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## Fayetteville Area CVB

For the Month of November 2016

Date Created: Dec 16, 2016

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# Tab 2 - Multi-Segment

Currency: USD - US Dollar

Fayetteville Area CVB

For the month of: November 2016

	Current Month - November 2016 vs November 2015												Year to Date - November 2016 vs November 2015												Participation				
	Occ %		ADR		RevPAR		Percent Change from November 2015						Occ %		ADR		RevPAR		Percent Change from YTD 2015						Properties		Rooms		
	2016	2015	2016	2015	2016	2015	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2016	2015	2016	2015	2016	2015	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample	
North Carolina	64.4	58.6	97.94	94.26	63.07	55.22	9.9	3.9	14.2	15.6	1.2	11.3	66.0	63.9	99.93	96.37	65.97	61.59	3.3	3.7	7.1	8.8	1.6	5.0	1716	1127	150141	118685	
Cumberland County, NC	76.3	56.9	77.15	72.03	58.88	40.98	34.1	7.1	43.7	43.7	0.0	34.1	68.5	65.5	74.29	73.47	50.91	48.14	4.6	1.1	5.8	5.5	-0.2	4.4	64	46	5881	4901	
Johnston County, NC	63.5	47.4	71.68	69.59	45.49	32.98	33.9	3.0	37.9	42.3	3.2	38.1	55.3	50.1	71.32	70.09	39.47	35.10	10.5	1.7	12.4	15.3	2.5	13.3	32	24	2218	1735	
Robeson County, NC	74.2	50.2	74.58	66.15	55.33	33.19	47.9	12.7	66.7	76.4	5.8	56.5	63.2	60.8	69.60	65.37	43.96	39.76	3.9	6.5	10.6	17.4	6.1	10.2	30	14	1927	1100	
Wake County, NC	71.8	67.5	104.20	99.40	74.84	67.11	6.4	4.8	11.5	12.8	1.2	7.6	71.2	71.3	101.20	96.67	72.10	68.88	-0.0	4.7	4.7	7.7	2.9	2.8	133	123	15828	15109	
Durham County, NC	70.9	63.2	104.82	101.41	74.30	64.07	12.2	3.4	16.0	17.4	1.2	13.6	68.1	67.4	102.83	98.66	70.05	66.45	1.1	4.2	5.4	9.9	4.3	5.5	63	59	8129	7736	
Edgecombe County, NC																													
Guilford County, NC	53.1	49.9	84.22	84.26	44.70	42.03	6.4	-0.1	6.4	6.9	0.5	6.9	59.4	56.9	93.16	94.26	55.37	53.64	4.4	-1.2	3.2	3.5	0.3	4.8	4	2	216	126	
Harnett County, NC	60.2	48.5	73.61	67.37	44.30	32.64	24.2	9.3	35.7	51.2	11.4	38.4	56.6	55.6	72.74	69.62	41.20	38.69	1.9	4.5	6.5	16.5	9.4	11.5	93	76	10895	9727	
Moore County, NC	57.8	55.0	110.45	105.43	63.80	57.97	5.0	4.8	10.0	20.9	9.9	15.4	61.2	60.1	121.85	119.80	74.57	71.97	1.9	1.7	3.6	9.2	5.4	7.4	11	8	859	638	

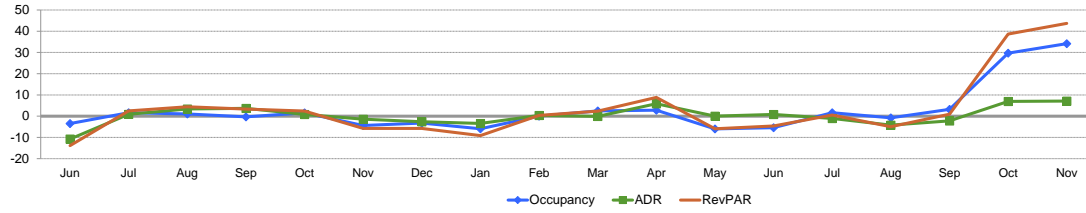
A blank row indicates insufficient data.

