



February 14, 2014

**Market Texas Tourism  
Office of the Governor, Economic Development & Tourism  
TEXAS HOTEL PERFORMANCE REPORT:  
YEAR OF 2013 & FOURTH QUARTER**

**Texas lodging room revenues gained 8.6% in the year of 2013, to \$8.8 billion. The 8.6% gain in 2013 revenues compares to 10.2% in 2012, 12.9% in 2011, 6.4% in 2010, and to a 15.2% loss in 2009.** Lodging revenues are now 21% above 2008 levels, and returning to the levels of growth seen from 2004 through 2008.

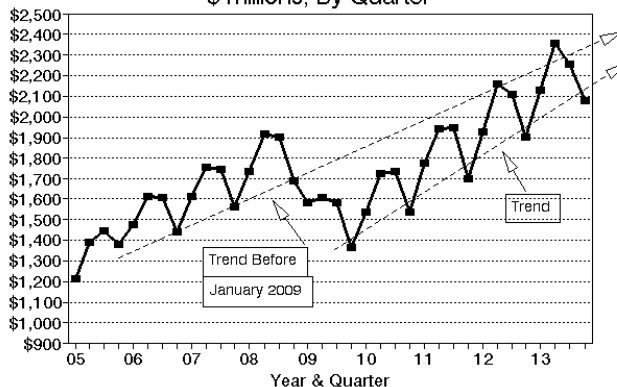
**Fourth quarter revenues rose 9.1% to \$2.1 billion, up from \$1.9 billion a year ago.** The Fourth quarter in 2013 was 23% above the same quarter 2008. Prices rose 5% higher and Revenue Per Available Room (REVPAR) per day gained 7.2%.

**Annual 2013 room-nights sold increased 3.3% state-wide after strong 6.2% rise in 2012.** The 2013 gain includes a 3.8% increase in the Fourth quarter. Room-nights sold are the measure of real demand and the most important driver of industry health.

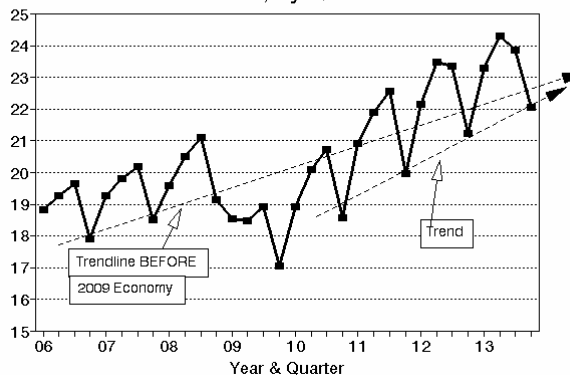
**Annual 2013 occupancy rose to 63.6% (up 1.1 points),** compared to 62.5% in 2012 and to 59.5% in 2011; 60% is the long-term Texas industry average. In the Fourth quarter, occupancy improved to 60% (+1.2 points), from 58.8% last year.

**In the Fourth quarter, net supply grew just 1.8%,** a level aiding REVPAR recovery and encouraging new hotel development.

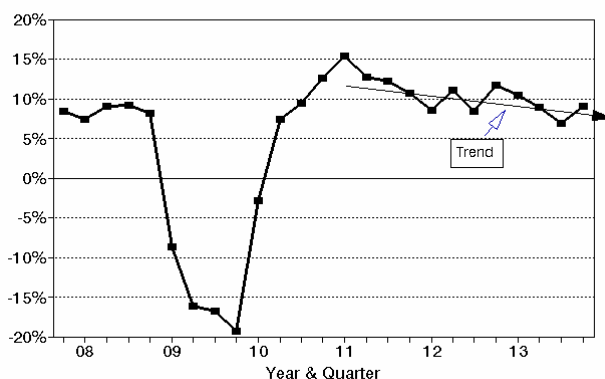
**Texas Hotel Room Revenues**  
\$ millions, By Quarter



**Texas Hotel Roomnights Sold**  
millions, By Quarter



**% Change in Room Revenues**  
Versus Previous Year



Areas closely related to oil and gas production (O&G counties) grew slightly higher than the balance of Texas after double digit growth in each of the past two years. In the Fourth quarter, O&G revenues achieved +9.5% and non-O&G areas +8.9%.

| <u>2013 Results Vs 2012</u> | ROOM   | ROOM     |
|-----------------------------|--------|----------|
|                             | NIGHTS | REVENUES |
| Total Texas                 | 3.4%   | 8.6%     |
| Oil & Gas Counties          | 3.3%   | 9.5%     |
| Balance of Texas            | 3.4%   | 8.1%     |

Year-over-year, lodging performance measures are now stabilizing at healthy levels after a four year recovery.

Occupancy is now above 60% and average daily rates are growing at a 5% pace. Supply additions remain well below gains in room-nights sold.

With 2013 REVPAR reaching \$60.06, selective hotel development projects could be undertaken profitably.

### Texas: Percentage Change Vs Year Ago

| <u>Year</u> | <u>Room Supply</u> | <u>Room Rev \$</u> | <u>Rooms Sold</u> | <u>% Occ</u> | <u>\$ Price</u> | <u>\$ RPAR</u> |
|-------------|--------------------|--------------------|-------------------|--------------|-----------------|----------------|
|             | 2009               | 3.6                | -9.2              | -15.2        | -12.5           | -6.6           |
| 2010        | 4.6                | 6.4                | 7.4               | 2.8          | -0.9            | 1.7            |
| 2011        | 1.7                | 12.8               | 9.0               | 7.0          | 3.5             | 10.9           |
| 2012        | 0.6                | 9.9                | 5.6               | 5.0          | 4.0             | 9.3            |
| 2013        | 1.5                | 8.6                | 3.3               | 1.8          | 5.1             | 6.9            |

### 2013

|         |     |      |     |     |     |     |
|---------|-----|------|-----|-----|-----|-----|
| 1st Qtr | 2.8 | 10.5 | 5.2 | 2.9 | 5.1 | 8.2 |
| 2nd Qtr | 1.7 | 9.0  | 3.6 | 2.0 | 5.2 | 7.1 |
| 3rd Qtr | 1.5 | 7.0  | 2.3 | 0.8 | 4.6 | 5.5 |
| 4th Qtr | 1.8 | 9.0  | 3.8 | 2.0 | 5.0 | 7.1 |
| 2013    | 1.5 | 8.6  | 3.4 | 1.8 | 5.1 | 6.9 |

### FOURTH QUARTER AREA RESULTS

Double digit revenue gains were seen in Sherman, San Angelo, College Station, Corpus Christi, Houston, Austin, DFW, and Amarillo.

| <u>Fourth Quarter 2013</u> | <u>% Market</u> | <u>Total Revenue*</u> |             | <u>% Change</u> | <u>% Occ</u> | <u>\$ ADR</u> | <u>REVPAR</u> |
|----------------------------|-----------------|-----------------------|-------------|-----------------|--------------|---------------|---------------|
| <u>Metropolitan Areas</u>  |                 | <u>2012</u>           | <u>2013</u> |                 |              |               |               |
| Dallas-Ft Worth-Arlington  | 27.1%           | \$504.8               | \$562.2     | 11.4%           | 62.6%        | \$93.72       | \$58.67       |
| Houston-Baytown-Sugarland  | 23.3%           | \$424.1               | \$484.2     | 14.2%           | 61.7%        | \$104.37      | \$64.40       |
| San Antonio                | 11.5%           | \$224.6               | \$237.8     | 5.9%            | 54.3%        | \$104.40      | \$56.69       |
| Austin-Round Rock          | 11.7%           | \$217.3               | \$242.7     | 11.7%           | 72.2%        | \$118.55      | \$85.59       |
| Non-Metro Areas            | 9.0%            | \$183.6               | \$186.5     | 1.6%            | 55.3%        | \$76.60       | \$42.36       |
| Corpus Christi             | 1.9%            | \$34.9                | \$39.1      | 12.3%           | 42.5%        | \$91.65       | \$38.95       |
| Brownsville-Harlingen      | 0.8%            | \$15.5                | \$16.4      | 6.1%            | 40.5%        | \$74.84       | \$30.31       |
| El Paso                    | 1.8%            | \$37.3                | \$37.8      | 1.1%            | 67.7%        | \$69.18       | \$46.83       |
| Balance of Texas           | 13.0%           | \$261.1               | \$270.0     | 3.4%            | 59.1%        | \$77.36       | \$45.72       |
| Total State of Texas       | 100.0%          | \$1,903.1             | \$2,076.7   | 9.1%            | 60.0%        | \$94.05       | \$56.43       |

\* \$ millions

**By Price – 2013 Revenues:**

The strongest revenue increase since 2008 has been for the \$90-\$135, mid-priced category (+5.5% compound), and then for \$90 to \$135 hotels (+4.4%). The total 5 year revenue gain for lodging priced above \$135 nets out to 30.7%. In 2011 through 2013, the strongest growth rates have been at prices above \$135, driven significantly by high prices in the undersupplied Oil and Gas areas.

**Change In Room Revenues by Price (versus previous year)**

| <u>Average Rate:</u> | <u>Under \$90</u> | <u>\$90 to \$135</u> | <u>\$135 &amp; Over</u> | <u>Total</u> |
|----------------------|-------------------|----------------------|-------------------------|--------------|
| 2009                 | -3.7%             | -9.4%                | -31.2%                  | -15.0%       |
| 2010                 | 9.1%              | 7.5%                 | 1.5%                    | 6.5%         |
| 2011                 | 4.9%              | 16.1%                | 20.5%                   | 12.9%        |
| 2012                 | 3.0%              | 6.4%                 | 24.1%                   | 10.2%        |
| 2013                 | <u>-2.3%</u>      | <u>3.0%</u>          | <u>26.5%</u>            | <u>8.6%</u>  |
| Past 5 Yrs*          | 1.9%              | 4.4%                 | 5.5%                    | 4.0%         |

\* Compound rate

**By Product/Price Segment:**

All segments (except the highest and lowest-priced chains) enjoyed high growth in 2013. This may indicate less growth in downtown areas, a ‘pay-any-price’ mindset for a good room in the Oil and Gas areas, and slower growth for leisure traveler (who often paying lowest prices).

Suites, Mini-Suites and Limited Service segments generated most of the new supply; also, Independents in Oil & Gas areas grew significantly

**Segment Performance – Year of 2013**

| ( 000's)        | #             | #            | #          | \$ Room         | %          | %          | %            | Point      | Rate       | RPAR       |
|-----------------|---------------|--------------|------------|-----------------|------------|------------|--------------|------------|------------|------------|
| <u>Segments</u> | <u>Hotels</u> | <u>Rooms</u> | <u>Chg</u> | <u>Revenues</u> | <u>Chg</u> | <u>Mkt</u> | <u>Occup</u> | <u>Chg</u> | <u>Chg</u> | <u>Chg</u> |
| Luxury          | 9             | 3.8          | 0.0        | 241,798         | 5.4%       | 2.7%       | 68.4         | -0.6       | 6.2%       | 5.3%       |
| Upscale         | 95            | 41.7         | 0.1        | 1,655,452       | 9.0%       | 18.8%      | 67.5         | 2.1        | 5.3%       | 8.7%       |
| Suites          | 182           | 24.0         | 0.5        | 830,146         | 9.4%       | 9.4%       | 71.2         | 1.1        | 5.3%       | 7.0%       |
| Mid/Upscales    | 276           | 49.1         | 0.3        | 1,358,419       | 12.0%      | 15.4%      | 66.4         | 2.5        | 7.4%       | 11.6%      |
| Mini-Suites     | 265           | 22.9         | 1.0        | 488,465         | 12.8%      | 5.5%       | 67.1         | 1.2        | 5.6%       | 7.7%       |
| L.S./Midscales  | 1,060         | 85.4         | 0.4        | 1,867,619       | 7.1%       | 21.2%      | 65.8         | 1.2        | 4.6%       | 6.6%       |
| Extended Stay   | 198           | 25.7         | 0.2        | 282,071         | 5.3%       | 3.2%       | 68.7         | -1.8       | 7.5%       | 4.6%       |
| Budget          | 947           | 67.3         | -0.6       | 724,634         | 3.0%       | 8.2%       | 58.8         | 1.4        | 1.6%       | 4.0%       |
| Total Brands    | 3,032         | 319.8        | 1.8        | 7,448,603       | 6.9%       | 84.6%      | 65.4         | 1.3        | 5.7%       | 7.8%       |
|                 |               |              |            |                 |            |            |              |            |            |            |
| Tot. Independ   | 1,600         | 81.7         | 0.8        | 1,354,525       | 9.7%       | 15.4%      | 56.5         | 0.7        | 2.7%       | 4.0%       |
|                 |               |              |            |                 |            |            |              |            |            |            |
| Total Market    | 4,632         | 401.6        | 6.0        | 8,803,128       | 8.6%       | 100%       | 63.6         | 1.1        | 5.1%       | 7.0%       |

## **THE LARGEST AREAS IN TEXAS** (ranked by room-night sold gain over 2012)

**Austin-Round Rock room-nights-sold gained 8.3% in 2013, a legislative year. Influenced by a 5.2% price rise, revenues gained 13.9% to \$947 million.** Occupancy rose 3.4 points to 72.5%. Net room supply was up only 1% (300 rooms). With occupancies averaging 72.5%, supply would be expanding in most markets.

For 2012, Austin room-nights sold rose 5.9% aided by the new Grand Prix auto races. Occupancy in 2012 rose rising 3.2 points to 69.1% in a non-Texas legislative year. Room revenues also gained 11.6% with the help of a 5.3% increase in prices. Rooms available rose just 1% (300 new rooms).

**Dallas Metropolitan Division room-nights sold rose 4.4%. With rate increases of 5.5%, revenues rose 10.2% to \$1.557 billion.** Occupancy gained 2.6 points, to 65.4%, aided by a net room supply increased by just 0.3%.

In 2012, Dallas room-nights sold gained 5.3%, while revenues gained 6.3% including a 0.9% increase in room rates from 2011; occupancy gained 2.4 points to 62.8%. Net room supply increased by 1.3% (900 net rooms including the new Omni Convention Center downtown).

**Houston-Baytown-Sugar Land room-nights sold gained 3.9% in 2013. Room revenues shot up by 12.8% higher, to \$2.068 billion (on an 8.6% price gain). Occupancy increased 1.8 points to 66.4%.** Metro room supply rose by 1% (800 net rooms).

In the year of 2012, Houston room-nights sold rose 9.4%, while room revenues gained 14.3% to \$1.832 billion; occupancy increased 5.1 points to a 64.6% average. 2012 prices rose 4.4% and supply by 0.7% (600 net rooms).

**Ft. Worth-Arlington Metropolitan Division room-nights sold were 3.1% above last year. Revenues increased by 5.5%, to \$711 million, as rates rose just 2.3%. Net room supply rose 1.3% (400 rooms) helping occupancy, which gained 1.1 points to 60.4%.**

In the year of 2012, Ft. Worth room-nights sold gained 3.8%, while room revenues increased 4.8%. Occupancy gained 1.4 points to a 60.4% average; rooms available rose 1.3% (400 new rooms).

**Non-Metro Area room-nights-sold gained 2.5% in 2013. With 3.4% price increases, room revenues rose 6% to \$797 million.** Occupancy was 58.3%, down by 0.8 points from 2012, in part due to a 3.9% increase in net supply (1,800 rooms).

For 2012, Non-metro room-nights sold rose 9.4% with occupancy rising 5.1 points to 59.1%. Room revenues also gained 14.3% with the help of a 4.4% increase in prices. Rooms available rose 0.7% (600 new rooms).

**San Antonio Metro room-nights sold increased only 1.6%. Rates rose 3.9%, resulting in a revenue gain of 5.5%, to \$1.077 billion for 2013.** As net room supply increased by 1.6% (700 net rooms), average occupancy was 0.1 points higher than last year, at 62.5%.

In the year of 2012, San Antonio room-nights sold gained 5.0%, while revenues gained 6.1% on a small, 1% increase in room rates. 2012 Occupancy gained 1.8 points to a 62.4% average, while net rooms available rose 1.8% (800 new rooms). While not an 'Oil & Gas' county, the metro lodged many Oil & Gas workers in South Bexar county in 2012.

**Oil & Gas areas (O&G).** Room revenues rose at 9.5% in 2013 to \$3.386 billion. For the last three years, respectively, the growth in O&G counties was 2.4, 2.2 and 1.1 times the rest of the state's growth rate; this trend would seem to indicate that the room demand has peaked in Oil & Gas areas and has now come into balance with the rest of Texas.

In 2013, O&G room-nights sold rose 3.3% while occupancy averaged 64.9%; rates increased 6% to a \$92.92 average rate and a \$60.34 REVPAR. By comparison, REVPAR in the balance of the state was \$60.06 for the year. O&G net supply increased at a 2.7% rate in 2013 (+4,100 units, to 153,800 units total).

#### Room Revenues - % Change\*

|                        | 2011  | 2012  | 2013 |
|------------------------|-------|-------|------|
| Oil & Gas Counties     | 21.0% | 15.7% | 9.5% |
| Non Oil & Gas Counties | 8.6%  | 7.0%  | 8.1% |
| Total Texas            | 12.9% | 10.2% | 8.6% |

Note that Harris County, including the city of Houston, is reflected in these figures because Oil & Gas activity is a major element of Harris county. The Oil & Gas Area is defined to include the top 100 counties producing oil and gas (out of the 244 counties in Texas that offer lodging).

As shown above, the highest revenue gains were generated by counties involved in Oil and Gas production; the economic impact of Oil and Gas to the lodging industry is also demonstrated by metro area tables and subsequent graphs starting on page 6.

|                    | 2013               |                |                             | CHANGE FROM YEAR AGO  |                     |                             |
|--------------------|--------------------|----------------|-----------------------------|-----------------------|---------------------|-----------------------------|
|                    | # ROOMS<br>(000's) | ROOM<br>NIGHTS | ROOM<br>REVENUES<br>(000's) | #<br>ROOMS<br>(000's) | #<br>ROOM<br>NIGHTS | ROOM<br>REVENUES<br>(000's) |
| TOTAL TEXAS        | 401.5              | 93,213         | \$8,803,128                 | 6.0                   | 3,029               | \$700,136                   |
| OIL & GAS COUNTIES | 153.8              | 36,446         | \$3,386,626                 | 4.1                   | 1,166               | \$292,558                   |
| NON-O&G COUNTIES   | 247.8              | 56,758         | \$5,416,503                 | 1.9                   | 1,863               | \$407,578                   |

## 2013 Annual Occupancy

In 2013, state-wide occupancy averaged 63.6%, up from 62.5% last year and slightly above the long term industry average of 60%. In 2011, occupancy was 59.5% and 55.4% in 2010. Occupancy has thus shown improvement for four straight years.

2013 Chain occupancy was 65.4%, up 1.2 points from a year ago. Chains accounted for 84.8% of market revenues, slightly above last year. Independents generated 56.5% occupancy, up by 0.9 points.

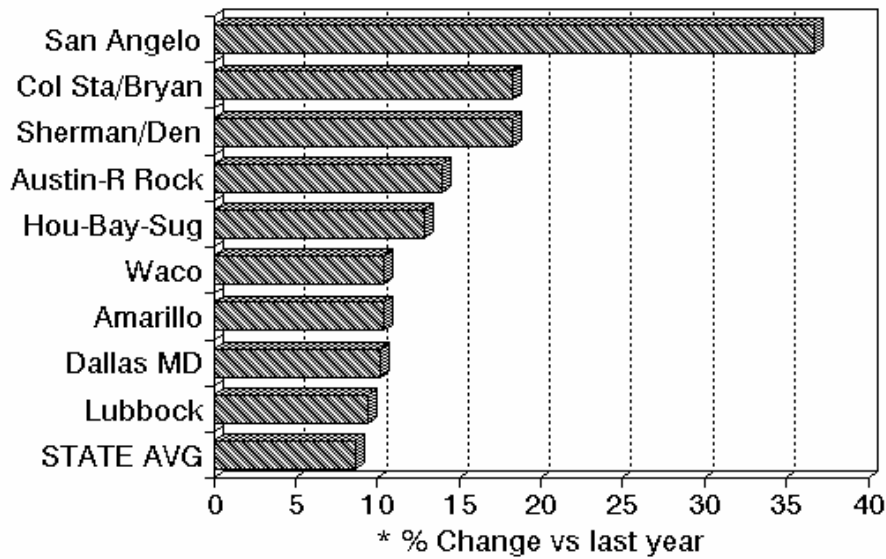
**Eighteen of 27 Texas areas showed increased occupancy versus last year compared to 24 of 27 last year.** Eleven areas exceeded the state occupancy average, including three of the four largest metro areas. Oil and gas exploration and production continue to have a major effect of industry performance, although without strong, new growth. The Table below is sorted by 2013 occupancy:

### METRO AREA PERFORMANCES

| <u>Metro Area</u>         | <u>Year of 2012</u>    |                            | <u>Year of 2013</u>    |                          |                               |
|---------------------------|------------------------|----------------------------|------------------------|--------------------------|-------------------------------|
|                           | <u>Occ</u><br><u>%</u> | <u>Rev</u><br><u>% Chg</u> | <u>Occ</u><br><u>%</u> | <u>Pt.</u><br><u>Chg</u> | <u>\$ Rev</u><br><u>% Chg</u> |
| San Angelo                | 73.6                   | 42.6%                      | 82.9                   | 9.3                      | 36.7%                         |
| Midland                   | 91.5                   | 55.9%                      | 81.9                   | -9.6                     | 1.7%                          |
| Odessa                    | 90.3                   | 55.0%                      | 77.0                   | -13.3                    | -0.9%                         |
| Austin-Round Rock         | 69.1                   | 11.6%                      | 72.5                   | 3.4                      | 13.9%                         |
| Laredo                    | 70.5                   | 6.6%                       | 67.5                   | -3.0                     | -5.2%                         |
| Lubbock                   | 62.9                   | 7.6%                       | 66.8                   | 3.9                      | 9.4%                          |
| College Station-Bryan     | 61.2                   | 8.7%                       | 66.7                   | 5.5                      | 18.3%                         |
| Houston-Baytown-Sugarland | 64.6                   | 14.3%                      | 66.4                   | 1.8                      | 12.8%                         |
| Dallas MD                 | 62.8                   | 6.3%                       | 65.4                   | 2.6                      | 10.2%                         |
| El Paso                   | 64.4                   | -0.7%                      | 64.5                   | 0.1                      | -1.6%                         |
| Victoria                  | 70.2                   | 16.3%                      | 64.1                   | -6.1                     | -6.0%                         |
|                           |                        |                            |                        |                          |                               |
| State Average             | 62.5                   | 10.2%                      | 63.6                   | 1.1                      | 8.6%                          |
|                           |                        |                            |                        |                          |                               |
| San Antonio               | 62.4                   | 6.1%                       | 62.5                   | 0.1                      | 5.5%                          |
| Waco                      | 57.5                   | 10.1%                      | 61.7                   | 4.2                      | 10.4%                         |
| Ft Worth-Arlington MD     | 60.4                   | 4.8%                       | 61.5                   | 1.1                      | 5.5%                          |
| Amarillo                  | 59.4                   | 5.5%                       | 61.1                   | 1.7                      | 10.3%                         |
| Tyler                     | 57.0                   | 3.3%                       | 59.1                   | 2.1                      | 4.9%                          |
| Non Metro                 | 59.1                   | 16.3%                      | 58.3                   | -0.8                     | 6.0%                          |
| Longview                  | 58.3                   | 2.1%                       | 56.3                   | -2.0                     | 6.4%                          |
| Corpus Christi            | 55.1                   | 10.5%                      | 55.9                   | 0.8                      | 8.0%                          |
| McAllen-Edinburg-Pharr    | 55.2                   | 7.3%                       | 55.8                   | 0.6                      | 2.7%                          |
| Killeen-Temple-Ft Hood    | 56.4                   | 2.2%                       | 55.3                   | -1.1                     | -4.6%                         |
| Wichita Falls             | 53.3                   | -3.2%                      | 54.9                   | 1.6                      | 2.5%                          |
| Sherman-Denison           | 51.8                   | 11.2%                      | 54.8                   | 3.0                      | 18.2%                         |
| Brownsville-Harlingen     | 53.5                   | 8.5%                       | 53.7                   | 0.2                      | 4.5%                          |
| Abilene                   | 52.2                   | -6.8%                      | 53.5                   | 1.3                      | 4.6%                          |
| Beaumont-Pt Arthur        | 53.0                   | 5.8%                       | 52.2                   | -0.8                     | -4.6%                         |
| Texarkana (Tx)            | 62.5                   | 4.0%                       | 52.2                   | -10.3                    | -11.9%                        |

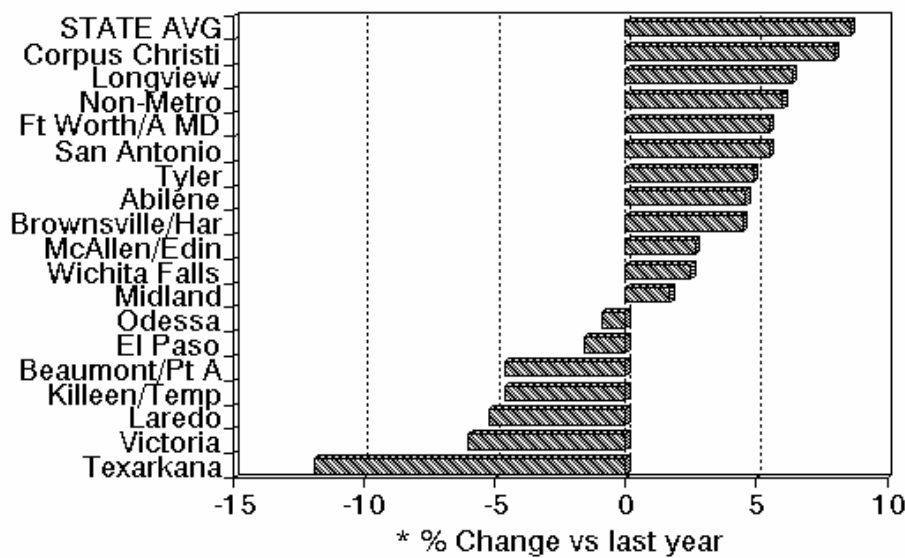
## % Change in Room Revenues\*

Texas Metros - 2013

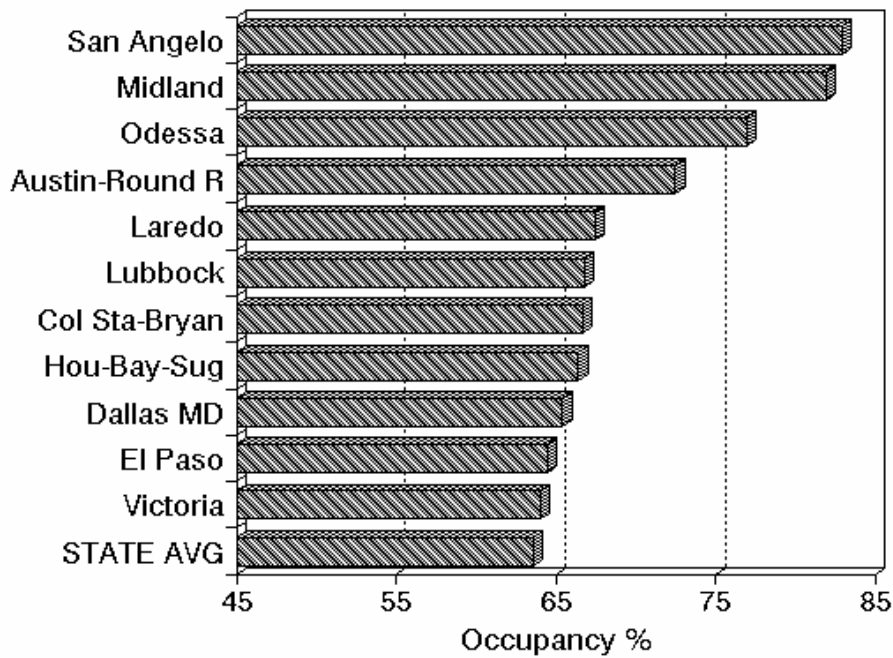


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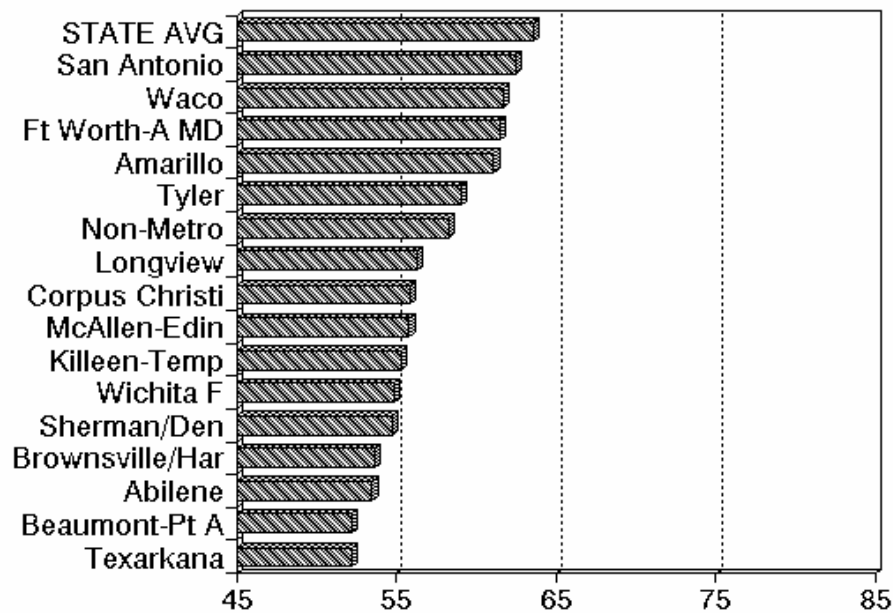
Texas Metros - 2013



## Occupancy % Texas Metros, Year of 2013



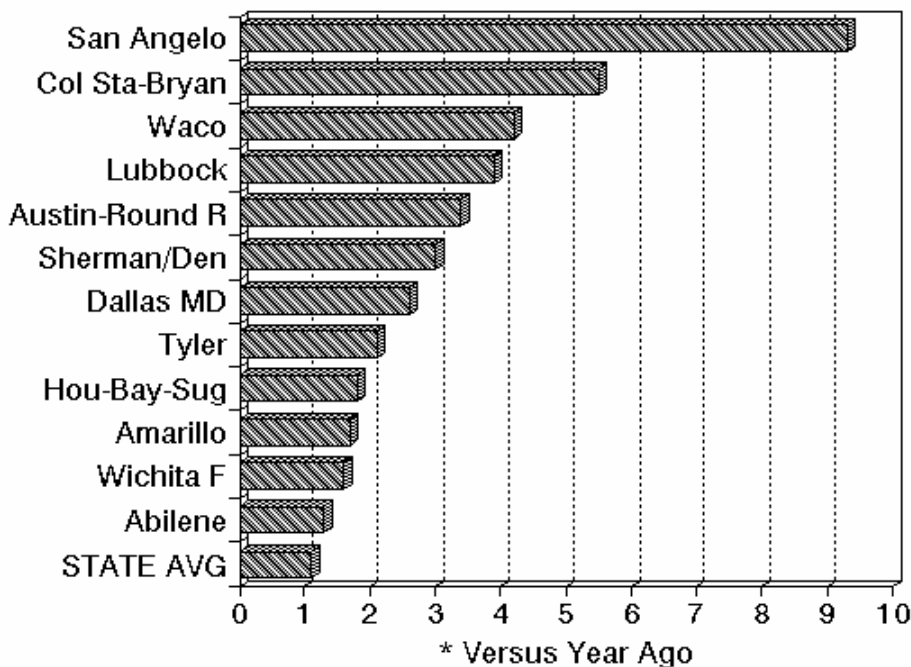
## Occupancy % Texas Metros, Year of 2013





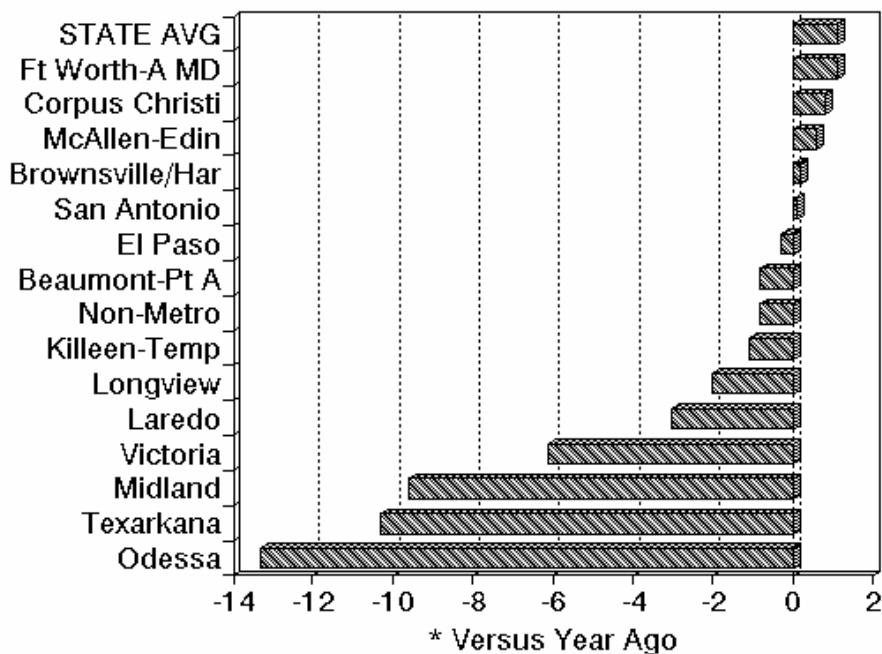
## Occupancy Change - Points \*

Texas Metros, Year of 2013



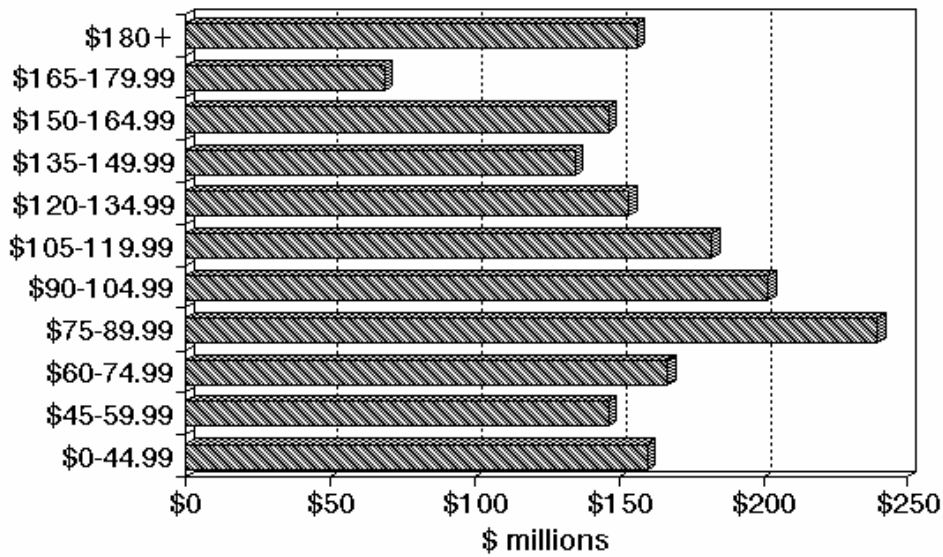
## Occupancy Change - Points \*

Texas Metros, Year of 2013



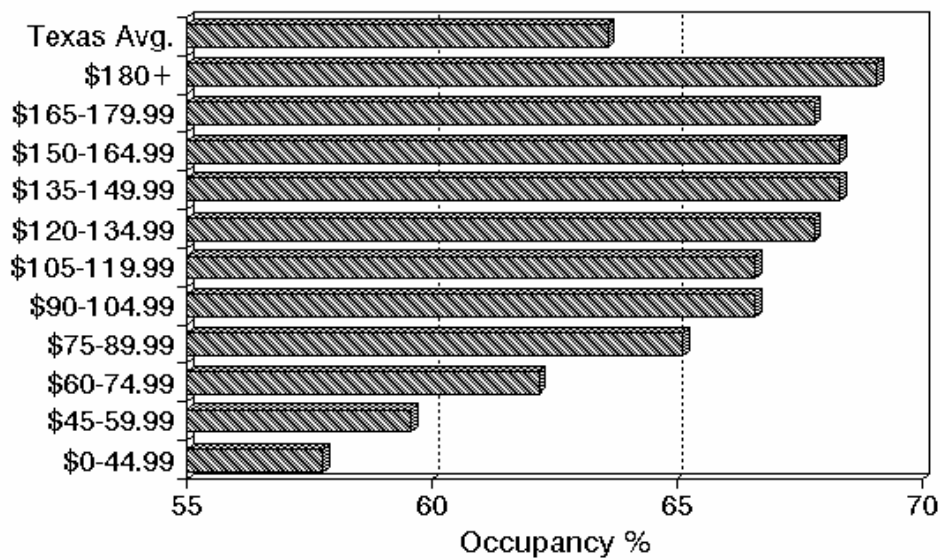
## Room Revenues By Price

Year of 2013



## Occupancy %

Year of 2013



HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                    | 2012         |              |                    |                  |              |             | 2013         |              |               |                  |              |             | % Change   |            |            |  |
|--------------------|--------------|--------------|--------------------|------------------|--------------|-------------|--------------|--------------|---------------|------------------|--------------|-------------|------------|------------|------------|--|
|                    | #            | #            | Nites <sup>1</sup> | \$               | Est.         | %           | #            | #            | Nites         | \$               | Est.         | %           | Nites      | \$         | Occ.       |  |
|                    | Htls         | Rooms        | 000's              | Revenue          | \$           | Rate        | Htls         | Rooms        | 000's         | Revenue          | \$           | Rate        | Sold       | Revs       | Occ.       |  |
| <b>Metro Areas</b> |              |              |                    |                  |              |             |              |              |               |                  |              |             |            |            |            |  |
| Abilene            | 35           | 3.0          | 129                | 9,834            | 76.21        | 47.4        | 35           | 2.9          | 132           | 9,993            | 75.51        | 49.0        | 2.3        | 1.6        | 3.4        |  |
| Amarillo           | 63           | 5.9          | 293                | 19,331           | 65.95        | 53.9        | 64           | 6.0          | 310           | 21,330           | 68.73        | 56.0        | 5.8        | 10.3       | 3.9        |  |
| Austin-R R         | 287          | 29.9         | 1,898              | 217,302          | 114.49       | 69.1        | 302          | 30.8         | 2,047         | 242,699          | 118.55       | 72.2        | 7.9        | 11.7       | 4.5        |  |
| Beaumont-PT        | 73           | 5.8          | 265                | 16,729           | 63.12        | 49.6        | 75           | 5.8          | 252           | 15,900           | 62.99        | 46.9        | -4.9       | -5.0       | -5.4       |  |
| Browns/Har         | 88           | 5.8          | 213                | 15,488           | 72.85        | 40.0        | 88           | 5.9          | 220           | 16,438           | 74.84        | 40.5        | 3.3        | 6.1        | 1.3        |  |
| ColSt-Brya         | 50           | 4.0          | 219                | 18,437           | 84.08        | 59.0        | 51           | 4.2          | 243           | 21,580           | 88.75        | 63.3        | 11.0       | 17.0       | 7.3        |  |
| Corpus Chr         | 157          | 10.6         | 397                | 34,862           | 87.78        | 40.6        | 166          | 10.9         | 427           | 39,144           | 91.65        | 42.5        | 7.6        | 12.3       | 4.7        |  |
| Dallas MD          | 550          | 71.5         | 3,995              | 341,343          | 85.44        | 60.7        | 554          | 72.1         | 4,191         | 388,512          | 92.71        | 63.2        | 4.9        | 13.8       | 4.1        |  |
| Ft W-Arl MD        | 297          | 31.8         | 1,744              | 163,457          | 93.74        | 59.6        | 298          | 32.2         | 1,808         | 173,640          | 96.05        | 61.1        | 3.7        | 6.2        | 2.5        |  |
| Total DFW          | 847          | 103.3        | 5,739              | 504,801          | 87.96        | 60.4        | 852          | 104.2        | 5,998         | 562,153          | 93.72        | 62.6        | 4.5        | 11.4       | 3.6        |  |
| El Paso            | 77           | 8.9          | 538                | 37,346           | 69.45        | 66.0        | 76           | 8.8          | 546           | 37,771           | 69.18        | 67.7        | 1.5        | 1.1        | 2.6        |  |
| Hou-Bay-Su         | 838          | 80.5         | 4,410              | 424,071          | 96.16        | 59.5        | 853          | 81.7         | 4,639         | 484,161          | 104.37       | 61.7        | 5.2        | 14.2       | 3.7        |  |
| Kil-Tem-Ft         | 80           | 4.9          | 232                | 15,159           | 65.27        | 51.3        | 77           | 4.8          | 227           | 14,545           | 64.00        | 51.1        | -2.2       | -4.1       | -.4        |  |
| Laredo             | 38           | 3.9          | 250                | 18,904           | 75.48        | 70.4        | 38           | 3.9          | 250           | 18,352           | 73.40        | 70.3        | .0         | -2.9       | -.1        |  |
| Longview           | 42           | 2.5          | 132                | 8,666            | 65.70        | 56.2        | 45           | 2.7          | 136           | 9,147            | 67.10        | 54.1        | 3.0        | 5.6        | -3.7       |  |
| Lubbock            | 53           | 4.9          | 267                | 20,989           | 78.69        | 59.0        | 53           | 4.9          | 276           | 22,417           | 81.35        | 61.7        | 3.4        | 6.8        | 4.6        |  |
| McAl-Ed-Mi         | 90           | 6.7          | 332                | 25,252           | 76.06        | 54.0        | 91           | 6.7          | 351           | 27,344           | 77.83        | 57.0        | 5.7        | 8.3        | 5.6        |  |
| Midland            | 35           | 3.0          | 253                | 25,775           | 102.06       | 90.2        | 36           | 3.3          | 243           | 24,634           | 101.28       | 81.3        | -4.0       | -4.4       | -9.9       |  |
| Odessa             | 28           | 2.5          | 202                | 23,120           | 114.19       | 87.3        | 33           | 3.0          | 195           | 22,022           | 113.10       | 70.5        | -3.5       | -4.7       | -19.2      |  |
| San Angelo         | 23           | 2.0          | 134                | 10,323           | 76.91        | 72.7        | 23           | 2.0          | 149           | 13,177           | 88.45        | 80.7        | 11.2       | 27.6       | 11.0       |  |
| San Antoni         | 430          | 44.8         | 2,224              | 224,642          | 100.99       | 54.0        | 443          | 45.6         | 2,278         | 237,830          | 104.40       | 54.3        | 2.4        | 5.9        | .6         |  |
| Shermn/Den         | 18           | 1.4          | 59                 | 3,626            | 61.66        | 47.0        | 19           | 1.4          | 75            | 4,877            | 65.16        | 58.8        | 27.1       | 34.5       | 25.1       |  |
| Texarka(TX)        | 18           | 1.4          | 77                 | 5,538            | 72.09        | 60.2        | 19           | 1.5          | 64            | 4,668            | 72.41        | 46.4        | -16.9      | -15.7      | -22.9      |  |
| Tyler              | 40           | 2.8          | 148                | 10,348           | 69.96        | 56.8        | 40           | 2.8          | 147           | 10,334           | 70.12        | 57.1        | -.7        | -.1        | .5         |  |
| Victoria           | 39           | 2.1          | 130                | 10,040           | 77.51        | 67.9        | 41           | 2.3          | 133           | 9,299            | 70.00        | 61.9        | 2.3        | -7.4       | -8.8       |  |
| Waco               | 44           | 3.8          | 191                | 12,872           | 67.34        | 55.3        | 44           | 3.7          | 199           | 14,041           | 70.56        | 58.5        | 4.2        | 9.1        | 5.8        |  |
| Wichita Fa         | 27           | 2.2          | 99                 | 6,127            | 61.60        | 49.6        | 28           | 2.2          | 107           | 6,387            | 59.84        | 51.7        | 8.1        | 4.2        | 4.2        |  |
| Non-Metro          | 920          | 46.2         | 2,419              | 183,566          | 75.89        | 56.9        | 949          | 47.9         | 2,434         | 186,471          | 76.60        | 55.3        | .6         | 1.6        | -2.8       |  |
| <b>Total Texas</b> | <b>4,440</b> | <b>392.8</b> | <b>21,250</b>      | <b>1,903,148</b> | <b>89.56</b> | <b>58.8</b> | <b>4,541</b> | <b>400.0</b> | <b>22,081</b> | <b>2,076,715</b> | <b>94.05</b> | <b>60.0</b> | <b>3.9</b> | <b>9.1</b> | <b>2.0</b> |  |
| <b>2011</b>        |              |              |                    |                  |              |             |              |              |               |                  |              |             |            |            |            |  |
| <b>Total Texas</b> | <b>4,428</b> | <b>390.5</b> | <b>19,978</b>      | <b>1,702,585</b> | <b>85.22</b> | <b>55.6</b> |              |              |               |                  |              |             |            |            |            |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Abilene      | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 2     | .2    | 10                 | 382             | 38.96  | 49.6           | 2    | .2    | 10    | 405             | 41.47  | 49.3 | .0       | 6.0   | -.6   |
| \$ 45- 59.99 | 5     | .4    | 14                 | 761             | 52.63  | 41.7           | 4    | .3    | 14    | 680             | 50.08  | 45.8 | .0       | -10.6 | 9.8   |
| \$ 60- 74.99 | 7     | .5    | 22                 | 1,534           | 70.39  | 49.7           | 7    | .5    | 22    | 1,490           | 69.10  | 49.8 | .0       | -2.9  | .2    |
| \$ 75- 89.99 | 1     | .1    | 4                  | 285             | 78.38  | 55.8           | 3    | .2    | 10    | 776             | 80.63  | 54.5 | 150.0    | 172.3 | -2.3  |
| \$ 90-104.99 | 5     | .4    | 18                 | 1,734           | 98.58  | 52.4           | 3    | .2    | 10    | 932             | 96.88  | 51.5 | -44.4    | -46.3 | -1.7  |
| \$105-119.99 | 4     | .4    | 19                 | 2,228           | 116.34 | 56.4           | 7    | .7    | 38    | 4,326           | 113.34 | 57.8 | 100.0    | 94.2  | 2.5   |
| \$120-134.99 | 2     | .2    | 12                 | 1,497           | 123.61 | 53.3           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| TOTAL        | 26    | 2.1   | 99                 | 8,422           | 85.45  | 50.5           | 26   | 2.1   | 102   | 8,608           | 84.14  | 52.4 | 3.0      | 2.2   | 3.8   |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 5     | .5    | 16                 | 538             | 33.30  | 34.1           | 5    | .5    | 17    | 543             | 32.17  | 37.0 | 6.3      | .9    | 8.5   |
| \$ 45- 59.99 | 2     | .2    | 7                  | 360             | 50.31  | 50.2           | 2    | .2    | 6     | 291             | 49.98  | 40.8 | -14.3    | -19.2 | -18.7 |
| \$ 60- 74.99 | 1     | .2    | 7                  | 449             | 64.80  | 46.8           | 1    | .2    | 7     | 483             | 67.85  | 48.0 | .0       | 7.6   | 2.6   |
| \$180+       | 1     | .0    | 0                  | 65              | 292.00 | 60.3           | 1    | .0    | 0     | 68              | 337.05 | 54.9 | .0       | 4.6   | -9.0  |
| TOTAL        | 9     | .8    | 30                 | 1,412           | 46.34  | 39.6           | 9    | .8    | 30    | 1,385           | 46.13  | 40.0 | .0       | -1.9  | 1.0   |
| Abilene      |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 7     | .7    | 26                 | 921             | 35.44  | 38.6           | 7    | .7    | 27    | 948             | 35.58  | 40.7 | 3.8      | 2.9   | 5.4   |
| \$ 45- 59.99 | 7     | .5    | 22                 | 1,121           | 51.86  | 44.2           | 6    | .5    | 19    | 971             | 50.05  | 44.2 | -13.6    | -13.4 | .0    |
| \$ 60- 74.99 | 8     | .6    | 29                 | 1,983           | 69.04  | 48.9           | 8    | .6    | 29    | 1,973           | 68.79  | 49.3 | .0       | -.5   | .8    |
| \$ 75- 89.99 | 1     | .1    | 4                  | 285             | 78.38  | 55.8           | 3    | .2    | 10    | 776             | 80.63  | 54.5 | 150.0    | 172.3 | -2.3  |
| \$ 90-104.99 | 5     | .4    | 18                 | 1,734           | 98.58  | 52.4           | 3    | .2    | 10    | 932             | 96.88  | 51.5 | -44.4    | -46.3 | -1.7  |
| \$105-119.99 | 4     | .4    | 19                 | 2,228           | 116.34 | 56.4           | 7    | .7    | 38    | 4,326           | 113.34 | 57.8 | 100.0    | 94.2  | 2.5   |
| \$120-134.99 | 2     | .2    | 12                 | 1,497           | 123.61 | 53.3           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$180+       | 1     | .0    | 0                  | 65              | 292.00 | 60.3           | 1    | .0    | 0     | 68              | 337.05 | 54.9 | .0       | 4.6   | -9.0  |
| Abilene      | 35    | 3.0   | 129                | 9,834           | 76.21  | 47.4           | 35   | 2.9   | 132   | 9,993           | 75.51  | 49.0 | 2.3      | 1.6   | 3.4   |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                       | 2012      |             |                    |               |              |             | 2013      |             |            |               |              |             | % Change    |              |             |  |
|-----------------------|-----------|-------------|--------------------|---------------|--------------|-------------|-----------|-------------|------------|---------------|--------------|-------------|-------------|--------------|-------------|--|
|                       | #         | #           | Nites <sup>1</sup> | \$            | Est.         | %           | #         | #           | Nites      | \$            | Est.         | %           | Nites Sold  | \$ Revs      | Occ.        |  |
|                       | Htls      | Rooms 000's | 000's              | Revenue 000's | \$ Rate      | % Occ       | Htls      | Rooms 000's | 000's      | Revenue 000's | \$ Rate      | % Occ       |             |              |             |  |
| <b>Amarillo CHAIN</b> |           |             |                    |               |              |             |           |             |            |               |              |             |             |              |             |  |
| \$ 00- 44.99          | 13        | 1.3         | 61                 | 2,273         | 37.04        | 50.8        | 12        | 1.2         | 59         | 2,183         | 37.08        | 53.3        | -3.3        | -4.0         | 4.9         |  |
| \$ 45- 59.99          | 7         | .6          | 27                 | 1,399         | 52.13        | 52.0        | 11        | 1.1         | 56         | 2,971         | 53.38        | 53.8        | 107.4       | 112.4        | 3.5         |  |
| \$ 60- 74.99          | 8         | .9          | 44                 | 2,845         | 65.14        | 54.8        | 7         | .6          | 32         | 2,100         | 65.29        | 56.4        | -27.3       | -26.2        | 2.9         |  |
| \$ 75- 89.99          | 9         | .7          | 36                 | 2,944         | 82.24        | 54.2        | 6         | .4          | 23         | 1,952         | 83.57        | 57.6        | -36.1       | -33.7        | 6.3         |  |
| \$ 90-104.99          | 7         | .7          | 42                 | 4,122         | 98.36        | 61.3        | 6         | .5          | 33         | 3,296         | 100.81       | 66.4        | -21.4       | -20.0        | 8.3         |  |
| \$105-119.99          | 3         | .3          | 17                 | 1,968         | 114.88       | 63.8        | 5         | .6          | 34         | 3,906         | 113.49       | 67.2        | 100.0       | 98.5         | 5.3         |  |
| \$120-134.99          | 2         | .2          | 9                  | 1,168         | 128.18       | 62.3        | 3         | .3          | 16         | 2,053         | 127.14       | 68.0        | 77.8        | 75.8         | 9.1         |  |
| \$135-149.99          | 0         | .0          | 0                  | 0             | .00          | .0          | 1         | .1          | 4          | 598           | 135.65       | 69.4        | .0          | .0           | .0          |  |
| <b>TOTAL</b>          | <b>49</b> | <b>4.7</b>  | <b>236</b>         | <b>16,719</b> | <b>70.89</b> | <b>55.1</b> | <b>51</b> | <b>4.8</b>  | <b>258</b> | <b>19,059</b> | <b>73.95</b> | <b>58.3</b> | <b>9.3</b>  | <b>14.0</b>  | <b>5.8</b>  |  |
| <b>Amarillo INDEP</b> |           |             |                    |               |              |             |           |             |            |               |              |             |             |              |             |  |
| \$ 00- 44.99          | 9         | .8          | 36                 | 1,200         | 33.72        | 48.9        | 9         | .8          | 36         | 1,180         | 33.11        | 47.8        | .0          | -1.7         | -2.2        |  |
| \$ 45- 59.99          | 3         | .2          | 9                  | 503           | 56.01        | 51.4        | 2         | .1          | 7          | 394           | 57.90        | 58.7        | -22.2       | -21.7        | 14.2        |  |
| \$ 60- 74.99          | 1         | .3          | 12                 | 860           | 70.79        | 50.2        | 1         | .3          | 10         | 645           | 67.25        | 39.6        | -16.7       | -25.0        | -21.1       |  |
| \$ 75- 89.99          | 1         | .0          | 1                  | 50            | 84.97        | 42.2        | 1         | .0          | 1          | 52            | 86.21        | 43.9        | .0          | 4.0          | 4.0         |  |
| <b>TOTAL</b>          | <b>14</b> | <b>1.3</b>  | <b>57</b>          | <b>2,613</b>  | <b>45.59</b> | <b>49.5</b> | <b>13</b> | <b>1.2</b>  | <b>53</b>  | <b>2,271</b>  | <b>43.14</b> | <b>47.1</b> | <b>-7.0</b> | <b>-13.1</b> | <b>-4.8</b> |  |
| <b>Amarillo</b>       |           |             |                    |               |              |             |           |             |            |               |              |             |             |              |             |  |
| \$ 00- 44.99          | 22        | 2.1         | 97                 | 3,473         | 35.82        | 50.1        | 21        | 2.0         | 95         | 3,363         | 35.58        | 51.1        | -2.1        | -3.2         | 2.0         |  |
| \$ 45- 59.99          | 10        | .8          | 36                 | 1,902         | 53.10        | 51.8        | 13        | 1.2         | 62         | 3,364         | 53.87        | 54.3        | 72.2        | 76.9         | 4.8         |  |
| \$ 60- 74.99          | 9         | 1.1         | 56                 | 3,705         | 66.37        | 53.7        | 8         | .9          | 42         | 2,746         | 65.74        | 51.4        | -25.0       | -25.9        | -4.3        |  |
| \$ 75- 89.99          | 10        | .7          | 36                 | 2,994         | 82.28        | 54.0        | 7         | .5          | 24         | 2,005         | 83.64        | 57.1        | -33.3       | -33.0        | 5.7         |  |
| \$ 90-104.99          | 7         | .7          | 42                 | 4,122         | 98.36        | 61.3        | 6         | .5          | 33         | 3,296         | 100.81       | 66.4        | -21.4       | -20.0        | 8.3         |  |
| \$105-119.99          | 3         | .3          | 17                 | 1,968         | 114.88       | 63.8        | 5         | .6          | 34         | 3,906         | 113.49       | 67.2        | 100.0       | 98.5         | 5.3         |  |
| \$120-134.99          | 2         | .2          | 9                  | 1,168         | 128.18       | 62.3        | 3         | .3          | 16         | 2,053         | 127.14       | 68.0        | 77.8        | 75.8         | 9.1         |  |
| \$135-149.99          | 0         | .0          | 0                  | 0             | .00          | .0          | 1         | .1          | 4          | 598           | 135.65       | 69.4        | .0          | .0           | .0          |  |
| <b>Amarillo</b>       | <b>63</b> | <b>5.9</b>  | <b>293</b>         | <b>19,331</b> | <b>65.95</b> | <b>53.9</b> | <b>64</b> | <b>6.0</b>  | <b>310</b> | <b>21,330</b> | <b>68.73</b> | <b>56.0</b> | <b>5.8</b>  | <b>10.3</b>  | <b>3.9</b>  |  |

