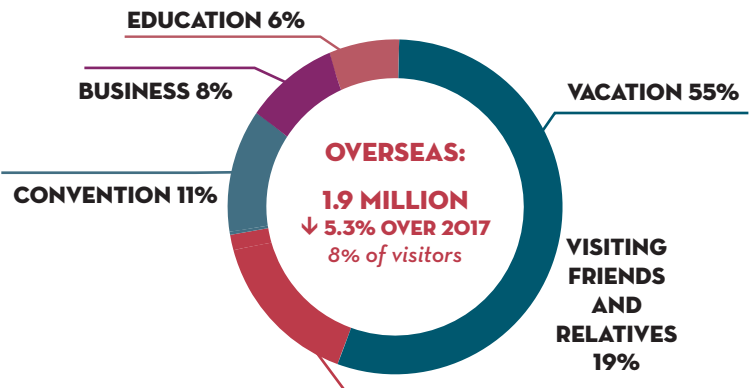
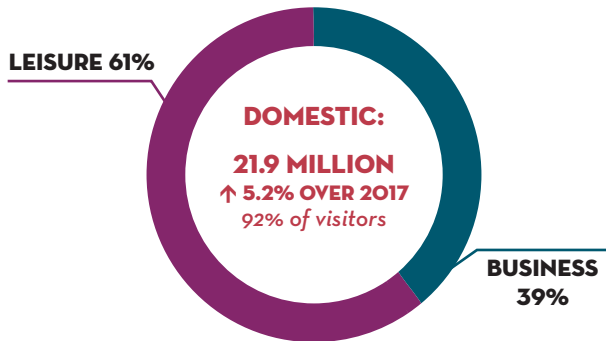


WASHINGTON, DC

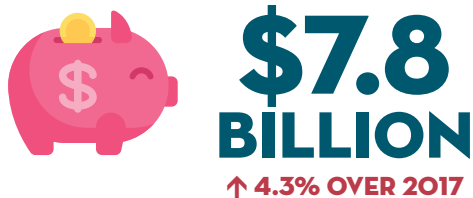
VISITATION AND IMPACT (2018)

TOTAL VISITORS
23.8 MILLION
9TH YEAR OF RECORD VISITATION
↑ 4.4% OVER 2017



Source: MMGY Travel Insights/Travel Market Insights, National Travel & Tourism Office, U.S. Department of Commerce (TMI)

TOTAL VISITOR SPENDING



Source: IHS Markit

DC VISITOR IMPACT



LENGTH OF OVERNIGHT STAY



DOMESTIC TRAVELERS: 2.6 NIGHTS



OVERSEAS TRAVELERS: 6.2 NIGHTS

Source: MMGY Travel Insights/TMI



Without visitor revenue, DC would need to collect an average of

\$2,844/YEAR
in additional local taxes from
299,070
households to compensate.

Source: IHS Markit

TOP OVERSEAS MARKETS TO DC



#1 CHINA

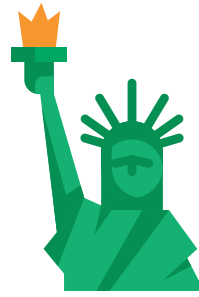
12% OF OVERSEAS VISITORS
226K VISITORS

2. UK 191k
3. INDIA 117k
4. GERMANY 114k
5. BRAZIL 100k

6. AUSTRALIA 90k
7. FRANCE 79k
8. SOUTH KOREA 74k
9. ITALY 60k
10. SPAIN 59k

Source: TMI

TOP DOMESTIC MARKETS TO DC



#1 NEW YORK

9% OF SPEND

2. LOS ANGELES
3. SAN FRANCISCO
4. PHILADELPHIA
5. BOSTON

6. MIAMI
7. ATLANTA
8. SEATTLE
9. DALLAS
10. HOUSTON

Source: VisaVue Travel

DAILY DEPARTURES

DULLES INTERNATIONAL (IAD):

REAGAN NATIONAL (DCA):



BALTIMORE-WASHINGTON INTERNATIONAL (BWI):



Source: Metropolitan Washington Airports Authority, as of May 2019/Maryland Aviation Administration

2018 HOTEL DATA



HOTEL OCCUPANCY:
77.6% ↓ 1.3% OVER 2017



AVERAGE DAILY RATE (ADR):
\$221.41 ↓ 5.3% OVER 2017

Source: STR

HOTEL INVENTORY



HOTELS:
140



HOTEL ROOMS:
33,434

Source: Lodging Econometrics - Q2 2019

HOTEL PIPELINE



PIPELINE HOTELS:
16



PIPELINE ROOMS:
3,307

Source: Lodging Econometrics - Q2 2019