



Future Partners

The State of **South Dakota Travel**

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*Bringing the future of travel
within reach*

Future Partners

GREAT TO BE BACK!

2024 SOUTH DAKOTA GOVERNOR'S CONFERENCE on TOUR





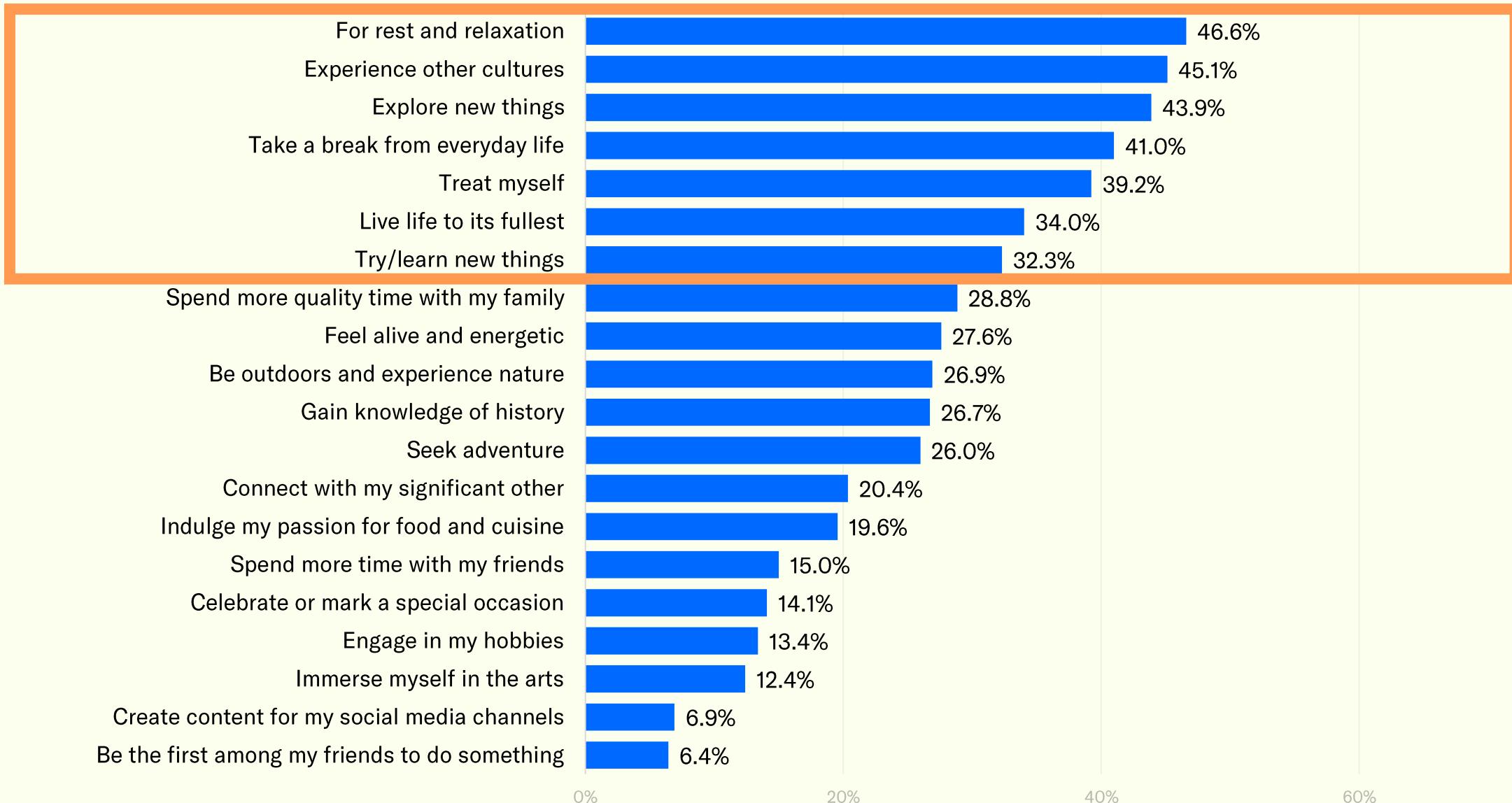
The State of the International Traveler

- Tracking study conducted since 2014
- Online survey methodology
 - Screened for likely international travel in the next 3 years
- Over 800 fully completed surveys were collected from a random sample of likely international travelers in each market
- In total, 13,200 completed surveys were collected



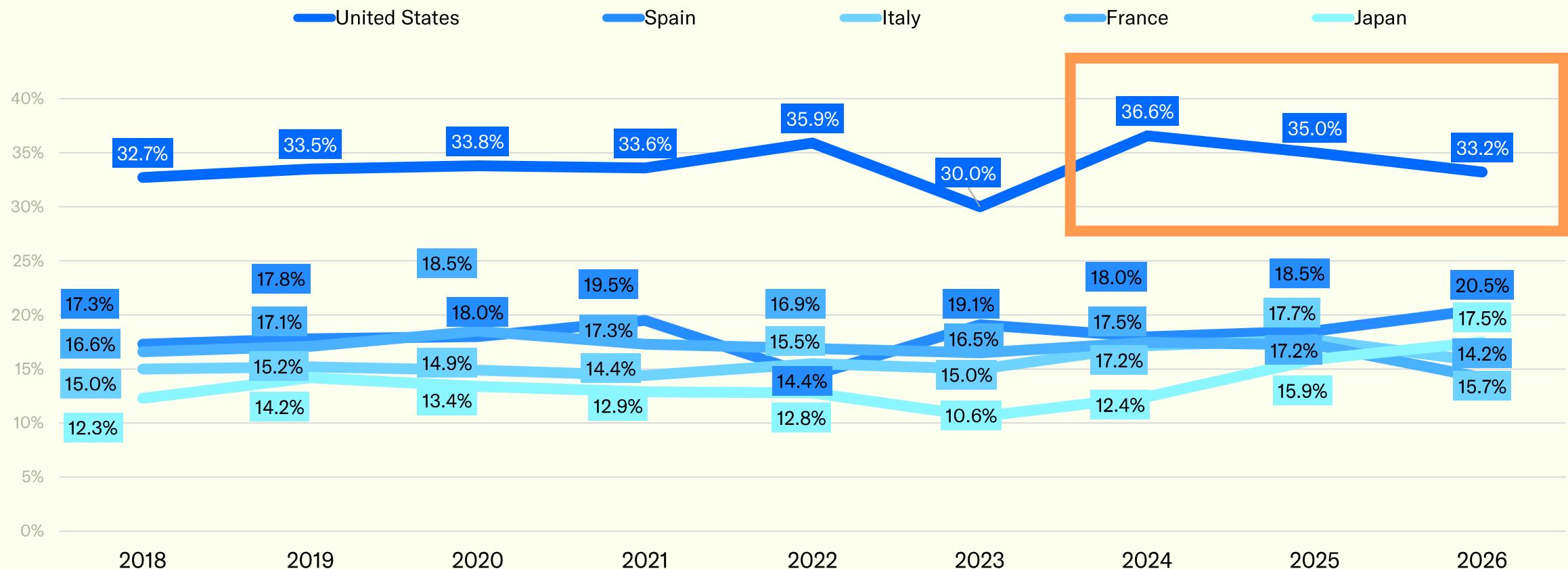
	SAMPLE SIZE
Argentina	825
Australia	825
Brazil	825
Canada	825
China	825
Colombia	825
France	825
Germany	825
India	825
Italy	825
Japan	825
Mexico	825
Netherlands	825
South Korea	825
Spain	825
United Kingdom	825
TOTAL	13,200

General Drivers of Travel



The USA Continues to Rank First as a Most Desired International Destination

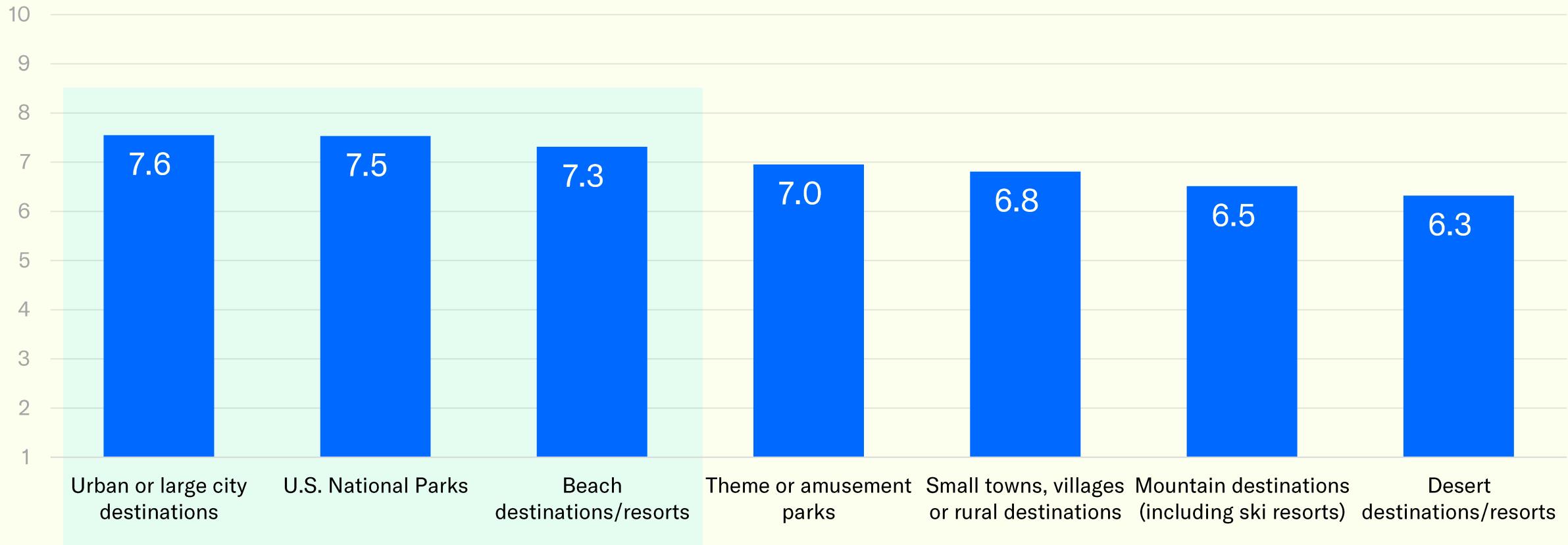
Most Desired International Destinations: 2018—2026
(Unaided, Total Aggregate)



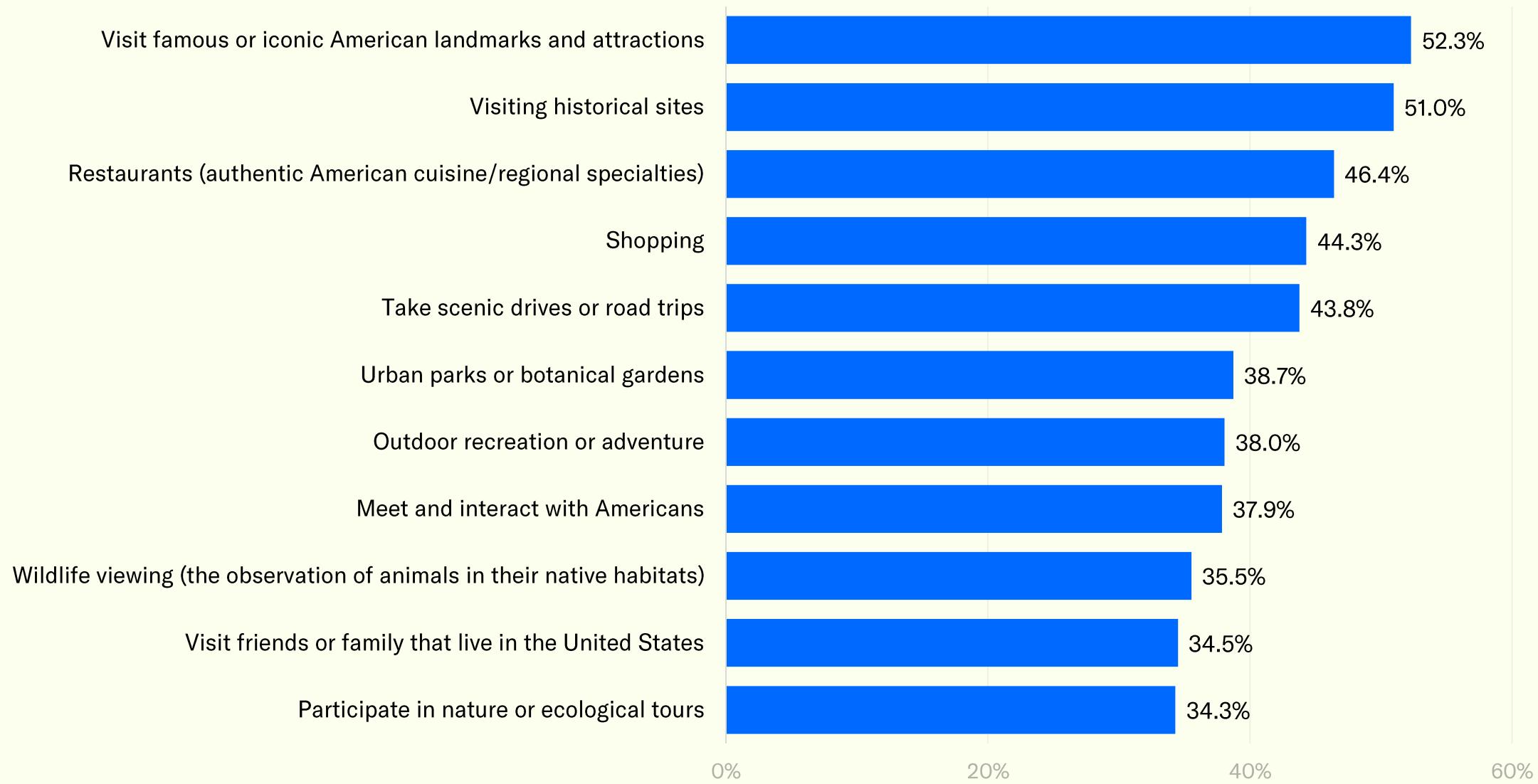
Excitement for Types of U.S. Destinations

