

Current Month - December 2021 vs December 2020												
December 2021 Report	Occupancy		ADR		RevPAR		Percent Change from December 2020					
	2021	2020	2021	2020	2021	2020	Occ	ADR	RevPAR	Room Rev	Room Supply	Room Demand
<b>United States</b>	53.3%	36.4%	\$135.28	\$92.09	\$72.15	\$33.53	46.5%	46.9%	115.2%	124.2%	4.2%	52.6%
<b>Virginia</b>	49.5%	36.0%	\$98.87	\$77.26	\$48.94	\$27.83	37.4%	28.0%	75.9%	78.1%	1.3%	39.2%
<b>Washington, DC</b>	45.3%	27.5%	\$122.88	\$90.18	\$55.64	\$24.76	64.9%	36.3%	124.8%	143.5%	8.3%	78.7%
Arlington, VA	42.7%	19.6%	\$119.87	\$95.75	\$51.23	\$18.74	118.4%	25.2%	173.4%	170.3%	-1.1%	115.9%
Alexandria, VA	47.4%	29.5%	\$106.71	\$80.43	\$50.54	\$23.73	60.6%	32.7%	113.0%	109.4%	-1.7%	57.8%
Fairfax/Tysons Corner, VA	44.6%	31.0%	\$115.17	\$86.83	\$51.40	\$26.88	44.2%	32.6%	91.3%	102.4%	5.9%	52.6%
Suburban Virginia Area	50.8%	39.5%	\$116.98	\$96.48	\$59.45	\$38.15	28.5%	21.3%	55.8%	59.0%	2.1%	31.2%
I-95 Fredericksburg, VA	52.5%	38.9%	\$81.44	\$68.90	\$42.77	\$26.84	34.8%	18.2%	59.4%	60.9%	0.9%	36.1%
Dulles Airport Area, VA	49.4%	31.8%	\$92.24	\$73.57	\$45.55	\$23.40	55.2%	25.4%	94.6%	102.7%	4.2%	61.7%
<b>Norfolk-Virginia Beach, VA</b>	51.0%	41.9%	\$98.45	\$75.89	\$50.19	\$31.79	21.7%	29.7%	57.9%	59.4%	1.0%	22.9%
Chesapeake/Suffolk, VA	61.7%	57.2%	\$76.65	\$66.48	\$47.31	\$38.02	7.9%	15.3%	24.4%	24.4%	0.0%	7.9%
Newport News/Hampton, VA	57.6%	47.3%	\$78.21	\$58.38	\$45.08	\$27.63	21.8%	34.0%	63.2%	63.2%	0.0%	21.8%
Norfolk/Portsmouth, VA	51.0%	46.8%	\$86.74	\$73.24	\$44.21	\$34.30	8.8%	18.4%	28.9%	29.0%	0.1%	8.9%
Virginia Beach, VA	44.4%	39.3%	\$101.01	\$83.31	\$44.83	\$32.71	13.1%	21.2%	37.1%	41.8%	3.4%	16.9%
Williamsburg, VA	46.3%	24.3%	\$153.57	\$113.22	\$71.17	\$27.47	91.0%	35.6%	159.1%	158.4%	-0.3%	90.5%
<b>Virginia Area</b>	45.1%	34.0%	\$95.77	\$78.36	\$43.21	\$26.62	32.8%	22.2%	62.3%	64.9%	1.6%	34.9%
Virginia Area (non-MSA)	44.6%	34.0%	\$98.71	\$82.37	\$44.06	\$27.97	31.5%	19.8%	57.5%	57.9%	0.2%	31.8%
Lynchburg, VA	41.4%	32.8%	\$97.39	\$83.24	\$40.35	\$27.27	26.5%	17.0%	48.0%	47.4%	-0.4%	26.0%
Blacksburg/Wytheville, VA	40.9%	28.9%	\$85.81	\$70.14	\$35.07	\$20.27	41.4%	22.3%	73.0%	76.6%	2.0%	44.3%
Staunton/Harrisonburg, VA	45.9%	35.1%	\$87.68	\$73.42	\$40.28	\$25.73	31.1%	19.4%	56.5%	65.8%	5.9%	38.8%
Roanoke, VA	47.7%	34.8%	\$85.56	\$68.83	\$40.80	\$23.94	37.1%	24.3%	70.4%	72.7%	1.4%	39.0%
Charlottesville, VA	50.9%	39.1%	\$116.19	\$84.10	\$59.19	\$32.92	30.1%	38.2%	79.8%	87.5%	4.3%	35.7%
<b>Bristol-Kingsport MSA</b>	48.1%	35.9%	\$87.41	\$72.94	\$42.07	\$26.17	34.1%	19.8%	60.7%	56.6%	-2.5%	30.7%
<b>Richmond - Petersburg, VA</b>	59.7%	41.9%	\$94.40	\$70.40	\$56.38	\$29.49	42.6%	34.1%	91.2%	93.4%	1.2%	44.2%
