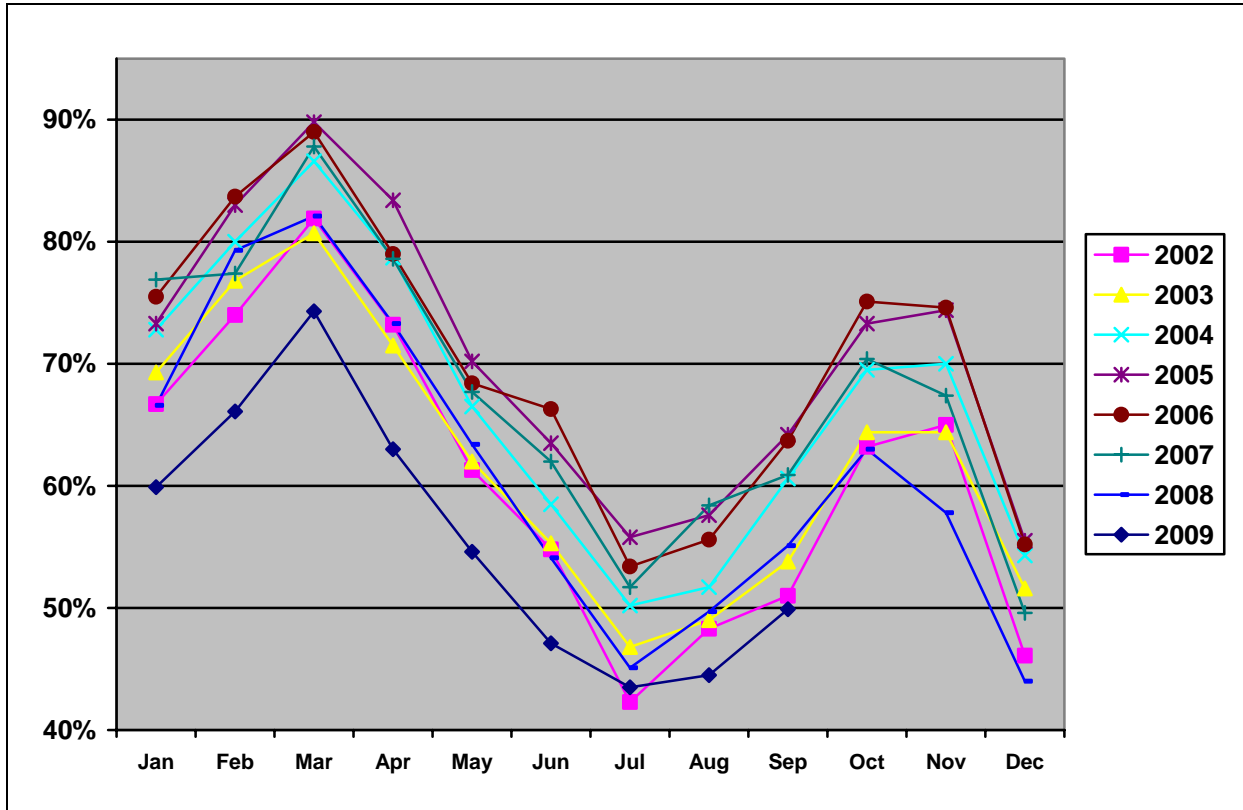


Scottsdale Occupancy 2002-2009 (to date)