Destination Types Most Excited to Visit

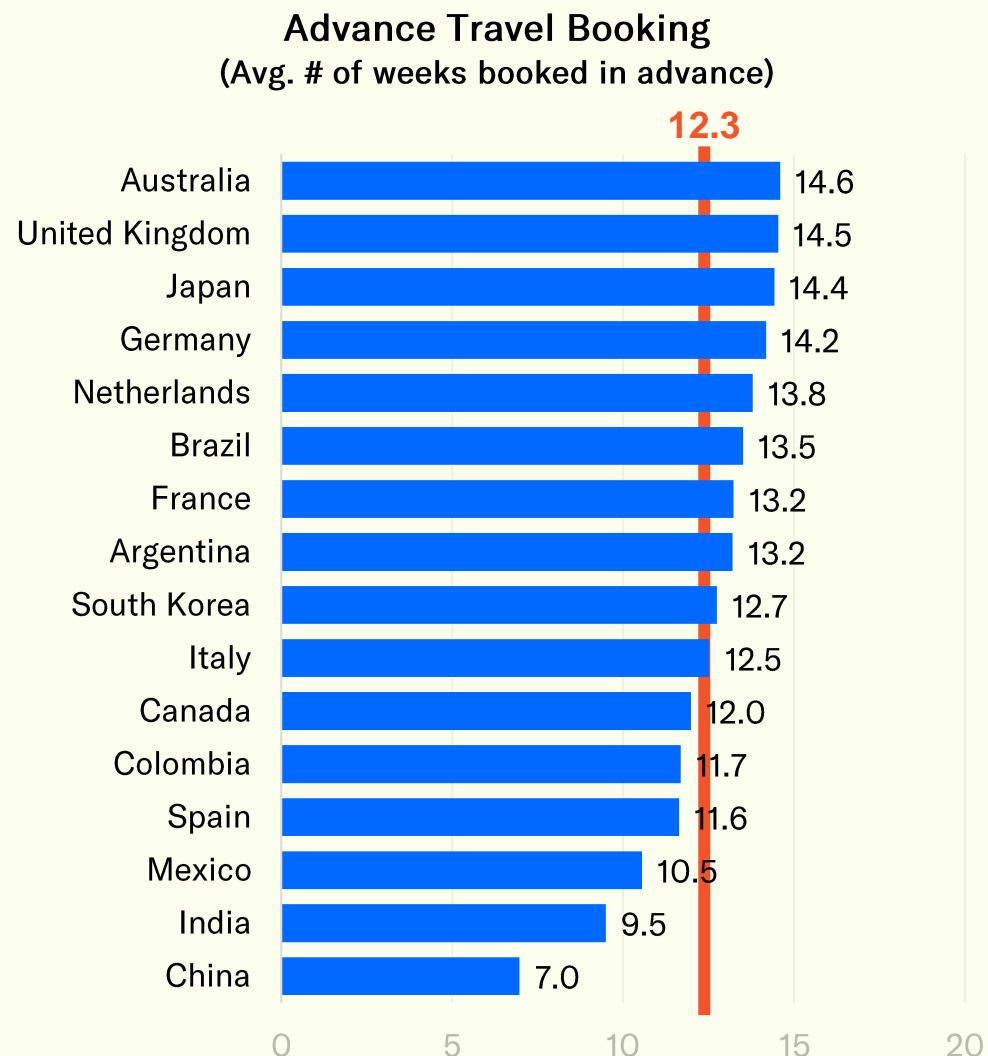
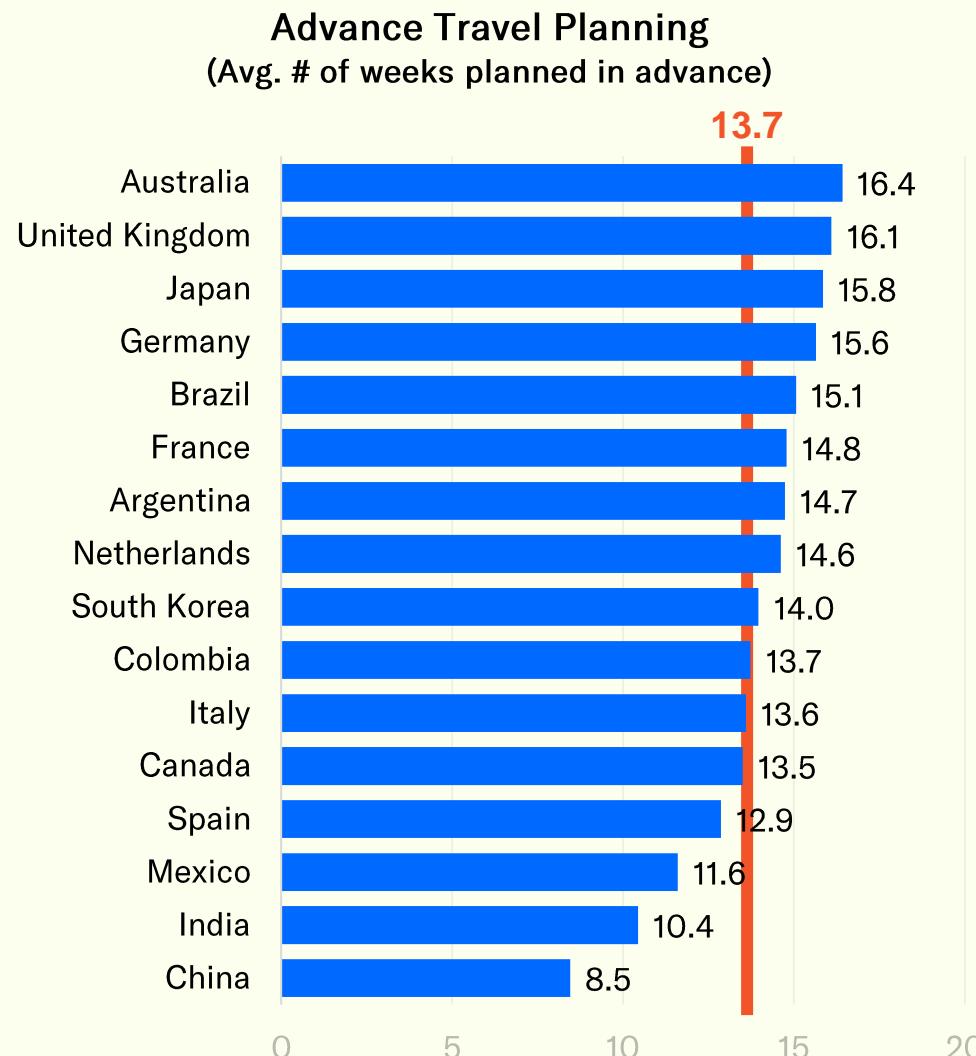
Average Excitement Score on a Scale of 1 to 10



Important U.S. Leisure Trip Experiences

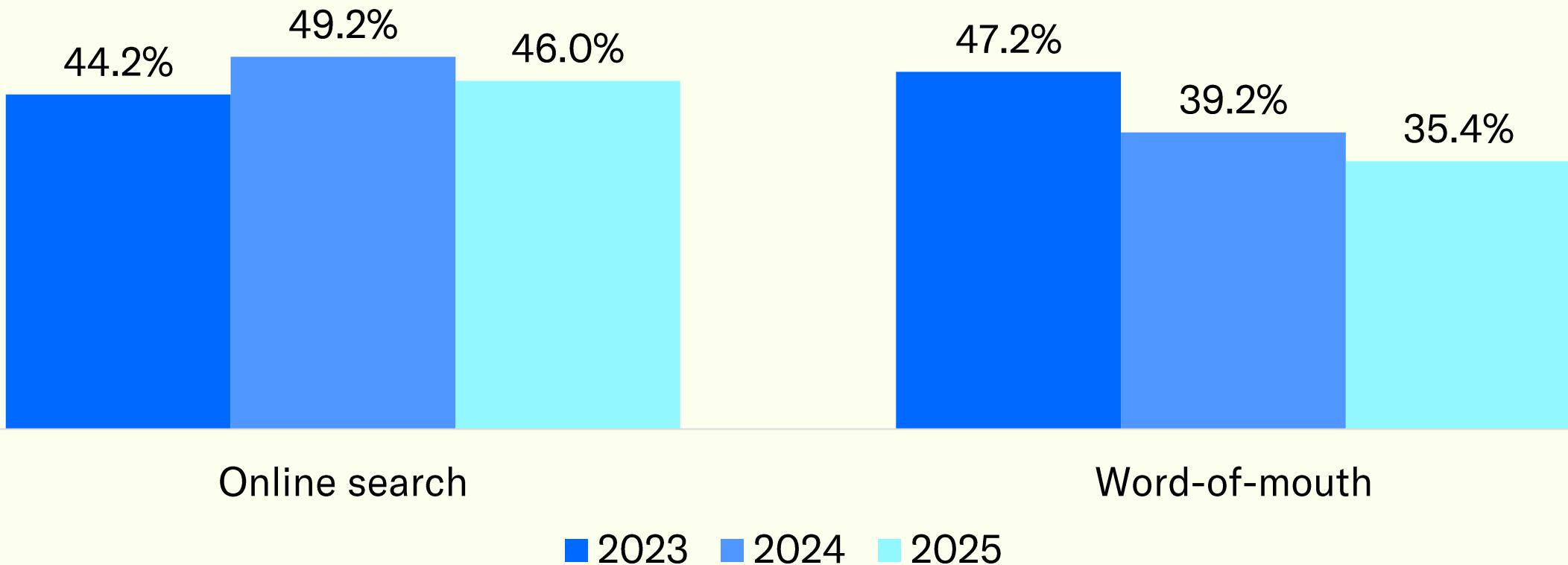


Planning & Booking Windows



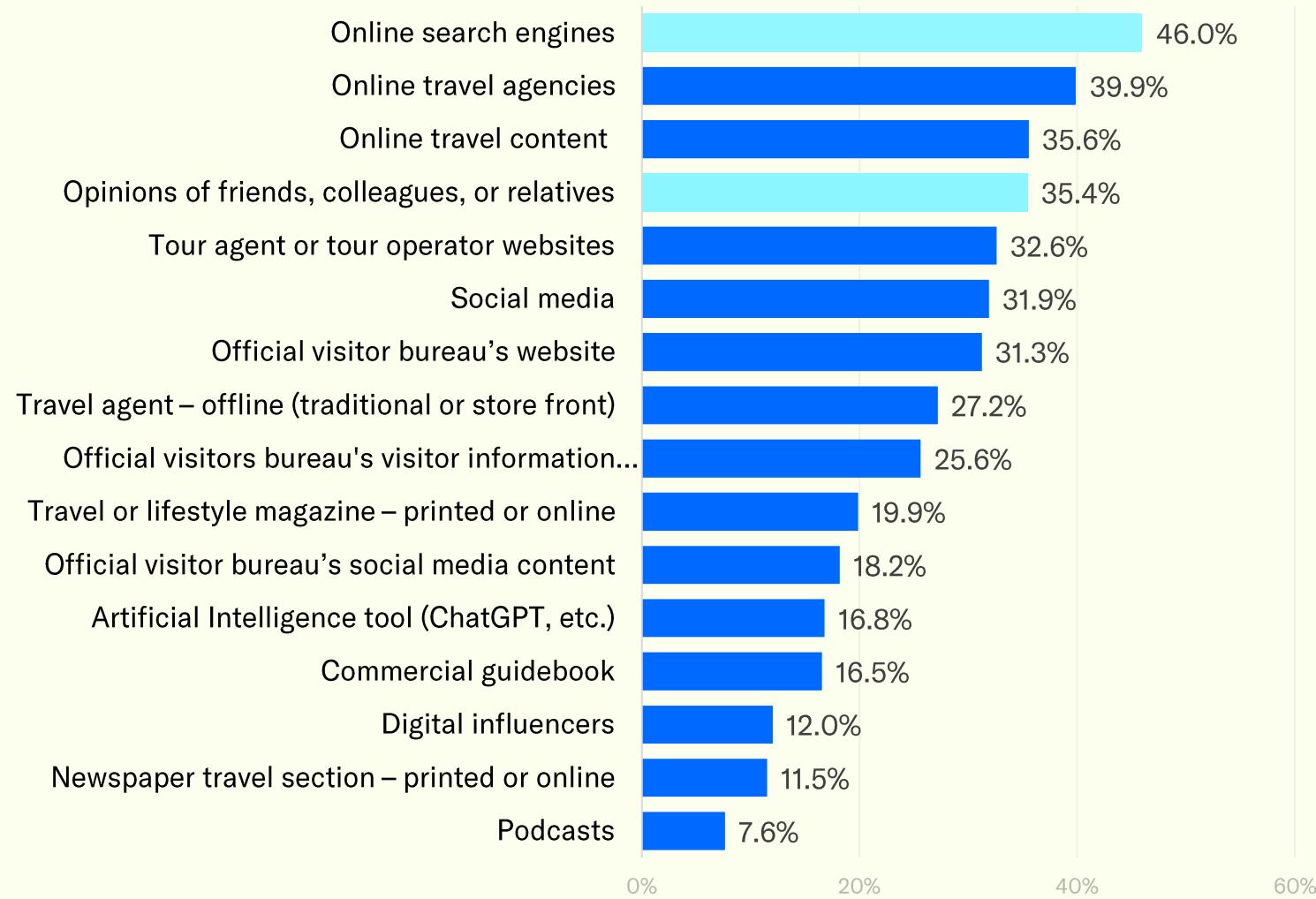
Online Search Surpassed Word-of-Mouth as the Top Source of Destination Inspiration

Sources Use for Destination Inspiration – Change Compared to Last Year
(% of Total Aggregate)



Marketing Considerations

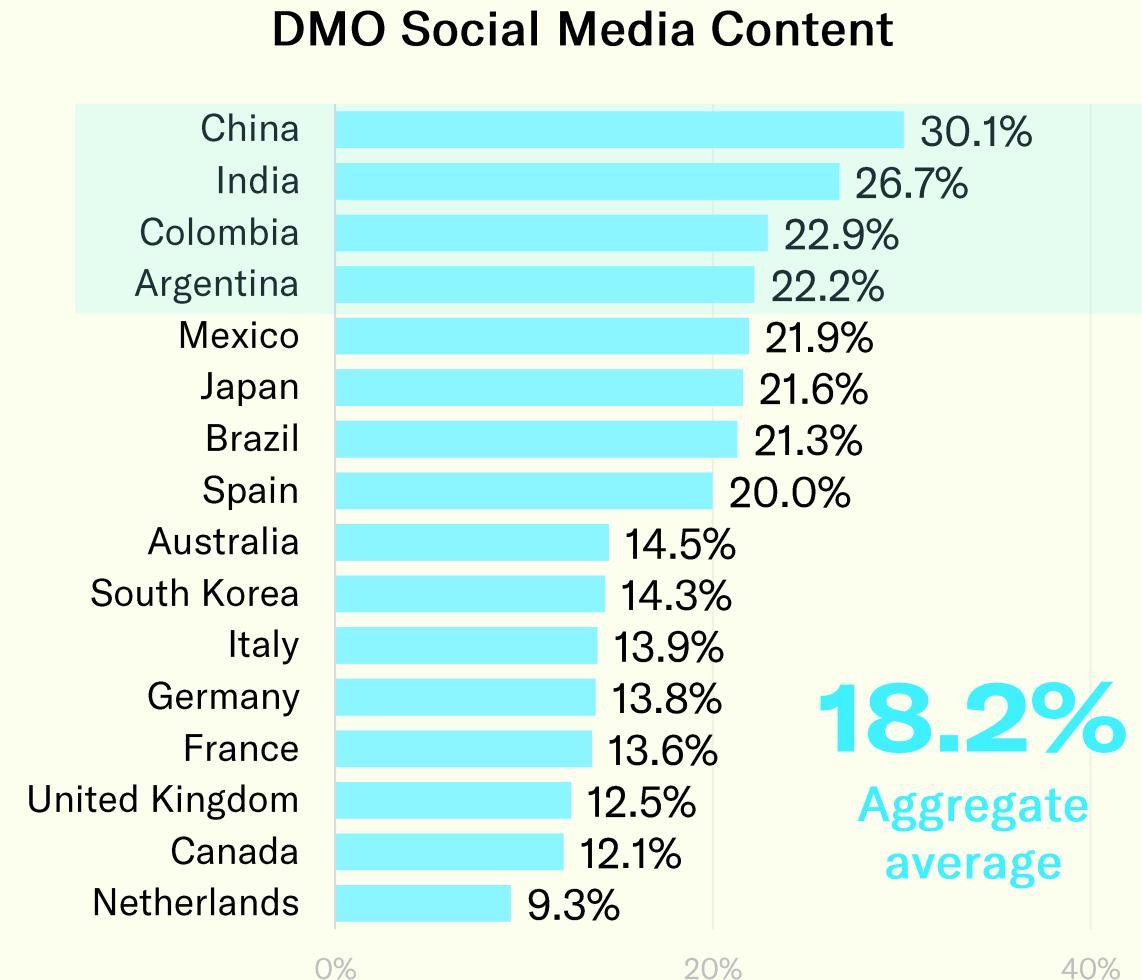
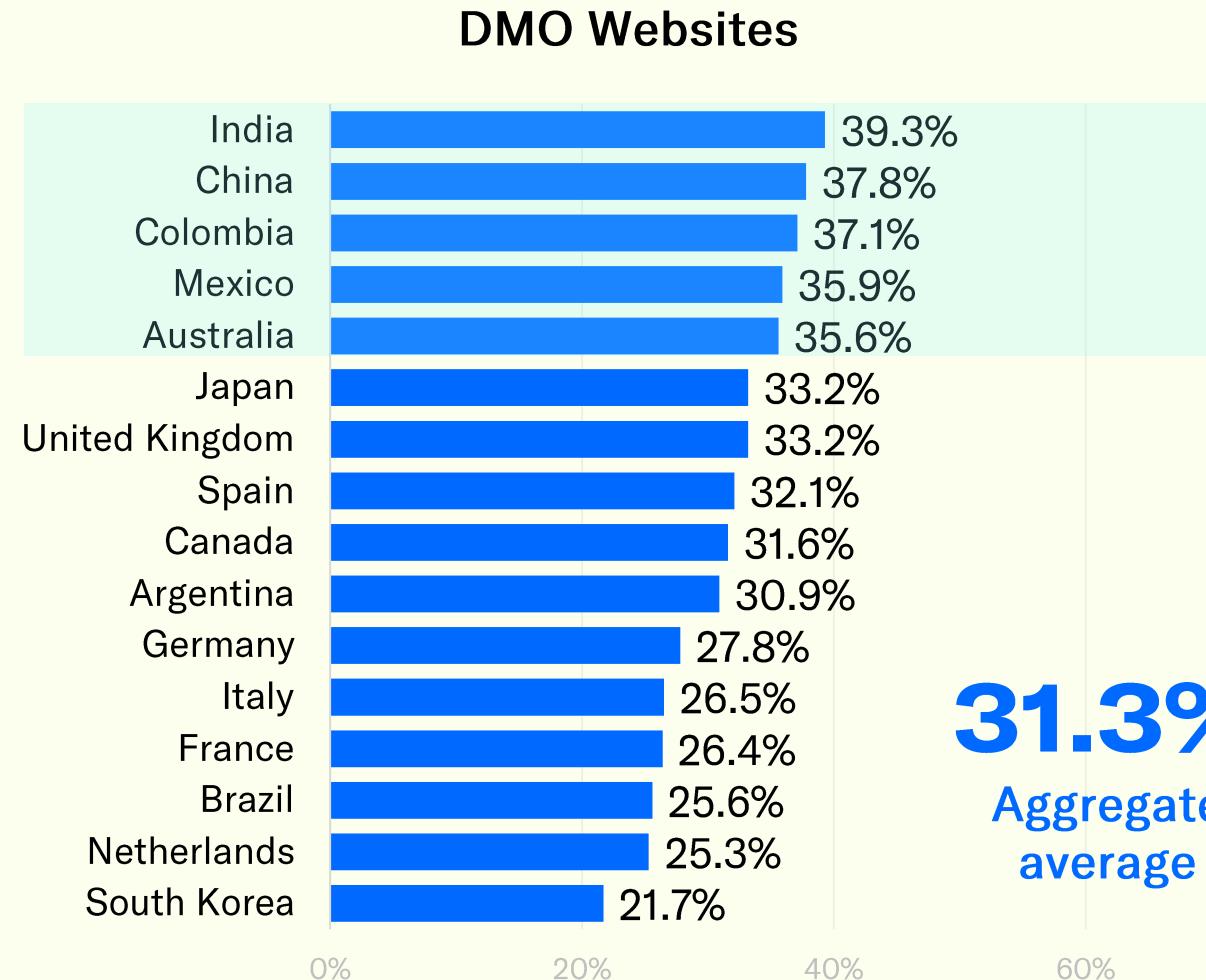
Top 10 Sources of Destination Inspiration
(Total Aggregate)



