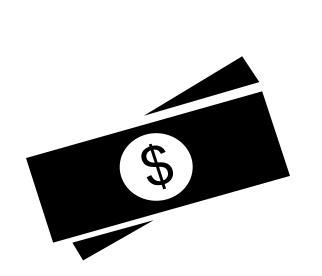
Coastal Virginia -Hampton Roads Region

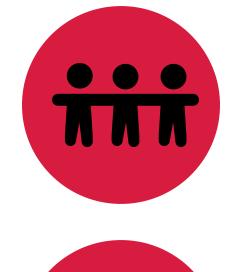


Average travel party spending:



per trip in Virginia

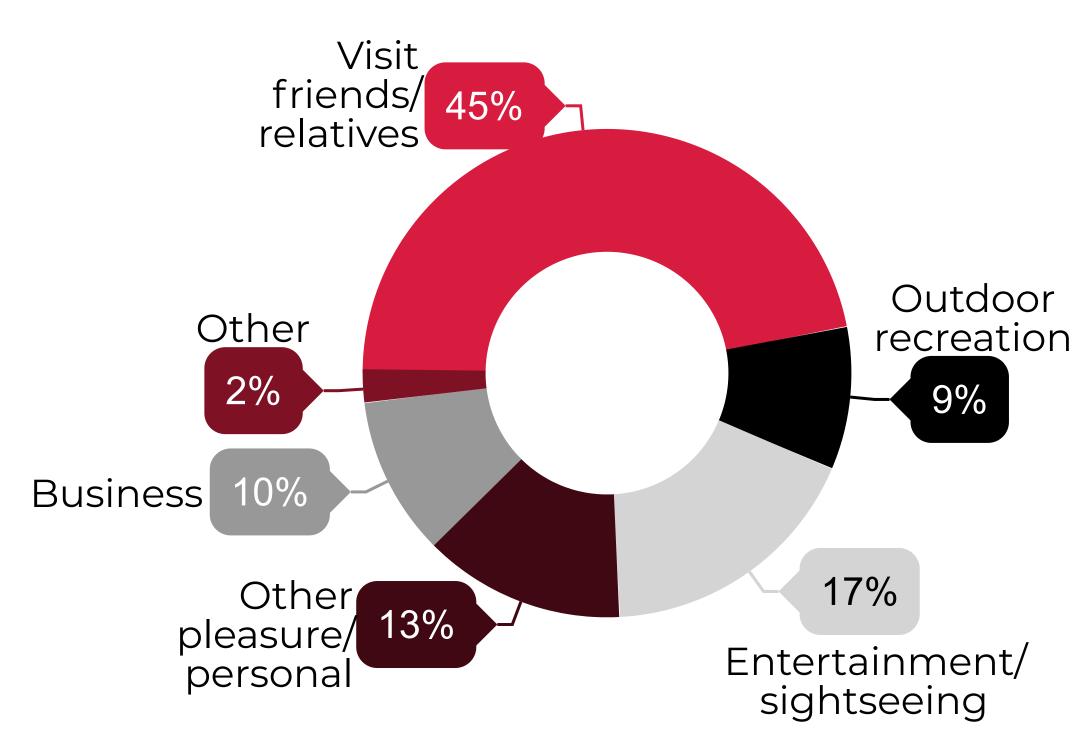
3.6 Nights per trip







Primary Purpose of Trip



Top Activities:

Visiting relatives 30 % Shopping 26% Beach 20 % Historic sites/Churches 18 % Fine dining Museums 15 % Rural sightseeing 13 % Visiting friends Theme/Amusement park 9 % 9 % Urban sightseeing

