\$67.63	\$55.70	\$44.72	\$36.41	47.84%	70.38%	62.13%	67.15%	66.14%	\$96.93	\$97.51	\$77.36	\$67.23	\$66.59	68.20%	74.60%	70.01%	73.83%	68.98%	\$85.00	\$87.95	\$80.59	\$79.75	\$77.78

SPRING LAKE											MISCELLANEOUS FAYETTEVILLE					MISCELLANEOUS FORT BRAGG														
Date	Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate				
	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016
July	46.32%	50.33%	52.21%	58.99%	53.31%	\$108.73	\$89.88	\$92.08	\$82.16	\$78.59	57.39%	58.53%	66.53%	63.94%	60.63%	\$63.79	\$53.05	\$50.84	\$51.99	\$52.86	83.23%	64.40%	64.31%	68.03%	68.03%	\$85.27	\$80.23	\$75.46	\$79.58	\$77.17
Aug	56.53%	51.13%	49.99%	65.21%	56.55%	\$88.80	\$88.27	\$88.35	\$79.03	\$80.18	59.67%	59.96%	67.67%	64.94%	64.27%	\$63.52	\$54.07	\$51.51	\$51.27	\$50.45	85.58%	66.50%	75.23%	81.30%	69.50%	\$84.51	\$80.65	\$74.86	\$79.19	\$77.54
Sept	50.05%	63.65%	51.63%	54.72%	45.45%	\$90.14	\$95.23	\$78.99	\$79.70	\$75.23	56.01%	68.03%	64.89%	59.89%	57.66%	\$61.12	\$55.90	\$49.79	\$52.01	\$48.21	73.92%	67.72%	62.35%	64.06%	64.78%	\$85.19	\$78.17	\$74.61	\$83.23	\$71.61
Oct	44.06%	66.35%	45.18%	75.35%	49.27%	\$88.56	\$92.66	\$88.89	\$84.95	\$80.20	50.95%	67.63%	54.62%	73.65%	52.01%	\$62.54	\$53.26	\$46.46	\$61.43	\$52.05	82.36%	69.83%	60.34%	79.69%	66.27%	\$86.00	\$79.98	\$92.69	\$78.78	\$78.71
Nov	43.42%	51.51%	46.19%	62.23%	40.32%	\$95.97	\$88.95	\$85.63	\$82.81	\$76.00	51.34%	58.00%	68.29%	75.12%	60.43%	\$61.77	\$53.78	\$54.11	\$60.06	\$52.39	54.78%	51.51%	52.44%	59.91%	48.92%	\$94.79	\$81.81	\$80.31	\$79.93	\$79.58
Dec	32.33%	32.35%	33.26%	44.35%	34.20%	\$93.82	\$81.91	\$77.72	\$78.96	\$69.25	44.26%	55.00%	58.08%	73.76%	52.34%	\$59.99	\$51.77	\$50.79	\$56.32	\$46.96	40.52%	30.44%	34.48%	29.22%	31.37%	\$84.04	\$82.84	\$78.98	\$82.10	\$83.06
Jan	57.09%	46.53%	38.15%	48.81%	37.61%	\$96.80	\$88.55	\$92.38	\$86.95	\$71.84	48.29%	55.25%	58.00%	67.28%	48.23%	\$62.11	\$53.87	\$48.89	\$57.05	\$48.69	72.23%	40.95%	63.26%	61.11%	54.90%	\$86.89	\$88.02	\$80.29	\$50.36	\$79.55
Feb	52.61%	56.69%	52.47%	46.78%	43.74%	\$95.21	\$90.36	\$90.60	\$86.89	\$78.71	54.17%	61.99%	61.84%	66.78%	60.97%	\$63.02	\$53.52	\$53.25	\$58.77	\$51.79	86.96%	73.33%	60.87%	64.07%	53.69%	\$83.65	\$77.29	\$80.80	\$79.12	\$78.59
Mar		61.48%	59.83%	49.87%	45.30%		\$90.83	\$90.99	\$86.55	\$79.42		59.65%	61.47%	66.56%	79.59%		\$55.82	\$57.28	\$56.53	\$51.40		75.71%	72.29%	76.02%	67.41%		\$81.06	\$77.13	\$76.32	\$77.38
Apr		60.06%	59.14%	55.07%	55.25%		\$89.39	\$92.81	\$85.61	\$80.00		64.22%	56.89%	68.37%	63.01%		\$62.23	\$56.02	\$52.75	\$53.92		74.30%	59.42%	63.80%	74.28%		\$82.44	\$76.17	\$75.86	\$77.16
May		59.09%	40.73%	45.77%	47.15%		\$90.74	\$108.82	\$85.70	\$76.66		62.96%	54.28%	60.95%	57.01%		\$62.94	\$57.15	\$54.41	\$50.40		69.44%	60.30%	60.33%	56.11%		\$82.29	\$79.13	\$74.72	\$92.28
June		61.83%	52.09%	63.13%	56.93%		\$90.69	\$88.83	\$89.20	\$79.42		55.74%	57.58%	60.84%	62.54%		\$66.06	\$56.97	\$58.74	\$52.67		84.25%	68.09%	75.25%	54.54%		\$83.05	\$79.92	\$75.48	\$78.43
YTD	47.80%	55.08%	48.41%	55.86%	47.09%	\$94.75	\$89.79	\$89.67	\$84.04	\$77.13	52.76%	60.58%	60.85%	66.84%	59.89%	\$62.23	\$56.36	\$52.76	\$55.94	\$50.98	72.45%	64.03%	61.12%	65.23%	59.15%	\$86.29	\$81.49	\$79.20	\$76.22	\$79.26

