

Destination Performance Report



Lodging & Visitor Overview - December 2019

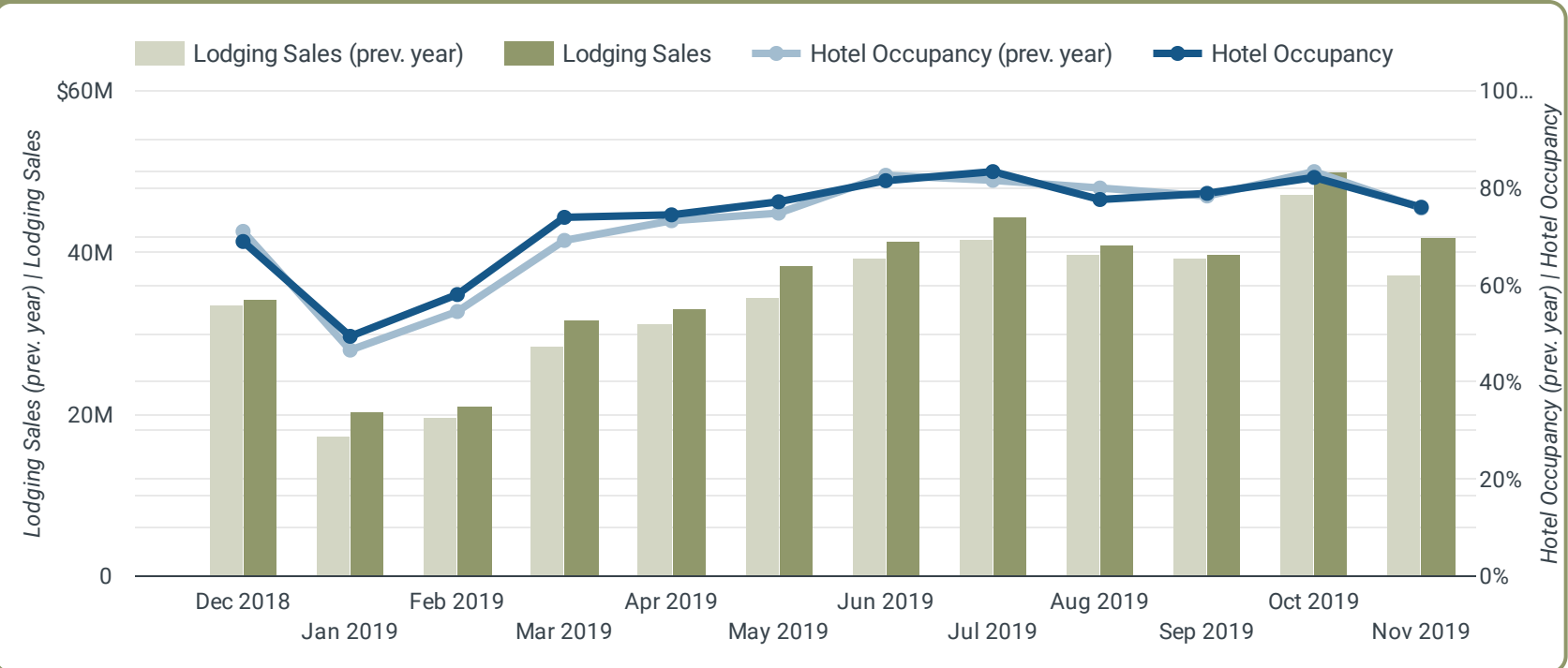
| | | | | |
|---|--|---|--|--|
| Lodging Sales \$42,002,121 (November) ↑ 12.8% | Hotel Occupancy* 76.0% (November) ↑ 0.7% | Hotel Demand* 184,553 (November) ↑ 2.8% | Hotel ADR* \$180.89 (November) ↑ 4.7% | Hotel RevPAR* \$137.52 (November) ↑ 5.4% |
| Airport Passengers 139,685 (November) ↑ 23.2% | Asheville Visitor Center 14,925 ↑ 38.0% | Pack Sq Visitor Center 0 N/A | Black Mtn Visitor Center 1,719 ↑ 99.0% | Travel Guide Requests 1,606 ↓ -41.2% |

