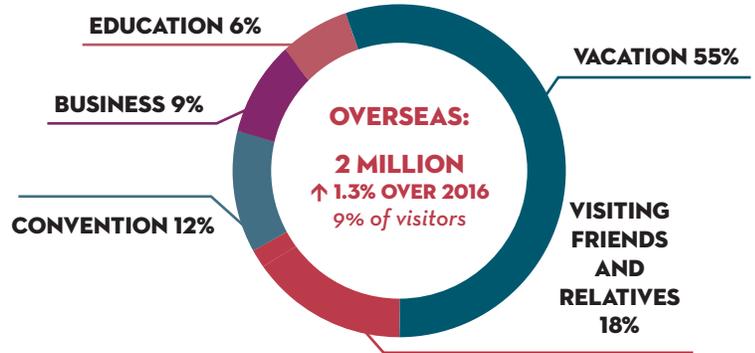
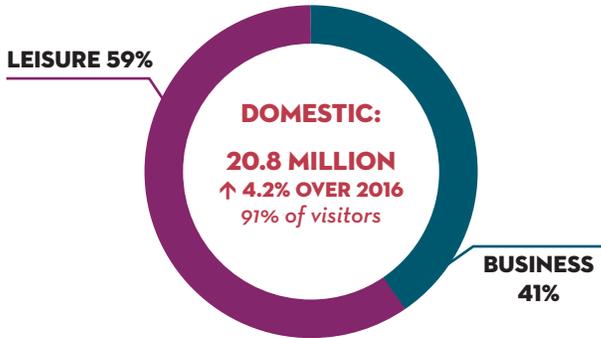


TOTAL VISITORS

22.8 MILLION

8TH YEAR OF RECORD VISITATION

↑ 3.6% OVER 2016



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

TOTAL VISITOR SPENDING



\$7.5 BILLION

↑ 3.1% OVER 2016

27%
IS INTERNATIONAL



Source: IHS Markit

DC VISITOR IMPACT



TAX REVENUE
\$814 MILLION



LOCAL JOBS SUPPORTED:
75,048

LENGTH OF OVERNIGHT STAY



DOMESTIC TRAVELERS: 2.6 NIGHTS



OVERSEAS TRAVELERS: 6 NIGHTS

Source: DK Shifflet/TMI



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

\$2,656/YEAR

in additional local taxes from

306,482

households to compensate.

Source: IHS Markit

TOP OVERSEAS MARKETS TO DC



#1 CHINA

15% OF OVERSEAS VISITORS
302K VISITORS

- 2. UK 166k
- 3. SOUTH KOREA 136k
- 4. INDIA 135k
- 5. GERMANY 125k
- 6. FRANCE 94k
- 7. AUSTRALIA 80k
- 8. BRAZIL 71k
- 9. ITALY 68k
- 10. JAPAN 62k

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

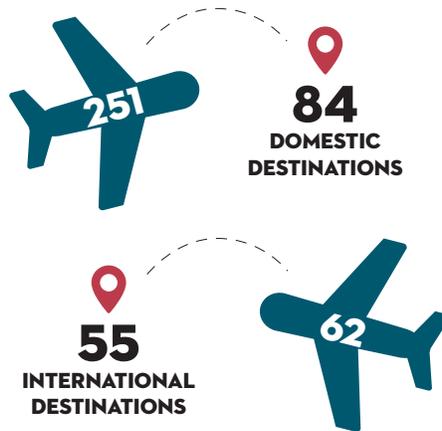
Source: VisaVue Travel

DAILY DEPARTURES

REAGAN NATIONAL (DCA):



DULLES INTERNATIONAL (IAD):



BALTIMORE-WASHINGTON INTERNATIONAL (BWI):



Source: Metropolitan Washington Airports Authority, as of January 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:
33,297

Source: Lodging Econometrics - Q3 2018

HOTEL PIPELINE



PIPELINE HOTELS:
18



PIPELINE ROOMS:
3,987

Source: Lodging Econometrics - Q3 2018