

HILTON HEAD ISLAND MOTORCOACH RESORT

SUMMARY OF OCCUPANCY NIGHTS

| MONTH | 2017 | | | | | Difference Compared to Previous Year | | | | | |
|-----------|--------------------------------|----------------------|---------------------|-----------------------------|--------------------|--------------------------------------|----------------------------|----------------------|--------------------------|----------------------------|--------------------|
| | Occupancy by Revenue Collected | Gross Rental Revenue | Average Rental Rate | 401 sites x # days in month | Rental Occupancy % | Occupancy by Revenue Collected | Change in Occupancy Nights | Gross Rental Revenue | Change in Rental Revenue | Change in Avg. Rental Rate | Rental Occupancy % |
| | JANUARY | 516 | \$ 24,576 | \$ 47.63 | 12431 | 4.15% | (145) | -22% | \$ (6,309) | -20% | \$ 0.90 |
| FEBRUARY | 1037 | \$ 54,805 | \$ 52.85 | 11629 | 8.92% | 498 | 92% | \$ 26,013 | 90% | \$ (0.57) | 4.28% |
| MARCH | 2535 | \$ 142,092 | \$ 56.05 | 12431 | 20.39% | 736 | 41% | \$ 36,916 | 35% | \$ (2.41) | 5.92% |
| APRIL | 2672 | \$ 163,433 | \$ 61.16 | 12030 | 22.21% | 884 | 49% | \$ 57,153 | 54% | \$ 1.72 | 7.35% |
| MAY | 1562 | \$ 95,981 | \$ 61.45 | 12431 | 12.57% | 279 | 22% | \$ 18,940 | 25% | \$ 1.40 | 2.24% |
| JUNE | | | #DIV/0! | 12030 | 0.00% | (1,567) | -100% | \$ (89,433) | -100% | #DIV/0! | -13.03% |
| JULY | | | #DIV/0! | 12431 | 0.00% | (1,259) | -100% | \$ (75,096) | -100% | #DIV/0! | -10.13% |
| AUGUST | | | #DIV/0! | 12431 | 0.00% | (506) | -100% | \$ (30,487) | -100% | #DIV/0! | -4.07% |
| SEPTEMBER | | | #DIV/0! | 12030 | 0.00% | (992) | -100% | \$ (54,235) | -100% | #DIV/0! | -8.25% |
| OCTOBER | | | #DIV/0! | 12431 | 0.00% | (172) | -100% | \$ (7,674) | -100% | #DIV/0! | -1.38% |
| NOVEMBER | | | #DIV/0! | 12030 | 0.00% | (1,211) | -100% | \$ (60,295) | -100% | #DIV/0! | -10.07% |
| DECEMBER | | | #DIV/0! | 12431 | 0.00% | (839) | -100% | \$ (43,720) | -100% | #DIV/0! | -6.75% |
| | 8322 | \$ 480,886 | \$ 57.78 | 146766 | 5.67% | (4,294) | -848.62% | \$ (228,228) | -748.60% | \$ (2.47) | 1.60% |

