Date Created: Mar 16, 2018

Fayetteville Area CVB

For the Month of February 2018

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Seg Response Cumberland County	
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Fayetteville Area CVB

For the month of: February 2018

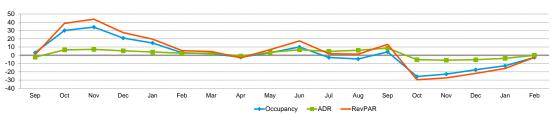
				Curre	nt Month - Fe	ebruary 20	18 vs Feb	oruary 20	17							Year	to Date - Fe	bruary 201	8 vs Febr	uary 20	17					Part	icipation	
	Occ	%	AD	R	RevP	AR	Pe	ercent C	nange fro	om Febru	ary 201	7	Осс	%	AD	R	RevP	AR		Percent	Change	from YTI	2017		Prope	erties	Roo	ms
	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold				01-
							UCC	ADR		Rev	Avaii	Solu							Occ	ADR	REVPAR	Rev	Avaii	Solu	Census	Sample	Census	Sample
North Carolina	57.1	59.6	96.69	95.55	55.23	56.91	-4.1	1.2	-3.0	0.1	3.2	-1.1	53.3	55.3	95.62	93.46	50.99	51.68	-3.6	2.3	-1.4	1.8	3.2	-0.5	1714	1180	153929	124625
Cumberland County, NC	63.8	65.5	74.19	74.24	47.30	48.59	-2.6	-0.1	-2.7	-1.0	1.8	-0.9	59.5	64.5	72.94	74.32	43.37	47.95	-7.8	-1.9	-9.5	-8.0	1.8	-6.2	67	49	6100	5120
Johnston County, NC	47.7	48.7	70.61	70.35	33.68	34.25	-2.0	0.4	-1.7	-2.3	-0.6	-2.7	45.8	47.3	69.90	69.61	32.01	32.94	-3.2	0.4	-2.8	-3.4	-0.6	-3.8	32	25	2204	1769
Robeson County, NC	54.4	70.2	72.03	74.88	39.21	52.60	-22.5	-3.8	-25.5	-27.4	-2.7	-24.6	51.9	70.1	72.25	75.49	37.53	52.89	-25.9	-4.3	-29.0	-30.9	-2.7	-27.8	28	17	1833	1291
Wake County, NC	66.6	69.1	104.34	101.48	69.49	70.15	-3.6	2.8	-0.9	5.5	6.5	2.6	62.6	65.3	103.58	101.15	64.88	66.07	-4.1	2.4	-1.8	4.6	6.5	2.1	140	128	16793	15890
Durham County, NC	65.3	68.5	103.50	103.69	67.62	71.01	-4.6	-0.2	-4.8	-3.9	0.9	-3.8	61.1	62.9	101.81	100.11	62.25	62.96	-2.8	1.7	-1.1	-0.3	0.9	-1.9	65	60	8401	7991
Edgecombe County, NC																									4	2	216	126
Guilford County, NC	56.5	57.9	91.55	87.23	51.76	50.48	-2.3	5.0	2.5	2.4	-0.1	-2.4	49.9	50.6	88.64	84.46	44.23	42.72	-1.3	4.9	3.6	3.5	-0.1	-1.4	84	67	10176	9054
Harnett County, NC	54.7	55.1	72.99	73.63	39.96	40.58	-0.7	-0.9	-1.5	-1.5	0.0	-0.7	49.9	52.7	72.52	73.10	36.19	38.49	-5.2	-0.8	-6.0	-6.0	0.0	-5.2	11	8	859	638
Moore County, NC	51.0	48.2	97.47	95.84	49.72	46.22	5.8	1.7	7.6	7.5	-0.1	5.7	45.9	43.9	93.39	93.53	42.82	41.06	4.5	-0.1	4.3	4.2	-0.1	4.3	22	14	1958	1554

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Fayetteville Area CVB For the Month of February 2018

