Date Created: Oct 16, 2017

Fayetteville Area CVB

For the Month of September 2017

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Tab 2 - Multi-Segment

Fayetteville Area CVB

For the month of: September 2017

			C	Current N	Ionth - Se	eptembe	er 2017 vs	Septem	ber 2016							Year to I	Date - Sej	otember	2017 vs \$	Septem	ber 2016					Part	cipation	
	Occ	%	AD	DR	Rev	PAR	Per	cent Ch	ange from	n Septei	nber 201	6	Occ	%	AD	R	RevF	PAR		Percen	t Change f	rom YT	D 2016		Prope	erties	Roo	ms
										Room	Room	Room										Room	Room	Room				
	2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Rev	Avail	Sold	2017	2016	2017	2016	2017	2016	Occ	ADR	RevPAR	Rev	Avail	Sold	Census	Sample	Census	Sample
North Carolina	64.3	64.7	104.56	100.76	67.21	65.23	-0.7	3.8	3.0	5.8	2.7	1.9	64.6	65.2	102.13	99.25	65.98	64.72	-0.9	2.9	2.0	4.3	2.3	1.4	1771	1161	154668	122686
Cumberland County, NC	66.1	63.4	77.86	71.64	51.45	45.41	4.2	8.7	13.3	17.4	3.6	8.0	67.8	66.0	76.36	73.34	51.74	48.38	2.7	4.1	6.9	9.5	2.3	5.1	66	48	6108	5128
Johnston County, NC	55.8	50.8	72.74	69.86	40.60	35.46	10.0	4.1	14.5	14.0	-0.4	9.5	54.6	52.6	72.49	71.08	39.57	37.39	3.8	2.0	5.8	6.6	0.7	4.5	32	24	2217	1734
Robeson County, NC	60.0	59.5	76.49	67.02	45.88	39.89	0.8	14.1	15.0	21.6	5.7	6.6	65.0	62.3	76.35	68.67	49.65	42.79	4.4	11.2	16.0	20.6	3.9	8.4	29	16	1883	1246
Wake County, NC	70.8	70.0	103.27	100.95	73.13	70.67	1.2	2.3	3.5	7.0	3.4	4.6	70.2	69.9	102.34	100.65	71.80	70.33	0.4	1.7	2.1	4.0	1.9	2.3	136	125	16302	15488
Durham County, NC	66.9	68.5	103.18	102.35	69.02	70.15	-2.4	0.8	-1.6	1.7	3.3	0.9	67.5	66.8	103.25	102.42	69.71	68.47	1.0	0.8	1.8	5.5	3.6	4.6	65	61	8401	8008
Edgecombe County, NC																									4	1	216	65
Guilford County, NC	56.9	56.9	88.58	85.73	50.41	48.81	-0.0	3.3	3.3	3.3	-0.0	-0.1	59.0	58.5	92.11	90.43	54.38	52.92	0.9	1.9	2.7	3.1	0.3	1.2	93	75	10893	9667
Harnett County, NC	55.4	52.3	78.39	72.93	43.43	38.17	5.9	7.5	13.8	13.8	0.0	5.9	57.2	55.0	76.75	72.01	43.87	39.57	4.0	6.6	10.9	13.4	2.3	6.4	11	8	859	638
Moore County, NC	61.4	57.6	140.42	138.72	86.28	79.89	6.7	1.2	8.0	7.9	-0.1	6.6	58.5	59.5	122.51	121.15	71.64	72.08	-1.7	1.1	-0.6	4.5	5.2	3.4	22	14	1958	1554

Currency: USD - US Dollar

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Tab 3 - Trend Cumberland County NC Fayetteville Area CVB For the Month of September 2017

