

Pinellas Monthly Hotel Performance

Date Range: Jun 1, 2022 - Jun 30, 2022

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| Occupancy • | Occupancy - Last Year | Occupancy % Change | 2019 Occupancy | |
|-------------|--------------------------|-----------------------|-------------------|--|
| 72.7% | 78.1% | -6.9% | 80.6% | |
| ADR ▼ | ADR - Last Year | ADR % Change | 2019 ADR | |
| \$175.01 | \$168.36 | 3.9% | \$189.57 | |
| | | | | |
| RevPAR ▼ | RevPAR - Last Year | RevPAR % Change | 2019 RevPAR | |
| \$127.29 | \$131.48 | -3.2% | \$152.78 | |
| | | | | |

| Revenue * | Revenue - Last Year | Rev % Change |
|--------------|------------------------|-----------------|
| \$51,923,081 | \$66,625,530 | -22.1% |
| | | |
| Supply ▼ | Supply - Last Year | Supply % Change |
| 275,280 | 272,850 | 0.9% |
| | | |
| Demand 🕶 | Demand - Last Year | Demand % Change |
| 225,716 | 246,703 | -8.5% |
| | | |

Pinellas Fiscal Year Hotel Performance

OccupancyOccupancy - Last YearOccupancy % ChangeFY19 Occupancy71.1%65.24%11.93%70.88%

 ADR ▼
 ADR - Last Year
 ADR % Change
 FY19 ADR

 \$195.76
 \$151.5
 30.67%
 \$159.88

 RevPAR
 RevPAR - Last Year
 RevPAR % Change
 FY19 RevPAR

 \$142.05
 \$103.48
 47.74%
 \$114.33

Date Range: Oct 1, 2021 - Jun 30, 2022

 Revenue ▼
 Revenue - Last Year
 Rev % Change

 \$827,209,349
 \$594,787,150
 48.72%

 Supply ▼
 Supply - Last Year
 Supply % Change

 5,670,038
 5,552,948
 18.3%

 Demand ▼
 Demand - Last Year
 Demand % Change

 4,047,374
 3,605,822
 14%

Monthly City Segment Comparison

Date Range: Jun 1, 2022 - Jun 30, 2022

| Location • | Occupancy | Occupancy % Change | ADR | ADR % Change | RevPAR | RevPAR % Change |
|--|-----------|-----------------------|----------|--------------|----------|-----------------|
| Clearwater | 69.6% | -9.8% | \$109.77 | 8% | \$76.44 | -2.6% |
| Clearwater Beach | 80.5% | -9.7% | \$310.39 | 0.1% | \$249.9 | -9.7% |
| Downtown St. Petersburg | 61.3% | -22% | \$184.47 | 8.2% | \$113.17 | -15.7% |
| Dunedin | 68.3% | -15.7% | \$156.95 | 3.6% | \$107.25 | -12.7% |
| Indian Rocks Beach/ Indian Shores/ Madeira/ Re | 73.1% | -12.7% | \$197.14 | 0.5% | \$144.03 | -12.3% |
| St. Pete Beach/ Terra Verde | 72% | -17.5% | \$277.87 | 7.9% | \$200.18 | -11% |
| St. Pete/ Largo/ Pinellas Park | 70.4% | -4.5% | \$129.48 | 9.4% | \$91.12 | 4.4% |
| Tarpon Springs/ Oldsmar/ Palm Harbor/ East La | 60.3% | -9.3% | \$118.51 | 8.2% | \$71.47 | -1.8% |
| Treasure Island Beach | 74.4% | -11.2% | \$239.88 | 7.4% | \$178.57 | -4.6% |
| Beach | 75.9% | -12.7% | \$278.23 | 3.5% | \$211.05 | -9.6% |
| Inland | 67.6% | -10.3% | \$128.91 | 7.8% | \$87.08 | -3.3% |

