

Current Month - October 2023 vs October 2022												
October 2023 Monthly Report	Occupancy		ADR		RevPAR		Percent Change from October 2022					
	2023	2022	2023	2022	2023	2022	Occ	ADR	RevPAR	Room Rev	Room Supply	Room Demand
United States	65.8%	67.0%	\$161.56	\$156.83	\$106.38	\$105.10	-1.8%	3.0%	1.2%	1.7%	0.5%	-1.3%
Virginia	65.9%	66.1%	\$136.74	\$130.37	\$90.09	\$86.19	-0.3%	4.9%	4.5%	5.9%	1.3%	1.0%
Washington, DC	72.0%	71.0%	\$204.22	\$196.02	\$147.10	\$139.13	1.5%	4.2%	5.7%	7.5%	1.7%	3.2%
Arlington, VA	75.1%	77.9%	\$218.12	\$204.06	\$163.76	\$158.86	-3.6%	6.9%	3.1%	3.1%	0.0%	-3.6%
Alexandria, VA	69.7%	70.6%	\$164.86	\$152.39	\$114.90	\$107.60	-1.3%	8.2%	6.8%	9.8%	2.8%	1.4%
Fairfax/Tysons Corner, VA	71.7%	67.4%	\$171.27	\$157.14	\$122.74	\$105.91	6.3%	9.0%	15.9%	15.9%	0.0%	6.3%
Suburban Virginia Area	68.7%	70.5%	\$152.83	\$137.82	\$104.96	\$97.11	-2.5%	10.9%	8.1%	24.1%	14.8%	11.9%
I-95 Fredericksburg, VA	63.5%	65.9%	\$102.36	\$97.07	\$65.01	\$63.96	-3.6%	5.5%	1.6%	3.8%	2.1%	-1.6%
Dulles Airport Area, VA	74.5%	72.6%	\$137.59	\$128.09	\$102.48	\$92.95	2.6%	7.4%	10.3%	10.3%	0.0%	2.6%
Norfolk-Virginia Beach, VA	60.4%	61.0%	\$117.88	\$113.60	\$71.23	\$69.35	-1.0%	3.8%	2.7%	3.5%	0.7%	-0.3%
Chesapeake/Suffolk, VA	69.9%	71.9%	\$96.60	\$94.00	\$67.48	\$67.60	-2.9%	2.8%	-0.2%	1.4%	1.6%	-1.4%
Newport News/Hampton, VA	63.4%	65.6%	\$97.48	\$91.16	\$61.82	\$59.83	-3.4%	6.9%	3.3%	3.3%	0.0%	-3.4%
Norfolk/Portsmouth, VA	64.2%	68.3%	\$118.39	\$112.02	\$76.04	\$76.51	-6.0%	5.7%	-0.6%	-0.6%	0.0%	-5.9%
Virginia Beach, VA	57.6%	56.4%	\$128.17	\$126.01	\$73.80	\$71.02	2.2%	1.7%	3.9%	5.8%	1.9%	4.1%
Williamsburg, VA	52.4%	50.9%	\$142.64	\$140.08	\$74.80	\$71.26	3.1%	1.8%	5.0%	4.4%	-0.6%	2.5%
Virginia Area	65.3%	64.5%	\$132.36	\$131.50	\$86.38	\$84.77	1.3%	0.7%	1.9%	2.1%	0.2%	1.4%
Virginia Area (non-MSA)	62.3%	61.2%	\$124.92	\$122.70	\$77.84	\$75.14	1.7%	1.8%	3.6%	3.5%	-0.1%	1.6%
Lynchburg, VA	69.1%	64.6%	\$133.11	\$134.33	\$91.93	\$86.72	7.0%	-0.9%	6.0%	4.3%	-1.7%	5.2%
Blacksburg/Wytheville, VA	59.5%	59.2%	\$128.23	\$119.86	\$76.30	\$70.97	0.5%	7.0%	7.5%	11.7%	3.9%	4.4%
