

Current Month - October 2021 vs October 2020												
October 2021 Report	Occupancy		ADR		RevPAR		Percent Change from October 2020					
	2021	2020	2021	2020	2021	2020	Occ	ADR	RevPAR	Room Rev	Room Supply	Room Demand
<b>United States</b>	62.9%	48.4%	\$134.78	\$97.72	\$84.75	\$47.33	29.8%	37.9%	79.1%	87.3%	4.6%	35.8%
<b>Virginia</b>	64.0%	49.7%	\$114.12	\$87.11	\$73.05	\$43.32	28.7%	31.0%	68.6%	71.3%	1.6%	30.7%
<b>Washington, DC</b>	57.0%	36.4%	\$146.44	\$98.85	\$83.47	\$36.02	56.5%	48.1%	131.8%	152.8%	9.1%	70.6%
Arlington, VA	53.3%	27.1%	\$152.74	\$108.54	\$81.38	\$29.36	96.9%	40.7%	177.1%	170.9%	-2.3%	92.5%
Alexandria, VA	58.9%	38.4%	\$124.78	\$90.14	\$73.46	\$34.60	53.4%	38.4%	112.3%	108.6%	-1.8%	50.7%
Fairfax/Tysons Corner, VA	53.4%	35.3%	\$125.65	\$95.47	\$67.04	\$33.74	51.0%	31.6%	98.7%	110.3%	5.9%	59.8%
Suburban Virginia Area	68.5%	59.5%	\$130.74	\$109.84	\$89.50	\$65.34	15.1%	19.0%	37.0%	41.4%	3.2%	18.8%
I-95 Fredericksburg, VA	67.6%	55.0%	\$90.08	\$75.82	\$60.93	\$41.73	22.9%	18.8%	46.0%	52.6%	4.5%	28.4%
Dulles Airport Area, VA	64.5%	39.4%	\$105.47	\$79.83	\$67.99	\$31.45	63.6%	32.1%	116.2%	125.5%	4.3%	70.7%
<b>Norfolk-Virginia Beach, VA</b>	61.1%	53.2%	\$106.20	\$83.59	\$64.84	\$44.45	14.8%	27.0%	45.9%	46.2%	0.3%	15.1%
Chesapeake/Suffolk, VA	73.5%	68.3%	\$84.58	\$71.92	\$62.20	\$49.15	7.6%	17.6%	26.6%	26.6%	0.0%	7.6%
Newport News/Hampton, VA	64.5%	59.3%	\$82.91	\$63.29	\$53.47	\$37.51	8.8%	31.0%	42.5%	40.4%	-1.5%	7.2%
Norfolk/Portsmouth, VA	62.9%	55.4%	\$100.59	\$79.23	\$63.22	\$43.88	13.5%	27.0%	44.1%	44.2%	0.1%	13.6%
Virginia Beach, VA	57.1%	54.4%	\$122.80	\$99.91	\$70.09	\$54.31	5.0%	22.9%	29.0%	32.4%	2.6%	7.7%
Williamsburg, VA	52.5%	31.2%	\$135.33	\$104.10	\$71.05	\$32.44	68.5%	30.0%	119.0%	116.1%	-1.3%	66.3%
<b>Virginia Area</b>	66.2%	55.5%	\$121.98	\$91.83	\$80.77	\$50.93	19.4%	32.8%	58.6%	61.4%	1.8%	21.5%
Virginia Area (non-MSA)	65.6%	54.8%	\$115.13	\$92.91	\$75.58	\$50.96	19.7%	23.9%	48.3%	49.8%	1.0%	20.9%
Lynchburg, VA	65.5%	57.7%	\$122.02	\$95.73	\$79.96	\$55.25	13.5%	27.5%	44.7%	41.1%	-2.5%	10.7%
Blacksburg/Wytheville, VA	58.7%	44.6%	\$124.52	\$75.56	\$73.05	\$33.73	31.4%	64.8%	116.6%	121.0%	2.0%	34.1%
Staunton/Harrisonburg, VA	69.8%	61.5%	\$118.80	\$87.36	\$82.91	\$53.77	13.4%	36.0%	54.2%	63.0%	5.7%	19.9%
Roanoke, VA	65.9%	51.0%	\$102.49	\$76.90	\$67.57	\$39.24	29.2%	33.3%	72.2%	74.6%	1.4%	31.0%
Charlottesville, VA	75.3%	70.4%	\$177.77	\$119.90	\$133.91	\$84.36	7.1%	48.3%	58.7%	65.5%	4.3%	11.6%
<b>Bristol-Kingsport MSA</b>	67.4%	56.5%	\$100.60	\$80.91	\$67.83	\$45.70	19.4%	24.3%	48.4%	51.4%	2.0%	21.8%
<b>Richmond - Petersburg, VA</b>	72.8%	53.3%	\$100.54	\$75.97	\$73.19	\$40.52	36.5%	32.3%	80.6%	83.5%	1.6%	38.6%
Petersburg/Chester, VA	85.3%	68.9%	\$85.97	\$67.55	\$73.35	\$46.52	23.9%	27.3%	57.7%	61.7%	2.6%	27.1%
