

Current Month - November 2021 vs November 2020												
November 2021 Report	Occupancy		ADR		RevPAR		Percent Change from November 2020					
	2021	2020	2021	2020	2021	2020	Occ	ADR	RevPAR	Room Rev	Room Supply	Room Demand
United States	57.6%	40.3%	\$128.50	\$91.13	\$74.03	\$36.74	42.9%	41.0%	101.5%	110.0%	4.2%	48.9%
Virginia	56.8%	41.0%	\$104.61	\$80.61	\$59.46	\$33.08	38.5%	29.8%	79.8%	81.9%	1.2%	40.2%
Washington, DC	51.6%	31.0%	\$131.94	\$94.94	\$68.07	\$29.41	66.6%	39.0%	131.5%	149.4%	7.8%	79.5%
Arlington, VA	49.8%	22.4%	\$128.23	\$99.58	\$63.81	\$22.33	122.0%	28.8%	185.8%	178.6%	-2.5%	116.3%
Alexandria, VA	52.3%	33.8%	\$110.12	\$85.04	\$57.54	\$28.74	54.6%	29.5%	100.2%	96.7%	-1.8%	51.9%
Fairfax/Tysons Corner, VA	50.6%	32.4%	\$120.18	\$92.08	\$60.80	\$29.85	56.1%	30.5%	103.7%	115.6%	5.9%	65.2%
Suburban Virginia Area	57.4%	47.2%	\$121.31	\$101.59	\$69.60	\$47.98	21.5%	19.4%	45.1%	48.0%	2.0%	23.9%
I-95 Fredericksburg, VA	61.7%	45.1%	\$86.35	\$71.73	\$53.26	\$32.32	36.9%	20.4%	64.8%	66.3%	0.9%	38.2%
Dulles Airport Area, VA	53.5%	33.9%	\$97.95	\$75.76	\$52.45	\$25.68	58.0%	29.3%	104.3%	110.3%	2.9%	62.6%
Norfolk-Virginia Beach, VA	56.5%	45.1%	\$98.24	\$76.08	\$55.55	\$34.29	25.5%	29.1%	62.0%	63.1%	0.7%	26.3%
Chesapeake/Suffolk, VA	73.7%	62.7%	\$81.79	\$68.96	\$60.30	\$43.23	17.6%	18.6%	39.5%	39.5%	0.0%	17.6%
Newport News/Hampton, VA	63.6%	53.4%	\$79.78	\$60.29	\$50.78	\$32.22	19.1%	32.3%	57.6%	55.2%	-1.5%	17.3%
Norfolk/Portsmouth, VA	61.9%	49.9%	\$97.65	\$73.91	\$60.40	\$36.87	24.0%	32.1%	63.8%	63.9%	0.1%	24.1%
Virginia Beach, VA	49.3%	40.7%	\$104.15	\$84.93	\$51.30	\$34.58	21.0%	22.6%	48.3%	53.4%	3.4%	25.1%
Williamsburg, VA	43.1%	25.3%	\$137.95	\$105.12	\$59.46	\$26.61	70.3%	31.2%	123.5%	122.9%	-0.3%	69.8%
Virginia Area	54.8%	41.9%	\$107.04	\$84.25	\$58.64	\$35.26	30.9%	27.0%	66.3%	69.1%	1.7%	33.1%
Virginia Area (non-MSA)	53.9%	41.3%	\$103.05	\$85.90	\$55.57	\$35.47	30.6%	20.0%	56.7%	58.2%	1.0%	31.9%
Lynchburg, VA	49.5%	43.8%	\$105.16	\$90.77	\$52.08	\$39.75	13.1%	15.8%	31.0%	27.8%	-2.5%	10.3%
Blacksburg/Wytheville, VA	48.3%	35.3%	\$100.39	\$71.53	\$48.53	\$25.25	36.9%	40.4%	92.2%	96.1%	2.0%	39.7%
Staunton/Harrisonburg, VA	59.1%	43.7%	\$99.65	\$77.52	\$58.85	\$33.91	35.0%	28.5%	73.5%	82.6%	5.2%	42.0%
Roanoke, VA	55.6%	39.9%	\$91.00	\$70.75	\$50.58	\$28.19	39.5%	28.6%	79.4%	81.9%	1.4%	41.4%
Charlottesville, VA	64.7%	52.5%	\$159.66	\$107.21	\$103.37	\$56.33	23.2%	48.9%	83.5%	91.3%	4.3%	28.5%
Bristol-Kingsport MSA	55.9%	40.9%	\$90.16	\$73.38	\$50.43	\$30.04	36.6%	22.9%	67.9%	66.4%	-0.9%	35.5%
