Date Created: Dec 15, 2017

Fayetteville Area CVB

For the Month of November 2017

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	



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3

For the month of: November 2017

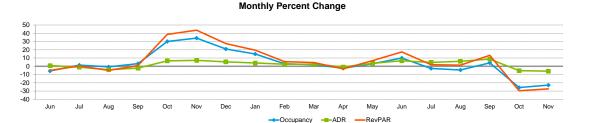
			(Current	Month - N	lovembe	er 2017 vs	Novemb	oer 2016							Year to	Date - No	vember	2017 vs N	Novemb	oer 2016					Part	icipation	
	Occ	%	AD	R	RevF	PAR	Pe	rcent Ch	ange fro	m Nover	nber 201	6	Occ	%	A	DR	RevF	PAR		Percen	t Change f	from YT	D 2016		Prope	erties	Roo	ms
							_			Room	Room	Room							_			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	60.3	64.4	100.88	98.05	60.81	63.11	-6.4	2.9	-3.7	-0.8	3.0	-3.6	64.5	66.0	102.91	100.11	66.41	66.04	-2.2	2.8	0.6	3.0	2.4	0.2	1748	1174	154407	124026
Cumberland County, NC	58.8	76.1	72.62	77.19	42.68	58.73	-22.8	-5.9	-27.3	-24.8	3.5	-20.1	66.3	68.3	75.89	74.30	50.31	50.78	-3.0	2.1	-0.9	1.6	2.6	-0.5	66	48	6101	5121
Johnston County, NC	52.0	63.4	72.04	71.69	37.43	45.49	-18.1	0.5	-17.7	-17.7	-0.0	-18.2	54.2	55.3	72.38	71.35	39.24	39.46	-2.0	1.4	-0.5	0.0	0.6	-1.4	32	24	2217	1734
Robeson County, NC	55.2	74.9	73.18	75.55	40.39	56.57	-26.3	-3.1	-28.6	-28.7	-0.2	-26.4	63.0	63.1	75.84	69.86	47.75	44.06	-0.2	8.6	8.4	12.4	3.7	3.5	29	17	1883	1291
Wake County, NC	69.3	71.8	108.89	104.48	75.45	74.97	-3.4	4.2	0.6	5.7	5.0	1.4	70.4	71.2	103.38	101.45	72.77	72.24	-1.1	1.9	0.7	3.2	2.5	1.3	138	129	16554	15895
Durham County, NC	66.7	70.9	103.08	104.76	68.71	74.30	-6.0	-1.6	-7.5	-4.4	3.3	-2.9	68.0	68.1	104.00	102.79	70.75	70.05	-0.2	1.2	1.0	4.6	3.5	3.3	65	61	8401	8008
Edgecombe County, NC																									4	2	216	126
Guilford County, NC	53.7	53.3	87.40	84.81	46.95	45.21	0.8	3.1	3.8	3.8	-0.0	0.7	59.4	59.5	95.89	93.94	56.99	55.90	-0.1	2.1	1.9	2.2	0.3	0.2	84	67	10184	9062
Harnett County, NC	50.7	60.2	75.88	73.89	38.44	44.46	-15.8	2.7	-13.5	-13.5	0.0	-15.8	55.8	56.5	76.72	72.84	42.80	41.12	-1.2	5.3	4.1	6.0	1.8	0.6	11	8	859	638
Moore County, NC	58.8	57.6	118.23	110.77	69.47	63.79	2.0	6.7	8.9	8.8	-0.1	1.9	58.9	60.6	124.04	121.79	73.03	73.82	-2.9	1.8	-1.1	3.1	4.2	1.2	22	14	1958	1554