Richmond CBD/Airport, VA	67.5%	42.0%	\$132.31	\$96.33	\$89.37	\$40.48	60.8%	37.3%	120.8%	120.7%	0.0%	60.7%
Richmond North/Glen Allen, VA	67.2%	51.3%	\$95.52	\$73.45	\$64.22	\$37.68	31.1%	30.1%	70.4%	74.7%	2.5%	34.3%
Richmond West/Midlothian, VA	77.5%	53.2%	\$92.12	\$72.94	\$71.39	\$38.83	45.6%	26.3%	83.8%	83.8%	0.0%	45.6%
<b>VTC Tourism Regions</b>												
Central Virginia	72.7%	55.6%	\$113.80	\$86.02	\$82.73	\$47.84	30.7%	32.3%	72.9%	73.4%	0.3%	31.1%
Chesapeake Bay	66.6%	59.6%	\$115.84	\$96.40	\$77.14	\$57.44	11.8%	20.2%	34.3%	34.3%	0.0%	11.8%
Coastal Virginia - Eastern Shore	65.5%	54.2%	\$119.09	\$99.18	\$78.04	\$53.77	20.9%	20.1%	45.1%	45.1%	0.0%	20.9%
Coastal Virginia - Hampton Roads	61.0%	53.3%	\$106.39	\$83.76	\$64.87	\$44.62	14.4%	27.0%	45.4%	45.6%	0.1%	14.6%
Northern Virginia	60.6%	40.3%	\$119.47	\$90.72	\$72.42	\$36.60	50.3%	31.7%	97.9%	98.3%	0.2%	50.6%
Shenandoah Valley	69.1%	60.1%	\$116.61	\$90.35	\$80.53	\$54.32	14.9%	29.1%	48.3%	48.5%	0.1%	15.0%
Southern Virginia	66.1%	56.8%	\$99.23	\$80.61	\$65.60	\$45.75	16.5%	23.1%	43.4%	42.8%	-0.5%	16.0%
Southwest Virginia - Blue Ridge Highlands	59.9%	48.5%	\$124.31	\$85.10	\$74.50	\$41.27	23.6%	46.1%	80.5%	80.4%	-0.1%	23.5%
Southwest Virginia - Heart of Appalachia	63.8%	53.0%	\$89.38	\$77.90	\$57.02	\$41.31	20.3%	14.7%	38.0%	38.0%	0.0%	20.3%
Virginia Mountains	62.9%	51.3%	\$113.65	\$89.30	\$71.49	\$45.83	22.6%	27.3%	56.0%	55.8%	-0.1%	22.4%

YTD October 2021 Report

Year to Date - October 2021 vs October 2020												
Occupancy		ADR		RevPAR		Percent Change from YTD 2020						
2021	2020	2021	2020	2021	2020	Occ	ADR	RevPAR	Room Rev	Room Supply	Room Demand	
<b>United States</b>	58.1%	45.2%	\$123.24	\$105.32	\$71.61	\$47.56	28.7%	17.0%	50.6%	58.5%	5.3%	35.5%
<b>Virginia</b>	57.5%	44.1%	\$105.03	\$91.07	\$60.34	\$40.18	30.2%	15.3%	50.2%	54.5%	2.9%	34.0%
<b>Washington, DC</b>	48.0%	38.1%	\$118.79	\$116.74	\$57.08	\$44.44	26.2%	1.8%	28.4%	37.0%	6.7%	34.6%
Arlington, VA	40.9%	32.2%	\$123.53	\$134.85	\$50.58	\$43.36	27.3%	-8.4%	16.6%	16.5%	-0.1%	27.2%
Alexandria, VA	49.0%	37.3%	\$107.06	\$102.03	\$52.49	\$38.01	31.6%	4.9%	38.1%	42.3%	3.0%	35.6%
Fairfax/Tysons Corner, VA	47.3%	35.5%	\$107.09	\$114.38	\$50.69	\$40.56	33.5%	-6.4%	25.0%	25.2%	0.2%	33.7%
Suburban Virginia Area	59.8%	48.1%	\$114.91	\$97.06	\$68.70	\$46.64	24.4%	18.4%	47.3%	47.3%	0.0%	24.4%
I-95 Fredericksburg, VA	60.5%	48.0%	\$82.63	\$74.17	\$49.96	\$35.61	26.0%	11.4%	40.3%	47.3%	5.0%	32.3%
Dulles Airport Area, VA	53.7%	38.5%	\$91.48	\$94.79	\$49.10	\$36.51	39.4%	-3.5%	34.5%	37.8%	2.4%	42.8%
<b>Norfolk-Virginia Beach, VA</b>	63.4%	50.3%	\$120.29	\$91.48	\$76.23	\$46.02	26.0%	31.5%	65.7%	69.9%	2.6%	29.2%
Chesapeake/Suffolk, VA	76.0%	63.8%	\$87.14	\$72.65	\$66.26	\$46.34	19.2%	19.9%	43.0%	43.2%	0.1%	19.4%