VA 37 %

WV

FL

GA

12 %

10 %

5 %

4 %

4 %

3 %

2 %

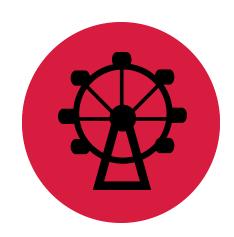
2%

2 %

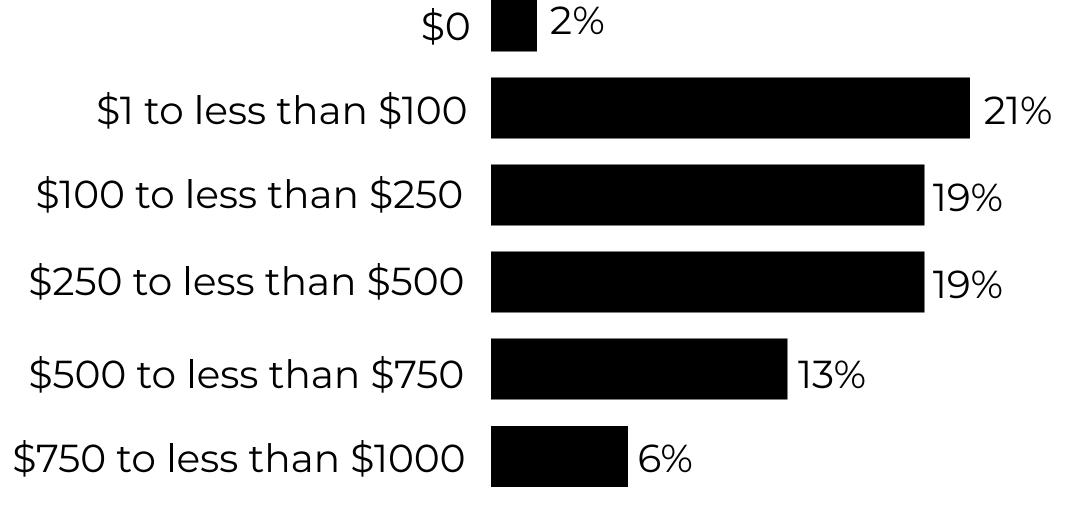








Travel Party Spending



\$1000+

Travel Party Origin by State

Travel Party Origin by DMA

22%

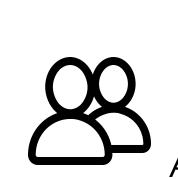
Washington, DC (Hagerstown) 20 % Norfolk-Portsmouth-Newport News 16 % Richmond-Petersburg 9 % 5 % Baltimore 5 % New York Raleigh-Durham (Fayetteville) 4 % 3 %