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

MONTH TO DATE TOTALS											YEAR TO DATE TOTALS									
Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate					
Date	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016
July	66.94%	64.91%	66.32%	68.82%	66.69%	\$85.81	\$79.48	\$74.50	\$73.42	\$72.71	66.94%	64.91%	66.32%	68.82%	64.00%	\$85.81	\$79.48	\$74.50	\$73.42	\$70.71
Aug	67.10%	66.86%	66.50%	70.51%	66.86%	\$82.86	\$79.53	\$76.42	\$73.06	\$73.79	67.03%	65.88%	66.41%	69.67%	64.37%	\$84.26	\$79.50	\$75.47	\$73.24	\$71.12
Sep	61.53%	72.24%	64.59%	63.69%	60.14%	\$82.42	\$82.24	\$74.88	\$71.51	\$70.15	65.19%	67.95%	65.82%	67.75%	63.90%	\$83.68	\$80.45	\$75.29	\$72.72	\$71.02
Oct	57.71%	75.59%	57.61%	79.74%	61.70%	\$82.37	\$81.67	\$73.80	\$78.73	\$71.98	63.38%	69.80%	63.69%	70.72%	63.68%	\$83.39	\$80.77	\$74.94	\$74.40	\$71.11
Nov	53.33%	63.86%	58.39%	73.14%	54.85%	\$83.42	\$79.14	\$73.71	\$76.99	\$70.57	61.33%	68.63%	62.69%	71.20%	62.90%	\$83.40	\$80.47	\$74.72	\$74.92	\$71.07
Dec	47.89%	49.91%	54.35%	59.45%	48.35%	\$81.13	\$74.12	\$68.68	\$72.58	\$66.99	59.26%	65.57%	61.40%	69.23%	61.61%	\$83.11	\$79.68	\$73.89	\$74.59	\$70.79
Jan	55.94%	54.85%	57.04%	63.39%	55.51%	\$84.62	\$79.47	\$74.41	\$71.08	\$70.55	58.78%	63.92%	60.76%	63.39%	59.26%	\$83.32	\$79.65	\$73.96	\$71.08	\$70.71
Feb	63.67%	68.55%	62.02%	63.59%	63.04%	\$84.23	\$79.90	\$76.55	\$75.32	\$71.53	59.33%	64.47%	57.20%	67.80%	59.71%	\$83.43	\$79.68	\$74.27	\$74.23	\$70.82
Mar		69.95%	67.59%	69.21%	69.81%		\$90.69	\$80.11	\$73.56	\$73.43		65.10%	61.68%	67.95%	60.83%		\$81.03	\$75.00	\$74.16	\$71.15
Apr		71.69%	66.88%	67.63%	71.53%		\$83.56	\$80.46	\$74.14	\$76.55		65.72%	62.22%	67.91%	61.84%		\$81.30	\$75.61	\$74.16	\$71.74
May		75.00%	62.03%	62.67%	63.52%		\$96.83	\$78.95	\$72.10	\$72.40		66.51%	62.20%	67.41%	61.98%		\$82.78	\$75.93	\$73.97	\$71.80
June		69.40%	66.80%	71.47%	66.21%		\$86.42	\$79.70	\$74.93	\$71.86		66.73%	62.59%	67.74%	62.32%		\$83.07	\$76.27	\$74.06	\$71.80
AVG	59.26%	66.90%	62.51%	67.78%	62.35%	\$83.36	\$82.75	\$76.01	\$73.95	\$71.88	62.66%	66.27%	62.75%	68.30%	62.20%	\$83.80	\$80.66	\$74.99	\$73.75	\$71.15