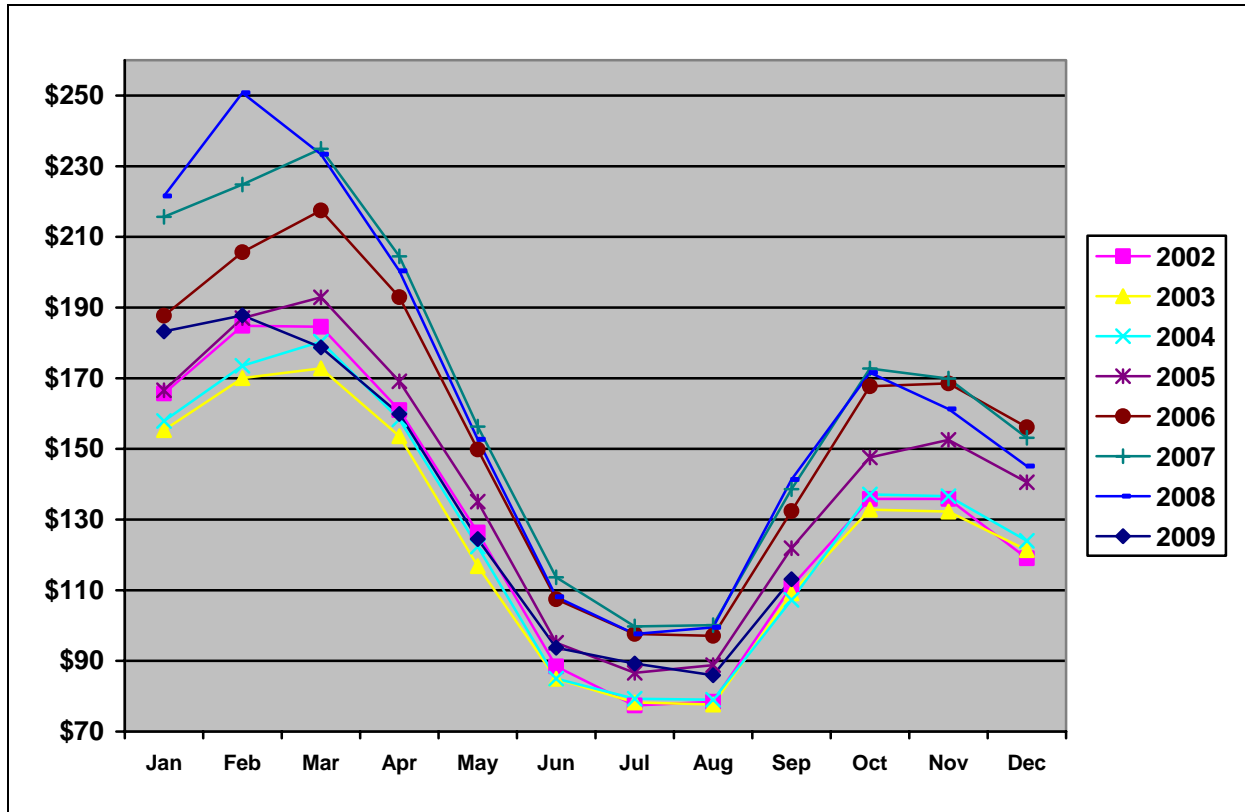
Scottsdale Occupancy

	2002	2003	2004	2005	2006	2007	2008	2009
Jan	66.7%	69.3%	72.8%	73.3%	75.5%	76.9%	66.6%	59.9%
Feb	74.0%	76.8%	80.0%	83.0%	83.7%	77.4%	79.3%	66.1%
Mar	81.9%	80.7%	86.6%	89.8%	89.0%	87.8%	82.1%	74.3%
Apr	73.2%	71.5%	78.7%	83.4%	79.0%	78.6%	73.3%	63.0%
May	61.3%	62.0%	66.5%	70.2%	68.4%	67.7%	63.4%	54.6%
Jun	54.8%	55.3%	58.5%	63.5%	66.3%	62.0%	54.1%	47.1%
Jul	42.3%	46.8%	50.2%	55.8%	53.4%	51.7%	45.1%	43.5%
Aug	48.3%	49.0%	51.7%	57.6%	55.6%	58.4%	49.7%	44.5%
Sep	51.0%	53.8%	60.6%	64.2%	63.7%	60.9%	55.1%	49.9%
Oct	63.2%	64.4%	69.5%	73.3%	75.1%	70.4%	63.0%	
Nov	65.0%	64.4%	70.0%	74.4%	74.6%	67.4%	57.8%	
Dec	46.1%	51.6%	54.3%	55.5%	55.2%	49.6%	44.0%	
Annual Avg.*	61.0%	62.2%	66.6%	70.4%	69.9%	66.6%	61.0%	