1. Roomnights sold (from estimated rate and actual rooms revenues). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                   | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|-------------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|                   | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|                   | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Austin-Round Rock | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99      | 23    | 2.5   | 143                | 5,460           | 38.20  | 63.2           | 20   | 2.0   | 130   | 4,984           | 38.30  | 69.9 | -9.1     | -8.7  | 10.6  |
| \$ 45- 59.99      | 40    | 3.4   | 201                | 10,353          | 51.58  | 63.7           | 43   | 3.8   | 240   | 12,614          | 52.48  | 68.6 | 19.4     | 21.8  | 7.7   |
| \$ 60- 74.99      | 36    | 3.0   | 184                | 12,101          | 65.84  | 67.2           | 35   | 2.8   | 176   | 11,764          | 66.94  | 69.1 | -4.3     | -2.8  | 2.8   |
| \$ 75- 89.99      | 30    | 2.8   | 181                | 15,043          | 83.19  | 69.9           | 28   | 2.8   | 183   | 15,054          | 82.30  | 71.8 | 1.1      | .1    | 2.7   |
| \$ 90-104.99      | 23    | 2.9   | 189                | 18,478          | 98.00  | 71.2           | 23   | 2.5   | 173   | 16,925          | 98.05  | 74.2 | -8.5     | -8.4  | 4.2   |
| \$105-119.99      | 20    | 2.5   | 171                | 19,482          | 113.61 | 73.2           | 23   | 2.9   | 193   | 21,817          | 113.33 | 72.9 | 12.9     | 12.0  | -.4   |
| \$120-134.99      | 14    | 1.9   | 126                | 16,082          | 127.35 | 73.7           | 17   | 2.2   | 154   | 19,576          | 127.23 | 74.5 | 22.2     | 21.7  | 1.1   |
| \$135-149.99      | 9     | 1.9   | 129                | 18,205          | 140.95 | 74.1           | 13   | 2.1   | 147   | 21,052          | 142.85 | 76.8 | 14.0     | 15.6  | 3.6   |
| \$150-164.99      | 2     | .6    | 34                 | 5,088           | 150.38 | 58.2           | 3    | 1.0   | 69    | 10,726          | 155.28 | 73.0 | 102.9    | 110.8 | 25.4  |
| \$165-179.99      | 5     | 1.3   | 92                 | 15,546          | 169.30 | 78.7           | 6    | 1.3   | 95    | 16,599          | 174.04 | 77.2 | 3.3      | 6.8   | -1.9  |
| \$180+            | 10    | 3.6   | 253                | 57,347          | 227.06 | 75.3           | 12   | 4.2   | 304   | 69,382          | 228.08 | 78.7 | 20.2     | 21.0  | 4.5   |
| TOTAL             | 212   | 26.4  | 1,702              | 193,184         | 113.51 | 70.1           | 223  | 27.7  | 1,864 | 220,493         | 118.28 | 73.2 | 9.5      | 14.1  | 4.4   |
|                   | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99      | 23    | 1.5   | 82                 | 2,677           | 32.65  | 61.4           | 23   | 1.4   | 80    | 2,750           | 34.20  | 61.9 | -2.4     | 2.7   | .8    |
| \$ 45- 59.99      | 5     | .1    | 6                  | 294             | 50.18  | 56.3           | 6    | .2    | 9     | 426             | 49.40  | 55.8 | 50.0     | 44.9  | -.9   |
| \$ 60- 74.99      | 2     | .0    | 1                  | 105             | 74.05  | 61.9           | 1    | .0    | 1     | 46              | 66.07  | 50.5 | .0       | -56.2 | -18.4 |
| \$ 75- 89.99      | 3     | .1    | 8                  | 677             | 88.58  | 69.3           | 3    | .1    | 3     | 285             | 86.34  | 53.5 | -62.5    | -57.9 | -22.8 |
| \$ 90-104.99      | 3     | .1    | 3                  | 297             | 94.87  | 52.3           | 2    | .1    | 8     | 697             | 91.65  | 73.1 | 166.7    | 134.7 | 39.8  |
| \$105-119.99      | 3     | .1    | 4                  | 509             | 118.29 | 40.3           | 3    | .1    | 2     | 192             | 114.85 | 23.6 | -50.0    | -62.3 | -41.4 |
| \$120-134.99      | 4     | .1    | 4                  | 492             | 129.44 | 67.7           | 11   | .2    | 10    | 1,286           | 129.22 | 63.3 | 150.0    | 161.4 | -6.5  |
| \$135-149.99      | 8     | .1    | 5                  | 735             | 140.26 | 50.8           | 4    | .1    | 3     | 461             | 142.89 | 55.6 | -40.0    | -37.3 | 9.4   |
| \$150-164.99      | 5     | .3    | 13                 | 2,000           | 157.04 | 51.5           | 5    | .3    | 11    | 1,833           | 159.72 | 45.9 | -15.4    | -8.4  | -10.9 |
| \$165-179.99      | 4     | .3    | 20                 | 3,414           | 174.05 | 63.5           | 3    | .1    | 4     | 605             | 169.01 | 70.8 | -80.0    | -82.3 | 11.5  |
| \$180+            | 15    | .8    | 50                 | 12,919          | 256.63 | 69.3           | 18   | .7    | 53    | 13,626          | 259.30 | 77.1 | 6.0      | 5.5   | 11.3  |
| TOTAL             | 75    | 3.5   | 196                | 24,118          | 123.02 | 61.6           | 79   | 3.2   | 183   | 22,207          | 121.28 | 63.1 | -6.6     | -7.9  | 2.4   |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |      |      |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|------|------|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$   | Occ. |
|              | Htls | Rooms | 000's              | 000's           | Rate   | Occ            | Htls | Rooms | 000's | 000's           | Rate   | Occ  | Sold     | Revs | Occ. |
| Austin-R R   |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |      |      |
| \$ 00- 44.99 | 46   | 3.9   | 225                | 8,137           | 36.18  | 62.5           | 43   | 3.4   | 211   | 7,735           | 36.73  | 66.6 | -6.2     | -4.9 | 6.6  |
| \$ 45- 59.99 | 45   | 3.5   | 207                | 10,646          | 51.54  | 63.5           | 49   | 4.0   | 249   | 13,040          | 52.37  | 68.1 | 20.3     | 22.5 | 7.2  |
| \$ 60- 74.99 | 38   | 3.0   | 185                | 12,207          | 65.91  | 67.1           | 36   | 2.8   | 176   | 11,810          | 66.93  | 69.0 | -4.9     | -3.3 | 2.8  |
| \$ 75- 89.99 | 33   | 2.9   | 188                | 15,720          | 83.41  | 69.9           | 31   | 2.8   | 186   | 15,338          | 82.37  | 71.4 | -1.1     | -2.4 | 2.1  |
| \$ 90-104.99 | 26   | 2.9   | 192                | 18,774          | 97.95  | 70.7           | 25   | 2.6   | 180   | 17,622          | 97.78  | 74.2 | -6.3     | -6.1 | 5.0  |
| \$105-119.99 | 23   | 2.7   | 176                | 19,991          | 113.73 | 71.8           | 26   | 2.9   | 194   | 22,009          | 113.35 | 71.6 | 10.2     | 10.1 | -.3  |
| \$120-134.99 | 18   | 1.9   | 130                | 16,573          | 127.41 | 73.5           | 28   | 2.4   | 164   | 20,862          | 127.35 | 73.7 | 26.2     | 25.9 | .3   |
| \$135-149.99 | 17   | 2.0   | 134                | 18,940          | 140.92 | 72.8           | 17   | 2.1   | 151   | 21,513          | 142.85 | 76.2 | 12.7     | 13.6 | 4.7  |
| \$150-164.99 | 7    | .9    | 47                 | 7,088           | 152.20 | 56.2           | 8    | 1.3   | 81    | 12,559          | 155.91 | 67.3 | 72.3     | 77.2 | 19.8 |
| \$165-179.99 | 9    | 1.6   | 111                | 18,960          | 170.14 | 75.5           | 9    | 1.4   | 99    | 17,204          | 173.86 | 77.0 | -10.8    | -9.3 | 2.0  |
| \$180+       | 25   | 4.4   | 303                | 70,267          | 231.98 | 74.3           | 30   | 4.9   | 357   | 83,007          | 232.68 | 78.5 | 17.8     | 18.1 | 5.7  |
| Austin-R R   | 287  | 29.9  | 1,898              | 217,302         | 114.49 | 69.1           | 302  | 30.8  | 2,047 | 242,699         | 118.55 | 72.2 | 7.9      | 11.7 | 4.5  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).  
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HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                      | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|----------------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|                      | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|                      | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Beaumont-Port Arthur | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99         | 18    | 1.5   | 55                 | 1,918           | 34.95  | 39.3           | 17   | 1.4   | 47    | 1,639           | 34.58  | 37.6 | -14.5    | -14.5 | -4.3  |
| \$ 45- 59.99         | 16    | 1.1   | 50                 | 2,546           | 51.36  | 50.6           | 16   | 1.1   | 50    | 2,580           | 51.41  | 49.3 | .0       | 1.3   | -2.6  |
| \$ 60- 74.99         | 10    | .7    | 33                 | 2,205           | 66.55  | 55.1           | 11   | .7    | 30    | 2,057           | 68.12  | 46.0 | -9.1     | -6.7  | -16.5 |
| \$ 75- 89.99         | 9     | 1.0   | 55                 | 4,655           | 84.17  | 60.1           | 5    | .7    | 37    | 3,070           | 83.48  | 54.4 | -32.7    | -34.0 | -9.5  |
| \$ 90-104.99         | 5     | .4    | 26                 | 2,512           | 95.10  | 64.8           | 5    | .4    | 23    | 2,267           | 97.22  | 60.9 | -11.5    | -9.8  | -6.0  |
| \$105-119.99         | 2     | .2    | 9                  | 969             | 113.98 | 61.2           | 4    | .3    | 19    | 2,111           | 112.29 | 63.1 | 111.1    | 117.9 | 3.1   |
| TOTAL                | 60    | 4.8   | 228                | 14,805          | 64.99  | 51.3           | 58   | 4.7   | 207   | 13,723          | 66.40  | 48.2 | -9.2     | -7.3  | -6.0  |
|                      | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99         | 8     | .5    | 17                 | 620             | 35.80  | 36.9           | 11   | .7    | 26    | 893             | 34.10  | 43.2 | 52.9     | 44.0  | 17.1  |
| \$ 45- 59.99         | 3     | .2    | 6                  | 292             | 46.48  | 45.6           | 5    | .2    | 9     | 455             | 52.20  | 38.5 | 50.0     | 55.8  | -15.6 |
| \$ 60- 74.99         | 1     | .0    | 2                  | 109             | 65.79  | 41.0           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$ 75- 89.99         | 1     | .3    | 12                 | 903             | 75.54  | 47.1           | 1    | .3    | 11    | 829             | 76.50  | 42.7 | -8.3     | -8.2  | -9.3  |
| TOTAL                | 13    | 1.0   | 37                 | 1,924           | 51.70  | 41.3           | 17   | 1.2   | 46    | 2,177           | 47.60  | 42.1 | 24.3     | 13.1  | 1.9   |
| Beaumont-PT          |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99         | 26    | 2.0   | 72                 | 2,538           | 35.15  | 38.7           | 28   | 2.0   | 74    | 2,532           | 34.41  | 39.4 | 2.8      | -.2   | 1.8   |
| \$ 45- 59.99         | 19    | 1.2   | 56                 | 2,838           | 50.81  | 50.0           | 21   | 1.4   | 59    | 3,035           | 51.52  | 47.3 | 5.4      | 6.9   | -5.4  |
| \$ 60- 74.99         | 11    | .7    | 35                 | 2,314           | 66.51  | 54.2           | 11   | .7    | 30    | 2,057           | 68.12  | 46.0 | -14.3    | -11.1 | -15.1 |
| \$ 75- 89.99         | 10    | 1.3   | 67                 | 5,558           | 82.63  | 57.2           | 6    | 1.0   | 48    | 3,899           | 81.89  | 51.2 | -28.4    | -29.8 | -10.5 |
| \$ 90-104.99         | 5     | .4    | 26                 | 2,512           | 95.10  | 64.8           | 5    | .4    | 23    | 2,267           | 97.22  | 60.9 | -11.5    | -9.8  | -6.0  |
| \$105-119.99         | 2     | .2    | 9                  | 969             | 113.98 | 61.2           | 4    | .3    | 19    | 2,111           | 112.29 | 63.1 | 111.1    | 117.9 | 3.1   |
| Beaumont-PT          | 73    | 5.8   | 265                | 16,729          | 63.12  | 49.6           | 75   | 5.8   | 252   | 15,900          | 62.99  | 46.9 | -4.9     | -5.0  | -5.4  |

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HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                               | 2012      |            |                    |                 |              |                | 2013      |            |            |                 |              |             | % Change   |            |             |  |
|-------------------------------|-----------|------------|--------------------|-----------------|--------------|----------------|-----------|------------|------------|-----------------|--------------|-------------|------------|------------|-------------|--|
|                               | #         | #          | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.         | % <sup>2</sup> | #         | #          | Nites      | \$ <sup>3</sup> | Est.         | %           | Nites      | \$         | %           |  |
|                               | Htls      | Rooms      | 000's              | Revenue         | \$           | Rate           | Htls      | Rooms      | 000's      | Revenue         | \$           | Rate        | Sold       | Revs       | Occ.        |  |
| <b>Browns/Harlingen CHAIN</b> |           |            |                    |                 |              |                |           |            |            |                 |              |             |            |            |             |  |
| \$ 00- 44.99                  | 9         | .8         | 35                 | 1,216           | 34.70        | 50.0           | 10        | .8         | 39         | 1,335           | 33.82        | 51.8        | 11.4       | 9.8        | 3.6         |  |
| \$ 45- 59.99                  | 10        | .7         | 27                 | 1,456           | 54.03        | 42.0           | 8         | .6         | 24         | 1,277           | 53.01        | 47.5        | -11.1      | -12.3      | 13.1        |  |
| \$ 60- 74.99                  | 3         | .3         | 10                 | 644             | 64.71        | 40.7           | 5         | .4         | 15         | 1,028           | 67.04        | 41.4        | 50.0       | 59.6       | 1.7         |  |
| \$ 75- 89.99                  | 8         | .7         | 32                 | 2,749           | 85.05        | 52.5           | 8         | .6         | 23         | 2,024           | 86.12        | 43.0        | -28.1      | -26.4      | -18.1       |  |
| \$ 90-104.99                  | 4         | .3         | 14                 | 1,286           | 93.74        | 46.0           | 4         | .4         | 22         | 2,067           | 93.38        | 61.4        | 57.1       | 60.7       | 33.5        |  |
| \$105-119.99                  | 2         | .2         | 7                  | 797             | 113.44       | 43.9           | 1         | .1         | 2          | 233             | 114.02       | 21.4        | -71.4      | -70.8      | -51.3       |  |
| \$120-134.99                  | 2         | .3         | 11                 | 1,408           | 127.26       | 46.1           | 3         | .3         | 16         | 1,983           | 127.70       | 51.0        | 45.5       | 40.8       | 10.6        |  |
| \$135-149.99                  | 1         | .2         | 6                  | 785             | 139.65       | 39.2           | 1         | .2         | 6          | 925             | 148.59       | 43.4        | .0         | 17.8       | 10.7        |  |
| <b>TOTAL</b>                  | <b>39</b> | <b>3.3</b> | <b>142</b>         | <b>10,341</b>   | <b>72.98</b> | <b>46.5</b>    | <b>40</b> | <b>3.4</b> | <b>148</b> | <b>10,872</b>   | <b>73.30</b> | <b>48.0</b> | <b>4.2</b> | <b>5.1</b> | <b>3.2</b>  |  |
| <b>INDEP</b>                  |           |            |                    |                 |              |                |           |            |            |                 |              |             |            |            |             |  |
| \$ 00- 44.99                  | 13        | .7         | 29                 | 819             | 28.26        | 43.1           | 12        | .6         | 26         | 707             | 27.57        | 43.5        | -10.3      | -13.7      | .9          |  |
| \$ 45- 59.99                  | 6         | .3         | 9                  | 447             | 49.55        | 36.4           | 7         | .4         | 9          | 459             | 50.22        | 27.8        | .0         | 2.7        | -23.6       |  |
| \$ 60- 74.99                  | 3         | .1         | 2                  | 118             | 68.05        | 14.3           | 3         | .1         | 2          | 131             | 69.39        | 16.4        | .0         | 11.0       | 14.7        |  |
| \$ 75- 89.99                  | 5         | .1         | 3                  | 259             | 87.95        | 29.4           | 0         | .0         | 0          | .00             | .0           | .0          | -          | -          | -           |  |
| \$ 90-104.99                  | 11        | .3         | 7                  | 733             | 97.84        | 26.1           | 12        | .4         | 12         | 1,144           | 98.75        | 33.6        | 71.4       | 56.1       | 28.7        |  |
| \$105-119.99                  | 2         | .1         | 1                  | 159             | 112.61       | 20.7           | 6         | .1         | 4          | 454             | 110.56       | 35.4        | 300.0      | 185.5      | 71.0        |  |
| \$120-134.99                  | 4         | .4         | 12                 | 1,482           | 127.54       | 30.1           | 3         | .5         | 11         | 1,426           | 133.05       | 21.7        | -8.3       | -3.8       | -27.9       |  |
| \$135-149.99                  | 2         | .3         | 6                  | 895             | 143.01       | 20.1           | 2         | .2         | 3          | 422             | 139.15       | 21.4        | -50.0      | -52.8      | 6.5         |  |
| \$150-164.99                  | 2         | .0         | 1                  | 85              | 151.15       | 60.9           | 2         | .2         | 4          | 679             | 154.69       | 24.4        | 300.0      | 698.8      | -59.9       |  |
| \$165-179.99                  | 1         | .1         | 1                  | 150             | 168.49       | 12.9           | 1         | .0         | 1          | 144             | 175.50       | 37.2        | .0         | -4.0       | 188.4       |  |
| <b>TOTAL</b>                  | <b>49</b> | <b>2.5</b> | <b>71</b>          | <b>5,148</b>    | <b>72.57</b> | <b>31.2</b>    | <b>48</b> | <b>2.5</b> | <b>71</b>  | <b>5,567</b>    | <b>78.05</b> | <b>30.6</b> | <b>.0</b>  | <b>8.1</b> | <b>-1.9</b> |  |
| <b>Browns/Har</b>             |           |            |                    |                 |              |                |           |            |            |                 |              |             |            |            |             |  |
| \$ 00- 44.99                  | 22        | 1.5        | 64                 | 2,035           | 31.78        | 46.6           | 22        | 1.5        | 65         | 2,041           | 31.36        | 48.2        | 1.6        | .3         | 3.4         |  |
| \$ 45- 59.99                  | 16        | 1.0        | 36                 | 1,903           | 52.91        | 40.4           | 15        | .9         | 33         | 1,736           | 52.24        | 39.7        | -8.3       | -8.8       | -1.7        |  |
| \$ 60- 74.99                  | 6         | .4         | 12                 | 763             | 65.21        | 31.9           | 8         | .5         | 17         | 1,158           | 67.29        | 35.4        | 41.7       | 51.8       | 11.0        |  |
| \$ 75- 89.99                  | 13        | .8         | 35                 | 3,008           | 85.30        | 49.3           | 8         | .6         | 23         | 2,024           | 86.12        | 43.0        | -34.3      | -32.7      | -12.8       |  |
| \$ 90-104.99                  | 15        | .6         | 21                 | 2,019           | 95.19        | 36.2           | 16        | .8         | 34         | 3,211           | 95.22        | 47.8        | 61.9       | 59.0       | 32.0        |  |
| \$105-119.99                  | 4         | .2         | 8                  | 956             | 113.31       | 37.0           | 7         | .2         | 6          | 687             | 111.71       | 29.1        | -25.0      | -28.1      | -21.4       |  |
| \$120-134.99                  | 6         | .7         | 23                 | 2,890           | 127.40       | 36.3           | 6         | .9         | 26         | 3,409           | 129.88       | 32.9        | 13.0       | 18.0       | -9.4        |  |
| \$135-149.99                  | 3         | .5         | 12                 | 1,680           | 141.42       | 26.1           | 3         | .3         | 9          | 1,348           | 145.50       | 32.5        | -25.0      | -19.8      | 24.5        |  |
| \$150-164.99                  | 2         | .0         | 1                  | 85              | 151.15       | 60.9           | 2         | .2         | 4          | 679             | 154.69       | 24.4        | 300.0      | 698.8      | -59.9       |  |
| \$165-179.99                  | 1         | .1         | 1                  | 150             | 168.49       | 12.9           | 1         | .0         | 1          | 144             | 175.50       | 37.2        | .0         | -4.0       | 188.4       |  |
| <b>Browns/Har</b>             | <b>88</b> | <b>5.8</b> | <b>213</b>         | <b>15,488</b>   | <b>72.85</b> | <b>40.0</b>    | <b>88</b> | <b>5.9</b> | <b>220</b> | <b>16,438</b>   | <b>74.84</b> | <b>40.5</b> | <b>3.3</b> | <b>6.1</b> | <b>1.3</b>  |  |

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HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                                    | 2012      |            |                    |                 |              |                | 2013      |            |            |                 |              |             | % Change    |             |             |  |
|------------------------------------|-----------|------------|--------------------|-----------------|--------------|----------------|-----------|------------|------------|-----------------|--------------|-------------|-------------|-------------|-------------|--|
|                                    | #         | #          | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.         | % <sup>2</sup> | #         | #          | Nites      | \$ <sup>3</sup> | Est.         | %           | Nites       | \$          | Occ.        |  |
|                                    | Htls      | Rooms      | 000's              | Revenue         | \$           | Rate           | Htls      | Rooms      | 000's      | Revenue         | \$           | Rate        | Sold        | Revs        | Occ.        |  |
| <b>College Station-Bryan CHAIN</b> |           |            |                    |                 |              |                |           |            |            |                 |              |             |             |             |             |  |
| \$ 00- 44.99                       | 4         | .4         | 18                 | 663             | 37.01        | 49.5           | 5         | .4         | 22         | 836             | 38.06        | 56.6        | 22.2        | 26.1        | 14.3        |  |
| \$ 45- 59.99                       | 7         | .6         | 29                 | 1,521           | 51.94        | 55.7           | 7         | .7         | 34         | 1,776           | 52.48        | 55.1        | 17.2        | 16.8        | -1.1        |  |
| \$ 60- 74.99                       | 4         | .4         | 19                 | 1,389           | 72.26        | 56.1           | 2         | .1         | 7          | 495             | 67.23        | 60.6        | -63.2       | -64.4       | 8.0         |  |
| \$ 75- 89.99                       | 6         | .4         | 23                 | 1,955           | 83.70        | 59.9           | 4         | .4         | 23         | 1,826           | 80.83        | 68.0        | .0          | -6.6        | 13.5        |  |
| \$ 90-104.99                       | 4         | .3         | 18                 | 1,792           | 98.56        | 67.7           | 4         | .3         | 19         | 1,829           | 96.13        | 68.5        | 5.6         | 2.1         | 1.2         |  |
| \$105-119.99                       | 4         | .5         | 27                 | 2,874           | 106.95       | 61.6           | 7         | .7         | 40         | 4,487           | 112.12       | 66.0        | 48.1        | 56.1        | 7.1         |  |
| \$120-134.99                       | 5         | .4         | 25                 | 3,261           | 128.95       | 66.4           | 2         | .2         | 12         | 1,592           | 127.87       | 69.4        | -52.0       | -51.2       | 4.5         |  |
| \$135-149.99                       | 1         | .3         | 20                 | 2,733           | 138.91       | 70.6           | 3         | .3         | 16         | 2,270           | 141.47       | 69.5        | -20.0       | -16.9       | -1.6        |  |
| \$150-164.99                       | 0         | .0         | 0                  | 0               | .00          | .0             | 2         | .4         | 25         | 3,901           | 156.40       | 70.1        | .0          | .0          | .0          |  |
| <b>TOTAL</b>                       | <b>35</b> | <b>3.2</b> | <b>180</b>         | <b>16,187</b>   | <b>90.04</b> | <b>60.2</b>    | <b>36</b> | <b>3.4</b> | <b>198</b> | <b>19,012</b>   | <b>95.90</b> | <b>63.8</b> | <b>10.0</b> | <b>17.5</b> | <b>6.0</b>  |  |
| <b>INDEP</b>                       |           |            |                    |                 |              |                |           |            |            |                 |              |             |             |             |             |  |
| \$ 00- 44.99                       | 6         | .3         | 14                 | 401             | 28.94        | 43.9           | 5         | .3         | 15         | 431             | 29.17        | 56.3        | 7.1         | 7.5         | 28.2        |  |
| \$ 45- 59.99                       | 3         | .3         | 17                 | 947             | 54.73        | 61.9           | 4         | .4         | 21         | 1,155           | 54.71        | 63.4        | 23.5        | 22.0        | 2.4         |  |
| \$ 60- 74.99                       | 1         | .0         | 1                  | 81              | 67.19        | 54.9           | 1         | .0         | 1          | 97              | 68.91        | 63.9        | .0          | 19.8        | 16.4        |  |
| \$ 75- 89.99                       | 1         | .0         | 3                  | 255             | 89.52        | 64.4           | 0         | .0         | 0          | 0               | .00          | .0          | -           | -           | -           |  |
| \$ 90-104.99                       | 1         | .1         | 3                  | 265             | 96.13        | 54.5           | 2         | .1         | 6          | 584             | 94.88        | 64.9        | 100.0       | 120.4       | 19.1        |  |
| \$135-149.99                       | 1         | .0         | 1                  | 80              | 146.51       | 59.0           | 1         | .0         | 0          | 64              | 140.34       | 49.5        | -           | -20.0       | -16.1       |  |
| \$150-164.99                       | 1         | .0         | 1                  | 118             | 157.14       | 81.5           | 1         | .0         | 1          | 114             | 154.06       | 80.8        | .0          | -3.4        | -.9         |  |
| \$180+                             | 1         | .0         | 0                  | 103             | 442.98       | 50.7           | 1         | .0         | 0          | 122             | 467.23       | 47.3        | .0          | 18.4        | -6.7        |  |
| <b>TOTAL</b>                       | <b>15</b> | <b>.8</b>  | <b>39</b>          | <b>2,250</b>    | <b>56.96</b> | <b>53.7</b>    | <b>15</b> | <b>.8</b>  | <b>45</b>  | <b>2,568</b>    | <b>57.17</b> | <b>61.0</b> | <b>15.4</b> | <b>14.1</b> | <b>13.6</b> |  |
| <b>ColSt-Brya</b>                  |           |            |                    |                 |              |                |           |            |            |                 |              |             |             |             |             |  |
| \$ 00- 44.99                       | 10        | .7         | 32                 | 1,064           | 33.49        | 46.9           | 10        | .7         | 37         | 1,267           | 34.49        | 56.5        | 15.6        | 19.1        | 20.5        |  |
| \$ 45- 59.99                       | 10        | .9         | 47                 | 2,468           | 52.97        | 57.8           | 11        | 1.0        | 55         | 2,931           | 53.34        | 58.0        | 17.0        | 18.8        | .3          |  |
| \$ 60- 74.99                       | 5         | .4         | 20                 | 1,470           | 71.96        | 56.1           | 3         | .2         | 9          | 592             | 67.50        | 61.1        | -55.0       | -59.7       | 8.9         |  |
| \$ 75- 89.99                       | 7         | .5         | 26                 | 2,210           | 84.33        | 60.3           | 4         | .4         | 23         | 1,826           | 80.83        | 68.0        | -11.5       | -17.4       | 12.8        |  |
| \$ 90-104.99                       | 5         | .3         | 21                 | 2,057           | 98.24        | 65.6           | 6         | .4         | 25         | 2,413           | 95.83        | 67.6        | 19.0        | 17.3        | 3.0         |  |
| \$105-119.99                       | 4         | .5         | 27                 | 2,874           | 106.95       | 61.6           | 7         | .7         | 40         | 4,487           | 112.12       | 66.0        | 48.1        | 56.1        | 7.1         |  |
| \$120-134.99                       | 5         | .4         | 25                 | 3,261           | 128.95       | 66.4           | 2         | .2         | 12         | 1,592           | 127.87       | 69.4        | -52.0       | -51.2       | 4.5         |  |
| \$135-149.99                       | 2         | .3         | 20                 | 2,813           | 139.11       | 70.2           | 4         | .3         | 16         | 2,334           | 141.44       | 68.7        | -20.0       | -17.0       | -2.1        |  |
| \$150-164.99                       | 1         | .0         | 1                  | 118             | 157.14       | 81.5           | 3         | .4         | 26         | 4,016           | 156.34       | 70.3        | -           | -           | -13.7       |  |
| \$180+                             | 1         | .0         | 0                  | 103             | 442.98       | 50.7           | 1         | .0         | 0          | 122             | 467.23       | 47.3        | .0          | 18.4        | -6.7        |  |
| <b>ColSt-Brya</b>                  | <b>50</b> | <b>4.0</b> | <b>219</b>         | <b>18,437</b>   | <b>84.08</b> | <b>59.0</b>    | <b>51</b> | <b>4.2</b> | <b>243</b> | <b>21,580</b>   | <b>88.75</b> | <b>63.3</b> | <b>11.0</b> | <b>17.0</b> | <b>7.3</b>  |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|----------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|                | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|                | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Corpus Christi | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99   | 10    | .9    | 36                 | 1,445           | 40.11  | 42.2           | 7    | .7    | 35    | 1,420           | 40.88  | 51.2 | -2.8     | -1.7  | 21.3  |
| \$ 45- 59.99   | 8     | .6    | 21                 | 1,127           | 53.39  | 40.8           | 8    | .6    | 23    | 1,199           | 51.14  | 44.7 | 9.5      | 6.4   | 9.6   |
| \$ 60- 74.99   | 15    | 1.0   | 41                 | 2,765           | 67.99  | 42.3           | 18   | 1.1   | 45    | 3,064           | 68.19  | 45.5 | 9.8      | 10.8  | 7.6   |
| \$ 75- 89.99   | 17    | 1.0   | 44                 | 3,613           | 82.00  | 47.4           | 10   | .9    | 35    | 2,852           | 81.84  | 40.4 | -20.5    | -21.1 | -14.8 |
| \$ 90-104.99   | 12    | 1.0   | 44                 | 4,274           | 96.73  | 45.8           | 14   | .9    | 43    | 4,105           | 94.70  | 50.5 | -2.3     | -4.0  | 10.3  |
| \$105-119.99   | 13    | 1.7   | 75                 | 8,513           | 113.95 | 48.6           | 9    | 1.0   | 34    | 3,775           | 110.94 | 37.7 | -54.7    | -55.7 | -22.4 |
| \$120-134.99   | 6     | .9    | 34                 | 4,268           | 124.15 | 40.2           | 13   | 1.4   | 63    | 7,900           | 124.93 | 48.3 | 85.3     | 85.1  | 20.1  |
| \$135-149.99   | 0     | .0    | 0                  | 0               | .00    | .0             | 3    | .7    | 30    | 4,201           | 142.18 | 48.5 | .0       | .0    | .0    |
| \$180+         | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 2     | 462             | 205.50 | 30.5 | .0       | .0    | .0    |
| TOTAL          | 81    | 7.2   | 295                | 26,005          | 88.11  | 44.6           | 83   | 7.4   | 310   | 28,978          | 93.36  | 45.6 | 5.1      | 11.4  | 2.2   |
|                | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99   | 12    | .7    | 27                 | 957             | 35.32  | 39.4           | 15   | .7    | 26    | 810             | 31.43  | 41.8 | -3.7     | -15.4 | 6.1   |
| \$ 45- 59.99   | 10    | .5    | 12                 | 644             | 52.38  | 28.7           | 9    | .6    | 22    | 1,147           | 52.67  | 36.7 | 83.3     | 78.1  | 27.9  |
| \$ 60- 74.99   | 8     | .4    | 11                 | 722             | 64.51  | 32.2           | 8    | .3    | 11    | 721             | 66.79  | 33.6 | .0       | -.1   | 4.3   |
| \$ 75- 89.99   | 6     | .2    | 5                  | 424             | 82.06  | 27.4           | 9    | .4    | 9     | 756             | 85.99  | 26.6 | 80.0     | 78.3  | -2.9  |
| \$ 90-104.99   | 8     | .4    | 13                 | 1,278           | 97.83  | 35.3           | 4    | .1    | 5     | 479             | 98.58  | 41.9 | -61.5    | -62.5 | 18.7  |
| \$105-119.99   | 10    | .2    | 7                  | 772             | 114.10 | 30.5           | 13   | .3    | 11    | 1,268           | 115.46 | 35.7 | 57.1     | 64.2  | 17.0  |
| \$120-134.99   | 6     | .2    | 6                  | 800             | 127.87 | 31.2           | 8    | .3    | 10    | 1,281           | 128.50 | 34.9 | 66.7     | 60.1  | 11.9  |
| \$135-149.99   | 8     | .3    | 9                  | 1,301           | 140.54 | 31.9           | 8    | .3    | 10    | 1,328           | 137.73 | 38.5 | 11.1     | 2.1   | 20.7  |
| \$150-164.99   | 4     | .1    | 3                  | 511             | 156.36 | 37.4           | 8    | .3    | 11    | 1,709           | 153.47 | 38.9 | 266.7    | 234.4 | 4.0   |
| \$165-179.99   | 2     | .1    | 2                  | 324             | 172.69 | 23.5           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$180+         | 2     | .3    | 6                  | 1,124           | 195.01 | 21.7           | 1    | .1    | 3     | 665             | 223.76 | 22.3 | -50.0    | -40.8 | 2.8   |
| TOTAL          | 76    | 3.4   | 102                | 8,857           | 86.82  | 32.2           | 83   | 3.5   | 117   | 10,166          | 87.09  | 36.0 | 14.7     | 14.8  | 11.8  |
| Corpus Chr     |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99   | 22    | 1.7   | 63                 | 2,402           | 38.05  | 41.0           | 22   | 1.4   | 61    | 2,231           | 36.85  | 46.7 | -3.2     | -7.1  | 13.9  |
| \$ 45- 59.99   | 18    | 1.0   | 33                 | 1,771           | 53.02  | 35.3           | 17   | 1.2   | 45    | 2,347           | 51.88  | 40.5 | 36.4     | 32.5  | 14.7  |
| \$ 60- 74.99   | 23    | 1.4   | 52                 | 3,487           | 67.24  | 39.6           | 26   | 1.4   | 56    | 3,785           | 67.92  | 42.6 | 7.7      | 8.5   | 7.6   |
| \$ 75- 89.99   | 23    | 1.2   | 49                 | 4,037           | 82.01  | 44.0           | 19   | 1.3   | 44    | 3,608           | 82.67  | 36.6 | -10.2    | -10.6 | -16.8 |
| \$ 90-104.99   | 20    | 1.5   | 57                 | 5,553           | 96.98  | 42.9           | 18   | 1.1   | 48    | 4,584           | 95.09  | 49.5 | -15.8    | -17.5 | 15.4  |
| \$105-119.99   | 23    | 1.9   | 81                 | 9,285           | 113.96 | 46.3           | 22   | 1.3   | 45    | 5,043           | 112.04 | 37.2 | -44.4    | -45.7 | -19.7 |
| \$120-134.99   | 12    | 1.1   | 41                 | 5,068           | 124.72 | 38.5           | 21   | 1.7   | 73    | 9,181           | 125.42 | 45.9 | 78.0     | 81.2  | 19.2  |
| \$135-149.99   | 8     | .3    | 9                  | 1,301           | 140.54 | 31.9           | 11   | .9    | 39    | 5,528           | 141.08 | 45.6 | 333.3    | 324.9 | 42.9  |
| \$150-164.99   | 4     | .1    | 3                  | 511             | 156.36 | 37.4           | 8    | .3    | 11    | 1,709           | 153.47 | 38.9 | 266.7    | 234.4 | 4.0   |
| \$165-179.99   | 2     | .1    | 2                  | 324             | 172.69 | 23.5           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$180+         | 2     | .3    | 6                  | 1,124           | 195.01 | 21.7           | 2    | .2    | 5     | 1,127           | 215.91 | 25.2 | -16.7    | .3    | 16.1  |
| Corpus Chr     | 157   | 10.6  | 397                | 34,862          | 87.78  | 40.6           | 166  | 10.9  | 427   | 39,144          | 91.65  | 42.5 | 7.6      | 12.3  | 4.7   |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                                    | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |  |
|------------------------------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|--|
|                                    | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %    |  |
|                                    | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |  |
| Dallas Metropolitan Division CHAIN |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |  |
| \$ 00- 44.99                       | 133  | 14.3  | 806                | 28,972          | 35.97  | 61.4           | 122  | 13.7  | 731   | 26,935          | 36.87  | 57.8 | -9.3     | -7.0  | -5.9 |  |
| \$ 45- 59.99                       | 67   | 5.9   | 316                | 16,451          | 52.01  | 58.7           | 62   | 5.0   | 285   | 14,827          | 52.02  | 61.8 | -9.8     | -9.9  | 5.3  |  |
| \$ 60- 74.99                       | 73   | 7.3   | 399                | 26,959          | 67.55  | 59.7           | 65   | 6.2   | 348   | 23,636          | 67.93  | 61.2 | -12.8    | -12.3 | 2.5  |  |
| \$ 75- 89.99                       | 52   | 6.7   | 385                | 32,050          | 83.14  | 62.1           | 52   | 6.3   | 378   | 31,088          | 82.16  | 65.2 | -1.8     | -3.0  | 5.0  |  |
| \$ 90-104.99                       | 52   | 9.4   | 541                | 52,590          | 97.28  | 62.8           | 41   | 7.7   | 464   | 46,238          | 99.71  | 65.6 | -14.2    | -12.1 | 4.5  |  |
| \$105-119.99                       | 41   | 7.3   | 423                | 47,364          | 111.87 | 63.0           | 53   | 8.5   | 515   | 56,670          | 110.10 | 65.6 | 21.7     | 19.6  | 4.1  |  |
| \$120-134.99                       | 16   | 6.2   | 320                | 40,563          | 126.70 | 56.5           | 32   | 7.0   | 425   | 54,315          | 127.68 | 66.3 | 32.8     | 33.9  | 17.3 |  |
| \$135-149.99                       | 7    | 2.3   | 133                | 18,299          | 137.80 | 63.4           | 13   | 4.6   | 280   | 39,285          | 140.12 | 66.4 | 110.5    | 114.7 | 4.7  |  |
| \$150-164.99                       | 4    | 1.9   | 115                | 18,316          | 159.01 | 64.9           | 1    | .4    | 27    | 4,186           | 154.04 | 72.0 | -76.5    | -77.1 | 10.9 |  |
| \$165-179.99                       | 0    | .0    | 0                  | 0               | .00    | .0             | 4    | 1.9   | 122   | 21,211          | 173.61 | 68.8 | .0       | .0    | .0   |  |
| \$180+                             | 5    | 1.5   | 94                 | 22,316          | 236.37 | 68.3           | 5    | 1.5   | 95    | 24,256          | 256.39 | 67.9 | 1.1      | 8.7   | -.6  |  |
| TOTAL                              | 450  | 62.7  | 3,533              | 303,881         | 86.01  | 61.3           | 450  | 62.9  | 3,670 | 342,646         | 93.36  | 63.4 | 3.9      | 12.8  | 3.4  |  |
| INDEP                              |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |  |
| \$ 00- 44.99                       | 63   | 4.3   | 217                | 6,190           | 28.56  | 54.6           | 68   | 4.9   | 258   | 7,851           | 30.38  | 57.1 | 18.9     | 26.8  | 4.6  |  |
| \$ 45- 59.99                       | 15   | 1.3   | 60                 | 2,958           | 49.63  | 48.9           | 9    | .7    | 36    | 1,963           | 54.21  | 60.5 | -40.0    | -33.6 | 23.7 |  |
| \$ 60- 74.99                       | 4    | .5    | 28                 | 1,757           | 63.52  | 57.3           | 7    | .7    | 37    | 2,373           | 63.80  | 55.7 | 32.1     | 35.1  | -2.8 |  |
| \$ 75- 89.99                       | 3    | .2    | 7                  | 615             | 84.23  | 51.2           | 1    | .0    | 2     | 125             | 77.32  | 67.3 | -71.4    | -79.7 | 31.4 |  |
| \$ 90-104.99                       | 1    | .0    | 3                  | 262             | 90.28  | 70.0           | 3    | .2    | 14    | 1,368           | 97.21  | 65.1 | 366.7    | 422.1 | -7.0 |  |
| \$105-119.99                       | 1    | .1    | 3                  | 300             | 110.34 | 47.6           | 2    | .2    | 10    | 1,126           | 108.25 | 63.5 | 233.3    | 275.3 | 33.4 |  |
| \$120-134.99                       | 2    | .3    | 20                 | 2,679           | 133.93 | 64.7           | 1    | .0    | 1     | 176             | 120.78 | 60.7 | -95.0    | -93.4 | -6.2 |  |
| \$135-149.99                       | 4    | 1.0   | 55                 | 8,028           | 144.65 | 61.2           | 5    | .8    | 48    | 7,005           | 144.44 | 68.1 | -12.7    | -12.7 | 11.3 |  |
| \$150-164.99                       | 2    | .4    | 22                 | 3,513           | 157.14 | 68.7           | 1    | .2    | 13    | 2,046           | 161.46 | 74.9 | -40.9    | -41.8 | 9.0  |  |
| \$165-179.99                       | 0    | .0    | 0                  | 0               | .00    | .0             | 1    | .5    | 36    | 6,257           | 171.58 | 72.7 | .0       | .0    | .0   |  |
| \$180+                             | 5    | .7    | 47                 | 11,163          | 235.41 | 69.5           | 6    | .9    | 64    | 15,578          | 245.03 | 75.8 | 36.2     | 39.6  | 9.1  |  |
| TOTAL                              | 100  | 8.8   | 462                | 37,463          | 81.06  | 56.8           | 104  | 9.2   | 521   | 45,866          | 88.11  | 61.6 | 12.8     | 22.4  | 8.5  |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |
| Dallas MD    |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 196  | 18.6  | 1,022              | 35,161          | 34.40  | 59.8           | 190  | 18.7  | 989   | 34,786          | 35.17  | 57.6 | -3.2     | -1.1  | -3.7 |
| \$ 45- 59.99 | 82   | 7.2   | 376                | 19,409          | 51.63  | 56.9           | 71   | 5.7   | 321   | 16,790          | 52.27  | 61.6 | -14.6    | -13.5 | 8.3  |
| \$ 60- 74.99 | 77   | 7.8   | 427                | 28,716          | 67.29  | 59.5           | 72   | 6.9   | 385   | 26,009          | 67.53  | 60.6 | -9.8     | -9.4  | 1.8  |
| \$ 75- 89.99 | 55   | 6.9   | 393                | 32,665          | 83.16  | 61.8           | 53   | 6.3   | 380   | 31,212          | 82.14  | 65.2 | -3.3     | -4.4  | 5.5  |
| \$ 90-104.99 | 53   | 9.4   | 544                | 52,852          | 97.24  | 62.9           | 44   | 7.9   | 478   | 47,606          | 99.64  | 65.6 | -12.1    | -9.9  | 4.3  |
| \$105-119.99 | 42   | 7.4   | 426                | 47,664          | 111.86 | 62.8           | 55   | 8.7   | 525   | 57,796          | 110.07 | 65.5 | 23.2     | 21.3  | 4.3  |
| \$120-134.99 | 18   | 6.5   | 340                | 43,242          | 127.12 | 56.9           | 33   | 7.0   | 427   | 54,490          | 127.65 | 66.2 | 25.6     | 26.0  | 16.3 |
| \$135-149.99 | 11   | 3.3   | 188                | 26,326          | 139.82 | 62.7           | 18   | 5.4   | 329   | 46,290          | 140.76 | 66.6 | 75.0     | 75.8  | 6.2  |
| \$150-164.99 | 6    | 2.3   | 138                | 21,830          | 158.71 | 65.5           | 2    | .6    | 40    | 6,232           | 156.40 | 72.9 | -71.0    | -71.5 | 11.3 |
| \$165-179.99 | 0    | .0    | 0                  | 0               | .00    | .0             | 5    | 2.5   | 159   | 27,467          | 173.14 | 69.7 | .0       | .0    | .0   |
| \$180+       | 10   | 2.2   | 142                | 33,479          | 236.05 | 68.7           | 11   | 2.4   | 158   | 39,834          | 251.82 | 70.9 | 11.3     | 19.0  | 3.2  |
| Dallas MD    | 550  | 71.5  | 3,995              | 341,343         | 85.44  | 60.7           | 554  | 72.1  | 4,191 | 388,512         | 92.71  | 63.2 | 4.9      | 13.8  | 4.1  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|  | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |  |
|--|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|--|
|  | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |  |
|  | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |  |
| Ft Worth-Arlington Metropolitan Division CHAIN |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99                                   | 61   | 6.0   | 320                | 11,645          | 36.35  | 57.7           | 60   | 6.0   | 303   | 11,275          | 37.23  | 54.6 | -5.3     | -3.2  | -5.4  |  |
| \$ 45- 59.99                                   | 40   | 2.7   | 136                | 7,130           | 52.28  | 54.2           | 41   | 2.6   | 137   | 7,173           | 52.25  | 58.4 | .7       | .6    | 7.7   |  |
| \$ 60- 74.99                                   | 41   | 3.4   | 182                | 12,120          | 66.53  | 57.8           | 37   | 3.3   | 182   | 12,002          | 66.13  | 60.5 | .0       | -1.0  | 4.7   |  |
| \$ 75- 89.99                                   | 23   | 1.8   | 106                | 8,788           | 82.98  | 62.7           | 26   | 2.1   | 132   | 10,894          | 82.59  | 66.8 | 24.5     | 24.0  | 6.5   |  |
| \$ 90-104.99                                   | 19   | 2.1   | 113                | 10,998          | 97.62  | 59.7           | 18   | 1.9   | 115   | 11,214          | 97.64  | 65.3 | 1.8      | 2.0   | 9.4   |  |
| \$105-119.99                                   | 21   | 2.4   | 144                | 16,233          | 112.85 | 64.4           | 22   | 2.5   | 151   | 16,966          | 112.08 | 65.4 | 4.9      | 4.5   | 1.6   |  |
| \$120-134.99                                   | 18   | 4.0   | 227                | 28,437          | 125.45 | 61.7           | 20   | 4.3   | 261   | 33,725          | 129.13 | 66.4 | 15.0     | 18.6  | 7.6   |  |
| \$135-149.99                                   | 4    | .7    | 37                 | 5,116           | 139.04 | 60.7           | 5    | .9    | 51    | 7,297           | 142.59 | 64.5 | 37.8     | 42.6  | 6.3   |  |
| \$150-164.99                                   | 2    | .2    | 14                 | 2,168           | 155.91 | 71.6           | 2    | .2    | 14    | 2,187           | 161.55 | 69.7 | .0       | .9    | -2.7  |  |
| \$165-179.99                                   | 5    | 1.9   | 115                | 19,895          | 172.61 | 66.0           | 3    | 1.4   | 87    | 15,196          | 175.16 | 66.8 | -24.3    | -23.6 | 1.2   |  |
| \$180+   | 3    | 2.1   | 135                | 27,492          | 203.14 | 71.5           | 5    | 2.5   | 159   | 32,786          | 206.19 | 68.0 | 17.8     | 19.3  | -4.9  |  |
| TOTAL  | 237  | 27.3  | 1,529              | 150,022         | 98.10  | 60.8           | 239  | 27.7  | 1,591 | 160,716         | 100.99 | 62.4 | 4.1      | 7.1   | 2.6   |  |
| INDEP  |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99                                   | 33   | 2.3   | 104                | 2,939           | 28.29  | 48.3           | 37   | 2.6   | 124   | 3,619           | 29.15  | 51.1 | 19.2     | 23.1  | 5.8   |  |
| \$ 45- 59.99                                   | 11   | .7    | 30                 | 1,543           | 52.21  | 48.6           | 9    | .5    | 25    | 1,317           | 52.67  | 50.7 | -16.7    | -14.6 | 4.3   |  |
| \$ 60- 74.99                                   | 4    | .4    | 27                 | 1,745           | 64.39  | 66.9           | 1    | .3    | 16    | 1,020           | 62.09  | 59.7 | -40.7    | -41.5 | -10.8 |  |
| \$ 75- 89.99                                   | 3    | .3    | 15                 | 1,208           | 78.34  | 64.2           | 3    | .2    | 12    | 990             | 82.51  | 59.8 | -20.0    | -18.0 | -6.9  |  |
| \$ 90-104.99                                   | 1    | .0    | 1                  | 78              | 101.36 | 44.2           | 1    | .0    | 0     | 48              | 100.03 | 27.6 | -        | -38.5 | -37.6 |  |
| \$105-119.99                                   | 1    | .0    | 1                  | 61              | 116.65 | 51.4           | 1    | .0    | 0     | 46              | 119.37 | 37.7 | -        | -24.6 | -26.7 |  |
| \$135-149.99                                   | 1    | .6    | 30                 | 4,412           | 146.45 | 54.1           | 1    | .6    | 31    | 4,488           | 143.95 | 56.0 | 3.3      | 1.7   | 3.5   |  |
| \$150-164.99                                   | 2    | .0    | 1                  | 128             | 154.32 | 60.3           | 3    | .0    | 1     | 227             | 156.34 | 58.6 | .0       | 77.3  | -2.8  |  |
| \$165-179.99                                   | 1    | .0    | 1                  | 133             | 168.35 | 71.4           | 0    | .0    | 0     | .00             | .00    | .0   | -        | -     | -     |  |
| \$180+   | 3    | .1    | 5                  | 1,189           | 218.28 | 62.3           | 3    | .1    | 5     | 1,169           | 217.37 | 61.5 | .0       | -1.7  | -1.3  |  |
| TOTAL  | 60   | 4.5   | 214                | 13,435          | 62.65  | 52.3           | 59   | 4.5   | 216   | 12,925          | 59.70  | 52.8 | .9       | -3.8  | 1.0   |  |

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HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |
| Ft W-Arl M   | 94   | 8.4   | 424                | 14,584          | 34.38  | 55.1           | 97   | 8.7   | 427   | 14,895          | 34.88  | 53.6 | .7       | 2.1   | -2.7 |
| \$ 00- 44.99 | 51   | 3.4   | 166                | 8,674           | 52.27  | 53.1           | 50   | 3.1   | 162   | 8,490           | 52.31  | 57.1 | -2.4     | -2.1  | 7.5  |
| \$ 45- 59.99 | 45   | 3.9   | 209                | 13,865          | 66.26  | 58.9           | 38   | 3.6   | 198   | 13,022          | 65.79  | 60.4 | -5.3     | -6.1  | 2.5  |
| \$ 60- 74.99 | 26   | 2.1   | 121                | 9,995           | 82.39  | 62.9           | 29   | 2.4   | 144   | 11,884          | 82.58  | 66.1 | 19.0     | 18.9  | 5.1  |
| \$ 75- 89.99 | 20   | 2.1   | 113                | 11,077          | 97.64  | 59.6           | 19   | 1.9   | 115   | 11,263          | 97.65  | 64.9 | 1.8      | 1.7   | 8.9  |
| \$ 90-104.99 | 22   | 2.4   | 144                | 16,294          | 112.87 | 64.3           | 23   | 2.5   | 152   | 17,011          | 112.10 | 65.3 | 5.6      | 4.4   | 1.6  |
| \$105-119.99 | 18   | 4.0   | 227                | 28,437          | 125.45 | 61.7           | 20   | 4.3   | 261   | 33,725          | 129.13 | 66.4 | 15.0     | 18.6  | 7.6  |
| \$120-134.99 | 5    | 1.3   | 67                 | 9,527           | 142.37 | 57.5           | 6    | 1.5   | 82    | 11,785          | 143.10 | 61.0 | 22.4     | 23.7  | 6.1  |
| \$135-149.99 | 4    | .2    | 15                 | 2,297           | 155.82 | 70.9           | 5    | .2    | 15    | 2,415           | 161.05 | 68.5 | .0       | 5.1   | -3.4 |
| \$150-164.99 | 6    | 1.9   | 116                | 20,027          | 172.58 | 66.1           | 3    | 1.4   | 87    | 15,196          | 175.16 | 66.8 | -25.0    | -24.1 | 1.1  |
| \$165-179.99 | 6    | 2.2   | 141                | 28,681          | 203.73 | 71.1           | 8    | 2.6   | 164   | 33,955          | 206.56 | 67.8 | 16.3     | 18.4  | -4.6 |
| \$180+       | 297  | 31.8  | 1,744              | 163,457         | 93.74  | 59.6           | 298  | 32.2  | 1,808 | 173,640         | 96.05  | 61.1 | 3.7      | 6.2   | 2.5  |
| Ft W-Arl M   |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |

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HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|   | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |
|---|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|
|   | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|   | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |
| Dallas-Fort Worth Metropolitan Area CHAIN |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99                              | 194  | 20.3  | 1,126              | 40,617          | 36.08  | 60.3           | 182  | 19.8  | 1,033 | 38,210          | 36.98  | 56.8 | -8.3     | -5.9  | -5.8 |
| \$ 45- 59.99                              | 107  | 8.6   | 453                | 23,582          | 52.09  | 57.2           | 103  | 7.6   | 422   | 22,001          | 52.10  | 60.6 | -6.8     | -6.7  | 5.9  |
| \$ 60- 74.99                              | 114  | 10.7  | 581                | 39,079          | 67.23  | 59.1           | 102  | 9.4   | 529   | 35,639          | 67.31  | 61.0 | -9.0     | -8.8  | 3.2  |
| \$ 75- 89.99                              | 75   | 8.6   | 491                | 40,838          | 83.11  | 62.2           | 78   | 8.5   | 510   | 41,982          | 82.27  | 65.6 | 3.9      | 2.8   | 5.5  |
| \$ 90-104.99                              | 71   | 11.4  | 653                | 63,588          | 97.34  | 62.3           | 59   | 9.6   | 579   | 57,452          | 99.30  | 65.6 | -11.3    | -9.6  | 5.3  |
| \$105-119.99                              | 62   | 9.7   | 567                | 63,598          | 112.12 | 63.3           | 75   | 11.0  | 666   | 73,635          | 110.55 | 65.5 | 17.5     | 15.8  | 3.5  |
| \$120-134.99                              | 34   | 10.2  | 547                | 69,001          | 126.18 | 58.5           | 52   | 11.3  | 687   | 88,040          | 128.23 | 66.3 | 25.6     | 27.6  | 13.3 |
| \$135-149.99                              | 11   | 2.9   | 170                | 23,414          | 138.07 | 62.8           | 18   | 5.5   | 332   | 46,582          | 140.50 | 66.1 | 95.3     | 98.9  | 5.3  |
| \$150-164.99                              | 6    | 2.1   | 129                | 20,485          | 158.68 | 65.5           | 3    | .6    | 41    | 6,373           | 156.54 | 71.3 | -68.2    | -68.9 | 8.9  |
| \$165-179.99                              | 5    | 1.9   | 115                | 19,895          | 172.61 | 66.0           | 7    | 3.3   | 209   | 36,406          | 174.25 | 68.0 | 81.7     | 83.0  | 3.0  |
| \$180+                                    | 8    | 3.6   | 230                | 49,808          | 216.80 | 70.2           | 10   | 4.1   | 254   | 57,042          | 224.92 | 68.0 | 10.4     | 14.5  | -3.1 |
| TOTAL                                     | 687  | 90.0  | 5,062              | 453,903         | 89.66  | 61.1           | 689  | 90.6  | 5,261 | 503,362         | 95.67  | 63.1 | 3.9      | 10.9  | 3.3  |
| INDEP                                     |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99                              | 96   | 6.7   | 321                | 9,129           | 28.47  | 52.4           | 105  | 7.6   | 383   | 11,470          | 29.98  | 55.0 | 19.3     | 25.6  | 5.0  |
| \$ 45- 59.99                              | 26   | 2.0   | 89                 | 4,501           | 50.49  | 48.8           | 18   | 1.2   | 61    | 3,280           | 53.58  | 56.1 | -31.5    | -27.1 | 15.0 |
| \$ 60- 74.99                              | 8    | 1.0   | 55                 | 3,502           | 63.95  | 61.7           | 8    | 1.0   | 54    | 3,392           | 63.27  | 56.9 | -1.8     | -3.1  | -7.8 |
| \$ 75- 89.99                              | 6    | .4    | 23                 | 1,822           | 80.23  | 59.4           | 4    | .2    | 14    | 1,114           | 81.90  | 60.6 | -39.1    | -38.9 | 2.0  |
| \$ 90-104.99                              | 2    | .1    | 4                  | 340             | 92.61  | 62.3           | 4    | .3    | 15    | 1,416           | 97.31  | 62.3 | 275.0    | 316.5 | .0   |
| \$105-119.99                              | 2    | .1    | 3                  | 360             | 111.36 | 48.2           | 3    | .2    | 11    | 1,171           | 108.64 | 62.0 | 266.7    | 225.3 | 28.6 |
| \$120-134.99                              | 2    | .3    | 20                 | 2,679           | 133.93 | 64.7           | 1    | .0    | 1     | 176             | 120.78 | 60.7 | -95.0    | -93.4 | -6.2 |
| \$135-149.99                              | 5    | 1.6   | 86                 | 12,439          | 145.28 | 58.5           | 6    | 1.4   | 80    | 11,493          | 144.25 | 62.8 | -7.0     | -7.6  | 7.4  |
| \$150-164.99                              | 4    | .4    | 23                 | 3,642           | 157.04 | 68.3           | 4    | .2    | 14    | 2,273           | 160.93 | 72.8 | -39.1    | -37.6 | 6.6  |
| \$165-179.99                              | 1    | .0    | 1                  | 133             | 168.35 | 71.4           | 1    | .5    | 36    | 6,257           | 171.58 | 72.7 | -        | -     | 1.8  |
| \$180+                                    | 8    | .8    | 53                 | 12,351          | 233.64 | 68.7           | 9    | 1.0   | 69    | 16,747          | 242.87 | 74.4 | 30.2     | 35.6  | 8.3  |
| TOTAL                                     | 160  | 13.3  | 677                | 50,898          | 75.23  | 55.3           | 163  | 13.6  | 737   | 58,790          | 79.77  | 58.8 | 8.9      | 15.5  | 6.3  |