BUSINESS I-95					
# of Properties Reporting Room Nights Sold					
Date	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016
July	3 of 11	3 of 11	3 of 11	3 of 12	3 of 12
Aug	3 of 11	4 of 11	3 of 11	3 of 12	4 of 12
Sep	3 of 11	4 of 11	3 of 11	3 of 12	4 of 12
Oct	3 of 11	3 of 11	3 of 11	3 of 12	4 of 12
Nov	3 of 11	4 of 11	3 of 11	3 of 11	4 of 12
Dec	3 of 11	4 of 11	3 of 11	3 of 11	4 of 12
Jan	3 of 11	3 of 11	4 of 12	3 of 11	4 of 12
Feb	2 of 11	3 of 11	3 of 12	3 of 11	4 of 12
Mar		2 of 11	4 of 12	3 of 11	4 of 12
Apr		3 of 11	4 of 12	3 of 11	3 of 12
May		3 of 11	3 of 12	3 of 11	3 of 12
June		3 of 11	3 of 11	3 of 11	3 of 12

I-95					MALL AREA					SPRING LAKE					MISC FAYETTEVILLE					MISC FORT BRAGG					MONTH TO DATE TOTALS					
# of Properties Reporting Room Nights Sold					# of Properties Reporting Room Nights Sold					# of Properties Reporting Room Nights Sold					# of Properties Reporting Room Nights Sold					# of Properties Reporting Room Nights Sold					# of Properties Reporting Room Nights Sold					
Date	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016	2019 - 2020	2018-2019	2017-2018	2016-2017	2015-2016
July	3 of 18	4 of 18	5 of 17	4 of 16	5 of 16	14 of 23	15 of 23	13 of 21	14 of 21	12 of 20	6 of 6*	7 of 7	5 of 7	4 of 6	5 of 6	8 of 11~	9 of 10	7 of 10	7 of 10	7 of 10	3 of 3^	4 of 5	4 of 5	4 of 5	5 of 5	37 of 72	42 / 74	37 / 71	36 / 70	37 / 69
Aug	4 of 18	4 of 18	5 of 17	4 of 16	4 of 16	14 of 23	15 of 23	13 of 21	14 of 21	14 of 20	6 of 6*	7 of 7	6 of 7	4 of 6	5 of 6	8 of 11~	8 of 10	7 of 10	7 of 10	7 of 10	3 of 3^	4 of 5	4 of 5	4 of 5	5 of 5	38 of 72	42 / 74	38 / 71	36 / 70	39 / 69
Sep	3 of 18	3 of 18	5 of 17	4 of 16	5 of 16	14 of 23	15 of 23	12 of 21	13 of 21	14 of 20	6 of 6*	7 of 7	6 of 7	4 of 6	5 of 6	8 of 11~	9 of 10	8 of 10	7 of 10	7 of 10	3 of 3^	4 of 5	4 of 5	4 of 5	4 of 5	37 of 72	42 / 74	38 / 71	35 / 70	39 / 69
Oct	3 of 19	4 of 18	5 of 17	4 of 16	5 of 16	13 of 23	14 of 23	13 of 21	14 of 21	15 of 21	6 of 6*	7 of 7	6 of 7	5 of 6	5 of 6	8 of 11~	9 of 10	7 of 10	6 of 10	7 of 10	3 of 3^	4 of 5	4 of 5	4 of 5	4 of 5	35 of 72	41 / 74	38 / 71	36 / 70	40 / 70
Nov	5 of 19	4 of 18	4 of 17	4 of 16	5 of 16	13 of 23	15 of 23	13 of 21	14 of 21	15 of 21	6 of 6*	6 of 6*	6 of 7	4 of 6	5 of 6	8 of 11~	8 of 10	6 of 10	7 of 10	6 of 10	3 of 3^	4 of 5	4 of 5	4 of 5	4 of 5	38 of 73	41 / 73	36 / 71	36 / 69	39 / 70
Dec	4 of 19	5 of 19	4 of 18	4 of 16	5 of 16	13 of 23	13 of 23	14 of 21	14 of 21	15 of 21	6 of 6*	6 of 6*	6 of 7	5 of 7	5 of 6	8 of 11~	9 of 10	7 of 10	6 of 10	7 of 10	2 of 3^	4 of 5	4 of 5	4 of 5	5 of 5	36 of 73	41 / 74	38 / 72	36 / 70	41 / 70
Jan	3 of 19	5 of 18	4 of 18	4 of 16	4 of 16	13 of 23	14 of 23	14 of 21	14 of 21	15 of 21	6 of 6*	6 of 6*	5 of 7	6 of 7	5 of 6	8 of 11~	9 of 10	8 of 10	7 of 10	7 of 10	3 of 3^	4 of 5	4 of 5	4 of 5	5 of 5	36 of 73	41 / 73	39 / 73	38 / 70	40 / 70
Feb	5 of 19	4 of 18	2 of 18	3 of 16	4 of 16	13 of 23	14 of 23	14 of 21	14 of 21	15 of 21	5 of 6*	6 of 6*	6 of 7	5 of 7	4 of 6	8 of 11~	9 of 10	8 of 10	7 of 10	7 of 10	2 of 3^	5 of 5	4 of 5	4 of 5	5 of 5	35 of 73	41 / 73	37 / 73	36 / 70	39 / 70
Mar		4 of 18	3 of 18	3 of 16	4 of 16		14 of 23	15 of 22	12 of 21	15 of 21		6 of 6*	6 of 7	6 of 7	4 of 6		8 of 10	8 of 10	7 of 10	6 of 10		5 of 5	4 of 5	4 of 5	5 of 5		37 / 73	40 / 74	35 / 70	38 / 70
Apr		4 of 18	4 of 18	5 of 16	4 of 16		14 of 23	15 of 22	14 of 21	15 of 21		6 of 6*	6 of 7	6 of 7	5 of 6		7 of 10	9 of 10	7 of 10	7 of 10		5 of 5	4 of 5	4 of 5	4 of 5		39 / 73	42 / 74	39 / 70	38 / 70
May		3 of 18	3 of 18	4 of 16	4 of 16		14 of 23	15 of 22	14 of 21	14 of 21		6 of 6*	7 of 7	6 of 7	4 of 6		8 of 10	9 of 10	7 of 10	7 of 10		5 of 5	4 of 5	4 of 5	4 of 5		39 / 73	41 / 74	38 / 70	36 / 70
June		3 of 18	4 of 18	4 of 16	4 of 16		14 of 23	15 of 23	13 of 21	15 of 21		6 of 6*	7 of 7	6 of 7	4 of 6		7 of 10	8 of 10	7 of 10	7 of 10		3 of 3^	4 of 5	4 of 5	4 of 5		36 / 71	41 / 74	37 / 70	37 / 70