Staunton/Harrisonburg, VA	64.0%	69.6%	\$121.67	\$131.25	\$77.86	\$91.32	-8.0%	-7.3%	-14.7%	-14.0%	0.9%	-7.2%
Roanoke, VA	73.2%	67.3%	\$114.55	\$111.81	\$83.87	\$75.24	8.8%	2.5%	11.5%	7.4%	-3.7%	4.8%
Charlottesville, VA	74.6%	75.3%	\$198.09	\$198.46	\$147.86	\$149.52	-0.9%	-0.2%	-1.1%	1.6%	2.7%	1.8%
Bristol-Kingsport MSA	62.9%	64.6%	\$113.51	\$112.45	\$71.38	\$72.63	-2.6%	0.9%	-1.7%	-2.0%	-0.3%	-3.0%
Richmond - Petersburg, VA	65.7%	67.2%	\$115.96	\$109.54	\$76.15	\$73.57	-2.2%	5.9%	3.5%	5.0%	1.5%	-0.8%
Petersburg/Chester, VA	64.0%	69.5%	\$94.34	\$89.58	\$60.34	\$62.30	-8.0%	5.3%	-3.1%	-2.5%	0.6%	-7.4%
Richmond CBD, VA	68.7%	65.5%	\$185.32	\$185.14	\$127.23	\$121.27	4.8%	0.1%	4.9%	8.4%	3.3%	8.3%
Richmond North/Glen Allen, VA	66.6%	65.6%	\$110.28	\$104.64	\$73.44	\$68.60	1.6%	5.4%	7.0%	9.5%	2.3%	3.9%
Richmond West/Midlothian, VA	64.0%	68.5%	\$101.12	\$94.91	\$64.73	\$65.04	-6.6%	6.6%	-0.5%	-0.4%	0.1%	-6.5%
VTC Tourism Regions	66.2%	67.3%	\$130.35	\$126.73	\$86.31	\$85.26	-1.6%	2.9%	1.2%	0.2%	-1.0%	-2.6%
Central Virginia	61.9%	62.5%	\$119.26	\$122.40	\$73.76	\$76.55	-1.1%	-2.6%	-3.6%	-3.6%	0.0%	-1.1%
Chesapeake Bay	58.3%	61.7%	\$120.79	\$123.24	\$70.43	\$76.07	-5.5%	-2.0%	-7.4%	-7.4%	0.0%	-5.5%
Coastal Virginia - Eastern Shore	60.4%	61.0%	\$117.36	\$113.56	\$70.84	\$69.23	-1.0%	3.3%	2.3%	2.0%	-0.3%	-1.3%
Northern Virginia	70.8%	71.2%	\$160.55	\$148.64	\$113.74	\$105.77	-0.4%	8.0%	7.5%	9.8%	2.1%	1.7%
Shenandoah Valley	64.2%	67.3%	\$120.07	\$123.79	\$77.05	\$83.35	-4.7%	-3.0%	-7.6%	-8.8%	-1.3%	-6.0%
Southern Virginia	65.0%	61.3%	\$109.92	\$103.51	\$71.43	\$63.44	6.0%	6.2%	12.6%	12.6%	0.0%	6.0%
Southwest Virginia - Blue Ridge Highlands	60.0%	59.6%	\$130.53	\$126.91	\$78.27	\$75.68	0.6%	2.9%	3.4%	3.6%	0.2%	0.7%
Southwest Virginia - Heart of Appalachia	63.4%	64.9%	\$94.52	\$89.65	\$59.91	\$58.16	-2.3%	5.4%	3.0%	3.0%	0.0%	-2.3%
Virginia Mountains	68.0%	63.5%	\$127.87	\$121.27	\$86.99	\$77.03	7.1%	5.4%	12.9%	7.7%	-4.6%	2.1%

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Year to Date - October 2023 vs October 2022												