Petersburg/Chester, VA	64.0%	47.3%	\$83.74	\$63.87	\$53.60	\$30.24	35.2%	31.1%	77.3%	81.8%	2.6%	38.6%
Richmond CBD/Airport, VA	58.1%	32.7%	\$120.84	\$89.10	\$70.26	\$29.12	77.9%	35.6%	141.3%	141.2%	0.0%	77.9%
Richmond North/Glen Allen, VA	58.6%	42.7%	\$88.49	\$67.41	\$51.83	\$28.75	37.3%	31.3%	80.2%	82.8%	1.4%	39.3%
Richmond West/Midlothian, VA	58.6%	46.9%	\$85.72	\$66.39	\$50.24	\$31.13	25.0%	29.1%	61.4%	61.4%	0.0%	25.0%
<b>VTC Tourism Regions</b>												
Central Virginia	56.7%	40.1%	\$97.70	\$73.64	\$55.42	\$29.54	41.4%	32.7%	87.6%	88.1%	0.3%	41.8%
Chesapeake Bay	46.8%	42.2%	\$93.33	\$75.44	\$43.66	\$31.83	10.9%	23.7%	37.2%	37.2%	0.0%	10.9%
Coastal Virginia - Eastern Shore	40.4%	32.0%	\$97.60	\$82.06	\$39.42	\$26.29	26.1%	18.9%	50.0%	50.0%	0.0%	26.1%
Coastal Virginia - Hampton Roads	50.9%	41.8%	\$98.73	\$76.04	\$50.28	\$31.76	21.9%	29.8%	58.3%	59.9%	1.0%	23.2%
Northern Virginia	47.9%	30.9%	\$103.48	\$81.01	\$49.52	\$25.01	55.0%	27.7%	98.0%	98.1%	0.1%	55.1%
Shenandoah Valley	45.3%	33.7%	\$89.72	\$76.24	\$40.67	\$25.73	34.3%	17.7%	58.1%	55.5%	-1.7%	32.1%
Southern Virginia	45.8%	39.5%	\$86.63	\$75.25	\$39.69	\$29.72	16.0%	15.1%	33.5%	32.9%	-0.5%	15.5%
Southwest Virginia - Blue Ridge Highlands	41.7%	30.9%	\$95.30	\$78.30	\$39.77	\$24.21	35.0%	21.7%	64.3%	59.5%	-2.9%	31.1%
Southwest Virginia - Heart of Appalachia	45.0%	31.5%	\$80.95	\$72.18	\$36.39	\$22.72	42.9%	12.1%	60.2%	60.2%	0.0%	42.9%
Virginia Mountains	46.1%	33.7%	\$101.41	\$79.65	\$46.74	\$26.83	36.8%	27.3%	74.2%	75.5%	0.7%	37.8%

Year to Date - December 2021 vs December 2020												
YTD December 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
<b>United States</b>	57.6%	44.0%	\$124.67	\$103.31	\$71.87	\$45.44	31.0%	20.7%	58.1%	66.2%	5.1%	37.7%
<b>Virginia</b>	56.7%	43.2%	\$104.55	\$89.25	\$59.29	\$38.52	31.4%	17.1%	53.9%	58.0%	2.6%	34.8%
<b>Washington, DC</b>	48.1%	36.6%	\$120.29	\$113.47	\$57.86	\$41.49	31.5%	6.0%	39.5%	49.1%	6.9%	40.6%
Arlington, VA	41.8%	30.3%	\$123.66	\$130.63	\$51.69	\$39.60	37.9%	-5.3%	30.5%	30.0%	-0.4%	37.4%
Alexandria, VA	49.1%	36.3%	\$107.31	\$99.16	\$52.74	\$35.98	35.4%	8.2%	46.6%	49.8%	2.2%	38.4%
Fairfax/Tysons Corner, VA	47.4%	34.8%	\$108.91	\$110.63	\$51.60	\$38.53	36.0%	-1.6%	33.9%	35.4%	1.1%	37.6%
Suburban Virginia Area	58.8%	47.3%	\$115.59	\$97.38	\$67.97	\$46.03	24.4%	18.7%	47.7%	48.1%	0.3%	24.8%
I-95 Fredericksburg, VA	59.9%	47.0%	\$82.86	\$73.59	\$49.62	\$34.55	27.5%	12.6%	43.6%	49.8%	4.3%	33.0%
Dulles Airport Area, VA	53.3%	37.6%	\$92.09	\$91.81	\$49.05	\$34.48	41.8%	0.3%	42.3%	46.0%	2.6%	45.6%
<b>Norfolk-Virginia Beach, VA</b>	61.7%	49.1%	\$117.13	\$89.17	\$72.31	\$43.82	25.6%	31.4%	65.0%	68.8%	2.3%	28.5%
Chesapeake/Suffolk, VA	74.6%	63.1%	\$85.97	\$71.88	\$64.16	\$45.37	18.2%	19.6%	41.4%	41.6%	0.1%	18.4%