*Annual Average Scottsdale Occupancy in 2001 was 59.5%

Source: [Smith Travel Research](#)

Scottsdale Room Rate 2002-2009 (to date)



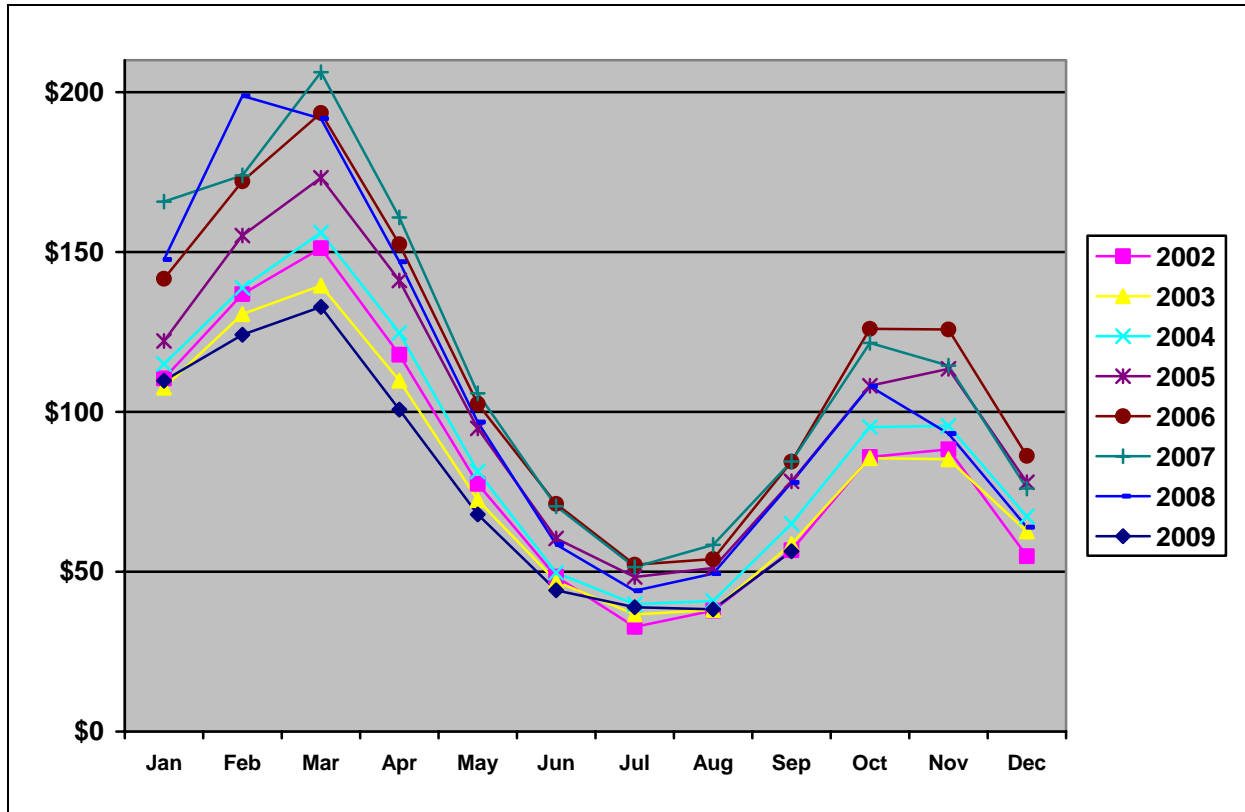
Scottsdale Room Rate

	2002	2003	2004	2005	2006	2007	2008	2009
Jan	\$165.68	\$155.30	\$157.91	\$166.59	\$187.69	\$215.66	\$221.56	\$183.24
Feb	\$184.83	\$170.03	\$173.50	\$187.00	\$205.64	\$224.80	\$250.74	\$187.78
Mar	\$184.58	\$172.77	\$180.37	\$192.91	\$217.46	\$234.93	\$233.38	\$178.73
Apr	\$160.98	\$153.58	\$158.35	\$169.14	\$192.94	\$204.47	\$200.37	\$159.88
May	\$126.33	\$116.84	\$122.33	\$135.05	\$149.85	\$156.30	\$152.68	\$124.47
Jun	\$88.43	\$84.95	\$84.97	\$95.14	\$107.44	\$113.65	\$108.13	\$93.71
Jul	\$77.40	\$78.22	\$79.28	\$86.63	\$97.63	\$99.74	\$97.61	\$89.26
Aug	\$78.40	\$77.66	\$79.02	\$88.79	\$97.09	\$100.10	\$99.46	\$85.92
Sep	\$111.08	\$109.11	\$107.25	\$121.87	\$132.42	\$138.60	\$141.34	\$113.11
Oct	\$135.84	\$132.81	\$137.09	\$147.56	\$167.70	\$172.75	\$171.56	
Nov	\$135.84	\$132.24	\$136.63	\$152.56	\$168.51	\$169.91	\$161.27	
Dec	\$119.02	\$121.36	\$123.99	\$140.56	\$156.12	\$153.12	\$145.13	
Annual Avg.*	\$137.57	\$130.84	\$134.20	\$145.31	\$164.19	\$170.59	\$172.26	

*Annual Average Scottsdale Room Rate in 2001 was \$143.34

Source: [Smith Travel Research](#)

Scottsdale Revenue Per Available Room (RevPAR) 2002-2009 (to date)