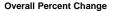
Currency: USD - US Dollar

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







2016 2017 Year To Date Running 12 Months Occupancy (%) Feb 2015 2016 2017 2015 2016 2017 Jur Jul Sep Oct De M: Apr May Jun Jul Aug Oct Aug This Year 67.0 70.2 68.7 63.4 81.8 76.1 64.9 63.7 65.5 71.0 71.3 64.8 737 68.4 65.7 66.0 60.8 58.8 65.4 68.3 66.3 64.6 67.1 66.2 Last Year 71.0 69.2 69.2 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 65.9 65.4 68.3 65.1 64.6 67.1 Percent Change -5.7 1.4 -0.7 3.2 30.1 34.1 20.9 14.9 3.0 1.9 -2.3 3.1 10.0 -2.6 -4.4 4.2 -25.7 -22.8 -0.8 4.5 -3.0 -0.8 3.9 -1.4 2016 2017 Year To Date Running 12 Months ADR Jun Jul Aua Sep Oct Nov Dec Jan Feb Mar Apr Mav Jun Jul Aua Sep Oct Nov 2015 2016 2017 2015 2016 2017 71.64 This Year 73.38 73.46 73.00 78.52 77.19 72.57 74.40 74.24 75.56 76.47 75.66 78.30 76.89 77.41 77.88 74.40 72.62 73.47 74.30 75.89 73.27 73.93 75.62 Last Year 72.79 74.26 76.21 73.22 73.69 72.03 68.84 71.52 72.39 73.70 77.09 73.04 73.38 73.46 73.00 71.64 78.52 77.19 73.31 73.47 74.30 72.89 73.27 73.93 Percent Change 0.8 -1.1 -4.2 -2.2 6.6 7.2 5.4 4.0 2.6 2.5 -0.8 3.6 6.7 4.7 6.0 8.7 -5.2 -5.9 0.2 1.1 2.1 0.5 0.9 2.3 2016 2017 Year To Date Running 12 Months RevPAR Jun Jul Oct Dec Feb Mar May Jul Oct Nov 2015 2016 2017 2015 2016 2017 Sep Nov Jan Apr Sep Aug Jun Aug This Year 49.15 51.57 50.19 45.41 64.24 58.73 47.07 47.36 48.59 53.63 54.50 48.99 57.71 52.56 50.86 51.43 45.22 42.68 48.06 50.78 50.31 47.31 49.61 50.03 Last Year 51.67 51.42 52.77 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 48.31 48.06 50.78 47.46 47.31 49.61 Percent Change -4.9 0.3 -4.9 0.9 38.6 43.7 27.5 19.5 5.6 4.5 -3.1 6.8 17.4 1.9 1.3 13.3 -29.6 -27.3 -0.5 5.7 -0.9 -0.3 4.8 0.9 2016 2017 Year To Date Running 12 Months Supply Jun Jul Sep Oct Nov Dec Feb Mar May Sep Oct Nov 2015 2016 2017 2015 2016 2017 Aug Jan Apr Jun Jul Aug This Year 176.850 182.745 182.745 176.850 182,745 176.850 185.845 185 845 167.860 185.845 179.850 185.845 179.850 189.348 189.348 183.300 189.410 183.030 1.969.962 1.968.930 2.019.531 2.152.831 2.151.675 2.205.376 Last Year 176,970 182,869 182,807 176,910 182 807 176,850 182,745 182,745 165,060 182,745 176,850 182,745 176,850 182,745 182,745 176,850 182,745 176,850 1,952,175 1,969,962 1,968,930 2,131,727 2,152,831 2,151,675 Percent Change -0.1 -0.1 0.0 0.0 0.0 0.0 1.7 17 1.7 1.7 1.7 1.7 1.7 3.6 3.6 3.6 3.6 3.5 0.9 -0.1 2.6 1.0 -0.1 2.5 2016 2017 Year To Date Running 12 Months Demand Feb 2015 2017 2017 Jun Jul Aua Sep Oct Nov Dec Jan Mar Apr Mav Jun Jul Aua Sep Oct Nov 2016 2015 2016 This Year 149.518 134.572 120,539 118.300 131,903 128.165 132.553 129,445 107.556 1.288.559 1.345.756 1.338.706 1.459.245 118,461 128.290 125.632 112.109 109.873 120.335 124,400 121.053 115.123 1.390.221 1.443.780 126,623 114,971 101,252 114,739 125,632 112,109 149,518 1,286,581 1,388,007 1,443,780 Last Year 125,641 126,578 108,717 100,350 98,024 104,887 127,281 129,015 118,461 128,290 134,572 1,288,559 1,345,756 1,390,221 Percent Change -5.7 1.3 -0.7 3.1 30.0 34.1 23.0 16.8 4.8 3.6 -0.7 4.9 11.9 0.9 -1.0 8.0 -23.0 -20.1 0.2 4.4 -0.5 0.2 3.9 1.1 2016 2017 Year To Date Running 12 Months Revenue Feb 2015 2017 2015 2016 2017 Jun Jul Sep Oct Nov Dec Jan Mar Apr May Jun Jul Sep Oct Nov 2016 Aug Aug 8,692,735 9,424,026 9,171,500 8,031,175 11,739,610 10,386,953 8,747,212 8,801,514 8,157,123 9,966,748 9,800,966 9,105,131 10,379,561 9,952,765 9,629,486 9,427,700 8,564,654 7,811,015 94,675,169 101,596,663 This Year 99,986,976 101,858,909 106,734,682 110,343,875 Last Year 9,144,910 9,402,399 9,646,181 7,960,742 8,471,860 7,228,159 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 11,739,610 10,386,953 94,316,161 94,675,169 99,986,976 101,178,413 101,858,909 106,734,682 Percent Change -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 -27.0 -24.8 0.4 5.6 1.6 0.7 4.8 3.4 2016 2017 Census % Jun .tut Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Census Props 64 64 64 64 64 64 65 65 65 65 65 65 65 66 66 66 66 66 6101 Census Rooms 5895 5895 5895 5895 5895 5895 5995 5995 5995 5995 5995 5995 5995 6108 6108 6110 6110