Online Media vs. Word-of-Mouth Preference
(By Market)

	Online Search	Word-of-Mouth (WOM)	Difference: Online over WOM
Japan	50.5%	24.2%	+26.3pp
South Korea	55.5%	37.8%	+17.7pp
Australia	57.8%	41.0%	+16.8pp
India	59.5%	43.0%	+16.5pp
Italy	43.4%	28.0%	+15.4pp
Netherlands	43.8%	28.8%	+14.9pp
Canada	56.0%	42.8%	+13.2pp
United Kingdom	50.2%	37.6%	+12.6pp
Germany	45.3%	33.3%	+12.0pp
Brazil	46.5%	37.1%	+9.5pp
France	36.7%	30.4%	+6.3pp
Mexico	36.2%	31.8%	+4.5pp
China	35.3%	33.5%	+1.8pp
Colombia	40.5%	39.4%	+1.1pp
Spain	36.5%	36.1%	+0.4pp
Argentina	41.7%	42.1%	-0.4pp

Use of Destination Marketing Organization Digital Content for Travel Planning



Dreaming Phase

Considering Phase

Planning Phase

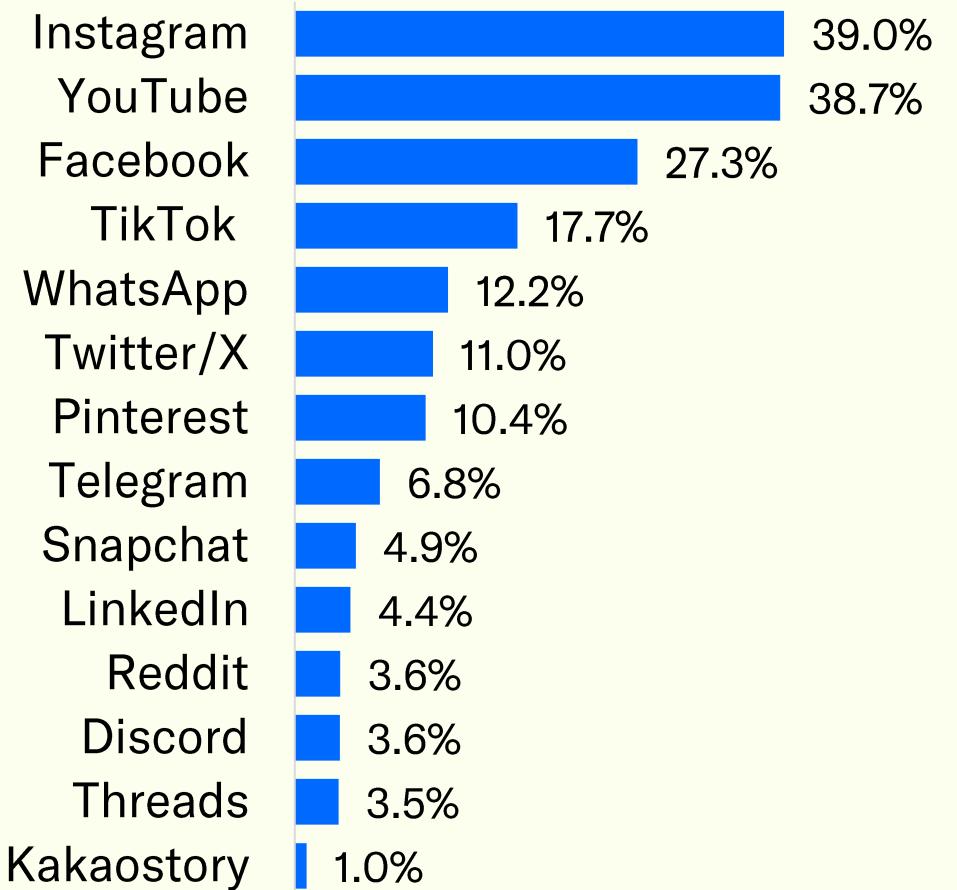
Experiencing Phase

**Post-Trip
Sharing Phase**

**Top Used Social
Media Channels
in the
Travel Planning
Journey**

Dreaming Phase

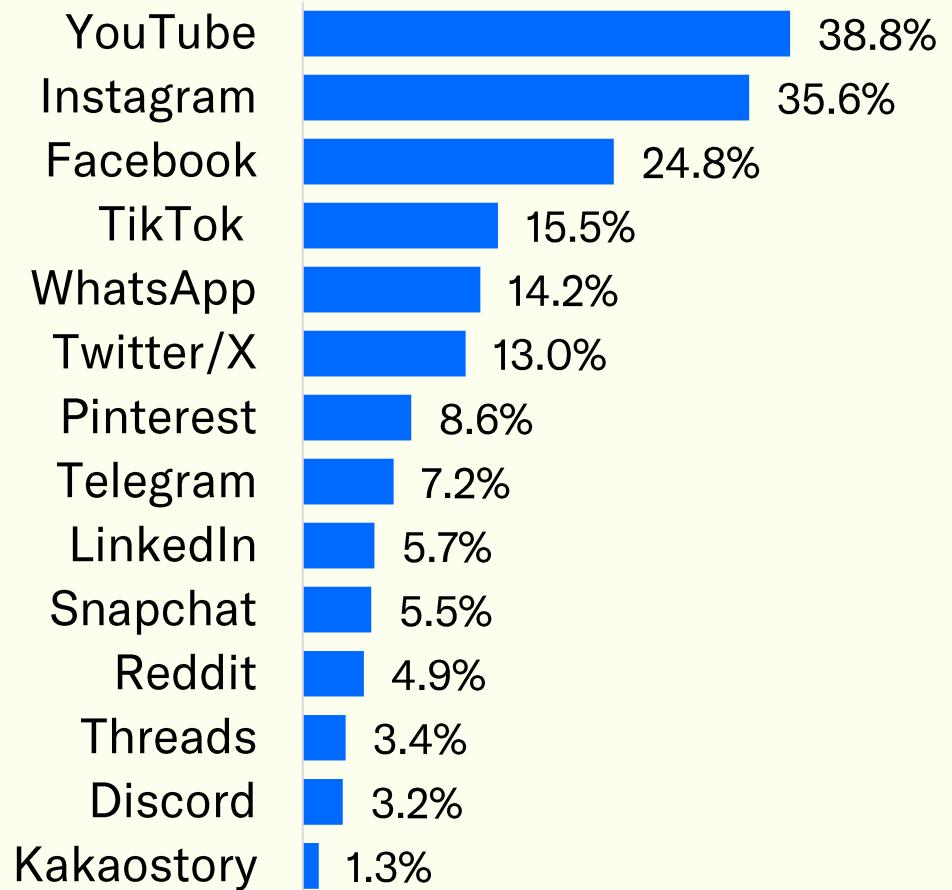