Monthly Percent Change



2.0 0.0 -2.0 -4.0 -8.0 -12.0

Year To Date

Occupancy ADR RevPAR

Running 12 Months

Occupancy (%)		20	016							20	017						20	018		Year To Date		Ru	ınning 12 Months	
occupancy (70)	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	63.4	81.8	76.1	64.8	63.7	65.5	71.0	71.3	64.8	73.7	68.4	65.7	66.0	60.8	58.8	53.5	55.6	63.8	59.3	64.5	59.5	64.1	68.9	64.4
Last Year	61.5	62.9	56.7	53.6	55.4	63.5	69.6	73.0	62.8	67.0	70.2	68.7	63.4	81.8	76.1	64.8	63.7	65.5	61.1	59.3	64.5	64.8	64.1	68.9
Percent Change	3.2	30.1	34.1	20.8	14.9	3.0	1.9	-2.3	3.1	10.0	-2.6	-4.4	4.2	-25.7	-22.8	-17.5	-12.7	-2.6	-3.0	8.8	-7.8	-1.1	7.4	-6.5
ADR		20	016							20	017						20	018		Year To Date		Ru	ınning 12 Months	
ADR	Sep	Oct	016 Nov	Dec	Jan	Feb	Mar	Apr	May	Jun)17 Jul	Aug	Sep	Oct	Nov	Dec	Jan	018 Feb	2016	Year To Date 2017	2018	2016	unning 12 Months 2017	2018
ADR This Year				Dec 72.57	Jan 74.40	Feb 74.24	Mar 75.56	Apr 76.47	May 75.66		Jul 76.89	Aug 77.41	Sep 77.88	Oct 74.40	Nov 72.64	Dec 68.68			2016 71.96		2018 72.94			
		Oct	Nov		Jan 74.40 71.52			Ap.	May 75.66 73.04	Jun	Jul						Jan	Feb		2017		2016	2017	2018
This Year	71.64	Oct 78.52	Nov 77.19	72.57		74.24	75.56	76.47		Jun 78.30	Jul 76.89	77.41	77.88	74.40	72.64	68.68	Jan 71.64	Feb 74.19	71.96	2017 74.32	72.94	2016 73.00	2017 74.49	2018 75.19
This Year Last Year	71.64 73.22	Oct 78.52	Nov 77.19	72.57		74.24 72.39	75.56 73.70	76.47 77.09		Jun 78.30 73.38	Jul 76.89 73.46	77.41 73.00	77.88 71.64	74.40 78.52	72.64 77.19	68.68	Jan 71.64 74.40	Feb 74.19	71.96	2017 74.32	72.94 74.32	2016 73.00	2017 74.49 73.00	2018 75.19 74.49

_																								
RevPAR		2	016							20	017						20	118		Year To Date			Running 12 Month	18
110717111	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	45.41	64.24	58.73	47.03	47.36	48.59	53.63	54.50	48.99	57.71	52.56	50.86	51.43	45.22	42.68	36.72	39.82	47.30	42.65	47.95	43.37	46.80	51.30	48.40
Last Year	45.00	46.34	40.87	36.92	39.63	46.00	51.33	56.24	45.86	49.15	51.57	50.19	45.41	64.24	58.73	47.03	47.36	48.59	44.58	42.65	47.95	47.60	46.80	51.30
Percent Change	0.9	38.6	43.7	27.4	19.5	5.6	4.5	-3.1	6.8	17.4	1.9	1.3	13.3	-29.6	-27.3	-21.9	-15.9	-27	-4.3	12.4	-9.5	-1.7	9.6	-5.7

Percent Change	0.9	38.6	43.7	27.4	19.5	5.6	4.5	-3.1	6.8	17.4	1.9	1.3	13.3	-29.6	-27.3	-21.9	-15.9	-2.7	-4.3	12.4	-9.5	-1.7	9.6	-5.7
Supply		20	116							20	117						20	118		Year To Date		Ru	nning 12 Months	
Supply	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	176,850	182,745	176,850	185,845	185,845	167,860	185,845	179,850	185,845	179,850	189,348	189,348	183,300	189,410	183,030	189,100	189,100	170,800	347,805	353,705	359,900	2,152,471	2,160,675	2,214,826
Last Year	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	182,745	176,850	185,845	185,845	167,860	348,041	347,805	353,705	2,138,466	2,152,471	2,160,675
D 101																								

Demand		20	16							20	17						20	18		Year To Date		Ru	ınning 12 Months	
Domana	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2016	2017	2018	2016	2017	2018
This Year	112,109	149,518	134,572	120,441	118,300	109,871	131,903	128,165	120,335	132,553	129,445	124,400	121,053	115,123	107,543	101,092	105,100	108,894	206,139	228,171	213,994	1,379,991	1,488,229	1,425,606
Last Year	108,717	114,971	100,350	98,004	101,252	104,887	127,281	129,015	114,739	118,461	128,290	125,632	112,109	149,518	134,572	120,441	118,300	109,871	212,711	206,139	228,171	1,386,477	1,379,991	1,488,229
Percent Change	3.1	30.0	34.1	22.9	16.8	4.8	3.6	-0.7	4.9	11.9	0.9	-1.0	8.0	-23.0	-20.1	-16.1	-11.2	-0.9	-3.1	10.7	-6.2	-0.5	7.8	-4.2

Oct Nov Dec Jan Feb 2016 2017 2018 2016 2017 00 8,564,654 7,811,500 6,943,271 7,529,391 8,078,892 14,834,336 16,958,525 15,608,283 100,738,623 110,850	
00 8,564,654 7,811,500 6,943,271 7,529,391 8,078,892 14,834,336 16,958,525 15,608,283 100,738,623 110,850	004 407 400 005
	,984 107,190,065
75 11,739,610 10,386,953 8,739,819 8,801,514 8,157,011 15,517,383 14,834,336 16,958,525 101,800,682 100,738	,623 110,850,984
-27.0 -24.8 -20.6 -14.5 -1.0 -4.4 14.3 -8.0 -1.0 10.0	-3.3
. , , .	