YTD October 2023 Monthly Report	Occupancy		ADR		RevPAR		Percent Change from YTD 2022					
	2023	2022	2023	2022	2023	2022	Occ	ADR	RevPAR	Room Rev	Room Supply	Room Demand
United States	64.5%	63.8%	\$156.37	\$149.62	\$100.79	\$95.51	1.0%	4.5%	5.5%	5.8%	0.3%	1.3%
Virginia	63.5%	62.4%	\$131.48	\$123.07	\$83.53	\$76.75	1.9%	6.8%	8.8%	9.8%	0.8%	2.7%
Washington, DC	68.5%	62.7%	\$181.96	\$164.22	\$124.61	\$102.90	9.3%	10.8%	21.1%	23.0%	1.5%	11.0%
Arlington, VA	72.9%	66.6%	\$190.72	\$170.05	\$139.10	\$113.21	9.6%	12.2%	22.9%	23.0%	0.1%	9.7%
Alexandria, VA	67.9%	63.2%	\$155.22	\$138.44	\$105.33	\$87.54	7.3%	12.1%	20.3%	23.7%	2.8%	10.3%
Fairfax/Tysons Corner, VA	66.2%	58.7%	\$158.09	\$140.72	\$104.69	\$82.54	12.9%	12.3%	26.8%	27.2%	0.3%	13.2%
Suburban Virginia Area	64.3%	65.0%	\$136.21	\$123.70	\$87.52	\$80.35	-1.1%	10.1%	8.9%	21.1%	11.2%	10.0%
I-95 Fredericksburg, VA	64.7%	65.0%	\$99.77	\$95.31	\$64.58	\$61.90	-0.3%	4.7%	4.3%	4.5%	0.2%	-0.2%
Dulles Airport Area, VA	70.5%	67.1%	\$129.03	\$117.09	\$90.92	\$78.62	5.0%	10.2%	15.6%	14.2%	-1.3%	3.6%
Norfolk-Virginia Beach, VA	63.6%	63.7%	\$132.99	\$129.40	\$84.63	\$82.37	0.0%	2.8%	2.7%	3.5%	0.7%	0.7%
Chesapeake/Suffolk, VA	73.1%	73.5%	\$103.37	\$98.10	\$75.54	\$72.13	-0.6%	5.4%	4.7%	4.9%	0.2%	-0.4%
Newport News/Hampton, VA	65.7%	66.3%	\$97.03	\$92.51	\$63.75	\$61.35	-0.9%	4.9%	3.9%	3.0%	-0.8%	-1.7%
Norfolk/Portsmouth, VA	69.5%	69.4%	\$119.89	\$113.17	\$83.34	\$78.52	0.2%	5.9%	6.1%	6.1%	0.0%	0.2%
Virginia Beach, VA	62.5%	62.6%	\$170.48	\$168.55	\$106.53	\$105.54	-0.2%	1.1%	0.9%	3.9%	2.9%	2.7%
Williamsburg, VA	52.2%	51.2%	\$144.15	\$146.76	\$75.22	\$75.08	2.0%	-1.8%	0.2%	-0.1%	-0.3%	1.7%
Virginia Area	57.9%	58.0%	\$120.50	\$116.07	\$69.82	\$67.30	-0.1%	3.8%	3.7%	3.6%	-0.1%	-0.2%
Virginia Area (non-MSA)	55.5%	55.7%	\$116.85	\$113.19	\$64.83	\$63.00	-0.3%	3.2%	2.9%	2.7%	-0.2%	-0.5%
Lynchburg, VA	58.5%	59.0%	\$121.52	\$118.01	\$71.07	\$69.62	-0.9%	3.0%	2.1%	3.0%	0.9%	0.1%
Blacksburg/Wytheville, VA	55.1%	55.4%	\$116.42	\$111.38	\$64.11	\$61.70	-0.6%	4.5%	3.9%	5.8%	1.9%	1.3%