Lodging & Visitor Overview - Fiscal Year 19-20

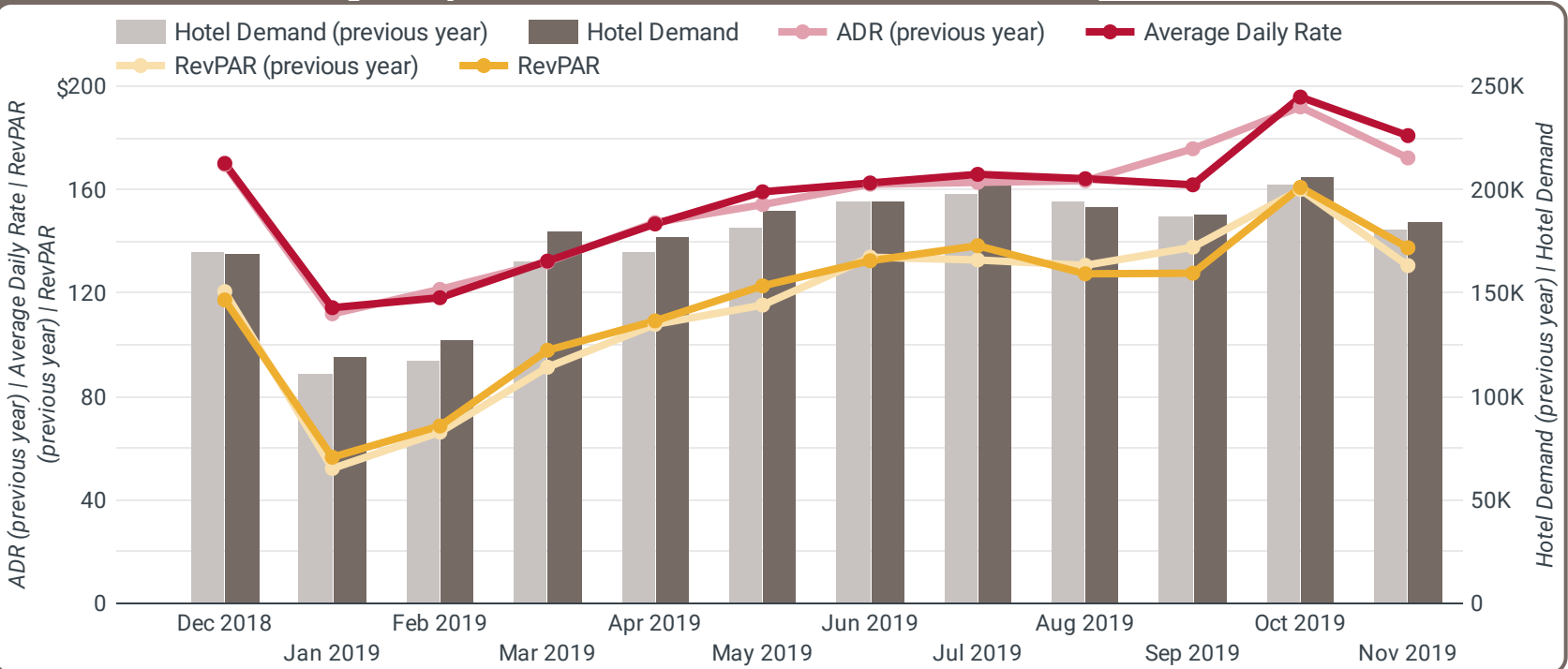
| | | | | |
|--|---|--|--|---|
| Lodging Sales \$217,355,375 ↑ 5.8% | Hotel Occupancy* 79.6% ↓ -0.1% | Hotel Demand* 976,548 ↑ 1.6% | Hotel ADR* \$173.94 ↑ 0.2% | Hotel RevPAR* \$138.51 ↑ 0.1% |
| Airport Passengers 756,860 ↑ 39.7% | Asheville Visitor Center 125,094 ↑ 8.1% | Pack Sq Visitor Center 4,016 ↓ -8.2% | Black Mtn Visitor Center 15,416 ↑ 2.5% | Travel Guide Requests 14,750 ↓ -15.0% |

Lodging Sales and Hotel Occupancy*

* Source: STR, Inc. Republication or other re-use of this data without the express written permission of STR is strictly prohibited.



Hotel Demand*, Average Daily Rate* and Revenue Per Available Room*



Destination Performance Report



Short Term Rental Data - November 2019

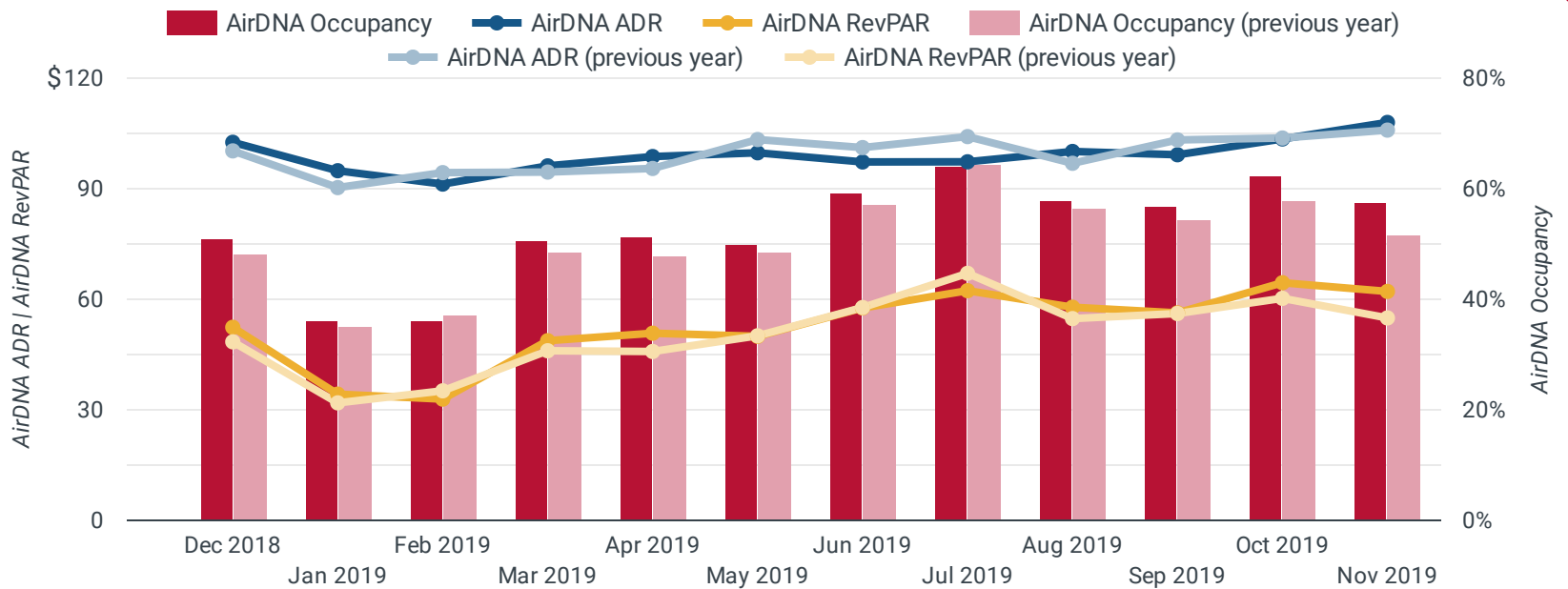
| Occupancy | ADR | RevPAR | Demand |
|-----------|----------|---------|---------|
| 57.5% | \$107.98 | \$62.13 | 120,353 |
| ↑ 10.9% | ↑ 2.0% | ↑ 13.1% | ↑ 32.1% |

Short Term Rental Data - Fiscal Year 19-20

| Occupancy | ADR | RevPAR | Demand |
|-----------|----------|---------|---------|
| 59.7% | \$101.56 | \$60.66 | 633,691 |
| ↑ 4.9% | ↓ -1.2% | ↑ 3.6% | ↑ 25.4% |