Source 2016 STR, Inc.

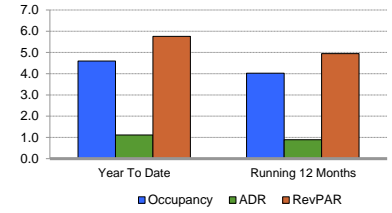
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Fayetteville Area CVB  
For the Month of November 2016

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2015								2016									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	71.0	69.2	69.4	61.6	63.3	56.9	53.8	55.6	63.7	69.8	73.1	63.0	67.2	70.4	68.9	63.6	62.1	76.3
Last Year	73.5	68.1	68.7	61.8	62.3	59.5	55.6	59.1	63.7	68.1	71.1	67.0	71.0	69.2	69.4	61.6	63.3	56.9
Percent Change	-3.5	1.6	1.0	-0.3	1.6	-4.4	-3.3	-6.0	0.0	2.5	2.8	-6.0	-5.4	1.6	-0.8	3.2	29.7	34.1

ADR	2015								2016									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	72.79	74.26	76.21	73.22	73.41	72.03	68.83	71.51	72.39	73.70	77.08	73.04	73.38	73.46	73.01	71.61	78.50	77.15
Last Year	81.57	73.61	73.71	70.62	72.80	73.07	70.66	74.02	72.13	73.78	72.83	73.01	72.79	74.26	76.21	73.22	73.41	72.03
Percent Change	-10.8	0.9	3.4	3.7	0.8	-1.4	-2.6	-3.4	0.4	-0.1	5.8	0.0	0.8	-1.1	-4.2	-2.2	6.9	7.1

RevPAR	2015								2016									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	51.67	51.42	52.90	45.11	46.45	40.98	37.01	39.73	46.12	51.46	56.38	45.98	49.28	51.70	50.29	45.54	64.41	58.88
Last Year	59.99	50.16	50.65	43.65	45.36	43.47	39.28	43.73	45.95	50.28	51.81	48.89	51.67	51.42	52.90	45.11	46.45	40.98
Percent Change	-13.9	2.5	4.4	3.4	2.4	-5.7	-5.8	-9.1	0.4	2.3	8.8	-6.0	-4.6	0.6	-4.9	0.9	38.6	43.7

Supply	2015								2016									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	176,970	182,869	182,373	176,490	182,373	176,430	182,311	182,311	164,668	182,311	176,430	182,311	176,430	182,311	182,311	176,430	182,311	176,430
Last Year	175,230	181,071	179,676	173,880	183,117	177,210	182,869	182,869	165,172	182,869	176,970	182,869	176,970	182,869	182,373	176,490	182,373	176,430
Percent Change	1.0	1.0	1.5	1.5	-0.4	-0.4	-0.3	-0.3	-0.3	-0.3	-0.3	-0.3	-0.3	0.0	0.0	0.0	0.0	0.0

Demand	2015								2016									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	125,641	126,623	126,606	108,739	115,407	100,372	98,038	101,286	104,909	127,308	129,044	114,765	118,467	128,319	125,572	112,190	149,591	134,646
Last Year	128,871	123,393	123,466	107,472	114,104	105,422	101,662	108,035	105,223	124,624	125,893	122,451	125,641	126,623	126,606	108,739	115,407	100,372
Percent Change	-2.5	2.6	2.5	1.2	1.1	-4.8	-3.6	-6.2	-0.3	2.2	2.5	-6.3	-5.7	1.3	-0.8	3.2	29.6	34.1