Richmond - Petersburg, VA	68.4%	47.7%	\$101.15	\$73.04	\$69.23	\$34.81	43.6%	38.5%	98.9%	102.0%	1.6%	45.9%
Petersburg/Chester, VA	78.7%	59.8%	\$87.44	\$65.74	\$68.81	\$39.28	31.7%	33.0%	75.2%	79.6%	2.6%	35.1%
Richmond CBD/Airport, VA	63.4%	36.5%	\$132.49	\$90.11	\$84.03	\$32.87	73.9%	47.0%	155.7%	155.6%	0.0%	73.8%
Richmond North/Glen Allen, VA	64.2%	46.5%	\$94.95	\$70.69	\$60.92	\$32.88	37.9%	34.3%	85.3%	89.9%	2.5%	41.4%
Richmond West/Midlothian, VA	72.7%	50.5%	\$94.78	\$72.17	\$68.89	\$36.45	43.9%	31.3%	89.0%	89.0%	0.0%	43.9%
VTC Tourism Regions												
Central Virginia	66.2%	47.4%	\$109.51	\$80.09	\$72.47	\$37.92	39.8%	36.7%	91.1%	91.6%	0.3%	40.1%
Chesapeake Bay	60.7%	50.4%	\$105.18	\$86.74	\$63.86	\$43.68	20.6%	21.2%	46.2%	46.2%	0.0%	20.6%
Coastal Virginia - Eastern Shore	51.4%	39.4%	\$103.98	\$87.69	\$53.47	\$34.53	30.6%	18.6%	54.9%	54.9%	0.0%	30.6%
Coastal Virginia - Hampton Roads	56.4%	44.9%	\$98.35	\$76.22	\$55.51	\$34.25	25.6%	29.0%	62.1%	63.0%	0.6%	26.3%
Northern Virginia	54.1%	34.6%	\$108.88	\$85.19	\$58.89	\$29.45	56.4%	27.8%	100.0%	99.5%	-0.2%	56.1%
Shenandoah Valley	55.8%	43.1%	\$100.23	\$82.50	\$55.92	\$35.56	29.4%	21.5%	57.2%	58.5%	0.8%	30.4%
Southern Virginia	55.6%	47.0%	\$89.62	\$76.71	\$49.87	\$36.04	18.4%	16.8%	38.4%	37.7%	-0.5%	17.9%
Southwest Virginia - Blue Ridge Highlands	49.2%	36.7%	\$106.48	\$80.53	\$52.43	\$29.59	34.0%	32.2%	77.2%	72.0%	-2.9%	30.1%
Southwest Virginia - Heart of Appalachia	49.6%	35.8%	\$83.77	\$74.21	\$41.57	\$26.59	38.5%	12.9%	56.4%	56.4%	0.0%	38.5%
Virginia Mountains	52.5%	38.8%	\$99.88	\$79.52	\$52.43	\$30.83	35.4%	25.6%	70.1%	69.9%	-0.1%	35.3%

Year to Date - November 2021 vs November 2020												
YTD November 2021 Report	Occupancy		ADR		RevPAR		Percent Change from YTD 2020					
	2021	2020	2021	2020	2021	2020	Occ	ADR	RevPAR	Room Rev	Room Supply	Room Demand
United States	58.1%	44.7%	\$123.73	\$104.15	\$71.84	\$46.57	29.9%	18.8%	54.3%	62.2%	5.2%	36.6%
Virginia	57.4%	43.8%	\$105.00	\$90.18	\$60.26	\$39.53	30.9%	16.4%	52.4%	56.6%	2.8%	34.5%
Washington, DC	48.4%	37.4%	\$120.06	\$115.09	\$58.08	\$43.07	29.3%	4.3%	34.9%	44.0%	6.8%	38.0%
Arlington, VA	41.7%	31.3%	\$124.02	\$132.61	\$51.73	\$41.49	33.3%	-6.5%	24.7%	24.3%	-0.3%	32.9%
Alexandria, VA	49.3%	36.9%	\$107.35	\$100.59	\$52.94	\$37.15	33.5%	6.7%	42.5%	46.2%	2.6%	37.0%
Fairfax/Tysons Corner, VA	47.6%	35.2%	\$108.39	\$112.55	\$51.63	\$39.60	35.4%	-3.7%	30.4%	31.3%	0.7%	36.3%