2017

69.4

8.5

2017

76.34

72.93

4.7

2017

52.95

46.62

13.6

2017

2.192.471

2,151,737

1.9

2017

1.520.802

1,375,469

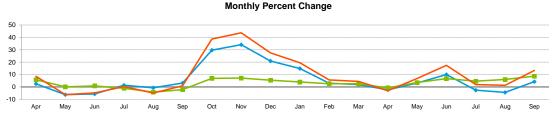
10.6

2017

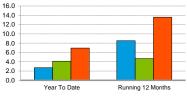
116,099,618

15.7

63.9







-RevPAR ■Occupancy ■ADR ■RevPAR 2016 2017 Year To Date Running 12 Months Occupancy (%) Dec Feb Ma May 2015 2016 2017 2015 2016 Ар May Ju Aug Sep Oct Nov lar Jul Aug Sep Ap This Year 73.0 62.8 67.0 70.2 68.7 63.4 81.9 76.1 64.9 637 65.5 71.0 71.3 64.8 73.7 68.4 65.7 66.1 66.6 66.0 67.8 64.8 63.9 Last Year 71.1 67.0 71.0 69.2 69.2 61.5 63.1 56.8 53.6 55.4 63.5 69.6 73.0 62.8 67.0 70.2 68.7 63.4 67.0 66.6 66.0 65.4 64.8 Percent Change 2.5 -6.2 -5.7 1.4 -0.7 3.2 29.7 34.1 20.9 14.9 3.0 1.9 -2.3 3.1 10.0 -2.6 -4.4 4.2 -0.6 -1.0 2.7 -1.1 -1.3 2016 2017 Year To Date Running 12 Months ADR Ap Mav Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aua Sep 2015 2016 2017 2015 2016 71.64 72.57 This Year 77.09 73.04 73.38 73.46 73.00 78.50 77.18 74.40 74.24 75.56 76.47 75.66 78.30 76.89 77.41 77.86 73.59 73.34 76.36 73.27 72.93 Last Year 72.83 73.01 72.79 74.26 76.21 73.22 73.41 72.03 68.84 71.52 72.39 73.70 77.09 73.04 73.38 73.46 73.00 71.64 73.39 73.59 73.34 72.38 73.27 Percent Change 5.8 0.0 0.8 -1.1 -4.2 -2.2 6.9 7.2 5.4 4.0 2.6 2.5 -0.8 3.6 6.7 4.7 6.0 8.7 0.3 -0.3 4.1 1.2 -0.5 2016 2017 Year To Date Running 12 Months RevPAR Jul Oct Nov Dec Jan Feb Mar May Jul Sep 2015 2016 2017 2015 2016 Apr May Jun Aug Sep Apr Jun Aug This Year 56.24 45.86 49.15 51.57 50.19 45.41 64.26 58.74 47.07 47.36 48.59 53.63 54.50 48.99 57.71 52.56 50.86 51.45 49.04 48.38 51.74 47.44 46.62 Last Year 51.81 48.89 51.67 51.42 52.77 45.00 46.34 40.88 36.92 39.63 46.00 51.33 56.24 45.86 49.15 51.57 50.19 45.41 49.19 49.04 48.38 47.37 47.44 Percent Change 8.5 -6.2 -4.9 0.3 -4.9 0.9 38.6 43.7 27.5 19.5 5.6 4.5 6.8 17.4 1.9 1.3 13.3 -0.3 -1.4 6.9 0.2 -1.7 -3.1 2016 2017 Year To Date Running 12 Months Supply May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar May Jul Sep 2015 2016 2017 2015 2016 Apr Apr Jun Aug This Year 176.850 182.745 176.850 182.745 182.745 176.850 182,745 176.850 185.845 185.845 167.860 185.845 179.850 185.845 179.850 189.348 189.348 183.240 1.610.305 1.609.335 1.647.031 2.153.501 2.151.737 Last Year 176,970 182,869 176,970 182,869 182 807 176,910 182 807 176,850 182,745 182,745 165,060 182,745 176,850 182,745 176,850 182,745 182,745 176,850 1,591,848 1,610,305 1,609,335 2,124,712 2,153,501 Percent Change -0.1 -0.1 -0.1 -0.1 0.0 0.0 0.0 0.0 1.7 1.7 1.7 1.7 1.7 1.7 17 3.6 3.6 3.6 1.2 -0.1 2.3 1.4 -0.1 2016 2017 Year To Date Running 12 Months Demand Dec Feb 2015 2017 Apr Mav Jun Jul Aug Sep Oct Nov Jan Mar Apr May Jun Jul Aua Sep 2016 2015 2016 This Year 134.607 120.539 109.873 131.903 132.553 129,445 1.073.238 1.061.666 1.116.065 1.394.426 1.375.469 129.015 114,739 118,461 128.290 125.632 112.109 149.591 118.300 128,165 120.335 124,400 121.091 Last Year 122,451 126,578 115,407 100,372 127,281 118,461 125,632 112,109 1,067,055 1,390,467 125,893 125,641 126,623 108,717 98,024 101,252 104,887 129,015 114,739 128,290 1,073,238 1,061,666 1,394,426 Percent Change 2.5 -6.3 -5.7 1.3 -0.7 3.1 29.6 34.1 23.0 16.8 4.8 3.6 -0.7 4.9 11.9 0.9 -1.0 8.0 0.6 -1.1 5.1 0.3 -1.4 2017 2016 Year To Date Running 12 Months Revenue Dec Feb 2015 2017 2015 2016 Apr May Jun Jul Sep Oct Nov Jan Mar May Jun Jul Sep 2016 Aug Apr Aug 9,945,284 8,380,936 8,692,735 9,424,026 9,171,500 8,031,175 11,742,468 10,388,945 8,747,212 8,801,514 8,157,123 9,966,748 9,800,966 10,379,561 9,952,765 9,629,486 9,427,699 78,975,150 85,220,993 100,309,738 This Year 9,105,131 77,860,413 102,169,024 Last Year 9,168,321 8,940,417 9,144,910 9,402,399 9,646,181 7,960,742 8,472,081 7,229,538 6,747,706 7,241,543 7,592,793 9,380,421 9,945,284 8,380,936 8,692,735 9,424,026 9,171,500 8,031,175 78,306,027 78,975,150 77,860,413 100,647,914 102,169,024 100,309,738 Percent Change 8.5 -6.3 -4.9 0.2 -4.9 0.9 38.6 43.7 29.6 21.5 7.4 6.3 -1.5 8.6 19.4 5.6 5.0 17.4 0.9 -1.4 9.5 1.5 -1.8 2016 2017 Census % Ap Mav Jun .lul Aug Sep Oct Nov Dec Jan Feb Mar May Jun .lul Aug Sep Census Props 64 64 64 64 64 64 64 64 65 65 65 65 65 65 65 66 66 66 Census Rooms 5895 5895 5895 5895 5895 5895 5895 5895 5995 5995 5995 5995 5995 5995 5995 6108 6108 6108

% Rooms Participants A blank row indicates insufficient data.