Revenue	2015								2016									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
This Year	9,144,910	9,402,399	9,648,034	7,962,141	8,472,081	7,229,538	6,747,783	7,242,841	7,594,096	9,382,079	9,947,116	8,382,458	8,694,262	9,425,868	9,168,086	8,034,033	11,742,468	10,388,440
Last Year	10,512,364	9,083,190	9,100,824	7,589,499	8,306,867	7,703,267	7,183,740	7,996,502	7,590,014	9,194,797	9,168,321	8,940,417	9,144,910	9,402,399	9,648,034	7,962,141	8,472,081	7,229,538
Percent Change	-13.0	3.5	6.0	4.9	2.0	-6.1	-6.1	-9.4	0.1	2.0	8.5	-6.2	-4.9	0.2	-5.0	0.9	38.6	43.7

Census %	2015								2016									
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Census Props	63	63	64	64	64	64	64	64	64	64	64	64	64	64	64	64	64	64
Census Rooms	5899	5899	5883	5883	5883	5881	5881	5881	5881	5881	5881	5881	5881	5881	5881	5881	5881	5881
% Rooms Participants	82.5	82.5	82.4	82.4	82.4	83.3	83.3	83.3	83.3	83.3	83.3	83.3	83.3	83.3	83.3	83.3	83.3	83.3

Occupancy	Year To Date			Running 12 Months		
	2014	2015	2016	2014	2015	2016
Occupancy	65.9	65.5	68.5	65.1	64.7	67.3
ADR	66.4	65.9	65.5	65.5	65.1	64.7
RevPAR	-0.8	-0.6	4.6	-0.6	-0.7	4.0

Occupancy	Year To Date			Running 12 Months		
	2014	2015	2016	2014	2015	2016
Occupancy	73.31	73.47	74.29	72.89	73.27	73.92
ADR	71.11	73.31	73.47	70.87	72.89	73.27
RevPAR	3.1	0.2	1.1	2.9	0.5	0.9

Supply	Year To Date			Running 12 Months		
	2014	2015	2016	2014	2015	2016
Supply	1,952,175	1,968,254	1,964,254	2,131,727	2,151,123	2,146,565
ADR	1,934,681	1,952,175	1,968,254	2,114,233	2,131,727	2,151,123
RevPAR	0.9	0.8	-0.2	0.8	0.9	-0.2

Demand	Year To Date			Running 12 Months		
	2014	2015	2016	2014	2015	2016
Demand	1,286,581	1,289,614	1,346,117	1,388,007	1,391,276	1,444,155
ADR	1,285,196	1,286,581	1,289,614	1,384,895	1,388,007	1,391,276
RevPAR	0.1	0.2	4.4	0.2	0.2	3.8

Revenue	Year To Date			Running 12 Months		
	2014	2015	2016	2014	2015	2016
Revenue	94,316,161	94,749,154	100,001,747	101,178,413	101,932,894	106,749,530
ADR	91,393,159	94,316,161	94,749,154	98,143,557	101,178,413	101,932,894
RevPAR	3.2	0.5	5.5	3.1	0.7	4.7

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# Tab 4 - Response Cumberland County NC

Fayetteville Area CVB

For the Month of November 2016

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2014												2015												2016																																			
								J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D																								
32663	Country Inn & Suites Fayetteville Fort Bragg	Spring Lake, NC	28390	Feb 2016	Feb 1996	85	Y	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
65586	Courtyard Fayetteville Spring Lake	Spring Lake, NC	28390	U/C		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 Properties:						76	6095	<ul style="list-style-type: none"> <li>○ - Monthly data received by STR</li> <li>• - Monthly and daily data received by STR</li> <li>Blank - No data received by STR</li> <li>Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report</li> </ul>																																																											

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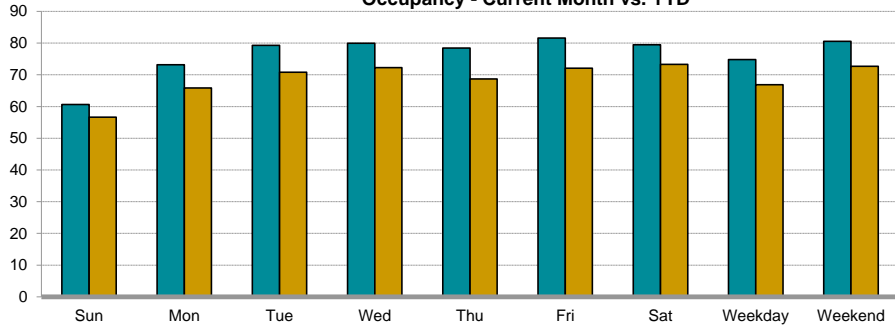
# Tab 5 - DOW Cumberland County NC