837

83.7

82.1

84.0

84.0

84.0

83.9

% Rooms Participants A blank row indicates insufficient data.

83.4

83.4

83.4

83.4

83.4

83.4

83.7

83.7

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837

83.7

83.7

Tab 4 - Response Cumberland County NC

Fayetteville Area CVB

For the Month of November 2017

								2015							20	016							20	17						
STR Code	Name of Establishment	City & State	Zip Code		Open Date	Rooms	Chg in Rms	JF	м.	а м	J.	J A	s o	N	D J	JF	м	м	J J	A	s o	N	D J	F	ма	м	J J	A S	3 0	N D
	American Eagle Inn	Fayetteville, NC	28301	Jun 2012	Jun 1967	43																								
	Budget Inn	Fayetteville, NC	28301	Jul 2009	Jun 1964	130 0	Y																				_			
	Closed - Independent Hotel Prince Charles Closed - Independent Patel Motel	Fayetteville, NC	28301	Nov 2010	Jun 1925		Y Y																							
		Fayetteville, NC	28301	Jul 2011	Jun 1958	0	Y								_															
	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	Y																							
	Closed Travel Inn	Fayetteville, NC	28301	Jun 2004		0	Y								_						_								1	
	Cloverleaf Motel	Fayetteville, NC	28301			22																								
	Eastover Inn	Fayetteville, NC	28301	0 4005	1 1005	20	Y								_						_								1	
	Economy Inn	Fayetteville, NC	28301	Sep 1995	Jun 1985	50																								
	Night Inn	Fayetteville, NC	28301	Sep 2011	Jun 1972	50	Y								_						_								1	
	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		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	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	Y												_		_		_		_					
	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	Y	• •	•	•	• •	•	• •	• •	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•
	Embassy Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Apr 2012	Apr 2012	165		• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•
37582	Extended Stay America Fayetteville Cross Creek Mall	Fayetteville, NC	28303	Apr 2013	Jan 1999	77	Y	• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	•	•	• •	•	•
32352	Hampton Inn Fayetteville Fort Bragg	Fayetteville, NC	28303	Dec 1995	Dec 1995	130	Y	••	•	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•
53774	Hilton Garden Inn Fayetteville Fort Bragg	Fayetteville, NC	28303	Nov 2005	Nov 2005	104		• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•
36100	Holiday Inn Express & Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Feb 2000	Jan 1998	89	Y		•	•		•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•
60760	Home2 Suites Fayetteville	Fayetteville, NC	28303	Feb 2011	Feb 2011	118		• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•		•	• •	• •	•	• •	•	• •	•	•
66525	Homewood Suites Fayetteville	Fayetteville, NC	28303		U/C	111																								
	Knights Inn Fayettevile Fort Bragg	Favetteville, NC	28303	Dec 1997	Jun 1968	61			•	•	• •	•	• •	•	• •	•	• •	•	• •	•		•		•		• •	•	• •	•	•
	Quality Inn & Suites Fort Bragg Fayetteville	Fayetteville, NC	28303	Nov 2012	Jun 1980	109	Y		•			•	• •	•	• •	•	• •	•	• •	•		•		•		• •	•	• •	•	•