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

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

*** 1 property was added to Mall eff w/ Mar 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 removed from Business I-95 eff w/ June 2018 room occupancy returns filed / has less than 20 rooms

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

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

~ 1 property was added to Misc Fayetteville eff w/ July 2019 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/ October 2019 room occupancy returns filed

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

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

Month of Sales	Business I-95 Sales Reported	I-95 Sales Reported	Mall Sales Reported	Spring Lake Sales Reported	Misc Fayetteville Sales Reported	Misc Ft Bragg Sales Reported	TOTAL SALES REPORTED
July	\$55,683.58	\$973,694.42	\$3,126,845.56	\$811,929.44	\$683,148.95	\$677,664.82	\$6,328,966.77
Aug	\$60,831.98	\$982,374.55	\$3,083,506.68	\$809,272.72	\$707,264.01	\$1,134,438.75	\$6,777,688.69
Sept	\$51,294.60	\$622,403.98	\$2,935,860.29	\$703,793.66	\$618,304.23	\$984,752.16	\$5,916,408.92
Oct	\$60,594.10	\$609,186.94	\$2,712,109.39	\$628,971.15	\$594,720.26	\$676,269.94	\$5,281,851.78
Nov	\$52,877.75	\$775,739.10	\$2,415,664.34	\$650,122.23	\$570,862.40	\$788,170.36	\$5,253,436.18
Dec	\$45,979.57	\$699,414.52	\$2,037,196.79	\$488,920.96	\$492,189.22	\$325,142.98	\$4,088,844.04
Jan	\$37,397.87	\$684,606.48	\$2,431,510.30	\$710,871.17	\$559,668.86	\$984,450.44	\$5,408,505.12
Feb	\$41,645.35	\$838,628.70	\$2,574,163.71	\$755,401.53	\$596,019.72	\$649,695.98	\$5,455,554.99
Mar							\$0.00
Apr							\$0.00
May							\$0.00
June							\$0.00
Totals	\$406,304.80	\$6,186,048.69	\$21,316,857.06	\$5,559,282.86	\$4,822,177.65	\$6,220,585.43	\$44,511,256.49