Staunton/Harrisonburg, VA	57.8%	58.8%	\$109.24	\$106.57	\$63.19	\$62.63	-1.6%	2.5%	0.9%	2.0%	1.1%	-0.5%
Roanoke, VA	62.6%	59.6%	\$109.00	\$101.36	\$68.25	\$60.39	5.1%	7.5%	13.0%	5.9%	-6.3%	-1.5%
Charlottesville, VA	66.4%	68.2%	\$164.06	\$159.56	\$108.94	\$108.75	-2.6%	2.8%	0.2%	4.2%	4.0%	1.4%
Bristol-Kingsport MSA	58.8%	61.1%	\$108.81	\$102.63	\$63.96	\$62.72	-3.8%	6.0%	2.0%	2.6%	0.6%	-3.2%
Richmond - Petersburg, VA	64.2%	64.7%	\$110.84	\$105.47	\$71.19	\$68.23	-0.7%	5.1%	4.3%	4.9%	0.5%	-0.2%
Petersburg/Chester, VA	66.4%	68.4%	\$90.65	\$87.33	\$60.23	\$59.70	-2.8%	3.8%	0.9%	1.1%	0.2%	-2.6%
Richmond CBD, VA	60.7%	58.1%	\$174.40	\$173.96	\$105.89	\$101.01	4.6%	0.3%	4.8%	9.2%	4.2%	9.0%
Richmond North/Glen Allen, VA	64.3%	64.1%	\$108.22	\$102.11	\$69.55	\$65.45	0.3%	6.0%	6.3%	5.9%	-0.3%	0.0%
Richmond West/Midlothian, VA	64.3%	64.7%	\$98.22	\$93.90	\$63.11	\$60.73	-0.7%	4.6%	3.9%	4.0%	0.1%	-0.6%
VTC Tourism Regions												
Central Virginia	63.1%	63.9%	\$119.57	\$115.13	\$75.41	\$73.57	-1.3%	3.9%	2.5%	1.6%	-0.9%	-2.2%
Chesapeake Bay	60.5%	60.6%	\$118.60	\$118.09	\$71.69	\$71.57	-0.3%	0.4%	0.2%	0.2%	0.0%	-0.3%
Coastal Virginia - Eastern Shore	56.3%	57.8%	\$134.03	\$133.42	\$75.46	\$77.18	-2.7%	0.5%	-2.2%	-2.2%	0.0%	-2.7%
Coastal Virginia - Hampton Roads	63.4%	63.6%	\$131.93	\$129.30	\$83.71	\$82.22	-0.2%	2.0%	1.8%	1.7%	-0.1%	-0.3%
Northern Virginia	68.4%	64.6%	\$146.67	\$131.57	\$100.27	\$84.94	5.9%	11.5%	18.1%	19.0%	0.8%	6.8%
Shenandoah Valley	56.4%	58.0%	\$107.44	\$104.89	\$60.61	\$60.84	-2.7%	2.4%	-0.4%	-0.6%	-0.2%	-3.0%
Southern Virginia	58.8%	57.7%	\$104.37	\$95.85	\$61.40	\$55.35	1.9%	8.9%	10.9%	10.9%	0.0%	1.9%
Southwest Virginia - Blue Ridge Highlands	54.5%	54.8%	\$119.90	\$116.23	\$65.39	\$63.66	-0.4%	3.2%	2.7%	3.5%	0.8%	0.4%
Southwest Virginia - Heart of Appalachia	54.7%	58.5%	\$90.35	\$87.08	\$49.38	\$50.90	-6.5%	3.8%	-3.0%	-7.8%	-5.0%	-11.1%
Virginia Mountains	58.9%	56.6%	\$119.98	\$111.93	\$70.62	\$63.33	4.0%	7.2%	11.5%	3.7%	-7.0%	-3.3%

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