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HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |  |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|--|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |  |
|              | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |  |
| DFW          |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |  |
| \$ 00- 44.99 | 290  | 27.0  | 1,446              | 49,746          | 34.39  | 58.3           | 287  | 27.3  | 1,416 | 49,680          | 35.09  | 56.3 | -2.1     | -.1   | -3.4 |  |
| \$ 45- 59.99 | 133  | 10.6  | 542                | 28,082          | 51.83  | 55.7           | 121  | 8.8   | 484   | 25,281          | 52.28  | 60.0 | -10.7    | -10.0 | 7.7  |  |
| \$ 60- 74.99 | 122  | 11.7  | 636                | 42,580          | 66.95  | 59.3           | 110  | 10.5  | 583   | 39,031          | 66.94  | 60.6 | -8.3     | -8.3  | 2.2  |  |
| \$ 75- 89.99 | 81   | 9.0   | 514                | 42,660          | 82.98  | 62.1           | 82   | 8.7   | 524   | 43,096          | 82.26  | 65.5 | 1.9      | 1.0   | 5.5  |  |
| \$ 90-104.99 | 73   | 11.5  | 657                | 63,928          | 97.31  | 62.3           | 63   | 9.8   | 593   | 58,869          | 99.25  | 65.5 | -9.7     | -7.9  | 5.1  |  |
| \$105-119.99 | 64   | 9.8   | 570                | 63,958          | 112.11 | 63.2           | 78   | 11.2  | 677   | 74,807          | 110.52 | 65.5 | 18.8     | 17.0  | 3.6  |  |
| \$120-134.99 | 36   | 10.5  | 567                | 71,679          | 126.45 | 58.7           | 53   | 11.3  | 688   | 88,215          | 128.22 | 66.3 | 21.3     | 23.1  | 12.9 |  |
| \$135-149.99 | 16   | 4.5   | 255                | 35,853          | 140.49 | 61.3           | 24   | 6.8   | 411   | 58,075          | 141.23 | 65.4 | 61.2     | 62.0  | 6.7  |  |
| \$150-164.99 | 10   | 2.5   | 152                | 24,126          | 158.43 | 65.9           | 7    | .8    | 55    | 8,647           | 157.67 | 71.6 | -63.8    | -64.2 | 8.6  |  |
| \$165-179.99 | 6    | 1.9   | 116                | 20,027          | 172.58 | 66.1           | 8    | 3.9   | 245   | 42,663          | 173.86 | 68.6 | 111.2    | 113.0 | 3.8  |  |
| \$180+       | 16   | 4.4   | 283                | 62,160          | 219.95 | 69.9           | 19   | 5.1   | 323   | 73,789          | 228.75 | 69.3 | 14.1     | 18.7  | -.9  |  |
| TOTAL        | 847  | 103.3 | 5,739              | 504,801         | 87.96  | 60.4           | 852  | 104.2 | 5,998 | 562,153         | 93.72  | 62.6 | 4.5      | 11.4  | 3.6  |  |

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|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |
| El Paso      | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 20    | 2.1   | 127                | 4,573           | 35.97  | 65.3           | 19   | 2.1   | 129   | 4,612           | 35.76  | 66.7 | 1.6      | .9    | 2.1  |
| \$ 45- 59.99 | 13    | 1.3   | 80                 | 4,279           | 53.62  | 67.8           | 16   | 1.5   | 90    | 4,814           | 53.48  | 67.1 | 12.5     | 12.5  | -1.0 |
| \$ 60- 74.99 | 8     | .9    | 57                 | 4,021           | 70.08  | 67.4           | 6    | .9    | 57    | 3,927           | 69.35  | 71.0 | .0       | -2.3  | 5.3  |
| \$ 75- 89.99 | 9     | 1.2   | 79                 | 6,487           | 82.48  | 69.4           | 8    | .9    | 60    | 4,855           | 81.38  | 68.7 | -24.1    | -25.2 | -1.0 |
| \$ 90-104.99 | 4     | .5    | 35                 | 3,456           | 99.19  | 71.4           | 5    | .8    | 53    | 5,068           | 96.20  | 71.4 | 51.4     | 46.6  | .0   |
| \$105-119.99 | 12    | 1.7   | 106                | 12,028          | 113.37 | 66.5           | 11   | 1.3   | 91    | 10,496          | 115.15 | 73.4 | -14.2    | -12.7 | 10.4 |
| \$120-134.99 | 1     | .1    | 7                  | 807             | 121.03 | 75.5           | 1    | .3    | 20    | 2,429           | 123.50 | 72.2 | 185.7    | 201.0 | -4.4 |
| TOTAL        | 67    | 7.9   | 491                | 35,650          | 72.67  | 67.4           | 66   | 7.8   | 499   | 36,201          | 72.58  | 69.3 | 1.6      | 1.5   | 2.8  |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 8     | .5    | 31                 | 809             | 26.15  | 62.2           | 8    | .5    | 30    | 710             | 24.07  | 59.4 | -3.2     | -12.2 | -4.5 |
| \$ 45- 59.99 | 2     | .4    | 16                 | 888             | 54.53  | 44.3           | 2    | .4    | 18    | 861             | 48.75  | 47.4 | 12.5     | -3.0  | 7.0  |
| TOTAL        | 10    | .9    | 47                 | 1,697           | 35.94  | 54.6           | 10   | .9    | 47    | 1,571           | 33.31  | 54.2 | .0       | -7.4  | -.7  |
| El Paso      |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 28    | 2.7   | 158                | 5,381           | 34.05  | 64.7           | 27   | 2.6   | 158   | 5,323           | 33.58  | 65.2 | .0       | -1.1  | .8   |
| \$ 45- 59.99 | 15    | 1.7   | 96                 | 5,168           | 53.77  | 62.2           | 18   | 1.9   | 108   | 5,675           | 52.70  | 62.8 | 12.5     | 9.8   | 1.0  |
| \$ 60- 74.99 | 8     | .9    | 57                 | 4,021           | 70.08  | 67.4           | 6    | .9    | 57    | 3,927           | 69.35  | 71.0 | .0       | -2.3  | 5.3  |
| \$ 75- 89.99 | 9     | 1.2   | 79                 | 6,487           | 82.48  | 69.4           | 8    | .9    | 60    | 4,855           | 81.38  | 68.7 | -24.1    | -25.2 | -1.0 |
| \$ 90-104.99 | 4     | .5    | 35                 | 3,456           | 99.19  | 71.4           | 5    | .8    | 53    | 5,068           | 96.20  | 71.4 | 51.4     | 46.6  | .0   |
| \$105-119.99 | 12    | 1.7   | 106                | 12,028          | 113.37 | 66.5           | 11   | 1.3   | 91    | 10,496          | 115.15 | 73.4 | -14.2    | -12.7 | 10.4 |
| \$120-134.99 | 1     | .1    | 7                  | 807             | 121.03 | 75.5           | 1    | .3    | 20    | 2,429           | 123.50 | 72.2 | 185.7    | 201.0 | -4.4 |
| El Paso      | 77    | 8.9   | 538                | 37,346          | 69.45  | 66.0           | 76   | 8.8   | 546   | 37,771          | 69.18  | 67.7 | 1.5      | 1.1   | 2.6  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                                  | 2012 |       |                    |         |        |      | 2013 |       |       |         |        |      | % Change |       |       |  |
|----------------------------------|------|-------|--------------------|---------|--------|------|------|-------|-------|---------|--------|------|----------|-------|-------|--|
|                                  | #    | #     | Nites <sup>1</sup> | \$      | Est.   | %    | #    | #     | Nites | \$      | Est.   | %    | Nites    | \$    | Occ.  |  |
|                                  | Htls | Rooms | 000's              | 3       | \$     | 2    | Htls | Rooms | 000's | 3       | \$     | 2    |          |       |       |  |
| Houston-Baytown-Sugar Land CHAIN |      |       |                    |         |        |      |      |       |       |         |        |      |          |       |       |  |
| \$ 00- 44.99                     | 129  | 11.6  | 616                | 22,937  | 37.24  | 57.8 | 104  | 9.0   | 500   | 19,076  | 38.18  | 60.2 | -18.8    | -16.8 | 4.2   |  |
| \$ 45- 59.99                     | 99   | 6.6   | 336                | 17,414  | 51.82  | 55.2 | 108  | 7.6   | 421   | 21,706  | 51.56  | 60.0 | 25.3     | 24.6  | 8.7   |  |
| \$ 60- 74.99                     | 91   | 8.0   | 434                | 30,118  | 69.42  | 59.0 | 66   | 5.9   | 330   | 22,596  | 68.41  | 60.8 | -24.0    | -25.0 | 3.1   |  |
| \$ 75- 89.99                     | 75   | 6.7   | 384                | 31,806  | 82.78  | 62.4 | 76   | 6.4   | 380   | 31,435  | 82.74  | 64.3 | -1.0     | -1.2  | 3.0   |  |
| \$ 90-104.99                     | 56   | 7.0   | 395                | 38,761  | 98.09  | 61.8 | 52   | 5.3   | 310   | 30,404  | 97.99  | 63.9 | -21.5    | -21.6 | 3.4   |  |
| \$105-119.99                     | 52   | 6.5   | 371                | 42,215  | 113.80 | 61.7 | 60   | 7.1   | 402   | 45,032  | 111.97 | 61.7 | 8.4      | 6.7   | .0    |  |
| \$120-134.99                     | 40   | 6.3   | 371                | 47,353  | 127.54 | 63.8 | 45   | 6.7   | 399   | 50,806  | 127.29 | 64.4 | 7.5      | 7.3   | .9    |  |
| \$135-149.99                     | 18   | 3.3   | 196                | 27,788  | 141.65 | 64.8 | 39   | 5.8   | 355   | 50,428  | 142.09 | 66.0 | 81.1     | 81.5  | 1.9   |  |
| \$150-164.99                     | 14   | 5.1   | 317                | 49,964  | 157.80 | 67.2 | 16   | 2.8   | 167   | 25,916  | 155.06 | 66.0 | -47.3    | -48.1 | -1.8  |  |
| \$165-179.99                     | 9    | 2.6   | 149                | 25,456  | 170.67 | 63.4 | 15   | 5.5   | 345   | 59,941  | 173.67 | 68.6 | 131.5    | 135.5 | 8.2   |  |
| \$180+                           | 8    | 2.3   | 139                | 30,022  | 215.35 | 66.0 | 17   | 4.7   | 280   | 59,626  | 212.63 | 65.4 | 101.4    | 98.6  | -.9   |  |
| TOTAL                            | 591  | 66.0  | 3,709              | 363,835 | 98.10  | 61.1 | 598  | 66.8  | 3,890 | 416,967 | 107.19 | 63.3 | 4.9      | 14.6  | 3.6   |  |
| INDEP                            |      |       |                    |         |        |      |      |       |       |         |        |      |          |       |       |  |
| \$ 00- 44.99                     | 127  | 6.2   | 310                | 10,157  | 32.73  | 54.1 | 132  | 6.4   | 348   | 11,700  | 33.62  | 59.0 | 12.3     | 15.2  | 9.1   |  |
| \$ 45- 59.99                     | 57   | 2.2   | 112                | 5,638   | 50.31  | 56.1 | 47   | 1.7   | 92    | 4,639   | 50.60  | 60.0 | -17.9    | -17.7 | 7.0   |  |
| \$ 60- 74.99                     | 11   | .5    | 23                 | 1,436   | 63.37  | 52.5 | 20   | .8    | 38    | 2,524   | 65.68  | 53.7 | 65.2     | 75.8  | 2.3   |  |
| \$ 75- 89.99                     | 12   | .7    | 24                 | 2,066   | 84.77  | 35.4 | 9    | .4    | 17    | 1,396   | 83.57  | 44.3 | -29.2    | -32.4 | 25.1  |  |
| \$ 90-104.99                     | 4    | .3    | 6                  | 604     | 102.06 | 24.8 | 6    | .5    | 16    | 1,516   | 92.74  | 33.4 | 166.7    | 151.0 | 34.7  |  |
| \$105-119.99                     | 8    | .6    | 20                 | 2,170   | 108.79 | 35.7 | 11   | 1.0   | 28    | 3,192   | 112.79 | 30.5 | 40.0     | 47.1  | -14.6 |  |
| \$120-134.99                     | 7    | .7    | 27                 | 3,541   | 130.96 | 45.1 | 4    | .1    | 3     | 419     | 130.12 | 38.9 | -88.9    | -88.2 | -13.7 |  |
| \$135-149.99                     | 5    | .4    | 17                 | 2,441   | 146.87 | 51.0 | 6    | .6    | 27    | 3,927   | 145.74 | 45.8 | 58.8     | 60.9  | -10.2 |  |
| \$150-164.99                     | 6    | .9    | 47                 | 7,145   | 153.25 | 56.2 | 6    | .6    | 29    | 4,686   | 160.10 | 51.7 | -38.3    | -34.4 | -8.0  |  |
| \$165-179.99                     | 2    | .8    | 39                 | 6,805   | 175.80 | 50.7 | 3    | .6    | 36    | 6,133   | 169.99 | 69.5 | -7.7     | -9.9  | 37.1  |  |
| \$180+                           | 8    | 1.4   | 77                 | 18,234  | 237.11 | 61.6 | 11   | 2.2   | 114   | 27,060  | 237.76 | 56.6 | 48.1     | 48.4  | -8.1  |  |
| TOTAL                            | 247  | 14.6  | 701                | 60,236  | 85.91  | 52.2 | 255  | 14.9  | 749   | 67,194  | 89.74  | 54.7 | 6.8      | 11.6  | 4.8   |  |

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HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |
| Hou-Bay-Su   |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 256  | 17.8  | 926                | 33,094          | 35.73  | 56.5           | 236  | 15.4  | 848   | 30,776          | 36.31  | 59.7 | -8.4     | -7.0  | 5.7  |
| \$ 45- 59.99 | 156  | 8.8   | 448                | 23,053          | 51.44  | 55.4           | 155  | 9.3   | 513   | 26,345          | 51.38  | 60.0 | 14.5     | 14.3  | 8.3  |
| \$ 60- 74.99 | 102  | 8.5   | 457                | 31,554          | 69.12  | 58.7           | 86   | 6.7   | 369   | 25,121          | 68.12  | 60.0 | -19.3    | -20.4 | 2.2  |
| \$ 75- 89.99 | 87   | 7.4   | 409                | 33,872          | 82.89  | 59.6           | 85   | 6.8   | 397   | 32,831          | 82.77  | 63.1 | -2.9     | -3.1  | 5.9  |
| \$ 90-104.99 | 60   | 7.2   | 401                | 39,365          | 98.14  | 60.5           | 58   | 5.8   | 327   | 31,920          | 97.73  | 61.1 | -18.5    | -18.9 | 1.0  |
| \$105-119.99 | 60   | 7.1   | 391                | 44,385          | 113.54 | 59.5           | 71   | 8.1   | 430   | 48,224          | 112.03 | 57.8 | 10.0     | 8.6   | -2.9 |
| \$120-134.99 | 47   | 7.0   | 398                | 50,894          | 127.77 | 62.0           | 49   | 6.8   | 402   | 51,226          | 127.31 | 64.0 | 1.0      | .7    | 3.2  |
| \$135-149.99 | 23   | 3.6   | 213                | 30,229          | 142.06 | 63.5           | 45   | 6.5   | 382   | 54,356          | 142.34 | 64.0 | 79.3     | 79.8  | .8   |
| \$150-164.99 | 20   | 6.0   | 363                | 57,109          | 157.22 | 65.6           | 22   | 3.4   | 196   | 30,602          | 155.81 | 63.4 | -46.0    | -46.4 | -3.4 |
| \$165-179.99 | 11   | 3.4   | 188                | 32,261          | 171.73 | 60.3           | 18   | 6.0   | 381   | 66,074          | 173.32 | 68.7 | 102.7    | 104.8 | 13.9 |
| \$180+       | 16   | 3.7   | 216                | 48,255          | 223.08 | 64.4           | 28   | 6.8   | 394   | 86,686          | 219.89 | 62.6 | 82.4     | 79.6  | -2.8 |
| Hou-Bay-Su   | 838  | 80.5  | 4,410              | 424,071         | 96.16  | 59.5           | 853  | 81.7  | 4,639 | 484,161         | 104.37 | 61.7 | 5.2      | 14.2  | 3.7  |

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HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                                | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |  |
|--------------------------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|--|
|                                | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %     |  |
|                                | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |  |
| Killeen-Temple-Fort Hood CHAIN |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99                   | 16   | 1.0   | 41                 | 1,518           | 37.10  | 44.8           | 15   | .9    | 39    | 1,431           | 36.45  | 48.5 | -4.9     | -5.7  | 8.3   |  |
| \$ 45- 59.99                   | 14   | .8    | 36                 | 1,822           | 50.95  | 48.8           | 12   | .7    | 33    | 1,675           | 50.32  | 49.8 | -8.3     | -8.1  | 2.0   |  |
| \$ 60- 74.99                   | 10   | .8    | 39                 | 2,583           | 66.92  | 54.4           | 10   | .7    | 35    | 2,338           | 66.06  | 51.8 | -10.3    | -9.5  | -4.8  |  |
| \$ 75- 89.99                   | 5    | .4    | 23                 | 1,890           | 83.62  | 56.5           | 9    | .8    | 37    | 3,029           | 80.92  | 51.2 | 60.9     | 60.3  | -9.4  |  |
| \$ 90-104.99                   | 8    | .6    | 35                 | 3,322           | 96.01  | 57.9           | 6    | .6    | 31    | 3,045           | 99.05  | 57.2 | -11.4    | -8.3  | -1.2  |  |
| \$105-119.99                   | 3    | .3    | 19                 | 2,095           | 110.22 | 61.9           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |  |
| \$120-134.99                   | 0    | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 8     | 1,002           | 123.76 | 66.2 | .0       | .0    | .0    |  |
| TOTAL                          | 56   | 4.0   | 191                | 13,230          | 69.09  | 52.3           | 53   | 3.9   | 184   | 12,520          | 67.97  | 51.9 | -3.7     | -5.4  | -1.8  |  |
| INDEP                          |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99                   | 15   | .6    | 28                 | 1,005           | 36.16  | 46.5           | 14   | .6    | 25    | 864             | 34.86  | 44.8 | -10.7    | -14.0 | -3.7  |  |
| \$ 45- 59.99                   | 2    | .1    | 4                  | 201             | 54.43  | 74.5           | 4    | .1    | 9     | 460             | 50.75  | 66.1 | 125.0    | 128.9 | -11.3 |  |
| \$ 60- 74.99                   | 2    | .1    | 5                  | 350             | 66.14  | 53.8           | 2    | .1    | 6     | 403             | 68.26  | 60.0 | 20.0     | 15.1  | 11.5  |  |
| \$ 75- 89.99                   | 2    | .1    | 3                  | 195             | 77.20  | 30.5           | 2    | .1    | 2     | 169             | 76.07  | 26.9 | -33.3    | -13.3 | -11.8 |  |
| \$ 90-104.99                   | 1    | .0    | 1                  | 85              | 97.21  | 47.7           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |  |
| \$105-119.99                   | 0    | .0    | 0                  | 0               | .00    | .0             | 1    | .0    | 1     | 88              | 106.65 | 45.0 | .0       | .0    | .0    |  |
| \$150-164.99                   | 2    | .0    | 1                  | 91              | 159.99 | 38.7           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |  |
| \$165-179.99                   | 0    | .0    | 0                  | 0               | .00    | .0             | 1    | .0    | 0     | 40              | 166.79 | 32.3 | .0       | .0    | .0    |  |
| TOTAL                          | 24   | .9    | 41                 | 1,928           | 47.30  | 47.3           | 24   | 1.0   | 43    | 2,025           | 47.02  | 48.0 | 4.9      | 5.0   | 1.5   |  |
| Kil-Tem-Ft                     |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99                   | 31   | 1.6   | 69                 | 2,523           | 36.72  | 45.4           | 29   | 1.5   | 64    | 2,295           | 35.83  | 47.0 | -7.2     | -9.0  | 3.5   |  |
| \$ 45- 59.99                   | 16   | .8    | 39                 | 2,023           | 51.27  | 50.5           | 16   | .9    | 42    | 2,135           | 50.41  | 52.5 | 7.7      | 5.5   | 4.0   |  |
| \$ 60- 74.99                   | 12   | .9    | 44                 | 2,933           | 66.83  | 54.3           | 12   | .8    | 41    | 2,741           | 66.37  | 52.9 | -6.8     | -6.5  | -2.6  |  |
| \$ 75- 89.99                   | 7    | .5    | 25                 | 2,085           | 82.97  | 52.0           | 11   | .9    | 40    | 3,199           | 80.65  | 48.7 | 60.0     | 53.4  | -6.3  |  |
| \$ 90-104.99                   | 9    | .7    | 35                 | 3,408           | 96.04  | 57.6           | 6    | .6    | 31    | 3,045           | 99.05  | 57.2 | -11.4    | -10.7 | -1.7  |  |
| \$105-119.99                   | 3    | .3    | 19                 | 2,095           | 110.22 | 61.9           | 1    | .0    | 1     | 88              | 106.65 | 45.0 | -94.7    | -95.8 | -27.3 |  |
| \$120-134.99                   | 0    | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 8     | 1,002           | 123.76 | 66.2 | .0       | .0    | .0    |  |
| \$150-164.99                   | 2    | .0    | 1                  | 91              | 159.99 | 38.7           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |  |
| \$165-179.99                   | 0    | .0    | 0                  | 0               | .00    | .0             | 1    | .0    | 0     | 40              | 166.79 | 32.3 | .0       | .0    | .0    |  |
| Kil-Tem-Ft                     | 80   | 4.9   | 232                | 15,159          | 65.27  | 51.3           | 77   | 4.8   | 227   | 14,545          | 64.00  | 51.1 | -2.2     | -4.1  | -1.4  |  |

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HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %     |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Laredo       | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 1     | .1    | 8                  | 286             | 34.94  | 73.5           | 1    | .1    | 7     | 214             | 29.10  | 66.2 | -12.5    | -25.2 | -9.9  |
| \$ 45- 59.99 | 4     | .5    | 32                 | 1,732           | 54.50  | 75.4           | 3    | .3    | 20    | 1,150           | 56.88  | 70.2 | -37.5    | -33.6 | -6.9  |
| \$ 60- 74.99 | 5     | .6    | 36                 | 2,443           | 67.48  | 70.0           | 7    | .8    | 53    | 3,407           | 64.87  | 73.5 | 47.2     | 39.5  | 5.0   |
| \$ 75- 89.99 | 2     | .3    | 17                 | 1,301           | 76.96  | 67.3           | 1    | .2    | 13    | 957             | 75.35  | 68.0 | -23.5    | -26.4 | 1.0   |
| \$ 90-104.99 | 2     | .2    | 15                 | 1,534           | 99.46  | 72.9           | 5    | .5    | 35    | 3,414           | 97.26  | 72.0 | 133.3    | 122.6 | -1.2  |
| \$105-119.99 | 7     | .7    | 48                 | 5,428           | 113.26 | 71.4           | 4    | .4    | 29    | 3,186           | 110.26 | 73.0 | -39.6    | -41.3 | 2.2   |
| \$120-134.99 | 1     | .1    | 7                  | 904             | 129.03 | 72.5           | 1    | .1    | 7     | 880             | 120.66 | 75.5 | .0       | -2.7  | 4.1   |
| \$135-149.99 | 1     | .2    | 11                 | 1,507           | 142.29 | 74.8           | 1    | .2    | 11    | 1,537           | 143.41 | 75.7 | .0       | 2.0   | 1.2   |
| TOTAL        | 23    | 2.6   | 174                | 15,135          | 86.98  | 71.8           | 23   | 2.6   | 175   | 14,746          | 84.35  | 72.2 | .6       | -2.6  | .6    |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 8     | .5    | 30                 | 861             | 29.11  | 65.6           | 8    | .5    | 29    | 792             | 26.86  | 65.4 | -3.3     | -8.0  | -.3   |
| \$ 45- 59.99 | 6     | .5    | 35                 | 1,869           | 53.25  | 70.9           | 4    | .3    | 22    | 1,093           | 50.12  | 72.3 | -37.1    | -41.5 | 2.0   |
| \$ 60- 74.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 2    | .2    | 13    | 838             | 63.07  | 68.8 | .0       | .0    | .0    |
| \$ 75- 89.99 | 1     | .2    | 12                 | 1,039           | 88.31  | 62.1           | 1    | .2    | 11    | 882             | 83.24  | 55.9 | -8.3     | -15.1 | -10.0 |
| TOTAL        | 15    | 1.2   | 76                 | 3,769           | 49.31  | 67.3           | 15   | 1.2   | 75    | 3,606           | 47.95  | 66.2 | -1.3     | -4.3  | -1.6  |
| Laredo       |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 9     | .6    | 38                 | 1,147           | 30.37  | 67.2           | 9    | .6    | 37    | 1,007           | 27.31  | 65.6 | -2.6     | -12.2 | -2.4  |
| \$ 45- 59.99 | 10    | 1.0   | 67                 | 3,601           | 53.85  | 73.0           | 7    | .6    | 42    | 2,243           | 53.37  | 71.3 | -37.3    | -37.7 | -2.3  |
| \$ 60- 74.99 | 5     | .6    | 36                 | 2,443           | 67.48  | 70.0           | 9    | 1.0   | 66    | 4,245           | 64.50  | 72.5 | 83.3     | 73.8  | 3.6   |
| \$ 75- 89.99 | 3     | .5    | 29                 | 2,340           | 81.62  | 65.1           | 2    | .4    | 23    | 1,839           | 78.94  | 61.9 | -20.7    | -21.4 | -4.9  |
| \$ 90-104.99 | 2     | .2    | 15                 | 1,534           | 99.46  | 72.9           | 5    | .5    | 35    | 3,414           | 97.26  | 72.0 | 133.3    | 122.6 | -1.2  |
| \$105-119.99 | 7     | .7    | 48                 | 5,428           | 113.26 | 71.4           | 4    | .4    | 29    | 3,186           | 110.26 | 73.0 | -39.6    | -41.3 | 2.2   |
| \$120-134.99 | 1     | .1    | 7                  | 904             | 129.03 | 72.5           | 1    | .1    | 7     | 880             | 120.66 | 75.5 | .0       | -2.7  | 4.1   |
| \$135-149.99 | 1     | .2    | 11                 | 1,507           | 142.29 | 74.8           | 1    | .2    | 11    | 1,537           | 143.41 | 75.7 | .0       | 2.0   | 1.2   |
| Laredo       | 38    | 3.9   | 250                | 18,904          | 75.48  | 70.4           | 38   | 3.9   | 250   | 18,352          | 73.40  | 70.3 | .0       | -2.9  | -.1   |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %    |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |
| Longview     | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 5     | .3    | 13                 | 473             | 37.17  | 47.6           | 5    | .3    | 14    | 556             | 38.41  | 52.9 | 7.7      | 17.5  | 11.1 |
| \$ 45- 59.99 | 7     | .4    | 20                 | 992             | 50.47  | 52.7           | 7    | .4    | 22    | 1,193           | 54.12  | 54.8 | 10.0     | 20.3  | 4.0  |
| \$ 60- 74.99 | 10    | .7    | 37                 | 2,479           | 66.75  | 59.2           | 10   | .6    | 33    | 2,229           | 68.33  | 54.9 | -10.8    | -10.1 | -7.3 |
| \$ 75- 89.99 | 5     | .3    | 19                 | 1,480           | 78.62  | 68.0           | 5    | .3    | 19    | 1,584           | 84.44  | 61.6 | .0       | 7.0   | -9.4 |
| \$ 90-104.99 | 3     | .2    | 12                 | 1,202           | 96.54  | 65.7           | 1    | .1    | 4     | 389             | 96.50  | 66.4 | -66.7    | -67.6 | 1.1  |
| \$105-119.99 | 1     | .1    | 5                  | 505             | 107.87 | 67.9           | 3    | .2    | 14    | 1,593           | 112.64 | 67.7 | 180.0    | 215.4 | -.3  |
| \$120-134.99 | 1     | .1    | 6                  | 723             | 128.41 | 67.3           | 1    | .1    | 5     | 669             | 125.12 | 63.9 | -16.7    | -7.5  | -5.1 |
| TOTAL        | 32    | 2.1   | 111                | 7,854           | 70.69  | 58.9           | 32   | 2.1   | 111   | 8,213           | 73.72  | 57.8 | .0       | 4.6   | -1.9 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 8     | .4    | 15                 | 501             | 32.50  | 41.6           | 9    | .5    | 17    | 512             | 30.43  | 40.2 | 13.3     | 2.2   | -3.4 |
| \$ 45- 59.99 | 1     | .0    | 2                  | 81              | 49.76  | 50.7           | 4    | .2    | 8     | 422             | 52.20  | 46.0 | 300.0    | 421.0 | -9.3 |
| \$ 60- 74.99 | 1     | .1    | 4                  | 230             | 61.15  | 65.9           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -    |
| TOTAL        | 10    | .5    | 21                 | 812             | 39.04  | 45.3           | 13   | .6    | 25    | 934             | 37.49  | 41.9 | 19.0     | 15.0  | -7.5 |
| Longview     | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 13    | .7    | 28                 | 974             | 34.61  | 44.1           | 14   | .8    | 31    | 1,068           | 34.12  | 45.2 | 10.7     | 9.7   | 2.5  |
| \$ 45- 59.99 | 8     | .4    | 21                 | 1,073           | 50.41  | 52.6           | 11   | .6    | 30    | 1,614           | 53.61  | 52.1 | 42.9     | 50.4  | -1.0 |
| \$ 60- 74.99 | 11    | .7    | 41                 | 2,709           | 66.23  | 59.7           | 10   | .6    | 33    | 2,229           | 68.33  | 54.9 | -19.5    | -17.7 | -8.0 |
| \$ 75- 89.99 | 5     | .3    | 19                 | 1,480           | 78.62  | 68.0           | 5    | .3    | 19    | 1,584           | 84.44  | 61.6 | .0       | 7.0   | -9.4 |
| \$ 90-104.99 | 3     | .2    | 12                 | 1,202           | 96.54  | 65.7           | 1    | .1    | 4     | 389             | 96.50  | 66.4 | -66.7    | -67.6 | 1.1  |
| \$105-119.99 | 1     | .1    | 5                  | 505             | 107.87 | 67.9           | 3    | .2    | 14    | 1,593           | 112.64 | 67.7 | 180.0    | 215.4 | -.3  |
| \$120-134.99 | 1     | .1    | 6                  | 723             | 128.41 | 67.3           | 1    | .1    | 5     | 669             | 125.12 | 63.9 | -16.7    | -7.5  | -5.1 |
| Longview     | 42    | 2.5   | 132                | 8,666           | 65.70  | 56.2           | 45   | 2.7   | 136   | 9,147           | 67.10  | 54.1 | 3.0      | 5.6   | -3.7 |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %     |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Lubbock      | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 7     | .8    | 41                 | 1,485           | 36.39  | 59.0           | 8    | .9    | 50    | 1,893           | 38.21  | 60.6 | 22.0     | 27.5  | 2.7   |
| \$ 45- 59.99 | 7     | .5    | 24                 | 1,256           | 52.11  | 54.9           | 6    | .3    | 17    | 948             | 55.71  | 57.6 | -29.2    | -24.5 | 4.9   |
| \$ 60- 74.99 | 9     | 1.0   | 51                 | 3,472           | 68.32  | 55.1           | 5    | .4    | 21    | 1,432           | 68.50  | 58.6 | -58.8    | -58.8 | 6.4   |
| \$ 75- 89.99 | 8     | .8    | 49                 | 3,967           | 81.39  | 62.3           | 9    | .9    | 50    | 4,132           | 81.84  | 63.0 | 2.0      | 4.2   | 1.1   |
| \$ 90-104.99 | 3     | .2    | 12                 | 1,092           | 94.61  | 56.5           | 5    | .5    | 27    | 2,603           | 96.24  | 63.5 | 125.0    | 138.4 | 12.4  |
| \$105-119.99 | 5     | .4    | 22                 | 2,406           | 110.13 | 63.7           | 4    | .3    | 19    | 2,185           | 112.56 | 69.2 | -13.6    | -9.2  | 8.6   |
| \$120-134.99 | 3     | .2    | 14                 | 1,769           | 124.60 | 66.8           | 2    | .2    | 10    | 1,218           | 124.54 | 66.0 | -28.6    | -31.1 | -1.2  |
| \$135-149.99 | 1     | .1    | 5                  | 671             | 142.50 | 69.1           | 3    | .2    | 14    | 2,025           | 140.68 | 67.4 | 180.0    | 201.8 | -2.5  |
| \$150-164.99 | 1     | .2    | 11                 | 1,777           | 161.54 | 76.7           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$165-179.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .2    | 11    | 1,826           | 168.86 | 75.4 | .0       | .0    | .0    |
| TOTAL        | 44    | 4.1   | 228                | 17,897          | 78.57  | 59.8           | 43   | 3.8   | 219   | 18,263          | 83.24  | 63.0 | -3.9     | 2.0   | 5.4   |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 6     | .5    | 20                 | 691             | 35.17  | 47.4           | 6    | .4    | 25    | 797             | 32.32  | 59.8 | 25.0     | 15.3  | 26.2  |
| \$ 60- 74.99 | 1     | .0    | 1                  | 64              | 62.72  | 55.5           | 2    | .3    | 13    | 844             | 66.71  | 43.9 | -        | -     | -20.9 |
| \$120-134.99 | 1     | .3    | 18                 | 2,296           | 127.87 | 64.4           | 1    | .3    | 19    | 2,470           | 133.11 | 66.6 | 5.6      | 7.6   | 3.4   |
| \$135-149.99 | 1     | .0    | 0                  | 40              | 136.25 | 63.7           | 1    | .0    | 0     | 43              | 148.32 | 63.3 | .0       | 7.5   | -.6   |
| TOTAL        | 9     | .8    | 39                 | 3,091           | 79.41  | 54.3           | 10   | 1.1   | 56    | 4,155           | 73.97  | 57.1 | 43.6     | 34.4  | 5.2   |
| Lubbock      |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 13    | 1.2   | 60                 | 2,177           | 36.00  | 54.6           | 14   | 1.3   | 74    | 2,690           | 36.25  | 60.4 | 23.3     | 23.6  | 10.6  |
| \$ 45- 59.99 | 7     | .5    | 24                 | 1,256           | 52.11  | 54.9           | 6    | .3    | 17    | 948             | 55.71  | 57.6 | -29.2    | -24.5 | 4.9   |
| \$ 60- 74.99 | 10    | 1.0   | 52                 | 3,536           | 68.21  | 55.1           | 7    | .7    | 34    | 2,276           | 67.82  | 52.0 | -34.6    | -35.6 | -5.6  |
| \$ 75- 89.99 | 8     | .8    | 49                 | 3,967           | 81.39  | 62.3           | 9    | .9    | 50    | 4,132           | 81.84  | 63.0 | 2.0      | 4.2   | 1.1   |
| \$ 90-104.99 | 3     | .2    | 12                 | 1,092           | 94.61  | 56.5           | 5    | .5    | 27    | 2,603           | 96.24  | 63.5 | 125.0    | 138.4 | 12.4  |
| \$105-119.99 | 5     | .4    | 22                 | 2,406           | 110.13 | 63.7           | 4    | .3    | 19    | 2,185           | 112.56 | 69.2 | -13.6    | -9.2  | 8.6   |
| \$120-134.99 | 4     | .5    | 32                 | 4,065           | 126.43 | 65.4           | 3    | .5    | 28    | 3,689           | 130.15 | 66.4 | -12.5    | -9.2  | 1.5   |
| \$135-149.99 | 2     | .1    | 5                  | 711             | 142.14 | 68.8           | 4    | .2    | 15    | 2,068           | 140.83 | 67.4 | 200.0    | 190.9 | -2.0  |
| \$150-164.99 | 1     | .2    | 11                 | 1,777           | 161.54 | 76.7           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$165-179.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .2    | 11    | 1,826           | 168.86 | 75.4 | .0       | .0    | .0    |
| Lubbock      | 53    | 4.9   | 267                | 20,989          | 78.69  | 59.0           | 53   | 4.9   | 276   | 22,417          | 81.35  | 61.7 | 3.4      | 6.8   | 4.6   |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org



HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                                | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |  |
|--------------------------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|--|
|                                | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %    |  |
|                                | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |  |
| McAllen-Edinburg-Mission CHAIN |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |  |
| \$ 00- 44.99                   | 2    | .2    | 8                  | 278             | 33.02  | 47.9           | 4    | .3    | 18    | 685             | 37.30  | 57.8 | 125.0    | 146.4 | 20.7 |  |
| \$ 45- 59.99                   | 16   | 1.1   | 50                 | 2,654           | 52.66  | 51.7           | 14   | .9    | 44    | 2,362           | 53.75  | 55.2 | -12.0    | -11.0 | 6.8  |  |
| \$ 60- 74.99                   | 16   | 1.1   | 56                 | 3,829           | 68.07  | 57.8           | 13   | .8    | 46    | 3,112           | 67.06  | 59.4 | -17.9    | -18.7 | 2.8  |  |
| \$ 75- 89.99                   | 10   | .8    | 46                 | 3,788           | 82.92  | 60.0           | 11   | .9    | 52    | 4,292           | 82.88  | 63.3 | 13.0     | 13.3  | 5.5  |  |
| \$ 90-104.99                   | 5    | .5    | 26                 | 2,588           | 99.43  | 62.2           | 4    | .4    | 22    | 2,147           | 98.23  | 66.7 | -15.4    | -17.0 | 7.2  |  |
| \$105-119.99                   | 6    | .7    | 43                 | 4,861           | 112.17 | 63.4           | 8    | .9    | 52    | 5,989           | 114.19 | 64.6 | 20.9     | 23.2  | 1.9  |  |
| \$120-134.99                   | 1    | .1    | 4                  | 518             | 121.34 | 59.5           | 2    | .2    | 13    | 1,579           | 121.90 | 64.6 | 225.0    | 204.8 | 8.6  |  |
| \$135-149.99                   | 2    | .4    | 23                 | 3,182           | 139.06 | 58.3           | 2    | .4    | 24    | 3,478           | 144.10 | 61.4 | 4.3      | 9.3   | 5.3  |  |
| TOTAL                          | 58   | 4.8   | 257                | 21,700          | 84.34  | 57.8           | 58   | 4.8   | 272   | 23,644          | 86.96  | 61.1 | 5.8      | 9.0   | 5.7  |  |
| INDEP                          |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |  |
| \$ 00- 44.99                   | 15   | .9    | 34                 | 1,248           | 36.65  | 43.0           | 18   | 1.0   | 42    | 1,580           | 37.54  | 44.8 | 23.5     | 26.6  | 4.2  |  |
| \$ 45- 59.99                   | 14   | .8    | 34                 | 1,800           | 53.34  | 43.5           | 13   | .8    | 32    | 1,717           | 53.11  | 46.2 | -5.9     | -4.6  | 6.2  |  |
| \$ 60- 74.99                   | 2    | .1    | 4                  | 260             | 64.99  | 53.0           | 1    | .0    | 2     | 143             | 68.16  | 61.4 | -50.0    | -45.0 | 15.8 |  |
| \$ 75- 89.99                   | 1    | .1    | 3                  | 246             | 84.01  | 61.1           | 1    | .1    | 3     | 260             | 89.18  | 61.0 | .0       | 5.7   | -.2  |  |
| TOTAL                          | 32   | 1.8   | 75                 | 3,553           | 47.56  | 44.2           | 33   | 1.9   | 79    | 3,700           | 46.59  | 46.2 | 5.3      | 4.1   | 4.5  |  |
| McAl-Ed-Mi                     |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |  |
| \$ 00- 44.99                   | 17   | 1.1   | 42                 | 1,526           | 35.93  | 43.9           | 22   | 1.4   | 60    | 2,264           | 37.47  | 48.1 | 42.9     | 48.4  | 9.6  |  |
| \$ 45- 59.99                   | 30   | 1.9   | 84                 | 4,454           | 52.93  | 48.1           | 27   | 1.6   | 76    | 4,079           | 53.48  | 51.0 | -9.5     | -8.4  | 6.0  |  |
| \$ 60- 74.99                   | 18   | 1.1   | 60                 | 4,089           | 67.87  | 57.4           | 14   | .9    | 48    | 3,255           | 67.11  | 59.5 | -20.0    | -20.4 | 3.7  |  |
| \$ 75- 89.99                   | 11   | .9    | 49                 | 4,034           | 82.98  | 60.0           | 12   | .9    | 55    | 4,552           | 83.22  | 63.2 | 12.2     | 12.8  | 5.3  |  |
| \$ 90-104.99                   | 5    | .5    | 26                 | 2,588           | 99.43  | 62.2           | 4    | .4    | 22    | 2,147           | 98.23  | 66.7 | -15.4    | -17.0 | 7.2  |  |
| \$105-119.99                   | 6    | .7    | 43                 | 4,861           | 112.17 | 63.4           | 8    | .9    | 52    | 5,989           | 114.19 | 64.6 | 20.9     | 23.2  | 1.9  |  |
| \$120-134.99                   | 1    | .1    | 4                  | 518             | 121.34 | 59.5           | 2    | .2    | 13    | 1,579           | 121.90 | 64.6 | 225.0    | 204.8 | 8.6  |  |
| \$135-149.99                   | 2    | .4    | 23                 | 3,182           | 139.06 | 58.3           | 2    | .4    | 24    | 3,478           | 144.10 | 61.4 | 4.3      | 9.3   | 5.3  |  |
| McAl-Ed-Mi                     | 90   | 6.7   | 332                | 25,252          | 76.06  | 54.0           | 91   | 6.7   | 351   | 27,344          | 77.83  | 57.0 | 5.7      | 8.3   | 5.6  |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Midland      | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 1     | .1    | 6                  | 232             | 41.85  | 73.6           | 2    | .2    | 12    | 480             | 39.16  | 77.5 | 100.0    | 106.9 | 5.3   |
| \$ 45- 59.99 | 1     | .1    | 8                  | 405             | 52.66  | 92.8           | 2    | .2    | 14    | 710             | 52.62  | 75.6 | 75.0     | 75.3  | -18.5 |
| \$ 60- 74.99 | 2     | .2    | 15                 | 1,042           | 68.15  | 83.5           | 2    | .2    | 14    | 1,020           | 70.61  | 86.7 | -6.7     | -2.1  | 3.8   |
| \$ 75- 89.99 | 2     | .2    | 15                 | 1,182           | 80.50  | 88.2           | 1    | .1    | 11    | 987             | 88.13  | 83.4 | -26.7    | -16.5 | -5.4  |
| \$ 90-104.99 | 1     | .1    | 5                  | 530             | 100.01 | 60.0           | 1    | .1    | 7     | 621             | 95.08  | 74.0 | 40.0     | 17.2  | 23.3  |
| \$105-119.99 | 2     | .4    | 35                 | 4,119           | 117.77 | 94.6           | 2    | .1    | 8     | 954             | 113.39 | 84.7 | -77.1    | -76.8 | -10.5 |
| \$120-134.99 | 7     | .5    | 48                 | 5,989           | 123.87 | 96.6           | 10   | .9    | 71    | 8,936           | 126.69 | 81.9 | 47.9     | 49.2  | -15.2 |
| \$135-149.99 | 5     | .4    | 38                 | 5,380           | 142.92 | 93.8           | 2    | .3    | 26    | 3,763           | 145.93 | 84.7 | -31.6    | -30.1 | -9.7  |
| \$150-164.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 11    | 1,671           | 158.80 | 87.3 | .0       | .0    | .0    |
| \$165-179.99 | 1     | .1    | 8                  | 1,445           | 177.75 | 88.3           | 1    | .1    | 8     | 1,379           | 171.14 | 93.2 | .0       | -4.6  | 5.5   |
| TOTAL        | 22    | 2.1   | 178                | 20,323          | 114.44 | 90.6           | 24   | 2.4   | 181   | 20,522          | 113.22 | 82.5 | 1.7      | 1.0   | -8.9  |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 2     | .1    | 9                  | 247             | 27.43  | 79.0           | 4    | .2    | 15    | 499             | 32.41  | 76.1 | 66.7     | 102.0 | -3.7  |
| \$ 45- 59.99 | 7     | .4    | 36                 | 1,857           | 52.01  | 92.4           | 3    | .2    | 13    | 667             | 52.00  | 80.6 | -63.9    | -64.1 | -12.8 |
| \$ 60- 74.99 | 1     | .0    | 4                  | 239             | 67.06  | 77.4           | 2    | .2    | 12    | 816             | 65.26  | 77.2 | 200.0    | 241.4 | -.3   |
| \$ 75- 89.99 | 1     | .2    | 12                 | 1,009           | 81.53  | 89.7           | 1    | .1    | 4     | 318             | 87.18  | 72.2 | -66.7    | -68.5 | -19.5 |
| \$ 90-104.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 9     | 862             | 91.25  | 82.1 | .0       | .0    | .0    |
| \$105-119.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 8     | 950             | 116.52 | 78.4 | .0       | .0    | .0    |
| \$120-134.99 | 1     | .1    | 4                  | 565             | 130.99 | 85.3           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$150-164.99 | 1     | .1    | 10                 | 1,535           | 153.53 | 96.2           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| TOTAL        | 13    | .9    | 75                 | 5,452           | 72.73  | 89.3           | 12   | .9    | 62    | 4,112           | 66.34  | 78.2 | -17.3    | -24.6 | -12.4 |
| Midland      |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 3     | .2    | 15                 | 479             | 32.93  | 76.8           | 6    | .4    | 28    | 979             | 35.40  | 76.7 | 86.7     | 104.4 | -.1   |
| \$ 45- 59.99 | 8     | .5    | 43                 | 2,261           | 52.12  | 92.5           | 5    | .4    | 26    | 1,378           | 52.32  | 78.0 | -39.5    | -39.1 | -15.7 |
| \$ 60- 74.99 | 3     | .2    | 19                 | 1,281           | 67.94  | 82.3           | 4    | .4    | 27    | 1,835           | 68.13  | 82.0 | 42.1     | 43.2  | -.4   |
| \$ 75- 89.99 | 3     | .3    | 27                 | 2,190           | 80.97  | 88.8           | 2    | .2    | 15    | 1,305           | 87.90  | 80.3 | -44.4    | -40.4 | -9.6  |
| \$ 90-104.99 | 1     | .1    | 5                  | 530             | 100.01 | 60.0           | 2    | .2    | 16    | 1,483           | 92.82  | 78.6 | 220.0    | 179.8 | 31.0  |
| \$105-119.99 | 2     | .4    | 35                 | 4,119           | 117.77 | 94.6           | 3    | .2    | 17    | 1,904           | 114.93 | 81.5 | -51.4    | -53.8 | -13.8 |
| \$120-134.99 | 8     | .6    | 53                 | 6,554           | 124.45 | 95.6           | 10   | .9    | 71    | 8,936           | 126.69 | 81.9 | 34.0     | 36.3  | -14.3 |
| \$135-149.99 | 5     | .4    | 38                 | 5,380           | 142.92 | 93.8           | 2    | .3    | 26    | 3,763           | 145.93 | 84.7 | -31.6    | -30.1 | -9.7  |
| \$150-164.99 | 1     | .1    | 10                 | 1,535           | 153.53 | 96.2           | 1    | .1    | 11    | 1,671           | 158.80 | 87.3 | 10.0     | 8.9   | -9.3  |
| \$165-179.99 | 1     | .1    | 8                  | 1,445           | 177.75 | 88.3           | 1    | .1    | 8     | 1,379           | 171.14 | 93.2 | .0       | -4.6  | 5.5   |
| Midland      | 35    | 3.0   | 253                | 25,775          | 102.06 | 90.2           | 36   | 3.3   | 243   | 24,634          | 101.28 | 81.3 | -4.0     | -4.4  | -9.9  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Odessa       | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 60- 74.99 | 1     | .1    | 7                  | 550             | 74.40  | 84.6           | 2    | .2    | 12    | 837             | 68.58  | 69.1 | 71.4     | 52.2  | -18.3 |
| \$ 75- 89.99 | 2     | .2    | 16                 | 1,355           | 82.74  | 92.7           | 4    | .4    | 27    | 2,288           | 83.71  | 68.1 | 68.8     | 68.9  | -26.5 |
| \$ 90-104.99 | 1     | .1    | 9                  | 857             | 98.58  | 68.5           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$105-119.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 2    | .2    | 12    | 1,274           | 110.48 | 63.3 | .0       | .0    | .0    |
| \$120-134.99 | 2     | .2    | 17                 | 2,147           | 126.06 | 92.1           | 3    | .2    | 18    | 2,209           | 125.46 | 78.7 | 5.9      | 2.9   | -14.5 |
| \$135-149.99 | 4     | .3    | 28                 | 3,930           | 140.97 | 90.7           | 4    | .4    | 26    | 3,611           | 138.47 | 74.2 | -7.1     | -8.1  | -18.2 |
| \$150-164.99 | 4     | .3    | 30                 | 4,695           | 157.67 | 93.0           | 1    | .1    | 4     | 647             | 150.13 | 69.9 | -86.7    | -86.2 | -24.8 |
| \$165-179.99 | 2     | .2    | 16                 | 2,652           | 167.47 | 92.5           | 4    | .4    | 24    | 4,108           | 171.92 | 71.0 | 50.0     | 54.9  | -23.2 |
| \$180+       | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 6     | 1,079           | 181.70 | 70.2 | .0       | .0    | .0    |
| TOTAL        | 16    | 1.5   | 123                | 16,186          | 131.61 | 89.5           | 21   | 2.0   | 129   | 16,053          | 124.54 | 70.9 | 4.9      | -.8   | -20.8 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 5     | .4    | 26                 | 712             | 27.72  | 79.1           | 6    | .4    | 27    | 829             | 30.46  | 67.7 | 3.8      | 16.4  | -14.4 |
| \$ 45- 59.99 | 3     | .1    | 11                 | 548             | 49.86  | 80.7           | 3    | .1    | 7     | 402             | 56.47  | 66.7 | -36.4    | -26.6 | -17.3 |
| \$ 60- 74.99 | 2     | .1    | 7                  | 437             | 60.84  | 86.8           | 1    | .0    | 3     | 168             | 66.67  | 72.0 | -57.1    | -61.6 | -17.1 |
| \$120-134.99 | 1     | .2    | 16                 | 2,099           | 132.57 | 90.1           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$150-164.99 | 1     | .2    | 20                 | 3,137           | 158.62 | 87.8           | 2    | .4    | 29    | 4,571           | 157.72 | 72.3 | 45.0     | 45.7  | -17.7 |
| TOTAL        | 12    | 1.0   | 79                 | 6,933           | 87.25  | 84.1           | 12   | 1.0   | 66    | 5,969           | 90.69  | 69.7 | -16.5    | -13.9 | -17.1 |
| Odessa       |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 5     | .4    | 26                 | 712             | 27.72  | 79.1           | 6    | .4    | 27    | 829             | 30.46  | 67.7 | 3.8      | 16.4  | -14.4 |
| \$ 45- 59.99 | 3     | .1    | 11                 | 548             | 49.86  | 80.7           | 3    | .1    | 7     | 402             | 56.47  | 66.7 | -36.4    | -26.6 | -17.3 |
| \$ 60- 74.99 | 3     | .2    | 15                 | 988             | 67.72  | 85.7           | 3    | .2    | 15    | 1,005           | 68.25  | 69.6 | .0       | 1.7   | -18.8 |
| \$ 75- 89.99 | 2     | .2    | 16                 | 1,355           | 82.74  | 92.7           | 4    | .4    | 27    | 2,288           | 83.71  | 68.1 | 68.8     | 68.9  | -26.5 |
| \$ 90-104.99 | 1     | .1    | 9                  | 857             | 98.58  | 68.5           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$105-119.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 2    | .2    | 12    | 1,274           | 110.48 | 63.3 | .0       | .0    | .0    |
| \$120-134.99 | 3     | .4    | 33                 | 4,246           | 129.20 | 91.1           | 3    | .2    | 18    | 2,209           | 125.46 | 78.7 | -45.5    | -48.0 | -13.6 |
| \$135-149.99 | 4     | .3    | 28                 | 3,930           | 140.97 | 90.7           | 4    | .4    | 26    | 3,611           | 138.47 | 74.2 | -7.1     | -8.1  | -18.2 |
| \$150-164.99 | 5     | .6    | 50                 | 7,832           | 158.05 | 90.8           | 3    | .5    | 33    | 5,218           | 156.74 | 71.9 | -34.0    | -33.4 | -20.8 |
| \$165-179.99 | 2     | .2    | 16                 | 2,652           | 167.47 | 92.5           | 4    | .4    | 24    | 4,108           | 171.92 | 71.0 | 50.0     | 54.9  | -23.2 |
| \$180+       | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 6     | 1,079           | 181.70 | 70.2 | .0       | .0    | .0    |
| Odessa       | 28    | 2.5   | 202                | 23,120          | 114.19 | 87.3           | 33   | 3.0   | 195   | 22,022          | 113.10 | 70.5 | -3.5     | -4.7  | -19.2 |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                  | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |  |
|------------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|--|
|                  | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %    |  |
|                  | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |  |
| San Angelo CHAIN |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |  |
| \$ 00- 44.99     | 1    | .1    | 6                  | 186             | 32.57  | 79.4           | 1    | .1    | 6     | 275             | 43.22  | 86.6 | .0       | 47.8  | 9.1  |  |
| \$ 45- 59.99     | 1    | .1    | 5                  | 218             | 45.47  | 65.1           | 1    | .1    | 4     | 202             | 46.07  | 61.2 | -20.0    | -7.3  | -6.0 |  |
| \$ 60- 74.99     | 3    | .3    | 21                 | 1,344           | 63.74  | 73.7           | 2    | .2    | 15    | 984             | 66.68  | 81.0 | -28.6    | -26.8 | 9.9  |  |
| \$ 75- 89.99     | 5    | .5    | 34                 | 2,878           | 84.46  | 74.7           | 1    | .1    | 7     | 539             | 76.35  | 67.8 | -79.4    | -81.3 | -9.2 |  |
| \$ 90-104.99     | 0    | .0    | 0                  | 0               | .00    | .0             | 3    | .2    | 14    | 1,295           | 94.70  | 84.0 | .0       | .0    | .0   |  |
| \$105-119.99     | 0    | .0    | 0                  | 0               | .00    | .0             | 2    | .3    | 26    | 2,758           | 106.70 | 88.1 | .0       | .0    | .0   |  |
| \$120-134.99     | 3    | .2    | 15                 | 1,866           | 124.53 | 74.7           | 1    | .1    | 5     | 659             | 131.10 | 84.0 | -66.7    | -64.7 | 12.4 |  |
| \$135-149.99     | 2    | .2    | 11                 | 1,612           | 141.39 | 77.4           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -    |  |
| \$150-164.99     | 1    | .1    | 5                  | 774             | 163.34 | 75.8           | 3    | .2    | 18    | 2,788           | 157.01 | 82.8 | 260.0    | 260.2 | 9.2  |  |
| \$165-179.99     | 0    | .0    | 0                  | 0               | .00    | .0             | 2    | .1    | 12    | 2,051           | 175.81 | 85.7 | .0       | .0    | .0   |  |
| TOTAL            | 16   | 1.4   | 97                 | 8,878           | 91.73  | 74.6           | 16   | 1.4   | 107   | 11,552          | 108.41 | 82.1 | 10.3     | 30.1  | 10.1 |  |
| INDEP            |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |  |
| \$ 00- 44.99     | 5    | .4    | 24                 | 718             | 29.89  | 66.9           | 4    | .3    | 24    | 605             | 25.59  | 81.5 | .0       | -15.7 | 21.8 |  |
| \$ 45- 59.99     | 2    | .2    | 13                 | 727             | 54.21  | 70.4           | 3    | .3    | 19    | 1,020           | 54.26  | 72.7 | 46.2     | 40.3  | 3.3  |  |
| TOTAL            | 7    | .6    | 37                 | 1,445           | 38.61  | 68.2           | 7    | .6    | 42    | 1,624           | 38.29  | 77.4 | 13.5     | 12.4  | 13.5 |  |
| San Angelo       |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |  |
| \$ 00- 44.99     | 6    | .5    | 30                 | 903             | 30.40  | 69.0           | 5    | .4    | 30    | 880             | 29.34  | 82.5 | .0       | -2.5  | 19.6 |  |
| \$ 45- 59.99     | 3    | .3    | 18                 | 945             | 51.91  | 69.0           | 4    | .4    | 23    | 1,222           | 52.71  | 70.2 | 27.8     | 29.3  | 1.7  |  |
| \$ 60- 74.99     | 3    | .3    | 21                 | 1,344           | 63.74  | 73.7           | 2    | .2    | 15    | 984             | 66.68  | 81.0 | -28.6    | -26.8 | 9.9  |  |
| \$ 75- 89.99     | 5    | .5    | 34                 | 2,878           | 84.46  | 74.7           | 1    | .1    | 7     | 539             | 76.35  | 67.8 | -79.4    | -81.3 | -9.2 |  |
| \$ 90-104.99     | 0    | .0    | 0                  | 0               | .00    | .0             | 3    | .2    | 14    | 1,295           | 94.70  | 84.0 | .0       | .0    | .0   |  |
| \$105-119.99     | 0    | .0    | 0                  | 0               | .00    | .0             | 2    | .3    | 26    | 2,758           | 106.70 | 88.1 | .0       | .0    | .0   |  |
| \$120-134.99     | 3    | .2    | 15                 | 1,866           | 124.53 | 74.7           | 1    | .1    | 5     | 659             | 131.10 | 84.0 | -66.7    | -64.7 | 12.4 |  |
| \$135-149.99     | 2    | .2    | 11                 | 1,612           | 141.39 | 77.4           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -    |  |
| \$150-164.99     | 1    | .1    | 5                  | 774             | 163.34 | 75.8           | 3    | .2    | 18    | 2,788           | 157.01 | 82.8 | 260.0    | 260.2 | 9.2  |  |
| \$165-179.99     | 0    | .0    | 0                  | 0               | .00    | .0             | 2    | .1    | 12    | 2,051           | 175.81 | 85.7 | .0       | .0    | .0   |  |
| San Angelo       | 23   | 2.0   | 134                | 10,323          | 76.91  | 72.7           | 23   | 2.0   | 149   | 13,177          | 88.45  | 80.7 | 11.2     | 27.6  | 11.0 |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                          | 2012       |             |                    |                 |               |                | 2013       |             |              |                 |               |             | % Change   |            |            |
|--------------------------|------------|-------------|--------------------|-----------------|---------------|----------------|------------|-------------|--------------|-----------------|---------------|-------------|------------|------------|------------|
|                          | #          | #           | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.          | % <sup>2</sup> | #          | #           | Nites        | \$ <sup>3</sup> | Est.          | %           | Nites      | \$         | %          |
|                          | Htls       | Rooms       | 000's              | Revenue         | \$            | Rate           | Htls       | Rooms       | 000's        | Revenue         | \$            | Rate        | Sold       | Revs       | Occ.       |
| <b>San Antonio CHAIN</b> |            |             |                    |                 |               |                |            |             |              |                 |               |             |            |            |            |
| \$ 00- 44.99             | 58         | 5.7         | 260                | 9,923           | 38.20         | 49.7           | 57         | 5.6         | 248          | 9,403           | 37.93         | 48.5        | -4.6       | -5.2       | -2.4       |
| \$ 45- 59.99             | 45         | 3.7         | 160                | 8,348           | 52.19         | 46.5           | 56         | 4.9         | 209          | 11,040          | 52.75         | 46.0        | 30.6       | 32.2       | -1.1       |
| \$ 60- 74.99             | 49         | 4.2         | 194                | 12,908          | 66.52         | 50.6           | 45         | 3.9         | 186          | 12,541          | 67.57         | 52.2        | -4.1       | -2.8       | 3.2        |
| \$ 75- 89.99             | 46         | 5.8         | 285                | 23,325          | 81.70         | 53.2           | 42         | 4.8         | 242          | 19,656          | 81.30         | 55.2        | -15.1      | -15.7      | 3.8        |
| \$ 90-104.99             | 34         | 4.5         | 237                | 23,442          | 98.99         | 57.7           | 28         | 3.5         | 193          | 18,708          | 97.13         | 59.3        | -18.6      | -20.2      | 2.8        |
| \$105-119.99             | 31         | 3.5         | 200                | 22,791          | 114.23        | 61.8           | 37         | 4.4         | 235          | 26,422          | 112.35        | 57.5        | 17.5       | 15.9       | -7.0       |
| \$120-134.99             | 17         | 3.1         | 164                | 20,810          | 126.72        | 57.1           | 22         | 3.7         | 197          | 25,197          | 127.89        | 57.4        | 20.1       | 21.1       | .5         |
| \$135-149.99             | 6          | 1.0         | 59                 | 8,332           | 141.23        | 64.5           | 8          | 1.3         | 74           | 10,609          | 143.23        | 62.6        | 25.4       | 27.3       | -2.9       |
| \$150-164.99             | 3          | .4          | 23                 | 3,561           | 152.14        | 60.1           | 2          | .4          | 20           | 3,169           | 155.48        | 57.8        | -13.0      | -11.0      | -3.8       |
| \$165-179.99             | 5          | 3.1         | 174                | 29,667          | 170.64        | 61.4           | 2          | 1.6         | 99           | 17,505          | 177.23        | 65.7        | -43.1      | -41.0      | 7.0        |
| \$180+                   | 9          | 3.9         | 203                | 39,487          | 194.40        | 56.8           | 12         | 5.6         | 306          | 60,299          | 197.31        | 59.8        | 50.7       | 52.7       | 5.3        |
| <b>TOTAL</b>             | <b>303</b> | <b>38.9</b> | <b>1,959</b>       | <b>202,593</b>  | <b>103.41</b> | <b>54.7</b>    | <b>311</b> | <b>39.7</b> | <b>2,008</b> | <b>214,550</b>  | <b>106.83</b> | <b>55.0</b> | <b>2.5</b> | <b>5.9</b> | <b>.5</b>  |
| <b>INDEP</b>             |            |             |                    |                 |               |                |            |             |              |                 |               |             |            |            |            |
| \$ 00- 44.99             | 41         | 2.1         | 103                | 3,134           | 30.50         | 52.5           | 43         | 2.2         | 99           | 2,986           | 30.25         | 48.8        | -3.9       | -4.7       | -7.0       |
| \$ 45- 59.99             | 11         | .5          | 20                 | 1,033           | 52.22         | 47.6           | 15         | .6          | 29           | 1,541           | 52.69         | 56.7        | 45.0       | 49.2       | 19.1       |
| \$ 60- 74.99             | 10         | .4          | 19                 | 1,257           | 64.47         | 47.2           | 7          | .3          | 13           | 888             | 68.79         | 54.6        | -31.6      | -29.4      | 15.7       |
| \$ 75- 89.99             | 8          | .3          | 12                 | 990             | 82.76         | 42.8           | 9          | .3          | 13           | 1,099           | 84.31         | 47.9        | 8.3        | 11.0       | 11.9       |
| \$ 90-104.99             | 8          | .5          | 23                 | 2,208           | 97.06         | 50.8           | 7          | .5          | 20           | 2,016           | 99.25         | 43.8        | -13.0      | -8.7       | -13.8      |
| \$105-119.99             | 10         | .8          | 38                 | 4,267           | 113.26        | 53.5           | 12         | .8          | 43           | 4,994           | 117.39        | 58.5        | 13.2       | 17.0       | 9.3        |
| \$120-134.99             | 8          | .1          | 6                  | 724             | 124.53        | 45.5           | 8          | .2          | 6            | 820             | 129.64        | 38.0        | .0         | 13.3       | -16.5      |
| \$135-149.99             | 8          | .3          | 9                  | 1,309           | 141.48        | 39.3           | 6          | .1          | 3            | 498             | 142.56        | 41.7        | -66.7      | -62.0      | 6.1        |
| \$150-164.99             | 4          | .2          | 5                  | 737             | 158.04        | 22.7           | 6          | .4          | 12           | 1,816           | 152.83        | 34.3        | 140.0      | 146.4      | 51.1       |
| \$165-179.99             | 11         | .2          | 6                  | 942             | 169.44        | 31.0           | 10         | .2          | 5            | 907             | 172.52        | 30.9        | -16.7      | -3.7       | -.3        |
| \$180+                   | 8          | .5          | 26                 | 5,448           | 213.30        | 59.2           | 9          | .5          | 26           | 5,716           | 218.98        | 61.9        | .0         | 4.9        | 4.6        |
| <b>TOTAL</b>             | <b>127</b> | <b>5.9</b>  | <b>265</b>         | <b>22,049</b>   | <b>83.12</b>  | <b>49.2</b>    | <b>132</b> | <b>5.9</b>  | <b>270</b>   | <b>23,280</b>   | <b>86.29</b>  | <b>49.7</b> | <b>1.9</b> | <b>5.6</b> | <b>1.0</b> |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls | Rooms | 000's              | 000's           | Rate   | Occ            | Htls | Rooms | 000's | 000's           | Rate   | Occ  | Sold     | Revs  | Occ. |
| San Antoni   |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 99   | 7.8   | 363                | 13,057          | 36.01  | 50.5           | 100  | 7.8   | 347   | 12,389          | 35.74  | 48.6 | -4.4     | -5.1  | -3.8 |
| \$ 45- 59.99 | 56   | 4.2   | 180                | 9,381           | 52.19  | 46.6           | 71   | 5.5   | 239   | 12,581          | 52.74  | 47.0 | 32.8     | 34.1  | .9   |
| \$ 60- 74.99 | 59   | 4.6   | 214                | 14,165          | 66.33  | 50.3           | 52   | 4.1   | 199   | 13,429          | 67.65  | 52.4 | -7.0     | -5.2  | 4.2  |
| \$ 75- 89.99 | 54   | 6.1   | 297                | 24,315          | 81.75  | 52.6           | 51   | 5.1   | 255   | 20,755          | 81.45  | 54.7 | -14.1    | -14.6 | 4.0  |
| \$ 90-104.99 | 42   | 4.9   | 260                | 25,650          | 98.82  | 57.0           | 35   | 4.0   | 213   | 20,724          | 97.33  | 57.3 | -18.1    | -19.2 | .5   |
| \$105-119.99 | 41   | 4.3   | 237                | 27,057          | 114.07 | 60.3           | 49   | 5.2   | 278   | 31,416          | 113.12 | 57.7 | 17.3     | 16.1  | -4.3 |
| \$120-134.99 | 25   | 3.3   | 170                | 21,534          | 126.65 | 56.6           | 30   | 3.9   | 203   | 26,016          | 127.94 | 56.5 | 19.4     | 20.8  | -.2  |
| \$135-149.99 | 14   | 1.2   | 68                 | 9,641           | 141.26 | 59.3           | 14   | 1.4   | 78    | 11,107          | 143.20 | 61.2 | 14.7     | 15.2  | 3.2  |
| \$150-164.99 | 7    | .6    | 28                 | 4,298           | 153.12 | 47.2           | 8    | .8    | 32    | 4,985           | 154.50 | 46.2 | 14.3     | 16.0  | -2.1 |
| \$165-179.99 | 16   | 3.3   | 179                | 30,609          | 170.60 | 59.6           | 12   | 1.8   | 104   | 18,412          | 177.00 | 62.2 | -41.9    | -39.8 | 4.4  |
| \$180+       | 17   | 4.4   | 229                | 44,935          | 196.51 | 57.1           | 21   | 6.0   | 332   | 66,015          | 199.01 | 60.0 | 45.0     | 46.9  | 5.1  |
| San Antoni   | 430  | 44.8  | 2,224              | 224,642         | 100.99 | 54.0           | 443  | 45.6  | 2,278 | 237,830         | 104.40 | 54.3 | 2.4      | 5.9   | .6   |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                       | 2012 |       |                    |       |        |      | 2013 |       |       |       |        |      | % Change |       |      |  |
|-----------------------|------|-------|--------------------|-------|--------|------|------|-------|-------|-------|--------|------|----------|-------|------|--|
|                       | #    | #     | Nites <sup>1</sup> | \$    | Est.   | %    | #    | #     | Nites | \$    | Est.   | %    | Nites    | \$    | %    |  |
|                       | Htls | Rooms | 000's              | 3     | \$     | 2    | Htls | Rooms | 000's | 3     | \$     | 2    | Sold     | Revs  | Occ. |  |
| Sherman/Denison CHAIN |      |       |                    |       |        |      |      |       |       |       |        |      |          |       |      |  |
| \$ 00- 44.99          | 3    | .2    | 10                 | 366   | 37.92  | 53.2 | 0    | .0    | 0     | 0     | .00    | .0   | -        | -     | -    |  |
| \$ 45- 59.99          | 1    | .1    | 3                  | 188   | 54.06  | 50.5 | 4    | .3    | 16    | 859   | 52.43  | 63.2 | 433.3    | 356.9 | 25.1 |  |
| \$ 60- 74.99          | 2    | .2    | 8                  | 613   | 72.90  | 50.2 | 3    | .3    | 15    | 1,091 | 73.20  | 62.5 | 87.5     | 78.0  | 24.5 |  |
| \$ 75- 89.99          | 3    | .2    | 11                 | 892   | 77.55  | 53.6 | 1    | .1    | 4     | 282   | 75.66  | 56.3 | -63.6    | -68.4 | 5.0  |  |
| \$ 90-104.99          | 2    | .1    | 7                  | 722   | 96.83  | 54.8 | 3    | .2    | 14    | 1,437 | 101.63 | 66.2 | 100.0    | 99.0  | 20.8 |  |
| TOTAL                 | 11   | .8    | 41                 | 2,781 | 68.67  | 52.7 | 11   | .8    | 49    | 3,669 | 74.64  | 63.2 | 19.5     | 31.9  | 19.9 |  |
| INDEP                 |      |       |                    |       |        |      |      |       |       |       |        |      |          |       |      |  |
| \$ 00- 44.99          | 3    | .3    | 12                 | 258   | 22.20  | 39.0 | 3    | .3    | 18    | 483   | 27.24  | 59.4 | 50.0     | 87.2  | 52.3 |  |
| \$ 45- 59.99          | 1    | .0    | 1                  | 72    | 49.59  | 48.0 | 1    | .0    | 2     | 73    | 47.96  | 50.3 | 100.0    | 1.4   | 4.8  |  |
| \$ 60- 74.99          | 2    | .1    | 2                  | 147   | 69.96  | 44.0 | 0    | .0    | 0     | 0     | .00    | .0   | -        | -     | -    |  |
| \$ 75- 89.99          | 0    | .0    | 0                  | 0     | .00    | .0   | 2    | .1    | 2     | 191   | 76.96  | 52.0 | .0       | .0    | .0   |  |
| \$105-119.99          | 1    | .1    | 3                  | 368   | 117.35 | 29.6 | 1    | .1    | 4     | 421   | 115.12 | 34.6 | 33.3     | 14.4  | 16.9 |  |
| \$120-134.99          | 0    | .0    | 0                  | 0     | .00    | .0   | 1    | .0    | 0     | 40    | 129.99 | 22.3 | .0       | .0    | .0   |  |
| TOTAL                 | 7    | .5    | 18                 | 845   | 46.14  | 38.0 | 8    | .5    | 26    | 1,208 | 47.02  | 51.8 | 44.4     | 43.0  | 36.3 |  |
| Shermn/Den            |      |       |                    |       |        |      |      |       |       |       |        |      |          |       |      |  |
| \$ 00- 44.99          | 6    | .5    | 21                 | 624   | 29.33  | 44.4 | 3    | .3    | 18    | 483   | 27.24  | 59.4 | -14.3    | -22.6 | 33.8 |  |
| \$ 45- 59.99          | 2    | .1    | 5                  | 261   | 52.74  | 49.7 | 5    | .3    | 18    | 933   | 52.05  | 61.8 | 260.0    | 257.5 | 24.3 |  |
| \$ 60- 74.99          | 4    | .2    | 11                 | 760   | 72.31  | 48.8 | 3    | .3    | 15    | 1,091 | 73.20  | 62.5 | 36.4     | 43.6  | 28.1 |  |
| \$ 75- 89.99          | 3    | .2    | 11                 | 892   | 77.55  | 53.6 | 3    | .1    | 6     | 473   | 76.18  | 54.5 | -45.5    | -47.0 | 1.7  |  |
| \$ 90-104.99          | 2    | .1    | 7                  | 722   | 96.83  | 54.8 | 3    | .2    | 14    | 1,437 | 101.63 | 66.2 | 100.0    | 99.0  | 20.8 |  |
| \$105-119.99          | 1    | .1    | 3                  | 368   | 117.35 | 29.6 | 1    | .1    | 4     | 421   | 115.12 | 34.6 | 33.3     | 14.4  | 16.9 |  |
| \$120-134.99          | 0    | .0    | 0                  | 0     | .00    | .0   | 1    | .0    | 0     | 40    | 129.99 | 22.3 | .0       | .0    | .0   |  |
| Shermn/Den            | 18   | 1.4   | 59                 | 3,626 | 61.66  | 47.0 | 19   | 1.4   | 75    | 4,877 | 65.16  | 58.8 | 27.1     | 34.5  | 25.1 |  |

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HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|----------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|                | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|                | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Texarkana (TX) | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99   | 3     | .3    | 14                 | 505             | 37.15  | 50.2           | 3    | .3    | 11    | 389             | 36.50  | 39.4 | -21.4    | -23.0 | -21.5 |
| \$ 45- 59.99   | 2     | .2    | 9                  | 436             | 48.55  | 54.6           | 2    | .2    | 8     | 367             | 48.48  | 46.0 | -11.1    | -15.8 | -15.8 |
| \$ 60- 74.99   | 3     | .2    | 13                 | 894             | 67.76  | 63.7           | 4    | .3    | 14    | 927             | 68.52  | 50.0 | 7.7      | 3.7   | -21.5 |
| \$ 75- 89.99   | 2     | .2    | 10                 | 792             | 82.20  | 69.8           | 3    | .2    | 10    | 819             | 85.14  | 48.4 | .0       | 3.4   | -30.7 |
| \$ 90-104.99   | 2     | .2    | 11                 | 1,058           | 93.52  | 70.2           | 2    | .2    | 10    | 1,006           | 96.83  | 46.3 | -9.1     | -4.9  | -34.0 |
| \$105-119.99   | 3     | .3    | 15                 | 1,679           | 111.37 | 65.3           | 2    | .2    | 9     | 1,020           | 116.71 | 55.6 | -40.0    | -39.2 | -14.9 |
| TOTAL          | 15    | 1.3   | 72                 | 5,363           | 74.72  | 61.2           | 16   | 1.4   | 61    | 4,529           | 74.84  | 47.0 | -15.3    | -15.6 | -23.2 |
|                | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99   | 3     | .1    | 5                  | 175             | 34.73  | 48.5           | 2    | .1    | 3     | 99              | 32.15  | 37.5 | -40.0    | -43.4 | -22.7 |
| \$ 45- 59.99   | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .0    | 1     | 40              | 45.55  | 40.2 | .0       | .0    | .0    |
| TOTAL          | 3     | .1    | 5                  | 175             | 34.73  | 48.5           | 3    | .1    | 4     | 139             | 35.15  | 38.1 | -20.0    | -20.6 | -21.4 |
| Texarka (TX)   |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99   | 6     | .4    | 19                 | 680             | 36.49  | 49.8           | 5    | .4    | 14    | 487             | 35.53  | 38.9 | -26.3    | -28.4 | -21.9 |
| \$ 45- 59.99   | 2     | .2    | 9                  | 436             | 48.55  | 54.6           | 3    | .2    | 8     | 408             | 48.18  | 45.3 | -11.1    | -6.4  | -17.0 |
| \$ 60- 74.99   | 3     | .2    | 13                 | 894             | 67.76  | 63.7           | 4    | .3    | 14    | 927             | 68.52  | 50.0 | 7.7      | 3.7   | -21.5 |
| \$ 75- 89.99   | 2     | .2    | 10                 | 792             | 82.20  | 69.8           | 3    | .2    | 10    | 819             | 85.14  | 48.4 | .0       | 3.4   | -30.7 |
| \$ 90-104.99   | 2     | .2    | 11                 | 1,058           | 93.52  | 70.2           | 2    | .2    | 10    | 1,006           | 96.83  | 46.3 | -9.1     | -4.9  | -34.0 |
| \$105-119.99   | 3     | .3    | 15                 | 1,679           | 111.37 | 65.3           | 2    | .2    | 9     | 1,020           | 116.71 | 55.6 | -40.0    | -39.2 | -14.9 |
| Texarka (TX)   | 18    | 1.4   | 77                 | 5,538           | 72.09  | 60.2           | 19   | 1.5   | 64    | 4,668           | 72.41  | 46.4 | -16.9    | -15.7 | -22.9 |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org



HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |
| Tyler        | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 8     | .7    | 29                 | 1,113           | 37.79  | 45.5           | 8    | .7    | 33    | 1,174           | 35.97  | 50.4 | 13.8     | 5.5   | 10.8 |
| \$ 45- 59.99 | 1     | .0    | 2                  | 68              | 44.99  | 54.7           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -    |
| \$ 60- 74.99 | 6     | .5    | 25                 | 1,616           | 65.43  | 57.2           | 8    | .7    | 37    | 2,539           | 68.91  | 60.6 | 48.0     | 57.1  | 5.9  |
| \$ 75- 89.99 | 7     | .6    | 34                 | 2,859           | 83.59  | 59.0           | 4    | .4    | 20    | 1,622           | 83.04  | 56.5 | -41.2    | -43.3 | -4.2 |
| \$ 90-104.99 | 1     | .1    | 5                  | 433             | 94.07  | 65.0           | 2    | .1    | 8     | 735             | 95.98  | 59.9 | 60.0     | 69.7  | -7.8 |
| \$105-119.99 | 2     | .2    | 11                 | 1,164           | 107.41 | 67.7           | 2    | .2    | 11    | 1,184           | 110.35 | 67.0 | .0       | 1.7   | -1.0 |
| \$120-134.99 | 2     | .2    | 16                 | 2,027           | 124.48 | 72.0           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -    |
| \$135-149.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 2    | .2    | 14    | 1,857           | 135.41 | 60.6 | .0       | .0    | .0   |
| TOTAL        | 27    | 2.3   | 122                | 9,280           | 76.32  | 56.7           | 26   | 2.3   | 121   | 9,110           | 75.23  | 57.3 | -.8      | -1.8  | 1.1  |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 9     | .4    | 19                 | 662             | 34.94  | 56.6           | 7    | .3    | 15    | 512             | 35.05  | 54.2 | -21.1    | -22.7 | -4.2 |
| \$ 45- 59.99 | 3     | .1    | 7                  | 379             | 54.03  | 58.7           | 4    | .2    | 9     | 499             | 58.34  | 59.7 | 28.6     | 31.7  | 1.7  |
| \$ 60- 74.99 | 1     | .0    | 0                  | 26              | 74.28  | 53.9           | 1    | .0    | 3     | 162             | 62.54  | 61.1 | .0       | 523.1 | 13.4 |
| \$ 75- 89.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .0    | 0     | 28              | 76.27  | 50.1 | .0       | .0    | .0   |
| \$150-164.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .0    | 0     | 23              | 158.86 | 31.1 | .0       | .0    | .0   |
| TOTAL        | 13    | .5    | 26                 | 1,067           | 40.55  | 57.1           | 14   | .5    | 26    | 1,224           | 46.60  | 56.2 | .0       | 14.7  | -1.6 |
| Tyler        |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 17    | 1.1   | 48                 | 1,775           | 36.68  | 49.3           | 15   | 1.0   | 47    | 1,686           | 35.69  | 51.5 | -2.1     | -5.0  | 4.5  |
| \$ 45- 59.99 | 4     | .2    | 9                  | 447             | 52.43  | 58.0           | 4    | .2    | 9     | 499             | 58.34  | 59.7 | .0       | 11.6  | 2.9  |
| \$ 60- 74.99 | 7     | .5    | 25                 | 1,642           | 65.55  | 57.2           | 9    | .7    | 39    | 2,701           | 68.49  | 60.6 | 56.0     | 64.5  | 5.9  |
| \$ 75- 89.99 | 7     | .6    | 34                 | 2,859           | 83.59  | 59.0           | 5    | .4    | 20    | 1,650           | 82.91  | 56.3 | -41.2    | -42.3 | -4.6 |
| \$ 90-104.99 | 1     | .1    | 5                  | 433             | 94.07  | 65.0           | 2    | .1    | 8     | 735             | 95.98  | 59.9 | 60.0     | 69.7  | -7.8 |
| \$105-119.99 | 2     | .2    | 11                 | 1,164           | 107.41 | 67.7           | 2    | .2    | 11    | 1,184           | 110.35 | 67.0 | .0       | 1.7   | -1.0 |
| \$120-134.99 | 2     | .2    | 16                 | 2,027           | 124.48 | 72.0           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -    |
| \$135-149.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 2    | .2    | 14    | 1,857           | 135.41 | 60.6 | .0       | .0    | .0   |
| \$150-164.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .0    | 0     | 23              | 158.86 | 31.1 | .0       | .0    | .0   |
| Tyler        | 40    | 2.8   | 148                | 10,348          | 69.96  | 56.8           | 40   | 2.8   | 147   | 10,334          | 70.12  | 57.1 | -.7      | -.1   | .5   |

1. Roomnights sold (from estimated rate and actual rooms revenues). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %     |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Victoria     | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 2     | .2    | 9                  | 318             | 36.64  | 54.2           | 4    | .4    | 16    | 554             | 34.36  | 49.6 | 77.8     | 74.2  | -8.5  |
| \$ 45- 59.99 | 2     | .2    | 10                 | 511             | 51.34  | 60.4           | 1    | .0    | 3     | 133             | 49.52  | 60.6 | -70.0    | -74.0 | .3    |
| \$ 60- 74.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 2    | .1    | 7     | 488             | 69.32  | 67.1 | .0       | .0    | .0    |
| \$ 75- 89.99 | 4     | .2    | 13                 | 1,128           | 86.26  | 60.7           | 4    | .3    | 17    | 1,383           | 82.06  | 65.0 | 30.8     | 22.6  | 7.1   |
| \$ 90-104.99 | 2     | .2    | 14                 | 1,309           | 93.95  | 88.0           | 3    | .2    | 15    | 1,418           | 94.26  | 72.3 | 7.1      | 8.3   | -17.8 |
| \$105-119.99 | 2     | .1    | 8                  | 957             | 113.26 | 77.8           | 3    | .3    | 18    | 1,975           | 110.12 | 71.4 | 125.0    | 106.4 | -8.2  |
| \$120-134.99 | 1     | .1    | 7                  | 981             | 131.74 | 84.3           | 1    | .1    | 7     | 910             | 122.53 | 68.4 | .0       | -7.2  | -18.9 |
| \$135-149.99 | 2     | .2    | 12                 | 1,643           | 139.13 | 85.6           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| TOTAL        | 15    | 1.1   | 73                 | 6,846           | 93.36  | 71.0           | 18   | 1.4   | 83    | 6,861           | 82.56  | 63.9 | 13.7     | .2    | -10.0 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 10    | .4    | 21                 | 742             | 35.54  | 56.8           | 12   | .5    | 27    | 894             | 33.64  | 57.4 | 28.6     | 20.5  | 1.1   |
| \$ 45- 59.99 | 4     | .2    | 16                 | 840             | 52.69  | 78.4           | 6    | .2    | 12    | 613             | 51.01  | 55.5 | -25.0    | -27.0 | -29.2 |
| \$ 60- 74.99 | 4     | .2    | 11                 | 659             | 62.01  | 64.2           | 1    | .1    | 5     | 322             | 69.15  | 73.3 | -54.5    | -51.1 | 14.2  |
| \$ 75- 89.99 | 2     | .0    | 1                  | 64              | 77.96  | 38.6           | 2    | .1    | 5     | 365             | 80.18  | 67.9 | 400.0    | 470.3 | 75.9  |
| \$ 90-104.99 | 2     | .0    | 2                  | 211             | 97.62  | 47.9           | 1    | .0    | 1     | 76              | 98.85  | 40.0 | -50.0    | -64.0 | -16.5 |
| \$105-119.99 | 1     | .1    | 5                  | 545             | 113.58 | 85.5           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$135-149.99 | 1     | .0    | 1                  | 134             | 135.59 | 63.0           | 1    | .0    | 1     | 168             | 142.03 | 75.8 | .0       | 25.4  | 20.3  |
| TOTAL        | 24    | .9    | 56                 | 3,194           | 56.83  | 64.3           | 23   | .9    | 50    | 2,438           | 49.01  | 58.9 | -10.7    | -23.7 | -8.4  |
| Victoria     |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 12    | .6    | 30                 | 1,059           | 35.86  | 56.0           | 16   | .9    | 43    | 1,448           | 33.91  | 54.2 | 43.3     | 36.7  | -3.2  |
| \$ 45- 59.99 | 6     | .4    | 26                 | 1,351           | 52.17  | 70.4           | 7    | .3    | 15    | 745             | 50.74  | 56.4 | -42.3    | -44.9 | -19.9 |
| \$ 60- 74.99 | 4     | .2    | 11                 | 659             | 62.01  | 64.2           | 3    | .2    | 12    | 810             | 69.26  | 69.4 | 9.1      | 22.9  | 8.1   |
| \$ 75- 89.99 | 6     | .3    | 14                 | 1,192           | 85.77  | 58.8           | 6    | .4    | 21    | 1,749           | 81.66  | 65.6 | 50.0     | 46.7  | 11.6  |
| \$ 90-104.99 | 4     | .2    | 16                 | 1,520           | 94.44  | 79.1           | 4    | .2    | 16    | 1,494           | 94.49  | 69.6 | .0       | -1.7  | -12.0 |
| \$105-119.99 | 3     | .2    | 13                 | 1,502           | 113.38 | 80.4           | 3    | .3    | 18    | 1,975           | 110.12 | 71.4 | 38.5     | 31.5  | -11.2 |
| \$120-134.99 | 1     | .1    | 7                  | 981             | 131.74 | 84.3           | 1    | .1    | 7     | 910             | 122.53 | 68.4 | .0       | -7.2  | -18.9 |
| \$135-149.99 | 3     | .2    | 13                 | 1,777           | 138.86 | 83.3           | 1    | .0    | 1     | 168             | 142.03 | 75.8 | -92.3    | -90.5 | -9.0  |
| Victoria     | 39    | 2.1   | 130                | 10,040          | 77.51  | 67.9           | 41   | 2.3   | 133   | 9,299           | 70.00  | 61.9 | 2.3      | -7.4  | -8.8  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |
| Waco         | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 12    | 1.0   | 48                 | 1,642           | 33.86  | 53.5           | 12   | 1.0   | 50    | 1,684           | 33.97  | 54.7 | 4.2      | 2.6   | 2.2  |
| \$ 45- 59.99 | 6     | .5    | 27                 | 1,405           | 51.14  | 56.8           | 5    | .4    | 24    | 1,268           | 53.81  | 58.2 | -11.1    | -9.8  | 2.5  |
| \$ 60- 74.99 | 2     | .2    | 8                  | 499             | 61.44  | 53.5           | 4    | .3    | 18    | 1,144           | 64.54  | 60.8 | 125.0    | 129.3 | 13.6 |
| \$ 75- 89.99 | 8     | .7    | 40                 | 3,324           | 82.41  | 59.5           | 5    | .5    | 26    | 2,213           | 83.94  | 60.8 | -35.0    | -33.4 | 2.2  |
| \$ 90-104.99 | 4     | .4    | 23                 | 2,218           | 95.92  | 63.6           | 4    | .4    | 24    | 2,362           | 98.20  | 63.4 | 4.3      | 6.5   | -.3  |
| \$105-119.99 | 3     | .4    | 22                 | 2,465           | 114.62 | 59.0           | 4    | .5    | 27    | 3,178           | 115.70 | 63.2 | 22.7     | 28.9  | 7.1  |
| \$120-134.99 | 1     | .1    | 5                  | 665             | 124.09 | 66.2           | 2    | .2    | 12    | 1,468           | 120.56 | 64.6 | 140.0    | 120.8 | -2.4 |
| TOTAL        | 36    | 3.3   | 174                | 12,218          | 70.05  | 57.6           | 36   | 3.3   | 181   | 13,317          | 73.60  | 59.6 | 4.0      | 9.0   | 3.5  |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 6     | .3    | 13                 | 461             | 36.07  | 43.0           | 6    | .3    | 12    | 382             | 32.37  | 49.3 | -7.7     | -17.1 | 14.7 |
| \$ 45- 59.99 | 2     | .1    | 4                  | 193             | 48.79  | 30.8           | 1    | .1    | 3     | 140             | 47.95  | 50.3 | -25.0    | -27.5 | 63.3 |
| \$ 60- 74.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 3     | 202             | 60.47  | 51.8 | .0       | .0    | .0   |
| TOTAL        | 8     | .5    | 17                 | 654             | 39.08  | 39.3           | 8    | .4    | 18    | 724             | 40.08  | 49.9 | 5.9      | 10.7  | 27.0 |
| Waco         |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 18    | 1.3   | 61                 | 2,103           | 34.32  | 50.9           | 18   | 1.2   | 61    | 2,066           | 33.66  | 53.6 | .0       | -1.8  | 5.3  |
| \$ 45- 59.99 | 8     | .7    | 31                 | 1,598           | 50.84  | 51.3           | 6    | .5    | 26    | 1,408           | 53.16  | 57.2 | -16.1    | -11.9 | 11.5 |
| \$ 60- 74.99 | 2     | .2    | 8                  | 499             | 61.44  | 53.5           | 5    | .4    | 21    | 1,346           | 63.90  | 59.2 | 162.5    | 169.7 | 10.7 |
| \$ 75- 89.99 | 8     | .7    | 40                 | 3,324           | 82.41  | 59.5           | 5    | .5    | 26    | 2,213           | 83.94  | 60.8 | -35.0    | -33.4 | 2.2  |
| \$ 90-104.99 | 4     | .4    | 23                 | 2,218           | 95.92  | 63.6           | 4    | .4    | 24    | 2,362           | 98.20  | 63.4 | 4.3      | 6.5   | -.3  |
| \$105-119.99 | 3     | .4    | 22                 | 2,465           | 114.62 | 59.0           | 4    | .5    | 27    | 3,178           | 115.70 | 63.2 | 22.7     | 28.9  | 7.1  |
| \$120-134.99 | 1     | .1    | 5                  | 665             | 124.09 | 66.2           | 2    | .2    | 12    | 1,468           | 120.56 | 64.6 | 140.0    | 120.8 | -2.4 |
| Waco         | 44    | 3.8   | 191                | 12,872          | 67.34  | 55.3           | 44   | 3.7   | 199   | 14,041          | 70.56  | 58.5 | 4.2      | 9.1   | 5.8  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                            | 2012      |            |                    |                 |              |                | 2013      |            |            |                 |              |             | % Change    |             |             |  |
|----------------------------|-----------|------------|--------------------|-----------------|--------------|----------------|-----------|------------|------------|-----------------|--------------|-------------|-------------|-------------|-------------|--|
|                            | #         | #          | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.         | % <sup>2</sup> | #         | #          | Nites      | \$ <sup>3</sup> | Est.         | %           | Nites       | \$          | Occ.        |  |
|                            | Htls      | Rooms      | 000's              | Revenue         | \$           | Rate           | Htls      | Rooms      | 000's      | Revenue         | \$           | Rate        | Sold        | Revs        | Occ.        |  |
| <b>Wichita Falls CHAIN</b> |           |            |                    |                 |              |                |           |            |            |                 |              |             |             |             |             |  |
| \$ 00- 44.99               | 8         | .7         | 27                 | 1,029           | 37.87        | 41.3           | 8         | .7         | 27         | 935             | 34.64        | 41.5        | .0          | -9.1        | .5          |  |
| \$ 45- 59.99               | 4         | .3         | 14                 | 762             | 54.07        | 45.5           | 5         | .4         | 18         | 938             | 53.23        | 49.6        | 28.6        | 23.1        | 9.0         |  |
| \$ 60- 74.99               | 5         | .4         | 21                 | 1,366           | 66.10        | 52.9           | 5         | .5         | 25         | 1,697           | 67.21        | 60.9        | 19.0        | 24.2        | 15.1        |  |
| \$ 75- 89.99               | 1         | .1         | 5                  | 352             | 75.25        | 67.8           | 0         | .0         | 0          | 0               | .00          | .0          | -           | -           | -           |  |
| \$ 90-104.99               | 2         | .2         | 9                  | 887             | 100.41       | 62.3           | 2         | .2         | 9          | 917             | 99.00        | 65.3        | .0          | 3.4         | 4.8         |  |
| \$105-119.99               | 1         | .1         | 5                  | 581             | 112.47       | 60.4           | 1         | .1         | 5          | 601             | 110.26       | 63.8        | .0          | 3.4         | 5.6         |  |
| \$120-134.99               | 1         | .1         | 4                  | 551             | 125.65       | 65.3           | 1         | .1         | 5          | 638             | 129.50       | 73.4        | 25.0        | 15.8        | 12.4        |  |
| <b>TOTAL</b>               | <b>22</b> | <b>1.9</b> | <b>85</b>          | <b>5,529</b>    | <b>65.04</b> | <b>49.4</b>    | <b>22</b> | <b>1.9</b> | <b>90</b>  | <b>5,727</b>    | <b>63.98</b> | <b>52.2</b> | <b>5.9</b>  | <b>3.6</b>  | <b>5.7</b>  |  |
| <b>INDEP</b>               |           |            |                    |                 |              |                |           |            |            |                 |              |             |             |             |             |  |
| \$ 00- 44.99               | 3         | .2         | 9                  | 288             | 31.01        | 51.4           | 4         | .3         | 13         | 388             | 30.90        | 50.3        | 44.4        | 34.7        | -2.1        |  |
| \$ 45- 59.99               | 1         | .1         | 4                  | 258             | 58.35        | 53.5           | 1         | .1         | 4          | 230             | 57.33        | 48.4        | .0          | -10.9       | -9.5        |  |
| \$ 60- 74.99               | 1         | .0         | 1                  | 53              | 68.81        | 41.7           | 1         | .0         | 1          | 42              | 63.86        | 35.9        | .0          | -20.8       | -13.9       |  |
| <b>TOTAL</b>               | <b>5</b>  | <b>.3</b>  | <b>14</b>          | <b>599</b>      | <b>41.38</b> | <b>51.4</b>    | <b>6</b>  | <b>.4</b>  | <b>17</b>  | <b>660</b>      | <b>38.32</b> | <b>49.1</b> | <b>21.4</b> | <b>10.2</b> | <b>-4.5</b> |  |
| <b>Wichita Fa</b>          |           |            |                    |                 |              |                |           |            |            |                 |              |             |             |             |             |  |
| \$ 00- 44.99               | 11        | .9         | 36                 | 1,317           | 36.12        | 43.5           | 12        | 1.0        | 40         | 1,323           | 33.45        | 43.9        | 11.1        | .5          | .9          |  |
| \$ 45- 59.99               | 5         | .4         | 19                 | 1,021           | 55.09        | 47.2           | 6         | .5         | 22         | 1,168           | 53.99        | 49.4        | 15.8        | 14.4        | 4.7         |  |
| \$ 60- 74.99               | 6         | .4         | 21                 | 1,419           | 66.20        | 52.4           | 6         | .5         | 26         | 1,740           | 67.12        | 59.8        | 23.8        | 22.6        | 14.1        |  |
| \$ 75- 89.99               | 1         | .1         | 5                  | 352             | 75.25        | 67.8           | 0         | .0         | 0          | 0               | .00          | .0          | -           | -           | -           |  |
| \$ 90-104.99               | 2         | .2         | 9                  | 887             | 100.41       | 62.3           | 2         | .2         | 9          | 917             | 99.00        | 65.3        | .0          | 3.4         | 4.8         |  |
| \$105-119.99               | 1         | .1         | 5                  | 581             | 112.47       | 60.4           | 1         | .1         | 5          | 601             | 110.26       | 63.8        | .0          | 3.4         | 5.6         |  |
| \$120-134.99               | 1         | .1         | 4                  | 551             | 125.65       | 65.3           | 1         | .1         | 5          | 638             | 129.50       | 73.4        | 25.0        | 15.8        | 12.4        |  |
| <b>Wichita Fa</b>          | <b>27</b> | <b>2.2</b> | <b>99</b>          | <b>6,127</b>    | <b>61.60</b> | <b>49.6</b>    | <b>28</b> | <b>2.2</b> | <b>107</b> | <b>6,387</b>    | <b>59.84</b> | <b>51.7</b> | <b>8.1</b>  | <b>4.2</b>  | <b>4.2</b>  |  |

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HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                        | 2012       |             |                    |                 |              |                | 2013       |             |              |                 |              |             | % Change  |            |             |  |
|------------------------|------------|-------------|--------------------|-----------------|--------------|----------------|------------|-------------|--------------|-----------------|--------------|-------------|-----------|------------|-------------|--|
|                        | #          | #           | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.         | % <sup>2</sup> | #          | #           | Nites        | \$ <sup>3</sup> | Est.         | %           | Nites     | \$         | Occ.        |  |
|                        | Htls       | Rooms       | 000's              | Revenue         | \$           | Rate           | Htls       | Rooms       | 000's        | Revenue         | \$           | Rate        | Sold      | Revs       | Occ.        |  |
| <b>Non-Metro CHAIN</b> |            |             |                    |                 |              |                |            |             |              |                 |              |             |           |            |             |  |
| \$ 00- 44.99           | 74         | 4.5         | 201                | 7,468           | 37.16        | 48.0           | 84         | 5.3         | 228          | 8,455           | 37.09        | 47.0        | 13.4      | 13.2       | -2.1        |  |
| \$ 45- 59.99           | 92         | 5.3         | 260                | 13,613          | 52.43        | 52.9           | 99         | 5.7         | 269          | 14,069          | 52.37        | 50.9        | 3.5       | 3.3        | -3.8        |  |
| \$ 60- 74.99           | 81         | 5.0         | 255                | 17,342          | 68.00        | 55.3           | 74         | 4.5         | 231          | 15,541          | 67.26        | 56.3        | -9.4      | -10.4      | 1.8         |  |
| \$ 75- 89.99           | 85         | 5.1         | 300                | 24,751          | 82.53        | 63.4           | 74         | 4.6         | 258          | 21,387          | 82.82        | 60.7        | -14.0     | -13.6      | -4.3        |  |
| \$ 90-104.99           | 46         | 3.0         | 178                | 17,330          | 97.29        | 64.7           | 52         | 3.3         | 195          | 18,875          | 96.59        | 64.5        | 9.6       | 8.9        | -.3         |  |
| \$105-119.99           | 38         | 2.4         | 151                | 16,914          | 111.99       | 68.4           | 41         | 2.6         | 154          | 17,315          | 112.22       | 65.7        | 2.0       | 2.4        | -3.9        |  |
| \$120-134.99           | 18         | 1.3         | 94                 | 11,722          | 125.04       | 79.9           | 17         | 1.1         | 72           | 9,065           | 126.34       | 71.1        | -23.4     | -22.7      | -11.0       |  |
| \$135-149.99           | 8          | .5          | 34                 | 4,896           | 142.03       | 81.5           | 13         | .8          | 59           | 8,542           | 144.37       | 76.9        | 73.5      | 74.5       | -5.6        |  |
| \$150-164.99           | 7          | .7          | 42                 | 6,613           | 157.11       | 65.6           | 8          | .5          | 36           | 5,694           | 156.17       | 78.2        | -14.3     | -13.9      | 19.2        |  |
| \$165-179.99           | 2          | .1          | 8                  | 1,358           | 174.18       | 72.4           | 7          | .7          | 40           | 6,951           | 174.04       | 65.3        | 400.0     | 411.9      | -9.8        |  |
| \$180+                 | 4          | .2          | 20                 | 4,539           | 229.23       | 86.8           | 2          | .2          | 13           | 2,448           | 185.43       | 78.0        | -35.0     | -46.1      | -10.1       |  |
| <b>TOTAL</b>           | <b>455</b> | <b>28.2</b> | <b>1,543</b>       | <b>126,545</b>  | <b>82.03</b> | <b>59.4</b>    | <b>471</b> | <b>29.2</b> | <b>1,556</b> | <b>128,343</b>  | <b>82.47</b> | <b>57.9</b> | <b>.8</b> | <b>1.4</b> | <b>-2.5</b> |  |
| <b>INDEP</b>           |            |             |                    |                 |              |                |            |             |              |                 |              |             |           |            |             |  |
| \$ 00- 44.99           | 181        | 8.4         | 388                | 12,647          | 32.60        | 50.1           | 176        | 8.5         | 375          | 12,123          | 32.32        | 47.8        | -3.4      | -4.1       | -4.6        |  |
| \$ 45- 59.99           | 69         | 2.6         | 131                | 6,932           | 52.71        | 54.5           | 82         | 2.9         | 146          | 7,593           | 52.15        | 55.5        | 11.5      | 9.5        | 1.8         |  |
| \$ 60- 74.99           | 47         | 2.0         | 106                | 7,141           | 67.26        | 57.3           | 40         | 1.7         | 78           | 5,256           | 67.65        | 48.9        | -26.4     | -26.4      | -14.7       |  |
| \$ 75- 89.99           | 40         | 1.3         | 63                 | 5,123           | 81.27        | 52.1           | 45         | 1.7         | 88           | 7,212           | 81.67        | 57.9        | 39.7      | 40.8       | 11.1        |  |
| \$ 90-104.99           | 29         | 1.0         | 51                 | 5,063           | 98.50        | 54.6           | 31         | 1.0         | 49           | 4,738           | 96.86        | 53.1        | -3.9      | -6.4       | -2.7        |  |
| \$105-119.99           | 26         | .8          | 48                 | 5,346           | 111.74       | 63.6           | 20         | .8          | 40           | 4,418           | 110.28       | 56.2        | -16.7     | -17.4      | -11.6       |  |
| \$120-134.99           | 19         | .5          | 25                 | 3,153           | 126.98       | 56.8           | 19         | .6          | 33           | 4,102           | 125.70       | 56.8        | 32.0      | 30.1       | .0          |  |
| \$135-149.99           | 13         | .3          | 16                 | 2,284           | 142.19       | 55.8           | 15         | .3          | 15           | 2,167           | 142.29       | 48.8        | -6.3      | -5.1       | -12.5       |  |
| \$150-164.99           | 9          | .3          | 14                 | 2,218           | 156.14       | 56.6           | 9          | .4          | 22           | 3,438           | 154.66       | 62.3        | 57.1      | 55.0       | 10.1        |  |
| \$165-179.99           | 10         | .2          | 9                  | 1,565           | 174.44       | 46.7           | 15         | .3          | 11           | 1,939           | 169.60       | 46.9        | 22.2      | 23.9       | .4          |  |
| \$180+                 | 22         | .5          | 24                 | 5,549           | 229.28       | 49.5           | 26         | .5          | 21           | 5,143           | 243.87       | 46.9        | -12.5     | -7.3       | -5.3        |  |
| <b>TOTAL</b>           | <b>465</b> | <b>18.0</b> | <b>876</b>         | <b>57,021</b>   | <b>65.08</b> | <b>52.9</b>    | <b>478</b> | <b>18.6</b> | <b>878</b>   | <b>58,128</b>   | <b>66.19</b> | <b>51.2</b> | <b>.2</b> | <b>1.9</b> | <b>-3.2</b> |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|              | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |  |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|--|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |  |
|              | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |  |
| Non-Metro    |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99 | 255  | 13.0  | 589                | 20,114          | 34.15  | 49.4           | 260  | 13.8  | 603   | 20,579          | 34.12  | 47.5 | 2.4      | 2.3   | -3.8  |  |
| \$ 45- 59.99 | 161  | 8.0   | 391                | 20,544          | 52.52  | 53.4           | 181  | 8.6   | 414   | 21,662          | 52.29  | 52.4 | 5.9      | 5.4   | -1.9  |  |
| \$ 60- 74.99 | 128  | 7.0   | 361                | 24,484          | 67.78  | 55.9           | 114  | 6.2   | 309   | 20,797          | 67.36  | 54.2 | -14.4    | -15.1 | -3.0  |  |
| \$ 75- 89.99 | 125  | 6.5   | 363                | 29,875          | 82.31  | 61.1           | 119  | 6.3   | 347   | 28,598          | 82.53  | 60.0 | -4.4     | -4.3  | -1.8  |  |
| \$ 90-104.99 | 75   | 4.0   | 230                | 22,393          | 97.56  | 62.1           | 83   | 4.3   | 244   | 23,613          | 96.64  | 61.8 | 6.1      | 5.4   | -.5   |  |
| \$105-119.99 | 64   | 3.2   | 199                | 22,261          | 111.93 | 67.2           | 61   | 3.3   | 194   | 21,733          | 111.82 | 63.5 | -2.5     | -2.4  | -5.5  |  |
| \$120-134.99 | 37   | 1.7   | 119                | 14,874          | 125.45 | 73.6           | 36   | 1.7   | 104   | 13,167          | 126.14 | 65.9 | -12.6    | -11.5 | -10.5 |  |
| \$135-149.99 | 21   | .8    | 51                 | 7,179           | 142.08 | 71.1           | 28   | 1.2   | 74    | 10,709          | 143.95 | 68.8 | 45.1     | 49.2  | -3.2  |  |
| \$150-164.99 | 16   | 1.0   | 56                 | 8,831           | 156.87 | 63.1           | 17   | .9    | 59    | 9,132           | 155.60 | 71.3 | 5.4      | 3.4   | 13.0  |  |
| \$165-179.99 | 12   | .3    | 17                 | 2,923           | 174.32 | 55.9           | 22   | .9    | 51    | 8,890           | 173.05 | 60.0 | 200.0    | 204.1 | 7.3   |  |
| \$180+       | 26   | .8    | 44                 | 10,088          | 229.26 | 61.4           | 28   | .7    | 34    | 7,591           | 221.37 | 55.4 | -22.7    | -24.8 | -9.8  |  |
| Non-Metro    | 920  | 46.2  | 2,419              | 183,566         | 75.89  | 56.9           | 949  | 47.9  | 2,434 | 186,471         | 76.60  | 55.3 | .6       | 1.6   | -2.8  |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                    | 2012                |              |                    |                  |              |                | 2013         |              |               |                  |              |             | % Change   |            |            |
|--------------------|---------------------|--------------|--------------------|------------------|--------------|----------------|--------------|--------------|---------------|------------------|--------------|-------------|------------|------------|------------|
|                    | #                   | #            | Nites <sup>1</sup> | \$ <sup>3</sup>  | Est.         | % <sup>2</sup> | #            | #            | Nites         | \$ <sup>3</sup>  | Est.         | %           | Nites      | \$         | %          |
|                    | Htls                | Rooms        | 000's              | Revenue          | \$           | Rate           | Htls         | Rooms        | 000's         | Revenue          | \$           | Rate        | Sold       | Revs       | Occ.       |
| <b>TOTAL TEXAS</b> | <b>CHAINS</b>       |              |                    |                  |              |                |              |              |               |                  |              |             |            |            |            |
| \$ 00- 44.99       | 623                 | 57.4         | 2,947              | 108,306          | 36.75        | 55.8           | 590          | 54.3         | 2,764         | 102,829          | 37.20        | 55.3        | -6.2       | -5.1       | -.9        |
| \$ 45- 59.99       | 515                 | 37.5         | 1,897              | 98,847           | 52.11        | 55.0           | 541          | 39.8         | 2,075         | 108,533          | 52.31        | 56.7        | 9.4        | 9.8        | 3.1        |
| \$ 60- 74.99       | 500                 | 41.6         | 2,212              | 149,681          | 67.68        | 57.8           | 455          | 36.8         | 2,005         | 135,488          | 67.58        | 59.2        | -9.4       | -9.5       | 2.4        |
| \$ 75- 89.99       | 434                 | 39.8         | 2,246              | 185,639          | 82.64        | 61.3           | 400          | 36.4         | 2,076         | 170,995          | 82.35        | 61.9        | -7.6       | -7.9       | 1.0        |
| \$ 90-104.99       | 307                 | 35.6         | 2,032              | 198,524          | 97.70        | 62.1           | 296          | 31.5         | 1,872         | 183,318          | 97.93        | 64.6        | -7.9       | -7.7       | 4.0        |
| \$105-119.99       | 278                 | 33.3         | 1,953              | 220,637          | 113.00       | 63.8           | 317          | 36.3         | 2,140         | 239,455          | 111.90       | 64.0        | 9.6        | 8.5        | .3         |
| \$120-134.99       | 164                 | 26.8         | 1,546              | 195,518          | 126.47       | 62.6           | 200          | 29.9         | 1,797         | 228,808          | 127.36       | 65.3        | 16.2       | 17.0       | 4.3        |
| \$135-149.99       | 71                  | 11.8         | 741                | 104,077          | 140.53       | 68.4           | 113          | 18.4         | 1,138         | 161,479          | 141.88       | 67.2        | 53.6       | 55.2       | -1.8       |
| \$150-164.99       | 38                  | 9.6          | 591                | 92,956           | 157.40       | 67.0           | 39           | 6.1          | 391           | 60,886           | 155.60       | 69.6        | -33.8      | -34.5      | 3.9        |
| \$165-179.99       | 29                  | 9.2          | 562                | 96,017           | 170.90       | 66.4           | 45           | 13.2         | 843           | 146,767          | 174.18       | 69.3        | 50.0       | 52.9       | 4.4        |
| \$180+             | 39                  | 13.6         | 845                | 181,203          | 214.53       | 67.3           | 55           | 18.8         | 1,165         | 250,337          | 214.84       | 67.3        | 37.9       | 38.2       | .0         |
| <b>TOTAL</b>       | <b>2,998</b>        | <b>316.1</b> | <b>17,570</b>      | <b>1,631,406</b> | <b>92.85</b> | <b>60.4</b>    | <b>3,051</b> | <b>321.7</b> | <b>18,265</b> | <b>1,788,895</b> | <b>97.94</b> | <b>61.7</b> | <b>4.0</b> | <b>9.7</b> | <b>2.2</b> |
|                    | <b>INDEPENDENTS</b> |              |                    |                  |              |                |              |              |               |                  |              |             |            |            |            |
| \$ 00- 44.99       | 627                 | 34.5         | 1,637              | 51,655           | 31.55        | 51.6           | 647          | 35.9         | 1,750         | 55,538           | 31.74        | 52.9        | 6.9        | 7.5        | 2.5        |
| \$ 45- 59.99       | 243                 | 12.1         | 603                | 31,306           | 51.94        | 54.0           | 247          | 11.3         | 567           | 29,617           | 52.20        | 54.5        | -6.0       | -5.4       | .9         |
| \$ 60- 74.99       | 110                 | 5.6          | 278                | 18,245           | 65.62        | 54.0           | 104          | 5.8          | 274           | 18,123           | 66.06        | 51.3        | -1.4       | -.7        | -5.0       |
| \$ 75- 89.99       | 90                  | 4.1          | 184                | 15,121           | 82.34        | 48.9           | 91           | 3.9          | 182           | 14,959           | 82.19        | 51.2        | -1.1       | -1.1       | 4.7        |
| \$ 90-104.99       | 69                  | 2.7          | 113                | 11,085           | 97.90        | 45.0           | 70           | 3.2          | 141           | 13,528           | 96.26        | 48.4        | 24.8       | 22.0       | 7.6        |
| \$105-119.99       | 63                  | 2.9          | 129                | 14,495           | 112.27       | 48.9           | 71           | 3.5          | 151           | 17,148           | 113.50       | 46.3        | 17.1       | 18.3       | -5.3       |
| \$120-134.99       | 53                  | 2.8          | 137                | 17,831           | 129.71       | 52.4           | 56           | 2.3          | 93            | 12,021           | 129.06       | 44.8        | -32.1      | -32.6      | -14.5      |
| \$135-149.99       | 52                  | 3.3          | 150                | 21,656           | 144.25       | 49.3           | 50           | 3.0          | 143           | 20,572           | 143.68       | 52.4        | -4.7       | -5.0       | 6.3        |
| \$150-164.99       | 39                  | 2.5          | 136                | 21,219           | 155.63       | 58.7           | 44           | 2.8          | 134           | 21,143           | 157.34       | 51.8        | -1.5       | -.4        | -11.8      |
| \$165-179.99       | 31                  | 1.7          | 76                 | 13,334           | 174.49       | 47.6           | 34           | 1.6          | 94            | 16,025           | 170.71       | 62.0        | 23.7       | 20.2       | 30.3       |
| \$180+             | 65                  | 4.3          | 236                | 55,794           | 236.35       | 59.9           | 76           | 5.0          | 286           | 69,147           | 241.82       | 61.7        | 21.2       | 23.9       | 3.0        |
| <b>TOTAL</b>       | <b>1,442</b>        | <b>76.6</b>  | <b>3,681</b>       | <b>271,742</b>   | <b>73.83</b> | <b>52.2</b>    | <b>1,490</b> | <b>78.4</b>  | <b>3,815</b>  | <b>287,821</b>   | <b>75.44</b> | <b>52.9</b> | <b>3.6</b> | <b>5.9</b> | <b>1.3</b> |