83.4

83.4

83.4

83.4

83.4

83.4

83.4

83.4

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837

83.7

837

83.7

83.7

83.7

82.1

84.0

84.0

83.7

Tab 4 - Response Cumberland County NC

Fayetteville Area CVB

For the Month of September 2017

25295	Name of Establishment			1																									
25295		City & State	Zip Code		Open Date	Rooms	Chg in Rms	JF	м 4	A M	JJ	A	s o	NC	J	FM	а м	J	JA	s	0 N	D	JF	м	A N	IJ	J	A S	0 N [
	American Eagle Inn	Fayetteville, NC	28301	Jun 2012	Jun 1967	43																							
10000	Budget Inn	Fayetteville, NC	28301	Jul 2009	Jun 1964	130											_								_			1	
	Closed - Independent Hotel Prince Charles	Fayetteville, NC	28301	Nov 2010	Jun 1925	0	Y																						
	Closed - Independent Patel Motel	Fayetteville, NC	28301	Jul 2011	Jun 1958	0	Y																		_			1	
	Closed - Independent Town & Country Motel	Fayetteville, NC	28301	Apr 2008		0	Y																						
	Closed Days Inn Central Fayetteville	Fayetteville, NC	28301	Apr 2000		0	Y																		_				
	Closed St James Inn	Fayetteville, NC	28301	Jan 1991		0																							
	Closed Travel Inn	Fayetteville, NC	28301	Jun 2004		0	Y																						
	Cloverleaf Motel Eastover Inn	Fayetteville, NC Fayetteville, NC	28301 28301			22																							
		Fayetteville, NC	28301	Sep 1995	Jun 1985	50	Y																						
	Economy Inn Night Inn				Jun 1985 Jun 1972	50																							
	Regency Inn	Fayetteville, NC Fayetteville, NC	28301 28301	Sep 2011 Jul 2003	Jun 1972	105	Y Y																						
	Value Place Fayetteville Bragg	Favetteville, NC	28301	Oct 2003	Oct 2007	105	Ť																					1.1	
	Affordable Suites Fayetteville	Fayetteville, NC	28301	Jan 2014	Jan 2014	49		• •	• •	•	• • • •	0		• • • •	0		• •	0		•		0	• •	•	• • • •	•	• •	•	
	Boulevard Motel	Fayetteville, NC	28303	Jun 1967	Jun 1967	49 30		0 0	0 0	0	0 0	0	0	0 0	0	0	0 0	0 0	0	0	0	0	0 0	0	0 0	0	0 0	0	
	Candlewood Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Jan 2011	Jan 2011	114														-									
	Closed - Independent Cottonade Square	Fayetteville, NC	28303	Aug 2014	Jan 2011	0	Y	• •	• •	•	• •	• •	•	•••	•	••	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	
		Fayetteville, NC		Jan 1991	Jan 1991	108	T													-									
	Courtyard Fayetteville Days Inn Fayetteville Northwest Fort Bragg Area	Fayetteville, NC	28303 28303	Mar 2014	Jun 1991	108	Y			•																		•	
	Embassy Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Apr 2014	Apr 2012	119	r			•																			
	Extended Stay America Fayetteville Cross Creek Mall	Fayetteville, NC	28303	Apr 2012 Apr 2013	Jan 1999	77	Y																						
	Fairfield Inn Fayetteville	Fayetteville, NC	28303	Jun 1989	Jun 1989	129	Y																						
	Hampton Inn Fayetteville Fort Bragg	Fayetteville, NC	28303	Dec 1995	Dec 1995	129	Y		• •	•	• •			• •			•••	•						•					
	Hilton Garden Inn Fayetteville Fort Bragg	Fayetteville, NC	28303	Nov 2005	Nov 2005	104	I																						
	Holiday Inn Express & Suites Fayetteville Fort Bragg	Favetteville, NC	28303	Feb 2000	Jan 1998	89	Y																						
	Home2 Suites Fayetteville	Fayetteville, NC	28303	Feb 2000	Feb 2011	118	T																						
	Homewood Suites Fayetteville	Fayetteville, NC	28303	Feb 2011	U/C	111		•••	•••	•	• •	• •	•	•••	•	••	•••	•	• •	•	•••	•	• •	•	•••	•	• •	•	
	Knights Inn Fayettevile Fort Bragg	Fayetteville, NC	28303	Dec 1997	Jun 1968	61																							
	Quality Inn & Suites Fort Bragg Fayetteville	Fayetteville, NC	28303	Nov 2012	Jun 1980	109	Y			•																			
	Residence Inn Favetteville Cross Creek	Favetteville, NC	28303	Dec 2006	Dec 2006	92	T		• •	•	• •			• •				•											