	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 Fayetteville Fort Bragg	Fayetteville, NC	28303	2000	U/C	121															-		-							Č –
	Suburban Extended Stav 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																								
	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	28303	Aug 1998 Aug 2015		96		••	• •	•	•••	•	•••	• •	•••	•	•••	•	•••	•	•••	•	•••	• •		• •	•	•••	•	•
	Closed - Independent Becks Motel	Fayetteville, NC	28304	Sep 2008	Aug 2015	96	Y					•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	• •	•	• •	•	•••	•	•
	Extended Stay America Fayetteville Owen Drive	Fayetteville, NC	28304	Jul 1997	Jul 1997	120	T																							
	Ramada Plaza Fayetteville Fort Bragg Area	Fayetteville, NC	28304			120	Y	• •	• •	•	•••	•	•••	•	•••	•	•••	•	•••	•	•	•	•••	• •	•	• •	•	•••	•	
				Aug 2015	Jun 1974		T	• •	• •	•	•••	•	•••	• •	•••	•	•••	•	•••	•	• •	•	• •	• •		• •	•	• •	•	•
	WoodSpring Suites Fayetteville West	Fayetteville, NC	28304	Nov 2016	Apr 2006	121		• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•
	Airport Inn Budget Motel	Fayetteville, NC	28306	1 0040	1 1001	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			20																								
	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		• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•
	Closed Days Inn Fayetteville Inn	Fayetteville, NC	28312	Jan 2005	Jun 1985	0	Y																							
39737	Comfort Inn Fayetteville	Fayetteville, NC	28312	Mar 2013	Apr 2000	61		• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	•	•	• •	•	•
4266	Days Inn Fayetteville	Fayetteville, NC	28312	Sep 2009	May 1986	97		• •	•	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	• •	•	• •	•	•
24174	Delux Inn	Fayetteville, NC	28312			51																								
4478	Doubletree Fayetteville	Fayetteville, NC	28312	May 2008	Mar 1986	148	Y	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•		•	• •	•	•	• •	•	• •	•	•
24255	Econo Lodge Fayetteville	Fayetteville, NC	28312	Jan 1989	Jan 1989	150			•	•	• •	•	• •	•	• •	•	• •	•	• •	•		•		•	•	•	•	• •		•
	Fairfield Inn Fayetteville I 95	Fayetteville, NC	28312	Sep 1998	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	115	Y																							•
	Quality Inn Fayetteville	Fayetteville, NC	28312	Aug 2008	Feb 1998	81																								
	Red Lion Inn & Suites Fayetteville	Fayetteville, NC	28312	Feb 2017	May 1986	121																								0
	Red Roof Inn Fayetteville	Fayetteville, NC	28312	Oct 2017	Nov 1997	55	Y																							
	Sleep Inn Favetteville	Fayetteville, NC	28312	Nov 1995	Nov 1997	63	1																							
	Super 8 Fayetteville		28312	Dec 1995	Dec 1995	63							•		•															
		Fayetteville, NC					V	• •	• •	•	•••	•	• •	• •	• •	•	• •	•	• •	•	•	•		•	•	• •	•	• •	•	-
	SureStay Plus Hotel Fayetteville Tru by Hilton Fayetteville I 95	Fayetteville, NC Favetteville, NC	28312	Nov 2017	Mar 1985	111	Y	• •	• •	•	• •	•	• •	•	• •	•	• •	•	• •	•	•	•	• •	• •	•	• •	•	• •	•	•
			28312	1	U/C	109		1 1	1		1 1			1								1 I.	1	1 I.		1 I.		7 I.	- 1 - 2	7 I.

