Date Created: Dec 17, 2018

Fayetteville Area CVB

For the Month of November 2018

Table Of Contents	
Multi-Segment	
Trend Cumberland County NC	
Response Cumberland County NC	
DOW Cumberland County NC	
Seg Trend Cumberland County NC	
Seg Response Cumberland County	
Help	l i

<u>s</u>tr

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				Current	t Month - No	vember 201	18 vs Nov	ember 2	2017							Year t	o Date - Nov	ember 201	8 vs Nove	ember 2	017					Part	cipation	
	Occ	%	AD	R	RevP	AR	Pe	rcent Ch	ange fro	m Noven	ber 201	7	Occ	%	AD	R	RevF	PAR		Percen	Change	from YT	D 2017		Prop	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	Census	Sample	Census	Sample
North Carolina	64.9	60.3	105.64	101.08	68.61	60.92	7.7	4.5	12.6	13.4	0.7	8.5	65.9	64.5	105.71	103.19	69.64	66.56	2.1	2.4	4.6	6.9	2.1	4.3	1745	1179	154726	124769
												0.0		•											1			
Cumberland County, NC	66.0	58.5	80.27	73.68	52.94	43.14	12.6	8.9	22.7	27.7	4.0	17.2	67.3	66.2	80.24	76.76	53.99	50.84	1.6	4.5	6.2	10.5	4.1	5.7	69	51	6211	5291
Johnston County, NC	62.4	51.9	77.04	72.11	48.05	37.43	20.2	6.8	28.4	32.8	3.5	24.3	60.3	54.2	75.30	72.43	45.39	39.23	11.3	4.0	15.7	17.6	1.6	13.1	33	25	2294	1824
Robeson County, NC	66.0	54.6	82.01	73.63	54.13	40.17	21.0	11.4	34.8	31.2	-2.7	17.8	63.8	62.7	78.48	75.95	50.06	47.65	1.7	3.3	5.0	2.3	-2.7	-1.0	28	15	1833	1188
Wake County, NC	73.5	69.4	110.83	107.41	81.44	74.50	5.9	3.2	9.3	13.7	4.0	10.2	71.5	70.4	107.06	103.42	76.51	72.82	1.5	3.5	5.1	9.8	4.5	6.0	145	134	17336	16396
Durham County, NC	73.2	66.7	108.36	103.04	79.35	68.72	9.8	5.2	15.5	15.5	0.0	9.8	70.5	68.0	106.56	103.98	75.11	70.75	3.6	2.5	6.2	6.7	0.5	4.1	65	60	8401	7991
Edgecombe County, NC																									4	2	216	126
Guilford County, NC	57.2	53.7	96.65	87.50	55.27	46.95	6.6	10.5	17.7	18.6	0.7	7.3	60.8	59.4	99.11	95.92	60.26	56.95	2.4	3.3	5.8	5.8	-0.0	2.4	86	70	10257	9193
Harnett County, NC	57.1	50.5	79.16	76.07	45.18	38.38	13.1	4.1	17.7	17.7	0.0	13.1	60.1	55.7	77.00	76.81	46.25	42.75	7.9	0.3	8.2	8.2	0.0	7.9	11	8	859	638
Moore County, NC	63.8	58.5	122.18	118.73	77.98	69.49	9.1	2.9	12.2	12.2	0.0	9.1	62.7	58.8	126.64	124.36	79.36	73.09	6.6	1.8	8.6	8.5	-0.1	6.5	21	14	1940	1554

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Tab 3 - Trend Cumberland County NC Fayetteville Area CVB For the Month of November 2018

Monthly Percent Change **Overall Percent Change** 60 50 40 30 20 10 -10 -20 -30 -40 7.0 6.0 5.0 4.0 ÷ 3.0 2.0 1.0 0.0 Jun Jul Aug Sep Oct Nov Dec Feb Mar May Jun Jul Sep Oct Nov Year To Date Jan Apr Aug