Currency: USD - US Dollar

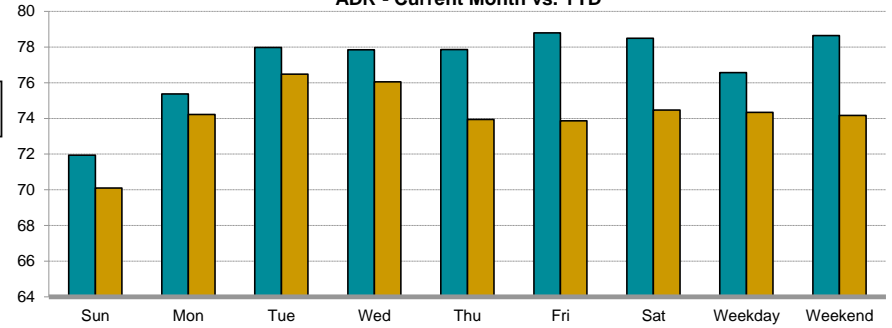
Fayetteville Area CVB

For the Month of November 2016

Occupancy - Current Month vs. YTD



ADR - Current Month vs. YTD



Day of Week		Occupancy (%)		ADR		RevPAR		Supply		Demand		Revenue	
		%	% Chg	%	% Chg	%	% Chg	%	% Chg	%	% Chg	%	% Chg
Sunday	Current Month	60.6	29.3	71.94	7.3	43.61	38.7	23,524	-20.0	14,260	3.4	1,025,908	11.0
	Year To Date	56.7	6.4	70.10	1.9	39.72	8.4	281,477	-0.5	159,475	5.8	11,179,279	7.9
	Running 12 Month	55.8	5.6	69.82	1.8	38.98	7.5	305,001	-0.5	170,276	5.1	11,889,438	7.0
Monday	Current Month	73.2	30.4	75.37	4.2	55.16	35.8	23,524	-20.0	17,218	4.3	1,297,689	8.7
	Year To Date	65.9	3.7	74.22	0.9	48.90	4.7	281,274	-0.6	185,292	3.2	13,752,995	4.1
	Running 12 Month	64.9	3.4	73.87	0.7	47.93	4.1	304,798	-2.4	197,764	0.9	14,608,758	1.6
Tuesday	Current Month	79.3	34.6	77.97	5.7	61.84	42.2	29,405	25.0	23,321	68.2	1,818,367	77.8
	Year To Date	70.8	3.1	76.49	0.7	54.15	3.9	281,477	1.6	199,269	4.8	15,241,307	5.6
	Running 12 Month	69.4	3.1	76.05	0.6	52.80	3.7	310,882	1.4	215,852	4.6	16,415,153	5.2
Wednesday	Current Month	80.0	39.8	77.85	6.2	62.25	48.5	29,405	25.0	23,512	74.7	1,830,403	85.6
	Year To Date	72.3	4.6	76.05	0.7	54.97	5.3	281,477	1.6	203,462	6.3	15,473,115	7.0
	Running 12 Month	70.6	4.4	75.63	0.5	53.39	5.0	310,882	1.4	219,467	5.9	16,599,062	6.5
Thursday	Current Month	78.4	39.3	77.86	7.8	61.06	50.2	23,524	0.0	18,448	39.3	1,436,458	50.2
	Year To Date	68.7	6.7	73.94	1.3	50.81	8.1	275,596	-2.6	189,372	4.0	14,002,390	5.3
	Running 12 Month	67.1	5.3	73.52	0.9	49.35	6.3	305,001	-0.5	204,755	4.8	15,052,780	5.8
Friday	Current Month	81.6	30.0	78.79	8.2	64.30	40.6	23,524	0.0	19,197	30.0	1,512,569	40.6
	Year To Date	72.1	4.2	73.86	1.1	53.25	5.3	281,477	-0.5	202,933	3.7	14,989,023	4.8
	Running 12 Month	70.7	3.1	73.51	0.8	51.96	4.0	305,001	-0.5	215,610	2.7	15,848,459	3.5
Saturday	Current Month	79.5	26.7	78.49	8.1	62.36	37.0	23,524	0.0	18,691	26.7	1,467,046	37.0
	Year To Date	73.3	3.7	74.47	1.3	54.58	5.1	281,477	-0.5	206,313	3.2	15,363,638	4.6
	Running 12 Month	72.3	3.3	74.11	1.2	53.56	4.5	305,001	-0.5	220,431	2.8	16,335,881	4.0
<b>Weekday / Weekend</b>													
Weekday (Sun-Thu)	Current Month	74.8	36.6	76.57	6.7	57.26	45.7	129,382	0.0	96,758	36.6	7,408,825	45.7
	Year To Date	66.9	4.9	74.34	1.1	49.70	6.0	1,401,300	-0.1	936,871	4.8	69,649,086	5.9
	Running 12 Month	65.6	4.4	73.97	0.8	48.53	5.3	1,536,563	-0.1	1,008,114	4.3	74,565,191	5.2
Weekend (Fri-Sat)	Current Month	80.5	28.4	78.64	8.2	63.33	38.8	47,048	0.0	37,888	28.4	2,979,615	38.8
	Year To Date	72.7	3.9	74.17	1.2	53.92	5.2	562,954	-0.5	409,246	3.4	30,352,661	4.7
	Running 12 Month	71.5	3.2	73.81	1.0	52.76	4.2	610,002	-0.5	436,041	2.7	32,184,339	3.8
Total	Current Month	76.3	34.1	77.15	7.1	58.88	43.7	176,430	0.0	134,646	34.1	10,388,440	43.7
	Year To Date	68.5	4.6	74.29	1.1	50.91	5.8	1,964,254	-0.2	1,346,117	4.4	100,001,747	5.5
	Running 12 Month	67.3	4.0	73.92	0.9	49.73	4.9	2,146,565	-0.2	1,444,155	3.8	106,749,530	4.7