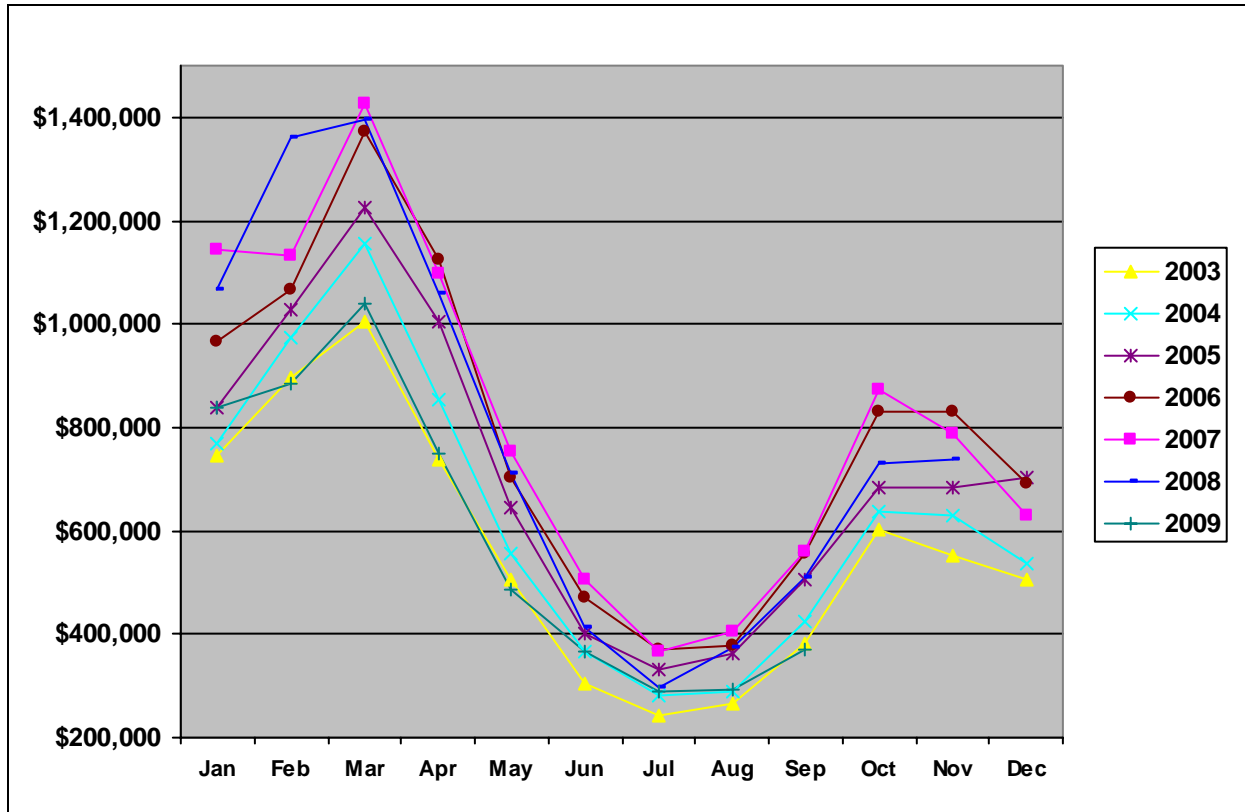
Scottsdale RevPAR

	2002	2003	2004	2005	2006	2007	2008	2009
Jan	\$110.47	\$107.57	\$114.94	\$122.16	\$141.65	\$165.77	\$147.62	\$109.74
Feb	\$136.82	\$130.56	\$138.77	\$155.13	\$172.12	\$173.99	\$198.85	\$124.10
Mar	\$151.20	\$139.46	\$156.12	\$173.22	\$193.46	\$206.26	\$191.72	\$132.85
Apr	\$117.86	\$109.76	\$124.70	\$141.06	\$152.44	\$160.80	\$146.94	\$100.68
May	\$77.46	\$72.43	\$81.33	\$94.84	\$102.52	\$105.78	\$96.79	\$67.91
Jun	\$48.45	\$46.94	\$49.70	\$60.41	\$71.22	\$70.45	\$58.53	\$44.17
Jul	\$32.73	\$36.62	\$39.83	\$48.37	\$52.18	\$51.46	\$44.02	\$38.87
Aug	\$37.83	\$38.05	\$40.82	\$51.15	\$53.95	\$58.43	\$49.41	\$38.25
Sep	\$56.71	\$58.66	\$65.00	\$78.29	\$84.41	\$84.47	\$77.92	\$56.41
Oct	\$85.87	\$85.54	\$95.26	\$108.15	\$125.96	\$121.59	\$108.00	
Nov	\$88.30	\$85.18	\$95.65	\$113.48	\$125.78	\$114.48	\$93.19	
Dec	\$54.87	\$62.63	\$67.28	\$77.98	\$86.23	\$76.00	\$63.89	
Annual Avg.*	\$83.97	\$81.40	\$89.35	\$102.31	\$114.72	\$113.58	\$105.05	

*Annual Average Scottsdale RevPAR in 2001 was \$85.36

Source: [Smith Travel Research](#)