Running 12 Months

Occupancy ADR RevPAR

																		T	-					
Occupancy (%)				2017									2018							Year To Date		Ru	nning 12 Months	
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	2016	2017	2018	2016	2017	2018
This Year	73.8	68.4	65.8	66.1	60.7	58.5	53.1	55.3	63.7	71.0	67.9	63.7	66.0	65.3	67.5	74.5	78.6	66.0	68.3	66.2	67.3	67.0	66.1	66.1
Last Year	66.9	70.1	68.7	63.3	81.8	75.9	64.5	63.4	65.3	70.9	71.2	64.7	73.8	68.4	65.8	66.1	60.7	58.5	65.4	68.3	66.2	64.6	67.0	66.1
Percent Change	10.3	-2.4	-4.3	4.3	-25.8	-22.9	-17.6	-12.8	-2.5	0.1	-4.7	-1.5	-10.6	-4.6	2.7	12.8	29.6	12.6	4.4	-3.0	1.6	3.8	-1.4	0.0
ADR				2017									2018							Year To Date		Ru	nning 12 Months	
ADR	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	2016	2017	2018	2016	2017	2018
This Year	79.09	77.68	78.21	78,74	75.39	73.68	69.71	72.86	75.29	79.36	81.46	78.93	79.10	79.58	79.45	86.98	85.59	80.27	74.88	76.76	80.24	74.47	76.49	79.55
Last Year	74.29	74.37	73.90	72.54	79.45	78.10	73.45	75.29	75.12	76.40	77.31	76.52	79.09	77.68	78.21	78.74	75.39	73.68	73.47	74.88	76.76	73.27	74.47	76.49
Percent Change	6.5	4.4	5.8	8.5	-5.1	-5.7	-5.1	-3.2	0.2	3.9	5.4	3.1	0.0	2.4	1.6	10.5	13.5	8.9	1.9	2.5	4.5	1.6	2.7	4.0
																		0.0						
				2017									2018							Year To Date		Ru	nning 12 Months	
RevPAR	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	2016	2017	2018	2016	2017	2018
This Year	58.38	53.15	51.44	52.01	45.72	43.14	37.04	40.30	47.92	56.34	55.28	50.29	52.20	51.94	53.66	64.81	67.28	52.94	51.14	50.84	53.99	49.92	50.55	52.59
Last Year	49.71	52.16	50.79	45.95	45.72	59.32	47.36	40.30	47.92	54.16	55.06	49.50	58.38	53.15	51.44	52.01	45.72	43.14	48.06	51.14	50.84	49.92	49.92	50.55
Percent Change	17.4	1.9	1.3	13.2	-29.6	-27.3	-21.8	-15.6	-2.2	4.0	0.4	1.6	-10.6	-2.3	4.3	24.6	47.1	22.7	6.4	-0.6	6.2	5.5	1.3	4.0
Fercent Change	17.4	1.9	1.3	13.2	-29.0	-21.3	-21.0	-15.6	*2.2	4.0	0.4	1.0	-10.0	-2.3	4.3	24.0	47.1	22.1	0.4	-0.6	0.2	5.5	1.3	4.0
Supply				2017			-						2018			-				Year To Date			nning 12 Months	
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	2016	2017	2018	2016	2017	2018
This Year	175,950	185,318	185,318	179,400	185,380	179,130	185,070	186,217	168,196	189,658	183,540	189,658	187,170	193,409	193,409	186,330	192,541	186,330	1,941,110	1,976,111	2,056,458	2,123,855	2,157,926	2,241,528
Last Year	172,950	178,715	178,715	172,950	178,715	172,950	181,815	181,815	164,220	181,815	175,950	181,815	175,950	185,318	185,318	179,400	185,380	179,130	1,969,962	1,941,110	1,976,111	2,152,831	2,123,855	2,157,926
Percent Change	1.7	3.7	3.7	3.7	3.7	3.6	1.8	2.4	2.4	4.3	4.3	4.3	6.4	4.4	4.4	3.9	3.9	4.0	-1.5	1.8	4.1	-1.3	1.6	3.9
Demand				2017									2018							Year To Date		Ru	nning 12 Months	
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	2016	2017	2018	2016	2017	2018
This Year	129,870	126,796	121,894	118,499	112,433	104,876	98,345	103,000	107,067	134,636	124,557	120,847	123,518	126,241	130,618	138,822	151,351	122,885	1,325,672	1,308,738	1,383,542	1,423,676	1,425,986	1,481,887
Last Year	115,724	125,332	122,823	109,556	146,177	131,354	117,248	115,357	107,178	128,904	125,315	117,616	129,870	126,796	121,894	118,499	112,433	104,876	1,288,559	1,325,672	1,308,738	1,390,221	1,423,676	1,425,986
Percent Change	12.2	1.2	-0.8	8.2	-23.1	-20.2	-16.1	-10.7	-0.1	4.4	-0.6	2.7	-4.9	-0.4	7.2	17.2	34.6	17.2	2.9	-1.3	5.7	2.4	0.2	3.9
Revenue				2017									2018							Year To Date		Ru	nning 12 Months	
Kevenue	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	2016	2017	2018	2016	2017	2018
This Year	10.271.795	9.849.438	9.533.554	9.330.985	8.476.482	7.727.049	6.855.500	7.504.174	8.060.605	10.684.420	10.146.511	9.538.017	9.770.738	10.046.298	10.377.767	12.075.403	12.954.449	9.863.654	99.271.126	100.462.203	111.022.036	106.017.627	109.073.484	117.877.536
Last Year	8.597.659	9.321.233	9.076.394	7,947,436	11,613,764	10.259.019	8,611,281	8.685.684	8.051.209	9.847.715	9.688.660	8.999.632	10.271.795	9.849.438	9.533.554	9.330.985	8.476.482	7,727,049	94,675,169	99.271.126	100,462,203	101.858.909	106,017,627	109,073,484
Percent Change	19.5	5.7	5.0	17.4	-27.0	-24.7	-20.4	-13.6	0.1	8.5	4.7	6.0	-4.9	2.0	8.9	29.4	52.8	27.7	4.9	1.2	10.5	4.1	2.9	8.1
				2017									2018											
Census %	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov						
Census Props	64	65	65	65	65	65	66	67	67	68	68	69	70	70	70	69	69	69						
Census Rooms	5865	5978	5978	5980	5980	5971	5970	6007	6007	6118	6118	6118	6239	6239	6239	6211	6211	6211						
% Rooms Participants	85.5	83.9	85.8	85.8	85.8	85.8	83.7	85.2	85.2	85.5	85.5	85.5	85.8	84.8	84.8	85.2	85.2	85.2						
70 ROUNS Participants	00.5	03.9	00.8	00.8	03.8	00.8	oJ./	00.Z	o:0.2	00.5	00.0	00.0	05.8	04.8	04.8	o5.2	o0.2	00.Z						

A blank row indicates insufficient data.