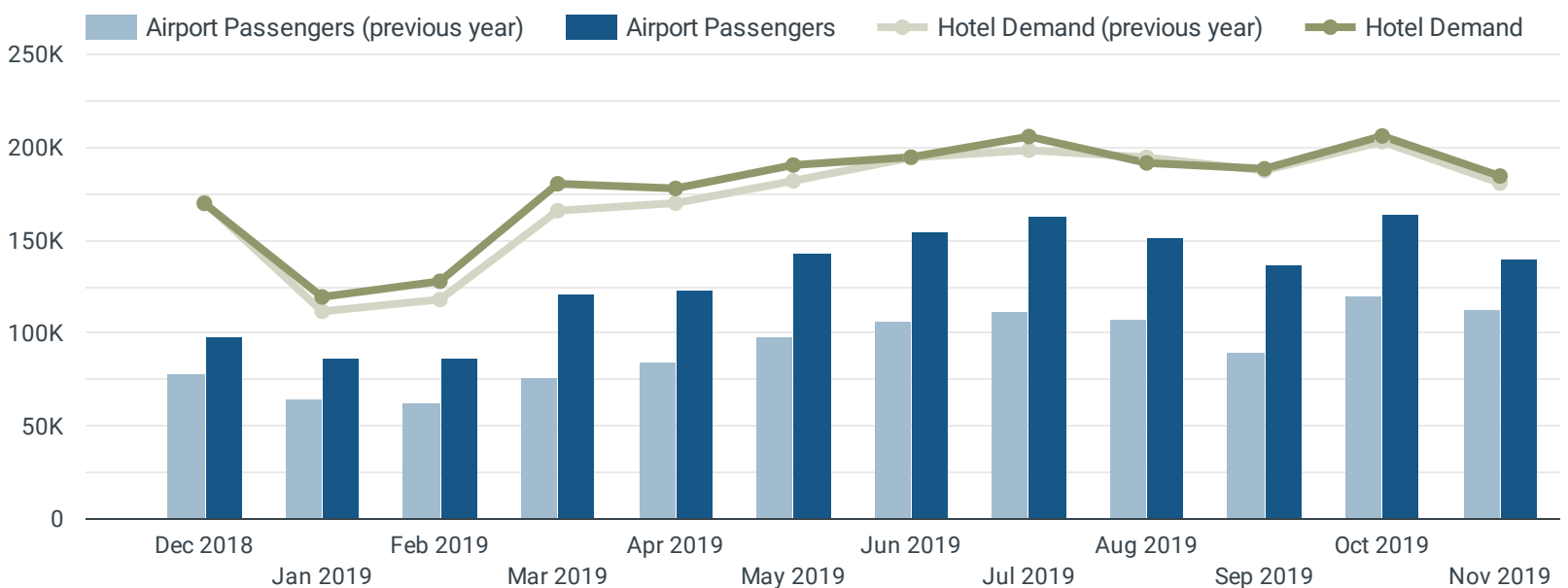
AirDNA ADR, RevPAR and Occupancy

* Short Term Rental Data Source: AirDNA

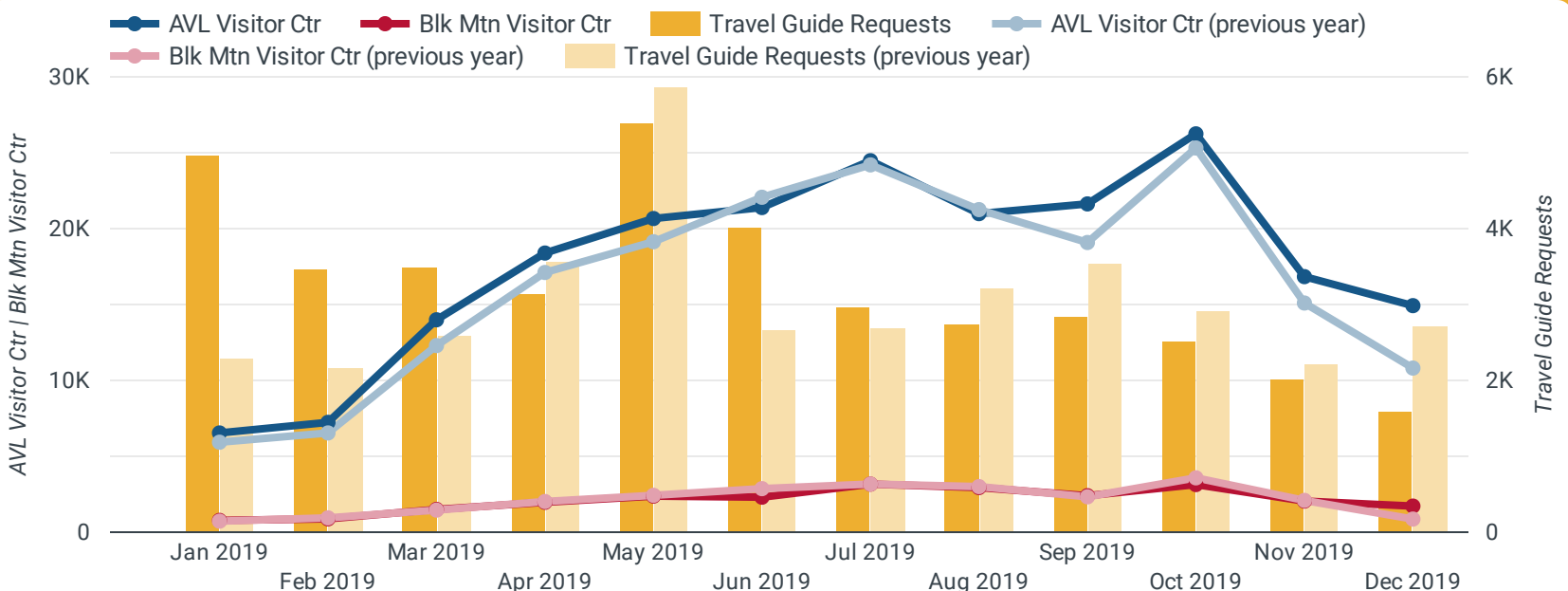


Airport Passengers vs. Hotel Demand*

* Source: STR, Inc. Reproduction or other re-use of this data without the express written permission of STR is strictly prohibited.