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HOTEL/MOTEL PERFORMANCE BY METRO, FOURTH QUARTER

|                    | 2012         |              |                    |                  |              |                | 2013         |              |               |                  |              |             | % Change   |            |            |  |
|--------------------|--------------|--------------|--------------------|------------------|--------------|----------------|--------------|--------------|---------------|------------------|--------------|-------------|------------|------------|------------|--|
|                    | #            | #            | Nites <sup>1</sup> | \$ <sup>3</sup>  | Est.         | % <sup>2</sup> | #            | #            | Nites         | \$ <sup>3</sup>  | Est.         | %           | Nites      | \$         | Occ.       |  |
|                    | Htls         | Rooms        | 000's              | Revenue          | \$           | Rate           | Htls         | Rooms        | 000's         | Revenue          | \$           | Rate        | Sold       | Revs       | Occ.       |  |
| <b>TOTAL TEXAS</b> |              |              |                    |                  |              |                |              |              |               |                  |              |             |            |            |            |  |
| \$ 00- 44.99       | 1,250        | 91.9         | 4,584              | 159,962          | 34.89        | 54.2           | 1,237        | 90.3         | 4,513         | 158,367          | 35.09        | 54.3        | -1.5       | -1.0       | .2         |  |
| \$ 45- 59.99       | 758          | 49.7         | 2,500              | 130,154          | 52.07        | 54.7           | 788          | 51.1         | 2,642         | 138,150          | 52.29        | 56.2        | 5.7        | 6.1        | 2.7        |  |
| \$ 60- 74.99       | 610          | 47.2         | 2,490              | 167,926          | 67.45        | 57.4           | 559          | 42.6         | 2,279         | 153,611          | 67.39        | 58.2        | -8.5       | -8.5       | 1.4        |  |
| \$ 75- 89.99       | 524          | 43.9         | 2,430              | 200,760          | 82.62        | 60.2           | 491          | 40.3         | 2,258         | 185,953          | 82.34        | 60.9        | -7.1       | -7.4       | 1.2        |  |
| \$ 90-104.99       | 376          | 38.3         | 2,145              | 209,608          | 97.71        | 60.9           | 366          | 34.6         | 2,012         | 196,845          | 97.82        | 63.1        | -6.2       | -6.1       | 3.6        |  |
| \$105-119.99       | 341          | 36.1         | 2,082              | 235,133          | 112.96       | 62.6           | 388          | 39.9         | 2,291         | 256,603          | 112.01       | 62.4        | 10.0       | 9.1        | -.3        |  |
| \$120-134.99       | 217          | 29.7         | 1,683              | 213,349          | 126.74       | 61.7           | 256          | 32.2         | 1,890         | 240,829          | 127.44       | 63.8        | 12.3       | 12.9       | 3.4        |  |
| \$135-149.99       | 123          | 15.1         | 891                | 125,733          | 141.16       | 64.2           | 163          | 21.4         | 1,281         | 182,050          | 142.08       | 65.1        | 43.8       | 44.8       | 1.4        |  |
| \$150-164.99       | 77           | 12.1         | 727                | 114,175          | 157.07       | 65.3           | 83           | 8.9          | 526           | 82,029           | 156.04       | 64.0        | -27.6      | -28.2      | -2.0       |  |
| \$165-179.99       | 60           | 10.9         | 638                | 109,351          | 171.33       | 63.4           | 79           | 14.9         | 936           | 162,792          | 173.84       | 68.5        | 46.7       | 48.9       | 8.0        |  |
| \$180+             | 104          | 17.9         | 1,081              | 236,996          | 219.30       | 65.6           | 131          | 23.9         | 1,451         | 319,485          | 220.16       | 66.1        | 34.2       | 34.8       | .8         |  |
| <b>TOTAL TEXAS</b> | <b>4,440</b> | <b>392.8</b> | <b>21,250</b>      | <b>1,903,148</b> | <b>89.56</b> | <b>58.8</b>    | <b>4,541</b> | <b>400.0</b> | <b>22,081</b> | <b>2,076,715</b> | <b>94.05</b> | <b>60.0</b> | <b>3.9</b> | <b>9.1</b> | <b>2.0</b> |  |
| <u>2011</u>        |              |              |                    |                  |              |                |              |              |               |                  |              |             |            |            |            |  |
| <b>Total Texas</b> | <b>4,428</b> | <b>390.5</b> | <b>19,978</b>      | <b>1,702,585</b> | <b>85.22</b> | <b>55.6</b>    |              |              |               |                  |              |             |            |            |            |  |

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HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                    | 2012         |              |                    |                  |              |                | 2013         |              |               |                  |              |             | % Change   |            |            |
|--------------------|--------------|--------------|--------------------|------------------|--------------|----------------|--------------|--------------|---------------|------------------|--------------|-------------|------------|------------|------------|
|                    | #            | #            | Nites <sup>1</sup> | \$ <sup>3</sup>  | Est.         | % <sup>2</sup> | #            | #            | Nites         | \$ <sup>3</sup>  | Est.         | %           | Nites      | \$         | Occ.       |
|                    | Htls         | Rooms        | 000's              | Revenue          | \$           | Rate           | Htls         | Rooms        | 000's         | Revenue          | \$           | Rate        | Sold       | Revs       | Occ.       |
| <b>Metro Areas</b> |              |              |                    |                  |              |                |              |              |               |                  |              |             |            |            |            |
| Abilene            | 35           | 3.0          | 565                | 42,475           | 75.21        | 52.2           | 35           | 3.0          | 577           | 44,441           | 77.03        | 53.5        | 2.1        | 4.6        | 2.5        |
| Amarillo           | 63           | 5.8          | 1,260              | 83,528           | 66.29        | 59.4           | 64           | 6.0          | 1,335         | 92,113           | 68.97        | 61.1        | 6.0        | 10.3       | 2.9        |
| Austin-R Ro        | 287          | 29.7         | 7,495              | 831,633          | 110.96       | 69.1           | 306          | 30.7         | 8,115         | 946,992          | 116.70       | 72.5        | 8.3        | 13.9       | 4.9        |
| Beaumont-PT A      | 75           | 6.0          | 1,159              | 75,868           | 65.44        | 53.0           | 75           | 5.9          | 1,118         | 72,397           | 64.77        | 52.2        | -3.5       | -4.6       | -1.5       |
| Browns/Harl        | 103          | 6.8          | 1,326              | 121,080          | 91.31        | 53.5           | 103          | 6.9          | 1,348         | 126,476          | 93.81        | 53.7        | 1.7        | 4.5        | .4         |
| ColSt-Bryan        | 50           | 4.0          | 895                | 73,996           | 82.65        | 61.2           | 51           | 4.1          | 1,004         | 87,533           | 87.17        | 66.7        | 12.2       | 18.3       | 9.0        |
| Corpus Chri        | 183          | 11.9         | 2,399              | 229,114          | 95.51        | 55.1           | 185          | 12.1         | 2,470         | 247,335          | 100.14       | 55.9        | 3.0        | 8.0        | 1.5        |
| Dallas MDiv        | 550          | 71.7         | 16,440             | 1,412,901        | 85.95        | 62.8           | 555          | 71.9         | 17,170        | 1,556,812        | 90.67        | 65.4        | 4.4        | 10.2       | 4.1        |
| Ft W-Arl MDiv      | 293          | 31.7         | 6,987              | 673,973          | 96.46        | 60.4           | 299          | 32.1         | 7,204         | 710,822          | 98.67        | 61.5        | 3.1        | 5.5        | 1.8        |
| Total DFW          | 843          | 103.4        | 23,427             | 2,086,874        | 89.08        | 62.1           | 854          | 104.0        | 24,374        | 2,267,634        | 93.03        | 64.2        | 4.0        | 8.7        | 3.4        |
| El Paso            | 79           | 8.9          | 2,116              | 149,941          | 70.86        | 64.8           | 76           | 8.8          | 2,061         | 147,491          | 71.57        | 64.5        | -2.6       | -1.6       | -.5        |
| Hou-Bay-Sug        | 853          | 81.1         | 19,124             | 1,833,941        | 95.89        | 64.6           | 866          | 81.9         | 19,865        | 2,067,797        | 104.09       | 66.4        | 3.9        | 12.8       | 2.8        |
| Kil-Tem-FtH        | 81           | 4.9          | 1,017              | 68,044           | 66.87        | 56.4           | 77           | 4.8          | 968           | 64,896           | 67.05        | 55.3        | -4.8       | -4.6       | -2.0       |
| Laredo             | 38           | 3.9          | 995                | 73,657           | 74.03        | 70.5           | 38           | 3.9          | 952           | 69,802           | 73.31        | 67.5        | -4.3       | -5.2       | -4.3       |
| Longview           | 41           | 2.5          | 540                | 36,204           | 67.10        | 58.3           | 45           | 2.7          | 564           | 38,528           | 68.28        | 56.3        | 4.4        | 6.4        | -3.4       |
| Lubbock            | 53           | 4.9          | 1,128              | 85,608           | 75.86        | 62.9           | 52           | 4.8          | 1,169         | 93,643           | 80.08        | 66.8        | 3.6        | 9.4        | 6.2        |
| McAl-Ed-Mi         | 91           | 6.7          | 1,352              | 99,351           | 73.46        | 55.2           | 91           | 6.7          | 1,366         | 102,016          | 74.66        | 55.8        | 1.0        | 2.7        | 1.1        |
| Midland            | 33           | 2.9          | 962                | 99,359           | 103.33       | 91.5           | 35           | 3.1          | 938           | 101,001          | 107.73       | 81.9        | -2.5       | 1.7        | -10.5      |
| Odessa             | 28           | 2.5          | 827                | 93,715           | 113.33       | 90.3           | 32           | 2.9          | 805           | 92,884           | 115.34       | 77.0        | -2.7       | -.9        | -14.7      |
| San Angelo         | 23           | 2.0          | 527                | 39,411           | 74.73        | 73.6           | 24           | 2.0          | 609           | 53,860           | 88.39        | 82.9        | 15.6       | 36.7       | 12.6       |
| San Antonio        | 444          | 45.1         | 10,282             | 1,020,280        | 99.23        | 62.4           | 456          | 45.8         | 10,443        | 1,076,709        | 103.10       | 62.5        | 1.6        | 5.5        | .2         |
| Shermn/Deni        | 21           | 1.3          | 252                | 16,847           | 66.85        | 51.8           | 22           | 1.4          | 283           | 19,921           | 70.51        | 54.8        | 12.3       | 18.2       | 5.8        |
| Texarka(TX)        | 18           | 1.4          | 312                | 23,644           | 75.74        | 62.5           | 19           | 1.5          | 283           | 20,839           | 73.65        | 52.2        | -9.3       | -11.9      | -16.5      |
| Tyler              | 42           | 2.9          | 599                | 43,268           | 72.25        | 57.0           | 42           | 2.9          | 615           | 45,395           | 73.80        | 59.1        | 2.7        | 4.9        | 3.7        |
| Victoria           | 39           | 2.0          | 520                | 43,965           | 84.55        | 70.2           | 42           | 2.3          | 534           | 41,317           | 77.44        | 64.1        | 2.7        | -6.0       | -8.7       |
| Waco               | 44           | 3.7          | 783                | 52,247           | 66.73        | 57.5           | 44           | 3.7          | 830           | 57,698           | 69.51        | 61.7        | 6.0        | 10.4       | 7.3        |
| Wichita Fal        | 27           | 2.2          | 428                | 26,724           | 62.41        | 53.3           | 28           | 2.2          | 445           | 27,394           | 61.50        | 54.9        | 4.0        | 2.5        | 3.0        |
| Non-Metro          | 932          | 45.9         | 9,893              | 752,217          | 76.04        | 59.1           | 972          | 47.7         | 10,141        | 797,016          | 78.60        | 58.3        | 2.5        | 6.0        | -1.4       |
| <b>Total Texas</b> | <b>4,526</b> | <b>395.5</b> | <b>90,184</b>      | <b>8,102,992</b> | <b>89.85</b> | <b>62.5</b>    | <b>4,632</b> | <b>401.5</b> | <b>93,213</b> | <b>8,803,128</b> | <b>94.44</b> | <b>63.6</b> | <b>3.4</b> | <b>8.6</b> | <b>1.8</b> |
| <b>2011</b>        |              |              |                    |                  |              |                |              |              |               |                  |              |             |            |            |            |
| <b>Total Texas</b> | <b>4,525</b> | <b>393.0</b> | <b>85,392</b>      | <b>7,374,661</b> | <b>86.36</b> | <b>59.5</b>    |              |              |               |                  |              |             |            |            |            |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %     |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Abilene      | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 2     | .2    | 49                 | 1,709           | 35.16  | 53.8           | 1    | .2    | 35    | 1,419           | 40.58  | 57.9 | -28.6    | -17.0 | 7.6   |
| \$ 45- 59.99 | 5     | .4    | 66                 | 3,427           | 51.72  | 47.4           | 5    | .4    | 68    | 3,515           | 51.51  | 48.5 | 3.0      | 2.6   | 2.3   |
| \$ 60- 74.99 | 6     | .4    | 79                 | 5,416           | 68.42  | 53.8           | 6    | .4    | 82    | 5,691           | 69.24  | 54.7 | 3.8      | 5.1   | 1.7   |
| \$ 75- 89.99 | 2     | .2    | 35                 | 2,748           | 78.43  | 53.0           | 3    | .2    | 45    | 3,569           | 79.79  | 59.0 | 28.6     | 29.9  | 11.3  |
| \$ 90-104.99 | 4     | .3    | 63                 | 6,055           | 96.75  | 59.3           | 3    | .2    | 52    | 5,152           | 98.94  | 58.9 | -17.5    | -14.9 | -.7   |
| \$105-119.99 | 6     | .6    | 130                | 14,824          | 114.31 | 62.5           | 5    | .5    | 107   | 12,302          | 114.92 | 61.4 | -17.7    | -17.0 | -1.8  |
| \$120-134.99 | 1     | .1    | 21                 | 2,582           | 122.62 | 58.7           | 2    | .2    | 53    | 6,583           | 124.25 | 62.9 | 152.4    | 155.0 | 7.2   |
| TOTAL        | 26    | 2.2   | 442                | 36,762          | 83.10  | 55.8           | 26   | 2.1   | 442   | 38,231          | 86.45  | 57.1 | .0       | 4.0   | -31.3 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 5     | .5    | 69                 | 2,350           | 33.99  | 37.9           | 5    | .5    | 71    | 2,267           | 31.95  | 39.9 | 2.9      | -3.5  | 5.3   |
| \$ 45- 59.99 | 2     | .1    | 24                 | 1,206           | 51.14  | 50.0           | 2    | .2    | 32    | 1,597           | 49.47  | 49.6 | 33.3     | 32.4  | -.8   |
| \$ 60- 74.99 | 1     | .2    | 29                 | 1,914           | 66.61  | 48.9           | 1    | .2    | 31    | 2,070           | 67.58  | 52.1 | 6.9      | 8.2   | 6.5   |
| \$180+       | 1     | .0    | 1                  | 243             | 274.43 | 60.8           | 1    | .0    | 1     | 276             | 320.72 | 59.0 | .0       | 13.6  | -3.0  |
| TOTAL        | 9     | .8    | 122                | 5,714           | 46.70  | 42.2           | 9    | .8    | 135   | 6,210           | 46.09  | 44.4 | 10.7     | 8.7   | -4.9  |
| Abilene      |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 7     | .7    | 118                | 4,059           | 34.48  | 43.2           | 6    | .7    | 106   | 3,686           | 34.80  | 44.4 | -10.2    | -9.2  | 2.8   |
| \$ 45- 59.99 | 7     | .5    | 90                 | 4,633           | 51.57  | 48.0           | 7    | .6    | 101   | 5,112           | 50.86  | 48.9 | 12.2     | 10.3  | 1.9   |
| \$ 60- 74.99 | 7     | .6    | 108                | 7,331           | 67.94  | 52.4           | 7    | .6    | 113   | 7,760           | 68.79  | 54.0 | 4.6      | 5.9   | 3.1   |
| \$ 75- 89.99 | 2     | .2    | 35                 | 2,748           | 78.43  | 53.0           | 3    | .2    | 45    | 3,569           | 79.79  | 59.0 | 28.6     | 29.9  | 11.3  |
| \$ 90-104.99 | 4     | .3    | 63                 | 6,055           | 96.75  | 59.3           | 3    | .2    | 52    | 5,152           | 98.94  | 58.9 | -17.5    | -14.9 | -.7   |
| \$105-119.99 | 6     | .6    | 130                | 14,824          | 114.31 | 62.5           | 5    | .5    | 107   | 12,302          | 114.92 | 61.4 | -17.7    | -17.0 | -1.8  |
| \$120-134.99 | 1     | .1    | 21                 | 2,582           | 122.62 | 58.7           | 2    | .2    | 53    | 6,583           | 124.25 | 62.9 | 152.4    | 155.0 | 7.2   |
| \$180+       | 1     | .0    | 1                  | 243             | 274.43 | 60.8           | 1    | .0    | 1     | 276             | 320.72 | 59.0 | .0       | 13.6  | -3.0  |
| Abilene      | 35    | 3.0   | 565                | 42,475          | 75.21  | 52.2           | 35   | 3.0   | 577   | 44,441          | 77.03  | 53.5 | 2.1      | 4.6   | 2.5   |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).  
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HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Amarillo     | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 13    | 1.3   | 258                | 9,494           | 36.79  | 55.3           | 12   | 1.2   | 251   | 9,333           | 37.16  | 56.5 | -2.7     | -1.7  | 2.2   |
| \$ 45- 59.99 | 9     | .7    | 152                | 8,135           | 53.61  | 59.2           | 9    | .8    | 168   | 8,920           | 53.01  | 60.5 | 10.5     | 9.6   | 2.2   |
| \$ 60- 74.99 | 6     | .7    | 165                | 10,687          | 64.82  | 61.9           | 8    | .9    | 191   | 12,290          | 64.45  | 61.3 | 15.8     | 15.0  | -1.0  |
| \$ 75- 89.99 | 8     | .6    | 146                | 11,982          | 82.24  | 61.5           | 6    | .5    | 113   | 9,140           | 80.99  | 65.8 | -22.6    | -23.7 | 7.0   |
| \$ 90-104.99 | 6     | .6    | 135                | 13,095          | 97.34  | 65.1           | 6    | .5    | 128   | 12,643          | 98.49  | 69.1 | -5.2     | -3.5  | 6.1   |
| \$105-119.99 | 4     | .4    | 105                | 11,585          | 110.81 | 66.4           | 5    | .6    | 150   | 16,814          | 111.95 | 72.6 | 42.9     | 45.1  | 9.3   |
| \$120-134.99 | 3     | .2    | 53                 | 6,720           | 127.32 | 70.8           | 4    | .3    | 94    | 11,919          | 126.39 | 74.6 | 77.4     | 77.4  | 5.4   |
| \$135-149.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 4     | 598             | 135.65 | 69.4 | .0       | .0    | .0    |
| TOTAL        | 48    | 4.6   | 1,012              | 71,697          | 70.83  | 60.8           | 50   | 4.7   | 1,100 | 81,656          | 74.22  | 63.6 | 8.7      | 13.9  | -10.2 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 9     | .8    | 152                | 5,214           | 34.21  | 52.8           | 9    | .8    | 156   | 5,221           | 33.37  | 53.7 | 2.6      | .1    | 1.7   |
| \$ 45- 59.99 | 2     | .1    | 24                 | 1,340           | 55.02  | 58.2           | 1    | .1    | 19    | 1,086           | 55.92  | 55.3 | -20.8    | -19.0 | -5.0  |
| \$ 60- 74.99 | 1     | .2    | 37                 | 2,557           | 69.94  | 56.8           | 2    | .3    | 56    | 3,839           | 68.94  | 45.3 | 51.4     | 50.1  | -20.2 |
| \$ 75- 89.99 | 2     | .2    | 31                 | 2,374           | 76.78  | 56.7           | 2    | .0    | 4     | 311             | 84.48  | 53.1 | -87.1    | -86.9 | -6.3  |
| \$ 90-104.99 | 1     | .0    | 4                  | 345             | 94.99  | 43.9           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| TOTAL        | 15    | 1.3   | 248                | 11,830          | 47.73  | 54.1           | 14   | 1.3   | 235   | 10,457          | 44.45  | 51.5 | -5.2     | -11.6 | 7.9   |
| Amarillo     |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 22    | 2.1   | 410                | 14,708          | 35.83  | 54.3           | 21   | 2.0   | 408   | 14,554          | 35.71  | 55.4 | -.5      | -1.0  | 2.0   |
| \$ 45- 59.99 | 10    | .8    | 176                | 9,474           | 53.80  | 59.0           | 10   | .9    | 188   | 10,006          | 53.31  | 59.9 | 6.8      | 5.6   | 1.5   |
| \$ 60- 74.99 | 8     | .9    | 201                | 13,244          | 65.75  | 60.9           | 10   | 1.2   | 246   | 16,128          | 65.46  | 56.7 | 22.4     | 21.8  | -6.9  |
| \$ 75- 89.99 | 10    | .8    | 177                | 14,356          | 81.28  | 60.6           | 8    | .5    | 117   | 9,452           | 81.10  | 65.3 | -33.9    | -34.2 | 7.8   |
| \$ 90-104.99 | 7     | .6    | 138                | 13,440          | 97.28  | 64.3           | 6    | .5    | 128   | 12,643          | 98.49  | 69.1 | -7.2     | -5.9  | 7.5   |
| \$105-119.99 | 4     | .4    | 105                | 11,585          | 110.81 | 66.4           | 5    | .6    | 150   | 16,814          | 111.95 | 72.6 | 42.9     | 45.1  | 9.3   |
| \$120-134.99 | 3     | .2    | 53                 | 6,720           | 127.32 | 70.8           | 4    | .3    | 94    | 11,919          | 126.39 | 74.6 | 77.4     | 77.4  | 5.4   |
| \$135-149.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 4     | 598             | 135.65 | 69.4 | .0       | .0    | .0    |
| Amarillo     | 63    | 5.8   | 1,260              | 83,528          | 66.29  | 59.4           | 64   | 6.0   | 1,335 | 92,113          | 68.97  | 61.1 | 6.0      | 10.3  | 2.9   |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                   | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|-------------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|                   | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|                   | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Austin-Round Rock | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99      | 28    | 2.9   | 704                | 26,647          | 37.85  | 65.8           | 21   | 2.1   | 539   | 20,720          | 38.46  | 70.2 | -23.4    | -22.2 | 6.7   |
| \$ 45- 59.99      | 40    | 3.4   | 793                | 41,573          | 52.40  | 64.8           | 41   | 3.6   | 915   | 47,930          | 52.41  | 69.7 | 15.4     | 15.3  | 7.6   |
| \$ 60- 74.99      | 34    | 3.0   | 734                | 48,750          | 66.40  | 68.1           | 36   | 3.0   | 774   | 51,823          | 66.99  | 71.0 | 5.4      | 6.3   | 4.3   |
| \$ 75- 89.99      | 29    | 2.6   | 673                | 56,145          | 83.41  | 69.6           | 28   | 2.5   | 667   | 54,977          | 82.37  | 73.4 | -.9      | -2.1  | 5.5   |
| \$ 90-104.99      | 21    | 2.7   | 701                | 68,760          | 98.02  | 70.7           | 22   | 2.5   | 674   | 65,639          | 97.37  | 73.8 | -3.9     | -4.5  | 4.4   |
| \$105-119.99      | 21    | 2.6   | 692                | 78,424          | 113.34 | 71.8           | 22   | 3.0   | 799   | 89,863          | 112.49 | 73.7 | 15.5     | 14.6  | 2.6   |
| \$120-134.99      | 13    | 2.0   | 534                | 68,253          | 127.83 | 72.9           | 17   | 2.3   | 629   | 79,967          | 127.14 | 74.4 | 17.8     | 17.2  | 2.1   |
| \$135-149.99      | 8     | 1.6   | 433                | 61,270          | 141.43 | 73.8           | 12   | 2.0   | 559   | 79,366          | 142.06 | 76.4 | 29.1     | 29.5  | 3.5   |
| \$150-164.99      | 4     | 1.3   | 335                | 52,129          | 155.67 | 71.6           | 4    | 1.2   | 306   | 47,800          | 156.21 | 72.5 | -8.7     | -8.3  | 1.3   |
| \$165-179.99      | 3     | .9    | 247                | 42,212          | 171.18 | 75.6           | 6    | 1.5   | 422   | 73,286          | 173.64 | 75.7 | 70.9     | 73.6  | .1    |
| \$180+            | 8     | 3.2   | 868                | 193,900         | 223.37 | 74.9           | 10   | 3.6   | 1,036 | 239,384         | 231.14 | 77.8 | 19.4     | 23.5  | 3.9   |
| TOTAL             | 210   | 26.2  | 6,715              | 738,064         | 109.92 | 70.2           | 220  | 27.3  | 7,319 | 850,755         | 116.24 | 73.5 | 9.0      | 15.3  | -33.1 |
|                   | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99      | 22    | 1.4   | 309                | 10,180          | 32.91  | 59.4           | 22   | 1.4   | 321   | 11,002          | 34.31  | 63.9 | 3.9      | 8.1   | 7.6   |
| \$ 45- 59.99      | 5     | .1    | 29                 | 1,398           | 48.88  | 65.3           | 6    | .2    | 44    | 2,205           | 49.75  | 63.9 | 51.7     | 57.7  | -2.1  |
| \$ 60- 74.99      | 2     | .0    | 8                  | 628             | 73.89  | 69.8           | 2    | .0    | 5     | 336             | 69.59  | 44.1 | -37.5    | -46.5 | -36.8 |
| \$ 75- 89.99      | 3     | .1    | 31                 | 2,541           | 81.01  | 62.7           | 5    | .1    | 18    | 1,498           | 83.40  | 50.8 | -41.9    | -41.0 | -19.0 |
| \$ 90-104.99      | 3     | .1    | 14                 | 1,320           | 96.04  | 47.7           | 3    | .1    | 33    | 3,087           | 94.96  | 68.8 | 135.7    | 133.9 | 44.2  |
| \$105-119.99      | 3     | .1    | 20                 | 2,248           | 114.81 | 53.1           | 3    | .1    | 14    | 1,590           | 112.94 | 55.2 | -30.0    | -29.3 | 4.0   |
| \$120-134.99      | 10    | .2    | 31                 | 4,040           | 128.78 | 56.7           | 10   | .2    | 36    | 4,616           | 128.66 | 57.1 | 16.1     | 14.3  | .7    |
| \$135-149.99      | 5     | .1    | 21                 | 2,952           | 143.96 | 50.1           | 7    | .1    | 13    | 1,790           | 138.22 | 57.4 | -38.1    | -39.4 | 14.6  |
| \$150-164.99      | 3     | .1    | 15                 | 2,412           | 157.04 | 52.9           | 7    | .2    | 36    | 5,665           | 155.62 | 54.4 | 140.0    | 134.9 | 2.8   |
| \$165-179.99      | 4     | .5    | 121                | 20,862          | 172.23 | 63.0           | 4    | .3    | 72    | 12,358          | 170.64 | 65.9 | -40.5    | -40.8 | 4.6   |
| \$180+            | 16    | .7    | 180                | 44,987          | 249.36 | 68.7           | 19   | .8    | 204   | 52,092          | 255.30 | 74.4 | 13.3     | 15.8  | 8.3   |
| TOTAL             | 77    | 3.5   | 780                | 93,569          | 119.98 | 61.3           | 86   | 3.4   | 796   | 96,237          | 120.89 | 64.9 | 2.1      | 2.9   | -45.9 |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls | Rooms | 000's              | 000's           | Rate   | Occ            | Htls | Rooms | 000's | 000's           | Rate   | Occ  | Sold     | Revs  | Occ. |
| Austin-R Ro  |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 50   | 4.4   | 1,013              | 36,827          | 36.34  | 63.7           | 43   | 3.5   | 859   | 31,722          | 36.91  | 67.7 | -15.2    | -13.9 | 6.3  |
| \$ 45- 59.99 | 45   | 3.5   | 822                | 42,971          | 52.28  | 64.8           | 47   | 3.8   | 959   | 50,135          | 52.29  | 69.4 | 16.7     | 16.7  | 7.1  |
| \$ 60- 74.99 | 36   | 3.0   | 743                | 49,378          | 66.49  | 68.1           | 37   | 3.0   | 778   | 52,160          | 67.01  | 70.7 | 4.7      | 5.6   | 3.8  |
| \$ 75- 89.99 | 32   | 2.8   | 705                | 58,686          | 83.30  | 69.2           | 33   | 2.6   | 685   | 56,475          | 82.39  | 72.5 | -2.8     | -3.8  | 4.8  |
| \$ 90-104.99 | 24   | 2.8   | 715                | 70,080          | 97.98  | 70.0           | 25   | 2.6   | 707   | 68,726          | 97.26  | 73.5 | -1.1     | -1.9  | 5.0  |
| \$105-119.99 | 24   | 2.7   | 712                | 80,673          | 113.38 | 71.1           | 25   | 3.0   | 813   | 91,453          | 112.50 | 73.3 | 14.2     | 13.4  | 3.1  |
| \$120-134.99 | 23   | 2.2   | 565                | 72,293          | 127.88 | 71.8           | 27   | 2.5   | 665   | 84,583          | 127.23 | 73.2 | 17.7     | 17.0  | 1.9  |
| \$135-149.99 | 13   | 1.7   | 454                | 64,223          | 141.54 | 72.3           | 19   | 2.1   | 572   | 81,156          | 141.98 | 75.8 | 26.0     | 26.4  | 4.8  |
| \$150-164.99 | 8    | 1.4   | 350                | 54,542          | 155.73 | 70.5           | 11   | 1.3   | 342   | 53,464          | 156.14 | 70.0 | -2.3     | -2.0  | -.7  |
| \$165-179.99 | 8    | 1.4   | 368                | 63,074          | 171.52 | 70.9           | 10   | 1.8   | 494   | 85,644          | 173.20 | 74.1 | 34.2     | 35.8  | 4.5  |
| \$180+       | 24   | 3.9   | 1,048              | 238,887         | 227.84 | 73.7           | 29   | 4.4   | 1,240 | 291,475         | 235.12 | 77.2 | 18.3     | 22.0  | 4.7  |
| Austin-R Ro  | 287  | 29.7  | 7,495              | 831,633         | 110.96 | 69.1           | 306  | 30.7  | 8,115 | 946,992         | 116.70 | 72.5 | 8.3      | 13.9  | 4.9  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                      | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|----------------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|                      | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|                      | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Beaumont-Port Arthur | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99         | 16    | 1.4   | 213                | 7,506           | 35.16  | 41.9           | 18   | 1.4   | 225   | 8,103           | 36.01  | 43.6 | 5.6      | 8.0   | 4.1   |
| \$ 45- 59.99         | 17    | 1.2   | 228                | 11,915          | 52.35  | 53.5           | 15   | 1.0   | 190   | 9,858           | 51.95  | 52.3 | -16.7    | -17.3 | -2.2  |
| \$ 60- 74.99         | 11    | .7    | 148                | 10,066          | 67.85  | 58.3           | 10   | .7    | 137   | 9,272           | 67.53  | 54.7 | -7.4     | -7.9  | -6.2  |
| \$ 75- 89.99         | 7     | .7    | 171                | 14,362          | 83.95  | 62.9           | 6    | .6    | 139   | 11,509          | 82.89  | 59.3 | -18.7    | -19.9 | -5.7  |
| \$ 90-104.99         | 7     | .7    | 163                | 15,506          | 95.31  | 65.5           | 5    | .6    | 134   | 12,961          | 96.62  | 64.7 | -17.8    | -16.4 | -1.2  |
| \$105-119.99         | 2     | .2    | 44                 | 4,961           | 112.55 | 66.1           | 4    | .3    | 79    | 8,806           | 111.17 | 66.8 | 79.5     | 77.5  | 1.1   |
| \$120-134.99         | 1     | .1    | 15                 | 1,850           | 123.39 | 65.6           | 0    | .0    | 11    | 1,312           | 124.44 | 64.7 | -26.7    | -29.1 | -1.4  |
| \$135-149.99         | 0     | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 4     | 582             | 135.00 | 65.8 | .0       | .0    | .0    |
| TOTAL                | 60    | 4.9   | 982                | 66,167          | 67.36  | 54.6           | 59   | 4.7   | 919   | 62,403          | 67.89  | 53.7 | -6.4     | -5.7  | -20.3 |
|                      | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99         | 9     | .5    | 83                 | 2,821           | 33.95  | 41.7           | 10   | .6    | 99    | 3,362           | 33.84  | 43.6 | 19.3     | 19.2  | 4.6   |
| \$ 45- 59.99         | 4     | .2    | 28                 | 1,360           | 48.19  | 48.0           | 5    | .2    | 41    | 1,995           | 48.81  | 46.6 | 46.4     | 46.7  | -2.9  |
| \$ 60- 74.99         | 1     | .0    | 6                  | 451             | 70.57  | 52.8           | 0    | .0    | 2     | 125             | 68.50  | 45.1 | -66.7    | -72.3 | -14.6 |
| \$ 75- 89.99         | 1     | .3    | 46                 | 3,780           | 82.78  | 48.0           | 1    | .3    | 56    | 4,511           | 79.87  | 52.0 | 21.7     | 19.3  | 8.3   |
| \$ 90-104.99         | 0     | .1    | 14                 | 1,288           | 94.12  | 54.5           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| TOTAL                | 15    | 1.1   | 177                | 9,701           | 54.78  | 45.4           | 16   | 1.2   | 199   | 9,993           | 50.34  | 46.3 | 12.4     | 3.0   | -15.5 |
| Beaunt-PT A          |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99         | 25    | 1.9   | 297                | 10,328          | 34.82  | 41.9           | 27   | 2.0   | 324   | 11,465          | 35.34  | 43.6 | 9.1      | 11.0  | 4.1   |
| \$ 45- 59.99         | 21    | 1.3   | 256                | 13,276          | 51.89  | 52.8           | 20   | 1.2   | 231   | 11,853          | 51.39  | 51.2 | -9.8     | -10.7 | -3.0  |
| \$ 60- 74.99         | 11    | .7    | 155                | 10,517          | 67.96  | 58.0           | 11   | .7    | 139   | 9,397           | 67.54  | 54.6 | -10.3    | -10.6 | -5.9  |
| \$ 75- 89.99         | 9     | 1.0   | 217                | 18,142          | 83.70  | 59.0           | 7    | .9    | 195   | 16,021          | 82.02  | 57.0 | -10.1    | -11.7 | -3.4  |
| \$ 90-104.99         | 7     | .7    | 176                | 16,794          | 95.21  | 64.5           | 5    | .6    | 134   | 12,961          | 96.62  | 64.7 | -23.9    | -22.8 | .3    |
| \$105-119.99         | 2     | .2    | 44                 | 4,961           | 112.55 | 66.1           | 4    | .3    | 79    | 8,806           | 111.17 | 66.8 | 79.5     | 77.5  | 1.1   |
| \$120-134.99         | 1     | .1    | 15                 | 1,850           | 123.39 | 65.6           | 0    | .0    | 11    | 1,312           | 124.44 | 64.7 | -26.7    | -29.1 | -1.4  |
| \$135-149.99         | 0     | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 4     | 582             | 135.00 | 65.8 | .0       | .0    | .0    |
| Beaunt-PT A          | 75    | 6.0   | 1,159              | 75,868          | 65.44  | 53.0           | 75   | 5.9   | 1,118 | 72,397          | 64.77  | 52.2 | -3.5     | -4.6  | -1.5  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                             | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |  |
|-----------------------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|--|
|                             | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |  |
|                             | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |  |
| Brownsville/Harlingen CHAIN |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99                | 8    | .7    | 155                | 5,397           | 34.75  | 58.2           | 10   | .8    | 166   | 5,623           | 33.95  | 56.5 | 7.1      | 4.2   | -2.9  |  |
| \$ 45- 59.99                | 9    | .6    | 113                | 6,038           | 53.34  | 52.8           | 7    | .4    | 83    | 4,395           | 52.72  | 53.0 | -26.5    | -27.2 | .4    |  |
| \$ 60- 74.99                | 4    | .3    | 61                 | 4,008           | 66.25  | 57.8           | 6    | .4    | 82    | 5,355           | 65.61  | 55.9 | 34.4     | 33.6  | -3.3  |  |
| \$ 75- 89.99                | 7    | .6    | 130                | 10,908          | 83.64  | 60.9           | 6    | .4    | 87    | 7,382           | 84.71  | 58.1 | -33.1    | -32.3 | -4.6  |  |
| \$ 90-104.99                | 6    | .5    | 101                | 9,674           | 95.33  | 60.2           | 6    | .5    | 132   | 12,468          | 94.23  | 66.1 | 30.7     | 28.9  | 9.8   |  |
| \$105-119.99                | 2    | .2    | 50                 | 5,703           | 114.18 | 59.5           | 3    | .2    | 53    | 6,050           | 114.22 | 59.4 | 6.0      | 6.1   | -.2   |  |
| \$120-134.99                | 2    | .2    | 39                 | 4,859           | 124.91 | 60.0           | 2    | .2    | 42    | 5,223           | 124.46 | 59.4 | 7.7      | 7.5   | -1.0  |  |
| \$135-149.99                | 1    | .1    | 27                 | 3,663           | 136.69 | 52.4           | 1    | .1    | 25    | 3,559           | 141.29 | 57.3 | -7.4     | -2.8  | 9.4   |  |
| \$150-164.99                | 0    | .0    | 9                  | 1,398           | 154.18 | 67.8           | 0    | .0    | 8     | 1,246           | 150.65 | 58.9 | -11.1    | -10.9 | -13.1 |  |
| \$165-179.99                | 1    | .1    | 20                 | 3,418           | 167.27 | 73.7           | 1    | .1    | 19    | 3,207           | 169.98 | 70.1 | -5.0     | -6.2  | -4.9  |  |
| \$180+                      | 0    | .0    | 11                 | 2,013           | 187.58 | 74.8           | 1    | .1    | 22    | 4,136           | 188.64 | 76.8 | 100.0    | 105.5 | 2.7   |  |
| TOTAL                       | 40   | 3.4   | 717                | 57,080          | 79.64  | 58.6           | 40   | 3.3   | 719   | 58,645          | 81.54  | 59.0 | .3       | 2.7   | -25.9 |  |
| INDEP                       |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99                | 13   | .7    | 134                | 3,929           | 29.25  | 52.2           | 13   | .7    | 129   | 3,740           | 29.05  | 49.3 | -3.7     | -4.8  | -5.6  |  |
| \$ 45- 59.99                | 5    | .2    | 27                 | 1,355           | 49.33  | 47.1           | 5    | .2    | 28    | 1,359           | 48.84  | 39.0 | 3.7      | .3    | -17.2 |  |
| \$ 60- 74.99                | 3    | .2    | 26                 | 1,740           | 67.85  | 44.1           | 3    | .1    | 23    | 1,550           | 68.18  | 43.3 | -11.5    | -10.9 | -1.8  |  |
| \$ 75- 89.99                | 5    | .2    | 36                 | 2,918           | 81.33  | 52.1           | 6    | .3    | 60    | 4,980           | 83.61  | 48.3 | 66.7     | 70.7  | -7.3  |  |
| \$ 90-104.99                | 9    | .4    | 54                 | 5,265           | 97.90  | 40.3           | 7    | .3    | 47    | 4,586           | 97.93  | 45.4 | -13.0    | -12.9 | 12.7  |  |
| \$105-119.99                | 6    | .3    | 50                 | 5,401           | 108.40 | 47.3           | 6    | .3    | 50    | 5,561           | 111.26 | 48.2 | .0       | 3.0   | 1.9   |  |
| \$120-134.99                | 9    | .6    | 104                | 13,203          | 127.11 | 46.0           | 7    | .4    | 74    | 9,434           | 127.58 | 45.3 | -28.8    | -28.5 | -1.5  |  |
| \$135-149.99                | 6    | .3    | 53                 | 7,365           | 138.79 | 44.1           | 8    | .4    | 68    | 9,603           | 140.59 | 51.0 | 28.3     | 30.4  | 15.6  |  |
| \$150-164.99                | 4    | .2    | 41                 | 6,533           | 158.92 | 55.0           | 3    | .3    | 56    | 8,700           | 155.41 | 50.6 | 36.6     | 33.2  | -8.0  |  |
| \$165-179.99                | 1    | .2    | 45                 | 7,668           | 168.55 | 51.4           | 2    | .3    | 58    | 10,013          | 172.78 | 54.6 | 28.9     | 30.6  | 6.2   |  |
| \$180+                      | 2    | .2    | 39                 | 8,623           | 221.84 | 60.9           | 2    | .2    | 37    | 8,307           | 224.11 | 60.7 | -5.1     | -3.7  | -.3   |  |
| TOTAL                       | 63   | 3.4   | 609                | 64,000          | 105.04 | 48.6           | 63   | 3.5   | 629   | 67,831          | 107.85 | 48.7 | 3.3      | 6.0   | -53.6 |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls | Rooms | 000's              | 000's           | \$     | Rate           | Htls | Rooms | 000's | 000's           | \$     | Rate | Sold     | Revs  | Occ. |
| Browns/Harl  |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 21   | 1.4   | 290                | 9,325           | 32.20  | 55.3           | 23   | 1.5   | 294   | 9,363           | 31.81  | 53.1 | 1.4      | .4    | -4.0 |
| \$ 45- 59.99 | 14   | .7    | 141                | 7,393           | 52.56  | 51.6           | 12   | .6    | 111   | 5,754           | 51.75  | 48.6 | -21.3    | -22.2 | -5.8 |
| \$ 60- 74.99 | 8    | .4    | 86                 | 5,749           | 66.73  | 52.9           | 9    | .5    | 104   | 6,905           | 66.17  | 52.6 | 20.9     | 20.1  | -.6  |
| \$ 75- 89.99 | 12   | .8    | 166                | 13,826          | 83.14  | 58.7           | 11   | .8    | 147   | 12,362          | 84.26  | 53.7 | -11.4    | -10.6 | -8.5 |
| \$ 90-104.99 | 14   | .8    | 155                | 14,940          | 96.22  | 51.4           | 13   | .8    | 179   | 17,054          | 95.20  | 59.0 | 15.5     | 14.1  | 14.8 |
| \$105-119.99 | 9    | .5    | 100                | 11,104          | 111.29 | 52.7           | 9    | .5    | 103   | 11,611          | 112.78 | 53.4 | 3.0      | 4.6   | 1.3  |
| \$120-134.99 | 10   | .8    | 143                | 18,062          | 126.51 | 49.2           | 9    | .6    | 116   | 14,657          | 126.45 | 49.5 | -18.9    | -18.9 | .6   |
| \$135-149.99 | 7    | .5    | 80                 | 11,028          | 138.09 | 46.5           | 9    | .5    | 93    | 13,162          | 140.78 | 52.5 | 16.3     | 19.4  | 12.9 |
| \$150-164.99 | 4    | .2    | 50                 | 7,930           | 158.06 | 56.9           | 4    | .3    | 64    | 9,946           | 154.79 | 51.5 | 28.0     | 25.4  | -9.5 |
| \$165-179.99 | 2    | .3    | 66                 | 11,086          | 168.15 | 56.8           | 2    | .4    | 77    | 13,220          | 172.09 | 57.8 | 16.7     | 19.2  | 1.8  |
| \$180+       | 2    | .2    | 50                 | 10,636          | 214.43 | 63.4           | 3    | .2    | 59    | 12,443          | 210.93 | 65.8 | 18.0     | 17.0  | 3.8  |
| Browns/Harl  | 103  | 6.8   | 1,326              | 121,080         | 91.31  | 53.5           | 103  | 6.9   | 1,348 | 126,476         | 93.81  | 53.7 | 1.7      | 4.5   | .4   |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).  
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HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                                    | 2012      |            |                    |                 |              |                | 2013      |            |              |                 |              |             | % Change    |             |              |  |
|------------------------------------|-----------|------------|--------------------|-----------------|--------------|----------------|-----------|------------|--------------|-----------------|--------------|-------------|-------------|-------------|--------------|--|
|                                    | #         | #          | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.         | % <sup>2</sup> | #         | #          | Nites        | \$ <sup>3</sup> | Est.         | %           | Nites       | \$          | Occ.         |  |
|                                    | Htls      | Rooms      | 000's              | Revenue         | \$           | Rate           | Htls      | Rooms      | 000's        | Revenue         | \$           | Rate        | Sold        | Revs        | Occ.         |  |
| <b>College Station-Bryan CHAIN</b> |           |            |                    |                 |              |                |           |            |              |                 |              |             |             |             |              |  |
| \$ 00- 44.99                       | 4         | .4         | 71                 | 2,581           | 36.40        | 49.3           | 4         | .4         | 78           | 2,849           | 36.50        | 58.2        | 9.9         | 10.4        | 18.1         |  |
| \$ 45- 59.99                       | 7         | .6         | 120                | 6,219           | 51.83        | 58.7           | 7         | .6         | 136          | 7,010           | 51.68        | 60.6        | 13.3        | 12.7        | 3.2          |  |
| \$ 60- 74.99                       | 4         | .4         | 77                 | 5,330           | 69.15        | 57.2           | 3         | .2         | 59           | 4,113           | 69.18        | 67.4        | -23.4       | -22.8       | 17.8         |  |
| \$ 75- 89.99                       | 6         | .5         | 107                | 8,929           | 83.27        | 64.2           | 5         | .4         | 102          | 8,376           | 81.85        | 71.2        | -4.7        | -6.2        | 10.9         |  |
| \$ 90-104.99                       | 4         | .4         | 97                 | 9,539           | 98.31        | 66.2           | 5         | .4         | 92           | 8,943           | 97.51        | 70.3        | -5.2        | -6.2        | 6.2          |  |
| \$105-119.99                       | 4         | .4         | 90                 | 9,856           | 109.83       | 64.2           | 5         | .4         | 112          | 12,544          | 112.27       | 70.0        | 24.4        | 27.3        | 9.0          |  |
| \$120-134.99                       | 4         | .4         | 93                 | 11,921          | 127.88       | 69.9           | 4         | .4         | 99           | 12,559          | 126.32       | 73.4        | 6.5         | 5.4         | 5.0          |  |
| \$135-149.99                       | 2         | .3         | 75                 | 10,481          | 139.44       | 71.1           | 3         | .4         | 98           | 13,885          | 142.10       | 74.6        | 30.7        | 32.5        | 4.9          |  |
| \$150-164.99                       | 0         | .0         | 0                  | 0               | .00          | .0             | 1         | .2         | 45           | 7,042           | 155.12       | 71.5        | .0          | .0          | .0           |  |
| <b>TOTAL</b>                       | <b>35</b> | <b>3.2</b> | <b>730</b>         | <b>64,856</b>   | <b>88.80</b> | <b>62.1</b>    | <b>36</b> | <b>3.3</b> | <b>821</b>   | <b>77,321</b>   | <b>94.12</b> | <b>67.9</b> | <b>12.5</b> | <b>19.2</b> | <b>-23.5</b> |  |
| <b>INDEP</b>                       |           |            |                    |                 |              |                |           |            |              |                 |              |             |             |             |              |  |
| \$ 00- 44.99                       | 5         | .3         | 57                 | 1,621           | 28.44        | 48.7           | 5         | .3         | 63           | 1,773           | 28.22        | 57.5        | 10.5        | 9.4         | 18.1         |  |
| \$ 45- 59.99                       | 3         | .3         | 73                 | 3,928           | 53.99        | 64.6           | 4         | .3         | 82           | 4,510           | 54.75        | 64.9        | 12.3        | 14.8        | .5           |  |
| \$ 60- 74.99                       | 1         | .0         | 7                  | 432             | 66.03        | 59.1           | 1         | .0         | 7            | 456             | 65.35        | 63.0        | .0          | 5.6         | 6.6          |  |
| \$ 75- 89.99                       | 1         | .1         | 17                 | 1,466           | 86.96        | 60.0           | 0         | .0         | 5            | 461             | 87.33        | 56.9        | -70.6       | -68.6       | -5.2         |  |
| \$ 90-104.99                       | 1         | .0         | 6                  | 547             | 94.29        | 61.2           | 2         | .1         | 19           | 1,823           | 93.99        | 68.5        | 216.7       | 233.3       | 11.9         |  |
| \$120-134.99                       | 0         | .0         | 1                  | 128             | 134.13       | 52.7           | 0         | .0         | 0            | 0               | .00          | .0          | -           | -           | -            |  |
| \$135-149.99                       | 2         | .0         | 3                  | 382             | 143.49       | 56.0           | 2         | .0         | 4            | 576             | 143.14       | 53.8        | 33.3        | 50.8        | -3.9         |  |
| \$150-164.99                       | 1         | .0         | 1                  | 232             | 158.82       | 79.7           | 0         | .0         | 1            | 114             | 154.06       | 80.8        | .0          | -50.9       | 1.4          |  |
| \$180+                             | 1         | .0         | 1                  | 405             | 431.29       | 54.1           | 1         | .0         | 1            | 499             | 458.83       | 51.8        | .0          | 23.2        | -4.3         |  |
| <b>TOTAL</b>                       | <b>15</b> | <b>.8</b>  | <b>165</b>         | <b>9,141</b>    | <b>55.41</b> | <b>57.2</b>    | <b>16</b> | <b>.8</b>  | <b>183</b>   | <b>10,213</b>   | <b>55.89</b> | <b>61.9</b> | <b>10.9</b> | <b>11.7</b> | <b>11.7</b>  |  |
| <b>ColSt-Bryan</b>                 |           |            |                    |                 |              |                |           |            |              |                 |              |             |             |             |              |  |
| \$ 00- 44.99                       | 10        | .7         | 128                | 4,202           | 32.85        | 49.1           | 9         | .7         | 141          | 4,622           | 32.80        | 57.9        | 10.2        | 10.0        | 17.9         |  |
| \$ 45- 59.99                       | 10        | .9         | 193                | 10,147          | 52.64        | 60.8           | 11        | 1.0        | 218          | 11,520          | 52.84        | 62.2        | 13.0        | 13.5        | 2.3          |  |
| \$ 60- 74.99                       | 5         | .4         | 84                 | 5,761           | 68.90        | 57.3           | 4         | .3         | 66           | 4,569           | 68.77        | 66.9        | -21.4       | -20.7       | 16.8         |  |
| \$ 75- 89.99                       | 8         | .5         | 124                | 10,395          | 83.77        | 63.5           | 5         | .4         | 108          | 8,837           | 82.12        | 70.3        | -12.9       | -15.0       | 10.7         |  |
| \$ 90-104.99                       | 5         | .4         | 103                | 10,086          | 98.09        | 65.9           | 6         | .4         | 111          | 10,766          | 96.89        | 70.0        | 7.8         | 6.7         | 6.2          |  |
| \$105-119.99                       | 4         | .4         | 90                 | 9,856           | 109.83       | 64.2           | 5         | .4         | 112          | 12,544          | 112.27       | 70.0        | 24.4        | 27.3        | 9.0          |  |
| \$120-134.99                       | 4         | .4         | 94                 | 12,049          | 127.94       | 69.6           | 4         | .4         | 99           | 12,559          | 126.32       | 73.4        | 5.3         | 4.2         | 5.5          |  |
| \$135-149.99                       | 3         | .3         | 78                 | 10,863          | 139.58       | 70.4           | 5         | .4         | 102          | 14,461          | 142.14       | 73.5        | 30.8        | 33.1        | 4.4          |  |
| \$150-164.99                       | 1         | .0         | 1                  | 232             | 158.82       | 79.7           | 1         | .2         | 46           | 7,157           | 155.11       | 71.6        | -           | -           | -10.2        |  |
| \$180+                             | 1         | .0         | 1                  | 405             | 431.29       | 54.1           | 1         | .0         | 1            | 499             | 458.83       | 51.8        | .0          | 23.2        | -4.3         |  |
| <b>ColSt-Bryan</b>                 | <b>50</b> | <b>4.0</b> | <b>895</b>         | <b>73,996</b>   | <b>82.65</b> | <b>61.2</b>    | <b>51</b> | <b>4.1</b> | <b>1,004</b> | <b>87,533</b>   | <b>87.17</b> | <b>66.7</b> | <b>12.2</b> | <b>18.3</b> | <b>9.0</b>   |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|----------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|                | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|                | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Corpus Christi | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99   | 8     | .8    | 160                | 6,317           | 39.58  | 54.4           | 7    | .7    | 158   | 6,279           | 39.83  | 59.0 | -1.3     | -.6   | 8.5   |
| \$ 45- 59.99   | 10    | .7    | 144                | 7,263           | 50.30  | 57.8           | 8    | .6    | 135   | 6,933           | 51.20  | 61.0 | -6.3     | -4.5  | 5.5   |
| \$ 60- 74.99   | 14    | 1.0   | 213                | 14,443          | 67.81  | 59.0           | 15   | 1.0   | 208   | 14,207          | 68.15  | 59.3 | -2.3     | -1.6  | .5    |
| \$ 75- 89.99   | 16    | 1.1   | 249                | 20,757          | 83.47  | 63.0           | 13   | 1.0   | 217   | 18,072          | 83.14  | 60.6 | -12.9    | -12.9 | -3.8  |
| \$ 90-104.99   | 12    | 1.0   | 218                | 21,159          | 97.24  | 60.8           | 13   | 1.0   | 236   | 23,117          | 97.95  | 63.4 | 8.3      | 9.3   | 4.3   |
| \$105-119.99   | 14    | 1.4   | 324                | 36,632          | 112.94 | 61.7           | 10   | 1.1   | 230   | 26,078          | 113.31 | 57.3 | -29.0    | -28.8 | -7.1  |
| \$120-134.99   | 6     | 1.0   | 216                | 27,069          | 125.38 | 60.7           | 11   | 1.1   | 255   | 32,168          | 126.15 | 63.4 | 18.1     | 18.8  | 4.4   |
| \$135-149.99   | 2     | .2    | 48                 | 6,802           | 140.99 | 60.0           | 3    | .4    | 86    | 12,132          | 141.83 | 54.2 | 79.2     | 78.4  | -9.7  |
| \$150-164.99   | 0     | .0    | 8                  | 1,235           | 159.96 | 69.6           | 2    | .3    | 88    | 13,709          | 155.87 | 71.2 | -        | -     | 2.3   |
| \$165-179.99   | 1     | .0    | 14                 | 2,376           | 166.83 | 78.6           | 1    | .1    | 15    | 2,554           | 171.02 | 73.1 | 7.1      | 7.5   | -7.0  |
| \$180+         | 0     | .0    | 5                  | 938             | 181.30 | 76.0           | 1    | .1    | 11    | 2,018           | 189.31 | 57.4 | 120.0    | 115.1 | -24.5 |
| TOTAL          | 82    | 7.3   | 1,599              | 144,991         | 90.68  | 60.2           | 84   | 7.4   | 1,639 | 157,268         | 95.95  | 60.8 | 2.5      | 8.5   | -33.0 |
|                | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99   | 17    | .9    | 155                | 5,263           | 33.90  | 49.1           | 14   | .6    | 118   | 3,692           | 31.27  | 50.4 | -23.9    | -29.8 | 2.6   |
| \$ 45- 59.99   | 12    | .5    | 92                 | 4,830           | 52.27  | 47.2           | 11   | .7    | 131   | 6,638           | 50.79  | 50.4 | 42.4     | 37.4  | 6.8   |
| \$ 60- 74.99   | 8     | .4    | 68                 | 4,524           | 66.72  | 49.0           | 8    | .3    | 65    | 4,370           | 67.42  | 52.0 | -4.4     | -3.4  | 6.1   |
| \$ 75- 89.99   | 9     | .3    | 51                 | 4,193           | 82.43  | 43.8           | 9    | .3    | 48    | 4,033           | 83.38  | 42.2 | -5.9     | -3.8  | -3.7  |
| \$ 90-104.99   | 10    | .4    | 68                 | 6,550           | 95.85  | 42.3           | 9    | .4    | 65    | 6,302           | 96.47  | 50.0 | -4.4     | -3.8  | 18.2  |
| \$105-119.99   | 8     | .3    | 50                 | 5,651           | 113.46 | 47.7           | 9    | .3    | 51    | 5,879           | 114.38 | 49.6 | 2.0      | 4.0   | 4.0   |
| \$120-134.99   | 9     | .3    | 55                 | 7,088           | 129.51 | 46.9           | 9    | .3    | 49    | 6,340           | 128.11 | 44.5 | -10.9    | -10.6 | -5.1  |
| \$135-149.99   | 7     | .2    | 41                 | 5,761           | 140.99 | 45.8           | 9    | .3    | 58    | 8,157           | 140.95 | 51.7 | 41.5     | 41.6  | 12.9  |
| \$150-164.99   | 10    | .6    | 101                | 15,959          | 158.54 | 49.3           | 7    | .3    | 52    | 8,197           | 156.76 | 49.6 | -48.5    | -48.6 | .6    |
| \$165-179.99   | 5     | .3    | 45                 | 7,718           | 170.84 | 45.9           | 10   | .8    | 141   | 23,930          | 170.25 | 47.1 | 213.3    | 210.1 | 2.6   |
| \$180+         | 7     | .4    | 74                 | 16,586          | 224.17 | 47.1           | 6    | .3    | 52    | 12,530          | 241.27 | 41.0 | -29.7    | -24.5 | -13.0 |
| TOTAL          | 101   | 4.7   | 800                | 84,124          | 105.17 | 47.1           | 101  | 4.7   | 831   | 90,067          | 108.41 | 48.3 | 3.9      | 7.1   | -54.1 |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |  |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|--|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |  |
|              | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |  |
| Corpus Chri  |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99 | 25   | 1.7   | 315                | 11,579          | 36.78  | 51.7           | 21   | 1.4   | 276   | 9,971           | 36.16  | 55.0 | -12.4    | -13.9 | 6.4   |  |
| \$ 45- 59.99 | 21   | 1.2   | 237                | 12,092          | 51.07  | 53.1           | 20   | 1.3   | 266   | 13,571          | 51.00  | 55.3 | 12.2     | 12.2  | 4.1   |  |
| \$ 60- 74.99 | 22   | 1.4   | 281                | 18,966          | 67.54  | 56.2           | 23   | 1.3   | 273   | 18,577          | 67.98  | 57.4 | -2.8     | -2.1  | 2.1   |  |
| \$ 75- 89.99 | 25   | 1.4   | 300                | 24,950          | 83.30  | 58.6           | 22   | 1.3   | 266   | 22,105          | 83.18  | 56.2 | -11.3    | -11.4 | -4.1  |  |
| \$ 90-104.99 | 22   | 1.4   | 286                | 27,709          | 96.91  | 55.0           | 22   | 1.4   | 301   | 29,418          | 97.63  | 59.9 | 5.2      | 6.2   | 8.9   |  |
| \$105-119.99 | 22   | 1.7   | 374                | 42,283          | 113.01 | 59.4           | 19   | 1.4   | 282   | 31,957          | 113.51 | 55.7 | -24.6    | -24.4 | -6.2  |  |
| \$120-134.99 | 15   | 1.3   | 271                | 34,157          | 126.21 | 57.3           | 19   | 1.4   | 304   | 38,508          | 126.46 | 59.3 | 12.2     | 12.7  | 3.5   |  |
| \$135-149.99 | 8    | .5    | 89                 | 12,564          | 140.99 | 52.5           | 12   | .7    | 143   | 20,290          | 141.47 | 53.2 | 60.7     | 61.5  | 1.3   |  |
| \$150-164.99 | 10   | .6    | 108                | 17,195          | 158.64 | 50.4           | 8    | .6    | 140   | 21,905          | 156.21 | 61.2 | 29.6     | 27.4  | 21.4  |  |
| \$165-179.99 | 6    | .3    | 59                 | 10,094          | 169.88 | 51.0           | 11   | .9    | 155   | 26,485          | 170.32 | 48.7 | 162.7    | 162.4 | -4.5  |  |
| \$180+       | 7    | .4    | 79                 | 17,525          | 221.37 | 48.3           | 7    | .4    | 63    | 14,548          | 232.42 | 43.1 | -20.3    | -17.0 | -10.8 |  |
| Corpus Chri  | 183  | 11.9  | 2,399              | 229,114         | 95.51  | 55.1           | 185  | 12.1  | 2,470 | 247,335         | 100.14 | 55.9 | 3.0      | 8.0   | 1.5   |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                                    | 2012 |       |                    |                 |        |                |     | 2013 |        |                 |         |      |       | % Change |       |      |
|------------------------------------|------|-------|--------------------|-----------------|--------|----------------|-----|------|--------|-----------------|---------|------|-------|----------|-------|------|
|                                    | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #   | #    | Nites  | \$ <sup>3</sup> | Est.    | %    | Nites | \$       | Occ.  |      |
|                                    | Htls | Rooms | 000's              | Revenue         | \$     | Rate           |     | Htls | Rooms  | 000's           | Revenue | \$   |       |          |       | Rate |
| Dallas Metropolitan Division CHAIN |      |       |                    |                 |        |                |     |      |        |                 |         |      |       |          |       |      |
| \$ 00- 44.99                       | 136  | 14.6  | 3,354              | 119,041         | 35.49  | 63.0           | 125 | 13.8 | 3,152  | 114,322         | 36.27   | 62.7 | -6.0  | -4.0     | -.5   |      |
| \$ 45- 59.99                       | 64   | 5.6   | 1,245              | 64,551          | 51.87  | 61.0           | 64  | 5.5  | 1,263  | 65,692          | 52.02   | 63.4 | 1.4   | 1.8      | 3.9   |      |
| \$ 60- 74.99                       | 75   | 7.7   | 1,716              | 116,400         | 67.83  | 61.4           | 66  | 6.4  | 1,514  | 103,181         | 68.16   | 64.7 | -11.8 | -11.4    | 5.4   |      |
| \$ 75- 89.99                       | 49   | 6.6   | 1,547              | 128,610         | 83.12  | 64.6           | 48  | 5.9  | 1,444  | 119,122         | 82.47   | 66.9 | -6.7  | -7.4     | 3.6   |      |
| \$ 90-104.99                       | 47   | 7.4   | 1,763              | 171,626         | 97.36  | 64.8           | 44  | 6.9  | 1,730  | 170,576         | 98.58   | 68.5 | -1.9  | -.6      | 5.7   |      |
| \$105-119.99                       | 42   | 8.9   | 2,114              | 236,367         | 111.84 | 65.0           | 49  | 9.3  | 2,260  | 250,949         | 111.05  | 66.9 | 6.9   | 6.2      | 2.9   |      |
| \$120-134.99                       | 19   | 5.1   | 1,181              | 149,927         | 126.99 | 63.2           | 29  | 6.1  | 1,524  | 193,129         | 126.76  | 68.9 | 29.0  | 28.8     | 9.0   |      |
| \$135-149.99                       | 8    | 3.5   | 811                | 113,551         | 139.96 | 63.3           | 12  | 5.1  | 1,250  | 175,440         | 140.30  | 67.5 | 54.1  | 54.5     | 6.6   |      |
| \$150-164.99                       | 3    | 1.6   | 376                | 59,965          | 159.35 | 66.1           | 3   | .8   | 214    | 33,897          | 158.07  | 69.8 | -43.1 | -43.5    | 5.6   |      |
| \$165-179.99                       | 1    | .5    | 120                | 20,133          | 167.81 | 65.4           | 3   | 1.5  | 380    | 65,528          | 172.52  | 70.9 | 216.7 | 225.5    | 8.4   |      |
| \$180+                             | 5    | 1.5   | 367                | 86,790          | 236.63 | 66.9           | 5   | 1.6  | 396    | 96,519          | 243.93  | 68.5 | 7.9   | 11.2     | 2.4   |      |
| TOTAL                              | 449  | 62.9  | 14,593             | 1,266,962       | 86.82  | 63.5           | 449 | 62.8 | 15,127 | 1,388,355       | 91.78   | 66.0 | 3.7   | 9.6      | -24.0 |      |
| INDEP                              |      |       |                    |                 |        |                |     |      |        |                 |         |      |       |          |       |      |
| \$ 00- 44.99                       | 62   | 4.3   | 884                | 25,325          | 28.65  | 56.0           | 65  | 4.7  | 996    | 29,383          | 29.50   | 58.5 | 12.7  | 16.0     | 4.5   |      |
| \$ 45- 59.99                       | 14   | 1.2   | 219                | 10,973          | 50.07  | 50.0           | 12  | .9   | 187    | 9,553           | 51.05   | 56.4 | -14.6 | -12.9    | 12.8  |      |
| \$ 60- 74.99                       | 6    | .6    | 118                | 7,636           | 64.97  | 57.9           | 7   | .7   | 152    | 9,946           | 65.32   | 59.9 | 28.8  | 30.3     | 3.5   |      |
| \$ 75- 89.99                       | 3    | .1    | 33                 | 2,824           | 84.47  | 61.6           | 2   | .1   | 23     | 2,001           | 85.54   | 66.9 | -30.3 | -29.1    | 8.6   |      |
| \$ 90-104.99                       | 1    | .1    | 11                 | 1,069           | 93.50  | 56.8           | 3   | .2   | 53     | 5,125           | 97.12   | 64.7 | 381.8 | 379.4    | 13.9  |      |
| \$105-119.99                       | 2    | .1    | 12                 | 1,341           | 115.05 | 48.4           | 2   | .1   | 21     | 2,303           | 109.13  | 60.7 | 75.0  | 71.7     | 25.4  |      |
| \$120-134.99                       | 1    | .2    | 62                 | 8,282           | 134.25 | 67.6           | 1   | .0   | 4      | 487             | 124.87  | 59.9 | -93.5 | -94.1    | -11.4 |      |
| \$135-149.99                       | 5    | 1.0   | 231                | 33,285          | 143.81 | 62.0           | 6   | .8   | 196    | 28,000          | 142.50  | 65.5 | -15.2 | -15.9    | 5.6   |      |
| \$150-164.99                       | 2    | .4    | 96                 | 14,935          | 155.31 | 63.9           | 2   | .6   | 146    | 22,800          | 155.73  | 68.3 | 52.1  | 52.7     | 6.9   |      |
| \$165-179.99                       | 1    | .1    | 13                 | 2,269           | 175.15 | 69.2           | 1   | .2   | 59     | 10,128          | 172.49  | 72.3 | 353.8 | 346.4    | 4.5   |      |
| \$180+                             | 5    | .7    | 167                | 38,000          | 228.13 | 67.1           | 6   | .8   | 205    | 48,733          | 237.37  | 71.6 | 22.8  | 28.2     | 6.7   |      |
| TOTAL                              | 101  | 8.8   | 1,846              | 145,939         | 79.05  | 57.7           | 107 | 9.1  | 2,043  | 168,457         | 82.44   | 61.4 | 10.7  | 15.4     | -22.3 |      |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|  | 2012 |       |                    |                 |        |                | 2013 |       |        |                 |        |      | % Change |       |       |
|--|------|-------|--------------------|-----------------|--------|----------------|------|-------|--------|-----------------|--------|------|----------|-------|-------|
|  | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites  | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %     |
|  | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's  | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Dallas MD                                  |      |       |                    |                 |        |                |      |       |        |                 |        |      |          |       |       |
| \$ 00- 44.99                               | 198  | 18.9  | 4,238              | 144,367         | 34.06  | 61.4           | 190  | 18.4  | 4,148  | 143,705         | 34.65  | 61.6 | -2.1     | -.5   | .3    |
| \$ 45- 59.99                               | 78   | 6.8   | 1,464              | 75,525          | 51.60  | 59.1           | 76   | 6.4   | 1,450  | 75,244          | 51.89  | 62.4 | -1.0     | -.4   | 5.6   |
| \$ 60- 74.99                               | 81   | 8.2   | 1,834              | 124,036         | 67.65  | 61.2           | 74   | 7.1   | 1,666  | 113,127         | 67.90  | 64.2 | -9.2     | -8.8  | 4.9   |
| \$ 75- 89.99                               | 52   | 6.7   | 1,581              | 131,435         | 83.15  | 64.5           | 51   | 6.0   | 1,468  | 121,123         | 82.52  | 66.9 | -7.1     | -7.8  | 3.7   |
| \$ 90-104.99                               | 48   | 7.5   | 1,774              | 172,695         | 97.33  | 64.7           | 47   | 7.1   | 1,783  | 175,701         | 98.54  | 68.4 | .5       | 1.7   | 5.7   |
| \$105-119.99                               | 44   | 9.0   | 2,125              | 237,709         | 111.85 | 64.9           | 51   | 9.4   | 2,281  | 253,252         | 111.04 | 66.8 | 7.3      | 6.5   | 2.9   |
| \$120-134.99                               | 20   | 5.4   | 1,242              | 158,209         | 127.35 | 63.4           | 31   | 6.1   | 1,527  | 193,615         | 126.76 | 68.9 | 22.9     | 22.4  | 8.7   |
| \$135-149.99                               | 12   | 4.5   | 1,043              | 146,835         | 140.82 | 63.0           | 17   | 5.9   | 1,447  | 203,440         | 140.60 | 67.2 | 38.7     | 38.6  | 6.7   |
| \$150-164.99                               | 5    | 2.0   | 472                | 74,900          | 158.53 | 65.7           | 4    | 1.4   | 361    | 56,697          | 157.12 | 69.2 | -23.5    | -24.3 | 5.3   |
| \$165-179.99                               | 2    | .6    | 133                | 22,402          | 168.53 | 65.8           | 3    | 1.7   | 439    | 75,656          | 172.51 | 71.1 | 230.1    | 237.7 | 8.1   |
| \$180+                                     | 10   | 2.2   | 533                | 124,790         | 233.97 | 67.0           | 11   | 2.4   | 601    | 145,252         | 241.69 | 69.5 | 12.8     | 16.4  | 3.7   |
| Dallas MD                                  | 550  | 71.7  | 16,440             | 1,412,901       | 85.95  | 62.8           | 555  | 71.9  | 17,170 | 1,556,812       | 90.67  | 65.4 | 4.4      | 10.2  | 4.1   |
| Fort Worth-Arlington Metropolitan Division |      |       |                    |                 |        |                |      |       |        |                 |        |      |          |       |       |
| CHAIN                                      |      |       |                    |                 |        |                |      |       |        |                 |        |      |          |       |       |
| \$ 00- 44.99                               | 55   | 5.6   | 1,220              | 44,185          | 36.23  | 59.9           | 53   | 5.4   | 1,149  | 43,079          | 37.49  | 58.1 | -5.8     | -2.5  | -3.0  |
| \$ 45- 59.99                               | 43   | 3.0   | 597                | 31,127          | 52.13  | 54.7           | 43   | 2.9   | 621    | 32,183          | 51.79  | 58.2 | 4.0      | 3.4   | 6.4   |
| \$ 60- 74.99                               | 37   | 3.0   | 656                | 44,114          | 67.20  | 59.1           | 38   | 3.2   | 708    | 47,729          | 67.44  | 60.7 | 7.9      | 8.2   | 2.7   |
| \$ 75- 89.99                               | 24   | 2.1   | 462                | 37,760          | 81.78  | 61.3           | 25   | 2.0   | 468    | 38,513          | 82.31  | 64.1 | 1.3      | 2.0   | 4.6   |
| \$ 90-104.99                               | 20   | 2.0   | 458                | 44,756          | 97.62  | 62.4           | 19   | 1.8   | 437    | 42,575          | 97.33  | 65.0 | -4.6     | -4.9  | 4.2   |
| \$105-119.99                               | 20   | 2.3   | 565                | 63,689          | 112.81 | 66.0           | 20   | 2.3   | 552    | 61,862          | 112.06 | 66.5 | -2.3     | -2.9  | .8    |
| \$120-134.99                               | 17   | 3.2   | 748                | 94,253          | 126.05 | 63.8           | 18   | 3.3   | 780    | 99,768          | 127.85 | 65.0 | 4.3      | 5.9   | 1.9   |
| \$135-149.99                               | 7    | 1.4   | 317                | 44,390          | 140.00 | 60.3           | 9    | 1.7   | 408    | 57,923          | 141.94 | 66.6 | 28.7     | 30.5  | 10.4  |
| \$150-164.99                               | 3    | .6    | 140                | 21,757          | 155.61 | 64.5           | 4    | .9    | 206    | 31,875          | 154.68 | 65.4 | 47.1     | 46.5  | 1.4   |
| \$165-179.99                               | 4    | 1.5   | 375                | 65,193          | 173.69 | 67.0           | 4    | 1.2   | 280    | 49,137          | 175.18 | 66.0 | -25.3    | -24.6 | -1.5  |
| \$180+                                     | 5    | 2.6   | 631                | 127,278         | 201.70 | 66.7           | 6    | 3.0   | 727    | 148,957         | 204.86 | 66.1 | 15.2     | 17.0  | -.9   |
| TOTAL                                      | 235  | 27.4  | 6,169              | 618,500         | 100.26 | 61.7           | 239  | 27.7  | 6,338  | 653,601         | 103.13 | 62.8 | 2.7      | 5.7   | -37.4 |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |  |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|--|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |  |
|              | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |  |
| INDEP        |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99 | 32   | 2.2   | 396                | 11,398          | 28.76  | 48.8           | 35   | 2.4   | 451   | 13,191          | 29.24  | 50.5 | 13.9     | 15.7  | 3.5   |  |
| \$ 45- 59.99 | 10   | .6    | 101                | 5,362           | 53.09  | 45.2           | 10   | .6    | 110   | 5,674           | 51.66  | 50.6 | 8.9      | 5.8   | 11.9  |  |
| \$ 60- 74.99 | 5    | .5    | 121                | 8,137           | 67.37  | 67.0           | 2    | .4    | 92    | 5,886           | 63.95  | 61.3 | -24.0    | -27.7 | -8.5  |  |
| \$ 75- 89.99 | 2    | .2    | 35                 | 2,731           | 78.64  | 60.9           | 3    | .2    | 48    | 3,989           | 83.21  | 62.0 | 37.1     | 46.1  | 1.8   |  |
| \$ 90-104.99 | 1    | .0    | 4                  | 363             | 97.28  | 54.5           | 0    | .0    | 0     | 48              | 100.03 | 27.6 | -        | -86.8 | -49.4 |  |
| \$105-119.99 | 1    | .0    | 1                  | 150             | 109.93 | 49.6           | 1    | .0    | 3     | 313             | 115.57 | 43.7 | 200.0    | 108.7 | -11.9 |  |
| \$120-134.99 | 0    | .0    | 3                  | 381             | 125.31 | 37.1           | 0    | .0    | 1     | 69              | 120.17 | 58.0 | -66.7    | -81.9 | 56.3  |  |
| \$135-149.99 | 1    | .2    | 31                 | 4,584           | 146.34 | 53.9           | 0    | .2    | 31    | 4,488           | 143.95 | 56.0 | .0       | -2.1  | 3.9   |  |
| \$150-164.99 | 3    | .2    | 35                 | 5,423           | 153.31 | 56.9           | 3    | .2    | 36    | 5,821           | 159.77 | 58.5 | 2.9      | 7.3   | 2.8   |  |
| \$165-179.99 | 1    | .2    | 40                 | 6,888           | 173.45 | 68.3           | 1    | .2    | 43    | 7,484           | 174.74 | 71.2 | 7.5      | 8.7   | 4.2   |  |
| \$180+       | 4    | .3    | 51                 | 10,057          | 197.86 | 55.6           | 4    | .2    | 51    | 10,257          | 201.25 | 56.2 | .0       | 2.0   | 1.1   |  |
| TOTAL        | 58   | 4.3   | 818                | 55,473          | 67.80  | 52.4           | 59   | 4.4   | 866   | 57,221          | 66.06  | 53.6 | 5.9      | 3.2   | -20.9 |  |
| Ft W-Arl MD  |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99 | 87   | 7.8   | 1,616              | 55,583          | 34.40  | 56.8           | 88   | 7.9   | 1,600 | 56,270          | 35.16  | 55.7 | -1.0     | 1.2   | -1.9  |  |
| \$ 45- 59.99 | 52   | 3.6   | 698                | 36,489          | 52.27  | 53.1           | 53   | 3.5   | 731   | 37,857          | 51.77  | 56.9 | 4.7      | 3.7   | 7.2   |  |
| \$ 60- 74.99 | 41   | 3.5   | 777                | 52,251          | 67.23  | 60.2           | 40   | 3.6   | 800   | 53,616          | 67.03  | 60.8 | 3.0      | 2.6   | 1.0   |  |
| \$ 75- 89.99 | 26   | 2.2   | 496                | 40,491          | 81.56  | 61.3           | 27   | 2.2   | 516   | 42,501          | 82.39  | 63.9 | 4.0      | 5.0   | 4.2   |  |
| \$ 90-104.99 | 21   | 2.0   | 462                | 45,119          | 97.61  | 62.3           | 19   | 1.9   | 438   | 42,624          | 97.33  | 64.9 | -5.2     | -5.5  | 4.2   |  |
| \$105-119.99 | 21   | 2.3   | 566                | 63,838          | 112.81 | 65.9           | 21   | 2.3   | 555   | 62,176          | 112.07 | 66.4 | -1.9     | -2.6  | .8    |  |
| \$120-134.99 | 17   | 3.2   | 751                | 94,634          | 126.04 | 63.6           | 19   | 3.3   | 781   | 99,837          | 127.84 | 65.0 | 4.0      | 5.5   | 2.2   |  |
| \$135-149.99 | 8    | 1.6   | 348                | 48,973          | 140.57 | 59.6           | 9    | 1.8   | 439   | 62,411          | 142.08 | 65.7 | 26.1     | 27.4  | 10.2  |  |
| \$150-164.99 | 6    | .8    | 175                | 27,180          | 155.14 | 62.8           | 7    | 1.0   | 243   | 37,696          | 155.45 | 64.3 | 38.9     | 38.7  | 2.4   |  |
| \$165-179.99 | 5    | 1.7   | 415                | 72,081          | 173.67 | 67.1           | 5    | 1.3   | 323   | 56,621          | 175.12 | 66.7 | -22.2    | -21.4 | -.6   |  |
| \$180+       | 8    | 2.8   | 682                | 137,335         | 201.41 | 65.7           | 10   | 3.3   | 778   | 159,215         | 204.62 | 65.3 | 14.1     | 15.9  | -.6   |  |
| Ft W-Arl MD  | 293  | 31.7  | 6,987              | 673,973         | 96.46  | 60.4           | 299  | 32.1  | 7,204 | 710,822         | 98.67  | 61.5 | 3.1      | 5.5   | 1.8   |  |