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Tab 4 - Response Cumberland County NC

Fayetteville Area CVB

For the Month of November 2018

								2016							20	17						_	20 [.]	18						
STR Code	Name of Establishment	City & State	Zip Code			Rooms	Chg in Rms	J F	MA	м	J J	A	s o	N	D J	FN	1 A	м .	J J	A	5 O	NC	J	FN	M A	м	J J	A	s	о и і
	American Eagle Inn Closed - Independent Budget Inn	Fayetteville, NC Fayetteville, NC	28301 28301	Jun 2012 May 2016	Jun 1967 Jun 1964	43	Y																							
	Closed - Independent Bodget Inn Closed - Independent Hotel Prince Charles	Fayetteville, NC	28301	Nov 2010	Jun 1904	0	Y																							de la fr
	Closed - Independent Patel Motel	Fayetteville, NC	28301	Jul 2011	Jun 1958	0	Ý																							1.1
	Closed - Independent Town & Country Motel	Fayetteville, NC	28301	Apr 2008	our rooo	0	Y																							
	Closed Days Inn Central Fayetteville	Fayetteville, NC	28301	Apr 2000		0	Ŷ												1.1								11			
	Closed St James Inn	Fayetteville, NC	28301	Jan 1991		0	Ŷ																							
	Closed Travel Inn	Fayetteville, NC	28301	Jun 2004		0	Ý																				T			
	Cloverleaf Motel	Fayetteville, NC	28301	Feb 1959	Feb 1959	22																								
25291	Eastover Inn	Fayetteville, NC	28301	Jul 1951	Jul 1951	20																					T			
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																							
	WoodSpring Suites Fayetteville	Fayetteville, NC	28301	Nov 2017	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 0	0	0 0	5 O	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	Y																							
	Courtyard Fayetteville	Fayetteville, NC	28303	Jan 1991	Jan 1991	108		• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	•	•	• •	•
	Days Inn & Suites Fayetteville Northwest Fort Bragg Area	Fayetteville, NC	28303	Mar 2014	Jun 1988	119	Y	• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•		•	• •	•
	Embassy Suites by Hilton 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	• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•
	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	N/	• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	· •	•	• •	•
	Holiday Inn Express & Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Feb 2000	Jan 1998	89	Y	• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	•	•	• •	•
	Home2 Suites by Hilton Fayetteville	Fayetteville, NC	28303	Feb 2011	Feb 2011	118		• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•		•	• •	•
	Homewood Suites by Hilton Fayetteville	Fayetteville, NC	28303	Mar 2018	Mar 2018	111																		•	•	•	•	•	• •	•
	Knights Inn Fayettevile Motel 6 Fayetteville	Fayetteville, NC Fayetteville, NC	28303 28303	Dec 1997 May 2018	Jun 1968 May 2018	61 71		• •	•••	•	•••	•	•••	•••	•	•••	•	•••	•	•••	•	• •	•	•••	•	•				
	Quality Inn & Suites Fort Bragg Fayetteville	Fayetteville, NC	28303	Nov 2012	Jun 1980	109	Y																							
	Red Lion Inn & Suites Favetteville Cross Creek Mall	Fayetteville, NC	28303	Oct 2012	Jun 1980	129	Y				•••					•••		•••	•			•••		• •						
	Residence Inn Fayetteville Cross Creek	Fayetteville, NC	28303	Dec 2006	Dec 2006	92	1																							
	Springhill Suites Favetteville Fort Bragg	Fayetteville, NC	28303	Jun 2018	Jun 2018	121			•••		•••		•	•••		•••		•••	•	•••		• •		•••		•				
	Studio 6 Fayetteville	Fayetteville, NC	28303	May 2018	Jun 1998	55	Y										•													
	TownePlace Suites Fayetteville Cross Creek	Fayetteville, NC	28303	Jul 2009	Jul 2009	93													•											
	Tropical Motel	Fayetteville, NC	28303	Jun 1970	Jun 1970	80							-												-					111
	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		• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•		•	• •	•
	Closed - Independent Becks Motel	Fayetteville, NC	28304	Sep 2008		0	Y																							
35106	Extended Stay America Fayetteville Owen Drive	Fayetteville, NC	28304	Jul 1997	Jul 1997	120		• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•		•	• •	•
68155	Holiday Inn Fayetteville W Fort Bragg Area	Fayetteville, NC	28304		U/C	110																								
12994	Ramada Plaza Fayetteville Fort Bragg Area	Fayetteville, NC	28304	Aug 2015	Jun 1974	199	Y	• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•		•	• •	•
	WoodSpring Suites Fayetteville West	Fayetteville, NC	28304	Nov 2016	Apr 2006	121		• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	•	•	• •	•
25289	Airport Inn Budget Motel	Fayetteville, NC	28306	Jun 1957	Jun 1957	30																								
	Ambassador Inn	Fayetteville, NC	28306	Jun 2012	Jun 1964	62																								
	Carolina Motor Inn	Fayetteville, NC	28306	Jun 1954	Jun 1954	47												_												
	Closed McInnis Motel	Fayetteville, NC	28306	Jun 1993		0	Y																							
	Coliseum Inn	Fayetteville, NC	28306	Sep 1996	Jun 1968	75							_					_							_		_		_	
	Mt Rose Hotel	Fayetteville, NC	28306	Jan 2018	Jan 2018	37																								4
	Red Roof Inn & Suites Fayetteville Fort Bragg	Fayetteville, NC	28306	Oct 2015	May 2001	52	Y	• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•
	Relax Inn	Fayetteville, NC	28306	Feb 1955	Feb 1955	32																								
	Roadside Inn Motel	Fayetteville, NC	28306	Sep 1956	Sep 1956	20	N/						_														-		_	+++
	Landmark Inn Fort Bragg	Fort Bragg, NC	28310	Jan 2001	Jan 2001	197	Y	• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	•	•	• •	•
	Fairfield Inn & Suites Fayetteville North	Fayetteville, NC	28311	Oct 2014	Oct 2014	115		• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	••	•	• •	•
	Baymont Inn & Suites Fayetteville I 95 Closed Days Inn Fayetteville Inn	Fayetteville, NC	28312 28312	Dec 2017 Jan 2005	May 1986 Jun 1985	121	Y	• •	• •	•	• •	•	• •	• •	•	• •	•	• •	•	• •	•	0	•	• •	•	•	•	•	• •	•
		Fayetteville, NC Fayetteville, NC	28312	Mar 2005	Apr 2000	0 61	r																							
	Comfort Inn Fayetteville Days Inn Fayetteville South I 95 Exit 49	Favetteville, NC	28312			97		• •	•••	•	•••	•	•••	•••		•••	•	•••	•	•••	•	•••	•	•••		•		•	•	•
	Days inn Fayetteville South 195 Exit 49 Delux Inn	Fayetteville, NC	28312	Jun 1988	Jun 1988	51				-						••	•	• •	•	•••	•	• •	•	• •		•		•	• •	
	Delux Inn DoubleTree by Hilton Hotel Fayetteville	Fayetteville, NC	28312	May 2008		148	Y																							
	Econo Lodge Fayetteville	Fayetteville, NC	28312	Jan 1989	Jan 1989	74	Y																							
	Fairfield Inn Fayetteville I 95	Fayetteville, NC	28312	Sep 1998	Sep 1998	66	ř Y																							
	Hampton Inn Fayetteville	Fayetteville, NC	28312	Jul 2017	Jul 2017	114				-		-	-		-	•	-		-				-							
	Holiday Inn Fayetteville I 95 South	Fayetteville, NC	28312	Jun 1983	Jun 1983	198																								
	Motel 6 Fayetteville	Fayetteville, NC	28312	Jan 1992	Jun 1986	115	Y																							
	Quality Inn Fayetteville	Fayetteville, NC	28312	Aug 2008	Feb 1998	81					• •												•					•		
										-		1 .	2	1 1	-		-		-		-		-	- T	-					1
	Red Roof Inn Fayetteville	Fayetteville, NC	28312	Oct 2014	Nov 1997	55	Y		• •				• •							• •			•	• •	•				• •	•