Visitor Center & Travel Guide



Sales Department Performance Report



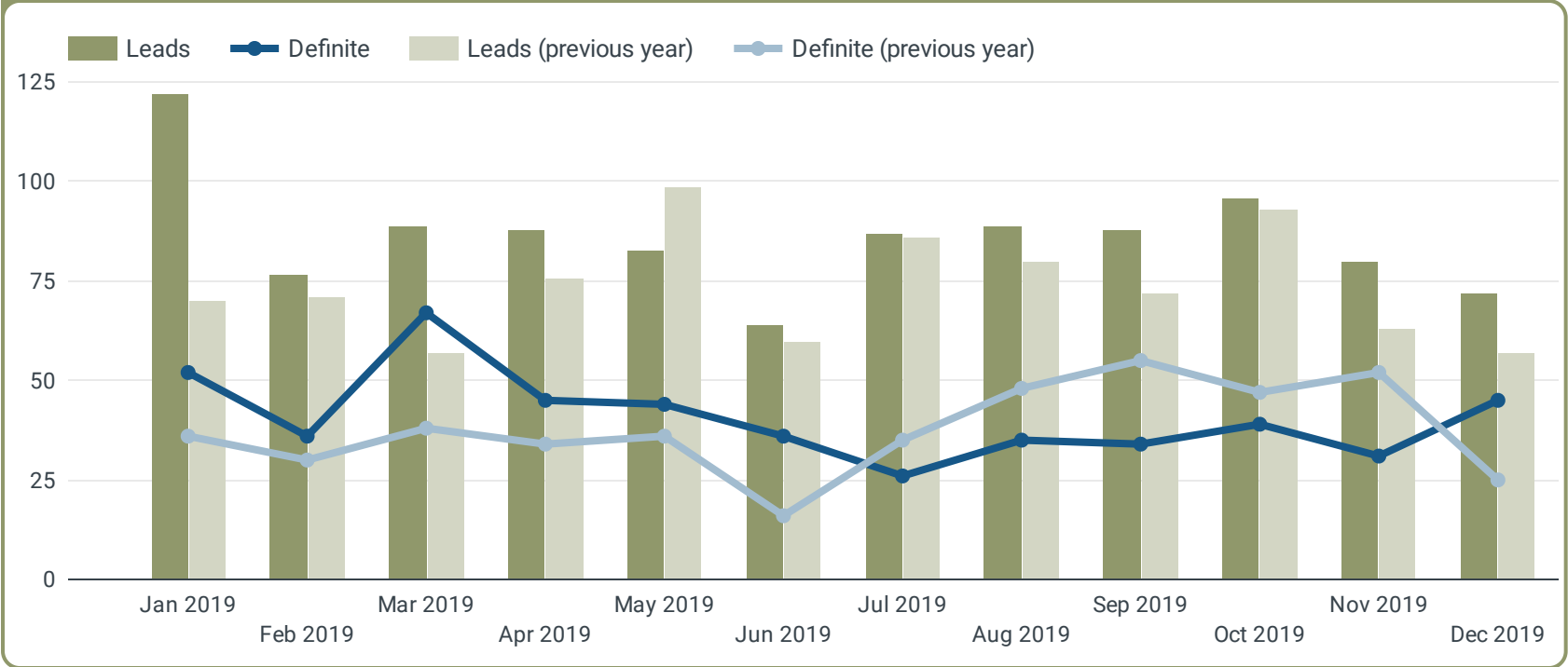
Sales Leads and Outreach - December 2019

| | | | | | |
|-------------------------------------|--|--|--|---|-----------------------------|
| Sales Leads Issued 72 ↑ 26.3% | Room Nights (Leads) 19,924 ↑ 87.4% | Leads Turned Definite 46 ↑ 58.6% | Room Nights (Definite) 8,045 ↑ 57.6% | Estimated Revenue \$2,097,230 ↑ 69.5% | |
| P2P Outreach 988 ↓ -13.2% | Indirect Outreach 5,835 ↑ 563.1% | Group Events 24 ↑ 41.2% | Room Nights Generated 995 ↑ 14.2% | Actualized Revenue \$170,288 ↓ -6.3% | Groups Served 13 0.0% |

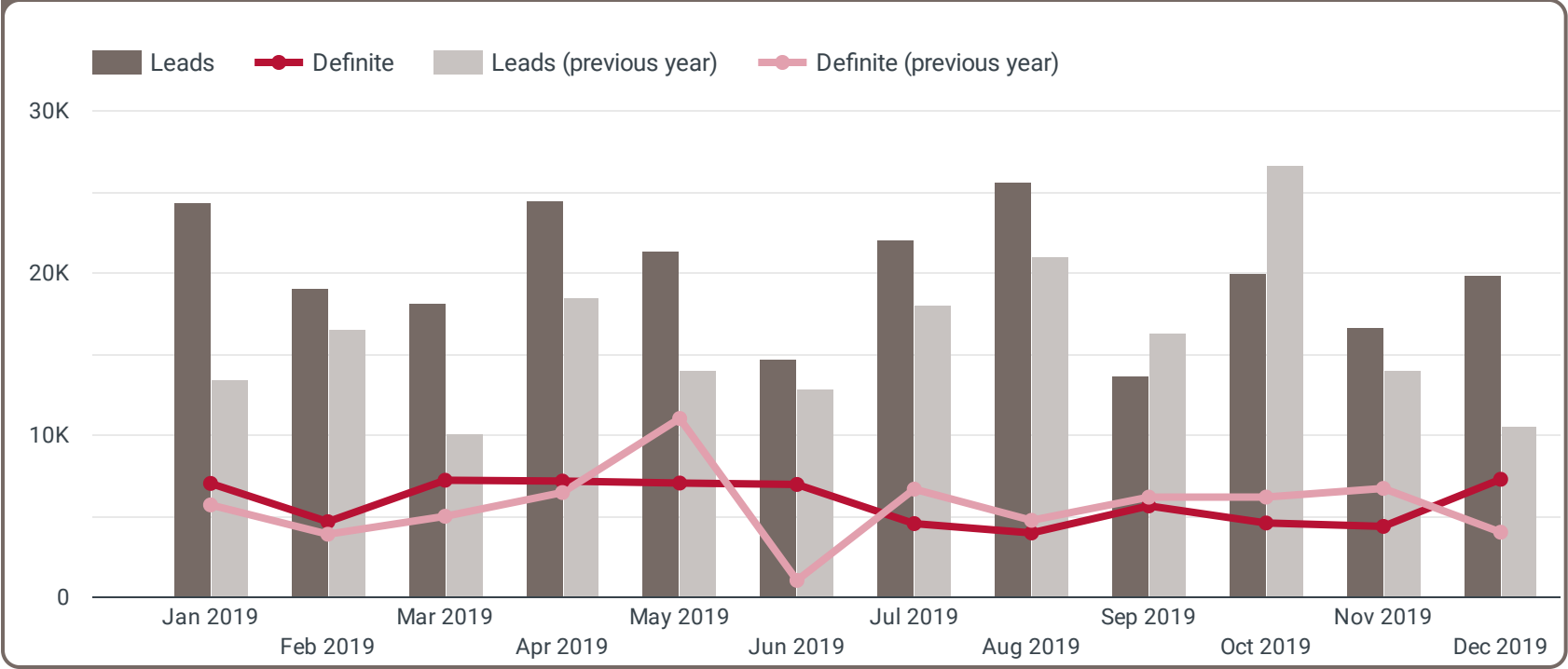
Sales Leads and Outreach - Fiscal Year 19-20