Tab 4 - Response Cumberland County NC

Fayetteville Area CVB

For the Month of November 2017

								2015							2016	5						20)17						
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	JF	- м	АМ	JJ	A :	s o	N D	J	F M	а м	J	JA	s	0 N	D J	F	мА	м	JJ	A	s o	N D
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		• •	•	•	• •	• •	•	• •	• •	•	• •	•	•	•	•	• •	•	• •	•	• •	•	• •	•
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																•	•	• •	•	• •	•	• •	•
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	• •	•	•	• •		•	• •	• •	•	• •	•	•	•	•	• •	•	• •	•	• •	•	• •	•
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:	79	6441		0 -	Month	ly dat	a rece	eived b	y ST	R															
								-	Man th		برائمام ا	data		يرط ام م	OTD														

Monthly and daily 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 report

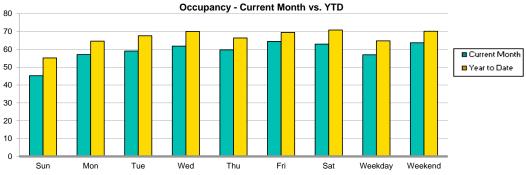
A blank row indicates insufficient data.

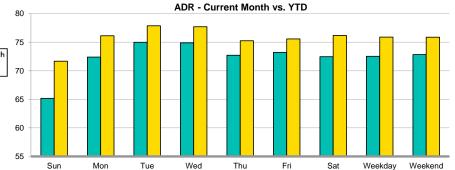
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Tab 5 - DOW Cumberland County NC