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| | Occupancy by Revenue Collected | Gross Rental Revenue | Average Rental Rate | 401 sites x # days in month | Rental Occupancy % | Occupancy by Revenue Collected | Change in Occupancy Nights | Gross Rental Revenue | Change in Rental Revenue | Change in Avg. Rental Rate | Rental Occupancy % |
| | JANUARY | 661 | \$ 30,885 | \$ 46.72 | 12431 | 5.32% | 150 | 29% | \$ 10,340 | 50% | \$ 6.52 |
| FEBRUARY | 539 | \$ 28,792 | \$ 53.42 | 11629 | 4.63% | 210 | 64% | \$ 13,804 | 92% | \$ 7.86 | 1.70% |
| MARCH | 1799 | \$ 105,177 | \$ 58.46 | 12431 | 14.47% | 282 | 19% | \$ 29,489 | 39% | \$ 8.57 | 2.27% |
| APRIL | 1788 | \$ 106,280 | \$ 59.44 | 12030 | 14.86% | 59 | 3% | \$ 15,656 | 17% | \$ 7.03 | 0.49% |
| MAY | 1283 | \$ 77,041 | \$ 60.05 | 12431 | 10.32% | 4 | 0% | \$ 12,508 | 19% | \$ 9.59 | 0.03% |
| JUNE | 1567 | \$ 89,433 | \$ 57.07 | 12030 | 13.03% | 406 | 35% | \$ 31,583 | 55% | \$ 7.25 | 3.37% |
| JULY | 1259 | \$ 75,096 | \$ 59.65 | 12431 | 10.13% | (25) | -2% | \$ 10,116 | 16% | \$ 9.04 | -0.20% |
| AUGUST | 506 | \$ 30,487 | \$ 60.25 | 12431 | 4.07% | (73) | -13% | \$ 983 | 3% | \$ 9.29 | -0.59% |
| SEPTEMBER | 992 | \$ 54,235 | \$ 54.67 | 12030 | 8.25% | (75) | -7% | \$ 5,821 | 12% | \$ 9.30 | -0.62% |
| OCTOBER | 172 | \$ 7,674 | \$ 44.61 | 12431 | 1.38% | (1,178) | -87% | \$ (59,034) | -88% | \$ (4.80) | -9.48% |
| NOVEMBER | 1211 | \$ 60,295 | \$ 49.79 | 12030 | 10.07% | 50 | 4% | \$ 7,165 | 13% | \$ 4.03 | 0.42% |
| DECEMBER | 839 | \$ 43,720 | \$ 52.11 | 12431 | 6.75% | 169 | 25% | \$ 16,747 | 62% | \$ 11.85 | 1.36% |
| | 12616 | \$ 709,114 | \$ 56.21 | 146766 | 8.60% | (21) | -3.63% | \$ 95,179 | 322.60% | \$ 5.25 | 3.94% |

| MONTH | 2015 | | | | | Difference Compared to Previous Year | | | | | |
|-----------|--------------------------------|----------------------|---------------------|-----------------------------|--------------------|--------------------------------------|----------------------|---------------------|--------------------|-----------|---------|
| | Occupancy by Revenue Collected | Gross Rental Revenue | Average Rental Rate | 401 sites x # days in month | Rental Occupancy % | Occupancy by Revenue Collected | Gross Rental Revenue | Average Rental Rate | Rental Occupancy % | | |
| | JANUARY | 511 | \$ 20,544 | \$ 40.20 | 12431 | 4.11% | 183 | 56% | \$ 7,883 | 62% | \$ 1.60 |
| FEBRUARY | 329 | \$ 14,988 | \$ 45.56 | 11228 | 2.93% | 42 | 15% | \$ 1,056 | 8% | \$ (2.99) | 0.37% |
| MARCH | 1517 | \$ 75,688 | \$ 49.89 | 12431 | 12.20% | (37) | -2% | \$ 2,060 | 3% | \$ 2.51 | -0.30% |
| APRIL | 1729 | \$ 90,624 | \$ 52.41 | 12030 | 14.37% | 63 | 4% | \$ 4,977 | 6% | \$ 1.01 | 0.52% |
| MAY | 1279 | \$ 64,533 | \$ 50.46 | 12431 | 10.29% | (72) | -5% | \$ (3,769) | -6% | \$ (0.10) | -0.58% |
| JUNE | 1161 | \$ 57,850 | \$ 49.83 | 12030 | 9.65% | 130 | 13% | \$ 4,465 | 8% | \$ (1.95) | 1.08% |
| JULY | 1284 | \$ 64,980 | \$ 50.61 | 12431 | 10.33% | 219 | 21% | \$ 8,438 | 15% | \$ (2.48) | 1.76% |
| AUGUST | 579 | \$ 29,504 | \$ 50.96 | 12431 | 4.66% | (110) | -16% | \$ (7,508) | -20% | \$ (2.76) | -0.88% |
| SEPTEMBER | 1067 | \$ 48,415 | \$ 45.37 | 12030 | 8.87% | 549 | 106% | \$ 22,262 | 85% | \$ (5.11) | 4.56% |
| OCTOBER | 1350 | \$ 66,707 | \$ 49.41 | 12431 | 10.86% | 55 | 4% | \$ 4,609 | 7% | \$ 1.46 | 0.44% |
| NOVEMBER | 1161 | \$ 53,129 | \$ 45.76 | 12030 | 9.65% | 279 | 32% | \$ 15,167 | 40% | \$ 2.72 | 2.32% |
| DECEMBER | 670 | \$ 26,973 | \$ 40.26 | 12431 | 5.39% | 147 | 28% | \$ 2,817 | 12% | \$ (5.93) | 1.18% |
| | 12637 | \$ 613,935 | \$ 48.58 | 146365 | 8.63% | 1,448 | 12.94% | \$ 62,458 | 11.33% | \$ (0.71) | 0.99% |