Newport News/Hampton, VA	64.9%	56.5%	\$78.52	\$63.37	\$50.93	\$35.83	14.7%	23.9%	42.2%	40.9%	-0.9%	13.7%
Norfolk/Portsmouth, VA	65.4%	52.3%	\$100.40	\$83.31	\$65.71	\$43.60	25.0%	20.5%	50.7%	56.3%	3.7%	29.7%
Virginia Beach, VA	62.1%	50.3%	\$159.27	\$119.82	\$98.87	\$60.27	23.4%	32.9%	64.1%	70.5%	4.0%	28.3%
Williamsburg, VA	44.6%	25.3%	\$139.50	\$96.28	\$62.27	\$24.35	76.5%	44.9%	155.7%	165.1%	3.7%	82.9%
<b>Virginia Area</b>	55.7%	42.2%	\$101.65	\$85.46	\$56.65	\$36.03	32.2%	18.9%	57.2%	62.0%	3.1%	36.2%
Virginia Area (non-MSA)	54.8%	41.7%	\$101.81	\$87.34	\$55.78	\$36.44	31.3%	16.6%	53.1%	57.7%	3.0%	35.2%
Lynchburg, VA	54.5%	42.5%	\$103.58	\$90.74	\$56.49	\$38.61	28.2%	14.2%	46.3%	46.0%	-0.2%	27.9%
Blacksburg/Wytheville, VA	51.0%	38.0%	\$95.18	\$78.93	\$48.54	\$29.99	34.2%	20.6%	61.8%	69.0%	4.4%	40.1%
Staunton/Harrisonburg, VA	58.4%	45.4%	\$95.00	\$79.17	\$55.45	\$35.94	28.6%	20.0%	54.3%	65.0%	7.0%	37.5%
Roanoke, VA	55.6%	41.7%	\$86.62	\$74.45	\$48.16	\$31.03	33.4%	16.3%	55.2%	57.7%	1.6%	35.5%
Charlottesville, VA	64.3%	46.2%	\$133.40	\$102.36	\$85.81	\$47.26	39.3%	30.3%	81.6%	84.9%	1.8%	41.9%
<b>Bristol-Kingsport MSA</b>	56.1%	42.1%	\$91.24	\$76.15	\$51.21	\$32.03	33.5%	19.8%	59.9%	63.2%	2.1%	36.2%
<b>Richmond - Petersburg, VA</b>	63.7%	47.4%	\$91.40	\$77.64	\$58.20	\$36.78	34.4%	17.7%	58.2%	65.4%	4.5%	40.5%
Petersburg/Chester, VA	73.2%	54.6%	\$78.36	\$66.67	\$57.39	\$36.38	34.2%	17.5%	57.8%	61.4%	2.3%	37.4%
Richmond CBD/Airport, VA	56.0%	40.0%	\$118.61	\$100.78	\$66.43	\$40.27	40.2%	17.7%	65.0%	73.4%	5.1%	47.4%
Richmond North/Glen Allen, VA	62.1%	46.3%	\$87.76	\$75.25	\$54.53	\$34.85	34.2%	16.6%	56.5%	65.8%	6.0%	42.2%
Richmond West/Midlothian, VA	65.5%	51.0%	\$85.49	\$72.74	\$56.03	\$37.09	28.5%	17.5%	51.1%	55.3%	2.8%	32.1%
<b>VTC Tourism Regions</b>												
Central Virginia	62.7%	46.4%	\$98.60	\$82.78	\$61.85	\$38.40	35.2%	19.1%	61.1%	64.1%	1.9%	37.7%
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Coastal Virginia - Hampton Roads	61.6%	49.1%	\$117.55	\$89.47	\$72.45	\$43.90	25.6%	31.4%	65.0%	68.0%	1.8%	27.9%
Northern Virginia	50.9%	37.8%	\$102.92	\$99.02	\$52.36	\$37.48	34.4%	3.9%	39.7%	40.2%	0.4%	34.9%
Shenandoah Valley	56.4%	42.8%	\$96.76	\$81.45	\$54.62	\$34.90	31.8%	18.8%	56.5%	57.0%	0.3%	32.2%
Southern Virginia	57.2%	46.3%	\$87.28	\$78.89	\$49.96	\$36.50	23.7%	10.6%	36.9%	37.9%	0.8%	24.7%
Southwest Virginia - Blue Ridge Highlands	51.6%	38.5%	\$100.47	\$83.02	\$51.83	\$31.97	34.0%	21.0%	62.1%	63.7%	1.0%	35.3%
Southwest Virginia - Heart of Appalachia	51.3%	38.2%	\$83.39	\$74.89	\$42.77	\$28.58	34.4%	11.4%	49.6%	50.6%	0.6%	35.2%
Virginia Mountains	53.5%	40.7%	\$97.82	\$82.64	\$52.29	\$33.66	31.3%	18.4%	55.4%	58.1%	1.8%	33.6%