Top Used Social Media Channel



Dreaming Phase

Considering Phase

Top Used Social Media Channel

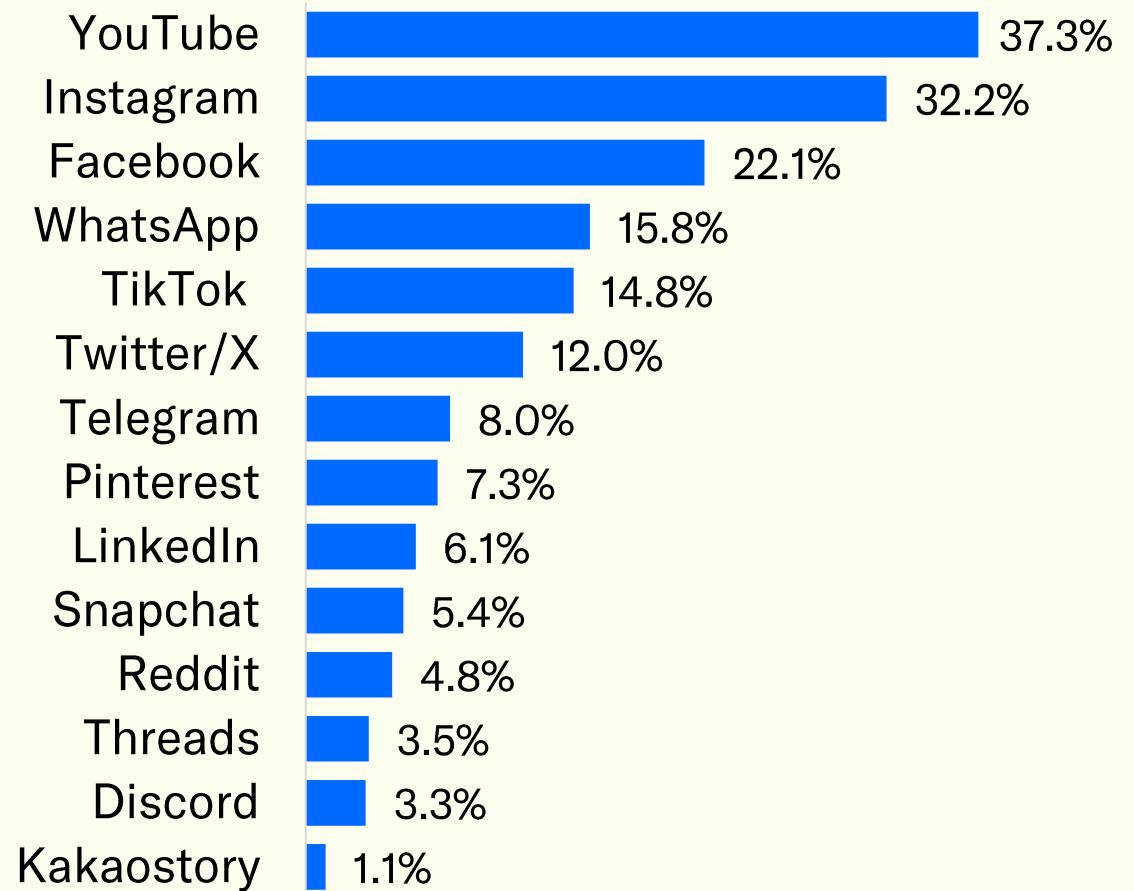


Dreaming Phase

Considering Phase

Planning Phase

Top Used Social Media Channel



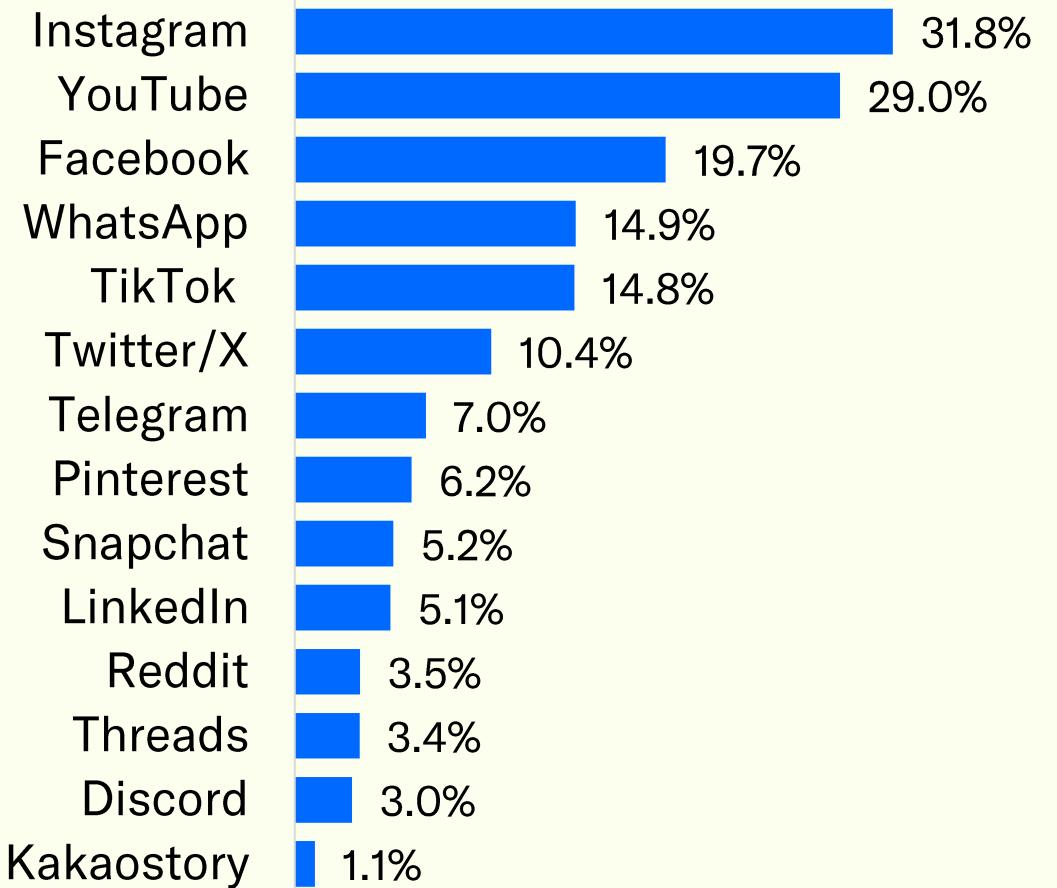
Dreaming Phase

Considering Phase

Planning Phase

Experiencing Phase

Top Used Social Media Channel



Dreaming Phase

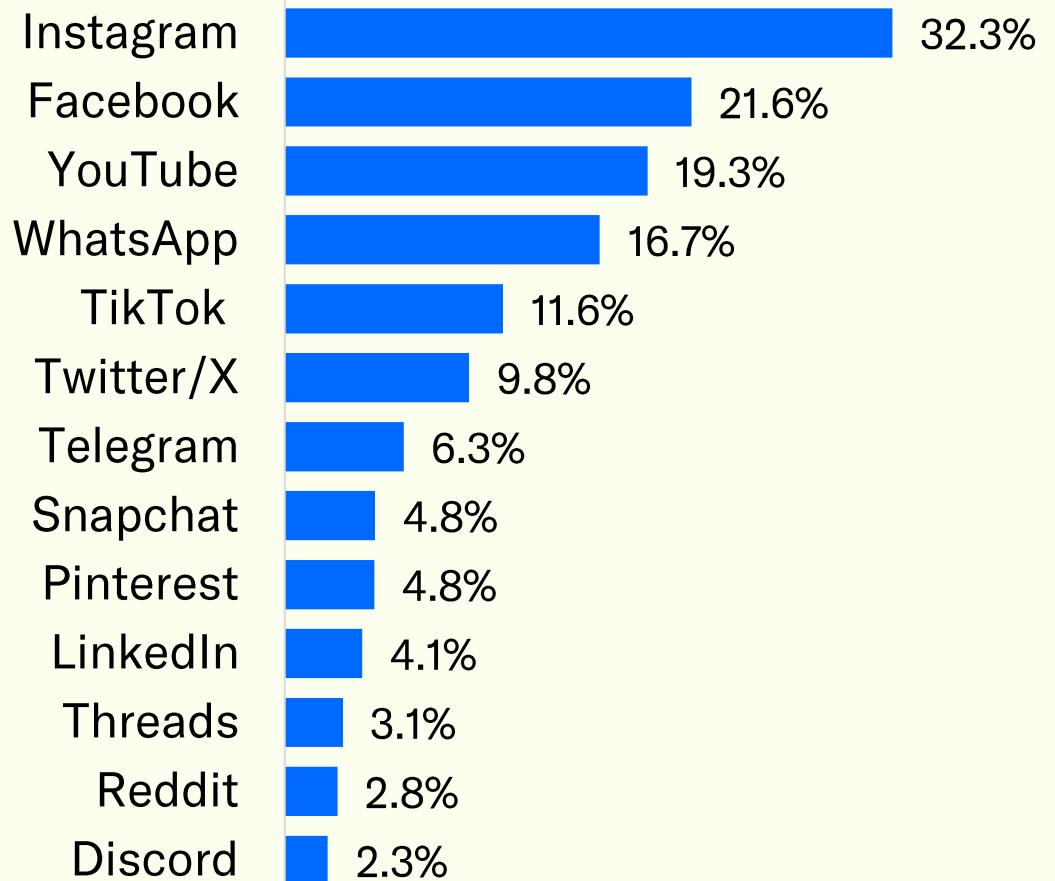
Considering Phase

Planning Phase

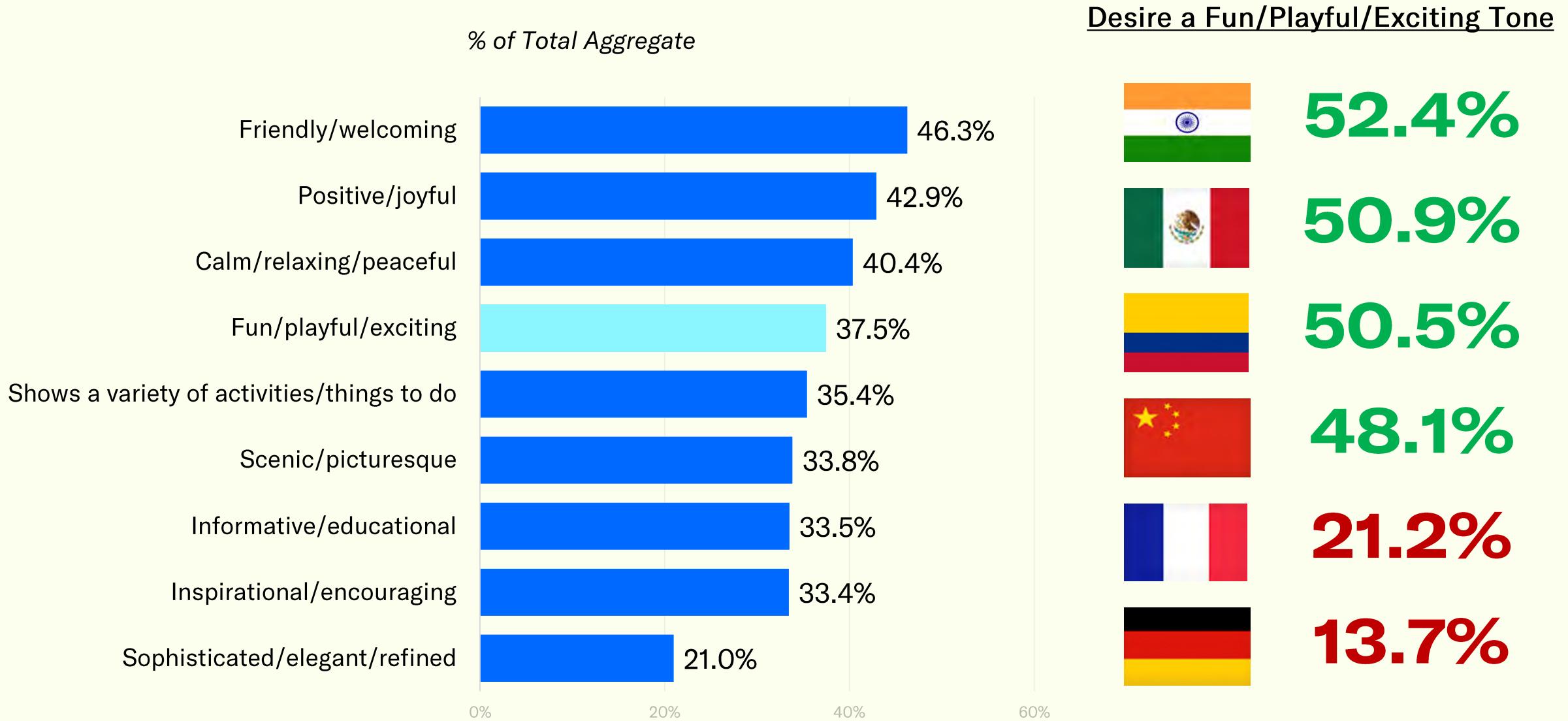
Experiencing Phase

Post-Trip Sharing Phase

Top Used Social Media Channel



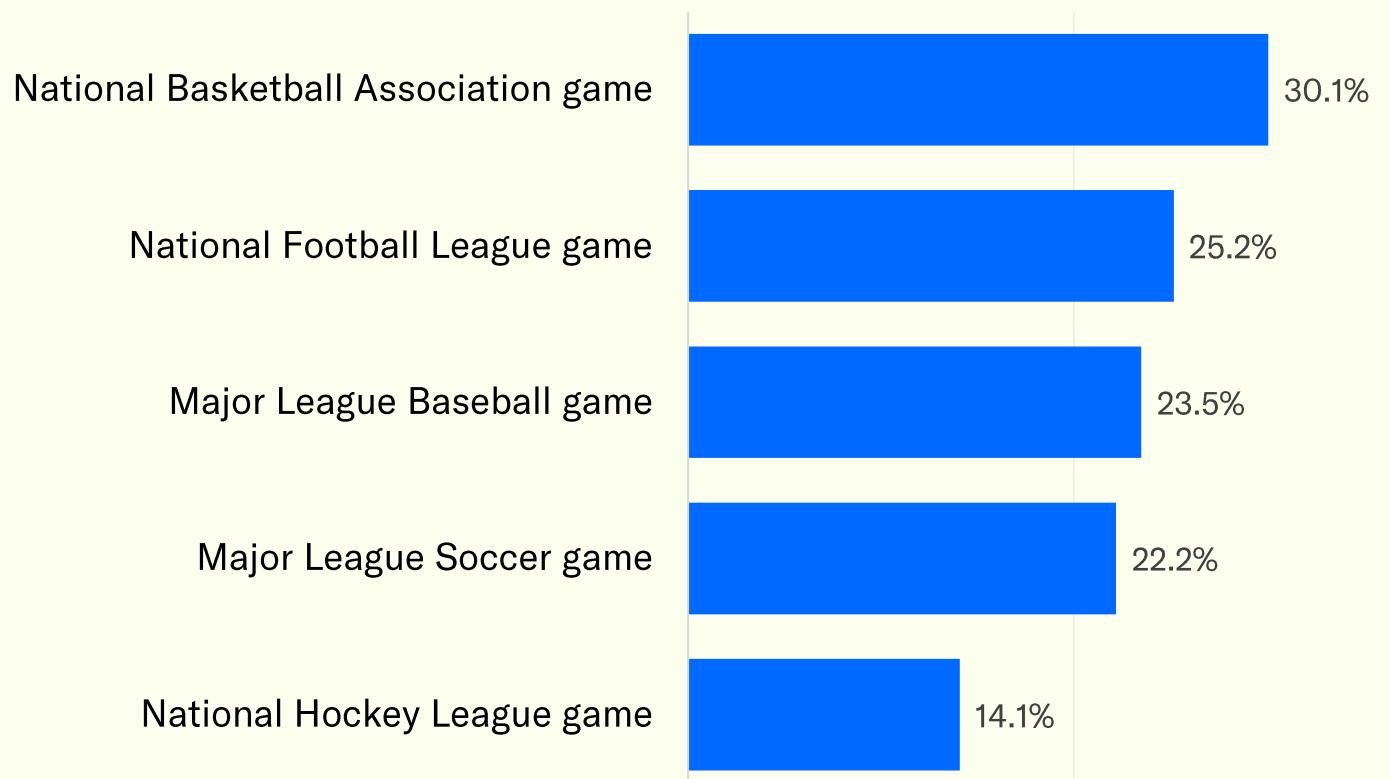
Desired Tone for International Destination Ads



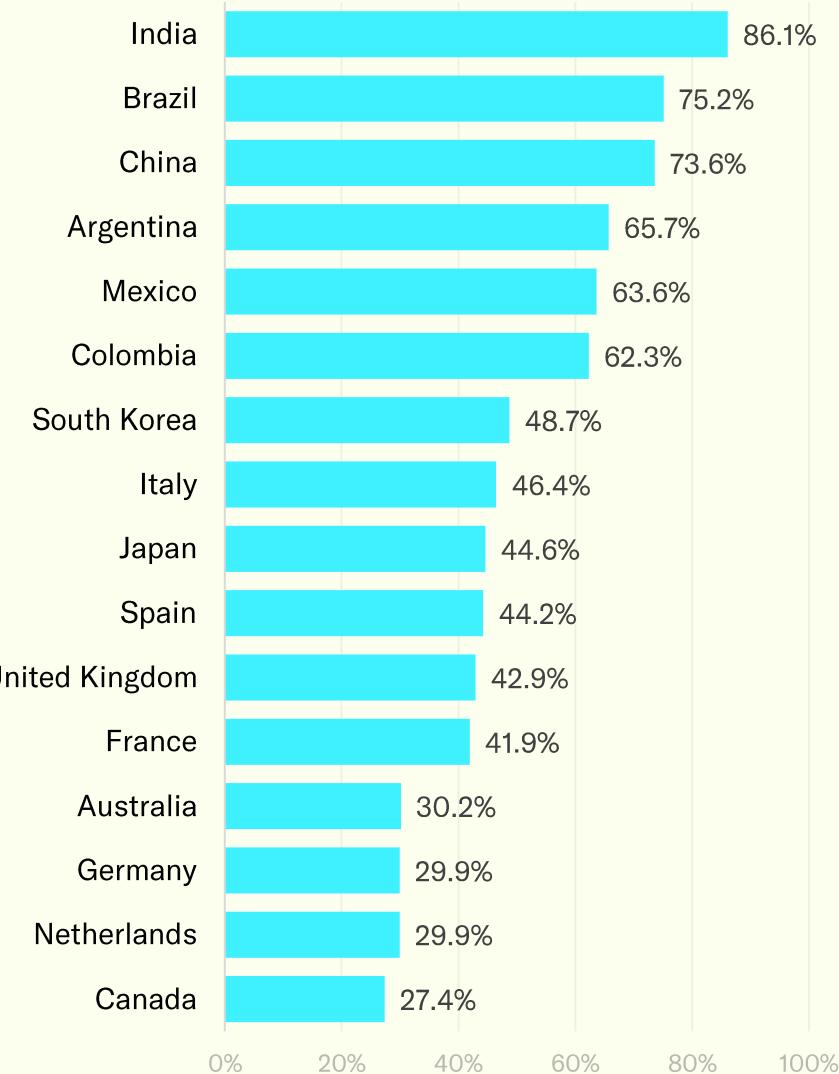
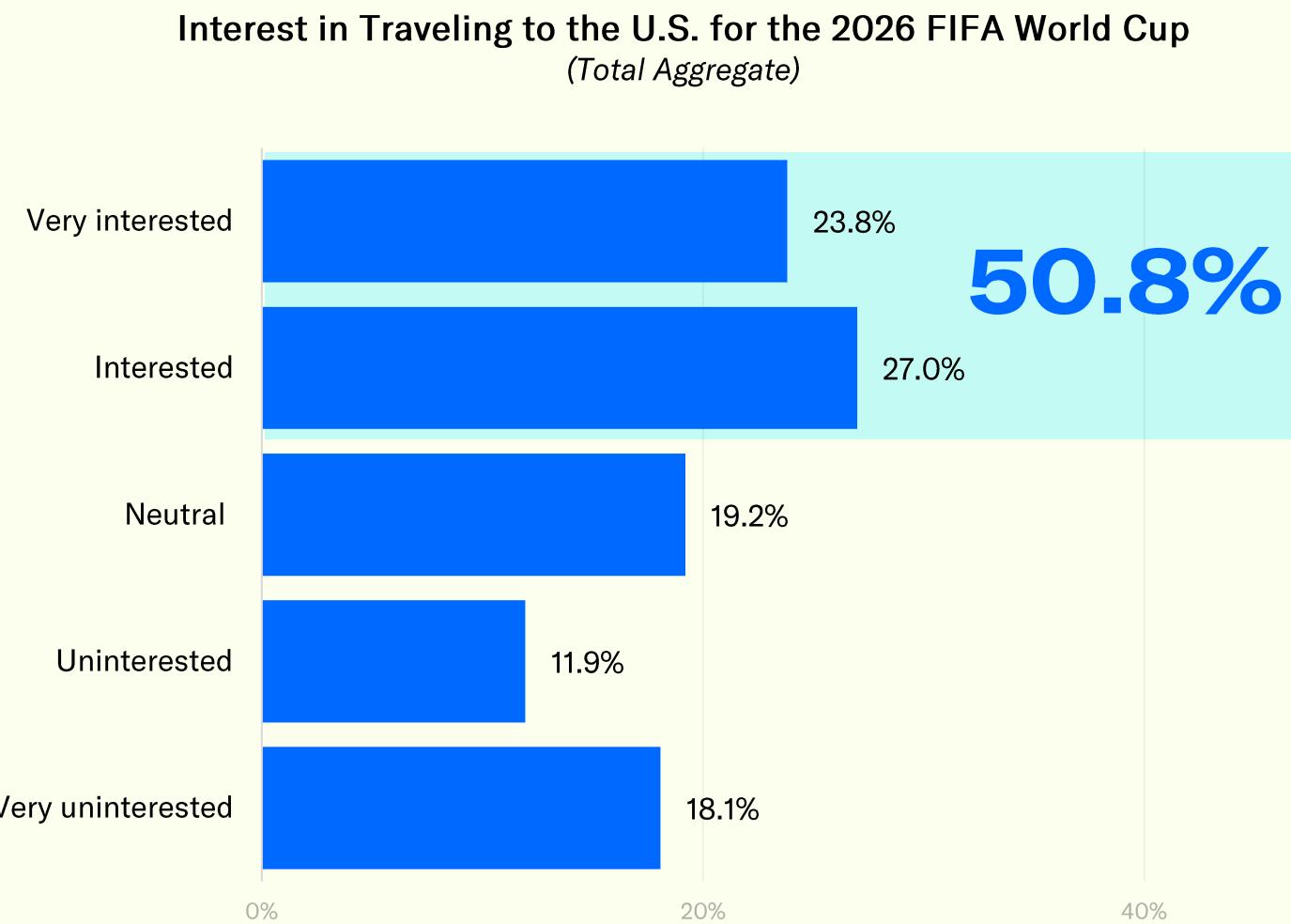
The Role of Sporting Events

The Role of Professional Sporting Events

Professional Sporting Events Likely to Attend on a Trip to the United States
(Total Aggregate)