Fayetteville Area CVB

For the Month of November 2017





		Occupanc	y (%)	ADR		RevPA	AR	Supp	ly	Dema	nd	Reven	ue
Day of Week			% Chg		% Chg		% Chg		% Chg		% Chg		% Chg
Sunday	Current Month	45.2	-25.4	65.16	-9.1	29.48	-32.2	24,404	3.5	11,042	-22.8	719,538	-29.8
	Year To Date	55.2	-2.3	71.67	2.3	39.56	-0.1	290,236	2.9	160,191	0.5	11,481,309	2.7
	Running 12 Month	55.3	-0.7	71.57	2.5	39.59	1.8	314,216	2.8	173,795	2.1	12,439,204	4.7
Monday	Current Month	57.1	-21.7	72.41	-4.0	41.35	-24.9	24,404	3.5	13,935	-19.0	1,009,024	-22.3
	Year To Date	64.6	-1.7	76.14	2.6	49.20	0.9	290,236	2.9	187,535	1.2	14,278,193	3.8
	Running 12 Month	64.7	-0.1	75.93	2.8	49.10	2.7	314,216	2.8	203,192	2.8	15,427,651	5.6
Tuesday	Current Month	59.1	-25.3	74.99	-3.9	44.29	-28.2	24,404	-17.2	14,412	-38.1	1,080,766	-40.6
	Year To Date	67.6	-4.2	77.87	1.8	52.66	-2.5	290,236	2.9	196,264	-1.5	15,284,013	0.3
	Running 12 Month	67.7	-2.3	77.59	2.0	52.51	-0.3	314,216	0.8	212,668	-1.5	16,500,157	0.5
Wednesday	Current Month	61.8	-22.5	74.89	-3.9	46.27	-25.5	30,505	3.5	18,850	-19.8	1,411,587	-22.9
	Year To Date	70.0	-2.9	77.71	2.2	54.41	-0.8	290,227	2.9	203,230	-0.1	15,792,667	2.1
	Running 12 Month	69.9	-0.7	77.37	2.3	54.10	1.6	314,207	0.8	219,689	0.1	16,997,407	2.4
Thursday	Current Month	59.7	-23.6	72.72	-6.7	43.44	-28.7	30,505	29.4	18,224	-1.1	1,325,183	-7.7
	Year To Date	66.4	-3.1	75.25	1.8	49.96	-1.4	290,227	5.1	192,699	1.8	14,500,988	3.6
	Running 12 Month	66.4	-0.8	74.95	1.9	49.80	1.2	320,202	4.7	212,751	3.9	15,945,798	5.9
Friday	Current Month	64.4	-20.7	73.22	-7.2	47.18	-26.4	24,404	3.5	15,725	-18.0	1,151,397	-23.8
	Year To Date	69.5	-3.3	75.57	2.3	52.52	-1.1	284,128	0.7	197,458	-2.7	14,921,927	-0.4
	Running 12 Month	69.0	-2.1	75.29	2.4	51.97	0.3	314,103	2.7	216,818	0.6	16,324,176	3.0
Saturday	Current Month	63.0	-20.5	72.46	-7.8	45.63	-26.6	24,404	3.5	15,367	-17.7	1,113,518	-24.1
	Year To Date	70.8	-3.1	76.18	2.3	53.96	-0.9	284,241	0.7	201,329	-2.4	15,337,567	-0.1
	Running 12 Month	70.1	-2.7	75.84	2.3	53.18	-0.5	314,216	2.8	220,333	0.0	16,709,482	2.3
Weekday / We	ekend												
Weekday	Current Month	57.0	-23.6	72.53	-5.3	41.32	-27.7	134,222	3.5	76,463	-21.0	5,546,099	-25.1
(Sun-Thu)	Year To Date	64.8	-2.9	75.90	2.1	49.16	-0.8	1,451,162	3.3	939,919	0.3	71,337,169	2.4
	Running 12 Month	64.8	-1.0	75.64	2.3	49.02	1.3	1,577,057	2.4	1,022,095	1.4	77,310,217	3.7
Weekend	Current Month	63.7	-20.6	72.84	-7.5	46.40	-26.5	48,808	3.5	31,093	-17.8	2,264,916	-24.0
(Fri-Sat)	Year To Date	70.2	-3.2	75.88	2.3	53.24	-1.0	568,369	0.7	398,787	-2.5	30,259,494	-0.3
	Running 12 Month	69.6	-2.4	75.57	2.4	52.57	-0.1	628,319	2.8	437,150	0.3	33,033,658	2.7
Total	Current Month	58.8	-22.8	72.62	-5.9	42.68	-27.3	183,030	3.5	107,556	-20.1	7,811,015	-24.8
	Year To Date	66.3	-3.0	75.89	2.1	50.31	-0.9	2,019,531	2.6	1,338,706	-0.5	101,596,663	1.6
	Running 12 Month	66.2	-1.4	75.62	2.3	50.03	0.9	2,205,376	2.5	1,459,245	1.1	110,343,875	3.4

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Tab 6 - Seg Trend Cumberland County NC Fayetteville Area CVB

For the Month of November 2017

						This	Year										Pe	ercent C	hange	(%)				
		Оссира	ncy (%	»)		AD	R			Rev	PAR			Occupa	ancy (%)		ADF	२ (%)			RevP	AR (%)	
Current Month	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 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				81.8				78.52				64.24				30.1				6.6				38.6
Nov				76.1				77.19				58.73				34.1				7.2				43.7
Dec				64.9				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				66.0				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	7 58.8	73.08	74.88	54.26	72.62	39.39	2.34	0.94	42.68				-22.8				-5.9				-27.3

Year To Date	е				Percent Change (%)	
2015 Nov	65.4	73.47	48.06	-0.8	0.2	-0.5
2016 Nov	68.3	74.30	50.78	4.5	1.1	5.7
2017 Nov	66.3	75.89	50.31	-3.0	2.1	-0.9

Running 12 I	Month				Percent Change (%)	
2015 Nov	64.6	73.27	47.31	-0.8	0.5	-0.3
2016 Nov	67.1	73.93	49.61	3.9	0.9	4.8
2017 Nov	66.2	75.62	50.03	-1.4	2.3	0.9

A blank row indicates insufficient data.