Newport News/Hampton, VA	65.7%	57.8%	\$78.42	\$64.06	\$51.54	\$37.01	13.8%	22.4%	39.3%	37.9%	-0.9%	12.7%
Norfolk/Portsmouth, VA	67.4%	53.2%	\$101.54	\$85.16	\$68.47	\$45.29	26.8%	19.2%	51.2%	57.9%	4.4%	32.4%
Virginia Beach, VA	65.1%	52.4%	\$167.40	\$125.30	\$109.03	\$65.62	24.4%	33.6%	66.1%	72.9%	4.1%	29.4%
Williamsburg, VA	44.6%	25.4%	\$138.25	\$93.65	\$61.69	\$23.79	75.7%	47.6%	159.3%	170.4%	4.3%	83.2%
<b>Virginia Area</b>	56.9%	43.0%	\$101.59	\$86.16	\$57.82	\$37.09	32.2%	17.9%	55.9%	61.1%	3.4%	36.7%
Virginia Area (non-MSA)	55.9%	42.6%	\$101.96	\$87.90	\$56.99	\$37.42	31.3%	16.0%	52.3%	57.6%	3.5%	35.8%
Lynchburg, VA	56.4%	43.4%	\$103.89	\$91.32	\$58.58	\$39.66	29.8%	13.8%	47.7%	47.8%	0.0%	29.9%
Blacksburg/Wytheville, VA	52.3%	39.2%	\$95.44	\$80.30	\$49.93	\$31.51	33.3%	18.9%	58.5%	66.2%	4.9%	39.9%
Staunton/Harrisonburg, VA	59.6%	46.7%	\$95.00	\$79.79	\$56.66	\$37.25	27.8%	19.1%	52.1%	63.1%	7.2%	37.0%
Roanoke, VA	56.5%	42.6%	\$86.26	\$75.27	\$48.69	\$32.04	32.6%	14.6%	52.0%	54.4%	1.6%	34.8%
Charlottesville, VA	65.7%	46.3%	\$132.18	\$103.39	\$86.82	\$47.82	42.0%	27.9%	81.5%	84.0%	1.3%	43.9%
<b>Bristol-Kingsport MSA</b>	56.9%	42.8%	\$91.67	\$76.69	\$52.20	\$32.83	33.0%	19.5%	59.0%	63.6%	2.9%	36.9%
<b>Richmond - Petersburg, VA</b>	63.6%	47.9%	\$90.06	\$78.79	\$57.32	\$37.76	32.8%	14.3%	51.8%	59.6%	5.2%	39.6%
Petersburg/Chester, VA	73.6%	54.8%	\$77.03	\$67.02	\$56.73	\$36.72	34.4%	14.9%	54.5%	58.0%	2.3%	37.5%
Richmond CBD/Airport, VA	55.1%	41.1%	\$116.77	\$102.78	\$64.30	\$42.25	34.0%	13.6%	52.2%	61.7%	6.2%	42.3%
Richmond North/Glen Allen, VA	62.4%	46.7%	\$86.86	\$76.49	\$54.18	\$35.72	33.6%	13.6%	51.7%	62.1%	6.8%	42.7%
Richmond West/Midlothian, VA	65.5%	51.5%	\$84.45	\$73.40	\$55.36	\$37.79	27.3%	15.1%	46.5%	51.4%	3.4%	31.6%
<b>VTC Tourism Regions</b>	63.0%	46.9%	\$97.53	\$83.86	\$61.47	\$39.37	34.3%	16.3%	56.1%	59.5%	2.2%	37.2%
Central Virginia	62.1%	54.3%	\$107.37	\$91.03	\$66.67	\$49.41	14.4%	18.0%	34.9%	37.6%	2.0%	16.7%
Chesapeake Bay	59.3%	45.8%	\$126.33	\$108.08	\$74.93	\$49.51	29.5%	16.9%	51.4%	51.9%	0.3%	29.9%
Coastal Virginia - Eastern Shore	63.3%	50.2%	\$120.76	\$91.81	\$76.40	\$46.12	25.9%	31.5%	65.7%	68.9%	2.0%	28.4%
Coastal Virginia - Hampton Roads	50.9%	38.9%	\$102.25	\$101.69	\$52.01	\$39.54	30.8%	0.5%	31.5%	32.1%	0.4%	31.4%
Northern Virginia	57.6%	43.7%	\$96.91	\$81.76	\$55.86	\$35.77	31.8%	18.5%	56.2%	56.9%	0.5%	32.4%
Shenandoah Valley	58.6%	46.9%	\$87.10	\$79.42	\$51.02	\$37.24	24.9%	9.7%	37.0%	38.4%	1.0%	26.2%
Southern Virginia	52.8%	39.5%	\$100.32	\$83.63	\$52.97	\$33.01	33.8%	19.9%	60.5%	63.3%	1.8%	36.2%
Southwest Virginia - Blue Ridge Highlands	52.1%	39.1%	\$83.55	\$75.18	\$43.55	\$29.40	33.3%	11.1%	48.1%	49.3%	0.8%	34.3%
Southwest Virginia - Heart of Appalachia	54.3%	41.7%	\$97.27	\$83.18	\$52.86	\$34.65	30.4%	16.9%	52.5%	55.7%	2.1%	33.1%