	Springhill Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Dec 2000	U/C	121		• •	•••	•	• •	• •	•	•••	•	••	• •	•	• •	•	•••	•	• •	•	• •	•	• •	•	
	Suburban Extended Stay Hotel Near Fort Bragg	Fayetteville, NC	28303	Jun 1998	Jun 1998	121	Y																						
	TownePlace Suites Fayetteville Cross Creek	Fayetteville, NC	28303	Jul 2009	Jul 2009	93																							
	Tropical Motel	Favetteville, NC	28303	Jun 1970	Jun 1970	80			• •		•••			•••			•••	•		•			•••	•	•••				
	Wingate by Wyndham Fayetteville Fort Bragg	Fayetteville, NC	28303	Aug 1998	Aug 1998	85																							
	Baymont Inn & Suites Fayetteville Fort Bragg Area	Fayetteville, NC	28303	Aug 1998 Aug 2015	Aug 1998 Aug 2015	96		•••	• •	•	•••																		
	Closed - Independent Becks Motel	Fayetteville, NC	28304	Sep 2008	Aug 2013	0	Y							•••			• •	•					• •		• •				
	Extended Stay America Fayetteville Owen Drive	Fayetteville, NC	28304	Jul 1997	Jul 1997	120																							
	Ramada Plaza Fayetteville Fort Bragg Area	Fayetteville, NC	28304	Aug 2015	Jun 1974	120	Y																						
	WoodSpring Suites Fayetteville West	Fayetteville, NC	28304	Nov 2016	Apr 2006	121																							
	Airport Inn Budget Motel	Fayetteville, NC	28306	1101 2010	101 2000	30				-																			
	Ambassador Inn	Fayetteville, NC	28306	Jun 2012	Jun 1964	62																							
	Carolina Motor Inn	Fayetteville, NC	28306	50112012	5011 1504	47																						1.1	
	Closed McInnis Motel	Fayetteville, NC	28306	Jun 1993		0	Y																						
	Coliseum Inn	Fayetteville, NC	28306	Sep 1996	Jun 1968	75	•																					1.1	
	Red Roof Inn & Suites Fayetteville Fort Bragg	Fayetteville, NC	28306	Oct 2015	May 2001	52	Y																					•	
	Relax Inn	Fayetteville, NC	28306	0012010		32	•																						
	Roadside Inn Motel	Fayetteville, NC	28306			20																							
	Landmark Inn Fort Bragg	Fort Bragg, NC	28310	Jan 2001	Jan 2001	198	Y			•		•						•				•		•		•	• •		
	Fairfield Inn & Suites Fayetteville North	Fayetteville, NC	28311	Oct 2014	Oct 2014	115																							
	Closed Days Inn Fayetteville Inn	Fayetteville, NC	28312	Jan 2005	Jun 1985	0	Y																						
	Comfort Inn Fayetteville	Fayetteville, NC	28312	Mar 2013	Apr 2000	61																•		•					
	Days Inn Fayetteville	Favetteville, NC	28312	Sep 2009	May 1986	97																							
	Delux Inn	Fayetteville, NC	28312	000 2000	indy rooo	51				-					-			-		-		-		-		-	i i		
	Doubletree Favetteville	Favetteville, NC	28312	May 2008	Mar 1986	148	Y	• •									• •	•									• •		
-	Econo Lodge Fayetteville	Favetteville, NC	28312	Jan 1989	Jan 1989	140																							
	Fairfield Inn Fayetteville I 95	Fayetteville, NC	28312	Sep 1998	Sep 1998	66	Y											•										•	
	Hampton Inn & Suites Fayetteville	Fayetteville, NC		Jul 2017	Jul 2017	114		-		-			-			-			-	-			3	-		-		•	
	Holiday Inn Fayetteville I 95	Fayetteville, NC	28312	Jun 1983	Jun 1983	198						•					• •	•		•									
	Motel 6 Fayetteville	Fayetteville, NC	28312	Jan 1992	Jun 1986	113																							
	Quality Inn Fayetteville	Fayetteville, NC	28312	Aug 2008	Feb 1998	81																							
	Red Lion Inn & Suites Fayetteville	Fayetteville, NC	28312	Feb 2017	May 1986	121																							
	Red Roof Inn Fayetteville	Fayetteville, NC	28312	Oct 2014	Nov 1997	55	Y																						
	Rodeway Inn Fayetteville	Fayetteville, NC	28312	Mar 2013	Mar 1985	120																							
	Sleep Inn Fayetteville	Fayetteville, NC	28312	Nov 1995	Nov 1995	63																							
	Super 8 Fayetteville	Fayetteville, NC	28312	Dec 1996	Dec 1996	60																							
12580	Comfort Inn Cross Creek	Fayetteville, NC	28312	Jul 1987	Jul 1987	176	Y	• •										- I'		-									

