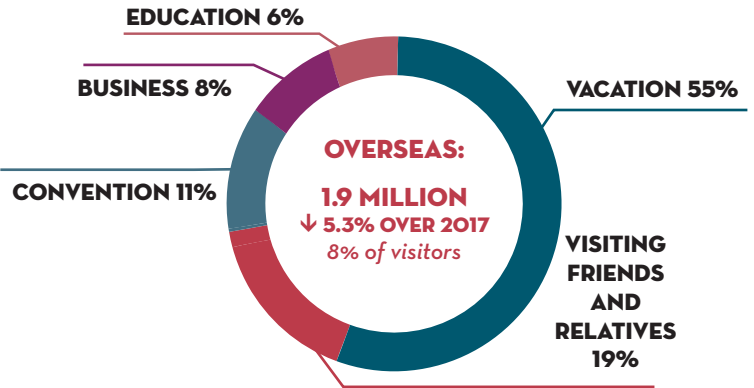
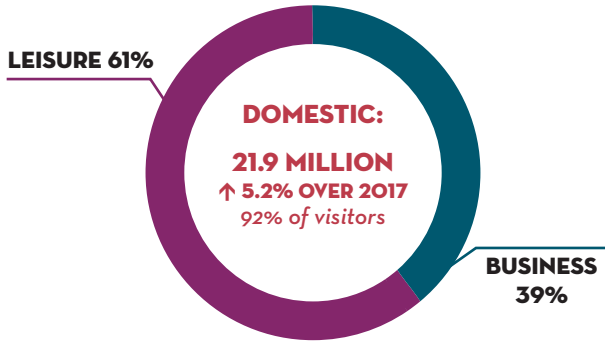


WASHINGTON, DC VISITATION AND IMPACT (2018)

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



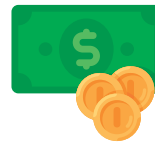
**\$7.8
BILLION**
↑ 4.3% OVER 2017

27%
IS INTERNATIONAL



Source: IHS Markit

DC VISITOR IMPACT



TAX REVENUE
**\$851
MILLION**



LOCAL JOBS
SUPPORTED:
76,522

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



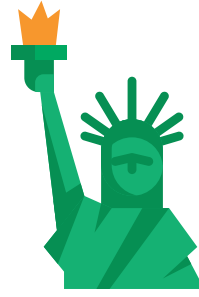
#1 CHINA

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

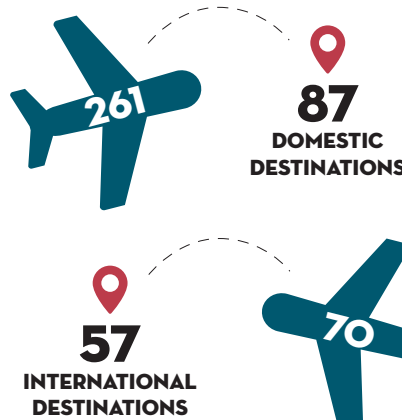
- 2. LOS ANGELES
- 3. SAN FRANCISCO
- 4. PHILADELPHIA
- 5. BOSTON
- 6. MIAMI
- 7. ATLANTA
- 8. SEATTLE
- 9. DALLAS
- 10. HOUSTON

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