Conque %		20	116							20	117						20	018
Celisus /6	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Census Props	64	64	64	65	65	65	65	65	65	65	66	66	66	66	66	67	67	67
Census Rooms	5895	5895	5895	5995	5995	5995	5995	5995	5995	5995	6108	6108	6110	6110	6101	6100	6100	6100
% Rooms Participants	83.4	83.4	83.4	83.7	83.7	83.7	83.7	83.7	83.7	83.7	82.1	84.0	84.0	84.0	83.9	82.0	83.9	83.9

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Tab 4 - Response Cumberland County NC

Fayetteville Area CVB

For the Month of February 2018

								2016	ô							2017								2	2018	8						
							Chg in				Т		т		Т		П	Т	Т		Т		П	T				\top	\Box	Т	Т	П
STR Code	Name of Establishment	City & State	Zip Code			Rooms	Rms	J	F M	Α	М Ј	IJ	A S	0	N D	J	= M	ΑN	1 J	J.	A S	0	N	D,	J	F M	Α	M J	J	Α.	3 O	N
	American Eagle Inn	Fayetteville, NC	28301	Jun 2012	Jun 1967	43																										
	Budget Inn	Fayetteville, NC	28301	Jul 2009	Jun 1964	130																						_	ш	_	_	\perp
	Closed - Independent Hotel Prince Charles	Fayetteville, NC	28301	Nov 2010	Jun 1925	0	Y																									
	Closed - Independent Patel Motel Closed - Independent Town & Country Motel	Fayetteville, NC	28301 28301	Jul 2011	Jun 1958	0	Y																							-	4	
	Closed Days Inn Central Fayetteville	Fayetteville, NC Fayetteville, NC	28301	Apr 2008 Apr 2000		0	Y																							-	-	
	Closed St James Inn	Fayetteville, NC	28301	Jan 1991		0	Y																									
	Closed Travel Inn	Fayetteville, NC	28301	Jun 2004		0	Ý																									
	Cloverleaf Motel	Fayetteville, NC	28301	Juli 2004		22																										
	Eastover Inn	Fayetteville, NC	28301			20																								_		
	Economy Inn	Fayetteville, NC	28301	Sep 1995	Jun 1985	50	Υ																									
	Night Inn	Fayetteville, NC	28301	Sep 2011	Jun 1972	50	Υ																	Т	т				П	т	Т	
25292	Regency Inn	Fayetteville, NC	28301	Jul 2003	Jun 1971	105	Υ																									
55787	Value Place Fayetteville Bragg	Fayetteville, NC	28301	Oct 2007	Oct 2007	121			•	•		•	• •	•	• •		•	• •	•	•	•	•	•		.	•						
	Affordable Suites Fayetteville	Fayetteville, NC	28303	Jan 2014	Jan 2014	49		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						
	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	Υ																					\perp				
	Courtyard Fayetteville	Fayetteville, NC	28303	Jan 1991	Jan 1991	108		•	•	•	•	•	• •	•	•	•	•	• •	•	•	•	•	•	•	•	•						
	Days Inn Fayetteville Northwest Fort Bragg Area	Fayetteville, NC	28303	Mar 2014	Jun 1988	119	Υ	•	•	•	• •	•	• •	•	• •	• •	•	• •	•	•	•	•	•	•	•	•		_				
	Embassy Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Apr 2012	Apr 2012	165	.,	•	•	•	•	•	• •	•	•	•	•	• •	•	•	•	•	•	•	•	•						
	Extended Stay America Fayetteville Cross Creek Mall	Fayetteville, NC	28303	Apr 2013	Jan 1999	77	Y	•	•	• (• •	•	• •	• (• •	• •	•	• •	•	•	•	•	• •	•	ľ	•		_		_	_	
	Hampton Inn Fayetteville Fort Bragg	Fayetteville, NC	28303	Dec 1995	Dec 1995	130	Y	•	•	• (•	•	• •	•	• •	•	•	• •	•	•	•	•	•	•	•	•						
	Hilton Garden Inn Fayetteville Fort Bragg	Fayetteville, NC	28303	Nov 2005	Nov 2005	104	Υ	•	•	• (•	•	•	• (•	•	•	•	•	•	•	•	• 1	•	1	•		_		_	-	
	Holiday Inn Express & Suites Fayetteville Fort Bragg Home2 Suites Fayetteville	Fayetteville, NC	28303 28303	Feb 2000 Feb 2011	Jan 1998 Feb 2011	89 118	Y		•	• (•	•	•	• (• •	•	•	•	•	•	•	•	• (•	ı	•				-	-	
	Homewood Suites Favetteville	Fayetteville, NC Favetteville, NC	28303	Mar 2018	Mar 2018	111			•	• (•	•	• •	• (•	•	•	• •	•	• •	•	•	• '	•	ľ	•		_		-	-	
	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	Υ																									
	Red Lion Inn & Suites Fayetteville Cross Creek Mall	Fayetteville, NC	28303	Oct 2017	Jun 1989	129	Ý																									
	Residence Inn Fayetteville Cross Creek	Fayetteville, NC	28303	Dec 2006	Dec 2006	92																										
	Springhill Suites Favetteville Fort Bragg	Fayetteville, NC	28303	200 2000	U/C	121					- -		- -		- -			- -	1											\neg		