Tab 4 - Response Cumberland County NC

Fayetteville Area CVB

For the Month of September 2017

								2015	i						20	D16							20	17					
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	JF	- м	AN	IJ	JA	sc) N	DJ	F	мА	м	J J	A	s o	NI	J J	FI	M A	м.	L L	A :	s o n i
55750	WoodSpring Suites Fayetteville Fort Bragg	Fayetteville, NC	28314	Nov 2016	Apr 2006	121		• •	•	• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	• •		• •	
58867	Holiday Inn Express & Suites Hope Mills Fayetteville	Hope Mills, NC	28348	Nov 2009	Nov 2009	72		• •	•	• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	,
32663	Country Inn & Suites Fayetteville Fort Bragg	Spring Lake, NC	28390	Feb 2016	Feb 1996	85	Y	• •	•	• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	1
65586	Courtyard Fayetteville Fort Bragg Spring Lake	Spring Lake, NC	28390	Dec 2016	Dec 2016	100																C	•	• •	•	• •	•	• •	,
55648	Hampton Inn Spring Lake Fort Bragg	Spring Lake, NC	28390	Apr 2007	Apr 2007	77		• •	•	• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	1
30000	Sleep Inn & Suites Near Fort Bragg	Spring Lake, NC	28390	Dec 1994	Dec 1994	91	Y	• •	•	• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	,
51150	Starlite Motel	Spring Lake, NC	28390			28																							
26555	Super 8 Spring Lake Fort Bragg Pope AFB	Spring Lake, NC	28390	Jul 1988	Jul 1988	60		• •	•	• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	,
29996	Wellons Gateway Inn	Spring Lake, NC	28390	Feb 1994	Feb 1994	105	Y																						
4634	Econo Lodge Wade Fayetteville North	Wade, NC	28395	Dec 2014	Mar 1974	109	Y	• •	•	• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	,
			Total Prope	erties:	78	6340		0 -	Month	hly da	ata rec	eivec	l by S	TR															
								• -	Month	hly ar	nd dail	y data	a rece	ived	by S1	ſR													
								- Monthly and daily data received by STR Blank - No data received by STR																					
							Blank - No data received by STR Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the												he re	port									

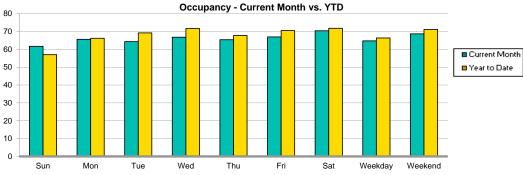
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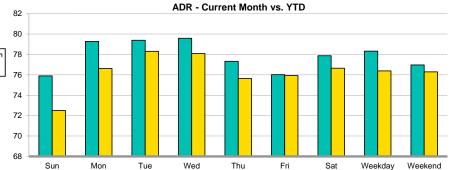
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Tab 5 - DOW Cumberland County NC

Fayetteville Area CVB

For the Month of September 2017





		Occupancy	/ (%)	ADR		RevPA	R	Supp	ly	Dema	nd	Reven	ue
Day of Week			% Chg		% Chg		% Chg		% Chg		% Chg		% Chg
Sunday	Current Month	61.7	17.5	75.89	12.8	46.82	32.6	24,432	3.6	15,072	21.8	1,143,910	37.4
	Year To Date	57.0	5.3	72.51	5.1	41.35	10.6	235,274	2.7	134,161	8.1	9,728,055	13.6
	Running 12 Month	58.6	11.4	72.61	5.9	42.59	18.0	312,309	2.2	183,167	13.8	13,300,648	20.5
Monday	Current Month	65.6	8.2	79.28	10.4	52.02	19.4	24,432	3.6	16,031	12.1	1,270,953	23.8
	Year To Date	66.2	4.9	76.63	4.3	50.74	9.4	235,274	2.8	155,787	7.8	11,937,445	12.4
	Running 12 Month	67.9	10.3	76.46	4.7	51.94	15.5	312,309	2.2	212,149	12.8	16,221,412	18.0
Tuesday	Current Month	64.4	-3.8	79.39	6.6	51.10	2.5	24,432	3.6	15,724	-0.3	1,248,381	6.2
	Year To Date	69.2	1.5	78.31	3.0	54.22	4.6	235,274	2.7	162,887	4.2	12,755,474	7.4
	Running 12 Month	71.2	7.3	78.00	3.3	55.51	10.9	312,309	2.2	222,273	9.7	17,337,457	13.3
Wednesday	Current Month	66.8	-1.0	79.59	6.8	53.19	5.8	24,432	3.6	16,329	2.6	1,299,549	9.6
	Year To Date	71.7	2.8	78.10	3.5	56.01	6.4	235,274	2.7	168,732	5.6	13,177,451	9.2
	Running 12 Month	73.2	9.1	77.77	3.7	56.97	13.1	312,309	2.2	228,761	11.5	17,790,905	15.6
Thursday	Current Month	65.4	6.7	77.33	9.0	50.57	16.2	24,432	-17.1	15,977	-11.6	1,235,520	-3.7
	Year To Date	67.8	3.1	75.64	3.9	51.29	7.1	235,274	2.7	159,547	5.8	12,068,142	10.0
	Running 12 Month	69.8	10.1	75.82	4.7	52.95	15.3	312,409	0.2	218,179	10.4	16,542,563	15.6
Friday	Current Month	67.0	1.8	76.02	8.2	50.90	10.2	30,540	3.6	20,450	5.5	1,554,586	14.1
	Year To Date	70.5	1.7	75.92	4.8	53.54	6.5	235,274	0.1	165,897	1.8	12,595,642	6.6
	Running 12 Month	72.1	7.3	76.27	5.7	54.97	13.4	312,409	0.2	225,143	7.6	17,172,121	13.7
Saturday	Current Month	70.4	2.0	77.87	8.8	54.84	10.9	30,540	29.5	21,507	32.1	1,674,801	43.7
	Year To Date	71.8	0.8	76.65	4.6	55.05	5.5	235,387	2.7	169,054	3.6	12,958,783	8.4
	Running 12 Month	72.6	4.9	76.73	5.3	55.70	10.4	318,417	4.1	231,130	9.2	17,734,512	15.0
Weekday / We	ekend												
Weekday	Current Month	64.8	4.9	78.33	8.8	50.74	14.1	122,160	-1.3	79,134	3.5	6,198,312	12.6
(Sun-Thu)	Year To Date	66.4	3.4	76.39	3.9	50.72	7.4	1,176,370	2.7	781,114	6.2	59,666,567	10.3
	Running 12 Month	68.2	9.6	76.27	4.3	51.99	14.3	1,561,645	1.8	1,064,529	11.5	81,192,985	16.3
Weekend	Current Month	68.7	2.2	76.97	8.6	52.87	11.0	61,080	15.1	41,957	17.6	3,229,387	27.8
(Fri-Sat)	Year To Date	71.2	1.2	76.29	4.7	54.29	6.0	470,661	1.4	334,951	2.7	25,554,426	7.5
	Running 12 Month	72.3	6.1	76.50	5.5	55.33	11.9	630,826	2.2	456,273	8.4	34,906,633	14.4
Total	Current Month	66.1	4.2	77.86	8.7	51.45	13.3	183,240	3.6	121,091	8.0	9,427,699	17.4
	Year To Date	67.8	2.7	76.36	4.1	51.74	6.9	1,647,031	2.3	1,116,065	5.1	85,220,993	9.5
	Running 12 Month	69.4	8.5	76.34	4.7	52.95	13.6	2,192,471	1.9	1,520,802	10.6	116,099,618	15.7