The Impact of the 2026 FIFA World Cup

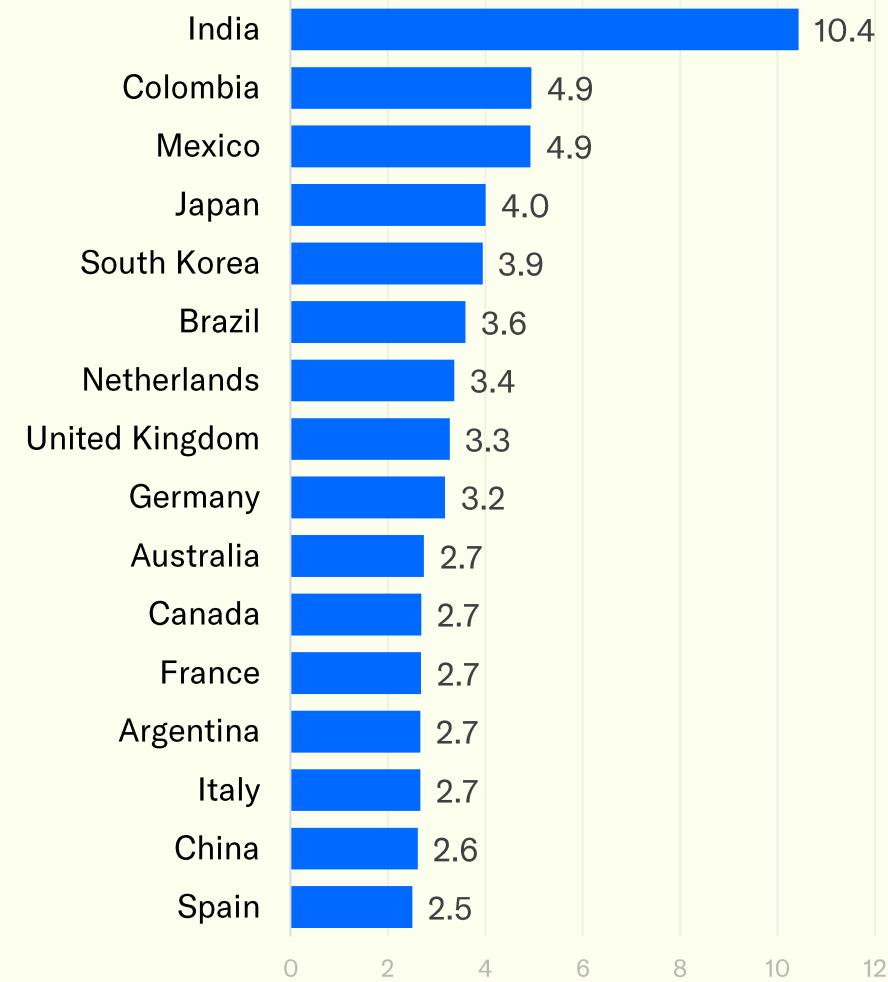


The Impact of the 2026 FIFA World Cup

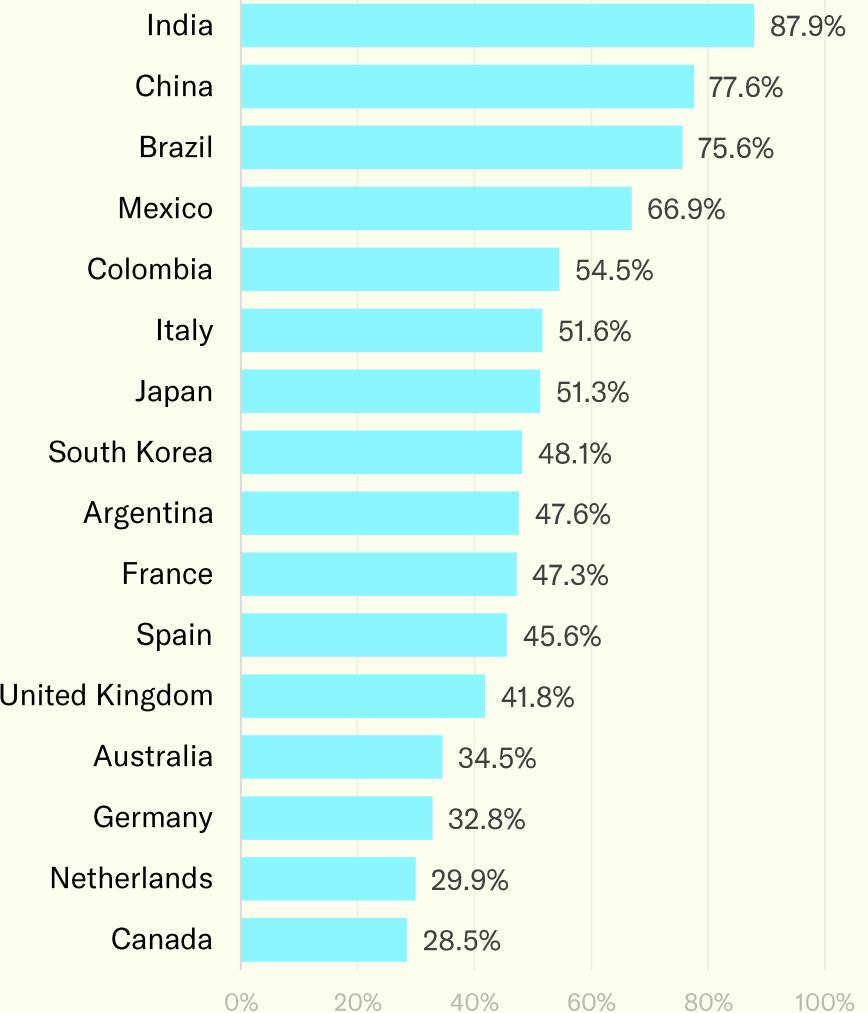
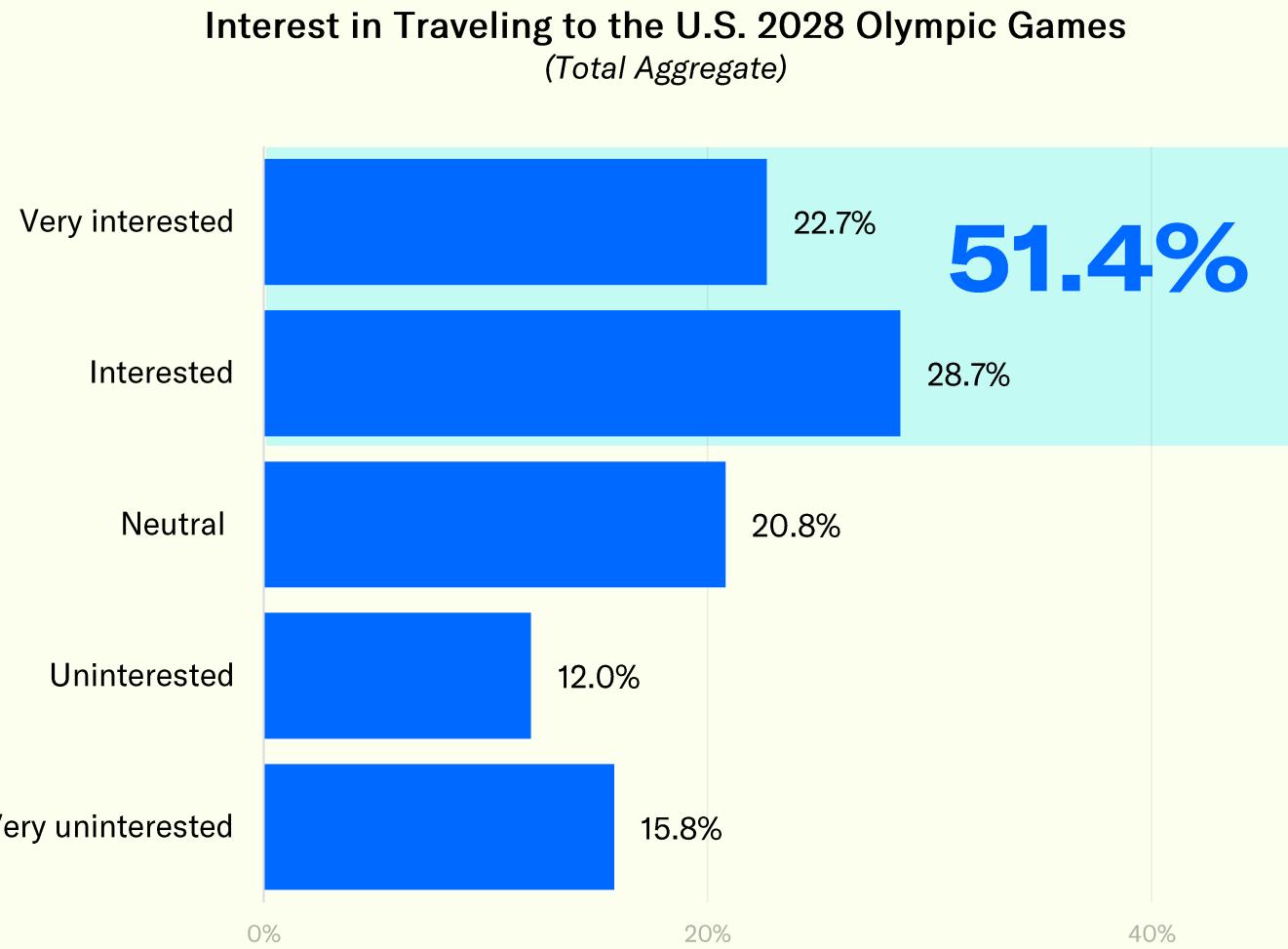
2026 FIFA World Cup Hypothetical Trip –
Number of Days for U.S. Destinations Visited

	# of Days in U.S.	# of Destinations	Days per Destination
Colombia	20.9	12.4	1.7
Argentina	17.7	5.7	3.1
Brazil	15.6	6.8	2.3
Mexico	15.3	15.1	1.0
India	15.3	8.6	1.8
Germany	13.6	6.7	2.0
Australia	13.2	5.1	2.6
Spain	12.5	4.4	2.8
Netherlands	12.4	5.8	2.2
United Kingdom	12.4	5.2	2.4
Italy	12.1	5.0	2.4
France	11.4	4.5	2.5
South Korea	8.4	3.4	2.5
China	8.3	3.3	2.6
Canada	8.3	3.3	2.5
Japan	8.0	4.9	1.6

2026 FIFA World Cup Hypothetical Trip –
Likely Travel Party Size

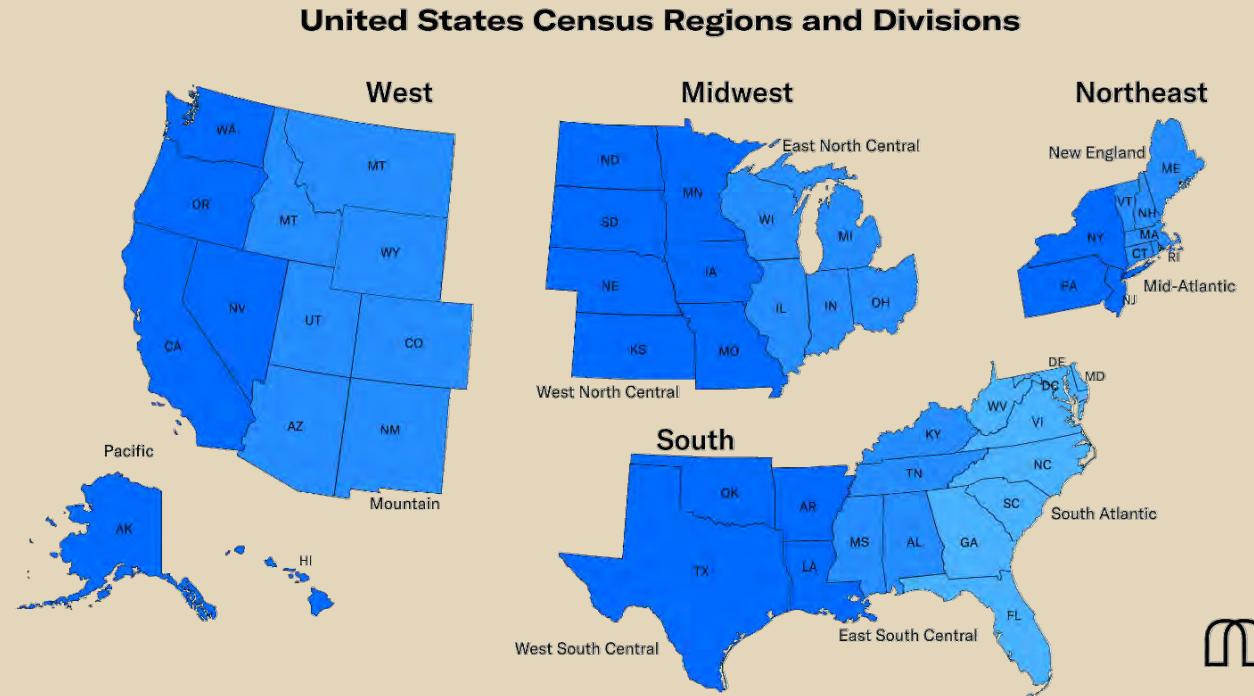


The Impact of the 2028 Olympic Games



The State of the American Traveler

- Monthly tracking survey
- Representative sample of adult American travelers in each of four U.S. regions
- Tracks traveler sentiment to generate insights into domestic travel trends
- 4,000+ fully completed surveys collected each wave.
- Surveys collected thru **December 2025**
- Confidence interval of +/- 1.55%
- Data is weighted to reflect the actual population of each region



Traveler Sentiment



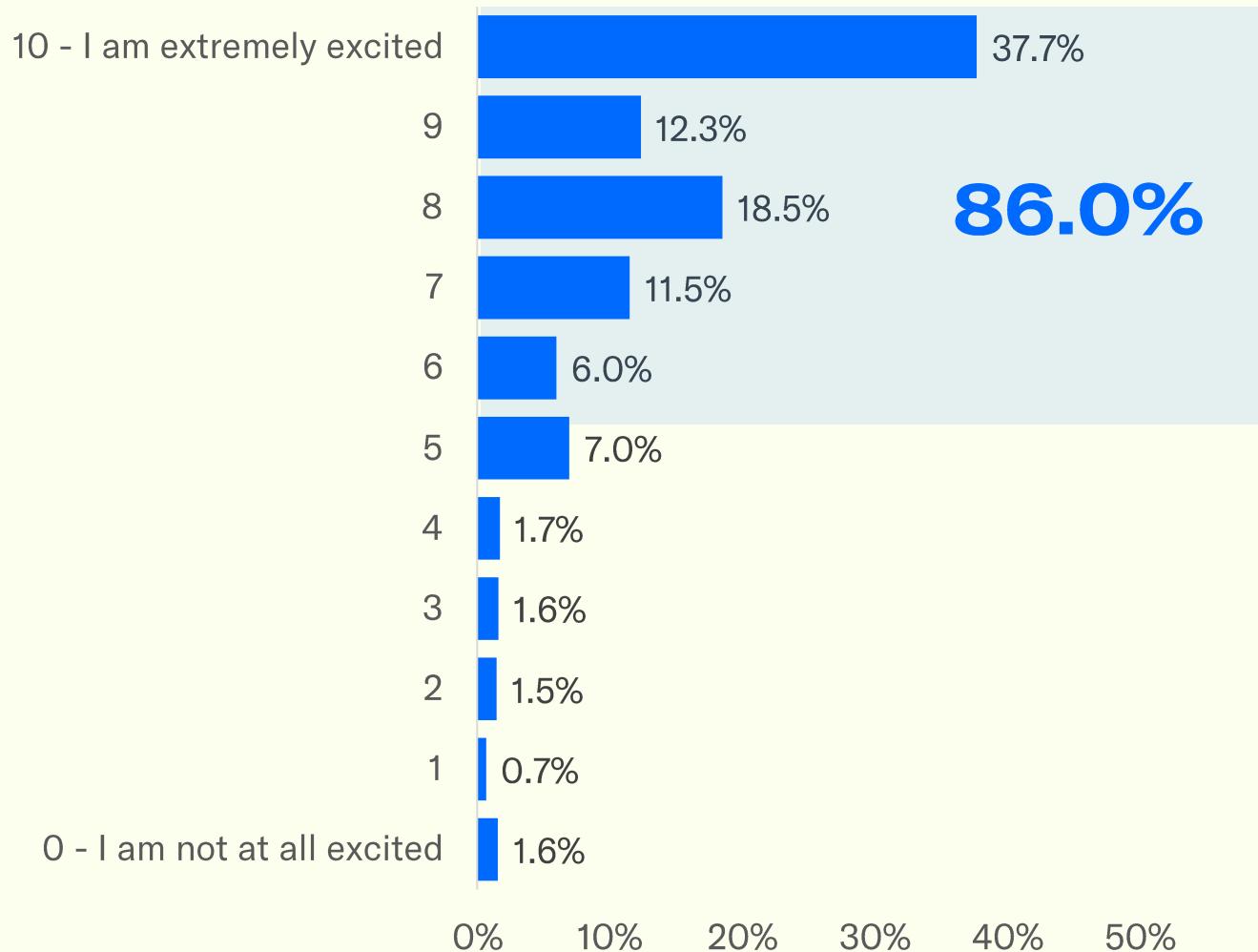
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Americans Are Very Excited to Travel

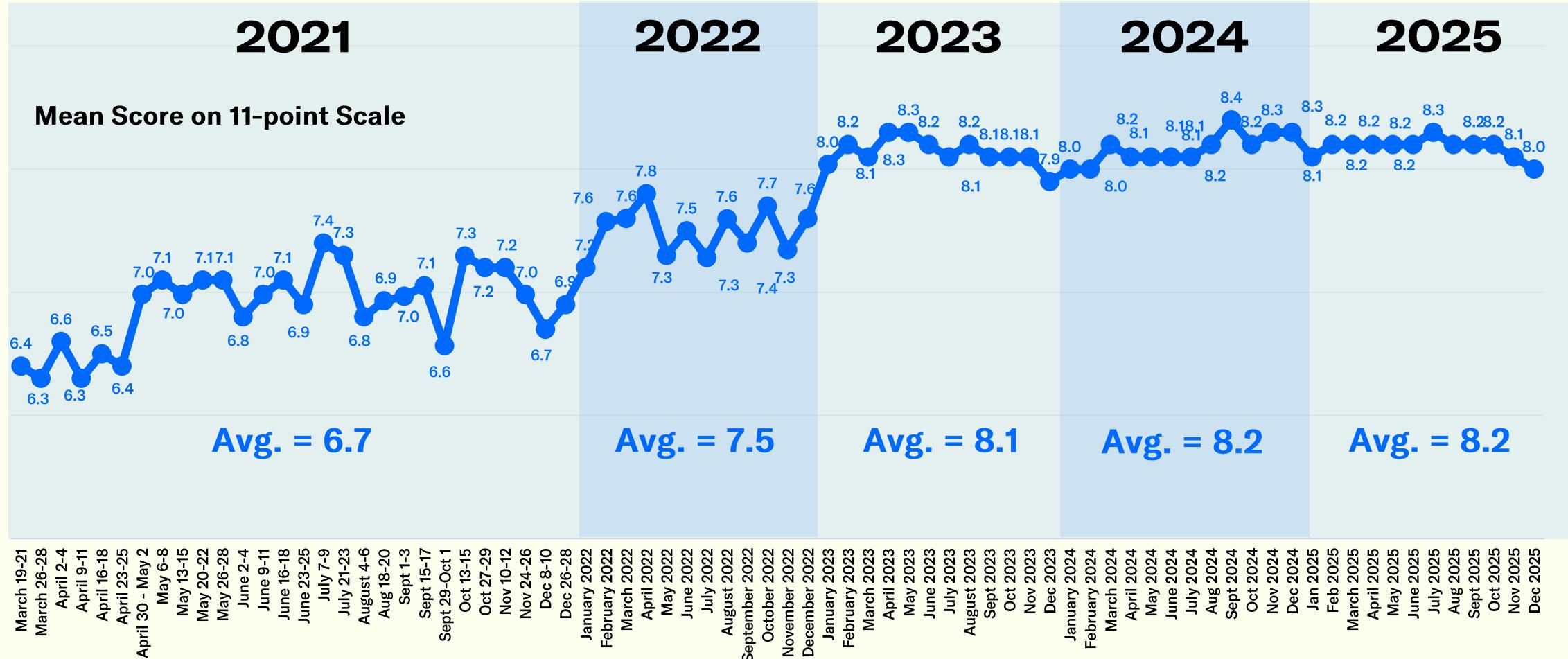
Question:

Which best describes how excited you are about LEISURE TRAVEL in the NEXT TWELVE (12) MONTHS?



Travel Excitement Has Reached a New Normal—and It's High. Some Recent Declines Seen.