| | | | | | |
|--------------------------------------|---|--|---|---|---------------------------------|
| Sales Leads Issued 512 ↑ 13.5% | Room Nights (Leads) 117,850 ↑ 10.5% | Leads Turned Definite 231 ↓ -16.0% | Room Nights (Definite) 35,806 ↓ -8.1% | Estimated Total Revenue \$8,815,283 ↑ 13.9% | |
| P2P Outreach 6,502 ↓ -2.4% | Indirect Outreach 77,703 ↑ 151.6% | Group Events 264 ↑ 5.2% | Room Nights Generated 29,920 ↑ 5.7% | Actualized Revenue \$9,976,167 ↑ 37.5% | Groups Served 230 ↓ -7.3% |

Sales Leads vs. Definite



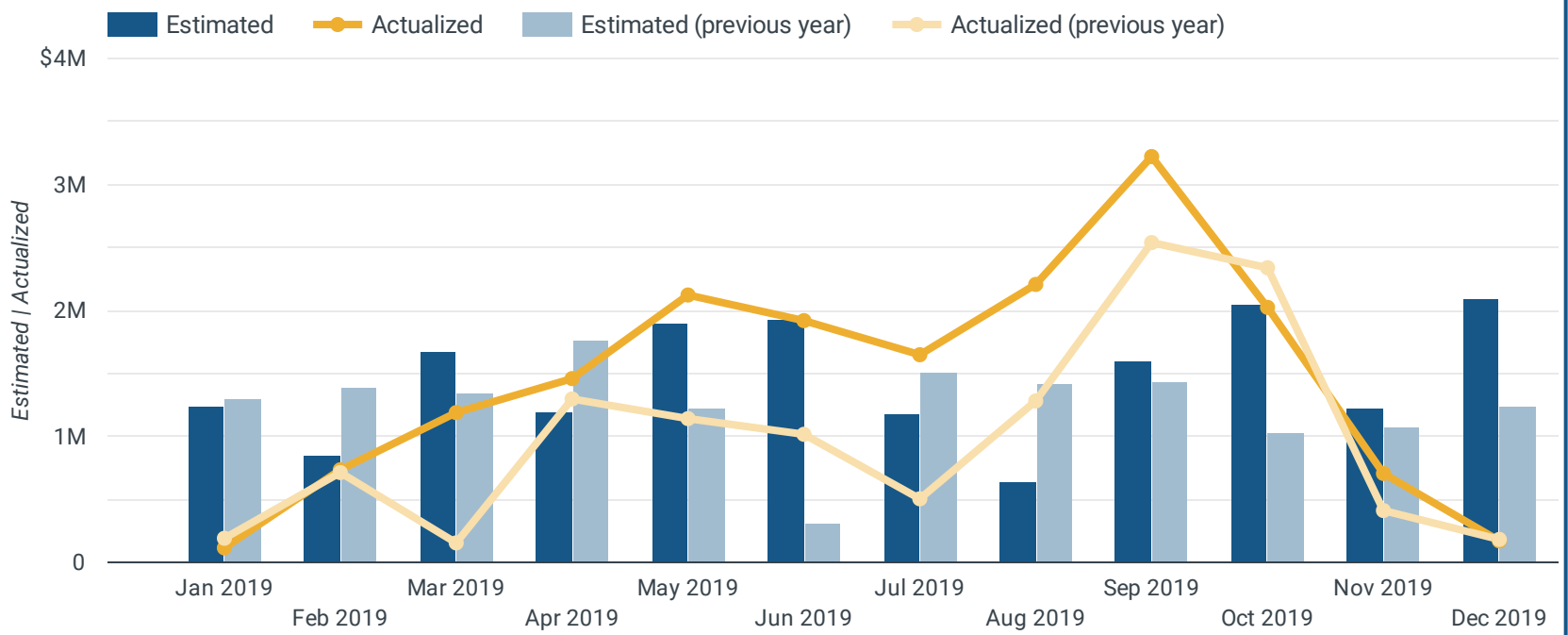
Room Nights Represented in Leads vs. Definite



Sales Department Performance Report



Estimated vs. Actualized Revenue



Sales Outreach 2018 by Month

| | Month of Year ▾ | Person-to-Person Outreach | | % Δ | Indirect Outreach | | % Δ |
|----|-----------------|---------------------------|--|--------|-------------------|--|--------|
| 1. | Dec 2019 | 988 | | -13.2% | 5,835 | | 563.1% |
| 2. | Nov 2019 | 1,095 | | 5.4% | 362 | | -86.0% |
| 3. | Oct 2019 | 1,136 | | -4.1% | 9,552 | | -30.5% |
| 4. | Sep 2019 | 1,062 | | -7.0% | 18,659 | | 495.9% |
| 5. | Aug 2019 | 1,161 | | -2.8% | 36,255 | | 281.1% |
| 6. | Jul 2019 | 1,060 | | 9.8% | 7,040 | | 591.6% |
| 7. | Jun 2019 | 954 | | 8.8% | 15,929 | | 45.0% |
| 8. | May 2019 | 1,161 | | 26.2% | 5,010 | | -57.5% |
| 9. | Apr 2019 | 1,064 | | -3.4% | 12,346 | | 185.0% |