36796	Suburban Extended Stay Hotel Near Fort Bragg	Fayetteville, NC	28303	Jun 1998	Jun 1998	126	Υ					•							•			•										
59989	TownePlace Suites Fayetteville Cross Creek	Fayetteville, NC	28303	Jul 2009	Jul 2009	93			•	•		•		•			•		•			•	•			•			П	т	Т	
47205	Tropical Motel	Fayetteville, NC	28303	Jun 1970	Jun 1970	80																										
36902	Wingate by Wyndham Fayetteville Fort Bragg	Fayetteville, NC	28303	Aug 1998	Aug 1998	85			•	•		•	• •	•			•	• •	•	•	•	•	•		.	•						
	Baymont Inn & Suites Fayetteville Fort Bragg Area	Fayetteville, NC	28304	Aug 2015	Aug 2015	96			•	•	•	•	• •	•	•			• •	•	•	•	•	•			•						
25283	Closed - Independent Becks Motel	Fayetteville, NC	28304	Sep 2008		0	Υ																									
	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	199	Υ	•	•	•	• •	•	• •	•	• •	• •	•	• •	•	•	•	•	•	•	•	•			\perp	_	\perp	ш
	WoodSpring Suites Fayetteville West	Fayetteville, NC	28304	Nov 2016	Apr 2006	121		•	•	•	• •	•	• •	•	•	•	•	• •	•	•	•	•	•	•	•	•						
	Airport Inn Budget Motel	Fayetteville, NC	28306			30																						_	\perp	_	_	\perp
	Ambassador Inn	Fayetteville, NC	28306	Jun 2012	Jun 1964	62																										
	Carolina Motor Inn Closed McInnis Motel	Fayetteville, NC	28306 28306	Jun 1993		47 0	Υ																					_		_	_	
	Coliseum Inn	Fayetteville, NC Fayetteville, NC	28306	Sep 1996	Jun 1968	75	Ť																							-	-	
	Red Roof Inn & Suites Fayetteville Fort Bragg	Fayetteville, NC	28306	Oct 2015	May 2001	52	V																									
	Relax Inn	Fayetteville, NC	28306	300 2013	.viay 2001	32								[]		•				1				•								
	Roadside Inn Motel	Fayetteville, NC	28306			20																										
	Landmark Inn Fort Bragg	Fort Bragg, NC	28310	Jan 2001	Jan 2001	197	Υ																							_		
	Fairfield Inn & Suites Fayetteville North	Fayetteville, NC	28311	Oct 2014	Oct 2014	115																										
	Baymont Inn & Suites Fayetteville I 95	Fayetteville, NC	28312	Dec 2017	May 1986	121			•	•		•							•			•	0			•						
	Closed Days Inn Fayetteville Inn	Fayetteville, NC	28312	Jan 2005	Jun 1985	0	Υ																									
	Comfort Inn Fayetteville	Fayetteville, NC	28312	Mar 2013	Apr 2000	61			•	•		•	• •	•	•	• •	•	• •	•	•	•	•	•			•						
	Days Inn Fayetteville South I 95 Exit 49	Fayetteville, NC	28312	Sep 2009	May 1986	97			•	•	• •	•	• •		• •	• •	•	• •	•	•	•	•	•			•						
24174	Delux Inn	Fayetteville, NC	28312	Jun 1988	Jun 1988	51																										
	Doubletree Fayetteville	Fayetteville, NC	28312	May 2008	Mar 1986	148	Υ	•	•	•	•	•	• •	•	•	• •	•	• •	•	•	•	•	•	•	•	•						
	Econo Lodge Fayetteville	Fayetteville, NC	28312	Jan 1989	Jan 1989	74	Υ	•	•	•	•	•	• •	•	• •	• •	•	• •	•	•	•	•	•	•	•	•						
	Fairfield Inn Fayetteville I 95	Fayetteville, NC	28312	Sep 1998	Sep 1998	66	Υ	•	•	•	•	•	• •	•	•	• •	•	• •	•	•	•	•	•	•	•	•						
	Hampton Inn & Suites Fayetteville	Fayetteville, NC	28312	Jul 2017	Jul 2017	114														•	•	•	•	•	•	•				\perp		
	Holiday Inn Fayetteville I 95	Fayetteville, NC	28312	Jun 1983	Jun 1983	198		•	•	•	•	•	• •	•	•	• •	•	• •	•	•	•	•	•	•	•	•						
	Motel 6 Fayetteville	Fayetteville, NC	28312	Jan 1992	Jun 1986	115	Υ	•	•	•	• •	•	• •	•	• •	• •	•	• •	•	•	•	•	•	•	•	•		\perp				
	Quality Inn Fayetteville	Fayetteville, NC	28312	Aug 2008	Feb 1998	81		•	•	•	•	•	• •	•	•	•	•	• •	•	•	•	•	•	•	•	•						
	Red Roof Inn Fayetteville	Fayetteville, NC	28312	Oct 2014	Nov 1997	55	Υ	•	•	• (•	•	• •	•	•	•	•	• •	•	•	•	•	•	•	•	•						
	Rodeway Inn Fayetteville	Fayetteville, NC	28312	Dec 2017	Dec 2017	76																		•	•	•						
	Sleep Inn Fayetteville	Fayetteville, NC	28312	Nov 1995	Nov 1995	63		•	•	• '	•	•	•	• (•	•	•	•	•	•	•	•	• (•	1							
	Super 8 Fayetteville SureStay Plus Hotel Fayetteville	Fayetteville, NC	28312 28312	Dec 1996	Dec 1996	60	Υ			• 1	•	•	•	•	•	•		•	:	•		•	•	•		-						
4267	Joureolay Flus Hotel Fayetteville	Fayetteville, NC	20312	INOV ZUT/	Mar 1985	111	T	• •		ı• (• •		- •	1• I	• •	• •	•	- ∣•	•	• •	, •	□ □	- (• •	· [•	1 1		1 1			1 1