Tab 4 - Response Cumberland County NC

Fayetteville Area CVB

For the Month of November 2018

								2016							20)17							20 [.]	18						
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date		Chg in Rms		м.	A M	IJJ.	JA	s) N	DJ	F	ма	м.	l l	A	s o	N	D J	F	ма	м	l l	A :	s o	N D
32497	Sleep Inn Fayetteville	Fayetteville, NC	28312	Nov 1995	Nov 1995	63		• •	•	• •	• •	•	• •	•	• •	•	•	• •	•	•		•		• •	• •	•	•	• •	, •	•
33580	Super 8 Fayetteville	Fayetteville, NC	28312	Dec 1996	Dec 1996	60		• •	•	• •	• •	•	• •	•	• •	•	•	• •	•	•	• •	•		• •	•	•	•	• •	, •	•
4267	SureStay Plus Hotel Fayetteville	Fayetteville, NC	28312	Nov 2017	Mar 1985	111	Y	• •	•	• •	• •	•	• •	•	• •	•	•	• •	•	•	• •	•		• •	•	•	•	• •		•
67095	Tru by Hilton Fayetteville I 95	Fayetteville, NC	28312		U/C	109																								
20056	Comfort Inn Cross Creek	Fayetteville, NC	28314	Jul 1987	Jul 1987	176	Y	• •	•	• •	• •	•	• •	•	• •	•	•	• •	•	•	• •	•	• •	• •	•	•	•	• •		•
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		• •	•	• •	• •	•	• •	•	• •	•	•	• •	•	•	• •	•		• •	•	•	•	• •		•
51150	Closed - Independent Starlite Motel	Spring Lake, NC	28390	Sep 2018	Jan 1958	0	Y																							
32663	Country Inn & Suites Fayetteville Fort Bragg	Spring Lake, NC	28390	Feb 2016	Feb 1996	85	Y	• •	•	•	• •	•	• •	•	• •	•	•	• •	•	•	•	•		• •	•	•	•	• •		•
65586	Courtyard Fayetteville Fort Bragg Spring Lake	Spring Lake, NC	28390	Dec 2016	Dec 2016	100									• •	•	•	• •	•	•	• •	•	• •	• •	•	•	•	• •	, •	•
29996	Gateway Inn & Suites	Spring Lake, NC	28390	Feb 1994	Feb 1994	105	Y																							
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	Y	• •	•	• •	• •	•	• •	•	• •	•	•	• •	•	•	• •	•		• •	•	•	•	• •		•
26555	Super 8 Spring Lake Fort Bragg Pope AFB	Spring Lake, NC	28390	Jul 1988	Jul 1988	60		• •	•	• •	• •	•	• •	•	• •	•	• •	• •	•	•	• •	•	, e '	• •	• •	•	• •	• •	, • '	•
4634	Econo Lodge Wade Fayetteville North	Wade, NC	28395	Dec 2014	Mar 1974	109	Y	• •	•	•	• •	•	• •	•	• •	•	•	• •	•	•	•	•	•	• •	•	•	•	• •	•	•
			Total Prope	rties:	83	6430					ata rec nd dailv				bv ST	R														
										-	receiv	·			.,															
											ns) Pro				rience	ed a r	oom a	additic	on or	drop	durir	ng the	time	peric	od of	the re	eport			