Group Events by Month and Room Nights Generated

| | Month of Year ▾ | Group Events This Month | | % Δ | Room Nights Generated | | % Δ |
|----|-----------------|-------------------------|--|--------|-----------------------|--|--------|
| 1. | Dec 2019 | 24 | | 41.2% | 995 | | 21.5% |
| 2. | Nov 2019 | 41 | | -14.6% | 2,796 | | 42.4% |
| 3. | Oct 2019 | 72 | | 12.5% | 5,611 | | -8.7% |
| 4. | Sep 2019 | 52 | | -1.9% | 5,321 | | -49.5% |
| 5. | Aug 2019 | 36 | | -12.2% | 4,815 | | -28.4% |
| 6. | Jul 2019 | 39 | | 39.3% | 4,071 | | 114.9% |
| 7. | Jun 2019 | 46 | | 27.8% | 6,086 | | 85.5% |
| 8. | May 2019 | 53 | | 39.5% | 6,693 | | 63.2% |
| 9. | Apr 2019 | 53 | | 43.2% | 3,819 | | -6.1% |

Marketing Department Performance Report



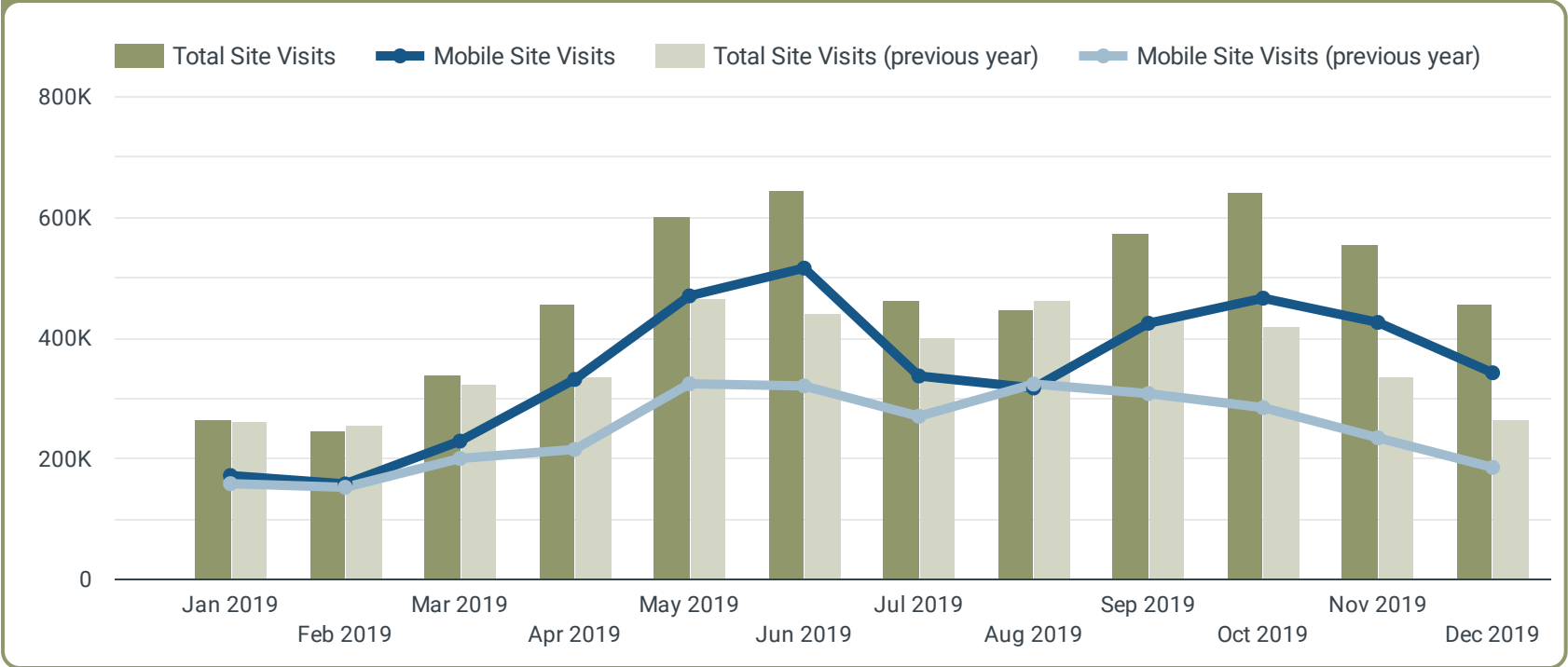
Marketing Metrics Overview - December 2019

| | | | | |
|---|---|--|--|--|
| Website Visits 462,506 ↑ 72.5% | Mobile Site Visits 347,592 ↑ 85.4% | aRes - Room Nights 80 ↑ 105.1% | aRes - Room Revenue \$11,618 ↑ 85.6% | Total Facebook Fans 296,171 ↑ 5.1% |
| PR Publicity Value \$2,138,527 ↑ 151.7% | PR Estimated Impressions 114,616,351 ↓ -72.5% | Significant Placements 24 ↓ -75.8% | Media Touchpoints 40 ↓ -28.6% | Video Views 43,197 ↑ 204.1% |