Tab 4 - Response Cumberland County NC

Fayetteville Area CVB

For the Month of February 2018

								2016	6							2017								201	8						
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date		Chg in Rms		F М	A	мЈ	J	A S	0 1	N D	J	M	A N	ı J	J	A S	o	N D	J	F	мА	м.	JJ	A	s o	N C
67095	Tru by Hilton Fayetteville I 95	Fayetteville, NC	28312		U/C	109																П									
20056	Comfort Inn Cross Creek	Fayetteville, NC	28314	Jul 1987	Jul 1987	176	Υ	•	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	•						
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	Υ	•	•	•	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	•						
65586	Courtyard Fayetteville Fort Bragg Spring Lake	Spring Lake, NC	28390	Dec 2016	Dec 2016	100									0	• •	•	• •	•	• •	•	•	• •	•	•						
55648	Hampton Inn Spring Lake Fort Bragg	Spring Lake, NC	28390	Apr 2007	Apr 2007	77			•	•	•			• •	•	• •	•	• •	•	• •	• •		• •	•	•						
30000	Sleep Inn & Suites Near Fort Bragg	Spring Lake, NC	28390	Dec 1994	Dec 1994	91	Υ		•	•	•		•	• •	•	• •	•	• •	•	• •	•	•	• •	•	•						
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	Υ																								
4634	Econo Lodge Wade Fayetteville North	Wade, NC	28395	Dec 2014	Mar 1974	109	Υ		•		•		•	• •	•		•	• •	•		•	•	•	•	•						
			Total Prope	erties:	80	6441		0 -	Mont	thly d	lata re	eceive	ed by	STR																	

 ⁻ Monthly and daily data received by STR Blank - No data received by STR

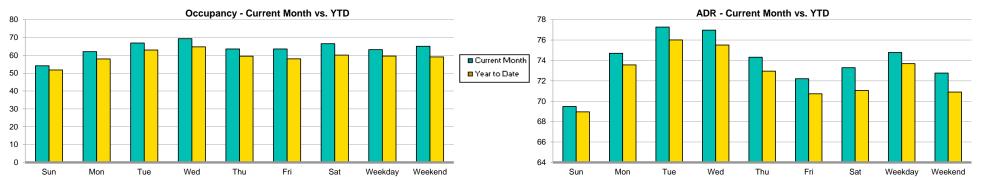
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Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report