Roanoke-Lynchburg 3 % Philadelphia Portland, OR 2 % Boston (Manchester) 2 %



Married



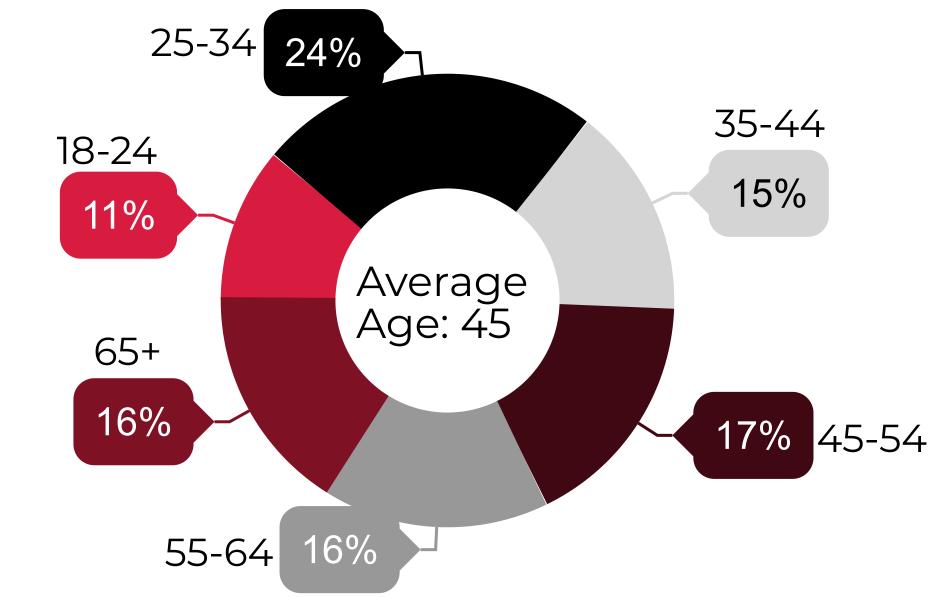


2.8 Average travel party size

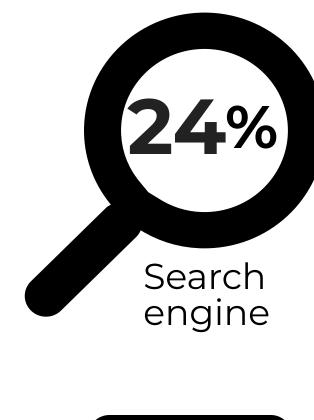


37%

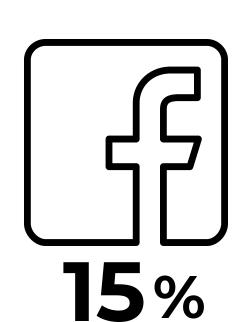
Annual household income of 100K or more



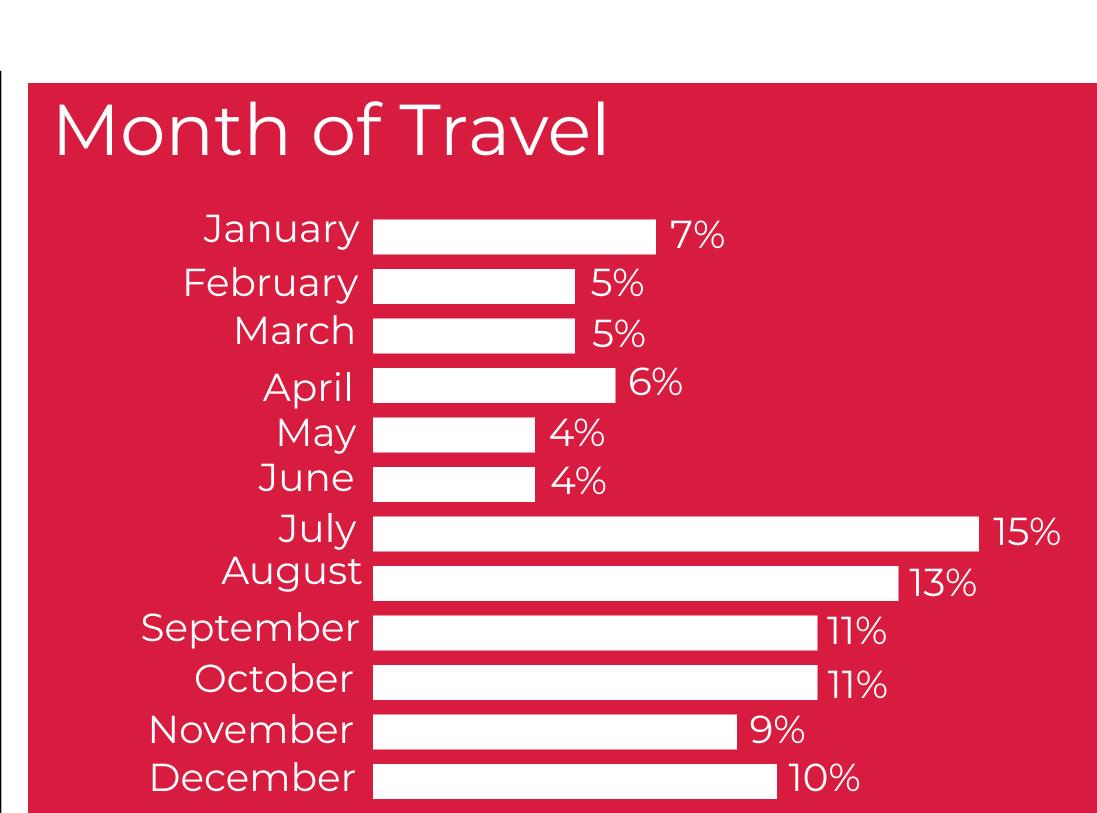
Planning Sources **3**1% Use information from friends and relatives.