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Tab 7 - Seg Response Cumberland County

Fayetteville Area CVB

For the Month of November 2017

								2015								2016																		
STD Code	Name of Establishment	City & State	Zin Code	Aff Data	Onen Dete	Deserve	Chg in															•			20	Т						Τ		
STR Code	Name of Establishment American Eagle Inn	City & State Fayetteville, NC	28301	Aff Date Jun 2012	Open Date Jun 1967	43	Rms	JF	· M	AM	J	JA	S	O N	D	JF	M	AN	/ J	J	A	5	0	NC) J	JF	· M		M	J	J	<u>A</u> :	50	
	Budget Inn	Fayetteville, NC	28301	Jul 2009	Jun 1964	130																		T	T				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.	E				T	Т	Т	1	1.	1		- T	T	T	T
25299	Closed - Independent Town & Country Motel	Fayetteville, NC	28301	Apr 2008		0	Y																											
3005	Closed Days Inn Central Fayetteville	Fayetteville, NC	28301	Apr 2000		0	Y																											
25298	Closed St James Inn	Fayetteville, NC	28301	Jan 1991		0	Y																											
	Closed Travel Inn	Fayetteville, NC	28301	Jun 2004		0	Y																											
	Cloverleaf Motel	Fayetteville, NC	28301			22																												
	Eastover Inn	Fayetteville, NC	28301			20						_		_		_		_					_	_	_	4	_		1			_	_	_
	Economy Inn	Fayetteville, NC	28301	Sep 1995	Jun 1985	50	Y																											
	Night Inn	Fayetteville, NC	28301	Sep 2011	Jun 1972	50	Y																-	-	1	÷	-		1			-	-	-
	Regency Inn	Fayetteville, NC	28301	Jul 2003	Jun 1971	105 121	Y																		-									
	Value Place Fayetteville Bragg Affordable Suites Fayetteville	Fayetteville, NC Fayetteville, NC	28301 28303	Oct 2007 Jan 2014	Oct 2007 Jan 2014	49																				de la								
	Boulevard Motel	Fayetteville, NC	28303	Jun 1967	Jun 1967	30																			17									
	Candlewood Suites Fayetteville Fort Bragg	Fayetteville, NC		Jan 2011	Jan 2011	114																												
	Closed - Independent Cottonade Square	Fayetteville, NC	28303	Aug 2014	54112011	0	Y																											
	Courtyard Fayetteville	Fayetteville, NC	28303	Jan 1991	Jan 1991	108		s s	s (c c		< <		s 6		s	s s	s	s	s	s .	c c	s s	S	s	s	s	s	G	s -			
	Days Inn Fayetteville Northwest Fort Bragg Area	Fayetteville, NC	28303	Mar 2014	Jun 1988	119	Y	0 0											0	0	0			Ŭ	0	0	Ŭ	0	0				, 0	J
	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																	11	17	T.	1.1					11	T	11
	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													1.1	1				T	T	Т	1	1.1	1			T	T	T
	Holiday Inn Express & Suites Fayetteville Fort Bragg	Fayetteville, NC	28303	Feb 2000	Jan 1998	89	Y																											
	Home2 Suites Fayetteville	Fayetteville, NC	28303	Feb 2011	Feb 2011	118		В В	BI	в в	BE	в в	BE	в В	BE	3 B	в	в в	в	В	в	B	ΒE	3 B	3 B	в	в	в	в	в	ΒI	ΒE	в в	3 B
66525	Homewood Suites Fayetteville	Fayetteville, NC	28303		U/C	111																												
25293	Knights Inn Fayettevile Fort Bragg	Fayetteville, NC	28303	Dec 1997	Jun 1968	61														Т				T	Т	Т						T	T	T
37019	Quality Inn & Suites Fort Bragg Fayetteville	Fayetteville, NC	28303	Nov 2012	Jun 1980	109	Y																											
	Red Lion Inn & Suites Fayetteville Cross Creek Mall	Fayetteville, NC	28303	Oct 2017	Jun 1989	129	Y																											В
53828	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
	Springhill Suites Fayetteville Fort Bragg	Fayetteville, NC	28303		U/C	121																												
	Suburban Extended Stay Hotel Near Fort Bragg	Fayetteville, NC		Jun 1998	Jun 1998	126	Y																											
	TownePlace Suites Fayetteville Cross Creek	Fayetteville, NC	28303	Jul 2009	Jul 2009	93						_						_							_	1			_					
	Tropical Motel	Fayetteville, NC		Jun 1970	Jun 1970	80																												