Fayetteville Area CVB

For the Month of February 2018



		Occupancy (%	%)	ADR		RevPAF	₹	Supply		Demand		Reven	ue
Day of Week			% Chg	•	% Chg		% Chg		% Chg		% Chg		% Chg
Sunday	Current Month	54.2	0.5	69.49	-1.5	37.65	-1.0	24,400	1.8	13,219	2.3	918,577	0.8
	Year To Date	51.8	-6.1	68.96	-2.5	35.71	-8.4	48,800	-9.6	25,271	-15.1	1,742,708	-17.2
	Running 12 Month	53.7	-6.5	70.85	0.4	38.07	-6.1	315,581	2.5	169,585	-4.2	12,014,270	-3.8
Monday	Current Month	62.1	-3.2	74.71	-0.4	46.40	-3.6	24,400	1.8	15,154	-1.5	1,132,151	-1.9
	Year To Date	58.0	-8.5	73.57	-1.5	42.66	-9.9	54,900	1.8	31,834	-6.9	2,341,973	-8.3
	Running 12 Month	62.7	-5.8	75.56	1.3	47.40	-4.5	315,581	2.5	197,979	-3.4	14,958,723	-2.1
Tuesday	Current Month	66.9	-4.5	77.28	0.6	51.72	-3.9	24,400	1.8	16,332	-2.8	1,262,075	-2.2
	Year To Date	63.0	-9.1	76.01	-1.0	47.87	-10.0	54,900	1.8	34,578	-7.5	2,628,276	-8.5
	Running 12 Month	65.6	-8.3	77.30	1.0	50.70	-7.4	315,581	0.6	206,998	-7.7	16,000,743	-6.8
Wednesday	Current Month	69.4	-1.9	76.98	0.1	53.38	-1.8	24,400	1.8	16,922	-0.2	1,302,590	-0.1
	Year To Date	64.8	-7.3	75.51	-1.6	48.91	-8.7	54,900	14.5	35,558	6.2	2,685,094	4.5
	Running 12 Month	68.2	-6.3	77.09	1.3	52.59	-5.0	321,567	4.5	219,367	-2.0	16,910,291	-0.8
Thursday	Current Month	63.6	-4.7	74.32	0.2	47.24	-4.5	24,400	1.8	15,510	-3.0	1,152,741	-2.8
	Year To Date	59.6	-8.9	72.95	-1.4	43.45	-10.2	48,800	1.8	29,067	-7.3	2,120,548	-8.6
	Running 12 Month	64.6	-6.7	74.73	0.8	48.27	-5.9	315,467	2.5	203,757	-4.4	15,226,773	-3.6
Friday	Current Month	63.6	-3.3	72.21	-0.6	45.94	-3.9	24,400	1.8	15,522	-1.7	1,120,845	-2.2
	Year To Date	58.1	-9.5	70.73	-3.1	41.06	-12.3	48,800	1.8	28,332	-7.9	2,003,940	-10.8
	Running 12 Month	67.2	-6.8	74.71	0.8	50.19	-6.0	315,468	2.5	211,922	-4.4	15,832,626	-3.7
Saturday	Current Month	66.5	-0.4	73.30	0.8	48.77	0.5	24,400	1.8	16,235	1.4	1,189,913	2.2
	Year To Date	60.2	-7.6	71.05	-3.3	42.74	-10.6	48,800	1.8	29,354	-5.9	2,085,745	-9.0
	Running 12 Month	68.4	-5.6	75.22	0.9	51.48	-4.7	315,581	2.5	215,999	-3.2	16,246,639	-2.3
Weekday / Wee	ekend	I											
Weekday	Current Month	63.2	-2.9	74.78	-0.1	47.28	-3.0	122,000	1.8	77,137	-1.2	5,768,134	-1.3
(Sun-Thu)	Year To Date	59.6	-7.6	73.69	-1.4	43.91	-8.9	262,300	1.8	156,308	-5.9	11,518,599	-7.3
	Running 12 Month	63.0	-6.7	75.29	1.0	47.43	-5.8	1,583,777	2.5	997,685	-4.4	75,110,799	-3.4
Weekend	Current Month	65.1	-1.9	72.76	0.1	47.35	-1.7	48,800	1.8	31,757	-0.1	2,310,758	0.0
(Fri-Sat)	Year To Date	59.1	-8.5	70.90	-3.2	41.90	-11.4	97,600	1.8	57,686	-6.9	4,089,684	-9.9
	Running 12 Month	67.8	-6.2	74.97	0.8	50.83	-5.4	631,049	2.5	427,921	-3.8	32,079,266	-3.0
Total	Current Month	63.8	-2.6	74.19	-0.1	47.30	-2.7	170,800	1.8	108,894	-0.9	8,078,892	-1.0
	Year To Date	59.5	-7.8	72.94	-1.9	43.37	-9.5	359,900	1.8	213,994	-6.2	15,608,283	-8.0
	Running 12 Month	64.4	-6.5	75.19	0.9	48.40	-5.7	2,214,826	2.5	1,425,606	-4.2	107,190,065	-3.3

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-1.7

9.6

-5.7

Fayetteville Area CVB

For the Month of February 2018

							This	Year										Pe	rcent C	hange ((%)				
			Оссира	ncy (%)	ı		AD	R			RevP	AR			Occupa	ncy (%)		ADR	(%)			RevP	AR (%)	
Cur	rent	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total
		Trans.	огр.	COII.		Trans.	огр.	COII.		ITalis.	огр.	0011.		Trans.	огр.	0011.			огр.	0011.		Trans.	Gιp.	COII.	
2016	Sep				63.4				71.64				45.41				3.2				-2.2				0.9
	Oct				81.8				78.52				64.24				30.1				6.6				38.6
	Nov				76.1				77.19				58.73				34.1				7.2				43.7
	Dec				64.8				72.57				47.03				20.8				5.4				27.4
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				66.0				77.88				51.43				4.2				8.7				13.3
	Oct				60.8				74.40				45.22				-25.7				-5.2				-29.6
	Nov	53.9	3.1	1.7	58.8	73.09	74.89	54.27	72.64	39.40	2.34	0.94	42.68				-22.8				-5.9				-27.3
	Dec	48.9	2.8	1.7			63.23	52.48	68.68	34.04	1.78	0.89	36.72				-17.5				-5.4				-21.9
2040																									
2018		48.5	5.7	1.4	55.6		68.51	51.11	71.64	35.21	3.88	0.73	39.82				-12.7				-3.7				-15.9
	Feb	58.7	3.7	1.4	63.8	74.42	77.38	55.87	74.19	43.70	2.84	0.76	47.30				-2.6				-0.1				-2.7
Year 7	To Dat	Α																Po	rcent C	hange ((%)				
	Feb				59.3				71.96				42.65				-3.0		rociii o	nange (-1.4				-4.3
	Feb				64.5				74.32				47.95				8.8				3.3				12.4
2018	Feb	53.3	4.7	1.4	59.5	73.55	71.79	53.32	72.94	39.24	3.39	0.74	43.37				-7.8				-1.9				-9.5

A blank row indicates insufficient data.