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Tab 6 - Seg Trend Cumberland County NC Fayetteville Area CVB

For the Month of September 2017

							This	Year										Pe	ercent C	hange	(%)				
			Оссира	ancy (%)		Α	DR			Rev	PAR			Occupa	ancy (%)		ADF	२ (%)			RevP/	AR (%)	
Curre Mon		Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total
2016	Apr				73.0				77.09				56.24				2.5				5.8				8.5
	May				62.8				73.04				45.86				-6.2				0.0				-6.2
	Jun				67.0				73.38				49.15				-5.7				0.8				-4.9
	Jul				70.2				73.46				51.57				1.4				-1.1				0.3
	Aug				68.7				73.00				50.19				-0.7				-4.2				-4.9
	Sep				63.4				71.64				45.41				3.2				-2.2				0.9
	Oct				81.9				78.50				64.26				29.7				6.9				38.6
	Nov				76.1				77.18				58.74				34.1				7.2				43.7
	Dec				64.9				72.57				47.07				20.9				5.4				27.5
2017	Jan				63.7				74.40				47.36				14.9				4.0				19.5
	Feb				65.5				74.24				48.59				3.0				2.6				5.6
	Mar				71.0				75.56				53.63				1.9				2.5				4.5
	Apr				71.3				76.47				54.50				-2.3				-0.8				-3.1
	May				64.8				75.66				48.99				3.1				3.6				6.8
	Jun				73.7				78.30				57.71				10.0				6.7				17.4
	Jul				68.4				76.89				52.56				-2.6				4.7				1.9
	Aug				65.7				77.41				50.86				-4.4				6.0				1.3
	Sep				66.1				77.86				51.45				4.2				8.7				13.3

Year To Da	te				Percent Change (%)	
2015 Sep	66.6	73.59	49.04	-0.6	0.3	-0.3
2016 Sep	66.0	73.34	48.38	-1.0	-0.3	-1.4
2017 Sep	67.8	76.36	51.74	2.7	4.1	6.9

Running 1	2 Month				Percent Change (%)	
2015 Sep	64.8	73.27	47.44	-1.1	1.2	0.2
2016 Sep	63.9	72.93	46.62	-1.3	-0.5	-1.7
2017 Sep	69.4	76.34	52.95	8.5	4.7	13.6

A blank row indicates insufficient data.