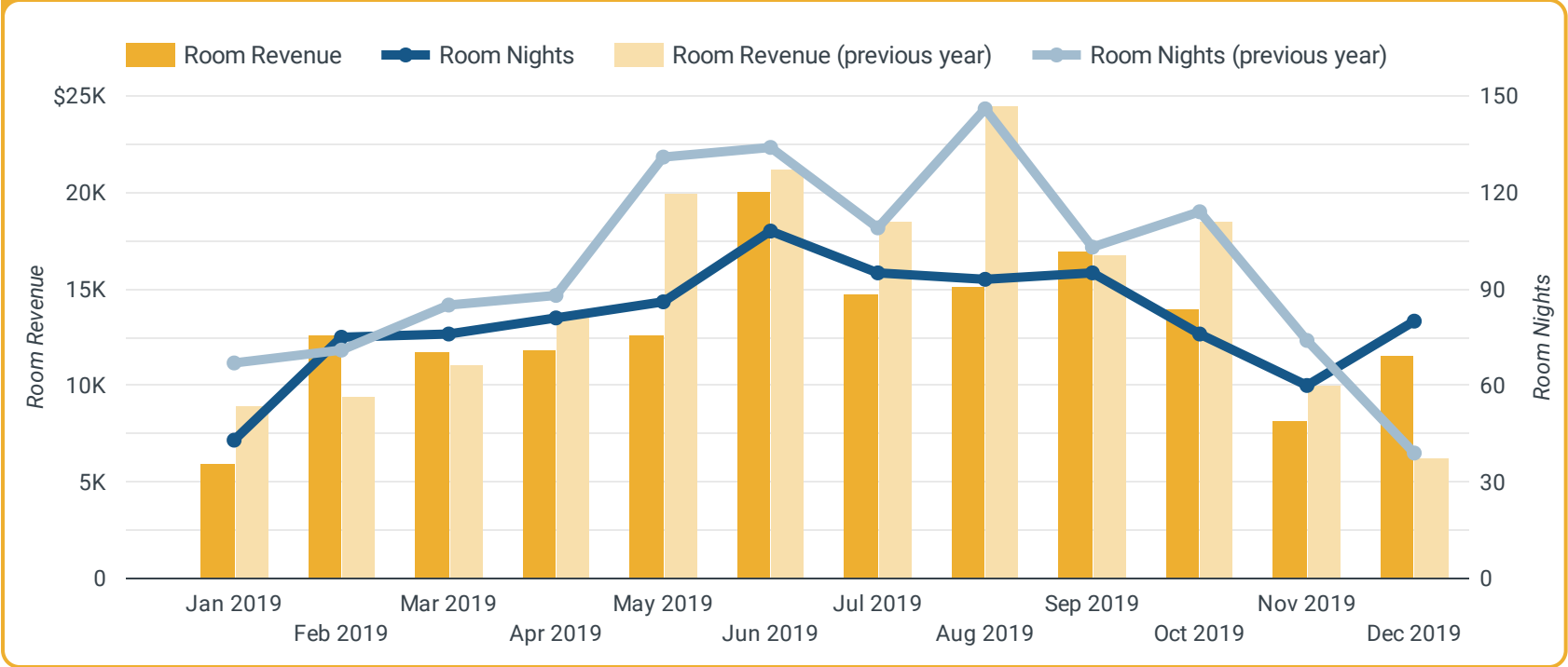
Marketing Metrics Overview - Fiscal Year 19-20

| | | | | |
|---|---|---|---|---|
| Website Visits 3,150,774 ↑ 35.6% | Mobile Site Visits 2,328,612 ↑ 44.8% | aRes - Room Nights 499 ↓ -14.7% | aRes - Room Revenue \$80,706 ↓ -14.8% | Avg. Total Facebook Fans 293,541 ↑ 5.3% |
| PR Publicity Value \$45,094,377 ↑ 93.0% | PR Estimated Impressions 924,714,677 ↓ -44.8% | Significant Placements 202 ↓ -50.6% | Media Touchpoints 333 ↑ 6.1% | Video Views 319,059 ↓ -42.3% |

ExploreAsheville.com Web Stats



Online Reservation (aRes) Data



Marketing Department Performance Report



Print & Broadcast Value & Impressions

| | Month of Year ▾ | Publicity Value - Print/Broadcast | % Δ | Editorial Impressions - Print/Broadcast | % Δ |
|----|-----------------|--------------------------------------|--------|--|---------|
| 1. | Dec 2019 | \$2,084,156 | 305% | 7,300,942 | 126.45% |
| 2. | Nov 2019 | \$2,876,362 | -78% | 4,831,648 | 12.36% |
| 3. | Oct 2019 | \$21,358,340 | 432% | 14,530,775 | 18.02% |
| 4. | Sep 2019 | \$2,117,698 | 311% | 8,121,319 | 31.24% |
| 5. | Aug 2019 | \$2,451,046 | 3% | 5,621,869 | -45.95% |
| 6. | Jul 2019 | \$13,650,534 | 848% | 12,607,939 | 306.81% |
| 7. | Jun 2019 | \$12,356,822 | 3,153% | 6,957,613 | 590.13% |

Online Publicity Value and Impressions

| | Month of Year ▾ | Publicity Value - Online | % Δ | Estimated Impressions - Online | % Δ |
|----|-----------------|-----------------------------|------|--------------------------------|---------|
| 1. | Dec 2019 | \$54,371 | -84% | 107,315,409 | -72.48% |
| 2. | Nov 2019 | \$150,450 | 28% | 183,376,713 | -6.04% |
| 3. | Oct 2019 | \$155,975 | -44% | 221,413,594 | -37.83% |
| 4. | Sep 2019 | \$114,837 | -48% | 160,173,325 | -28.48% |
| 5. | Aug 2019 | \$24,558 | -89% | 48,549,473 | -84.77% |
| 6. | Jul 2019 | \$56,050 | -17% | 150,871,671 | 84.51% |
| 7. | Jun 2019 | \$121,871 | 127% | 167,438,295 | 162.98% |

Media Placements & Touchpoints

| | Month of Year ▾ | Media Touchpoints / Interactions | % Δ | Significant Placements | % Δ |
|----|-----------------|-------------------------------------|--------|------------------------|--------|
| 1. | Dec 2019 | 40 | -59.2% | 24 | -75.8% |
| 2. | Nov 2019 | 41 | 7.9% | 38 | -41.5% |
| 3. | Oct 2019 | 82 | 28.1% | 35 | -56.8% |
| 4. | Sep 2019 | 52 | -18.8% | 38 | -46.5% |
| 5. | Aug 2019 | 73 | 62.2% | 25 | -61.5% |
| 6. | Jul 2019 | 45 | 12.5% | 42 | 50.0% |
| 7. | Jun 2019 | 69 | 0.0% | 49 | 44.1% |