64.1

68.9

64.4

73.00

74.49

75.19

Running 12 Month

Feb

2016 Feb

2018 Feb

2017

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46.80

51.30

48.40

Percent Change (%)

-0.6

2.0

0.9

-1.1

7.4

-6.5

Tab 7 - Seg Response Cumberland County

Fayetteville Area CVB

For the Month of February 2018

								00	10							004	7								004	0							
	I						Chg in	20	16		Т					201	1								2018	8	Т		Т		\blacksquare	7	
STR Code		City & State	Zip Code	Aff Date		Rooms	Rms		FN	1 A	м,	J	AS	s o	N I) J	FN	ı A	М	J J	A	s	N	D	J	FN	ИΑ	М	J J	Α	s	o N	ı D
	American Eagle Inn	Fayetteville, NC	28301	Jun 2012	Jun 1967	43																											
	Budget Inn	Fayetteville, NC	28301	Jul 2009	Jun 1964	130																			_						_	_	\perp
	Closed - Independent Hotel Prince Charles	Fayetteville, NC	28301	Nov 2010	Jun 1925	0	Y																									4	
	Closed - Independent Patel Motel Closed - Independent Town & Country Motel	Fayetteville, NC Fayetteville, NC	28301 28301	Jul 2011 Apr 2008	Jun 1958	0	Y																								-		
	Closed Days Inn Central Fayetteville	Fayetteville, NC	28301	Apr 2000		0	Y																										
	Closed St James Inn	Fayetteville, NC	28301	Jan 1991		0	Ý																										
	Closed Travel Inn	Fayetteville, NC	28301	Jun 2004		0	Ý																										
	Cloverleaf Motel	Fayetteville, NC	28301	04.1.2001		22																											
	Eastover Inn	Fayetteville, NC	28301			20												П			П			П							\neg	т	т
6498	Economy Inn	Fayetteville, NC	28301	Sep 1995	Jun 1985	50	Υ																										
7873	Night Inn	Fayetteville, NC	28301	Sep 2011	Jun 1972	50	Υ											П												П			
25292	Regency Inn	Fayetteville, NC	28301	Jul 2003	Jun 1971	105	Υ																										
55787	Value Place Fayetteville Bragg	Fayetteville, NC	28301	Oct 2007	Oct 2007	121																											
	Affordable Suites Fayetteville	Fayetteville, NC	28303	Jan 2014	Jan 2014	49																										45	
	Boulevard Motel	Fayetteville, NC	28303	Jun 1967	Jun 1967	30																			\perp							\perp	
	Candlewood Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Jan 2011	Jan 2011	114																										4	
	Closed - Independent Cottonade Square	Fayetteville, NC	28303	Aug 2014		0	Υ																								_	_	\perp
	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	В	Bs	S					-	4	
	Days Inn Fayetteville Northwest Fort Bragg Area	Fayetteville, NC	28303	Mar 2014	Jun 1988	119	Υ																								_	_	
	Embassy Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Apr 2012	Apr 2012	165																										4	
	Extended Stay America Fayetteville Cross Creek Mall	Fayetteville, NC	28303	Apr 2013	Jan 1999	77 130	Y Y																								_	4	
	Hampton Inn Fayetteville Fort Bragg	Fayetteville, NC	28303	Dec 1995	Dec 1995		ī																								-	4	
	Hilton Garden Inn Fayetteville Fort Bragg Holiday Inn Express & Suites Fayetteville Fort Bragg	Fayetteville, NC Fayetteville, NC	28303 28303	Nov 2005 Feb 2000	Nov 2005 Jan 1998	104 89	Υ																										
	Home2 Suites Fayetteville	Fayetteville, NC	28303	Feb 2000	Feb 2011	118	ı	В	ВВ	B	ВВ	В	ВВ	В	ВЕ	В	вв	В	B 6	3 B	В	вВ	В	В	ВЕ	B					-		
	Homewood Suites Fayetteville	Fayetteville, NC	28303	Mar 2018	Mar 2018	111		P	ББ	В	D	Р	ь ь	Р	Б	, Б	ЬЬ	Ь	Б	, Б	Б	ЬЬ	Р	В	D	ь							
	Knights Inn Fayetteville Fort Bragg	Fayetteville, NC	28303	Dec 1997	Jun 1968	61																											
	Quality Inn & Suites Fort Bragg Fayetteville	Fayetteville, NC	28303	Nov 2012		109	Υ																										
	Red Lion Inn & Suites Fayetteville Cross Creek Mall	Fayetteville, NC	28303	Oct 2017	Jun 1989	129	Ý																В	В	ВЕ	В							
	Residence Inn Fayetteville Cross Creek	Fayetteville, NC	28303	Dec 2006	Dec 2006	92										s	s s	s	s s	S	S	s s	S		s s	3							
	Springhill Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	200 2000	U/C	121																										т	
	Suburban Extended Stay Hotel Near Fort Bragg	Fayetteville, NC	28303	Jun 1998	Jun 1998	126	Υ																										
	TownePlace Suites Fayetteville Cross Creek	Fayetteville, NC	28303	Jul 2009	Jul 2009	93																								П		Т	т
	Tropical Motel	Fayetteville, NC	28303	Jun 1970	Jun 1970	80																											
36902	Wingate by Wyndham Fayetteville Fort Bragg	Fayetteville, NC	28303	Aug 1998	Aug 1998	85																											