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Tab 7 - Seg Response Cumberland County

Fayetteville Area CVB

For the Month of September 2017

								2015							201	16							20	017						
STR Code	Name of Establishment	City & State	Zip Code		· ·		Chg in Rms	JF	мА	м	J J	A	s o	N	D J	FM	AI	N J	J	A S	s 0	N	D J	F	м	а м	J	JA	s	0 N
	American Eagle Inn	Fayetteville, NC	28301	Jun 2012	Jun 1967	43																								
	Budget Inn	Fayetteville, NC	28301 28301	Jul 2009	Jun 1964	130	V																							
	Closed - Independent Hotel Prince Charles Closed - Independent Patel Motel	Fayetteville, NC Fayetteville, NC	28301	Nov 2010 Jul 2011	Jun 1925 Jun 1958	0	Y																							
	Closed - Independent Fater Moter	Fayetteville, NC	28301	Apr 2008	50111950	0	Y																							
	Closed Days Inn Central Fayetteville	Fayetteville, NC	28301	Apr 2000		0	Ý																							
	Closed St James Inn	Fayetteville, NC	28301	Jan 1991		0	Ý																							
	Closed Travel Inn	Fayetteville, NC	28301	Jun 2004		0	Ŷ																							111
	Cloverleaf Motel	Fayetteville, NC	28301			22																								
25291	Eastover Inn	Fayetteville, NC	28301			20																								
6498	Economy Inn	Fayetteville, NC	28301	Sep 1995	Jun 1985	50	Y																							
7873	Night Inn	Fayetteville, NC	28301	Sep 2011	Jun 1972	50	Y																							
	Regency Inn	Fayetteville, NC	28301	Jul 2003	Jun 1971	105	Y																							
	Value Place Fayetteville Bragg	Fayetteville, NC	28301	Oct 2007	Oct 2007	121																								
	Affordable Suites Fayetteville	Fayetteville, NC	28303	Jan 2014	Jan 2014	49																								
	Boulevard Motel	Fayetteville, NC	28303	Jun 1967	Jun 1967	30					_												_			_				
	Candlewood Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Jan 2011	Jan 2011	114																								
	Closed - Independent Cottonade Square	Fayetteville, NC	28303	Aug 2014		0	Y															_		-				_		
	Courtyard Fayetteville	Fayetteville, NC	28303	Jan 1991	Jan 1991	108		S S	S S	S	S S	S S	S S	S S	S	S S	S S	S	S	S S	S	S S	S	S	S S	S	S	S S	S	
	Days Inn Fayetteville Northwest Fort Bragg Area	Fayetteville, NC	28303	Mar 2014	Jun 1988	119	Y																							
	Embassy Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Apr 2012	Apr 2012	165 77	Y																							
	Extended Stay America Fayetteville Cross Creek Mall Fairfield Inn Fayetteville	Fayetteville, NC	28303	Apr 2013	Jan 1999		Y																							
	Hampton Inn Fayetteville Fort Bragg	Fayetteville, NC	28303	Jun 1989	Jun 1989	129 130	Y																							
	Hampton inn Fayetteville Fort Bragg Hilton Garden Inn Fayetteville Fort Bragg	Fayetteville, NC	28303 28303	Dec 1995 Nov 2005	Dec 1995 Nov 2005	130	Ŷ																							
	Holiday Inn Express & Suites Fayetteville Fort Bragg	Fayetteville, NC Fayetteville, NC	28303	Feb 2000	Jan 1998	89	Y																							
	Home2 Suites Fayetteville	Fayetteville, NC	28303	Feb 2000	Feb 2011	118	r	D D	ВВ	В	вв	D	зВ	вв	3 B	вВ	ВЕ	3 B	в	вв	В	BB	3 B	в	B	3 B	D	вв	D	
	Homewood Suites Fayetteville	Fayetteville, NC	28303	Feb 2011	U/C	111		DD	DD	D	DD	D	ь	DD		ЬЬ	DE		Б	ЬЬ	D			D	DI		D	ЬЬ	Б	
	Knights Inn Fayettevile Fort Bragg	Fayetteville, NC	28303	Dec 1997	Jun 1968	61																								
	Quality Inn & Suites Fort Bragg Fayetteville	Fayetteville, NC	28303	Nov 2012	Jun 1980	109	Y																							
	Residence Inn Fayetteville Cross Creek	Fayetteville, NC	28303	Dec 2006	Dec 2006	92																	s	s	S S	s	s	s s	c	
	Springhill Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Dec 2000	U/C	121																	3	3	3.	, ,	3	3 3	3	1.1
	Suburban Extended Stay Hotel Near Fort Bragg	Fayetteville, NC	28303	Jun 1998	Jun 1998	126	Y																							
	TownePlace Suites Fayetteville Cross Creek	Fayetteville, NC	28303	Jul 2009	Jul 2009	93	•																	1.1		1.				
	Tropical Motel	Fayetteville, NC	28303	Jun 1970	Jun 1970	80																								
	Wingate by Wyndham Fayetteville Fort Bragg	Fayetteville, NC	28303	Aug 1998	Aug 1998	85																		1.1						
	Baymont Inn & Suites Fayetteville Fort Bragg Area	Fayetteville, NC	28304	Aug 2015	Aug 2015	96						r r	r																	
	Closed - Independent Becks Motel	Fayetteville, NC	28304	Sep 2008	0	0	Y																							
35106	Extended Stay America Fayetteville Owen Drive	Fayetteville, NC	28304	Jul 1997	Jul 1997	120																								
12994	Ramada Plaza Fayetteville Fort Bragg Area	Fayetteville, NC	28304	Aug 2015	Jun 1974	199	Y					r	r r																	
55751	WoodSpring Suites Fayetteville West	Fayetteville, NC	28304	Nov 2016	Apr 2006	121																								
	Airport Inn Budget Motel	Fayetteville, NC	28306			30																								
	Ambassador Inn	Fayetteville, NC	28306	Jun 2012	Jun 1964	62																								
	Carolina Motor Inn	Fayetteville, NC	28306			47																								
	Closed McInnis Motel	Fayetteville, NC	28306	Jun 1993		0	Y																							
	Coliseum Inn	Fayetteville, NC	28306	Sep 1996	Jun 1968	75					_												_			_				
	Red Roof Inn & Suites Fayetteville Fort Bragg	Fayetteville, NC	28306	Oct 2015	May 2001	52	Y																							
	Relax Inn	Fayetteville, NC	28306			32																								
	Roadside Inn Motel	Fayetteville, NC	28306	1 0004	1 0004	20																								
	Landmark Inn Fort Bragg	Fort Bragg, NC	28310	Jan 2001	Jan 2001	198	Y																							
	Fairfield Inn & Suites Fayetteville North	Fayetteville, NC	28311	Oct 2014	Oct 2014	115	Y																							
	Closed Days Inn Fayetteville Inn Comfort Inn Fayetteville	Fayetteville, NC Fayetteville, NC	28312 28312	Jan 2005 Mar 2013	Jun 1985	0 61	Ŷ																							
	Days Inn Fayetteville		28312		Apr 2000 May 1986	97																								
	Delux Inn	Fayetteville, NC Fayetteville, NC	28312	Sep 2009	Way 1900	97 51																								
	Doubletree Fayetteville	Fayetteville, NC	28312	May 2008	Mar 1986	148	V																							
	Econo Lodge Fayetteville	Fayetteville, NC	28312	Jan 1989	Jan 1989	148	T																							
	Fairfield Inn Fayetteville I 95	Fayetteville, NC	28312		Sep 1998	66	Y																							
	Hampton Inn & Suites Fayetteville	Fayetteville, NC	28312	Jul 2017	Jul 2017	114																								
	Holiday Inn Fayetteville I 95	Fayetteville, NC	28312	Jun 1983	Jun 1983	198																								
	Motel 6 Fayetteville	Fayetteville, NC	28312	Jan 1992	Jun 1986	113																								
	Quality Inn Fayetteville	Fayetteville, NC	28312	Aug 2008	Feb 1998	81																		1						
	Red Lion Inn & Suites Fayetteville	Fayetteville, NC	28312	Feb 2017	May 1986	121																								
	Red Roof Inn Fayetteville	Fayetteville, NC	28312	Oct 2014	Nov 1997	55	Y																	1						
	Rodeway Inn Fayetteville	Fayetteville, NC	28312	Mar 2013		120																								
	Sleep Inn Fayetteville	Fayetteville, NC	28312	Nov 1995		63																	T	T						
	Super 8 Fayetteville	Fayetteville, NC	28312	Dec 1996		60																								
33360																														