Facebook Fans & Video Views (All Platforms)

| | Month of Year ▾ | Total Facebook Fans | % Δ | Video Views | % Δ |
|----|-----------------|------------------------|------|-------------|--------|
| 1. | Dec 2019 | 296,171 | 5.1% | 43,197 | 204.1% |
| 2. | Nov 2019 | 295,678 | 5.2% | 44,717 | -29.0% |
| 3. | Oct 2019 | 294,302 | 5.4% | 64,437 | 1.4% |
| 4. | Sep 2019 | 292,991 | 5.1% | 74,494 | -66.6% |
| 5. | Aug 2019 | 291,606 | 5.4% | 43,009 | -73.0% |
| 6. | Jul 2019 | 290,495 | 5.4% | 49,205 | 60.1% |
| 7. | Jun 2019 | 289,137 | 5.1% | 77,507 | 82.5% |

Destination Performance Report - Glossary



Destination Performance Metrics

Lodging Sales - Total lodging sales for all property types reported for the previous month. Data is provided by the Buncombe County Finance Department.

Hotel Occupancy - Percentage of available rooms sold during the previous month. Occupancy is calculated by dividing the number of rooms sold by rooms available. Data is provided by Smith Travel Research.

Hotel Average Daily Rate (ADR) - A measure of the average rate paid for rooms sold for the previous month, calculated by dividing room revenue by rooms sold. Data is provided by Smith Travel Research.

Hotel Demand - The number of rooms sold in the previous month (excludes complimentary rooms). Data is provided by Smith Travel Research.

Hotel Revenue Per Available Room (RevPAR) - Total room revenue for the previous month divided by the total number of available rooms. Data is provided by Smith Travel Research.

Total Airport Passengers - Total monthly air traffic reported for the previous month. Data is provided by Asheville Regional Airport.

Asheville Visitor Center - Total monthly visitors to the Asheville Visitor Center. Data is provided by the Asheville Area Chamber of Commerce.

Pack Square Park Visitor Center - Total monthly visitors to the Pack Square Park Visitor Center. Data is provided by the Asheville Area Chamber of Commerce.

Black Mountain Visitor Center - Total monthly visitors to the Black Mountain Visitor Center. Data is provided by the Black Mountain-Swannanoa Chamber of Commerce.

Travel Guide Requests - The number of travel guides requested monthly via the website and leads. Data provided by Simpleview CRM.

AirDNA Listing room nights - the sum of all AirDNA listing nights that were available for rent times the number of rooms per listing. As of 2/1/19, AirDNA data includes both Airbnb and HomeAway short term rental data for 1/1/17 to present.

AirDNA Occupancy - Booked AirDNA listing room nights divided by available AirDNA listing room nights in the given month. This only counts listings as being available if they had one booked night in the month. Data is provided by AirDNA.

AirDNA ADR (Average Daily Rate) - Total AirDNA monthly revenue divided by the total number of AirDNA listing room nights booked in a given month. ADR includes cleaning fees but not other AirDNA service fees or taxes. Data is provided by AirDNA.

AirDNA RevPAR (Revenue Per Available Room) - Total AirDNA monthly revenue divided by the total number of AirDNA listing room nights available in a given month. Data is provided by AirDNA.

Sales Performance Metrics

Sales Leads Issued - Monthly tentative sales leads sent to hotel partners. Data is provided by Simpleview CRM.

Room Nights (Leads) - Monthly room nights represented in the tentative leads sent to hotel partners. Data is provided by Simpleview CRM.

Leads Turned Definite - Monthly leads sent to hotel partners that have resulted in a rooms agreement. Data is provided by Simpleview CRM.

Room Nights (Definite) - Monthly room nights represented in definite leads. Data is provided by Simpleview CRM.

Estimated Revenue - Estimated monthly revenue of definite leads. Data is provided by Simpleview CRM.

P2P Outreach - Monthly person-to-person interactions between the sales team and clients. Data is provided by Simpleview CRM.

Indirect Outreach - Monthly communications from the sales team to more than one client at a time. Data is provided by Simpleview CRM.

Group Events - The number of groups who were sourced through the bureau and met in Asheville during the given month. Data is provided by Simpleview CRM.

Room Nights Generated - Room nights generated by the groups who were sourced through the bureau and met in Asheville during the given month. Data is provided by hotel partners and compiled by Simpleview CRM.

Actualized Revenue - Room nights generated by the groups who were sourced through the bureau and met in Asheville during the given month. Data is provided by hotel partners and is compiled by Simpleview CRM.

Groups Serviced - Groups who met in Asheville who received or were offered additional planning services by Explore Asheville during the given month. Data is provided by Simpleview CRM.

Marketing Performance Metrics

Website Visits - Number of monthly website sessions to ExploreAsheville.com. Data is provided by Google Analytics.

Mobile Site Visits - Number of monthly website sessions from mobile and tablet devices to ExploreAsheville.com. Data is provided by Google Analytics.

aRes - Room Nights - Number of monthly room nights booked through aRes Travel third party booking engine at reservations.ExploreAsheville.com. Data is provided by aRes Travel.

aRes - Room Revenue - Total monthly room revenue for rooms booked through aRes Travel third party booking engine at reservations.ExploreAsheville.com. Data excludes cancellations and is provided by aRes Travel.

Total Facebook Fans - Total number of Facebook fans for the Visit Asheville Facebook page reported monthly. Data is provided by Facebook.

PR Publicity Value – Estimated ad equivalency cost of clips secured across multiple mediums reported for the previous month. Data is provided by Cision.

PR Estimated Impressions – The circulation of the publication and the estimated gross impressions for broadcast and digital articles by the placements reported for the previous month. Data is provided by Cision.

Significant Placements – Clips from online, print or broadcast media that Explore Asheville had a hand in securing or that feature Asheville predominantly and have a reach of certain threshold. Reported for the previous month. Data is provided by Cision.

Media Touchpoints – Monthly contact that members of the PR team had with various media outlets or journalists. Data is provided by Explore Asheville PR Team.

Video Views (All Platforms) - Figures for total monthly video views on all platforms. Data is provided by YouTube, Vimeo, Facebook, and Instagram and does not include advertising campaign views.

* **Source:** STR, Inc. Republication or other re-use of this data without the express written permission of STR is strictly prohibited.