Suburban Virginia Area	59.5%	48.0%	\$115.49	\$97.45	\$68.77	\$46.76	24.1%	18.5%	47.1%	47.3%	0.2%	24.3%
I-95 Fredericksburg, VA	60.6%	47.7%	\$82.98	\$73.96	\$50.26	\$35.30	26.9%	12.2%	42.4%	49.0%	4.6%	32.8%
Dulles Airport Area, VA	53.6%	38.1%	\$92.08	\$93.25	\$49.38	\$35.52	40.8%	-1.3%	39.0%	42.5%	2.5%	44.3%
Norfolk-Virginia Beach, VA	62.7%	49.8%	\$118.54	\$90.21	\$74.36	\$44.95	25.9%	31.4%	65.4%	69.4%	2.4%	29.0%
Chesapeake/Suffolk, VA	75.8%	63.7%	\$86.67	\$72.33	\$65.73	\$46.06	19.1%	19.8%	42.7%	42.9%	0.1%	19.2%
Newport News/Hampton, VA	65.5%	57.4%	\$78.54	\$63.75	\$51.47	\$36.58	14.2%	23.2%	40.7%	39.3%	-1.0%	13.1%
Norfolk/Portsmouth, VA	66.8%	52.9%	\$101.37	\$84.17	\$67.74	\$44.51	26.4%	20.4%	52.2%	58.3%	4.0%	31.5%
Virginia Beach, VA	63.7%	51.3%	\$163.01	\$122.41	\$103.85	\$62.82	24.1%	33.2%	65.3%	71.9%	4.0%	29.1%
Williamsburg, VA	44.5%	25.4%	\$138.15	\$94.72	\$61.44	\$24.05	75.2%	45.9%	155.5%	165.8%	4.0%	82.2%
Virginia Area	56.7%	42.9%	\$102.07	\$85.99	\$57.89	\$36.92	32.1%	18.7%	56.8%	61.8%	3.2%	36.3%
Virginia Area (non-MSA)	55.7%	42.5%	\$102.04	\$87.72	\$56.86	\$37.24	31.2%	16.3%	52.7%	57.6%	3.2%	35.5%
Lynchburg, VA	55.8%	43.5%	\$104.01	\$91.27	\$57.99	\$39.66	28.3%	14.0%	46.2%	45.9%	-0.2%	28.0%
Blacksburg/Wytheville, VA	51.9%	38.9%	\$95.86	\$79.56	\$49.80	\$30.93	33.6%	20.5%	61.0%	68.5%	4.6%	39.8%
Staunton/Harrisonburg, VA	59.6%	46.4%	\$95.43	\$79.60	\$56.86	\$36.94	28.4%	19.9%	53.9%	64.8%	7.1%	37.5%
Roanoke, VA	56.3%	42.3%	\$86.70	\$74.89	\$48.85	\$31.69	33.1%	15.8%	54.2%	56.6%	1.6%	35.3%
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Richmond CBD/Airport, VA	55.8%	40.7%	\$118.38	\$101.70	\$66.08	\$41.36	37.2%	16.4%	59.8%	68.7%	5.6%	45.0%
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Coastal Virginia - Eastern Shore	58.6%	45.2%	\$124.61	\$106.51	\$73.04	\$48.18	29.6%	17.0%	51.6%	52.1%	0.3%	30.0%
Coastal Virginia - Hampton Roads	62.6%	49.8%	\$118.97	\$90.53	\$74.51	\$45.04	25.9%	31.4%	65.4%	68.5%	1.9%	28.2%
Northern Virginia	51.1%	38.5%	\$102.87	\$100.36	\$52.62	\$38.63	32.9%	2.5%	36.2%	36.7%	0.4%	33.4%
Shenandoah Valley	57.5%	43.7%	\$97.21	\$81.83	\$55.86	\$35.75	31.5%	18.8%	56.3%	57.1%	0.5%	32.2%
Southern Virginia	58.3%	46.9%	\$87.31	\$79.17	\$50.91	\$37.13	24.3%	10.3%	37.1%	38.3%	0.9%	25.4%
Southwest Virginia - Blue Ridge Highlands	52.5%	39.2%	\$100.83	\$83.37	\$52.92	\$32.70	33.8%	21.0%	61.9%	64.0%	1.3%	35.6%
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Virginia Mountains	54.2%	41.4%	\$97.52	\$82.87	\$52.81	\$34.30	30.8%	17.7%	54.0%	56.8%	1.9%	33.3%