Tab 7 - Seg Response Cumberland County

Fayetteville Area CVB

For the Month of September 2017

								201	5							2	016								20)17								
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms		FM	A	мЈ	J	A S	5 O	N	D.	JF	м	A M	1 J	J	A s	o	N	D J	F	м	A M	IJ	J	A S	3 0	N D	,
	WoodSpring Suites Fayetteville Fort Bragg	Fayetteville, NC	28314	Nov 2016	Apr 2006	121																												1
58867	Holiday Inn Express & Suites Hope Mills Fayetteville	Hope Mills, NC	28348	Nov 2009	Nov 2009	72																												
32663	Country Inn & Suites Fayetteville Fort Bragg	Spring Lake, NC	28390	Feb 2016	Feb 1996	85	Y																											4
65586	Courtyard Fayetteville Fort Bragg Spring Lake	Spring Lake, NC	28390	Dec 2016	Dec 2016	100																												
55648	Hampton Inn Spring Lake Fort Bragg	Spring Lake, NC	28390	Apr 2007	Apr 2007	77																												4
30000	Sleep Inn & Suites Near Fort Bragg	Spring Lake, NC	28390	Dec 1994	Dec 1994	91	Y																											
51150	Starlite Motel	Spring Lake, NC	28390			28																												4
26555	Super 8 Spring Lake Fort Bragg Pope AFB	Spring Lake, NC	28390	Jul 1988	Jul 1988	60																												
29996	Wellons Gateway Inn	Spring Lake, NC	28390	Feb 1994	Feb 1994	105	Y																											1
4634	Econo Lodge Wade Fayetteville North	Wade, NC	28395	Dec 2014	Mar 1974	109	Y																											1
			Total Prope	erties:	78	6340																												1
							19 Y 10 s r - Monthly Segmentation (Transient, Group, Contract) Only r - Monthly Additional Revenue Only																											
							r - Monthly Additional Revenue Only B - Both Segmentation and Additional Revenue																											
							r - Monthly Additional Revenue Only																											

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