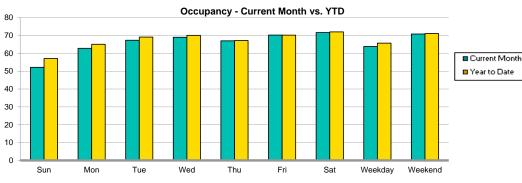
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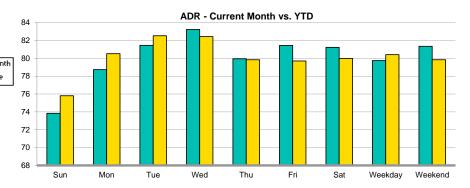
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Tab 5 - DOW Cumberland County NC

Fayetteville Area CVB

For the Month of November 2018





		Occupano	:v (%)	ADR		RevPA	AR	Supp	bly	Dema	Ind	Reven	ue
Day of Week			% Chg		% Chg		% Chg		% Chg		% Chg		% Chg
Sunday	Current Month	52.2	16.5	73.84	11.4	38.53	29.8	24,844	4.0	12,965	21.2	957,269	35.0
	Year To Date	57.1	3.9	75.81	4.4	43.25	8.4	289,440	1.9	165,139	5.9	12,518,830	10.5
	Running 12 Month	55.9	1.7	75.03	3.5	41.97	5.2	319,290	3.8	178,597	5.6	13,400,626	9.2
Monday	Current Month	62.8	10.5	78.74	7.0	49.49	18.2	24,844	4.0	15,614	14.9	1,229,451	23.0
	Year To Date	65.1	0.8	80.52	4.5	52.42	5.4	295,447	4.0	192,315	4.9	15,485,868	9.6
	Running 12 Month	64.1	-0.7	79.93	4.0	51.26	3.3	319,327	3.9	204,781	3.1	16,367,374	7.3
Tuesday	Current Month	67.3	14.3	81.46	7.1	54.85	22.4	24,844	4.0	16,728	18.9	1,362,682	27.3
	Year To Date	69.1	2.2	82.53	4.8	57.05	7.1	295,447	4.0	204,218	6.3	16,854,972	11.4
	Running 12 Month	68.1	0.6	81.89	4.4	55.75	5.0	319,327	3.9	217,407	4.5	17,803,453	9.0
Wednesday	Current Month	69.0	12.0	83.23	9.6	57.47	22.8	24,844	-16.8	17,154	-6.8	1,427,785	2.2
	Year To Date	70.1	0.1	82.44	4.9	57.80	5.0	295,447	4.0	207,139	4.1	17,076,510	9.2
	Running 12 Month	69.2	-1.1	81.81	4.6	56.58	3.4	319,327	3.9	220,854	2.7	18,067,786	7.4
Thursday	Current Month	67.0	12.5	79.95	8.4	53.58	22.0	31,055	4.0	20,813	17.1	1,663,965	26.9
	Year To Date	67.2	1.3	79.85	4.9	53.65	6.2	295,558	4.1	198,600	5.4	15,857,373	10.6
	Running 12 Month	66.2	-0.2	79.26	4.6	52.50	4.3	319,438	2.0	211,600	1.8	16,770,802	6.4
Friday	Current Month	70.2	9.3	81.45	9.8	57.21	20.0	31,055	30.0	21,814	42.1	1,776,634	56.0
	Year To Date	70.2	1.1	79.71	4.4	55.97	5.5	295,679	6.4	207,647	7.6	16,550,523	12.2
	Running 12 Month	68.8	-0.1	78.94	3.7	54.34	3.6	325,529	5.9	224,097	5.8	17,689,265	9.7
Saturday	Current Month	71.6	14.2	81.24	10.6	58.20	26.3	24,844	4.0	17,798	18.7	1,445,867	31.4
	Year To Date	72.0	1.8	80.00	3.9	57.62	5.7	289,440	4.1	208,484	5.9	16,677,959	10.0
	Running 12 Month	70.3	0.4	79.17	3.3	55.68	3.7	319,290	3.8	224,550	4.3	17,778,229	7.7
Weekday / We	ekend	I											
Weekday	Current Month	63.8	12.5	79.75	8.3	50.92	21.9	130,431	-0.7	83,274	11.7	6,641,153	21.0
(Sun-Thu)	Year To Date	65.8	1.6	80.41	4.7	52.87	6.4	1,471,339	3.6	967,411	5.3	77,793,554	10.3
	Running 12 Month	64.7	0.0	79.76	4.2	51.61	4.2	1,596,709	3.5	1,033,240	3.4	82,410,042	7.8
Weekend	Current Month	70.9	11.6	81.35	10.2	57.65	23.0	55,899	17.0	39,611	30.6	3,222,501	43.9
(Fri-Sat)	Year To Date	71.1	1.4	79.85	4.1	56.79	5.6	585,119	5.2	416,131	6.7	33,228,482	11.1
	Running 12 Month	69.6	0.1	79.05	3.5	55.00	3.6	644,819	4.9	448,647	5.0	35,467,494	8.7
Total	Current Month	66.0	12.6	80.27	8.9	52.94	22.7	186,330	4.0	122,885	17.2	9,863,654	27.7
	Year To Date	67.3	1.6	80.24	4.5	53.99	6.2	2,056,458	4.1	1,383,542	5.7	111,022,036	10.5
	Running 12 Month	66.1	0.0	79.55	4.0	52.59	4.0	2,241,528	3.9	1,481,887	3.9	117,877,536	8.1