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HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012 |       |                    |                 |        |                | 2013 |       |        |                 |        |      | % Change |       |       |  |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|--------|-----------------|--------|------|----------|-------|-------|--|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites  | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |  |
|              | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's  | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |  |
| DFW CHAIN    |      |       |                    |                 |        |                |      |       |        |                 |        |      |          |       |       |  |
| \$ 00- 44.99 | 191  | 20.2  | 4,574              | 163,226         | 35.69  | 62.1           | 179  | 19.2  | 4,301  | 157,401         | 36.60  | 61.4 | -6.0     | -3.6  | 72.0  |  |
| \$ 45- 59.99 | 107  | 8.6   | 1,842              | 95,678          | 51.95  | 58.8           | 107  | 8.4   | 1,884  | 97,875          | 51.94  | 61.6 | 2.3      | 2.3   | 18.6  |  |
| \$ 60- 74.99 | 112  | 10.7  | 2,372              | 160,514         | 67.66  | 60.8           | 104  | 9.6   | 2,222  | 150,910         | 67.93  | 63.4 | -6.3     | -6.0  | -6.3  |  |
| \$ 75- 89.99 | 73   | 8.6   | 2,009              | 166,370         | 82.81  | 63.8           | 73   | 7.9   | 1,912  | 157,635         | 82.43  | 66.2 | -4.8     | -5.3  | -20.1 |  |
| \$ 90-104.99 | 67   | 9.5   | 2,221              | 216,382         | 97.41  | 64.3           | 64   | 8.8   | 2,168  | 213,152         | 98.33  | 67.7 | -2.4     | -1.5  | -30.5 |  |
| \$105-119.99 | 62   | 11.3  | 2,678              | 300,056         | 112.04 | 65.2           | 69   | 11.5  | 2,812  | 312,811         | 111.25 | 66.8 | 5.0      | 4.3   | -40.4 |  |
| \$120-134.99 | 35   | 8.3   | 1,928              | 244,180         | 126.62 | 63.5           | 48   | 9.3   | 2,304  | 292,896         | 127.13 | 67.5 | 19.5     | 20.0  | -46.7 |  |
| \$135-149.99 | 15   | 5.0   | 1,128              | 157,940         | 139.97 | 62.4           | 20   | 6.8   | 1,659  | 233,363         | 140.70 | 67.2 | 47.1     | 47.8  | -52.0 |  |
| \$150-164.99 | 7    | 2.2   | 516                | 81,722          | 158.34 | 65.7           | 7    | 1.7   | 421    | 65,773          | 156.41 | 67.6 | -18.4    | -19.5 | -57.3 |  |
| \$165-179.99 | 5    | 2.0   | 495                | 85,325          | 172.26 | 66.6           | 6    | 2.6   | 660    | 114,664         | 173.65 | 68.7 | 33.3     | 34.4  | -60.1 |  |
| \$180+       | 10   | 4.1   | 998                | 214,068         | 214.54 | 66.7           | 11   | 4.6   | 1,123  | 245,476         | 218.63 | 66.9 | 12.5     | 14.7  | -68.8 |  |
| TOTAL        | 684  | 90.4  | 20,762             | 1,885,462       | 90.81  | 63.0           | 688  | 90.4  | 21,465 | 2,041,956       | 95.13  | 65.0 | 3.4      | 8.3   | 3.2   |  |
| INDEP        |      |       |                    |                 |        |                |      |       |        |                 |        |      |          |       |       |  |
| \$ 00- 44.99 | 94   | 6.5   | 1,280              | 36,723          | 28.68  | 53.6           | 100  | 7.1   | 1,447  | 42,574          | 29.42  | 55.7 | 13.0     | 15.9  | 94.2  |  |
| \$ 45- 59.99 | 24   | 1.8   | 320                | 16,335          | 51.02  | 48.4           | 21   | 1.5   | 297    | 15,226          | 51.27  | 54.2 | -7.2     | -6.8  | 6.2   |  |
| \$ 60- 74.99 | 10   | 1.1   | 238                | 15,773          | 66.19  | 62.1           | 10   | 1.1   | 244    | 15,833          | 64.81  | 60.4 | 2.5      | .4    | -8.7  |  |
| \$ 75- 89.99 | 5    | .3    | 68                 | 5,555           | 81.50  | 61.3           | 5    | .3    | 71     | 5,989           | 83.98  | 63.5 | 4.4      | 7.8   | -22.1 |  |
| \$ 90-104.99 | 2    | .1    | 15                 | 1,431           | 94.43  | 56.2           | 3    | .2    | 53     | 5,173           | 97.15  | 64.0 | 253.3    | 261.5 | -32.2 |  |
| \$105-119.99 | 2    | .1    | 13                 | 1,491           | 114.52 | 48.5           | 3    | .1    | 24     | 2,617           | 109.86 | 58.2 | 84.6     | 75.5  | -49.2 |  |
| \$120-134.99 | 1    | .3    | 65                 | 8,663           | 133.83 | 65.1           | 1    | .0    | 4      | 556             | 124.26 | 59.6 | -93.8    | -93.6 | -55.5 |  |
| \$135-149.99 | 5    | 1.2   | 263                | 37,868          | 144.11 | 60.9           | 6    | 1.0   | 228    | 32,488          | 142.70 | 64.0 | -13.3    | -14.2 | -55.6 |  |
| \$150-164.99 | 5    | .6    | 132                | 20,358          | 154.77 | 61.9           | 4    | .8    | 183    | 28,621          | 156.53 | 66.1 | 38.6     | 40.6  | -57.3 |  |
| \$165-179.99 | 2    | .2    | 53                 | 9,157           | 173.86 | 68.5           | 2    | .4    | 102    | 17,612          | 173.44 | 71.8 | 92.5     | 92.3  | -58.7 |  |
| \$180+       | 8    | .9    | 217                | 48,057          | 221.05 | 64.0           | 9    | 1.0   | 256    | 58,990          | 230.19 | 67.9 | 18.0     | 22.8  | -69.3 |  |
| TOTAL        | 159  | 13.0  | 2,664              | 201,412         | 75.60  | 56.0           | 166  | 13.5  | 2,910  | 225,678         | 77.56  | 58.8 | 9.2      | 12.0  | 5.0   |  |

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HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012 |       |                    |                 |        |                | 2013 |       |        |                 |        |      | % Change |      |      |  |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|--------|-----------------|--------|------|----------|------|------|--|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites  | \$ <sup>3</sup> | Est.   | %    | Nites    | \$   | Occ. |  |
|              | Htls | Rooms | 000's              | 000's           | \$     | Rate           | Htls | Rooms | 000's  | 000's           | \$     | Rate | Sold     | Revs | Occ. |  |
| DFW          |      |       |                    |                 |        |                |      |       |        |                 |        |      |          |      |      |  |
| \$ 00- 44.99 | 285  | 26.7  | 5,854              | 199,949         | 34.15  | 60.0           | 279  | 26.3  | 5,748  | 199,975         | 34.79  | 59.9 | -1.8     | .0   | -.2  |  |
| \$ 45- 59.99 | 130  | 10.4  | 2,162              | 112,014         | 51.81  | 57.0           | 129  | 9.9   | 2,181  | 113,101         | 51.85  | 60.5 | .9       | 1.0  | 6.1  |  |
| \$ 60- 74.99 | 122  | 11.7  | 2,611              | 176,287         | 67.52  | 60.9           | 114  | 10.7  | 2,466  | 166,743         | 67.62  | 63.1 | -5.6     | -5.4 | 3.6  |  |
| \$ 75- 89.99 | 78   | 8.9   | 2,077              | 171,925         | 82.77  | 63.7           | 78   | 8.2   | 1,984  | 163,624         | 82.48  | 66.1 | -4.5     | -4.8 | 3.8  |  |
| \$ 90-104.99 | 70   | 9.5   | 2,236              | 217,813         | 97.39  | 64.2           | 67   | 9.0   | 2,221  | 218,325         | 98.30  | 67.6 | -.7      | .2   | 5.3  |  |
| \$105-119.99 | 65   | 11.3  | 2,691              | 301,547         | 112.05 | 65.1           | 72   | 11.6  | 2,836  | 315,428         | 111.24 | 66.7 | 5.4      | 4.6  | 2.5  |  |
| \$120-134.99 | 37   | 8.6   | 1,993              | 252,842         | 126.86 | 63.5           | 49   | 9.4   | 2,308  | 293,452         | 127.13 | 67.5 | 15.8     | 16.1 | 6.3  |  |
| \$135-149.99 | 20   | 6.1   | 1,391              | 195,808         | 140.75 | 62.1           | 26   | 7.7   | 1,886  | 265,851         | 140.94 | 66.8 | 35.6     | 35.8 | 7.6  |  |
| \$150-164.99 | 12   | 2.7   | 648                | 102,080         | 157.61 | 64.9           | 11   | 2.5   | 603    | 94,393          | 156.45 | 67.1 | -6.9     | -7.5 | 3.4  |  |
| \$165-179.99 | 7    | 2.2   | 548                | 94,482          | 172.42 | 66.8           | 9    | 3.0   | 762    | 132,276         | 173.62 | 69.1 | 39.1     | 40.0 | 3.4  |  |
| \$180+       | 18   | 5.0   | 1,215              | 262,125         | 215.70 | 66.2           | 21   | 5.6   | 1,379  | 304,467         | 220.78 | 67.1 | 13.5     | 16.2 | 1.4  |  |
| Total DFW    | 843  | 103.4 | 23,427             | 2,086,874       | 89.08  | 62.1           | 854  | 104.0 | 24,374 | 2,267,634       | 93.03  | 64.2 | 4.0      | 8.7  | 3.4  |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org



HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| El Paso      | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 18    | 1.9   | 455                | 16,291          | 35.83  | 64.9           | 18   | 1.9   | 443   | 15,730          | 35.48  | 63.5 | -2.6     | -3.4  | -2.2  |
| \$ 45- 59.99 | 15    | 1.4   | 329                | 17,312          | 52.64  | 63.8           | 14   | 1.4   | 332   | 17,609          | 53.05  | 65.0 | .9       | 1.7   | 1.9   |
| \$ 60- 74.99 | 8     | .8    | 185                | 12,711          | 68.64  | 65.3           | 8    | .9    | 213   | 14,746          | 69.10  | 65.1 | 15.1     | 16.0  | -.3   |
| \$ 75- 89.99 | 10    | 1.4   | 349                | 28,860          | 82.74  | 67.2           | 9    | 1.1   | 259   | 20,970          | 80.85  | 63.5 | -25.8    | -27.3 | -5.5  |
| \$ 90-104.99 | 4     | .6    | 142                | 13,722          | 96.46  | 70.1           | 4    | .7    | 166   | 16,166          | 97.13  | 68.9 | 16.9     | 17.8  | -1.7  |
| \$105-119.99 | 8     | 1.1   | 270                | 31,045          | 114.94 | 67.4           | 8    | 1.0   | 249   | 28,501          | 114.46 | 70.5 | -7.8     | -8.2  | 4.6   |
| \$120-134.99 | 5     | .8    | 187                | 23,042          | 123.11 | 67.8           | 6    | .9    | 221   | 27,758          | 125.62 | 70.3 | 18.2     | 20.5  | 3.7   |
| TOTAL        | 68    | 7.9   | 1,917              | 142,983         | 74.59  | 66.1           | 66   | 7.8   | 1,884 | 141,480         | 75.08  | 66.0 | -1.7     | -1.1  | -11.5 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 9     | .6    | 141                | 3,636           | 25.77  | 63.3           | 8    | .5    | 117   | 2,962           | 25.42  | 59.1 | -17.0    | -18.5 | -6.6  |
| \$ 45- 59.99 | 1     | .1    | 26                 | 1,374           | 52.52  | 53.6           | 2    | .4    | 60    | 3,049           | 50.99  | 41.5 | 130.8    | 121.9 | -22.6 |
| \$ 60- 74.99 | 1     | .3    | 32                 | 1,948           | 61.43  | 33.5           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| TOTAL        | 11    | 1.0   | 199                | 6,958           | 34.97  | 54.3           | 10   | .9    | 176   | 6,011           | 34.10  | 51.7 | -11.6    | -13.6 | 47.8  |
| El Paso      |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 27    | 2.5   | 596                | 19,926          | 33.45  | 64.5           | 26   | 2.5   | 560   | 18,692          | 33.39  | 62.5 | -6.0     | -6.2  | -3.1  |
| \$ 45- 59.99 | 16    | 1.5   | 355                | 18,686          | 52.63  | 62.9           | 16   | 1.8   | 392   | 20,658          | 52.74  | 59.8 | 10.4     | 10.6  | -4.9  |
| \$ 60- 74.99 | 8     | 1.0   | 217                | 14,659          | 67.59  | 57.3           | 8    | .9    | 213   | 14,746          | 69.10  | 65.1 | -1.8     | .6    | 13.6  |
| \$ 75- 89.99 | 10    | 1.4   | 349                | 28,860          | 82.74  | 67.2           | 9    | 1.1   | 259   | 20,970          | 80.85  | 63.5 | -25.8    | -27.3 | -5.5  |
| \$ 90-104.99 | 4     | .6    | 142                | 13,722          | 96.46  | 70.1           | 4    | .7    | 166   | 16,166          | 97.13  | 68.9 | 16.9     | 17.8  | -1.7  |
| \$105-119.99 | 8     | 1.1   | 270                | 31,045          | 114.94 | 67.4           | 8    | 1.0   | 249   | 28,501          | 114.46 | 70.5 | -7.8     | -8.2  | 4.6   |
| \$120-134.99 | 5     | .8    | 187                | 23,042          | 123.11 | 67.8           | 6    | .9    | 221   | 27,758          | 125.62 | 70.3 | 18.2     | 20.5  | 3.7   |
| El Paso      | 79    | 8.9   | 2,116              | 149,941         | 70.86  | 64.8           | 76   | 8.8   | 2,061 | 147,491         | 71.57  | 64.5 | -2.6     | -1.6  | -.5   |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                                   | 2012       |             |                    |                  |              |                | 2013       |             |               |                  |               |             | % Change   |             |              |  |
|-----------------------------------|------------|-------------|--------------------|------------------|--------------|----------------|------------|-------------|---------------|------------------|---------------|-------------|------------|-------------|--------------|--|
|                                   | #          | #           | Nites <sup>1</sup> | \$ <sup>3</sup>  | Est.         | % <sup>2</sup> | #          | #           | Nites         | \$ <sup>3</sup>  | Est.          | %           | Nites      | \$          | %            |  |
|                                   | Htls       | Rooms       | 000's              | Revenue          | \$           | Rate           | Htls       | Rooms       | 000's         | Revenue          | \$            | Rate        | Sold       | Revs        | Occ.         |  |
| <b>Houston-Baytown-Sugar Land</b> |            |             |                    |                  |              |                |            |             |               |                  |               |             |            |             |              |  |
| <b>CHAIN</b>                      |            |             |                    |                  |              |                |            |             |               |                  |               |             |            |             |              |  |
| \$ 00- 44.99                      | 135        | 11.9        | 2,713              | 98,882           | 36.45        | 62.4           | 107        | 9.6         | 2,273         | 86,129           | 37.89         | 64.7        | -16.2      | -12.9       | 3.7          |  |
| \$ 45- 59.99                      | 96         | 6.5         | 1,461              | 75,714           | 51.81        | 61.6           | 104        | 7.1         | 1,655         | 86,017           | 51.98         | 64.0        | 13.3       | 13.6        | 3.9          |  |
| \$ 60- 74.99                      | 91         | 7.5         | 1,771              | 121,049          | 68.36        | 65.0           | 67         | 5.5         | 1,314         | 90,240           | 68.67         | 65.4        | -25.8      | -25.5       | .6           |  |
| \$ 75- 89.99                      | 77         | 7.4         | 1,819              | 149,429          | 82.14        | 67.2           | 81         | 7.3         | 1,840         | 152,441          | 82.86         | 69.4        | 1.2        | 2.0         | 3.3          |  |
| \$ 90-104.99                      | 52         | 6.3         | 1,555              | 152,145          | 97.83        | 67.5           | 53         | 5.6         | 1,415         | 137,934          | 97.47         | 68.7        | -9.0       | -9.3        | 1.8          |  |
| \$105-119.99                      | 52         | 6.8         | 1,694              | 191,018          | 112.78       | 68.4           | 54         | 6.5         | 1,620         | 181,948          | 112.30        | 68.0        | -4.4       | -4.7        | -.6          |  |
| \$120-134.99                      | 38         | 6.0         | 1,494              | 189,732          | 126.97       | 68.5           | 48         | 7.1         | 1,789         | 227,760          | 127.32        | 69.3        | 19.7       | 20.0        | 1.2          |  |
| \$135-149.99                      | 23         | 4.9         | 1,234              | 176,129          | 142.71       | 69.3           | 38         | 6.0         | 1,541         | 218,432          | 141.70        | 70.6        | 24.9       | 24.0        | 1.9          |  |
| \$150-164.99                      | 11         | 3.2         | 832                | 130,786          | 157.20       | 70.2           | 13         | 2.6         | 665           | 104,371          | 156.96        | 71.4        | -20.1      | -20.2       | 1.7          |  |
| \$165-179.99                      | 8          | 2.7         | 698                | 119,207          | 170.67       | 70.1           | 12         | 3.9         | 1,005         | 174,281          | 173.49        | 70.5        | 44.0       | 46.2        | .6           |  |
| \$180+                            | 9          | 2.7         | 697                | 145,177          | 208.39       | 70.0           | 17         | 5.6         | 1,441         | 298,281          | 206.98        | 71.2        | 106.7      | 105.5       | 1.7          |  |
| <b>TOTAL</b>                      | <b>591</b> | <b>66.0</b> | <b>15,969</b>      | <b>1,549,269</b> | <b>97.02</b> | <b>66.3</b>    | <b>596</b> | <b>66.7</b> | <b>16,558</b> | <b>1,757,833</b> | <b>106.16</b> | <b>68.0</b> | <b>3.7</b> | <b>13.5</b> | <b>-29.9</b> |  |
| <b>INDEP</b>                      |            |             |                    |                  |              |                |            |             |               |                  |               |             |            |             |              |  |
| \$ 00- 44.99                      | 135        | 6.6         | 1,365              | 44,649           | 32.70        | 56.6           | 136        | 6.6         | 1,452         | 48,311           | 33.28         | 60.6        | 6.4        | 8.2         | 7.1          |  |
| \$ 45- 59.99                      | 53         | 2.0         | 423                | 21,422           | 50.67        | 59.3           | 50         | 1.8         | 408           | 20,592           | 50.50         | 63.0        | -3.5       | -3.9        | 6.2          |  |
| \$ 60- 74.99                      | 12         | .5          | 101                | 6,540            | 64.74        | 57.8           | 18         | .7          | 148           | 9,714            | 65.44         | 59.1        | 46.5       | 48.5        | 2.2          |  |
| \$ 75- 89.99                      | 9          | .6          | 95                 | 7,883            | 82.83        | 44.3           | 9          | .5          | 85            | 7,067            | 83.16         | 49.6        | -10.5      | -10.4       | 12.0         |  |
| \$ 90-104.99                      | 5          | .4          | 72                 | 7,166            | 99.10        | 47.3           | 5          | .4          | 54            | 5,141            | 95.56         | 40.2        | -25.0      | -28.3       | -15.0        |  |
| \$105-119.99                      | 7          | .5          | 70                 | 7,706            | 110.51       | 42.5           | 9          | .7          | 103           | 11,787           | 114.23        | 43.5        | 47.1       | 53.0        | 2.4          |  |
| \$120-134.99                      | 8          | .5          | 81                 | 10,324           | 127.25       | 48.9           | 5          | .2          | 48            | 6,016            | 126.17        | 53.8        | -40.7      | -41.7       | 10.0         |  |
| \$135-149.99                      | 9          | .9          | 191                | 27,205           | 142.73       | 59.0           | 10         | .5          | 104           | 14,853           | 143.16        | 52.4        | -45.5      | -45.4       | -11.2        |  |
| \$150-164.99                      | 9          | .9          | 207                | 32,288           | 156.03       | 61.4           | 7          | 1.0         | 230           | 36,204           | 157.36        | 61.3        | 11.1       | 12.1        | -.2          |  |
| \$165-179.99                      | 4          | .5          | 112                | 19,262           | 172.15       | 56.3           | 6          | .5          | 121           | 20,824           | 172.17        | 60.3        | 8.0        | 8.1         | 7.1          |  |
| \$180+                            | 11         | 1.9         | 439                | 100,227          | 228.48       | 64.1           | 15         | 2.4         | 555           | 129,456          | 233.20        | 64.1        | 26.4       | 29.2        | .0           |  |
| <b>TOTAL</b>                      | <b>262</b> | <b>15.2</b> | <b>3,156</b>       | <b>284,672</b>   | <b>90.21</b> | <b>57.0</b>    | <b>270</b> | <b>15.2</b> | <b>3,307</b>  | <b>309,964</b>   | <b>93.72</b>  | <b>59.4</b> | <b>4.8</b> | <b>8.9</b>  | <b>-34.2</b> |  |