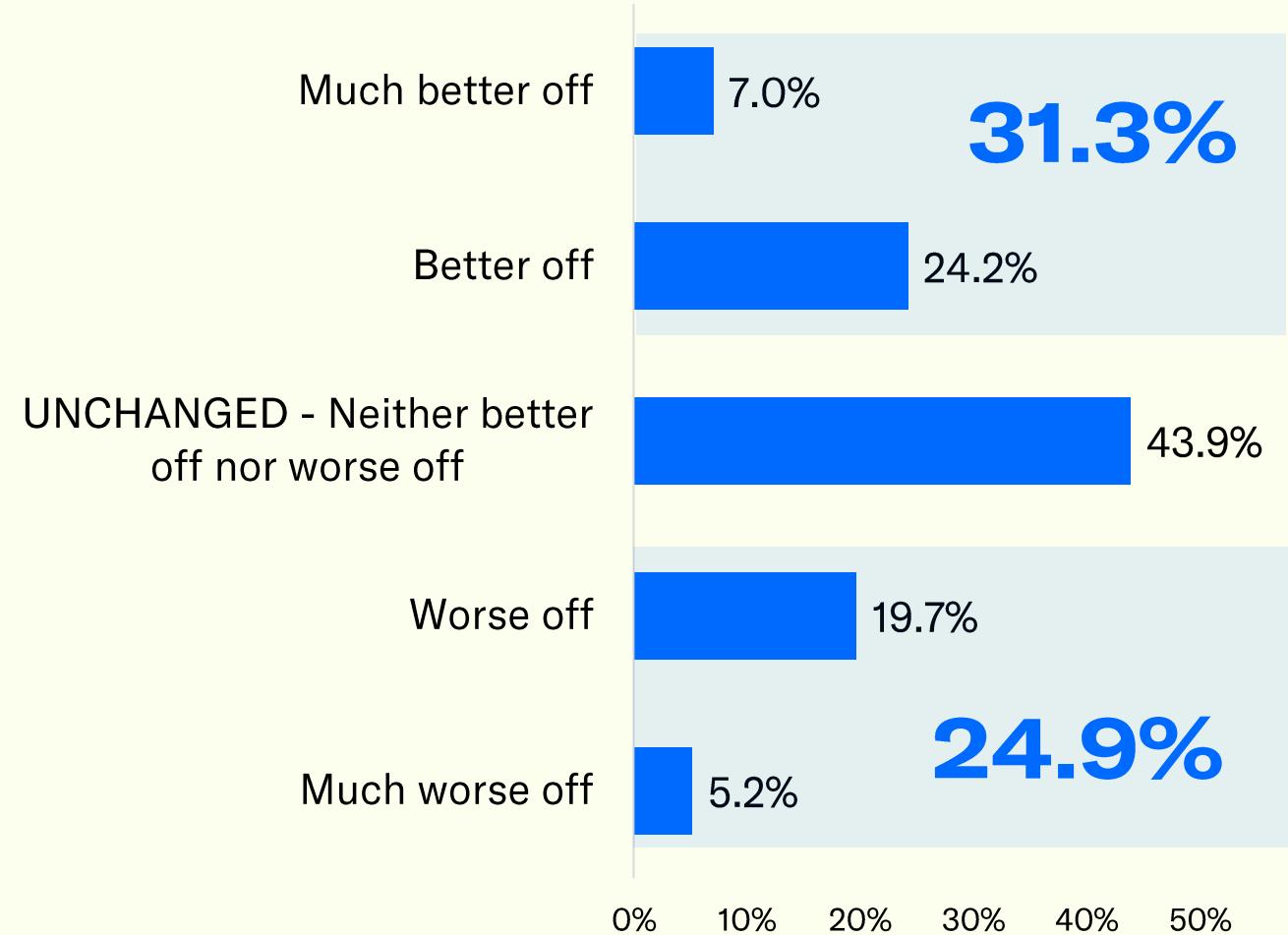
Question: Which best describes how excited you are about LEISURE TRAVEL in the NEXT TWELVE (12) MONTHS?



Household Finances: Some Unease, But No Dramatic Change From Last Month

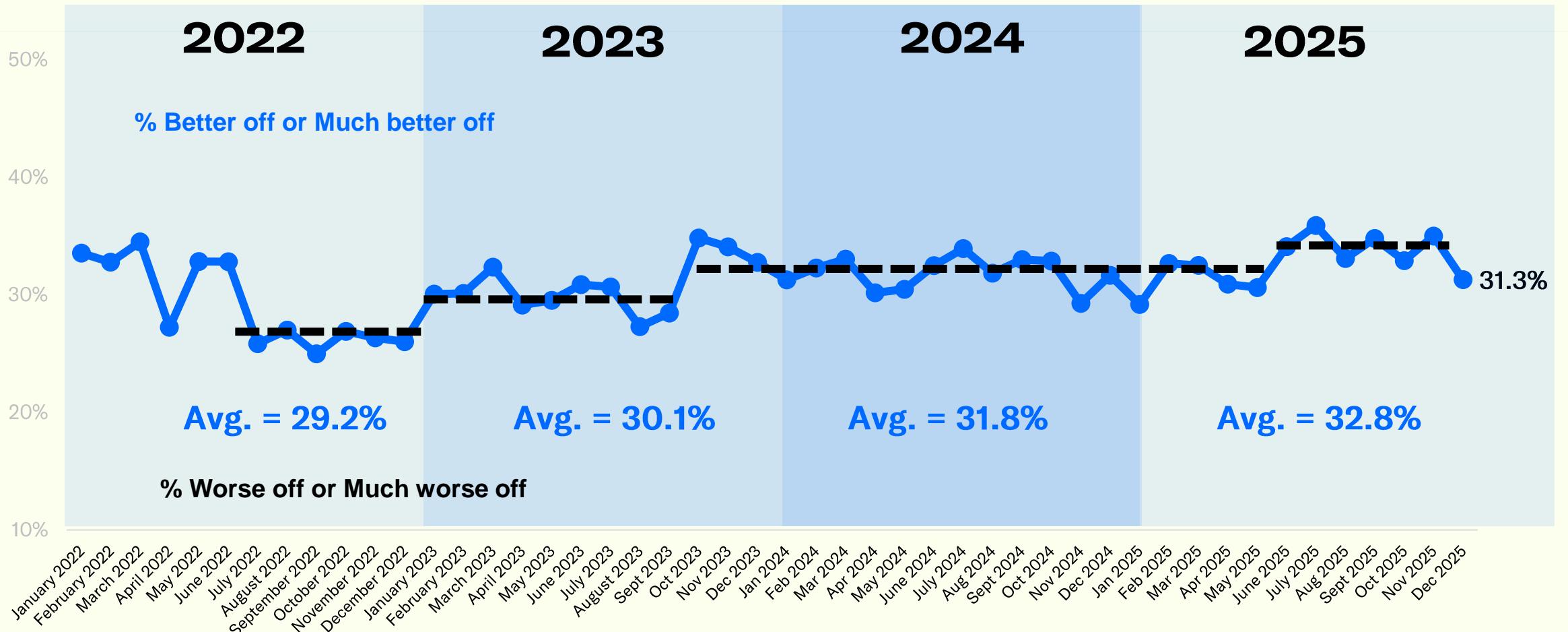
Question:

Would you say that you (and your household) are better off or worse off financially than you were a year ago?



While Dropping This Month, Financial Sentiment Has Gradually Improved

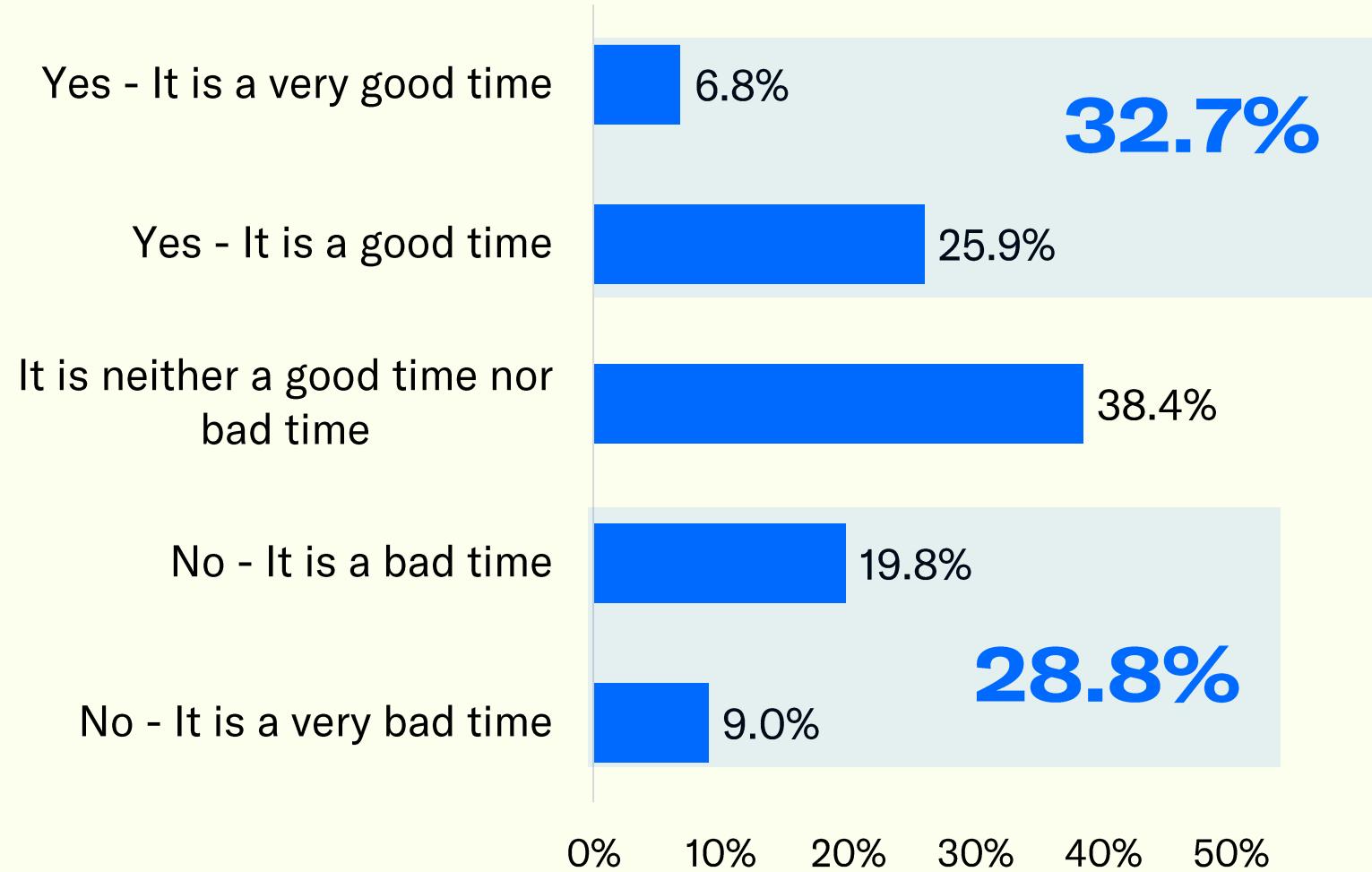
Question: Would you say that you (and your household) are better off or worse off financially than you were a year ago?



Travel Spending Confidence Drops

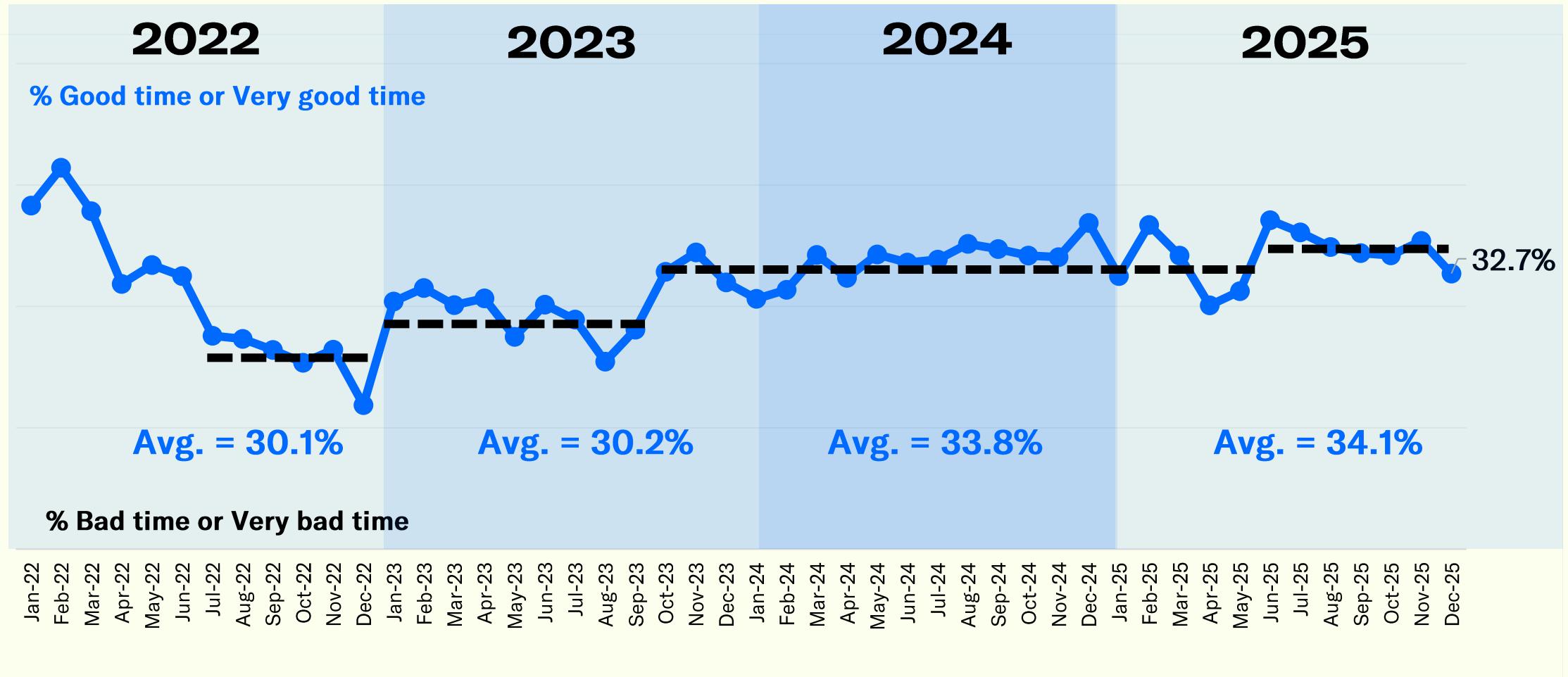
Question:

Thinking only of your household's finances, do you feel NOW is a good or bad time for you to spend money on leisure travel?



Spending Confidence Dropped This Month, But Has Been Inching Upward

Question: Thinking only of your household's finances, do you feel NOW is a good or bad time for you to spend money on leisure travel?



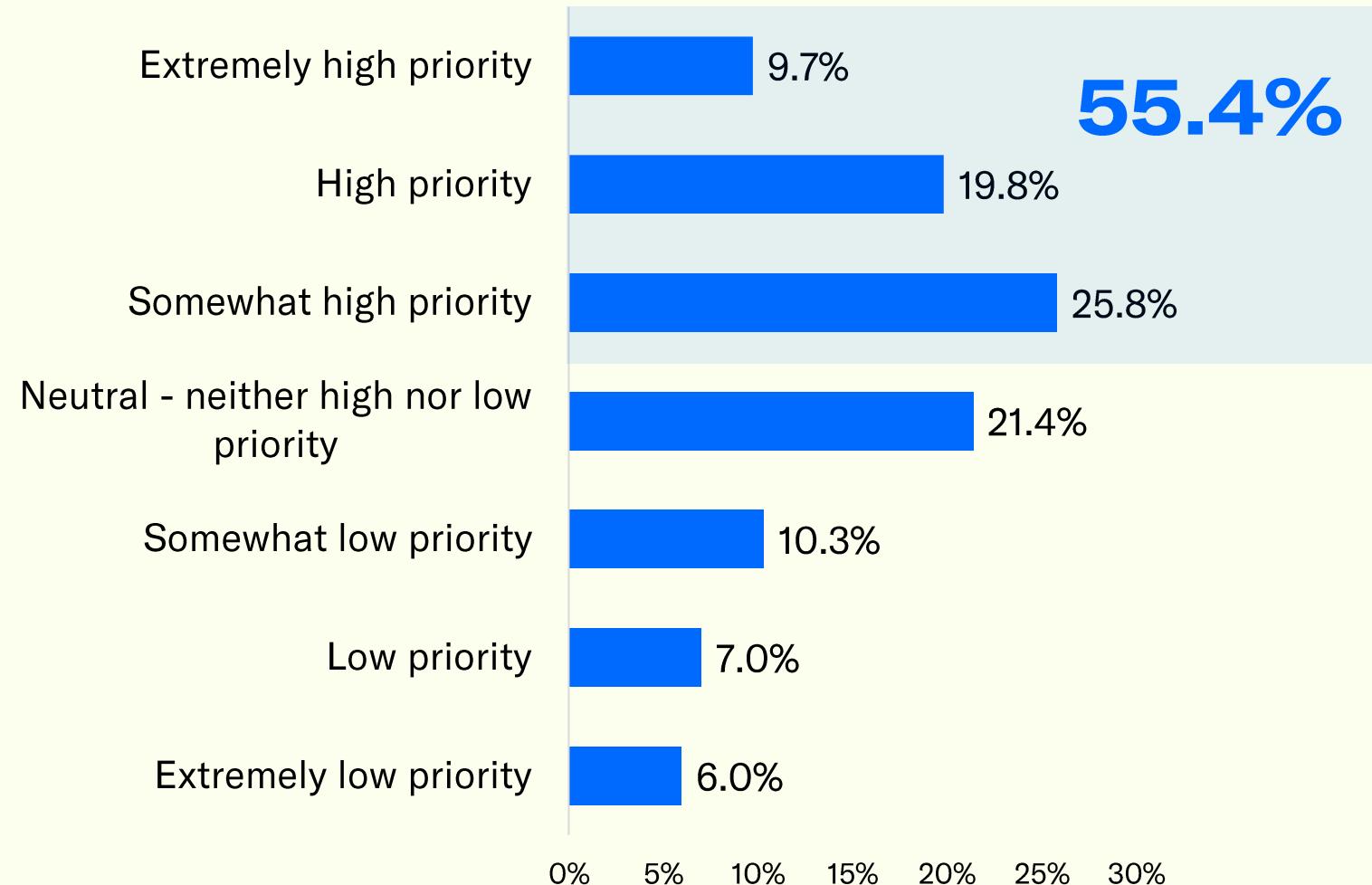
Travel Remains a Core Household Priority

Question:

Thinking carefully about how you expect to spend your income in the NEXT THREE MONTHS, please use the scale below to describe your spending priorities.