 $\bullet \bullet \bullet$ 14% Destination website

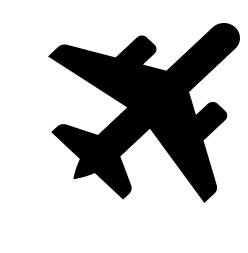


 $\bullet \bullet \bullet$ 14% Online full service travel website



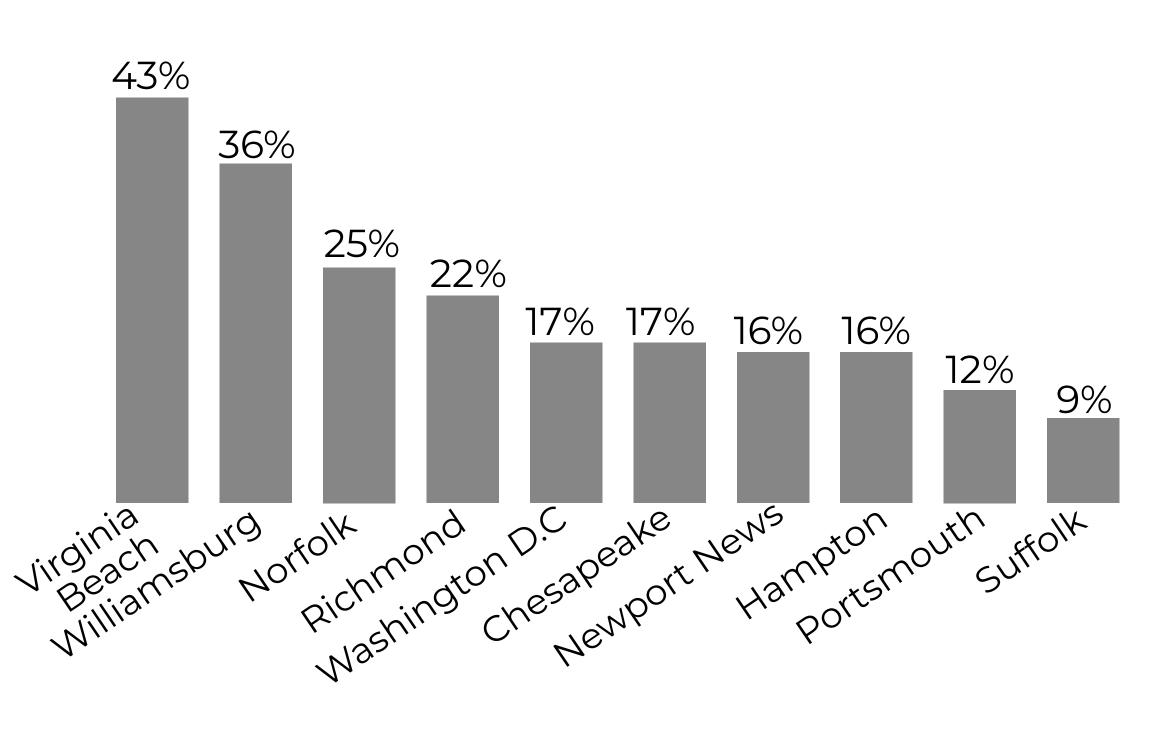
Planning Time 40% consider visiting Virginia less than a month before their visit 53% decide visiting Virginia less than a month before their visit

80% Travel by owned auto or rental cars



7% Travel by plane

Top 10 Most Visited Cities



Suffolk City, Virginia Beach City, Williamsburg City, and York.

Top 10 States Plan to Visit for Leisure in Next 2 Years

Virginia Maryland Florida 2 | % 26% 25% Washington North New York Carolina

D.C.

13%

Georgia

18% California 16% South

Carolina

2% Pennsylvania