| MONTH | 2014 | | | | | Difference Compared to Previous Year | | | | | |
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| | Occupancy by Revenue Collected | Gross Rental Revenue | Average Rental Rate | 401 sites x # days in month | Rental Occupancy % | Occupancy by Revenue Collected | Gross Rental Revenue | Average Rental Rate | Rental Occupancy % | | |
| | JANUARY | 328 | \$ 12,661 | \$ 38.60 | 12431 | 2.64% | (222) | -40% | \$ (4,461) | -26% | \$ 7.47 |
| FEBRUARY | 287 | \$ 13,932 | \$ 48.54 | 11228 | 2.56% | (245) | -46% | \$ (9,310) | -40% | \$ 4.86 | -2.18% |
| MARCH | 1554 | \$ 73,627 | \$ 47.38 | 12431 | 12.50% | 268 | 21% | \$ 11,489 | 18% | \$ (0.94) | 2.16% |
| APRIL | 1666 | \$ 85,647 | \$ 51.41 | 12030 | 13.85% | 384 | 30% | \$ 22,048 | 35% | \$ 1.80 | 3.19% |
| MAY | 1351 | \$ 68,302 | \$ 50.56 | 12431 | 10.87% | 260 | 24% | \$ 14,195 | 26% | \$ 0.96 | 2.09% |
| JUNE | 1031 | \$ 53,385 | \$ 51.78 | 12030 | 8.57% | 20 | 2% | \$ 4,720 | 10% | \$ 3.64 | 0.17% |
| JULY | 1065 | \$ 56,542 | \$ 53.09 | 12431 | 8.57% | (31) | -3% | \$ 803 | 1% | \$ 2.23 | -0.25% |
| AUGUST | 689 | \$ 37,012 | \$ 53.72 | 12431 | 5.54% | 29 | 4% | \$ 3,028 | 9% | \$ 2.23 | 0.23% |
| SEPTEMBER | 518 | \$ 26,153 | \$ 50.49 | 12030 | 4.31% | (126) | -20% | \$ (2,602) | -9% | \$ 5.84 | -1.05% |
| OCTOBER | 1295 | \$ 62,098 | \$ 47.95 | 12431 | 10.42% | 268 | 26% | \$ 11,812 | 23% | \$ (1.01) | 2.16% |
| NOVEMBER | 882 | \$ 37,962 | \$ 43.04 | 12030 | 7.33% | 53 | 6% | \$ 1,960 | 5% | \$ (0.39) | 0.44% |
| DECEMBER | 523 | \$ 24,156 | \$ 46.19 | 12431 | 4.21% | 90 | 21% | \$ 4,994 | 26% | \$ 1.93 | 0.72% |
| | 11189 | \$ 551,478 | \$ 49.29 | 146365 | 7.64% | 748 | 7.16% | \$ 58,677 | 11.91% | \$ 2.09 | 0.51% |