Monthly Competitive Market Comparison

Date Range: Jun 1, 2022 - Jun 30, 2022

| Location • | Occupancy | Occupancy % Change | ADR | ADR % Change | RevPAR | RevPAR % Change | Demand | Demand % Change |
|-------------------------|-----------|-----------------------|----------|-----------------|----------|--------------------|--------------|--------------------|
| Bay County, FL | 62.11% | 5.27% | \$123.06 | 7.21% | \$81.76 | 16.53% | 166,199.42 | 4.96% |
| Florida | 67.87% | 3.82% | \$140.05 | 6.04% | \$97.44 | 15.07% | 8,791,368.95 | 7.32% |
| Florida Keys | 75.04% | 14.69% | \$275.34 | 10.18% | \$211.95 | 54.53% | 211,091.38 | 41.13% |
| Fort Lauderdale, FL | 73.05% | 3.38% | \$136.6 | 6.56% | \$102.18 | 15.39% | 703,537.61 | 6.51% |
| Fort Myers, FL | 65.93% | 7.21% | \$145.85 | 5.88% | \$100.73 | 19.93% | 240,998.43 | 8.86% |
| Hillsborough County, FL | 68.65% | 4.54% | \$111.66 | 5.76% | \$78.25 | 14.54% | 467,189.67 | 6.91% |
| Miami/Hialeah, FL | 72.32% | 4.08% | \$190.68 | 8.15% | \$141.68 | 22.87% | 1,182,238.25 | 12.56% |
| Naples, FL | 63.67% | 7.72% | \$220.34 | 8.19% | \$147.4 | 29.42% | 146,443.69 | 9.09% |
| Orlando, FL | 69.46% | 6.93% | \$113.93 | 6.1% | \$81.02 | 21.65% | 2,590,420.8 | 14.48% |
| Osceola County, FL | 59.72% | 8.59% | \$85.78 | 5.99% | \$52.31 | 23.54% | 379,188.77 | 12.82% |
| Palm Beach County, FL | 68.84% | 4.59% | \$171.27 | 6.66% | \$121.74 | 15.36% | 349,119.57 | 7.09% |
| Pinellas County, FL | 67.59% | 4.1% | \$139.68 | 7.4% | \$96.92 | 17.82% | 407,059.04 | 6.03% |
| Sarasota/Bradenton, FL | 65.78% | 5.3% | \$137.07 | 6.19% | \$93.25 | 17.08% | 280,480.24 | 8.8% |

Tourist Development Tax



Current Month Bed Tax:

\$8,402,258

★ 1.6%

Rolling 12 Months Bed Tax:

\$93,010,091

(1) 🕶

± 43.7%

Fiscal Year to Date Bed Tax:

\$74,716,738

★ 37.6%

Calendar Year to Date Bed Tax:

\$57,115,100

≜ 28.7%

Tourist Development Tax: Year over Year Growth

| Month ▼ | Tax Collected | Prior Yr. Tax Collected | Prior Yr % Change | 2019 Tax Collected | 2019 % Change |
|-------------|--|------------------------------|----------------------|-----------------------|------------------|
| Jun 2022 | \$8,402,258 | \$8,273,409 | 1.6% | \$5,719,729 | 46.9% |
| May 2022 | \$8,108,609 | \$7,697,334 | 5.3% | \$5,352,499 | 51.5% |
| Apr 2022 | \$10,818,811 | \$8,749,606 | 23.6% | \$6,732,633 | 60.7% |
| Mar 2022 | \$13,041,326 | \$9,679,140 | 34.7% | \$9,570,520 | 36.3% |
| Feb 2022 | \$9,407,928 | \$5,778,834 | 62.8% | \$6,354,048 | 48.1% |
| Jan 2022 | \$7,336,168 | \$4,188,408 | 75.2% | \$4,731,909 | 55.0% |
| Dec 2021 | \$6,392,629 | \$3,463,829 | 84.6% | \$4,554,786 | 40.3% |
| Nov 2021 | \$5,416,319 | \$2,982,305 | 81.6% | \$3,989,907 | 35.8% |
| Oct 2021 | \$5,792,690 | \$3,472,276 | 66.8% | \$4,088,933 | 41.7% |
| Sep 2021 | \$4,488,471 | \$3,034,707 | 47.9% | \$3,293,651 | 36.3% |
| Aug 2021 | \$5,223,033 | \$3,190,596 | 63.7% | \$4,161,610 | 25.5% |
| Jul 2021 | \$8,581,849 | \$4,192,583 | 104.7% | \$5,866,977 | 46.3% |
| Grand total | \$0 \$2M \$4M \$6M \$8M \$10M \$93,010,091 | \$12M \$64,703,027 | 43.7% | \$64,417,202 | 44.4% |