64554	Baymont Inn & Suites Fayetteville Fort Bragg Area	Fayetteville, NC	28304	Aug 2015	Aug 2015	96																											
25283	Closed - Independent Becks Motel	Fayetteville, NC	28304	Sep 2008		0	Υ																										
	Extended Stay America Fayetteville Owen Drive	Fayetteville, NC	28304	Jul 1997	Jul 1997	120																										45	
	Ramada Plaza Fayetteville Fort Bragg Area	Fayetteville, NC	28304	Aug 2015		199	Υ																		\perp							\perp	
	WoodSpring Suites Fayetteville West	Fayetteville, NC	28304	Nov 2016	Apr 2006	121																										4	
	Airport Inn Budget Motel	Fayetteville, NC	28306			30																			_						_	_	
	Ambassador Inn	Fayetteville, NC	28306	Jun 2012	Jun 1964	62																										4	
	Carolina Motor Inn	Fayetteville, NC	28306	1 1000		47																									_	_	
	Closed McInnis Motel	Fayetteville, NC	28306	Jun 1993	lum 1000	0	Υ																									4	
	Coliseum Inn Red Roof Inn & Suites Fayetteville Fort Bragg	Fayetteville, NC Fayetteville, NC	28306 28306	Sep 1996 Oct 2015	Jun 1968 May 2001	75 52	V																								-		
	Relax Inn	Fayetteville, NC	28306	JUL 2013	Iviay 2001	32	1																										
	Roadside Inn Motel	Fayetteville, NC	28306			20																											
	Landmark Inn Fort Bragg	Fort Bragg, NC	28310	Jan 2001	Jan 2001	197	Υ																										
	Fairfield Inn & Suites Fayetteville North	Fayetteville, NC	28311	Oct 2014	Oct 2014	115																											
	Baymont Inn & Suites Fayetteville I 95	Fayetteville, NC	28312	Dec 2017	May 1986	121																											
	Closed Days Inn Fayetteville Inn	Fayetteville, NC	28312	Jan 2005	Jun 1985	0	Υ																										
	Comfort Inn Fayetteville	Fayetteville, NC	28312	Mar 2013	Apr 2000	61																											
	Days Inn Fayetteville South I 95 Exit 49	Fayetteville, NC	28312	Sep 2009	May 1986	97																											
24174	Delux Inn	Fayetteville, NC	28312	Jun 1988	Jun 1988	51																											
4478	Doubletree Fayetteville	Fayetteville, NC	28312	May 2008		148	Υ																										
	Econo Lodge Fayetteville	Fayetteville, NC	28312	Jan 1989	Jan 1989	74	Υ																										
	Fairfield Inn Fayetteville I 95	Fayetteville, NC	28312	Sep 1998		66	Υ																										
	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	115	Υ																		\perp							\perp	
	Quality Inn Fayetteville	Fayetteville, NC	28312	Aug 2008		81																											
	Red Roof Inn Fayetteville	Fayetteville, NC	28312	Oct 2014	Nov 1997	55	Υ																										
	Rodeway Inn Fayetteville	Fayetteville, NC	28312		Dec 2017	76																											
	Sleep Inn Fayetteville	Fayetteville, NC	28312	Nov 1995		63																											
	Super 8 Fayetteville	Fayetteville, NC	28312	Dec 1996		60	.,																										
4267	SureStay Plus Hotel Fayetteville	Fayetteville, NC	28312	NOV 2017	Mar 1985	111	Υ																		. 1			1 1					

Tab 7 - Seg Response Cumberland County

Fayetteville Area CVB

For the Month of February 2018

								2016	6							201	7								201	18							
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	1 1	F M	A M	J	JA	s	0 1	ı D	J	FM	A	м	J,	JA	s	o I	N D	J	F	м	A N	/ J	J	A !	s c	N
67095	Tru by Hilton Fayetteville I 95	Fayetteville, NC	28312		U/C	109																								П			
20056	Comfort Inn Cross Creek	Fayetteville, NC	28314	Jul 1987	Jul 1987	176	Υ																										
55750	WoodSpring Suites Fayetteville Fort Bragg	Fayetteville, NC	28314	Nov 2016	Apr 2006	121																											4
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	Υ																										
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	Υ																										
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	Υ																										4
4634	Econo Lodge Wade Fayetteville North	Wade, NC	28395	Dec 2014	Mar 1974	109	Υ																										
			Total Prop	erties:	80	6441		s -	Montl	y Seg	ment	ation	(Tra	nsier	nt, Gi	roup,	Con	tract) On	nly													
									Month	, .					,																		
								B -	Both	Segm	entat	ion a	nd A	dditio	nal F	Reve	nue																

A blank row indicates insufficient data.

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