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HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012 |       |                    |                 |        |                | 2013 |       |        |                 |        |      | % Change |       |      |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|--------|-----------------|--------|------|----------|-------|------|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites  | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls | Rooms | 000's              | 000's           | \$     | Rate           | Htls | Rooms | 000's  | 000's           | \$     | Rate | Sold     | Revs  | Occ. |
| Hou-Bay-Sug  |      |       |                    |                 |        |                |      |       |        |                 |        |      |          |       |      |
| \$ 00- 44.99 | 270  | 18.5  | 4,078              | 143,531         | 35.19  | 60.3           | 243  | 16.2  | 3,725  | 134,440         | 36.09  | 63.0 | -8.7     | -6.3  | 4.5  |
| \$ 45- 59.99 | 149  | 8.5   | 1,884              | 97,136          | 51.55  | 61.1           | 154  | 8.9   | 2,063  | 106,609         | 51.68  | 63.8 | 9.5      | 9.8   | 4.4  |
| \$ 60- 74.99 | 103  | 7.9   | 1,872              | 127,589         | 68.16  | 64.6           | 85   | 6.2   | 1,463  | 99,954          | 68.34  | 64.7 | -21.8    | -21.7 | .2   |
| \$ 75- 89.99 | 86   | 8.0   | 1,914              | 157,312         | 82.17  | 65.5           | 90   | 7.7   | 1,925  | 159,508         | 82.88  | 68.2 | .6       | 1.4   | 4.1  |
| \$ 90-104.99 | 57   | 6.7   | 1,628              | 159,311         | 97.88  | 66.2           | 58   | 6.0   | 1,469  | 143,075         | 97.40  | 67.0 | -9.8     | -10.2 | 1.2  |
| \$105-119.99 | 59   | 7.2   | 1,763              | 198,724         | 112.69 | 66.8           | 63   | 7.2   | 1,723  | 193,735         | 112.42 | 65.8 | -2.3     | -2.5  | -1.5 |
| \$120-134.99 | 46   | 6.4   | 1,575              | 200,056         | 126.98 | 67.1           | 53   | 7.3   | 1,837  | 233,776         | 127.29 | 68.8 | 16.6     | 16.9  | 2.5  |
| \$135-149.99 | 31   | 5.8   | 1,425              | 203,334         | 142.71 | 67.7           | 48   | 6.5   | 1,645  | 233,285         | 141.79 | 69.1 | 15.4     | 14.7  | 2.1  |
| \$150-164.99 | 20   | 4.2   | 1,039              | 163,074         | 156.96 | 68.3           | 21   | 3.6   | 895    | 140,575         | 157.07 | 68.5 | -13.9    | -13.8 | .3   |
| \$165-179.99 | 12   | 3.3   | 810                | 138,469         | 170.88 | 67.8           | 19   | 4.4   | 1,125  | 195,104         | 173.35 | 69.2 | 38.9     | 40.9  | 2.1  |
| \$180+       | 20   | 4.6   | 1,135              | 245,403         | 216.16 | 67.6           | 32   | 7.9   | 1,996  | 427,737         | 214.27 | 69.1 | 75.9     | 74.3  | 2.2  |
| Hou-Bay-Sug  | 853  | 81.1  | 19,124             | 1,833,941       | 95.89  | 64.6           | 866  | 81.9  | 19,865 | 2,067,797       | 104.09 | 66.4 | 3.9      | 12.8  | 2.8  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                                | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |  |
|--------------------------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|--|
|                                | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %     |  |
|                                | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |  |
| Killeen-Temple-Fort Hood CHAIN |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99                   | 15   | .9    | 169                | 6,385           | 37.73  | 49.2           | 14   | .8    | 145   | 5,410           | 37.41  | 49.1 | -14.2    | -15.3 | -.2   |  |
| \$ 45- 59.99                   | 13   | .8    | 156                | 8,006           | 51.24  | 55.4           | 12   | .7    | 146   | 7,625           | 52.07  | 55.3 | -6.4     | -4.8  | -.2   |  |
| \$ 60- 74.99                   | 10   | .7    | 144                | 9,623           | 67.05  | 58.6           | 9    | .7    | 143   | 9,675           | 67.84  | 56.3 | -.7      | .5    | -3.9  |  |
| \$ 75- 89.99                   | 7    | .6    | 135                | 11,123          | 82.46  | 62.2           | 9    | .8    | 164   | 13,459          | 82.22  | 59.3 | 21.5     | 21.0  | -4.7  |  |
| \$ 90-104.99                   | 7    | .6    | 134                | 13,016          | 97.24  | 64.7           | 6    | .5    | 114   | 11,205          | 98.00  | 60.3 | -14.9    | -13.9 | -6.8  |  |
| \$105-119.99                   | 4    | .4    | 92                 | 10,366          | 112.38 | 67.0           | 2    | .2    | 42    | 4,616           | 110.80 | 63.8 | -54.3    | -55.5 | -4.8  |  |
| \$120-134.99                   | 0    | .0    | 8                  | 1,015           | 123.48 | 67.9           | 1    | .1    | 23    | 2,836           | 124.78 | 67.2 | 187.5    | 179.4 | -1.0  |  |
| \$135-149.99                   | 0    | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 8     | 1,167           | 139.65 | 69.1 | .0       | .0    | .0    |  |
| TOTAL                          | 55   | 4.0   | 838                | 59,535          | 71.03  | 58.0           | 52   | 3.8   | 784   | 55,994          | 71.38  | 56.5 | -6.4     | -5.9  | -20.5 |  |
| INDEP                          |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99                   | 16   | .7    | 124                | 4,537           | 36.64  | 49.5           | 13   | .6    | 104   | 3,748           | 35.95  | 49.2 | -16.1    | -17.4 | -.6   |  |
| \$ 45- 59.99                   | 3    | .1    | 17                 | 920             | 52.83  | 74.2           | 5    | .2    | 42    | 2,140           | 51.46  | 64.7 | 147.1    | 132.6 | -12.8 |  |
| \$ 60- 74.99                   | 2    | .1    | 18                 | 1,279           | 69.16  | 54.9           | 2    | .1    | 22    | 1,602           | 71.35  | 54.7 | 22.2     | 25.3  | -.4   |  |
| \$ 75- 89.99                   | 2    | .1    | 15                 | 1,201           | 79.84  | 39.4           | 2    | .1    | 11    | 905             | 81.01  | 36.2 | -26.7    | -24.6 | -8.1  |  |
| \$ 90-104.99                   | 0    | .0    | 1                  | 138             | 95.70  | 39.7           | 0    | .0    | 1     | 54              | 93.43  | 32.3 | .0       | -60.9 | -18.6 |  |
| \$105-119.99                   | 1    | .0    | 1                  | 139             | 113.91 | 33.4           | 1    | .0    | 1     | 155             | 109.08 | 38.5 | .0       | 11.5  | 15.3  |  |
| \$120-134.99                   | 0    | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 1     | 95              | 124.87 | 41.6 | .0       | .0    | .0    |  |
| \$135-149.99                   | 0    | .0    | 0                  | 31              | 148.31 | 25.4           | 0    | .0    | 0     | 30              | 145.09 | 28.9 | .0       | -3.2  | 13.8  |  |
| \$150-164.99                   | 1    | .0    | 1                  | 192             | 158.45 | 33.1           | 0    | .0    | 0     | 59              | 157.82 | 25.8 | -        | -69.3 | -22.1 |  |
| \$165-179.99                   | 0    | .0    | 0                  | 73              | 169.72 | 27.8           | 1    | .0    | 1     | 114             | 172.00 | 30.2 | .0       | 56.2  | 8.6   |  |
| TOTAL                          | 26   | 1.0   | 179                | 8,510           | 47.46  | 50.0           | 24   | 1.0   | 183   | 8,902           | 48.52  | 51.0 | 2.2      | 4.6   | 7.5   |  |
| Kil-Tem-FtH                    |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99                   | 31   | 1.6   | 293                | 10,922          | 37.27  | 49.3           | 27   | 1.4   | 249   | 9,158           | 36.80  | 49.2 | -15.0    | -16.2 | -.2   |  |
| \$ 45- 59.99                   | 16   | .8    | 174                | 8,926           | 51.40  | 56.8           | 17   | .9    | 188   | 9,765           | 51.94  | 57.1 | 8.0      | 9.4   | .5    |  |
| \$ 60- 74.99                   | 11   | .8    | 162                | 10,901          | 67.29  | 58.2           | 11   | .8    | 165   | 11,277          | 68.32  | 56.1 | 1.9      | 3.4   | -3.6  |  |
| \$ 75- 89.99                   | 9    | .7    | 150                | 12,324          | 82.19  | 58.8           | 11   | .8    | 175   | 14,364          | 82.14  | 57.0 | 16.7     | 16.6  | -3.1  |  |
| \$ 90-104.99                   | 7    | .6    | 135                | 13,154          | 97.22  | 64.3           | 6    | .5    | 115   | 11,260          | 97.97  | 60.1 | -14.8    | -14.4 | -6.5  |  |
| \$105-119.99                   | 4    | .4    | 93                 | 10,505          | 112.40 | 66.1           | 2    | .2    | 43    | 4,771           | 110.74 | 62.4 | -53.8    | -54.6 | -5.6  |  |
| \$120-134.99                   | 0    | .0    | 8                  | 1,015           | 123.48 | 67.9           | 1    | .1    | 23    | 2,931           | 124.78 | 65.9 | 187.5    | 188.8 | -2.9  |  |
| \$135-149.99                   | 0    | .0    | 0                  | 31              | 148.31 | 25.4           | 0    | .0    | 9     | 1,197           | 139.78 | 66.8 | .0       | -     | 163.0 |  |
| \$150-164.99                   | 1    | .0    | 1                  | 192             | 158.45 | 33.1           | 0    | .0    | 0     | 59              | 157.82 | 25.8 | -        | -69.3 | -22.1 |  |
| \$165-179.99                   | 0    | .0    | 0                  | 73              | 169.72 | 27.8           | 1    | .0    | 1     | 114             | 172.00 | 30.2 | .0       | 56.2  | 8.6   |  |
| Kil-Tem-FtH                    | 81   | 4.9   | 1,017              | 68,044          | 66.87  | 56.4           | 77   | 4.8   | 968   | 64,896          | 67.05  | 55.3 | -4.8     | -4.6  | -2.0  |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |         |        |      | 2013 |       |       |         |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|---------|--------|------|------|-------|-------|---------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$      | Est.   | %    | #    | #     | Nites | \$      | Est.   | %    | Nites    | \$    | Occ.  |
|              | Htls  | Rooms | 000's              | Revenue | \$     | Occ  | Htls | Rooms | 000's | Revenue | \$     | Occ  |          |       |       |
| Laredo       | CHAIN |       |                    |         |        |      |      |       |       |         |        |      |          |       |       |
| \$ 00- 44.99 | 1     | .2    | 52                 | 1,928   | 36.79  | 73.5 | 1    | .1    | 31    | 967     | 31.71  | 69.1 | -40.4    | -49.8 | -6.0  |
| \$ 45- 59.99 | 4     | .5    | 123                | 6,597   | 53.70  | 72.4 | 4    | .5    | 124   | 6,681   | 53.73  | 67.7 | .8       | 1.3   | -6.5  |
| \$ 60- 74.99 | 5     | .5    | 140                | 9,541   | 68.07  | 70.2 | 5    | .6    | 155   | 10,116  | 65.38  | 66.6 | 10.7     | 6.0   | -5.1  |
| \$ 75- 89.99 | 2     | .2    | 60                 | 4,663   | 77.94  | 70.1 | 1    | .2    | 47    | 3,659   | 78.44  | 69.5 | -21.7    | -21.5 | -.9   |
| \$ 90-104.99 | 2     | .3    | 76                 | 7,377   | 97.26  | 72.5 | 4    | .4    | 94    | 9,149   | 96.87  | 69.8 | 23.7     | 24.0  | -3.7  |
| \$105-119.99 | 7     | .7    | 184                | 20,592  | 112.11 | 74.9 | 5    | .5    | 141   | 15,527  | 110.39 | 72.0 | -23.4    | -24.6 | -3.9  |
| \$120-134.99 | 1     | .2    | 45                 | 5,659   | 125.46 | 79.5 | 2    | .2    | 66    | 8,495   | 127.78 | 74.7 | 46.7     | 50.1  | -6.0  |
| \$135-149.99 | 1     | .1    | 22                 | 3,038   | 140.87 | 76.1 | 0    | .0    | 11    | 1,537   | 143.41 | 75.7 | -50.0    | -49.4 | -.5   |
| TOTAL        | 23    | 2.6   | 701                | 59,395  | 84.68  | 73.0 | 23   | 2.6   | 669   | 56,132  | 83.96  | 69.6 | -4.6     | -5.5  | -17.8 |
|              | INDEP |       |                    |         |        |      |      |       |       |         |        |      |          |       |       |
| \$ 00- 44.99 | 9     | .6    | 136                | 4,210   | 31.01  | 62.2 | 9    | .6    | 120   | 3,491   | 29.07  | 59.8 | -11.8    | -17.1 | -3.9  |
| \$ 45- 59.99 | 4     | .3    | 87                 | 4,588   | 52.66  | 69.5 | 4    | .4    | 89    | 4,485   | 50.64  | 67.0 | 2.3      | -2.2  | -3.6  |
| \$ 60- 74.99 | 1     | .1    | 22                 | 1,362   | 61.29  | 70.6 | 1    | .1    | 30    | 1,869   | 62.62  | 70.9 | 36.4     | 37.2  | .4    |
| \$ 75- 89.99 | 1     | .2    | 48                 | 4,103   | 84.72  | 64.4 | 1    | .2    | 45    | 3,826   | 84.82  | 60.0 | -6.3     | -6.8  | -6.8  |
| TOTAL        | 15    | 1.2   | 293                | 14,262  | 48.59  | 65.2 | 15   | 1.2   | 284   | 13,671  | 48.21  | 63.0 | -3.1     | -4.1  | 29.7  |
| Laredo       |       |       |                    |         |        |      |      |       |       |         |        |      |          |       |       |
| \$ 00- 44.99 | 11    | .8    | 188                | 6,138   | 32.62  | 65.0 | 10   | .7    | 151   | 4,458   | 29.61  | 61.4 | -19.7    | -27.4 | -5.5  |
| \$ 45- 59.99 | 8     | .8    | 210                | 11,185  | 53.27  | 71.1 | 8    | .9    | 213   | 11,166  | 52.44  | 67.4 | 1.4      | -.2   | -5.2  |
| \$ 60- 74.99 | 5     | .6    | 162                | 10,902  | 67.14  | 70.3 | 7    | .8    | 185   | 11,985  | 64.93  | 67.3 | 14.2     | 9.9   | -4.3  |
| \$ 75- 89.99 | 3     | .4    | 108                | 8,766   | 80.97  | 67.4 | 2    | .4    | 92    | 7,485   | 81.58  | 64.5 | -14.8    | -14.6 | -4.3  |
| \$ 90-104.99 | 2     | .3    | 76                 | 7,377   | 97.26  | 72.5 | 4    | .4    | 94    | 9,149   | 96.87  | 69.8 | 23.7     | 24.0  | -3.7  |
| \$105-119.99 | 7     | .7    | 184                | 20,592  | 112.11 | 74.9 | 5    | .5    | 141   | 15,527  | 110.39 | 72.0 | -23.4    | -24.6 | -3.9  |
| \$120-134.99 | 1     | .2    | 45                 | 5,659   | 125.46 | 79.5 | 2    | .2    | 66    | 8,495   | 127.78 | 74.7 | 46.7     | 50.1  | -6.0  |
| \$135-149.99 | 1     | .1    | 22                 | 3,038   | 140.87 | 76.1 | 0    | .0    | 11    | 1,537   | 143.41 | 75.7 | -50.0    | -49.4 | -.5   |
| Laredo       | 38    | 3.9   | 995                | 73,657  | 74.03  | 70.5 | 38   | 3.9   | 952   | 69,802  | 73.31  | 67.5 | -4.3     | -5.2  | -4.3  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Longview     | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 5     | .3    | 58                 | 2,288           | 39.43  | 50.2           | 4    | .3    | 55    | 2,114           | 38.73  | 55.8 | -5.2     | -7.6  | 11.2  |
| \$ 45- 59.99 | 6     | .4    | 71                 | 3,737           | 52.71  | 54.3           | 6    | .4    | 73    | 3,859           | 52.64  | 53.6 | 2.8      | 3.3   | -1.3  |
| \$ 60- 74.99 | 9     | .6    | 133                | 8,879           | 66.72  | 61.5           | 10   | .7    | 147   | 10,079          | 68.70  | 59.9 | 10.5     | 13.5  | -2.6  |
| \$ 75- 89.99 | 6     | .4    | 100                | 8,026           | 79.87  | 67.8           | 5    | .3    | 74    | 6,104           | 82.85  | 62.4 | -26.0    | -23.9 | -8.0  |
| \$ 90-104.99 | 2     | .2    | 39                 | 3,859           | 98.50  | 69.4           | 2    | .2    | 41    | 3,956           | 96.09  | 67.0 | 5.1      | 2.5   | -3.5  |
| \$105-119.99 | 2     | .1    | 28                 | 3,079           | 108.33 | 71.4           | 2    | .1    | 28    | 3,165           | 114.21 | 68.5 | .0       | 2.8   | -4.1  |
| \$120-134.99 | 1     | .1    | 23                 | 3,045           | 129.80 | 70.6           | 2    | .1    | 34    | 4,214           | 125.66 | 65.5 | 47.8     | 38.4  | -7.2  |
| \$135-149.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 6     | 800             | 143.39 | 67.4 | .0       | .0    | .0    |
| TOTAL        | 31    | 2.0   | 454                | 32,914          | 72.57  | 61.3           | 32   | 2.1   | 456   | 34,291          | 75.15  | 60.1 | .4       | 4.2   | -17.2 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 8     | .4    | 67                 | 2,219           | 33.27  | 44.4           | 9    | .5    | 74    | 2,325           | 31.59  | 42.9 | 10.4     | 4.8   | -3.4  |
| \$ 45- 59.99 | 2     | .1    | 16                 | 841             | 54.00  | 52.4           | 3    | .1    | 22    | 1,107           | 50.49  | 46.1 | 37.5     | 31.6  | -12.0 |
| \$ 60- 74.99 | 0     | .0    | 4                  | 230             | 61.15  | 65.9           | 1    | .1    | 12    | 805             | 64.67  | 53.5 | 200.0    | 250.0 | -18.8 |
| TOTAL        | 10    | .5    | 86                 | 3,289           | 38.24  | 46.3           | 13   | .7    | 108   | 4,236           | 39.24  | 44.5 | 25.6     | 28.8  | 16.4  |
| Longview     | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 13    | .7    | 125                | 4,507           | 36.13  | 46.9           | 13   | .7    | 128   | 4,439           | 34.63  | 47.6 | 2.4      | -1.5  | 1.5   |
| \$ 45- 59.99 | 8     | .4    | 86                 | 4,578           | 52.95  | 53.9           | 9    | .5    | 95    | 4,966           | 52.15  | 51.7 | 10.5     | 8.5   | -4.1  |
| \$ 60- 74.99 | 9     | .6    | 137                | 9,109           | 66.57  | 61.6           | 11   | .7    | 159   | 10,884          | 68.38  | 59.3 | 16.1     | 19.5  | -3.7  |
| \$ 75- 89.99 | 6     | .4    | 100                | 8,026           | 79.87  | 67.8           | 5    | .3    | 74    | 6,104           | 82.85  | 62.4 | -26.0    | -23.9 | -8.0  |
| \$ 90-104.99 | 2     | .2    | 39                 | 3,859           | 98.50  | 69.4           | 2    | .2    | 41    | 3,956           | 96.09  | 67.0 | 5.1      | 2.5   | -3.5  |
| \$105-119.99 | 2     | .1    | 28                 | 3,079           | 108.33 | 71.4           | 2    | .1    | 28    | 3,165           | 114.21 | 68.5 | .0       | 2.8   | -4.1  |
| \$120-134.99 | 1     | .1    | 23                 | 3,045           | 129.80 | 70.6           | 2    | .1    | 34    | 4,214           | 125.66 | 65.5 | 47.8     | 38.4  | -7.2  |
| \$135-149.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 6     | 800             | 143.39 | 67.4 | .0       | .0    | .0    |
| Longview     | 41    | 2.5   | 540                | 36,204          | 67.10  | 58.3           | 45   | 2.7   | 564   | 38,528          | 68.28  | 56.3 | 4.4      | 6.4   | -3.4  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Lubbock      | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 8     | .8    | 189                | 6,810           | 36.11  | 63.4           | 8    | .9    | 211   | 7,959           | 37.75  | 65.6 | 11.6     | 16.9  | 3.5   |
| \$ 45- 59.99 | 8     | .6    | 121                | 6,477           | 53.53  | 59.4           | 6    | .3    | 71    | 3,759           | 53.11  | 63.6 | -41.3    | -42.0 | 7.1   |
| \$ 60- 74.99 | 9     | 1.0   | 224                | 15,221          | 68.04  | 59.6           | 6    | .7    | 162   | 11,103          | 68.66  | 65.2 | -27.7    | -27.1 | 9.4   |
| \$ 75- 89.99 | 7     | .7    | 164                | 13,399          | 81.46  | 65.5           | 8    | .8    | 203   | 16,781          | 82.76  | 69.2 | 23.8     | 25.2  | 5.6   |
| \$ 90-104.99 | 4     | .3    | 81                 | 7,762           | 95.97  | 66.1           | 5    | .4    | 103   | 10,013          | 96.86  | 68.8 | 27.2     | 29.0  | 4.1   |
| \$105-119.99 | 5     | .3    | 86                 | 9,579           | 111.66 | 69.3           | 3    | .2    | 64    | 7,268           | 112.76 | 71.1 | -25.6    | -24.1 | 2.6   |
| \$120-134.99 | 2     | .2    | 40                 | 4,988           | 123.54 | 71.1           | 3    | .2    | 57    | 7,128           | 125.01 | 72.9 | 42.5     | 42.9  | 2.5   |
| \$135-149.99 | 1     | .1    | 26                 | 3,712           | 142.68 | 75.7           | 2    | .2    | 47    | 6,719           | 141.57 | 74.0 | 80.8     | 81.0  | -2.2  |
| \$150-164.99 | 1     | .1    | 34                 | 5,258           | 155.93 | 78.6           | 0    | .1    | 22    | 3,509           | 157.23 | 79.0 | -35.3    | -33.3 | .5    |
| \$165-179.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 23    | 3,902           | 172.86 | 78.6 | .0       | .0    | .0    |
| TOTAL        | 44    | 4.1   | 965                | 73,205          | 75.89  | 64.0           | 43   | 3.9   | 963   | 78,141          | 81.12  | 68.1 | -.2      | 6.7   | -10.3 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 6     | .5    | 84                 | 2,891           | 34.34  | 51.1           | 6    | .4    | 95    | 3,112           | 32.85  | 57.8 | 13.1     | 7.6   | 13.1  |
| \$ 45- 59.99 | 0     | .0    | 1                  | 48              | 57.35  | 23.4           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$ 60- 74.99 | 1     | .0    | 3                  | 179             | 61.72  | 52.7           | 2    | .2    | 35    | 2,331           | 67.13  | 56.6 | -        | -     | 7.4   |
| \$105-119.99 | 1     | .2    | 37                 | 4,373           | 117.72 | 67.2           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$120-134.99 | 1     | .2    | 39                 | 4,871           | 126.50 | 68.0           | 1    | .2    | 55    | 7,168           | 129.30 | 67.0 | 41.0     | 47.2  | -1.5  |
| \$135-149.99 | 0     | .0    | 0                  | 40              | 136.25 | 63.7           | 1    | .1    | 21    | 2,835           | 135.88 | 71.4 | .0       | -     | 12.1  |
| \$150-164.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 0     | 56              | 158.29 | 76.7 | .0       | .0    | .0    |
| TOTAL        | 9     | .8    | 164                | 12,403          | 75.68  | 57.3           | 10   | .9    | 206   | 15,502          | 75.20  | 61.0 | 25.6     | 25.0  | -19.4 |
| Lubbock      |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 14    | 1.3   | 273                | 9,701           | 35.56  | 59.1           | 14   | 1.3   | 306   | 11,071          | 36.23  | 63.0 | 12.1     | 14.1  | 6.6   |
| \$ 45- 59.99 | 8     | .6    | 122                | 6,526           | 53.55  | 58.8           | 6    | .3    | 71    | 3,759           | 53.11  | 63.6 | -41.8    | -42.4 | 8.2   |
| \$ 60- 74.99 | 9     | 1.0   | 227                | 15,399          | 67.96  | 59.5           | 8    | .8    | 196   | 13,434          | 68.39  | 63.5 | -13.7    | -12.8 | 6.7   |
| \$ 75- 89.99 | 7     | .7    | 164                | 13,399          | 81.46  | 65.5           | 8    | .8    | 203   | 16,781          | 82.76  | 69.2 | 23.8     | 25.2  | 5.6   |
| \$ 90-104.99 | 4     | .3    | 81                 | 7,762           | 95.97  | 66.1           | 5    | .4    | 103   | 10,013          | 96.86  | 68.8 | 27.2     | 29.0  | 4.1   |
| \$105-119.99 | 5     | .5    | 123                | 13,952          | 113.49 | 68.7           | 3    | .2    | 64    | 7,268           | 112.76 | 71.1 | -48.0    | -47.9 | 3.5   |
| \$120-134.99 | 3     | .3    | 79                 | 9,859           | 124.99 | 69.5           | 3    | .4    | 112   | 14,295          | 127.13 | 69.9 | 41.8     | 45.0  | .6    |
| \$135-149.99 | 1     | .1    | 26                 | 3,752           | 142.61 | 75.5           | 3    | .3    | 68    | 9,554           | 139.84 | 73.2 | 161.5    | 154.6 | -3.0  |
| \$150-164.99 | 1     | .1    | 34                 | 5,258           | 155.93 | 78.6           | 1    | .1    | 23    | 3,565           | 157.25 | 79.0 | -32.4    | -32.2 | .5    |
| \$165-179.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 23    | 3,902           | 172.86 | 78.6 | .0       | .0    | .0    |
| Lubbock      | 53    | 4.9   | 1,128              | 85,608          | 75.86  | 62.9           | 52   | 4.8   | 1,169 | 93,643          | 80.08  | 66.8 | 3.6      | 9.4   | 6.2   |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                          | 2012  |       |                    |         |        |      | 2013 |       |       |         |        |      | % Change |       |       |
|--------------------------|-------|-------|--------------------|---------|--------|------|------|-------|-------|---------|--------|------|----------|-------|-------|
|                          | #     | #     | Nites <sup>1</sup> | \$      | Est.   | %    | #    | #     | Nites | \$      | Est.   | %    | Nites    | \$    | Occ.  |
|                          | Htls  | Rooms | 000's              | Revenue | \$     | Rate | Htls | Rooms | 000's | Revenue | \$     | Rate |          |       |       |
| McAllen-Edinburg-Mission | CHAIN |       |                    |         |        |      |      |       |       |         |        |      |          |       |       |
| \$ 00- 44.99             | 4     | .4    | 66                 | 2,505   | 38.07  | 49.7 | 4    | .4    | 68    | 2,552   | 37.30  | 51.0 | 3.0      | 1.9   | 2.6   |
| \$ 45- 59.99             | 16    | 1.1   | 218                | 11,815  | 54.09  | 55.7 | 16   | 1.1   | 206   | 10,942  | 53.03  | 53.5 | -5.5     | -7.4  | -3.9  |
| \$ 60- 74.99             | 16    | 1.1   | 227                | 15,327  | 67.49  | 58.5 | 14   | .9    | 207   | 13,937  | 67.38  | 59.8 | -8.8     | -9.1  | 2.2   |
| \$ 75- 89.99             | 9     | .7    | 162                | 13,385  | 82.66  | 60.1 | 9    | .8    | 177   | 14,703  | 82.86  | 62.7 | 9.3      | 9.8   | 4.3   |
| \$ 90-104.99             | 6     | .6    | 141                | 13,820  | 98.03  | 64.7 | 4    | .4    | 97    | 9,547   | 98.91  | 66.8 | -31.2    | -30.9 | 3.2   |
| \$105-119.99             | 5     | .6    | 132                | 14,640  | 110.70 | 64.3 | 7    | .8    | 184   | 20,556  | 111.73 | 65.5 | 39.4     | 40.4  | 1.9   |
| \$120-134.99             | 2     | .3    | 75                 | 9,798   | 130.32 | 61.0 | 2    | .3    | 69    | 8,919   | 129.15 | 64.0 | -8.0     | -9.0  | 4.9   |
| \$135-149.99             | 1     | .1    | 31                 | 4,299   | 138.12 | 57.5 | 1    | .2    | 49    | 6,889   | 141.28 | 62.1 | 58.1     | 60.2  | 8.0   |
| TOTAL                    | 58    | 4.9   | 1,053              | 85,589  | 81.30  | 59.0 | 58   | 4.8   | 1,057 | 88,044  | 83.27  | 60.1 | .4       | 2.9   | -26.1 |
|                          | INDEP |       |                    |         |        |      |      |       |       |         |        |      |          |       |       |
| \$ 00- 44.99             | 16    | .9    | 144                | 5,138   | 35.57  | 43.4 | 18   | 1.0   | 166   | 6,060   | 36.52  | 44.3 | 15.3     | 17.9  | 2.1   |
| \$ 45- 59.99             | 13    | .7    | 124                | 6,414   | 51.78  | 45.7 | 13   | .7    | 119   | 6,156   | 51.75  | 46.1 | -4.0     | -4.0  | .9    |
| \$ 60- 74.99             | 2     | .1    | 21                 | 1,347   | 64.98  | 49.9 | 1    | .1    | 13    | 839     | 64.53  | 36.9 | -38.1    | -37.7 | -26.1 |
| \$ 75- 89.99             | 1     | .1    | 11                 | 862     | 81.62  | 55.7 | 1    | .1    | 11    | 917     | 82.64  | 58.4 | .0       | 6.4   | 4.8   |
| TOTAL                    | 32    | 1.8   | 300                | 13,761  | 45.93  | 45.1 | 33   | 1.9   | 309   | 13,972  | 45.22  | 45.0 | 3.0      | 1.5   | -2.0  |
| McAl-Ed-Mi               |       |       |                    |         |        |      |      |       |       |         |        |      |          |       |       |
| \$ 00- 44.99             | 20    | 1.3   | 210                | 7,643   | 36.35  | 45.2 | 23   | 1.4   | 234   | 8,612   | 36.75  | 46.1 | 11.4     | 12.7  | 2.0   |
| \$ 45- 59.99             | 29    | 1.8   | 342                | 18,229  | 53.25  | 51.6 | 29   | 1.8   | 325   | 17,097  | 52.56  | 50.6 | -5.0     | -6.2  | -1.9  |
| \$ 60- 74.99             | 18    | 1.2   | 248                | 16,675  | 67.28  | 57.6 | 15   | 1.0   | 220   | 14,776  | 67.21  | 57.7 | -11.3    | -11.4 | .2    |
| \$ 75- 89.99             | 10    | .8    | 172                | 14,247  | 82.60  | 59.8 | 10   | .8    | 189   | 15,620  | 82.84  | 62.4 | 9.9      | 9.6   | 4.3   |
| \$ 90-104.99             | 6     | .6    | 141                | 13,820  | 98.03  | 64.7 | 4    | .4    | 97    | 9,547   | 98.91  | 66.8 | -31.2    | -30.9 | 3.2   |
| \$105-119.99             | 5     | .6    | 132                | 14,640  | 110.70 | 64.3 | 7    | .8    | 184   | 20,556  | 111.73 | 65.5 | 39.4     | 40.4  | 1.9   |
| \$120-134.99             | 2     | .3    | 75                 | 9,798   | 130.32 | 61.0 | 2    | .3    | 69    | 8,919   | 129.15 | 64.0 | -8.0     | -9.0  | 4.9   |
| \$135-149.99             | 1     | .1    | 31                 | 4,299   | 138.12 | 57.5 | 1    | .2    | 49    | 6,889   | 141.28 | 62.1 | 58.1     | 60.2  | 8.0   |
| McAl-Ed-Mi               | 91    | 6.7   | 1,352              | 99,351  | 73.46  | 55.2 | 91   | 6.7   | 1,366 | 102,016 | 74.66  | 55.8 | 1.0      | 2.7   | 1.1   |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org



HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|              | Htls  | Rooms | sold               | Revenue         | \$     | Rate           | Htls | Rooms | sold  | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Midland      | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 0     | .0    | 6                  | 232             | 41.85  | 73.6           | 1    | .1    | 24    | 966             | 39.93  | 78.9 | 300.0    | 316.4 | 7.2   |
| \$ 45- 59.99 | 1     | .2    | 46                 | 2,414           | 52.50  | 83.5           | 2    | .1    | 39    | 1,942           | 49.75  | 78.1 | -15.2    | -19.6 | -6.5  |
| \$ 60- 74.99 | 2     | .2    | 75                 | 4,979           | 66.54  | 90.2           | 3    | .3    | 80    | 5,279           | 65.96  | 81.8 | 6.7      | 6.0   | -9.3  |
| \$ 75- 89.99 | 2     | .2    | 54                 | 4,356           | 80.04  | 93.1           | 1    | .1    | 30    | 2,481           | 83.64  | 83.6 | -44.4    | -43.0 | -10.2 |
| \$ 90-104.99 | 1     | .1    | 16                 | 1,639           | 100.74 | 82.1           | 1    | .1    | 25    | 2,429           | 97.94  | 69.8 | 56.3     | 48.2  | -15.0 |
| \$105-119.99 | 2     | .2    | 70                 | 8,114           | 115.55 | 93.6           | 3    | .2    | 62    | 6,979           | 112.38 | 78.9 | -11.4    | -14.0 | -15.7 |
| \$120-134.99 | 5     | .6    | 191                | 24,069          | 126.25 | 94.2           | 5    | .4    | 134   | 17,065          | 127.20 | 86.2 | -29.8    | -29.1 | -8.5  |
| \$135-149.99 | 5     | .4    | 126                | 17,922          | 142.03 | 95.4           | 3    | .3    | 103   | 14,823          | 143.33 | 86.4 | -18.3    | -17.3 | -9.4  |
| \$150-164.99 | 1     | .1    | 25                 | 3,982           | 159.46 | 95.4           | 3    | .4    | 107   | 16,968          | 158.02 | 82.8 | 328.0    | 326.1 | -13.2 |
| \$165-179.99 | 1     | .1    | 47                 | 7,959           | 170.68 | 92.6           | 2    | .2    | 67    | 11,385          | 169.64 | 87.5 | 42.6     | 43.0  | -5.5  |
| \$180+       | 0     | .0    | 9                  | 1,731           | 197.50 | 95.3           | 1    | .1    | 17    | 3,098           | 187.17 | 80.0 | 88.9     | 79.0  | -16.1 |
| TOTAL        | 21    | 2.0   | 664                | 77,399          | 116.48 | 92.4           | 23   | 2.3   | 688   | 83,415          | 121.17 | 82.9 | 3.6      | 7.8   | -28.8 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 3     | .2    | 63                 | 2,204           | 34.83  | 84.6           | 4    | .2    | 59    | 2,005           | 33.71  | 78.1 | -6.3     | -9.0  | -7.7  |
| \$ 45- 59.99 | 5     | .3    | 88                 | 4,652           | 52.83  | 90.2           | 4    | .2    | 56    | 2,988           | 53.15  | 80.5 | -36.4    | -35.8 | -10.8 |
| \$ 60- 74.99 | 2     | .2    | 52                 | 3,427           | 66.18  | 89.0           | 1    | .1    | 38    | 2,609           | 69.22  | 82.8 | -26.9    | -23.9 | -7.0  |
| \$ 75- 89.99 | 0     | .1    | 20                 | 1,720           | 83.93  | 91.0           | 1    | .1    | 26    | 2,099           | 80.99  | 79.7 | 30.0     | 22.0  | -12.4 |
| \$ 90-104.99 | 1     | .0    | 16                 | 1,627           | 100.99 | 90.8           | 1    | .1    | 28    | 2,646           | 93.78  | 82.1 | 75.0     | 62.6  | -9.6  |
| \$105-119.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 24    | 2,795           | 118.02 | 77.3 | .0       | .0    | .0    |
| \$120-134.99 | 1     | .1    | 19                 | 2,330           | 125.28 | 92.2           | 0    | .0    | 8     | 1,002           | 133.03 | 72.5 | -57.9    | -57.0 | -21.4 |
| \$135-149.99 | 0     | .0    | 10                 | 1,328           | 135.58 | 95.3           | 0    | .0    | 10    | 1,442           | 139.16 | 68.0 | .0       | 8.6   | -28.6 |
| \$150-164.99 | 1     | .1    | 20                 | 3,065           | 156.95 | 95.4           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$165-179.99 | 0     | .0    | 9                  | 1,607           | 170.58 | 90.6           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| TOTAL        | 13    | .9    | 297                | 21,960          | 73.93  | 89.4           | 12   | .9    | 249   | 17,587          | 70.60  | 79.2 | -16.2    | -19.9 | 7.1   |

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HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|              | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Midland      |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 3    | .2    | 69                 | 2,436           | 35.40  | 83.6           | 5    | .3    | 84    | 2,971           | 35.51  | 78.3 | 21.7     | 22.0  | -6.3  |
| \$ 45- 59.99 | 6    | .4    | 134                | 7,066           | 52.72  | 87.8           | 5    | .3    | 95    | 4,930           | 51.76  | 79.5 | -29.1    | -30.2 | -9.5  |
| \$ 60- 74.99 | 4    | .4    | 127                | 8,406           | 66.40  | 89.7           | 4    | .4    | 118   | 7,888           | 67.00  | 82.1 | -7.1     | -6.2  | -8.5  |
| \$ 75- 89.99 | 2    | .2    | 75                 | 6,076           | 81.10  | 92.5           | 2    | .2    | 56    | 4,580           | 82.40  | 81.7 | -25.3    | -24.6 | -11.7 |
| \$ 90-104.99 | 1    | .1    | 32                 | 3,266           | 100.87 | 86.2           | 2    | .2    | 53    | 5,074           | 95.73  | 75.8 | 65.6     | 55.4  | -12.1 |
| \$105-119.99 | 2    | .2    | 70                 | 8,114           | 115.55 | 93.6           | 4    | .3    | 86    | 9,774           | 113.94 | 78.5 | 22.9     | 20.5  | -16.1 |
| \$120-134.99 | 6    | .6    | 209                | 26,400          | 126.16 | 94.0           | 5    | .5    | 142   | 18,068          | 127.51 | 85.3 | -32.1    | -31.6 | -9.3  |
| \$135-149.99 | 5    | .4    | 136                | 19,250          | 141.57 | 95.4           | 3    | .4    | 114   | 16,265          | 142.95 | 84.3 | -16.2    | -15.5 | -11.6 |
| \$150-164.99 | 2    | .1    | 45                 | 7,048           | 158.36 | 95.4           | 3    | .4    | 107   | 16,968          | 158.02 | 82.8 | 137.8    | 140.7 | -13.2 |
| \$165-179.99 | 2    | .2    | 56                 | 9,566           | 170.66 | 92.2           | 2    | .2    | 67    | 11,385          | 169.64 | 87.5 | 19.6     | 19.0  | -5.1  |
| \$180+       | 0    | .0    | 9                  | 1,731           | 197.50 | 95.3           | 1    | .1    | 17    | 3,098           | 187.17 | 80.0 | 88.9     | 79.0  | -16.1 |
| Midland      | 33   | 2.9   | 962                | 99,359          | 103.33 | 91.5           | 35   | 3.1   | 938   | 101,001         | 107.73 | 81.9 | -2.5     | 1.7   | -10.5 |

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HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %     |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Odessa       | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 0     | .0    | 4                  | 134             | 37.36  | 90.5           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$ 45- 59.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 0    | .1    | 19    | 1,021           | 55.09  | 82.6 | .0       | .0    | .0    |
| \$ 60- 74.99 | 0     | .0    | 7                  | 550             | 74.40  | 84.6           | 1    | .1    | 31    | 2,223           | 71.14  | 71.1 | 342.9    | 304.2 | -16.0 |
| \$ 75- 89.99 | 2     | .2    | 72                 | 6,059           | 83.62  | 92.4           | 3    | .3    | 93    | 7,618           | 81.86  | 76.5 | 29.2     | 25.7  | -17.2 |
| \$ 90-104.99 | 1     | .1    | 33                 | 3,314           | 99.24  | 85.2           | 1    | .1    | 24    | 2,198           | 90.57  | 74.9 | -27.3    | -33.7 | -12.1 |
| \$105-119.99 | 1     | .1    | 36                 | 4,155           | 116.36 | 90.8           | 1    | .1    | 30    | 3,415           | 113.97 | 68.3 | -16.7    | -17.8 | -24.8 |
| \$120-134.99 | 2     | .2    | 66                 | 8,301           | 126.47 | 90.7           | 2    | .2    | 51    | 6,325           | 124.36 | 74.9 | -22.7    | -23.8 | -17.4 |
| \$135-149.99 | 4     | .4    | 140                | 19,951          | 142.30 | 93.7           | 3    | .3    | 93    | 12,991          | 139.93 | 81.7 | -33.6    | -34.9 | -12.8 |
| \$150-164.99 | 2     | .1    | 49                 | 7,621           | 156.99 | 93.4           | 2    | .2    | 46    | 7,076           | 152.37 | 77.5 | -6.1     | -7.2  | -17.0 |
| \$165-179.99 | 3     | .2    | 79                 | 13,461          | 170.32 | 93.8           | 3    | .2    | 71    | 12,275          | 173.13 | 79.8 | -10.1    | -8.8  | -14.9 |
| \$180+       | 1     | .0    | 16                 | 2,928           | 183.03 | 93.5           | 2    | .2    | 61    | 11,403          | 186.49 | 80.6 | 281.3    | 289.4 | -13.8 |
| TOTAL        | 16    | 1.5   | 502                | 66,474          | 132.43 | 92.1           | 20   | 1.8   | 519   | 66,545          | 128.15 | 77.5 | 3.4      | .1    | -41.5 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 6     | .4    | 109                | 3,402           | 31.24  | 82.6           | 6    | .4    | 115   | 3,659           | 31.90  | 71.9 | 5.5      | 7.6   | -13.0 |
| \$ 45- 59.99 | 2     | .1    | 32                 | 1,635           | 50.34  | 86.0           | 2    | .1    | 23    | 1,300           | 56.85  | 75.5 | -28.1    | -20.5 | -12.2 |
| \$ 60- 74.99 | 2     | .1    | 38                 | 2,497           | 65.14  | 91.0           | 2    | .1    | 21    | 1,313           | 63.52  | 79.8 | -44.7    | -47.4 | -12.3 |
| \$105-119.99 | 1     | .2    | 52                 | 6,045           | 115.16 | 92.7           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$120-134.99 | 1     | .1    | 32                 | 4,204           | 130.79 | 91.5           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$135-149.99 | 0     | .1    | 21                 | 3,051           | 144.56 | 94.7           | 0    | .1    | 30    | 4,399           | 147.01 | 86.6 | 42.9     | 44.2  | -8.6  |
| \$150-164.99 | 0     | .1    | 20                 | 3,137           | 158.62 | 87.8           | 1    | .3    | 81    | 12,917          | 158.83 | 79.7 | 305.0    | 311.8 | -9.2  |
| \$165-179.99 | 0     | .1    | 20                 | 3,269           | 165.56 | 87.6           | 0    | .1    | 17    | 2,751           | 165.99 | 73.5 | -15.0    | -15.8 | -16.1 |
| TOTAL        | 12    | 1.0   | 325                | 27,242          | 83.82  | 87.6           | 12   | 1.0   | 286   | 26,339          | 92.07  | 76.3 | -12.0    | -3.3  | -9.0  |
| Odessa       |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 6     | .4    | 112                | 3,536           | 31.44  | 82.8           | 6    | .4    | 115   | 3,659           | 31.90  | 71.9 | 2.7      | 3.5   | -13.2 |
| \$ 45- 59.99 | 2     | .1    | 32                 | 1,635           | 50.34  | 86.0           | 3    | .1    | 41    | 2,321           | 56.06  | 78.5 | 28.1     | 42.0  | -8.7  |
| \$ 60- 74.99 | 2     | .1    | 46                 | 3,047           | 66.64  | 89.9           | 3    | .2    | 52    | 3,537           | 68.11  | 74.3 | 13.0     | 16.1  | -17.4 |
| \$ 75- 89.99 | 2     | .2    | 72                 | 6,059           | 83.62  | 92.4           | 3    | .3    | 93    | 7,618           | 81.86  | 76.5 | 29.2     | 25.7  | -17.2 |
| \$ 90-104.99 | 1     | .1    | 33                 | 3,314           | 99.24  | 85.2           | 1    | .1    | 24    | 2,198           | 90.57  | 74.9 | -27.3    | -33.7 | -12.1 |
| \$105-119.99 | 2     | .3    | 88                 | 10,200          | 115.65 | 91.9           | 1    | .1    | 30    | 3,415           | 113.97 | 68.3 | -65.9    | -66.5 | -25.7 |
| \$120-134.99 | 2     | .3    | 98                 | 12,504          | 127.89 | 90.9           | 2    | .2    | 51    | 6,325           | 124.36 | 74.9 | -48.0    | -49.4 | -17.6 |
| \$135-149.99 | 5     | .5    | 161                | 23,002          | 142.59 | 93.9           | 4    | .4    | 123   | 17,390          | 141.65 | 82.8 | -23.6    | -24.4 | -11.8 |
| \$150-164.99 | 2     | .2    | 68                 | 10,758          | 157.46 | 91.7           | 3    | .4    | 128   | 19,992          | 156.49 | 78.9 | 88.2     | 85.8  | -14.0 |
| \$165-179.99 | 3     | .3    | 99                 | 16,731          | 169.37 | 92.5           | 3    | .3    | 87    | 15,026          | 171.78 | 78.5 | -12.1    | -10.2 | -15.1 |
| \$180+       | 1     | .0    | 16                 | 2,928           | 183.03 | 93.5           | 2    | .2    | 61    | 11,403          | 186.49 | 80.6 | 281.3    | 289.4 | -13.8 |
| Odessa       | 28    | 2.5   | 827                | 93,715          | 113.33 | 90.3           | 32   | 2.9   | 805   | 92,884          | 115.34 | 77.0 | -2.7     | -.9   | -14.7 |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).  
 Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |
| San Angelo   | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 1     | .1    | 34                 | 1,023           | 29.78  | 80.0           | 1    | .1    | 19    | 810             | 41.65  | 90.1 | -44.1    | -20.8 | 12.6 |
| \$ 45- 59.99 | 2     | .2    | 42                 | 2,145           | 50.83  | 76.3           | 1    | .1    | 30    | 1,434           | 48.58  | 81.8 | -28.6    | -33.1 | 7.2  |
| \$ 60- 74.99 | 3     | .3    | 73                 | 4,812           | 65.56  | 73.9           | 2    | .2    | 52    | 3,531           | 67.81  | 81.2 | -28.8    | -26.6 | 9.9  |
| \$ 75- 89.99 | 4     | .3    | 92                 | 7,756           | 84.57  | 74.7           | 2    | .2    | 62    | 5,279           | 84.98  | 79.8 | -32.6    | -31.9 | 6.8  |
| \$ 90-104.99 | 0     | .0    | 8                  | 805             | 96.40  | 76.6           | 3    | .3    | 78    | 7,462           | 95.78  | 84.8 | 875.0    | 827.0 | 10.7 |
| \$105-119.99 | 1     | .1    | 15                 | 1,744           | 113.94 | 77.8           | 1    | .2    | 54    | 5,816           | 106.95 | 89.7 | 260.0    | 233.5 | 15.3 |
| \$120-134.99 | 3     | .2    | 57                 | 7,332           | 127.83 | 77.9           | 1    | .1    | 20    | 2,691           | 131.56 | 79.9 | -64.9    | -63.3 | 2.6  |
| \$135-149.99 | 2     | .1    | 34                 | 4,741           | 139.44 | 80.5           | 1    | .1    | 21    | 3,010           | 141.55 | 87.5 | -38.2    | -36.5 | 8.7  |
| \$150-164.99 | 1     | .1    | 16                 | 2,598           | 159.91 | 76.1           | 2    | .1    | 37    | 5,790           | 158.31 | 84.6 | 131.3    | 122.9 | 11.2 |
| \$165-179.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 2    | .2    | 56    | 9,735           | 173.49 | 88.4 | .0       | .0    | .0   |
| \$180+       | 0     | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 5     | 1,002           | 182.54 | 88.7 | .0       | .0    | .0   |
| TOTAL        | 16    | 1.3   | 373                | 32,954          | 88.38  | 76.4           | 16   | 1.4   | 435   | 46,559          | 106.95 | 84.5 | 16.6     | 41.3  | -4.4 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 5     | .4    | 89                 | 2,728           | 30.73  | 67.3           | 4    | .3    | 95    | 2,692           | 28.35  | 78.0 | 6.7      | -1.3  | 15.9 |
| \$ 45- 59.99 | 2     | .2    | 46                 | 2,480           | 54.19  | 65.4           | 2    | .2    | 58    | 3,134           | 54.29  | 78.8 | 26.1     | 26.4  | 20.5 |
| \$ 60- 74.99 | 1     | .1    | 19                 | 1,132           | 60.46  | 75.0           | 1    | .1    | 20    | 1,320           | 67.25  | 86.5 | 5.3      | 16.6  | 15.3 |
| \$ 75- 89.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 1     | 91              | 84.41  | 66.0 | .0       | .0    | .0   |
| \$ 90-104.99 | 1     | .0    | 1                  | 116             | 97.21  | 72.6           | 0    | .0    | 1     | 65              | 95.02  | 82.0 | .0       | -44.0 | 12.9 |
| TOTAL        | 8     | .6    | 154                | 6,457           | 41.80  | 67.6           | 8    | .6    | 174   | 7,301           | 41.94  | 79.1 | 13.0     | 13.1  | 89.2 |
| San Angelo   |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 6     | .5    | 123                | 3,751           | 30.47  | 70.4           | 5    | .4    | 114   | 3,502           | 30.61  | 79.8 | -7.3     | -6.6  | 13.4 |
| \$ 45- 59.99 | 3     | .3    | 88                 | 4,625           | 52.58  | 70.2           | 4    | .3    | 87    | 4,567           | 52.36  | 79.8 | -1.1     | -1.3  | 13.7 |
| \$ 60- 74.99 | 3     | .3    | 92                 | 5,944           | 64.53  | 74.1           | 2    | .2    | 72    | 4,850           | 67.65  | 82.6 | -21.7    | -18.4 | 11.5 |
| \$ 75- 89.99 | 4     | .3    | 92                 | 7,756           | 84.57  | 74.7           | 2    | .2    | 63    | 5,370           | 84.98  | 79.5 | -31.5    | -30.8 | 6.4  |
| \$ 90-104.99 | 1     | .0    | 10                 | 921             | 96.50  | 76.0           | 4    | .3    | 79    | 7,526           | 95.77  | 84.7 | 690.0    | 717.2 | 11.4 |
| \$105-119.99 | 1     | .1    | 15                 | 1,744           | 113.94 | 77.8           | 1    | .2    | 54    | 5,816           | 106.95 | 89.7 | 260.0    | 233.5 | 15.3 |
| \$120-134.99 | 3     | .2    | 57                 | 7,332           | 127.83 | 77.9           | 1    | .1    | 20    | 2,691           | 131.56 | 79.9 | -64.9    | -63.3 | 2.6  |
| \$135-149.99 | 2     | .1    | 34                 | 4,741           | 139.44 | 80.5           | 1    | .1    | 21    | 3,010           | 141.55 | 87.5 | -38.2    | -36.5 | 8.7  |
| \$150-164.99 | 1     | .1    | 16                 | 2,598           | 159.91 | 76.1           | 2    | .1    | 37    | 5,790           | 158.31 | 84.6 | 131.3    | 122.9 | 11.2 |
| \$165-179.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 2    | .2    | 56    | 9,735           | 173.49 | 88.4 | .0       | .0    | .0   |
| \$180+       | 0     | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 5     | 1,002           | 182.54 | 88.7 | .0       | .0    | .0   |
| San Angelo   | 23    | 2.0   | 527                | 39,411          | 74.73  | 73.6           | 24   | 2.0   | 609   | 53,860          | 88.39  | 82.9 | 15.6     | 36.7  | 12.6 |

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HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                          | 2012       |             |                    |                 |               |                | 2013       |             |              |                 |               |             | % Change   |             |              |  |
|--------------------------|------------|-------------|--------------------|-----------------|---------------|----------------|------------|-------------|--------------|-----------------|---------------|-------------|------------|-------------|--------------|--|
|                          | #          | #           | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.          | % <sup>2</sup> | #          | #           | Nites        | \$ <sup>3</sup> | Est.          | %           | Nites      | \$          | Occ.         |  |
|                          | Htls       | Rooms       | 000's              | Revenue         | \$            | Rate           | Htls       | Rooms       | 000's        | Revenue         | \$            | Rate        | Sold       | Revs        | Occ.         |  |
| <b>San Antonio CHAIN</b> |            |             |                    |                 |               |                |            |             |              |                 |               |             |            |             |              |  |
| \$ 00- 44.99             | 57         | 5.7         | 1,222              | 45,491          | 37.23         | 59.3           | 54         | 5.3         | 1,140        | 43,103          | 37.79         | 58.9        | -6.7       | -5.2        | -.7          |  |
| \$ 45- 59.99             | 52         | 4.3         | 909                | 48,113          | 52.93         | 57.7           | 54         | 4.6         | 954          | 50,381          | 52.80         | 56.7        | 5.0        | 4.7         | -1.7         |  |
| \$ 60- 74.99             | 45         | 3.9         | 867                | 58,613          | 67.58         | 60.9           | 43         | 3.7         | 824          | 55,033          | 66.81         | 61.7        | -5.0       | -6.1        | 1.3          |  |
| \$ 75- 89.99             | 46         | 5.7         | 1,345              | 109,546         | 81.47         | 64.6           | 46         | 5.4         | 1,283        | 104,653         | 81.57         | 64.8        | -4.6       | -4.5        | .3           |  |
| \$ 90-104.99             | 32         | 4.3         | 1,026              | 101,015         | 98.49         | 65.3           | 32         | 4.0         | 962          | 93,411          | 97.10         | 65.6        | -6.2       | -7.5        | .5           |  |
| \$105-119.99             | 34         | 4.0         | 1,000              | 113,197         | 113.17        | 68.0           | 32         | 3.9         | 941          | 106,322         | 113.02        | 65.5        | -5.9       | -6.1        | -3.7         |  |
| \$120-134.99             | 16         | 2.9         | 694                | 87,887          | 126.62        | 64.4           | 23         | 3.7         | 874          | 110,815         | 126.84        | 65.1        | 25.9       | 26.1        | 1.1          |  |
| \$135-149.99             | 6          | 1.0         | 251                | 35,397          | 141.16        | 69.5           | 8          | 1.5         | 376          | 53,794          | 143.01        | 68.3        | 49.8       | 52.0        | -1.7         |  |
| \$150-164.99             | 3          | 1.3         | 322                | 51,291          | 159.34        | 66.0           | 4          | .8          | 190          | 29,951          | 157.39        | 68.3        | -41.0      | -41.6       | 3.5          |  |
| \$165-179.99             | 5          | 2.7         | 660                | 113,843         | 172.40        | 66.7           | 4          | 1.5         | 359          | 62,503          | 174.20        | 63.8        | -45.6      | -45.1       | -4.3         |  |
| \$180+                   | 7          | 3.3         | 767                | 153,977         | 200.87        | 64.4           | 10         | 5.1         | 1,252        | 252,993         | 202.00        | 67.6        | 63.2       | 64.3        | 5.0          |  |
| <b>TOTAL</b>             | <b>303</b> | <b>39.1</b> | <b>9,062</b>       | <b>918,369</b>  | <b>101.34</b> | <b>63.4</b>    | <b>309</b> | <b>39.5</b> | <b>9,155</b> | <b>962,958</b>  | <b>105.18</b> | <b>63.5</b> | <b>1.0</b> | <b>4.9</b>  | <b>-37.3</b> |  |
| <b>INDEP</b>             |            |             |                    |                 |               |                |            |             |              |                 |               |             |            |             |              |  |
| \$ 00- 44.99             | 43         | 2.2         | 452                | 13,980          | 30.93         | 57.0           | 42         | 2.1         | 431          | 13,258          | 30.73         | 55.0        | -4.6       | -5.2        | -3.5         |  |
| \$ 45- 59.99             | 11         | .5          | 98                 | 5,116           | 52.20         | 56.4           | 15         | .6          | 143          | 7,496           | 52.56         | 60.8        | 45.9       | 46.5        | 7.8          |  |
| \$ 60- 74.99             | 11         | .4          | 89                 | 5,751           | 64.48         | 57.1           | 8          | .3          | 55           | 3,698           | 67.32         | 55.5        | -38.2      | -35.7       | -2.8         |  |
| \$ 75- 89.99             | 10         | .4          | 62                 | 5,045           | 80.95         | 48.3           | 12         | .4          | 87           | 7,188           | 82.49         | 55.6        | 40.3       | 42.5        | 15.1         |  |
| \$ 90-104.99             | 11         | .6          | 128                | 12,369          | 96.41         | 56.0           | 9          | .6          | 104          | 10,213          | 97.98         | 49.3        | -18.8      | -17.4       | -12.0        |  |
| \$105-119.99             | 11         | .7          | 141                | 15,868          | 112.64        | 59.1           | 10         | .6          | 146          | 16,554          | 113.76        | 62.4        | 3.5        | 4.3         | 5.6          |  |
| \$120-134.99             | 8          | .1          | 23                 | 3,022           | 129.02        | 45.4           | 11         | .3          | 62           | 7,859           | 126.30        | 56.2        | 169.6      | 160.1       | 23.8         |  |
| \$135-149.99             | 10         | .2          | 39                 | 5,579           | 142.71        | 48.2           | 11         | .3          | 67           | 9,643           | 144.70        | 54.4        | 71.8       | 72.8        | 12.9         |  |
| \$150-164.99             | 9          | .2          | 42                 | 6,612           | 156.45        | 51.9           | 8          | .2          | 35           | 5,388           | 156.10        | 46.5        | -16.7      | -18.5       | -10.4        |  |
| \$165-179.99             | 10         | .4          | 77                 | 13,254          | 172.91        | 51.9           | 11         | .2          | 47           | 8,146           | 174.93        | 53.2        | -39.0      | -38.5       | 2.5          |  |
| \$180+                   | 7          | .3          | 68                 | 15,314          | 225.02        | 64.2           | 10         | .4          | 112          | 24,308          | 216.98        | 68.2        | 64.7       | 58.7        | 6.2          |  |
| <b>TOTAL</b>             | <b>141</b> | <b>6.0</b>  | <b>1,220</b>       | <b>101,911</b>  | <b>83.53</b>  | <b>55.8</b>    | <b>148</b> | <b>6.2</b>  | <b>1,288</b> | <b>113,752</b>  | <b>88.32</b>  | <b>56.5</b> | <b>5.6</b> | <b>11.6</b> | <b>-32.4</b> |  |

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HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012 |       |                    |                 |        |                | 2013 |       |        |                 |        |      | % Change |       |      |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|--------|-----------------|--------|------|----------|-------|------|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites  | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls | Rooms | 000's              | 000's           | \$     | Rate           | Htls | Rooms | 000's  | 000's           | \$     | Rate | Sold     | Revs  | Occ. |
| San Antonio  |      |       |                    |                 |        |                |      |       |        |                 |        |      |          |       |      |
| \$ 00- 44.99 | 100  | 7.8   | 1,674              | 59,471          | 35.53  | 58.7           | 96   | 7.5   | 1,572  | 56,361          | 35.85  | 57.8 | -6.1     | -5.2  | -1.5 |
| \$ 45- 59.99 | 63   | 4.8   | 1,007              | 53,229          | 52.86  | 57.6           | 69   | 5.3   | 1,097  | 57,877          | 52.77  | 57.2 | 8.9      | 8.7   | -.7  |
| \$ 60- 74.99 | 56   | 4.3   | 956                | 64,363          | 67.29  | 60.6           | 51   | 3.9   | 879    | 58,732          | 66.84  | 61.2 | -8.1     | -8.7  | 1.0  |
| \$ 75- 89.99 | 56   | 6.1   | 1,407              | 114,592         | 81.44  | 63.6           | 59   | 5.9   | 1,370  | 111,840         | 81.63  | 64.2 | -2.6     | -2.4  | .9   |
| \$ 90-104.99 | 43   | 4.9   | 1,154              | 113,383         | 98.26  | 64.1           | 41   | 4.6   | 1,066  | 103,624         | 97.19  | 63.6 | -7.6     | -8.6  | -.8  |
| \$105-119.99 | 45   | 4.7   | 1,141              | 129,065         | 113.10 | 66.8           | 42   | 4.6   | 1,086  | 122,876         | 113.12 | 65.0 | -4.8     | -4.8  | -2.7 |
| \$120-134.99 | 24   | 3.1   | 718                | 90,909          | 126.70 | 63.5           | 33   | 4.0   | 936    | 118,673         | 126.81 | 64.4 | 30.4     | 30.5  | 1.4  |
| \$135-149.99 | 16   | 1.2   | 290                | 40,976          | 141.37 | 65.6           | 19   | 1.8   | 443    | 63,437          | 143.26 | 65.8 | 52.8     | 54.8  | .3   |
| \$150-164.99 | 12   | 1.6   | 364                | 57,904          | 159.00 | 64.0           | 12   | 1.0   | 225    | 35,339          | 157.19 | 63.7 | -38.2    | -39.0 | -.5  |
| \$165-179.99 | 15   | 3.1   | 737                | 127,097         | 172.46 | 64.8           | 14   | 1.8   | 405    | 70,649          | 174.28 | 62.4 | -45.0    | -44.4 | -3.7 |
| \$180+       | 15   | 3.5   | 835                | 169,291         | 202.84 | 64.4           | 20   | 5.5   | 1,364  | 277,301         | 203.23 | 67.6 | 63.4     | 63.8  | 5.0  |
| San Antonio  | 444  | 45.1  | 10,282             | 1,020,280       | 99.23  | 62.4           | 456  | 45.8  | 10,443 | 1,076,709       | 103.10 | 62.5 | 1.6      | 5.5   | .2   |