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Currency: USD - US Dollar

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For the Month of November 2018

							This `	Year										Pe	rcent C	hange	e (%)				
		0)ccupar	ncy (%)			AD	R			RevP	AR			Оссира	ncy (%)		ADR	R (%)			RevP	AR (%)	
Current Month	Trar	IS.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total
2017 Ju	n				73.8				79.09				58.38				10.3				6.5				17.4
Ju	ıl				68.4				77.68				53.15				-2.4				4.4				1.9
Au	ıg				65.8				78.21				51.44				-4.3				5.8				1.3
Se	p				66.1				78.74				52.01				4.3				8.5				13.2
0	ot				60.7				75.39				45.72				-25.8				-5.1				-29.6
No	ov 5	3.7	3.1	1.7	58.5	74.14	75.97	55.05	73.68	39.82	2.37	0.95	43.14				-22.9				-5.7				-27.3
De	ec 4	8.7	2.8	1.7	53.1	70.60	64.18	53.27	69.71	34.35	1.80	0.90	37.04				-17.6				-5.1				-21.8
2018 Ja	n 4	8.3	5.6	1.4	55.3	73.84	69.68	51.98	72.86	35.63	3.93	0.74	40.30				-12.8				-3.2				-15.6
Fe	b 5	8.6	3.7	1.4	63.7	75.52	78.52	56.69	75.29	44.27	2.88	0.77	47.92				-2.5				0.2				-2.2
Ma	ar 6	0.8	8.7	1.4	71.0	79.69	80.34	59.40	79.36	48.46	7.02	0.86	56.34				0.1				3.9				4.0
Ap	or 5	6.1	10.4	1.4	67.9	81.30	85.13	61.20	81.46	45.58	8.83	0.87	55.28				-4.7				5.4				0.4
Ma	ay				63.7				78.93				50.29				-1.5				3.1				1.6
Ju	n 5	8.7	5.9	1.3	66.0	78.69	87.01	62.20	79.10	46.22	5.15	0.83	52.20				-10.6				0.0				-10.6
Ju	ul 5	7.4	6.5	1.4	65.3	79.58	85.91	50.16	79.58	45.69	5.55	0.70	51.94				-4.6				2.4				-2.3
Au	ig 5	7.5	8.6	1.4	67.5	79.74	80.88	59.11	79.45	45.85	6.97	0.84	53.66				2.7				1.6				4.3
Se	ep 6	1.1	12.0	1.4	74.5	85.33	98.15	63.49	86.98	52.14	11.78	0.88	64.81				12.8				10.5				24.6
0	ct 6	8.1	8.9	1.6	78.6	84.02	101.28	64.97	85.59	57.19	9.05	1.05	67.28				29.6				13.5				47.1
No	ov 5	9.6	4.7	1.7	66.0	80.06	90.46	58.95	80.27	47.70	4.26	0.98	52.94	10.9	50.9	-3.5	12.6	8.0	19.1	7.	.1 8.9	19.8	79.7	3.3	22.7

Year T	o Date	e													Percent Change (%)	
2016	Nov				68.3				74.88				51.14	4.4		1.9 6.4
2017	Nov				66.2				76.76				50.84	-3.0		2.5 -0.6
2018	Nov	58.5	7.3	1.5	67.3	79.98	86.75	58.52	80.24	46.82	6.31	0.86	53.99	1.6		4.5 6.2

Runni	ng 12	Month													Percent Change (%)	
2016	Nov				67.0				74.47				49.92	3.8		1.6	5.5
2017	Nov				66.1				76.49				50.55	-1.4		2.7	1.3
2018	Nov	57.7	6.9	1.5	66.1	79.33	85.99	58.03	79.55	45.79	5.94	0.86	52.59	0.0		4.0	4.0

A blank row indicates insufficient data.