A blank row indicates insufficient data.

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Source 2016 STR, Inc.

# Tab 6 - Seg Trend Cumberland County NC

Fayetteville Area CVB

For the Month of November 2016

Currency: USD - US Dollar

Current Month	This Year												Percent Change (%)											
	Occupancy (%)				ADR				RevPAR				Occupancy (%)				ADR (%)				RevPAR (%)			
	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total	Trans.	Grp.	Con.	Total
2015 Jun				71.0				72.79				51.67				-3.5				-10.8				-13.9
Jul				69.2				74.26				51.42				1.6				0.9				2.5
Aug				69.4				76.21				52.90				1.0				3.4				4.4
Sep				61.6				73.22				45.11				-0.3				3.7				3.4
Oct				63.3				73.41				46.45				1.6				0.8				2.4
Nov				56.9				72.03				40.98				-4.4				-1.4				-5.7
Dec				53.8				68.83				37.01				-3.3				-2.6				-5.8
2016 Jan				55.6				71.51				39.73				-6.0				-3.4				-9.1
Feb				63.7				72.39				46.12				0.0				0.4				0.4
Mar				69.8				73.70				51.46				2.5				-0.1				2.3
Apr				73.1				77.08				56.38				2.8				5.8				8.8
May				63.0				73.04				45.98				-6.0				0.0				-6.0
Jun				67.2				73.38				49.28				-5.4				0.8				-4.6
Jul				70.4				73.46				51.70				1.6				-1.1				0.6
Aug				68.9				73.01				50.29				-0.8				-4.2				-4.9
Sep				63.6				71.61				45.54				3.2				-2.2				0.9
Oct				82.1				78.50				64.41				29.7				6.9				38.6
Nov				76.3				77.15				58.88				34.1				7.1				43.7