Month of Sales	Business I-95 Rooms Available	I-95 Rooms Available	Mall Rooms Available	Spring Lake Rooms Available	Misc Fayetteville Rooms Available	Misc Ft Bragg Rooms Available	TOTAL ROOMS AVAILABLE
July	2976	12896	49972	16120	18662	9548	110174
Aug	2945	18507	49972	16120	18662	15686	121892
Sept	2850	16110	48409	15600	18060	15638	116667
Oct	2976	19282	44516	16120	18662	9548	111104
Nov	2880	23340	43080	15600	18000	15180	118080
Dec	2976	13423	44516	16120	18662	9548	105245
Jan	2976	19561	44516	12865	18662	15686	114266
Feb	2784	15834	41644	15080	17458	8932	101732
Mar							0
Apr							0
May							0
June							0
Totals	23363	138953	366625	123625	146828	99766	899160

Month of Sales	Business I-95 Room Nights Sold	I-95 Room Nights Sold	Mall Room Nights Sold	Spring Lake Room Nights Sold	Misc Fayetteville Room Nights Sold	Misc Ft Bragg Room Nights Sold	TOTAL ROOM NIGHTS SOLD
July	1399	9441	36788	7468	10710	7947	73753
Aug	1443	10099	36578	9113	11135	13424	81792
Sept	1831	6033	34440	7808	10116	11560	71788
Oct	1600	6483	31564	7102	9509	7864	64122
Nov	1397	8722	28525	6774	9241	8315	62974
Dec	1119	7301	24640	5211	8259	3869	50399
Jan	913	6782	28538	7344	9011	11330	63918
Feb	911	9098	29603	7934	9457	7767	64770
Mar							0
Apr							0
May							0
June							0
Totals	10613	63959	250676	58754	77438	72076	533516

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

Month	Business I-95 # of Reporting Properties	I-95 # of Reporting Properties	Mall # of Reporting Properties	Spring Lake # of Reporting Properties	Misc Fayetteville # of Reporting Properties	Misc Ft Bragg # of Reporting Properties	TOTAL # OF REPORTING PROPERTIES
July	3 of 11	3 of 18	14 of 23	6 of 6*	8 of 11~	3 of 3^	37 of 72
Aug	3 of 11	4 of 18	14 of 23	6 of 6*	8 of 11~	3 of 3^	38 of 72
Sept	3 of 11	3 of 18	14 of 23	6 of 6*	8 of 11~	3 of 3^	37 of 72
Oct	3 of 11	3 of 18	13 of 23	6 of 6*	8 of 11~	2 of 3^	35 of 72
Nov	3 of 11	5 of 19**	13 of 23	6 of 6*	8 of 11~	3 of 3^	38 of 73
Dec	3 of 11	4 of 19**	13 of 23	6 of 6*	8 of 11~	2 of 3^	36 of 73
Jan	3 of 11	3 of 19**	13 of 23	6 of 6*	8 of 11~	3 of 3^	36 of 73
Feb	2 of 11	5 of 19**	13 of 23	5 of 6*	8 of 11~	2 of 3^	35 of 73
Mar							
Apr							
May							
June							

*Removed Starlite Motel as it was destroyed by Hurricane Florence

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

Misc Fayetteville - ~New property opened July 2019

**I-95 - New property opened Oct 2019

MTD TOTAL SALES REPORTED	MTD TOTAL ROOMS AVAILABLE	MTD TOTAL ROOM NIGHTS SOLD
\$5,455,554.99	101732	64770
MTD Total Room Nights Sold divided by MTD Total Rooms Available = OCCUPANCY RATE		63.67%
MTD Total Sales Reported divided by MTD Total Room Nights Sold = ADR		\$84.23

YTD TOTAL SALES REPORTED	YTD TOTAL ROOMS AVAILABLE	YTD TOTAL ROOM NIGHTS SOLD
\$44,511,256.49	899160	533516
YTD Total Room Nights Sold divided by YTD Total Rooms Available = OCCUPANCY RATE		59.33%
YTD Total Sales Reported divided by YTD Total Room Nights Sold = ADR		\$83.43