Tourist Development Tax: Five Year Comparison

Date (Month): June

| Year | Month | Tax Collected | | | | | Prior Year T | % Change |
|------|--------------------|---------------|------|------|------|--------------|--------------|----------|
| 2022 | June | \$8,402,258 | | | | | \$8,273,409 | 1.56% |
| 2021 | June | \$8,273,409 | | | | | \$4,256,609 | 94.37% |
| 2020 | June | \$4,256,609 | | | | | \$5,719,729 | -25.58% |
| 2019 | June | \$5,719,729 | | | | | \$5,452,058 | 4.91% |
| 2018 | June | \$5,452,058 | | | | | \$4,752,962 | 14.71% |
| 2017 | June | \$4,752,962 | | | | | \$4,506,340 | 5.47% |
| | | \$ 0 | \$2M | \$4M | \$6M | \$ 8M | | |
| | Grand total | \$36,857,025 | | | | | \$32,961,106 | 11.82% |

Tourist Development Tax



Jun 1, 2022 - Jun 30, 2022

Tourist Development Tax: Monthly Municipality Comparison

| Cities | Tax Collected | | | Prior Year Tax Collected | % Change | FY 19 Tax Collected | % Change vs Current Year |
|----------------------------|---------------------|------|------|--------------------------------|-------------|------------------------|--------------------------------|
| Dunedin | \$81,324 | | | \$94,803.88 | -14.22% | \$60,653 | 34.1% |
| Indian Shores | \$58,297 | | | \$54,508.35 | 6.95% | \$60,113 | -3.0% |
| Madeira Beach | \$335,727 | | | \$142,963.33 | 134.83% | \$109,138 | 207.6% |
| Miscellaneous/Other | \$2,830,234 | | | \$2,641,615.06 | 7.14% | \$1,559,716 | 81.5% |
| Oldsmar/Safety Harbor | \$107,471 | | | \$102,706.05 | 4.64% | \$92,749 | 15.9% |
| Palm Harbor | \$55,745 | | | \$58,266.04 | -4.33% | \$53,030 | 5.1% |
| St Pete Beach/Tierra Verde | \$1,167,274 | | | \$1,216,108.61 | -4.02% | \$868,305 | 34.4% |
| St Petersburg | \$717,319 | | | \$725,295.02 | -1.1% | \$591,262 | 21.3% |
| Tarpon Springs | \$34,852 | | | \$40,645.59 | -14.25% | \$28,068 | 24.2% |
| Treasure Island | \$395,306 | | | \$396,582.93 | -0.32% | \$289,704 | 36.5% |
| N Redington Beach/Reding | \$129,034 | | | \$137,627.6 | -6.24% | \$94,068 | 37.2% |
| Indian Rocks Beach | \$97,419 | | | \$90,564.4 | 7.57% | \$76,434 | 27.5% |
| Clearwater/Clearwater Be | \$2,356,912 | | | \$2,528,749.09 | -6.8% | \$1,805,887 | 30.5% |
| Belleair/Belleair Beach/Bl | \$35,344 | | | \$42,973.34 | -17.75% | \$30,602 | 15.5% |
| Grand total | \$8, 402,258 | \$1M | \$2M | \$8,273,409.29 | 1.56% | \$5,719,729 | 46.9% |

^{*}Misc./Other- Bed Tax from property management accounts and individuals that have properties in multiple cities