Year To Date												Percent Change (%)												
2014 Nov				65.9				73.31				48.31				-0.8				3.1				2.3
2015 Nov				65.5				73.47				48.14				-0.6				0.2				-0.4
2016 Nov				68.5				74.29				50.91				4.6				1.1				5.8

Running 12 Month												Percent Change (%)												
2014 Nov				65.1				72.89				47.46				-0.6				2.9				2.2
2015 Nov				64.7				73.27				47.39				-0.7				0.5				-0.2
2016 Nov				67.3				73.92				49.73				4.0				0.9				4.9

A blank row indicates insufficient data.

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## Tab 8 - Help

All data is processed by STR using both the current and historical sampling of hotels.  
For further questions about the methodology used to produce our reports, please email [destin@str.com](mailto:destin@str.com).

### **Average Daily Rate (ADR)**

Room revenue divided by rooms sold, displayed as the average rental rate for a single room.

### **Census (properties and rooms)**

The number of properties and rooms that exist in our database for the area(s) or segment(s) shown on the report.

### **Contract Rooms**

Contract rooms are occupied at rates stipulated by contracts – such as for airline crews and permanent guests. Room allotments that do not require guaranteed use or payment should not be classified as contract.  
Rooms sold under such allotments should be classified as transient.

### **Country**

A geographic area that has internationally recognized boundaries, an organized economy, and a sovereign government with external recognition.  
It is typically recognized by the International Organization for Standardization (ISO).

### **Custom Segments**

Defined by a + at the end of the segment name. If a custom segment is based on a selected group of properties, new properties that come into the area will NOT automatically be added to this segment.  
The new property can be added alone as long as it has no more than five months of data. Once the property has six or more months of data it is considered an established property, requiring a two property change (add one/drop one or add two).

### **Demand (Rooms Sold)**

The number of rooms sold or rented (excludes complimentary rooms).

### **Exchange Rate**

The factor used to convert revenue from U.S. Dollars to the local currency. The exchange rate data is obtained from Oanda.com.  
Any aggregated number in the report (YTD, Running 3 month, Running 12 month) uses the exchange rate of each relative month when calculating the data.

### **Group Rooms**

Group rooms are sold simultaneously in blocks of a minimum of ten rooms or more (e.g. group tours, domestic and international groups, association, convention and corporate groups).

### **Index**

Index (Occupancy, ADR, RevPar) - Property performance divided by competitive set performance multiplied by 100.  
Internationally, indexes are also referred to as MPI – Market Penetration Index (Occupancy Index), ARI – Average Rate Index (ADR Index), and RGI – Revenue/RevPAR Generation Index (RevPAR Index).

### **Market**

A geographic area within a country. Markets are defined by STR and STR Global.

### **Occupancy (Occ)**

Rooms sold divided by rooms available multiplied by 100. Occupancy is always expressed as a percentage of rooms occupied.

### **Percent Change**

Amount of growth - up, flat, or down - this period versus same period last year (month or year-to-date). Calculated as  $((TY - LY) / LY) * 100$ .

### **Revenue (Room Revenue)**

Total room revenue generated from the sale or rental of rooms.

### **RevPAR (Revenue Per Available Room)**

Room revenue divided by rooms available.

### **Sample or % Room Participants**

The percent of rooms from which STR receives data. Calculated as  $(\text{Sample Rooms} / \text{Census Rooms}) * 100$

### **Sub-Market**

A geographic sub-area within a Market. Sub-markets are defined by STR and STR Global.

### **Supply (Rooms Available)**

The number of rooms times the number of days in the period.

### **Transient Rooms**

Transient rooms Include rooms occupied by those with reservations at rack, corporate, corporate negotiated, package, government, or foreign traveler rates.  
Also includes occupied rooms booked via third party web sites (exception: simultaneous bookings of ten or more rooms which should be defined as group).

### **Twelve Month Moving Average**