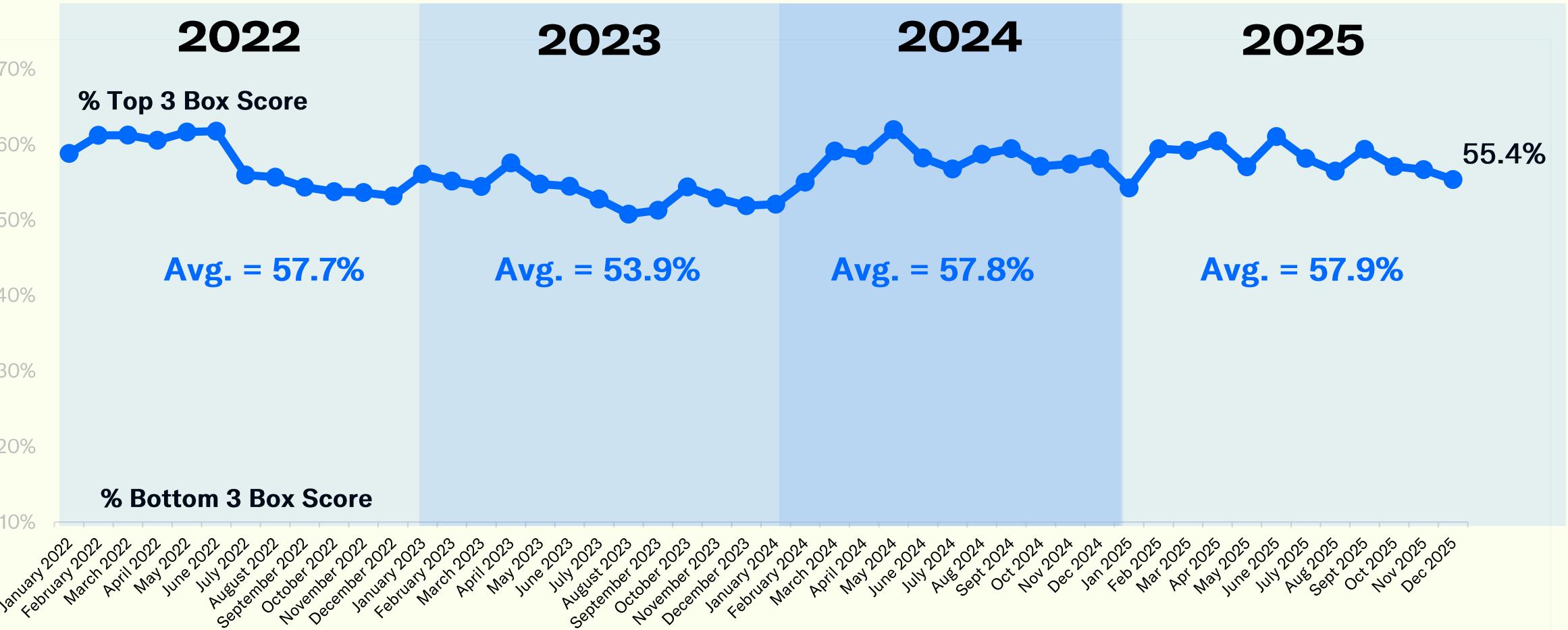
Leisure travel will be a(n)

_____.



Travel Remains a Core Household Priority

Question: Thinking carefully about how you expect to spend your income in the NEXT THREE MONTHS, please use the scale below to describe your spending priorities.



Looking Forward

A woman with blonde hair tied in a braid, wearing a light-colored jacket, is seated in a yellow kayak on a calm lake. She is facing away from the camera, looking towards a range of mountains in the distance. The mountains are covered in green forests and rocky peaks. The water of the lake reflects the surrounding landscape. The overall scene is peaceful and scenic.

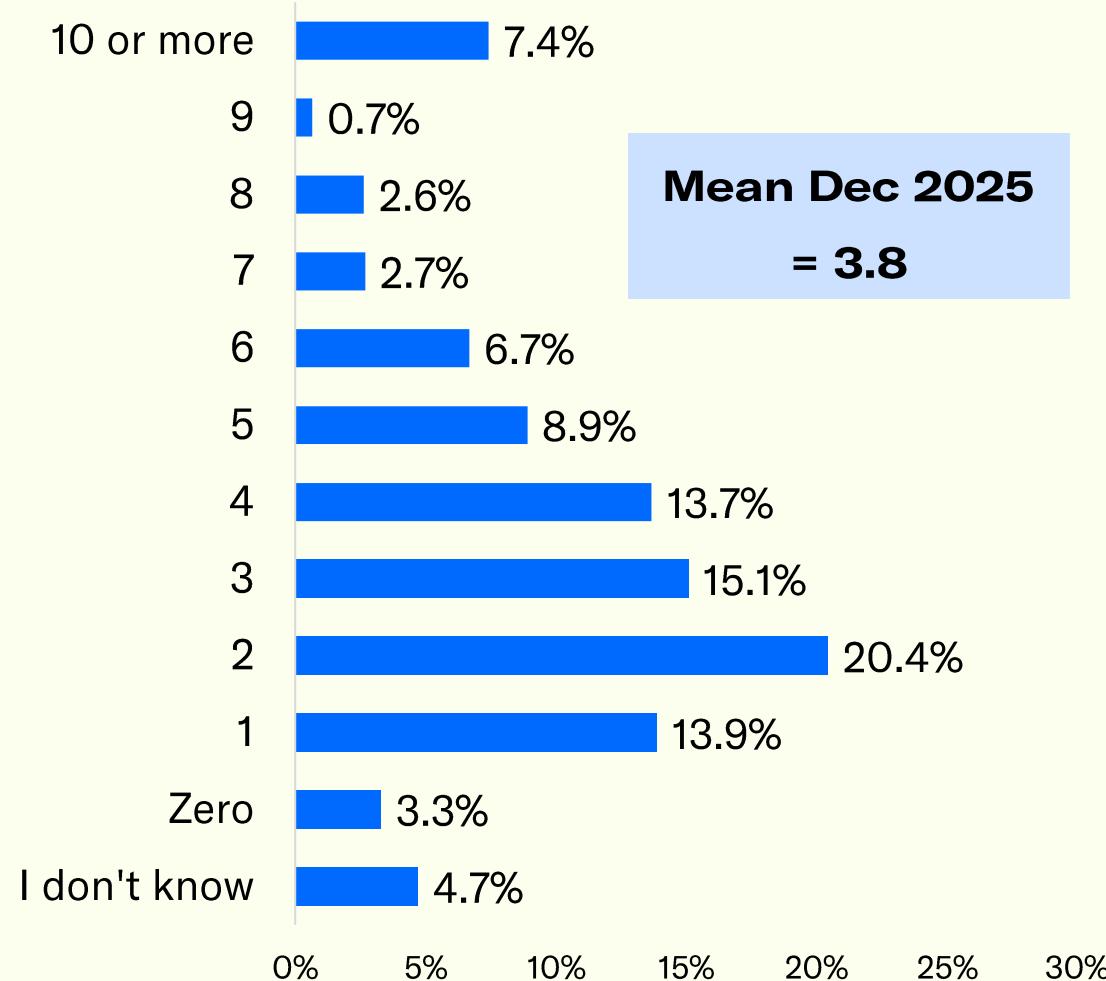
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Trip Expectations for the Upcoming Year Ticked Downward

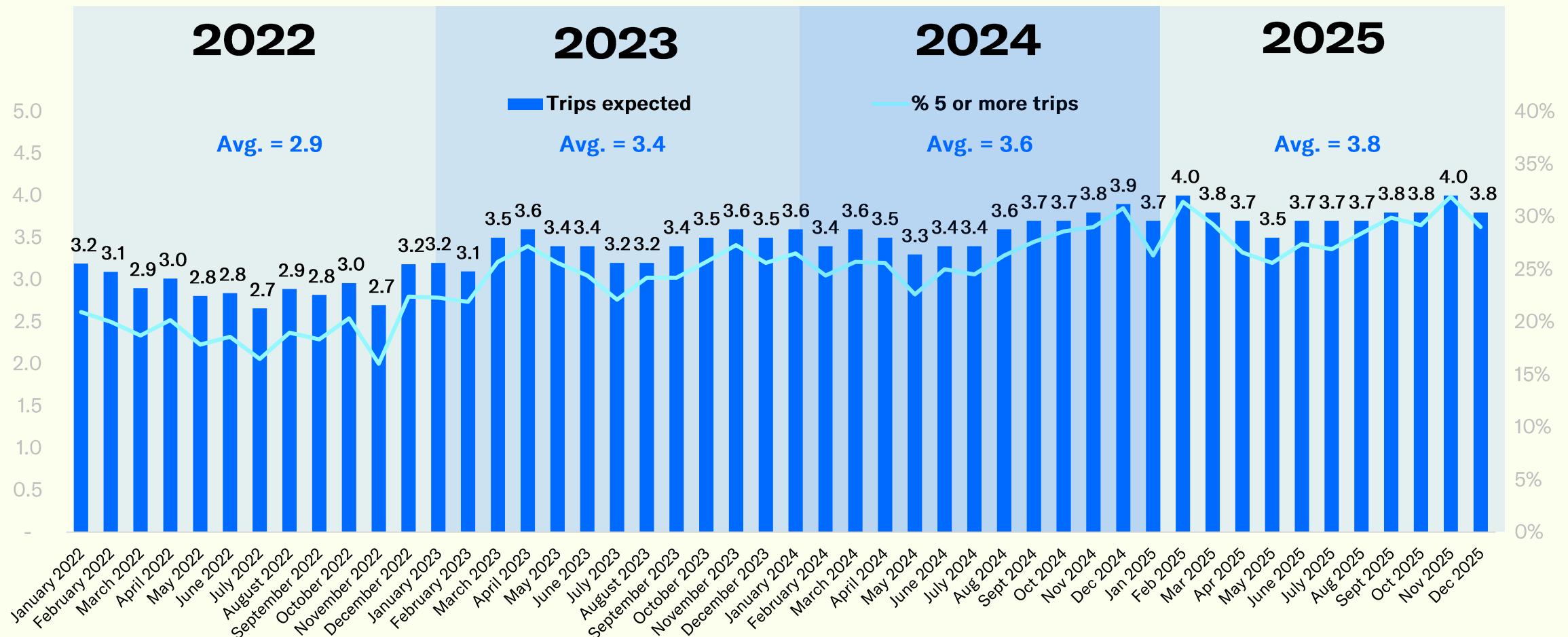
Question:

IN TOTAL, how many leisure trips (of 50 miles or more from your home) do you expect to take in NEXT TWELVE (12) MONTHS?

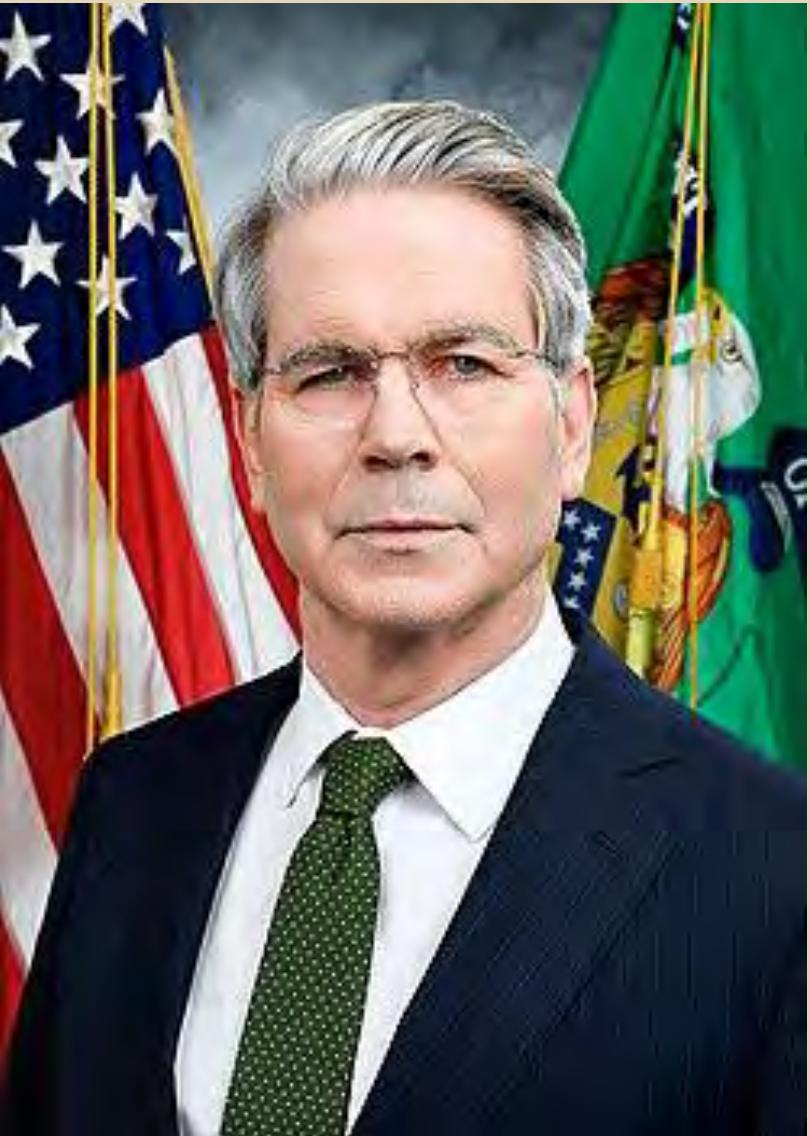


Expected Trip Volume Dropped This Month

Question: IN TOTAL, how many leisure trips (of 50 miles or more from your home) do you expect to take in NEXT TWELVE (12) MONTHS?



How are Americans Feeling About the Future of the US Economy?



“While the overall economy remains relatively stable, **certain sectors** are in recession.”

Scott Bessent
US Secretary of the Treasury
CNN's State of the Union Nov. 1, 2025



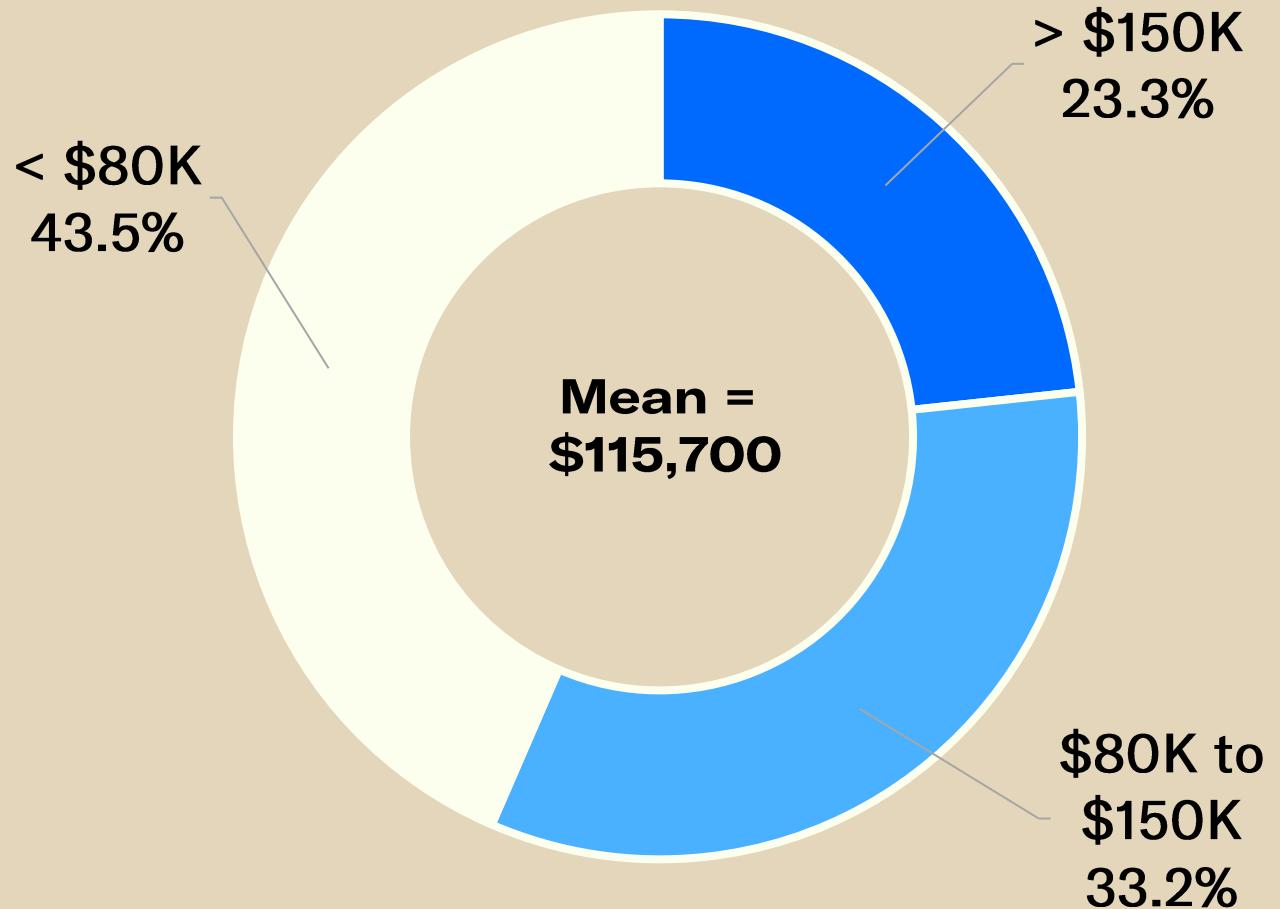
“The US economy, which appears OK by the most commonly used measures, is definitely not OK once you look under the hood. One essential aspect of this weirdness is the economy is strongly bifurcated...people who were already affluent are becoming more so, but the less well-off are under severe pressure.”