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HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                               | 2012      |            |                    |                 |              |                | 2013      |            |            |                 |              |             | % Change    |             |              |  |
|-------------------------------|-----------|------------|--------------------|-----------------|--------------|----------------|-----------|------------|------------|-----------------|--------------|-------------|-------------|-------------|--------------|--|
|                               | #         | #          | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.         | % <sup>2</sup> | #         | #          | Nites      | \$ <sup>3</sup> | Est.         | %           | Nites       | \$          | %            |  |
|                               | Htls      | Rooms      | 000's              | Revenue         | \$           | Rate           | Htls      | Rooms      | 000's      | Revenue         | \$           | Rate        | Sold        | Revs        | Occ.         |  |
| <b>Sherman/Dennison CHAIN</b> |           |            |                    |                 |              |                |           |            |            |                 |              |             |             |             |              |  |
| \$ 00- 44.99                  | 3         | .2         | 36                 | 1,366           | 38.00        | 52.7           | 1         | .1         | 12         | 458             | 39.26        | 52.9        | -66.7       | -66.5       | .4           |  |
| \$ 45- 59.99                  | 1         | .1         | 11                 | 585             | 52.58        | 54.1           | 3         | .2         | 43         | 2,229           | 51.80        | 59.6        | 290.9       | 281.0       | 10.2         |  |
| \$ 60- 74.99                  | 2         | .2         | 32                 | 2,201           | 69.61        | 57.6           | 3         | .2         | 46         | 3,325           | 72.97        | 58.6        | 43.8        | 51.1        | 1.7          |  |
| \$ 75- 89.99                  | 3         | .2         | 55                 | 4,457           | 81.12        | 61.7           | 2         | .1         | 28         | 2,297           | 81.64        | 55.3        | -49.1       | -48.5       | -10.4        |  |
| \$ 90-104.99                  | 1         | .1         | 18                 | 1,743           | 98.38        | 65.4           | 2         | .2         | 40         | 3,928           | 98.42        | 63.4        | 122.2       | 125.4       | -3.1         |  |
| \$105-119.99                  | 1         | .1         | 13                 | 1,401           | 106.95       | 66.1           | 1         | .0         | 8          | 900             | 107.16       | 62.0        | -38.5       | -35.8       | -6.2         |  |
| \$120-134.99                  | 0         | .0         | 0                  | 0               | .00          | .0             | 0         | .0         | 4          | 512             | 120.25       | 59.2        | .0          | .0          | .0           |  |
| <b>TOTAL</b>                  | <b>11</b> | <b>.8</b>  | <b>164</b>         | <b>11,753</b>   | <b>71.47</b> | <b>58.8</b>    | <b>11</b> | <b>.8</b>  | <b>181</b> | <b>13,648</b>   | <b>75.42</b> | <b>59.0</b> | <b>10.4</b> | <b>16.1</b> | <b>-17.4</b> |  |
| <b>INDEP</b>                  |           |            |                    |                 |              |                |           |            |            |                 |              |             |             |             |              |  |
| \$ 00- 44.99                  | 3         | .3         | 49                 | 1,102           | 22.53        | 40.4           | 3         | .3         | 60         | 1,507           | 25.03        | 50.9        | 22.4        | 36.8        | 26.0         |  |
| \$ 45- 59.99                  | 1         | .0         | 5                  | 232             | 50.63        | 50.6           | 1         | .0         | 6          | 276             | 48.37        | 47.4        | 20.0        | 19.0        | -6.3         |  |
| \$ 60- 74.99                  | 2         | .0         | 7                  | 521             | 69.49        | 46.7           | 1         | .0         | 3          | 220             | 70.03        | 42.5        | -57.1       | -57.8       | -9.0         |  |
| \$ 75- 89.99                  | 0         | .0         | 0                  | 0               | .00          | .0             | 1         | .0         | 5          | 380             | 80.05        | 53.9        | .0          | .0          | .0           |  |
| \$ 90-104.99                  | 2         | .1         | 11                 | 1,091           | 99.23        | 49.4           | 1         | .0         | 5          | 496             | 98.23        | 39.0        | -54.5       | -54.5       | -21.1        |  |
| \$105-119.99                  | 1         | .0         | 5                  | 535             | 114.36       | 33.1           | 1         | .0         | 7          | 750             | 114.25       | 40.7        | 40.0        | 40.2        | 23.0         |  |
| \$120-134.99                  | 0         | .0         | 1                  | 72              | 131.61       | 39.5           | 1         | .0         | 5          | 635             | 129.45       | 59.4        | 400.0       | 781.9       | 50.4         |  |
| \$135-149.99                  | 1         | .0         | 6                  | 813             | 140.03       | 48.6           | 0         | .0         | 1          | 100             | 137.73       | 53.4        | -83.3       | -87.7       | 9.9          |  |
| \$150-164.99                  | 0         | .0         | 5                  | 728             | 161.04       | 43.2           | 0         | .0         | 1          | 116             | 158.19       | 53.0        | -80.0       | -84.1       | 22.7         |  |
| \$165-179.99                  | 0         | .0         | 0                  | 0               | .00          | .0             | 1         | .0         | 5          | 943             | 174.97       | 45.1        | .0          | .0          | .0           |  |
| \$180+                        | 0         | .0         | 0                  | 0               | .00          | .0             | 0         | .0         | 4          | 850             | 194.40       | 41.8        | .0          | .0          | .0           |  |
| <b>TOTAL</b>                  | <b>10</b> | <b>.6</b>  | <b>88</b>          | <b>5,094</b>    | <b>58.18</b> | <b>42.4</b>    | <b>11</b> | <b>.6</b>  | <b>102</b> | <b>6,273</b>    | <b>61.76</b> | <b>48.6</b> | <b>15.9</b> | <b>23.1</b> | <b>-16.5</b> |  |
| <b>Shermn/Deni</b>            |           |            |                    |                 |              |                |           |            |            |                 |              |             |             |             |              |  |
| \$ 00- 44.99                  | 6         | .5         | 85                 | 2,469           | 29.08        | 44.8           | 4         | .4         | 72         | 1,966           | 27.34        | 51.2        | -15.3       | -20.4       | 14.3         |  |
| \$ 45- 59.99                  | 2         | .1         | 16                 | 817             | 52.01        | 53.0           | 4         | .2         | 49         | 2,505           | 51.39        | 57.8        | 206.3       | 206.6       | 9.1          |  |
| \$ 60- 74.99                  | 4         | .2         | 39                 | 2,722           | 69.59        | 55.2           | 3         | .2         | 49         | 3,546           | 72.78        | 57.2        | 25.6        | 30.3        | 3.6          |  |
| \$ 75- 89.99                  | 3         | .2         | 55                 | 4,457           | 81.12        | 61.7           | 3         | .2         | 33         | 2,677           | 81.41        | 55.1        | -40.0       | -39.9       | -10.7        |  |
| \$ 90-104.99                  | 3         | .1         | 29                 | 2,834           | 98.71        | 58.2           | 3         | .2         | 45         | 4,423           | 98.40        | 59.3        | 55.2        | 56.1        | 1.9          |  |
| \$105-119.99                  | 2         | .1         | 18                 | 1,935           | 108.90       | 52.4           | 2         | .1         | 15         | 1,650           | 110.27       | 50.4        | -16.7       | -14.7       | -3.8         |  |
| \$120-134.99                  | 0         | .0         | 1                  | 72              | 131.61       | 39.5           | 1         | .0         | 9          | 1,147           | 125.17       | 59.3        | 800.0       | -           | 50.1         |  |
| \$135-149.99                  | 1         | .0         | 6                  | 813             | 140.03       | 48.6           | 0         | .0         | 1          | 100             | 137.73       | 53.4        | -83.3       | -87.7       | 9.9          |  |
| \$150-164.99                  | 0         | .0         | 5                  | 728             | 161.04       | 43.2           | 0         | .0         | 1          | 116             | 158.19       | 53.0        | -80.0       | -84.1       | 22.7         |  |
| \$165-179.99                  | 0         | .0         | 0                  | 0               | .00          | .0             | 1         | .0         | 5          | 943             | 174.97       | 45.1        | .0          | .0          | .0           |  |
| \$180+                        | 0         | .0         | 0                  | 0               | .00          | .0             | 0         | .0         | 4          | 850             | 194.40       | 41.8        | .0          | .0          | .0           |  |
| <b>Shermn/Deni</b>            | <b>21</b> | <b>1.3</b> | <b>252</b>         | <b>16,847</b>   | <b>66.85</b> | <b>51.8</b>    | <b>22</b> | <b>1.4</b> | <b>283</b> | <b>19,921</b>   | <b>70.51</b> | <b>54.8</b> | <b>12.3</b> | <b>18.2</b> | <b>5.8</b>   |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).  
 Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|----------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|                | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|                | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Texarkana (TX) | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99   | 2     | .2    | 40                 | 1,441           | 35.74  | 53.2           | 3    | .3    | 47    | 1,737           | 36.98  | 43.8 | 17.5     | 20.5  | -17.7 |
| \$ 45- 59.99   | 3     | .3    | 64                 | 3,336           | 51.97  | 57.5           | 2    | .2    | 36    | 1,759           | 49.21  | 51.8 | -43.8    | -47.3 | -9.9  |
| \$ 60- 74.99   | 1     | .1    | 18                 | 1,234           | 69.53  | 63.0           | 3    | .2    | 42    | 2,923           | 69.40  | 54.4 | 133.3    | 136.9 | -13.7 |
| \$ 75- 89.99   | 3     | .2    | 56                 | 4,589           | 81.24  | 69.5           | 3    | .3    | 56    | 4,650           | 83.40  | 58.4 | .0       | 1.3   | -16.0 |
| \$ 90-104.99   | 2     | .2    | 43                 | 4,087           | 95.65  | 72.1           | 1    | .1    | 25    | 2,344           | 94.85  | 52.9 | -41.9    | -42.6 | -26.6 |
| \$105-119.99   | 2     | .2    | 41                 | 4,630           | 111.66 | 65.6           | 2    | .3    | 55    | 6,150           | 112.64 | 56.8 | 34.1     | 32.8  | -13.4 |
| \$120-134.99   | 1     | .1    | 22                 | 2,791           | 128.40 | 69.8           | 0    | .0    | 5     | 636             | 126.53 | 60.7 | -77.3    | -77.2 | -13.0 |
| \$135-149.99   | 0     | .0    | 5                  | 741             | 141.29 | 70.4           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| TOTAL          | 15    | 1.3   | 290                | 22,849          | 78.81  | 63.3           | 16   | 1.4   | 265   | 20,198          | 76.24  | 53.0 | -8.6     | -11.6 | -32.7 |
|                | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99   | 2     | .1    | 20                 | 697             | 34.65  | 54.5           | 3    | .1    | 17    | 600             | 35.05  | 43.9 | -15.0    | -13.9 | -19.4 |
| \$ 45- 59.99   | 1     | .0    | 2                  | 98              | 45.75  | 49.0           | 0    | .0    | 1     | 40              | 45.55  | 40.2 | -50.0    | -59.2 | -18.0 |
| TOTAL          | 3     | .1    | 22                 | 795             | 35.72  | 54.0           | 3    | .1    | 18    | 641             | 35.56  | 43.7 | -18.2    | -19.4 | 22.3  |
| Texarka (TX)   |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99   | 5     | .3    | 60                 | 2,137           | 35.37  | 53.7           | 6    | .4    | 64    | 2,337           | 36.46  | 43.8 | 6.7      | 9.4   | -18.4 |
| \$ 45- 59.99   | 4     | .3    | 66                 | 3,434           | 51.77  | 57.2           | 3    | .2    | 37    | 1,799           | 49.12  | 51.4 | -43.9    | -47.6 | -10.1 |
| \$ 60- 74.99   | 1     | .1    | 18                 | 1,234           | 69.53  | 63.0           | 3    | .2    | 42    | 2,923           | 69.40  | 54.4 | 133.3    | 136.9 | -13.7 |
| \$ 75- 89.99   | 3     | .2    | 56                 | 4,589           | 81.24  | 69.5           | 3    | .3    | 56    | 4,650           | 83.40  | 58.4 | .0       | 1.3   | -16.0 |
| \$ 90-104.99   | 2     | .2    | 43                 | 4,087           | 95.65  | 72.1           | 1    | .1    | 25    | 2,344           | 94.85  | 52.9 | -41.9    | -42.6 | -26.6 |
| \$105-119.99   | 2     | .2    | 41                 | 4,630           | 111.66 | 65.6           | 2    | .3    | 55    | 6,150           | 112.64 | 56.8 | 34.1     | 32.8  | -13.4 |
| \$120-134.99   | 1     | .1    | 22                 | 2,791           | 128.40 | 69.8           | 0    | .0    | 5     | 636             | 126.53 | 60.7 | -77.3    | -77.2 | -13.0 |
| \$135-149.99   | 0     | .0    | 5                  | 741             | 141.29 | 70.4           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| Texarka (TX)   | 18    | 1.4   | 312                | 23,644          | 75.74  | 62.5           | 19   | 1.5   | 283   | 20,839          | 73.65  | 52.2 | -9.3     | -11.9 | -16.5 |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org



HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |  |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|--|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %     |  |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |  |
| Tyler        | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99 | 8     | .7    | 126                | 4,779           | 37.90  | 49.3           | 8    | .7    | 122   | 4,516           | 36.88  | 50.0 | -3.2     | -5.5  | 1.4   |  |
| \$ 45- 59.99 | 2     | .1    | 24                 | 1,187           | 48.87  | 54.6           | 0    | .0    | 5     | 235             | 45.72  | 44.7 | -79.2    | -80.2 | -18.1 |  |
| \$ 60- 74.99 | 5     | .4    | 83                 | 5,611           | 67.32  | 58.6           | 6    | .5    | 108   | 7,377           | 68.03  | 61.2 | 30.1     | 31.5  | 4.4   |  |
| \$ 75- 89.99 | 6     | .4    | 88                 | 7,250           | 82.30  | 60.5           | 6    | .5    | 120   | 9,934           | 82.99  | 63.0 | 36.4     | 37.0  | 4.1   |  |
| \$ 90-104.99 | 4     | .4    | 93                 | 8,988           | 97.10  | 61.1           | 2    | .2    | 39    | 3,803           | 96.65  | 63.5 | -58.1    | -57.7 | 3.9   |  |
| \$105-119.99 | 1     | .1    | 22                 | 2,377           | 109.41 | 68.4           | 2    | .2    | 39    | 4,334           | 112.33 | 69.6 | 77.3     | 82.3  | 1.8   |  |
| \$120-134.99 | 2     | .3    | 65                 | 8,050           | 124.63 | 68.3           | 1    | .1    | 22    | 2,833           | 125.95 | 74.4 | -66.2    | -64.8 | 8.9   |  |
| \$135-149.99 | 0     | .0    | 8                  | 1,038           | 137.28 | 66.5           | 1    | .1    | 21    | 2,950           | 140.21 | 61.6 | 162.5    | 184.2 | -7.4  |  |
| \$150-164.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 26    | 3,931           | 153.56 | 76.4 | .0       | .0    | .0    |  |
| TOTAL        | 28    | 2.4   | 508                | 39,282          | 77.28  | 58.0           | 26   | 2.3   | 503   | 39,913          | 79.38  | 59.9 | -1.0     | 1.6   | -22.5 |  |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99 | 8     | .3    | 58                 | 1,897           | 32.89  | 50.1           | 7    | .3    | 56    | 1,953           | 34.96  | 52.8 | -3.4     | 3.0   | 5.4   |  |
| \$ 45- 59.99 | 2     | .1    | 17                 | 893             | 51.57  | 57.2           | 4    | .2    | 36    | 1,964           | 54.42  | 59.7 | 111.8    | 119.9 | 4.4   |  |
| \$ 60- 74.99 | 2     | .1    | 11                 | 745             | 64.85  | 60.2           | 2    | .1    | 15    | 973             | 64.07  | 62.7 | 36.4     | 30.6  | 4.2   |  |
| \$ 75- 89.99 | 1     | .0    | 2                  | 156             | 81.43  | 52.7           | 1    | .0    | 2     | 182             | 80.04  | 49.9 | .0       | 16.7  | -5.3  |  |
| \$105-119.99 | 0     | .0    | 0                  | 42              | 109.44 | 28.4           | 1    | .0    | 1     | 92              | 112.52 | 29.7 | .0       | 119.0 | 4.6   |  |
| \$120-134.99 | 0     | .0    | 1                  | 71              | 129.84 | 67.7           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |  |
| \$135-149.99 | 1     | .0    | 1                  | 83              | 138.82 | 36.4           | 1    | .0    | 1     | 158             | 142.86 | 44.9 | .0       | 90.4  | 23.4  |  |
| \$150-164.99 | 1     | .0    | 1                  | 97              | 157.60 | 48.8           | 1    | .0    | 1     | 97              | 159.75 | 33.4 | .0       | .0    | -31.6 |  |
| \$165-179.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 0     | 64              | 166.79 | 84.6 | .0       | .0    | .0    |  |
| TOTAL        | 14    | .5    | 91                 | 3,986           | 44.01  | 52.3           | 16   | .6    | 112   | 5,482           | 48.81  | 55.5 | 23.1     | 37.5  | 26.1  |  |
| Tyler        | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99 | 16    | 1.0   | 184                | 6,676           | 36.33  | 49.5           | 15   | 1.0   | 178   | 6,469           | 36.28  | 50.8 | -3.3     | -3.1  | 2.6   |  |
| \$ 45- 59.99 | 4     | .2    | 42                 | 2,081           | 49.99  | 55.7           | 4    | .2    | 41    | 2,199           | 53.33  | 57.3 | -2.4     | 5.7   | 2.9   |  |
| \$ 60- 74.99 | 6     | .4    | 95                 | 6,356           | 67.02  | 58.8           | 8    | .6    | 124   | 8,350           | 67.54  | 61.4 | 30.5     | 31.4  | 4.4   |  |
| \$ 75- 89.99 | 6     | .4    | 90                 | 7,406           | 82.29  | 60.3           | 7    | .5    | 122   | 10,115          | 82.94  | 62.7 | 35.6     | 36.6  | 4.0   |  |
| \$ 90-104.99 | 4     | .4    | 93                 | 8,988           | 97.10  | 61.1           | 2    | .2    | 39    | 3,803           | 96.65  | 63.5 | -58.1    | -57.7 | 3.9   |  |
| \$105-119.99 | 1     | .1    | 22                 | 2,420           | 109.41 | 66.8           | 2    | .2    | 39    | 4,426           | 112.34 | 67.7 | 77.3     | 82.9  | 1.3   |  |
| \$120-134.99 | 2     | .3    | 65                 | 8,122           | 124.68 | 68.3           | 1    | .1    | 22    | 2,833           | 125.95 | 74.4 | -66.2    | -65.1 | 8.9   |  |
| \$135-149.99 | 1     | .0    | 8                  | 1,122           | 137.40 | 62.7           | 2    | .1    | 22    | 3,107           | 140.34 | 60.5 | 175.0    | 176.9 | -3.5  |  |
| \$150-164.99 | 1     | .0    | 1                  | 97              | 157.60 | 48.8           | 2    | .1    | 26    | 4,028           | 153.70 | 74.2 | -        | -     | 52.0  |  |
| \$165-179.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 0    | .0    | 0     | 64              | 166.79 | 84.6 | .0       | .0    | .0    |  |
| TOTAL        | 42    | 2.9   | 599                | 43,268          | 72.25  | 57.0           | 42   | 2.9   | 615   | 45,395          | 73.80  | 59.1 | 2.7      | 4.9   | 3.7   |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Victoria     | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 1     | .1    | 14                 | 451             | 31.87  | 48.6           | 3    | .2    | 43    | 1,561           | 36.04  | 55.8 | 207.1    | 246.1 | 14.8  |
| \$ 45- 59.99 | 2     | .2    | 54                 | 2,836           | 52.69  | 63.2           | 2    | .2    | 34    | 1,778           | 51.90  | 61.5 | -37.0    | -37.3 | -2.7  |
| \$ 60- 74.99 | 1     | .0    | 11                 | 739             | 64.75  | 78.0           | 2    | .1    | 24    | 1,659           | 68.33  | 68.8 | 118.2    | 124.5 | -11.8 |
| \$ 75- 89.99 | 2     | .1    | 35                 | 2,968           | 84.55  | 75.1           | 2    | .1    | 28    | 2,356           | 83.44  | 67.0 | -20.0    | -20.6 | -10.8 |
| \$ 90-104.99 | 3     | .2    | 57                 | 5,501           | 96.83  | 66.1           | 4    | .3    | 77    | 7,442           | 96.26  | 70.4 | 35.1     | 35.3  | 6.5   |
| \$105-119.99 | 1     | .0    | 13                 | 1,514           | 115.13 | 78.5           | 2    | .2    | 45    | 5,153           | 113.29 | 72.8 | 246.2    | 240.4 | -7.3  |
| \$120-134.99 | 2     | .1    | 37                 | 4,766           | 128.48 | 87.0           | 2    | .1    | 34    | 4,213           | 125.72 | 69.5 | -8.1     | -11.6 | -20.1 |
| \$135-149.99 | 2     | .1    | 48                 | 6,874           | 143.40 | 88.4           | 1    | .1    | 25    | 3,494           | 142.10 | 60.3 | -47.9    | -49.2 | -31.8 |
| \$150-164.99 | 1     | .1    | 21                 | 3,319           | 155.36 | 85.8           | 0    | .0    | 9     | 1,411           | 151.46 | 54.9 | -57.1    | -57.5 | -36.0 |
| \$165-179.99 | 0     | .0    | 7                  | 1,122           | 165.50 | 90.8           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| TOTAL        | 14    | 1.1   | 298                | 30,089          | 101.10 | 73.0           | 17   | 1.3   | 320   | 29,066          | 90.75  | 65.5 | 7.4      | -3.4  | -35.2 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 8     | .3    | 69                 | 2,592           | 37.36  | 63.4           | 9    | .4    | 80    | 2,818           | 35.30  | 58.8 | 15.9     | 8.7   | -7.3  |
| \$ 45- 59.99 | 4     | .2    | 59                 | 3,115           | 52.93  | 73.3           | 6    | .3    | 65    | 3,345           | 51.42  | 64.9 | 10.2     | 7.4   | -11.5 |
| \$ 60- 74.99 | 4     | .2    | 44                 | 2,827           | 64.51  | 69.0           | 3    | .1    | 29    | 2,005           | 68.76  | 66.6 | -34.1    | -29.1 | -3.5  |
| \$ 75- 89.99 | 2     | .1    | 20                 | 1,592           | 80.53  | 68.9           | 1    | .1    | 13    | 1,044           | 78.63  | 69.7 | -35.0    | -34.4 | 1.2   |
| \$ 90-104.99 | 2     | .0    | 7                  | 720             | 96.39  | 45.6           | 1    | .0    | 6     | 622             | 96.08  | 45.8 | -14.3    | -13.6 | .4    |
| \$105-119.99 | 1     | .0    | 11                 | 1,305           | 114.14 | 71.8           | 1    | .1    | 12    | 1,248           | 107.82 | 63.8 | 9.1      | -4.4  | -11.1 |
| \$120-134.99 | 1     | .0    | 1                  | 168             | 124.09 | 64.5           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$135-149.99 | 2     | .0    | 9                  | 1,286           | 141.27 | 62.2           | 1    | .0    | 4     | 601             | 143.58 | 64.3 | -55.6    | -53.3 | 3.4   |
| \$150-164.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .0    | 4     | 566             | 153.82 | 60.4 | .0       | .0    | .0    |
| \$180+       | 1     | .0    | 1                  | 270             | 225.37 | 54.6           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| TOTAL        | 24    | .9    | 222                | 13,876          | 62.39  | 66.7           | 24   | .9    | 213   | 12,250          | 57.45  | 62.0 | -4.1     | -11.7 | -6.6  |
| Victoria     |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 9     | .4    | 84                 | 3,043           | 36.43  | 60.3           | 12   | .6    | 123   | 4,379           | 35.56  | 57.7 | 46.4     | 43.9  | -4.3  |
| \$ 45- 59.99 | 6     | .5    | 113                | 5,951           | 52.82  | 68.1           | 7    | .4    | 99    | 5,123           | 51.59  | 63.7 | -12.4    | -13.9 | -6.5  |
| \$ 60- 74.99 | 4     | .2    | 55                 | 3,566           | 64.56  | 70.7           | 5    | .2    | 53    | 3,664           | 68.57  | 67.6 | -3.6     | 2.7   | -4.4  |
| \$ 75- 89.99 | 4     | .2    | 55                 | 4,560           | 83.10  | 72.8           | 3    | .2    | 42    | 3,400           | 81.90  | 67.8 | -23.6    | -25.4 | -6.9  |
| \$ 90-104.99 | 5     | .3    | 64                 | 6,220           | 96.78  | 62.8           | 6    | .3    | 84    | 8,065           | 96.25  | 67.6 | 31.3     | 29.7  | 7.6   |
| \$105-119.99 | 2     | .1    | 25                 | 2,819           | 114.67 | 75.2           | 4    | .2    | 57    | 6,402           | 112.18 | 70.8 | 128.0    | 127.1 | -5.9  |
| \$120-134.99 | 2     | .1    | 38                 | 4,935           | 128.33 | 85.9           | 2    | .1    | 34    | 4,213           | 125.72 | 69.5 | -10.5    | -14.6 | -19.1 |
| \$135-149.99 | 4     | .2    | 57                 | 8,160           | 143.06 | 82.8           | 2    | .1    | 29    | 4,096           | 142.31 | 60.9 | -49.1    | -49.8 | -26.4 |
| \$150-164.99 | 1     | .1    | 21                 | 3,319           | 155.36 | 85.8           | 1    | .1    | 13    | 1,977           | 152.13 | 56.3 | -38.1    | -40.4 | -34.4 |
| \$165-179.99 | 0     | .0    | 7                  | 1,122           | 165.50 | 90.8           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| \$180+       | 1     | .0    | 1                  | 270             | 225.37 | 54.6           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |
| Victoria     | 39    | 2.0   | 520                | 43,965          | 84.55  | 70.2           | 42   | 2.3   | 534   | 41,317          | 77.44  | 64.1 | 2.7      | -6.0  | -8.7  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |      |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |
| Waco         | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 12    | 1.0   | 193                | 6,377           | 33.00  | 53.8           | 12   | 1.0   | 203   | 6,807           | 33.50  | 56.5 | 5.2      | 6.7   | 5.0  |
| \$ 45- 59.99 | 7     | .6    | 125                | 6,385           | 51.16  | 56.4           | 6    | .5    | 113   | 5,991           | 53.03  | 61.4 | -9.6     | -6.2  | 8.9  |
| \$ 60- 74.99 | 3     | .2    | 46                 | 3,077           | 66.66  | 57.0           | 4    | .3    | 63    | 4,170           | 66.44  | 62.9 | 37.0     | 35.5  | 10.4 |
| \$ 75- 89.99 | 7     | .6    | 149                | 12,193          | 81.98  | 63.4           | 5    | .5    | 117   | 9,746           | 83.34  | 65.3 | -21.5    | -20.1 | 3.0  |
| \$ 90-104.99 | 3     | .4    | 86                 | 8,315           | 96.16  | 64.9           | 4    | .4    | 105   | 10,202          | 97.54  | 69.4 | 22.1     | 22.7  | 6.9  |
| \$105-119.99 | 3     | .4    | 105                | 11,898          | 112.95 | 65.8           | 4    | .5    | 118   | 13,469          | 114.26 | 66.4 | 12.4     | 13.2  | .9   |
| \$120-134.99 | 1     | .0    | 11                 | 1,378           | 123.34 | 69.4           | 1    | .1    | 33    | 3,984           | 122.47 | 70.5 | 200.0    | 189.1 | 1.6  |
| TOTAL        | 36    | 3.3   | 716                | 49,621          | 69.31  | 59.4           | 36   | 3.3   | 751   | 54,369          | 72.41  | 62.7 | 4.9      | 9.6   | -9.5 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 6     | .3    | 48                 | 1,685           | 34.85  | 45.4           | 6    | .3    | 51    | 1,722           | 33.89  | 49.5 | 6.3      | 2.2   | 9.0  |
| \$ 45- 59.99 | 2     | .1    | 19                 | 941             | 50.22  | 38.7           | 1    | .1    | 14    | 664             | 47.31  | 54.4 | -26.3    | -29.4 | 40.6 |
| \$ 60- 74.99 | 0     | .0    | 0                  | 0               | .00    | .0             | 1    | .1    | 14    | 944             | 65.68  | 74.7 | .0       | .0    | .0   |
| TOTAL        | 8     | .4    | 67                 | 2,626           | 39.15  | 43.3           | 8    | .4    | 79    | 3,330           | 42.04  | 53.7 | 17.9     | 26.8  | 37.2 |
| Waco         |       |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |      |
| \$ 00- 44.99 | 18    | 1.3   | 242                | 8,062           | 33.37  | 51.8           | 18   | 1.3   | 254   | 8,529           | 33.58  | 55.0 | 5.0      | 5.8   | 6.2  |
| \$ 45- 59.99 | 9     | .7    | 144                | 7,326           | 51.04  | 53.2           | 7    | .6    | 127   | 6,655           | 52.40  | 60.5 | -11.8    | -9.2  | 13.7 |
| \$ 60- 74.99 | 3     | .2    | 46                 | 3,077           | 66.66  | 57.0           | 4    | .3    | 77    | 5,114           | 66.30  | 64.8 | 67.4     | 66.2  | 13.7 |
| \$ 75- 89.99 | 7     | .6    | 149                | 12,193          | 81.98  | 63.4           | 5    | .5    | 117   | 9,746           | 83.34  | 65.3 | -21.5    | -20.1 | 3.0  |
| \$ 90-104.99 | 3     | .4    | 86                 | 8,315           | 96.16  | 64.9           | 4    | .4    | 105   | 10,202          | 97.54  | 69.4 | 22.1     | 22.7  | 6.9  |
| \$105-119.99 | 3     | .4    | 105                | 11,898          | 112.95 | 65.8           | 4    | .5    | 118   | 13,469          | 114.26 | 66.4 | 12.4     | 13.2  | .9   |
| \$120-134.99 | 1     | .0    | 11                 | 1,378           | 123.34 | 69.4           | 1    | .1    | 33    | 3,984           | 122.47 | 70.5 | 200.0    | 189.1 | 1.6  |
| Waco         | 44    | 3.7   | 783                | 52,247          | 66.73  | 57.5           | 44   | 3.7   | 830   | 57,698          | 69.51  | 61.7 | 6.0      | 10.4  | 7.3  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents). Prepared by Source Strategies, Inc., P.O. Box 120055, San Antonio, Texas 78212. (210) 734-3434 FAX (210) 735-7970 Website:sourcestrategies.org

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                     | 2012 |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |  |
|---------------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|--|
|                     | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ.  |  |
|                     | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |  |
| Wichita Falls CHAIN |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99        | 7    | .7    | 115                | 4,502           | 39.05  | 45.8           | 7    | .6    | 94    | 3,365           | 35.96  | 44.4 | -18.3    | -25.3 | -3.1  |  |
| \$ 45- 59.99        | 4    | .4    | 71                 | 3,823           | 53.99  | 50.0           | 5    | .4    | 81    | 4,160           | 51.10  | 53.7 | 14.1     | 8.8   | 7.4   |  |
| \$ 60- 74.99        | 5    | .4    | 78                 | 5,212           | 67.11  | 55.4           | 5    | .5    | 107   | 7,239           | 67.69  | 59.2 | 37.2     | 38.9  | 6.9   |  |
| \$ 75- 89.99        | 2    | .1    | 31                 | 2,490           | 80.92  | 63.7           | 1    | .1    | 14    | 1,133           | 80.80  | 70.7 | -54.8    | -54.5 | 11.0  |  |
| \$ 90-104.99        | 1    | .1    | 30                 | 2,943           | 99.61  | 67.4           | 1    | .1    | 24    | 2,452           | 100.93 | 68.5 | -20.0    | -16.7 | 1.6   |  |
| \$105-119.99        | 2    | .1    | 29                 | 3,393           | 115.41 | 64.3           | 2    | .1    | 32    | 3,537           | 111.78 | 66.6 | 10.3     | 4.2   | 3.6   |  |
| \$120-134.99        | 1    | .1    | 13                 | 1,748           | 130.58 | 66.7           | 0    | .0    | 10    | 1,235           | 126.27 | 73.6 | -23.1    | -29.3 | 10.3  |  |
| \$135-149.99        | 0    | .0    | 0                  | 0               | .00    | .0             | 1    | .0    | 10    | 1,332           | 137.66 | 72.4 | .0       | .0    | .0    |  |
| TOTAL               | 22   | 1.9   | 367                | 24,111          | 65.72  | 53.1           | 22   | 1.8   | 371   | 24,454          | 65.85  | 55.3 | 1.1      | 1.4   | -15.9 |  |
| INDEP               |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99        | 3    | .2    | 39                 | 1,242           | 31.51  | 55.0           | 4    | .3    | 54    | 1,708           | 31.73  | 54.4 | 38.5     | 37.5  | -1.1  |  |
| \$ 45- 59.99        | 0    | .0    | 9                  | 496             | 57.58  | 52.6           | 0    | .0    | 8     | 449             | 54.90  | 49.9 | -11.1    | -9.5  | -5.1  |  |
| \$ 60- 74.99        | 1    | .1    | 12                 | 737             | 64.00  | 57.3           | 2    | .1    | 12    | 783             | 64.72  | 50.9 | .0       | 6.2   | -11.2 |  |
| \$ 75- 89.99        | 1    | .0    | 2                  | 138             | 76.88  | 49.0           | 0    | .0    | 0     | 0               | .00    | .0   | -        | -     | -     |  |
| TOTAL               | 5    | .3    | 61                 | 2,613           | 42.60  | 54.8           | 6    | .4    | 74    | 2,940           | 39.67  | 53.3 | 21.3     | 12.5  | 25.1  |  |
| Wichita Fal         |      |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |  |
| \$ 00- 44.99        | 10   | .9    | 155                | 5,744           | 37.13  | 47.9           | 11   | .8    | 147   | 5,072           | 34.41  | 47.6 | -5.2     | -11.7 | -.6   |  |
| \$ 45- 59.99        | 5    | .4    | 79                 | 4,318           | 54.38  | 50.2           | 6    | .5    | 90    | 4,608           | 51.45  | 53.4 | 13.9     | 6.7   | 6.4   |  |
| \$ 60- 74.99        | 6    | .4    | 89                 | 5,949           | 66.71  | 55.6           | 7    | .6    | 119   | 8,023           | 67.39  | 58.3 | 33.7     | 34.9  | 4.9   |  |
| \$ 75- 89.99        | 2    | .1    | 33                 | 2,628           | 80.70  | 62.7           | 1    | .1    | 14    | 1,133           | 80.80  | 70.7 | -57.6    | -56.9 | 12.8  |  |
| \$ 90-104.99        | 1    | .1    | 30                 | 2,943           | 99.61  | 67.4           | 1    | .1    | 24    | 2,452           | 100.93 | 68.5 | -20.0    | -16.7 | 1.6   |  |
| \$105-119.99        | 2    | .1    | 29                 | 3,393           | 115.41 | 64.3           | 2    | .1    | 32    | 3,537           | 111.78 | 66.6 | 10.3     | 4.2   | 3.6   |  |
| \$120-134.99        | 1    | .1    | 13                 | 1,748           | 130.58 | 66.7           | 0    | .0    | 10    | 1,235           | 126.27 | 73.6 | -23.1    | -29.3 | 10.3  |  |
| \$135-149.99        | 0    | .0    | 0                  | 0               | .00    | .0             | 1    | .0    | 10    | 1,332           | 137.66 | 72.4 | .0       | .0    | .0    |  |
| Wichita Fal         | 27   | 2.2   | 428                | 26,724          | 62.41  | 53.3           | 28   | 2.2   | 445   | 27,394          | 61.50  | 54.9 | 4.0      | 2.5   | 3.0   |  |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |                 |        |                | 2013 |       |       |                 |        |      | % Change |       |       |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|------|-------|-------|-----------------|--------|------|----------|-------|-------|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | %     |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's | Revenue         | \$     | Rate | Sold     | Revs  | Occ.  |
| Non-Metro    | CHAIN |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 67    | 4.2   | 754                | 27,969          | 37.10  | 49.7           | 75   | 4.7   | 826   | 30,281          | 36.67  | 48.5 | 9.5      | 8.3   | -2.4  |
| \$ 45- 59.99 | 98    | 5.7   | 1,110              | 58,384          | 52.60  | 53.7           | 95   | 5.5   | 1,075 | 56,532          | 52.58  | 53.6 | -3.2     | -3.2  | -.2   |
| \$ 60- 74.99 | 82    | 5.2   | 1,122              | 76,762          | 68.43  | 59.5           | 77   | 4.7   | 1,002 | 67,401          | 67.26  | 57.9 | -10.7    | -12.2 | -2.7  |
| \$ 75- 89.99 | 78    | 4.6   | 1,088              | 89,726          | 82.44  | 64.2           | 79   | 4.9   | 1,135 | 93,596          | 82.45  | 64.0 | 4.3      | 4.3   | -.3   |
| \$ 90-104.99 | 49    | 3.2   | 786                | 76,155          | 96.88  | 68.1           | 50   | 3.1   | 754   | 73,056          | 96.90  | 67.1 | -4.1     | -4.1  | -1.5  |
| \$105-119.99 | 41    | 2.7   | 716                | 80,594          | 112.59 | 73.8           | 37   | 2.3   | 580   | 64,642          | 111.37 | 68.4 | -19.0    | -19.8 | -7.3  |
| \$120-134.99 | 19    | 1.3   | 367                | 46,269          | 126.17 | 78.5           | 21   | 1.4   | 383   | 48,203          | 125.89 | 74.1 | 4.4      | 4.2   | -5.6  |
| \$135-149.99 | 6     | .4    | 120                | 16,838          | 140.83 | 85.1           | 14   | 1.0   | 276   | 39,695          | 143.99 | 77.9 | 130.0    | 135.7 | -8.5  |
| \$150-164.99 | 4     | .3    | 86                 | 13,468          | 156.13 | 73.9           | 8    | .5    | 146   | 23,034          | 157.90 | 79.2 | 69.8     | 71.0  | 7.2   |
| \$165-179.99 | 2     | .1    | 38                 | 6,640           | 173.33 | 81.6           | 4    | .3    | 85    | 14,525          | 171.77 | 73.2 | 123.7    | 118.8 | -10.3 |
| \$180+       | 4     | .4    | 94                 | 19,909          | 211.19 | 71.3           | 5    | .5    | 117   | 23,826          | 202.90 | 69.6 | 24.5     | 19.7  | -2.4  |
| TOTAL        | 450   | 27.9  | 6,281              | 512,715         | 81.63  | 61.6           | 465  | 28.8  | 6,379 | 534,791         | 83.84  | 60.6 | 1.6      | 4.3   | -25.8 |
|              | INDEP |       |                    |                 |        |                |      |       |       |                 |        |      |          |       |       |
| \$ 00- 44.99 | 175   | 8.2   | 1,544              | 50,148          | 32.48  | 51.4           | 173  | 8.3   | 1,540 | 49,989          | 32.47  | 50.8 | -.3      | -.3   | -1.2  |
| \$ 45- 59.99 | 70    | 2.5   | 541                | 28,087          | 51.91  | 58.3           | 80   | 2.8   | 583   | 30,156          | 51.69  | 57.0 | 7.8      | 7.4   | -2.2  |
| \$ 60- 74.99 | 47    | 2.0   | 449                | 30,056          | 66.97  | 60.9           | 45   | 1.8   | 389   | 26,404          | 67.84  | 57.8 | -13.4    | -12.2 | -5.1  |
| \$ 75- 89.99 | 38    | 1.3   | 249                | 20,202          | 81.14  | 53.9           | 45   | 1.6   | 326   | 26,680          | 81.76  | 57.4 | 30.9     | 32.1  | 6.5   |
| \$ 90-104.99 | 32    | 1.0   | 221                | 21,421          | 97.01  | 60.1           | 29   | .9    | 201   | 19,463          | 96.76  | 58.8 | -9.0     | -9.1  | -2.2  |
| \$105-119.99 | 27    | .9    | 207                | 23,270          | 112.22 | 62.8           | 27   | .9    | 216   | 24,169          | 112.07 | 62.3 | 4.3      | 3.9   | -.8   |
| \$120-134.99 | 23    | .6    | 127                | 16,096          | 126.90 | 59.5           | 23   | .7    | 152   | 19,198          | 126.12 | 60.0 | 19.7     | 19.3  | .8    |
| \$135-149.99 | 18    | .4    | 77                 | 10,946          | 141.34 | 51.6           | 23   | .5    | 96    | 13,564          | 141.88 | 52.6 | 24.7     | 23.9  | 1.9   |
| \$150-164.99 | 15    | .3    | 59                 | 9,196           | 156.41 | 56.0           | 13   | .4    | 79    | 12,249          | 155.19 | 58.1 | 33.9     | 33.2  | 3.8   |
| \$165-179.99 | 11    | .2    | 34                 | 5,937           | 172.53 | 52.4           | 15   | .2    | 42    | 7,134           | 171.37 | 48.9 | 23.5     | 20.2  | -6.7  |
| \$180+       | 25    | .5    | 103                | 24,143          | 233.56 | 51.4           | 33   | .7    | 138   | 33,220          | 240.60 | 56.2 | 34.0     | 37.6  | 9.3   |
| TOTAL        | 482   | 18.0  | 3,612              | 239,502         | 66.31  | 55.0           | 507  | 18.9  | 3,762 | 262,225         | 69.70  | 54.6 | 4.2      | 9.5   | -17.7 |

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HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012 |       |                    |                 |        |                | 2013 |       |        |                 |        |      | % Change |       |      |
|--------------|------|-------|--------------------|-----------------|--------|----------------|------|-------|--------|-----------------|--------|------|----------|-------|------|
|              | #    | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #    | #     | Nites  | \$ <sup>3</sup> | Est.   | %    | Nites    | \$    | Occ. |
|              | Htls | Rooms | 000's              | Revenue         | \$     | Rate           | Htls | Rooms | 000's  | Revenue         | \$     | Rate | Sold     | Revs  | Occ. |
| Non-Metro    |      |       |                    |                 |        |                |      |       |        |                 |        |      |          |       |      |
| \$ 00- 44.99 | 242  | 12.4  | 2,298              | 78,116          | 33.99  | 50.9           | 248  | 13.0  | 2,365  | 80,270          | 33.93  | 50.0 | 2.9      | 2.8   | -1.8 |
| \$ 45- 59.99 | 168  | 8.2   | 1,651              | 86,471          | 52.37  | 55.2           | 175  | 8.3   | 1,659  | 86,688          | 52.27  | 54.8 | .5       | .3    | -.7  |
| \$ 60- 74.99 | 130  | 7.2   | 1,571              | 106,818         | 68.01  | 59.9           | 122  | 6.6   | 1,391  | 93,804          | 67.42  | 57.9 | -11.5    | -12.2 | -3.3 |
| \$ 75- 89.99 | 116  | 5.9   | 1,337              | 109,928         | 82.20  | 62.0           | 124  | 6.4   | 1,461  | 120,276         | 82.30  | 62.4 | 9.3      | 9.4   | .6   |
| \$ 90-104.99 | 81   | 4.2   | 1,007              | 97,577          | 96.91  | 66.2           | 79   | 4.0   | 955    | 92,519          | 96.87  | 65.2 | -5.2     | -5.2  | -1.5 |
| \$105-119.99 | 68   | 3.6   | 923                | 103,864         | 112.51 | 71.0           | 64   | 3.3   | 796    | 88,812          | 111.56 | 66.7 | -13.8    | -14.5 | -6.1 |
| \$120-134.99 | 42   | 1.9   | 494                | 62,365          | 126.35 | 72.6           | 45   | 2.1   | 535    | 67,400          | 125.96 | 69.5 | 8.3      | 8.1   | -4.3 |
| \$135-149.99 | 25   | .8    | 197                | 27,784          | 141.03 | 67.8           | 37   | 1.5   | 371    | 53,258          | 143.45 | 69.3 | 88.3     | 91.7  | 2.2  |
| \$150-164.99 | 19   | .6    | 145                | 22,664          | 156.24 | 65.4           | 21   | .9    | 225    | 35,283          | 156.95 | 70.2 | 55.2     | 55.7  | 7.3  |
| \$165-179.99 | 13   | .3    | 73                 | 12,577          | 172.95 | 64.6           | 19   | .5    | 126    | 21,659          | 171.64 | 62.8 | 72.6     | 72.2  | -2.8 |
| \$180+       | 29   | .9    | 198                | 44,052          | 222.89 | 59.3           | 38   | 1.1   | 255    | 57,046          | 223.28 | 61.7 | 28.8     | 29.5  | 4.0  |
| Non-Metro    | 932  | 45.9  | 9,893              | 752,217         | 76.04  | 59.1           | 972  | 47.7  | 10,141 | 797,016         | 78.60  | 58.3 | 2.5      | 6.0   | -1.4 |

1. Roomnights sold (from estimated rate and actual rooms revenues.). 2. Occupancy: nights sold divided by nights available (x 100). 3. Taxable and gross rooms revenues are from Texas Comptroller (with 12%+ added on average if gross not reported; covers monthly, government, charity, educational rents).

HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|                    | 2012                |              |                    |                  |              |                | 2013         |              |               |                  |              |             | % Change   |            |            |
|--------------------|---------------------|--------------|--------------------|------------------|--------------|----------------|--------------|--------------|---------------|------------------|--------------|-------------|------------|------------|------------|
|                    | #                   | #            | Nites <sup>1</sup> | \$ <sup>3</sup>  | Est.         | % <sup>2</sup> | #            | #            | Nites         | \$ <sup>3</sup>  | Est.         | %           | Nites      | \$         | Occ.       |
|                    | Htls                | Rooms        | 000's              | Revenue          | \$           | Rate           | Htls         | Rooms        | 000's         | Revenue          | \$           | Rate        | Sold       | Revs       | Occ.       |
| <b>TOTAL TEXAS</b> | <b>CHAINS</b>       |              |                    |                  |              |                |              |              |               |                  |              |             |            |            |            |
| \$ 00- 44.99       | 617                 | 57.2         | 12,430             | 451,731          | 36.34        | 59.5           | 572          | 52.9         | 11,508        | 426,190          | 37.03        | 59.6        | -7.4       | -5.7       | .2         |
| \$ 45- 59.99       | 532                 | 39.2         | 8,394              | 439,115          | 52.31        | 58.8           | 532          | 39.1         | 8,617         | 450,390          | 52.27        | 60.4        | 2.7        | 2.6        | 2.7        |
| \$ 60- 74.99       | 486                 | 40.1         | 9,086              | 615,354          | 67.73        | 62.0           | 455          | 36.9         | 8,474         | 573,716          | 67.70        | 62.9        | -6.7       | -6.8       | 1.5        |
| \$ 75- 89.99       | 420                 | 39.3         | 9,376              | 772,476          | 82.39        | 65.4           | 412          | 37.2         | 9,012         | 742,517          | 82.39        | 66.3        | -3.9       | -3.9       | 1.4        |
| \$ 90-104.99       | 302                 | 33.4         | 8,062              | 786,376          | 97.54        | 66.1           | 303          | 31.5         | 7,801         | 760,771          | 97.52        | 67.9        | -3.2       | -3.3       | 2.7        |
| \$105-119.99       | 285                 | 35.1         | 8,660              | 975,378          | 112.63       | 67.7           | 290          | 35.0         | 8,634         | 967,566          | 112.07       | 67.6        | -.3        | -.8        | -.1        |
| \$120-134.99       | 164                 | 25.4         | 6,296              | 797,306          | 126.65       | 67.7           | 207          | 29.0         | 7,315         | 928,250          | 126.89       | 68.9        | 16.2       | 16.4       | 1.8        |
| \$135-149.99       | 77                  | 14.9         | 3,756              | 530,837          | 141.32       | 69.2           | 114          | 19.6         | 5,021         | 711,120          | 141.62       | 70.2        | 33.7       | 34.0       | 1.4        |
| \$150-164.99       | 36                  | 8.9          | 2,253              | 354,807          | 157.50       | 69.7           | 47           | 8.1          | 2,117         | 331,609          | 156.65       | 71.7        | -6.0       | -6.5       | 2.9        |
| \$165-179.99       | 28                  | 9.0          | 2,306              | 395,565          | 171.53       | 70.1           | 41           | 10.7         | 2,781         | 482,319          | 173.45       | 70.8        | 20.6       | 21.9       | 1.0        |
| \$180+             | 39                  | 13.8         | 3,464              | 734,642          | 212.08       | 69.0           | 58           | 19.8         | 5,085         | 1,081,616        | 212.70       | 70.6        | 46.8       | 47.2       | 2.3        |
| <b>TOTAL</b>       | <b>2,987</b>        | <b>316.2</b> | <b>74,082</b>      | <b>6,853,585</b> | <b>92.51</b> | <b>64.2</b>    | <b>3,032</b> | <b>319.9</b> | <b>76,365</b> | <b>7,456,065</b> | <b>97.64</b> | <b>65.4</b> | <b>3.1</b> | <b>8.8</b> | <b>1.9</b> |
|                    | <b>INDEPENDENTS</b> |              |                    |                  |              |                |              |              |               |                  |              |             |            |            |            |
| \$ 00- 44.99       | 635                 | 34.8         | 6,843              | 217,057          | 31.72        | 53.8           | 639          | 35.3         | 7,089         | 225,552          | 31.82        | 55.0        | 3.6        | 3.9        | 2.2        |
| \$ 45- 59.99       | 232                 | 10.8         | 2,227              | 115,105          | 51.69        | 56.6           | 249          | 11.5         | 2,406         | 123,956          | 51.52        | 57.2        | 8.0        | 7.7        | 1.1        |
| \$ 60- 74.99       | 117                 | 6.2          | 1,340              | 88,597           | 66.09        | 59.2           | 116          | 6.1          | 1,289         | 86,009           | 66.73        | 57.9        | -3.8       | -2.9       | -2.2       |
| \$ 75- 89.99       | 93                  | 4.2          | 804                | 65,730           | 81.73        | 52.9           | 104          | 4.4          | 876           | 72,161           | 82.40        | 54.8        | 9.0        | 9.8        | 3.6        |
| \$ 90-104.99       | 79                  | 3.3          | 633                | 61,395           | 97.03        | 52.5           | 71           | 3.1          | 617           | 59,669           | 96.63        | 54.0        | -2.5       | -2.8       | 2.9        |
| \$105-119.99       | 70                  | 3.2          | 658                | 74,076           | 112.65       | 57.0           | 71           | 3.2          | 648           | 73,196           | 113.01       | 55.8        | -1.5       | -1.2       | -2.1       |
| \$120-134.99       | 72                  | 2.9          | 579                | 74,281           | 128.35       | 55.3           | 69           | 2.5          | 495           | 62,916           | 127.23       | 54.9        | -14.5      | -15.3      | -.7        |
| \$135-149.99       | 65                  | 3.6          | 734                | 104,692          | 142.65       | 56.3           | 79           | 3.3          | 704           | 100,239          | 142.34       | 57.5        | -4.1       | -4.3       | 2.1        |
| \$150-164.99       | 57                  | 3.0          | 644                | 100,810          | 156.59       | 58.3           | 55           | 3.5          | 759           | 118,948          | 156.75       | 60.2        | 17.9       | 18.0       | 3.3        |
| \$165-179.99       | 39                  | 2.5          | 517                | 88,807           | 171.77       | 57.3           | 51           | 2.9          | 605           | 103,888          | 171.82       | 56.7        | 17.0       | 17.0       | -1.0       |
| \$180+             | 79                  | 5.0          | 1,124              | 258,856          | 230.34       | 61.7           | 96           | 5.8          | 1,361         | 320,527          | 235.53       | 63.9        | 21.1       | 23.8       | 3.6        |
| <b>TOTAL</b>       | <b>1,539</b>        | <b>79.3</b>  | <b>16,102</b>      | <b>1,249,406</b> | <b>77.59</b> | <b>55.6</b>    | <b>1,600</b> | <b>81.6</b>  | <b>16,848</b> | <b>1,347,063</b> | <b>79.95</b> | <b>56.5</b> | <b>4.6</b> | <b>7.8</b> | <b>1.6</b> |

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HOTEL/MOTEL PERFORMANCE BY METRO, TOTAL YEAR

|              | 2012  |       |                    |                 |        |                | 2013  |       |        |                 |        |      | % Change |      |      |  |
|--------------|-------|-------|--------------------|-----------------|--------|----------------|-------|-------|--------|-----------------|--------|------|----------|------|------|--|
|              | #     | #     | Nites <sup>1</sup> | \$ <sup>3</sup> | Est.   | % <sup>2</sup> | #     | #     | Nites  | \$ <sup>3</sup> | Est.   | %    | Nites    | \$   | %    |  |
|              | Htls  | Rooms | 000's              | Revenue         | \$     | Rate           | Htls  | Rooms | 000's  | Revenue         | \$     | Rate | Sold     | Revs | Occ. |  |
| TOTAL TEXAS  |       |       |                    |                 |        |                |       |       |        |                 |        |      |          |      |      |  |
| \$ 00- 44.99 | 1,253 | 92.1  | 19,273             | 668,788         | 34.70  | 57.4           | 1,211 | 88.2  | 18,597 | 651,742         | 35.04  | 57.8 | -3.5     | -2.5 | .7   |  |
| \$ 45- 59.99 | 764   | 49.9  | 10,621             | 554,220         | 52.18  | 58.3           | 781   | 50.6  | 11,023 | 574,347         | 52.11  | 59.6 | 3.8      | 3.6  | 2.2  |  |
| \$ 60- 74.99 | 603   | 46.3  | 10,426             | 703,951         | 67.52  | 61.7           | 571   | 43.0  | 9,763  | 659,725         | 67.57  | 62.2 | -6.4     | -6.3 | .8   |  |
| \$ 75- 89.99 | 514   | 43.5  | 10,180             | 838,206         | 82.34  | 64.2           | 516   | 41.6  | 9,888  | 814,679         | 82.39  | 65.1 | -2.9     | -2.8 | 1.4  |  |
| \$ 90-104.99 | 382   | 36.7  | 8,695              | 847,771         | 97.50  | 64.9           | 374   | 34.6  | 8,418  | 820,441         | 97.46  | 66.6 | -3.2     | -3.2 | 2.6  |  |
| \$105-119.99 | 354   | 38.2  | 9,318              | 1,049,454       | 112.63 | 66.8           | 361   | 38.2  | 9,281  | 1,040,763       | 112.13 | 66.6 | -.4      | -.8  | -.3  |  |
| \$120-134.99 | 237   | 28.3  | 6,874              | 871,586         | 126.79 | 66.5           | 276   | 31.5  | 7,810  | 991,166         | 126.91 | 67.8 | 13.6     | 13.7 | 2.0  |  |
| \$135-149.99 | 142   | 18.4  | 4,490              | 635,529         | 141.54 | 66.7           | 194   | 22.9  | 5,726  | 811,359         | 141.71 | 68.3 | 27.5     | 27.7 | 2.4  |  |
| \$150-164.99 | 93    | 11.9  | 2,897              | 455,618         | 157.29 | 66.8           | 102   | 11.5  | 2,876  | 450,557         | 156.68 | 68.3 | -.7      | -1.1 | 2.2  |  |
| \$165-179.99 | 67    | 11.5  | 2,823              | 484,372         | 171.57 | 67.3           | 92    | 13.6  | 3,385  | 586,207         | 173.16 | 67.8 | 19.9     | 21.0 | .7   |  |
| \$180+       | 118   | 18.7  | 4,588              | 993,498         | 216.55 | 67.1           | 154   | 25.6  | 6,446  | 1,402,144       | 217.52 | 69.1 | 40.5     | 41.1 | 3.0  |  |
| TOTAL TEXAS  | 4,526 | 395.5 | 90,184             | 8,102,992       | 89.85  | 62.5           | 4,632 | 401.5 | 93,213 | 8,803,128       | 94.44  | 63.6 | 3.4      | 8.6  | 1.8  |  |
| <u>2011</u>  |       |       |                    |                 |        |                |       |       |        |                 |        |      |          |      |      |  |
| Total Texas  | 4,525 | 393.0 | 85,392             | 7,374,661       | 86.36  | 59.5           |       |       |        |                 |        |      |          |      |      |  |

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## **Methodology of Texas Hotel/Motel Reports**

**Texas Hotel/Motel Quarterly Reports are prepared on a custom basis for private and public clients, including Market Texas Tourism, Office of the Governor, Texas Economic Development & Tourism. Reports are prepared by Source Strategies, Inc. of San Antonio, Texas, based on Texas State Comptroller revenue records and independent research.**

**Data sources include the following:**

**Revenues: State of Texas Comptroller records are the source of taxable room revenues for all properties. All properties exceeding \$30,000 in the quarter reported are included; the below-\$30,000 units result in 1.5% of the total state revenues being initially excluded from the Source Strategies database.**

**Gross room revenues (including Non-taxable) were reported to the Comptroller starting in the third quarter of 1990. To account for the missing non-taxable revenues prior to the third quarter of 1990, Source Strategies increases each individual property's taxable-only, reported revenues by variable factors averaging 12% to reflect this untaxed volume (government business, over 30-day stayers, charitable and educational purchases). The same adjustments are made to all historical periods, insuring comparability over time. "Apartment-type" revenues are typically not reflected.**

**Starting in the third quarter of 1990, hotels and motels were asked by the Texas Comptroller to report both taxable and gross room revenues. Approximately 80% of properties have complied, allowing the development of adjustment factors for all hotels and motels.**

**Non-reporting properties are estimated based on the past five quarter trends. If they later report, their actual revenues 'overwrite' the estimate in the database.**

**Room Counts: these are checked annually in chain directories and the Texas American Automobile Association tour book; those properties checked account for approximately 80% of revenues. For independent properties too small to be listed, the room counts reported to the state are used (unless they appear unreasonable). As a result, the 'CHAIN' occupancies and room counts appear to be very close to 'actual', while independent room counts could be slightly mis-stated. Reports are split into CHAIN and INDEPENDENT categories.**

**Average Daily Rates are estimated with the aid of financial reports, appraisers, private S.S.I. surveys, chain and AAA directories and another reliable industry database.**

**Roomnights sold are derived from the above revenues, divided by Average Daily Rates. Roomnights available are calculated from Room Counts (times days in the period).**

**Occupancy is calculated from roomnights sold and roomnights available. All occupancy figures represent fully-weighted averages, as calculations are always made after sub-totalling or totalling roomnights sold and available.**

**"CHAINS" are defined as one of the "Top 70+" brands, and include the following names: Four Seasons, Gaylord, Westin, W, Ritz-Carlton, Za Za, Hilton, Hyatt, Inter-Continental, Marriott, Omni, Renaissance, Wyndham. Also, Embassy, Homewood, Residence, Staybridge, Hyatt Summerfield, Clarion, Courtyard, Crowne Plaza, Doubletree, Hilton Garden, Holiday Inn, Indigo, Radisson, Sheraton, Aloft. Hyatt Place, AmeriSuites, Bradford, Candlewood, Comfort suites, Hawthorn, Quality Suites, SpringHill, Townplace, Amerihost, Baymont, Best Western, Comfort Inn, Country Inn, Drury, Fairfield, Hampton, Holiday Express, La Quinta, Wingate. Budget Suites, Extended Stay, Homestead Village, Intown, Studio Plus, Studio 6, Best Value, Best Inn, Days, Econo Lodge, Howard Johnson, Microtel, Motel 6, Quality Inn, Ramada, Red Roof, Super 8. Additional chains are added or deleted from time to time.**

**Accuracy: On an overall basis, the change in average daily rates reported by Source Strategies Inc. is within a few tenths of one-percent of another private research firm that gets price and revenue reports from hotel/motel chains and independents accounting for about 85% of the market and which publishes aggregated results (for the purpose of providing market share data back to each of its subscribing chains). Revenues are within 2%.**

**Source Strategies, Inc. database is managed with FOCUS software, a leading 4th generation database language. Developer of the database is president of Source Strategies, Bruce H. Walker. Walker is former senior vice president of marketing for La Quinta Motor Inns Inc. and Holiday Inns, Inc. Walker holds a B.A. from Amherst College and an M.B.A. from Harvard Business School. In addition to consulting, Walker writes the authoritative lodging industry newsletter, *The Hotel Brand Report* (formerly *MarketShare*), and publishes *The Texas Hotel Performance Factbook*. He also authored "New Options in Hotel Appraisals: Quantifying the Revenue Enhancement Value of Hotel Brands" in *THE APPRAISAL JOURNAL*, SUMMER 2012, and "What's Ahead: A Strategic Look at Lodging Trends" in *THE CORNELL H.R.A. QUARTERLY*, October 1993. Other principals at Source Strategies, Inc. include Executive Vice President Douglas W. Sutton and Senior Vice President Todd A. Walker. Further information can be obtained at [www.SourceStrategies.Org](http://www.SourceStrategies.Org)**