Scottsdale Bed Tax Collections 2003-2009 (to date)



Scottsdale Bed Tax Collections

	2003	2004	2005	2006	2007	2008	2009
Jan	\$746,800	\$768,241	\$836,851	\$966,366	\$1,145,222	\$1,065,634	\$838,870
Feb	\$897,381	\$975,676	\$1,028,404	\$1,065,586	\$1,132,446	\$1,361,716	\$886,188
Mar	\$1,003,655	\$1,154,875	\$1,225,394	\$1,373,686	\$1,427,745	\$1,395,675	\$1,039,177
Apr	\$737,465	\$853,472	\$1,005,729	\$1,123,309	\$1,098,091	\$1,057,041	\$748,393
May	\$504,220	\$557,395	\$645,984	\$701,287	\$751,622	\$710,413	\$484,786
Jun	\$304,820	\$364,844	\$399,428	\$472,291	\$504,334	\$412,163	\$366,474
Jul	\$243,645	\$281,213	\$331,683	\$371,782	\$365,852	\$294,899	\$287,445
Aug	\$264,183	\$288,503	\$361,974	\$379,088	\$403,225	\$373,040	\$293,820
Sep	\$382,989	\$423,155	\$506,242	\$556,836	\$558,736	\$508,832	\$371,649
Oct	\$602,385	\$638,982	\$684,021	\$832,095	\$871,790	\$730,114	
Nov	\$553,865	\$627,781	\$682,816	\$830,766	\$789,492	\$739,333	
Dec	\$505,451	\$537,716	\$701,101	\$693,215	\$629,853	\$567,325	
Annual Total	\$6,746,859	\$7,471,853	\$8,409,627	\$9,366,307	\$9,678,408	\$9,216,185	

Source: City of Scottsdale