	Wingate by Wyndham Fayetteville Fort Bragg	Fayetteville, NC	28303	Aug 1998	Aug 1998	85				_		_		_		_		_					_	_	4	÷	-		1			_	_	_
	Baymont Inn & Suites Fayetteville Fort Bragg Area	Fayetteville, NC		Aug 2015	Aug 2015	96						r	r r																					
	Closed - Independent Becks Motel	Fayetteville, NC	28304	Sep 2008		0	Y			_		_		_		_		_					_	_	4	÷	-		1			_	_	_
	Extended Stay America Fayetteville Owen Drive	Fayetteville, NC		Jul 1997	Jul 1997	120	V																											
	Ramada Plaza Fayetteville Fort Bragg Area	Fayetteville, NC	28304	Aug 2015	Jun 1974	199 121	Y						r r																		-			
	WoodSpring Suites Fayetteville West Airport Inn Budget Motel	Fayetteville, NC Fayetteville, NC	28304 28306	Nov 2016	Apr 2006	30																												
	Ambassador Inn	Fayetteville, NC	28306	Jun 2012	Jun 1964	62																			de la	de la								
	Carolina Motor Inn	Fayetteville, NC	28306	Juli 2012	Juli 1904	47																				17								
	Closed McInnis Motel	Fayetteville, NC	28306	Jun 1993		0	Y																											
	Coliseum Inn	Fayetteville, NC	28306	Sep 1996	Jun 1968	75	•																	11	17	T.								10
	Red Roof Inn & Suites Fayetteville Fort Bragg	Fayetteville, NC	28306	Oct 2015	May 2001	52	Y																											
	Relax Inn	Fayetteville, NC	28306			32														T.				Т	Т	T		1	1					Т
	Roadside Inn Motel	Fayetteville, NC	28306			20																												
	Landmark Inn Fort Bragg	Fort Bragg, NC	28310	Jan 2001	Jan 2001	197	Y											T	T	T				Т	Т	T	T	1	Г		T	Т	Т	Т
62981	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	Fayetteville, NC	28312	Sep 2009	May 1986	97																												
	Delux Inn	Fayetteville, NC	28312			51																												
	Doubletree Fayetteville	Fayetteville, NC	28312	May 2008	Mar 1986	148	Y																											
	Econo Lodge Fayetteville	Fayetteville, NC		Jan 1989	Jan 1989	150																												
	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													T										1					
	Holiday Inn Fayetteville I 95	Fayetteville, NC	28312	Jun 1983	Jun 1983	198	V																											
	Motel 6 Fayetteville	Fayetteville, NC		Jan 1992	Jun 1986	115	Y																	-	-							-	-	
	Quality Inn Fayetteville	Fayetteville, NC	28312	Aug 2008	Feb 1998	81																												
	Red Lion Inn & Suites Fayetteville	Fayetteville, NC	28312		May 1986	121	V												T					-	1				P					
	Red Roof Inn Fayetteville Sleep Inn Fayetteville	Fayetteville, NC Fayetteville, NC	28312 28312	Oct 2014	Nov 1997	55 63	Y																											
	Super 8 Fayetteville		28312	Nov 1995 Dec 1996	Dec 1995	60																		-	-				1			-	-	
1 205001		Fayetteville, NC	20312								1																							
	SureStay Plus Hotel Fayetteville	Fayetteville, NC	28312	Nov 2017	Mar 1985	111	Y																											

Tab 7 - Seg Response Cumberland County

Fayetteville Area CVB

For the Month of November 2017

								201	5							2	016								2017							
STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	J	FN	/ A	м.	J J	A	s o	N	D.	F	мА	м	J	JA	s	0 N	D	JF	м	AI	N J	J	A S	3 0	N D
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																										
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																										
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																									
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:	79	6441		r -	- Mo	nthly	Segme Addit amen	tiona	l Rev	enue	Only	/	•		ct) O	nly												

Both Segmentation a ditional Revenue

Blank - No data received by STR

A blank row indicates insufficient data.

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