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Tab 7 - Seg Response Cumberland County

Fayetteville Area CVB

For the Month of November 2018

								2016)							_ 21)17									201								
STR Code	Name of Establishment	City & State	Zip Code		<u></u>		Chg in Rms	JF	FM	Α	мЈ	J	A 5	s o	N	D J	F	м		J	J	A :	s c	N	I D	J	F	м	A	м	ւլ	A	s	0
	American Eagle Inn	Fayetteville, NC	28301	Jun 2012	Jun 1967	43																												
	Closed - Independent Budget Inn	Fayetteville, NC	28301 28301	May 2016 Nov 2010	Jun 1964 Jun 1925	0	Y				_							-							-					-				-
	Closed - Independent Hotel Prince Charles Closed - Independent Patel Motel	Fayetteville, NC Fayetteville, NC	28301	Jul 2011	Jun 1925 Jun 1958	0	Y																											
	Closed - Independent Fater Moter Closed - Independent Town & Country Motel	Fayetteville, NC	28301	Apr 2008	5011 1958	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	Ý												Т			1	1		—					T	T			T
25286	Cloverleaf Motel	Fayetteville, NC	28301	Feb 1959	Feb 1959	22																												
25291	Eastover Inn	Fayetteville, NC	28301	Jul 1951	Jul 1951	20																												
6498	Economy Inn	Fayetteville, NC	28301	Sep 1995	Jun 1985	50	Y																											
	Night Inn	Fayetteville, NC	28301	Sep 2011	Jun 1972	50	Y																											
	Regency Inn	Fayetteville, NC	28301	Jul 2003	Jun 1971	105	Y																											
	WoodSpring Suites Fayetteville	Fayetteville, NC	28301	Nov 2017	Oct 2007	121			_		_	_		_		_		_				_			1					_	_	_		_
	Affordable Suites Fayetteville	Fayetteville, NC	28303	Jan 2014	Jan 2014	49																												
	Boulevard Motel	Fayetteville, NC	28303	Jun 1967	Jun 1967	30 114																			-									
	Candlewood Suites Fayetteville Fort Bragg Closed - Independent Cottonade Square	Fayetteville, NC Fayetteville, NC	28303 28303	Jan 2011 Aug 2014	Jan 2011	0	Y																											
	Closed - Independent Collonade Square	Fayetteville, NC	28303	Jan 1991	Jan 1991	108	T	s s				~				ss	c .		s		~ ~		s		в	в	s	s	Bs	s s		•	c	~ ~
	Days Inn & Suites Fayetteville Northwest Fort Bragg Area	Fayetteville, NC	28303	Mar 2014	Jun 1988	119	Y	5 5	5	5 .	5 5	3	3 3		5 3	5 5	3	5 5	3	3	5 6	5 3	3	3	B		3	3	Da	5 3	3	3	5	5 3
	Embassy Suites by Hilton 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							1.					1												10			
	Hampton Inn Fayetteville Fort Bragg	Fayetteville, NC	28303	Dec 1995	Dec 1995	130	Ý																											
	Hilton Garden Inn Fayetteville Fort Bragg	Fayetteville, NC	28303	Nov 2005	Nov 2005	104													Т			1	1		—					T	T			T
	Holiday Inn Express & Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Feb 2000	Jan 1998	89	Y																											
60760	Home2 Suites by Hilton Fayetteville	Fayetteville, NC	28303	Feb 2011	Feb 2011	118		B B	3 B	ΒI	в в	в	ΒВ	3 B	ΒE	3 B	в	в в	В	в	ΒI	BE	B	В	в	В	В	в	ΒE	BE	3 B	В	B	ΒE
	Homewood Suites by Hilton Fayetteville	Fayetteville, NC	28303	Mar 2018	Mar 2018	111																												
	Knights Inn Fayettevile	Fayetteville, NC	28303	Dec 1997	Jun 1968	61																												
	Motel 6 Fayetteville	Fayetteville, NC	28303	May 2018	May 2018	71																												
	Quality Inn & Suites Fort Bragg Fayetteville	Fayetteville, NC	28303	Nov 2012	Jun 1980	109	Y		_			_		_				_							1								-	-
	Red Lion Inn & Suites Fayetteville Cross Creek Mall	Fayetteville, NC	28303	Oct 2017	Jun 1989	129	Y																		_	_	_		Br	r E	_	_	_	BE
	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	S	s	S	S S	s s	s s	s	S	s s
	Springhill Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Jun 2018	Jun 2018 Jun 1998	121 55	Y																											
	Studio 6 Fayetteville TownePlace Suites Fayetteville Cross Creek	Fayetteville, NC Fayetteville, NC	28303 28303	May 2018 Jul 2009	Jul 2009	93	T																											
	Tropical Motel	Fayetteville, 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	28304	Aug 2015	Aug 2015	96													1															
	Closed - Independent Becks Motel	Fayetteville, NC	28304	Sep 2008	7 log 2010	0	Y																											
	Extended Stay America Fayetteville Owen Drive	Fayetteville, NC	28304	Jul 1997	Jul 1997	120													11			1	1							T	T			T
	Holiday Inn Fayetteville W Fort Bragg Area	Fayetteville, NC	28304		U/C	110																												
12994	Ramada Plaza Fayetteville Fort Bragg Area	Fayetteville, NC	28304	Aug 2015	Jun 1974	199	Y												Т					T							T			
55751	WoodSpring Suites Fayetteville West	Fayetteville, NC	28304	Nov 2016	Apr 2006	121																												
	Airport Inn Budget Motel	Fayetteville, NC	28306	Jun 1957	Jun 1957	30																												
	Ambassador Inn	Fayetteville, NC	28306	Jun 2012	Jun 1964	62																												
	Carolina Motor Inn	Fayetteville, NC	28306	Jun 1954	Jun 1954	47			_					_		_		_							1					_	_			_
	Closed McInnis Motel	Fayetteville, NC	28306	Jun 1993	hun (000	0	Y																											
		Fayetteville, NC	28306	Sep 1996	Jun 1968	75																		1										
	Mt Rose Hotel	Fayetteville, NC	28306	Jan 2018	Jan 2018	37	Y																											
	Red Roof Inn & Suites Fayetteville Fort Bragg Relax Inn	Fayetteville, NC	28306 28306	Oct 2015 Feb 1955	May 2001 Feb 1955	52 32	Ŷ																											
	Relax Inn Roadside Inn Motel	Fayetteville, NC Fayetteville, NC	28306	Sep 1955	Sep 1955	32 20																			1									
	Landmark Inn Fort Bragg	Fort Bragg, NC	28310	Jan 2001	Jan 2001	197	V																	1										
	Fairfield Inn & Suites Fayetteville North	Fayetteville, NC	28311	Oct 2014	Oct 2014	115																			1									
	Baymont Inn & Suites Fayetteville I 95	Fayetteville, NC	28312	Dec 2017		121																												
	Closed Days Inn Fayetteville Inn	Fayetteville, NC	28312	Jan 2005	Jun 1985	0	Y												T.						1					T	T			T
	Comfort Inn Fayetteville	Fayetteville, NC	28312	Mar 2013		61																												
	Days Inn Fayetteville South I 95 Exit 49	Fayetteville, NC	28312		May 1986	97													T					1	1					T	T			T
	Delux Inn	Fayetteville, NC	28312	Jun 1988	Jun 1988	51																												
	DoubleTree by Hilton Hotel Fayetteville	Fayetteville, NC	28312		Mar 1986	148	Y																											
	Econo Lodge Fayetteville	Fayetteville, NC	28312	Jan 1989	Jan 1989	74	Y																											
	Fairfield Inn Fayetteville I 95	Fayetteville, NC	28312	Sep 1998		66	Y																											
	Hampton Inn Fayetteville	Fayetteville, NC	28312	Jul 2017	Jul 2017	114																												
	Holiday Inn Fayetteville I 95 South	Fayetteville, NC	28312	Jun 1983	Jun 1983	198																			1									
	Motel 6 Fayetteville	Fayetteville, NC	28312		Jun 1986	115	Y																											
40-04	Quality Inn Fayetteville	Fayetteville, NC	28312	Aug 2008	Feb 1998	81						1																	(
	Red Roof Inn Favetteville	Fayetteville, NC	28312	Oct 2014	Nov 1997	55																							1 D	1 I I I				

Tab 7 - Seg Response Cumberland County

Fayetteville Area CVB

For the Month of November 2018

								201	6							201	7							20 1	18						
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms		FM	I A	мЈ	J	A S	0	N D	J	FM	AI	мJ	J	A S	• o	NC	J	FI	M A	мЈ	L I	A :	s o	N D
32497	Sleep Inn Fayetteville	Fayetteville, NC	28312	Nov 1995	Nov 1995	63																									
33580	Super 8 Fayetteville	Fayetteville, NC	28312	Dec 1996	Dec 1996	60																									
4267	SureStay Plus Hotel Fayetteville	Fayetteville, NC	28312	Nov 2017	Mar 1985	111	Y																								
67095	Tru by Hilton Fayetteville I 95	Fayetteville, NC	28312		U/C	109																									
20056	Comfort Inn Cross Creek	Fayetteville, NC	28314	Jul 1987	Jul 1987	176	Y																								
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																									
51150	Closed - Independent Starlite Motel	Spring Lake, NC	28390	Sep 2018	Jan 1958	0	Y																								
32663	Country Inn & Suites Fayetteville Fort Bragg	Spring Lake, NC	28390	Feb 2016	Feb 1996	85	Y																								
65586	Courtyard Fayetteville Fort Bragg Spring Lake	Spring Lake, NC	28390	Dec 2016	Dec 2016	100																									
29996	Gateway Inn & Suites	Spring Lake, NC	28390	Feb 1994	Feb 1994	105	Y																								
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	Y																								
26555	Super 8 Spring Lake Fort Bragg Pope AFB	Spring Lake, NC	28390	Jul 1988	Jul 1988	60																									
4634	Econo Lodge Wade Fayetteville North	Wade, NC	28395	Dec 2014	Mar 1974	109	Y																								
			Total Prope	erties:	83	6430		s -	- Mor	ntly Se	egmei	ntatio	n (Tra	ansie	nt, G	roup,	Con	ract)	Only	/											
								r -	- Mor	nthly /	Additio	onal F	Rever	nue C	nly																
								в -	- Both	n Seg	menta	ation	and A	Additio	onal	Reve	nue														
								Blar	nk - N	lo da	ta rec	eived	by S	TR																	

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