Paul Krugman
Nobel Laureat Economist

American Travel Income Landscape

Question:

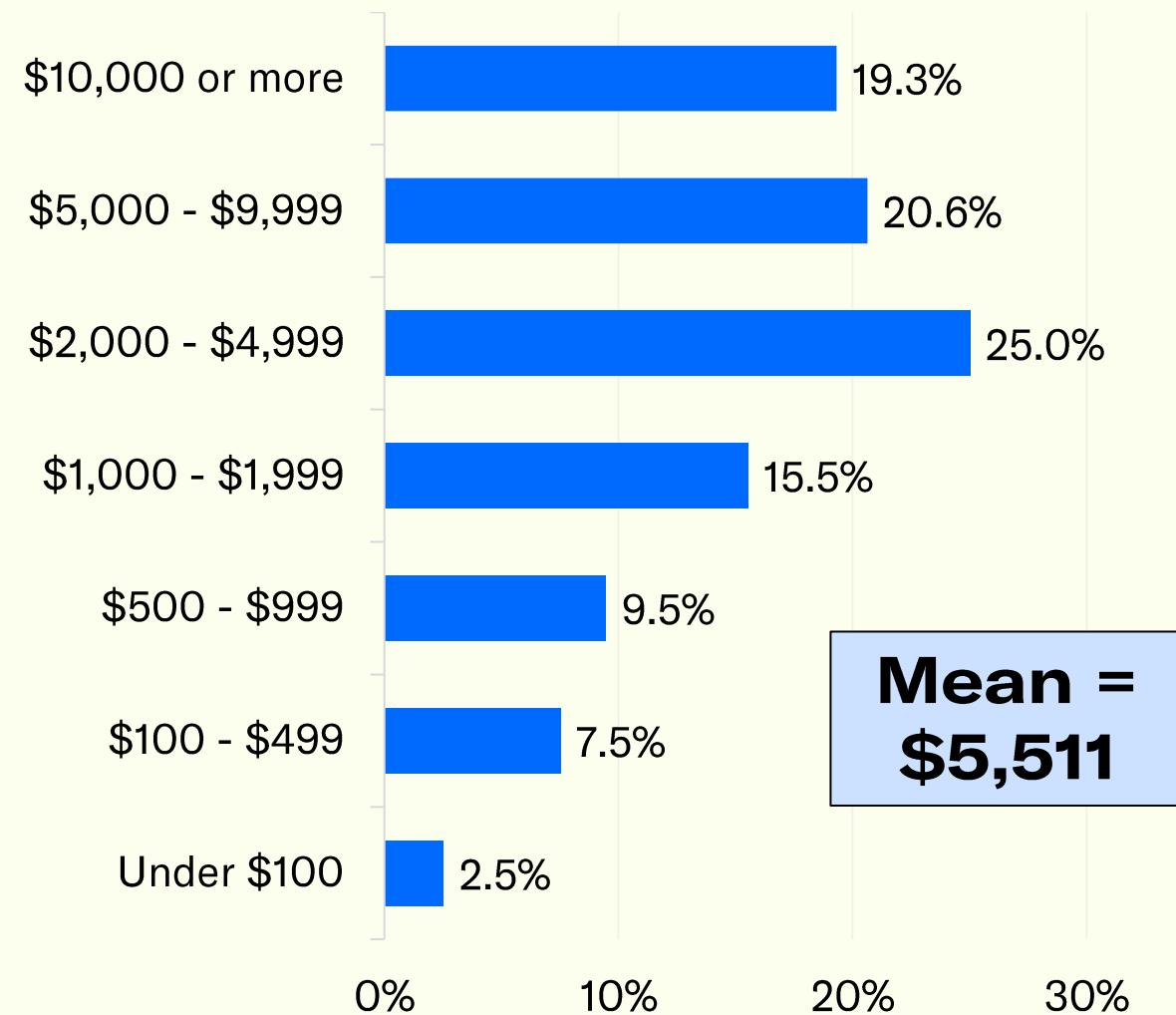
Which best describes the combined annual income of all members of your household?



Maximum Travel Budgets Decreased in December

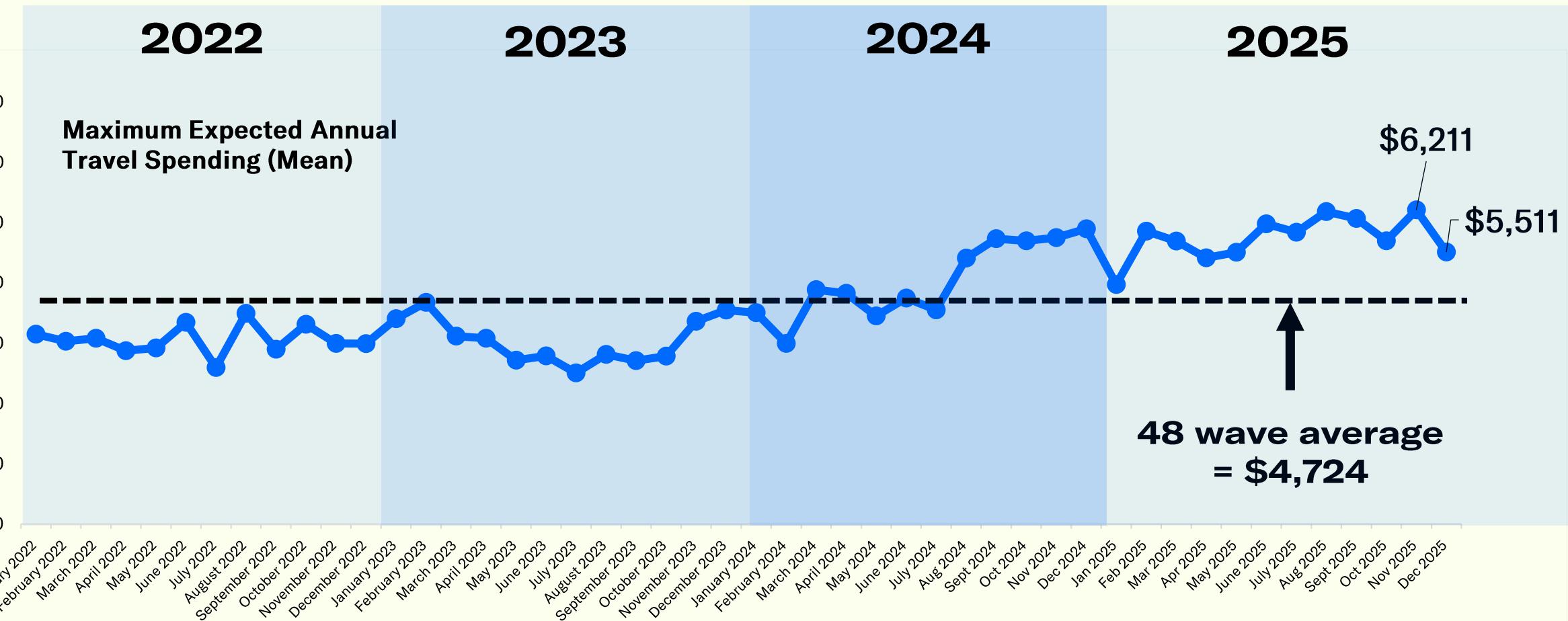
Question:

How much IN TOTAL is the maximum you will spend on leisure travel (including airfare, accommodations and all other trip related spending) during the NEXT 12 MONTHS?



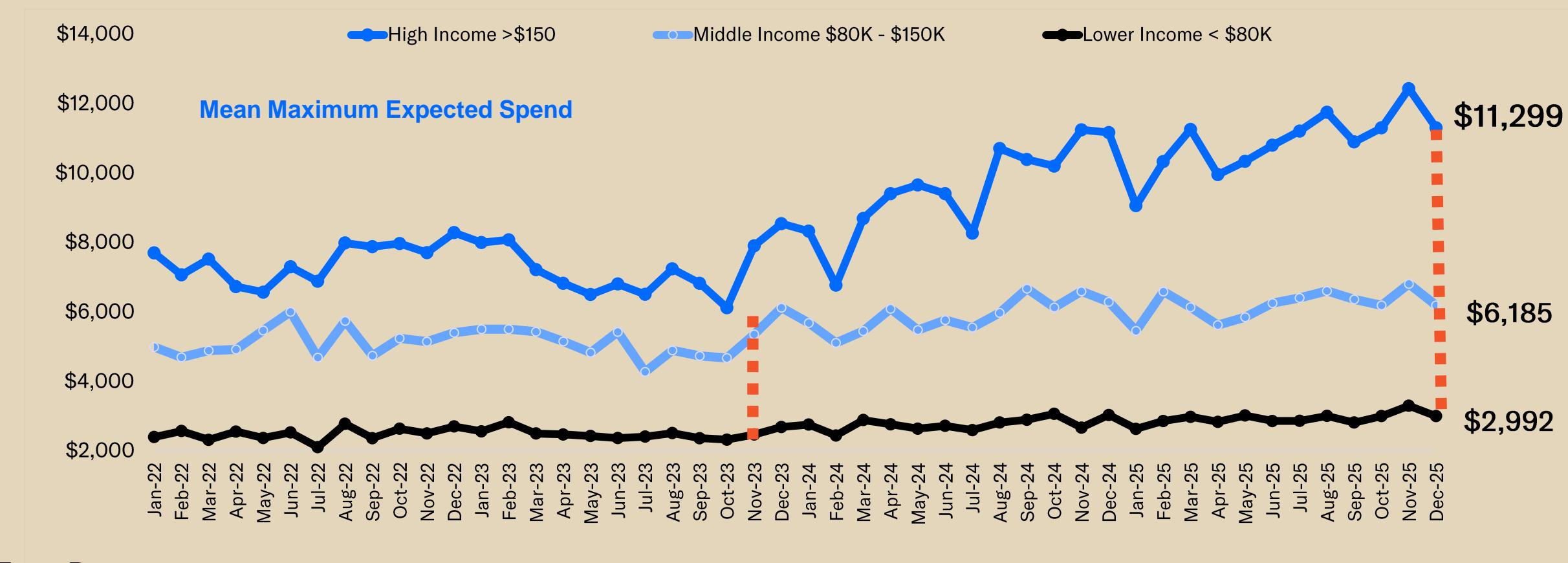
Maximum Travel Budgets Decreased

Question: How much IN TOTAL is the maximum you will spend on leisure travel (including airfare, accommodations and all other trip related spending) during the NEXT 12 MONTHS? Maximum I would spend on leisure travel (next 12 months):



Affluent Travelers Race Ahead in Travel Spending Growth

Question: How much IN TOTAL is the maximum you will spend on leisure travel (including airfare, accommodations and all other trip related spending) during the NEXT 12 MONTHS? Maximum I would spend on leisure travel (next 12 months):



The Impact of a US Recession on Travel Sentiment

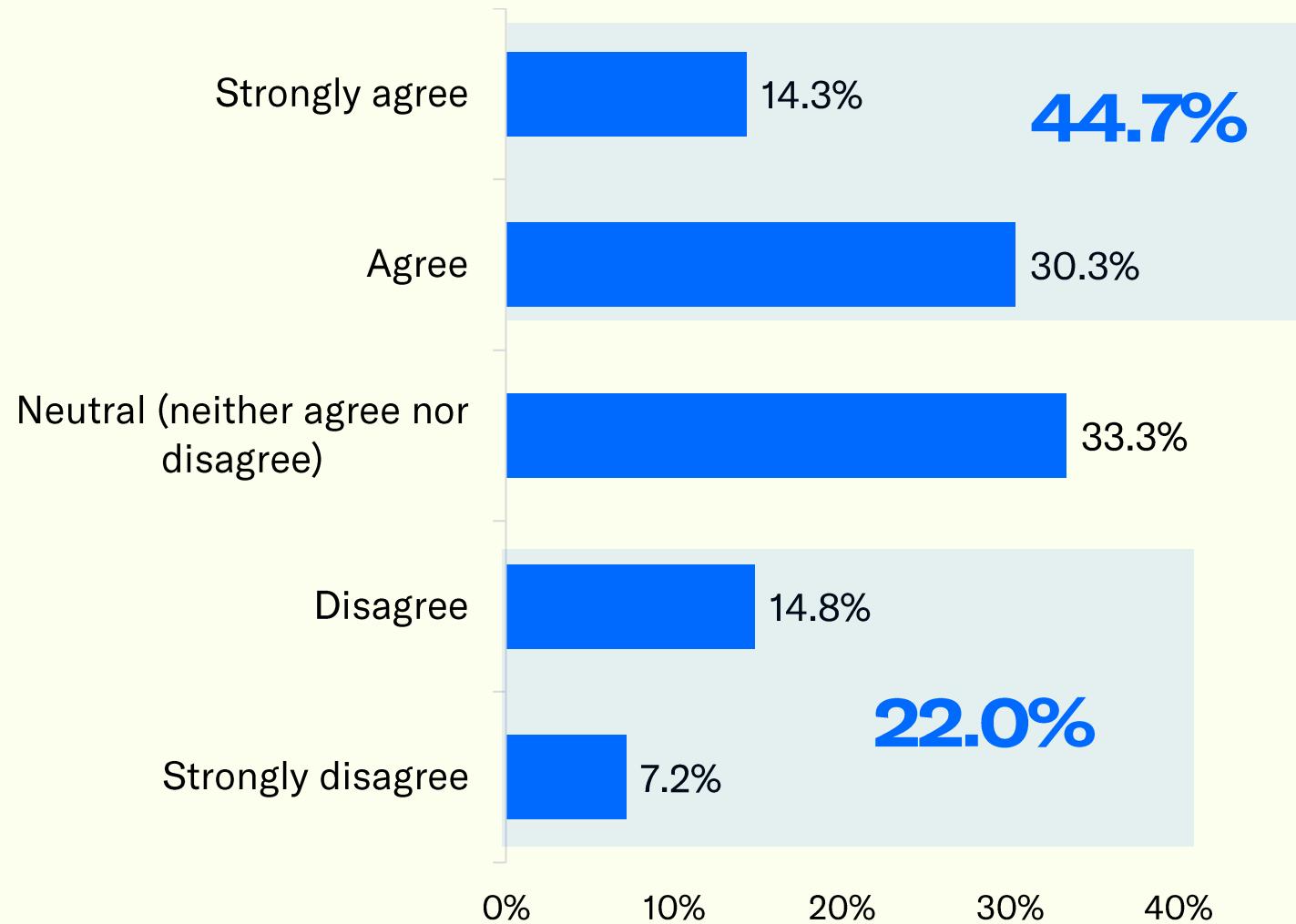
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Recession Anxiety Softens Slightly

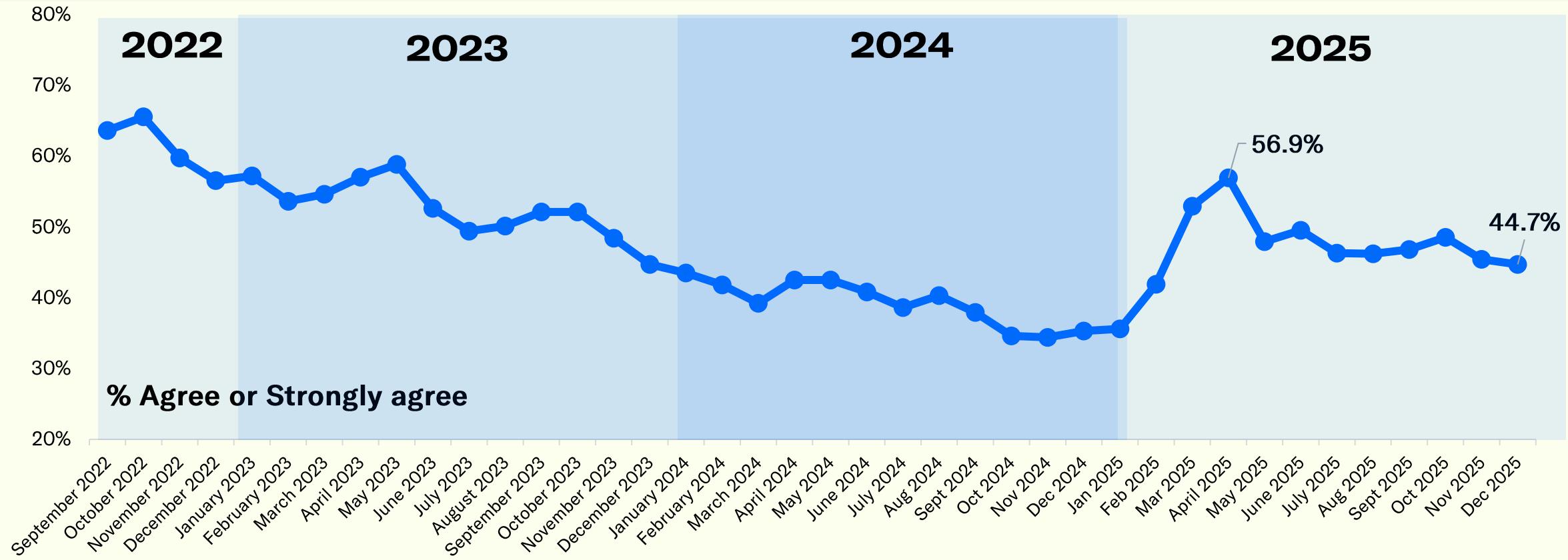
Statement Agreement:

I expect the United States will enter an economic recession sometime in the NEXT SIX (6) MONTHS.



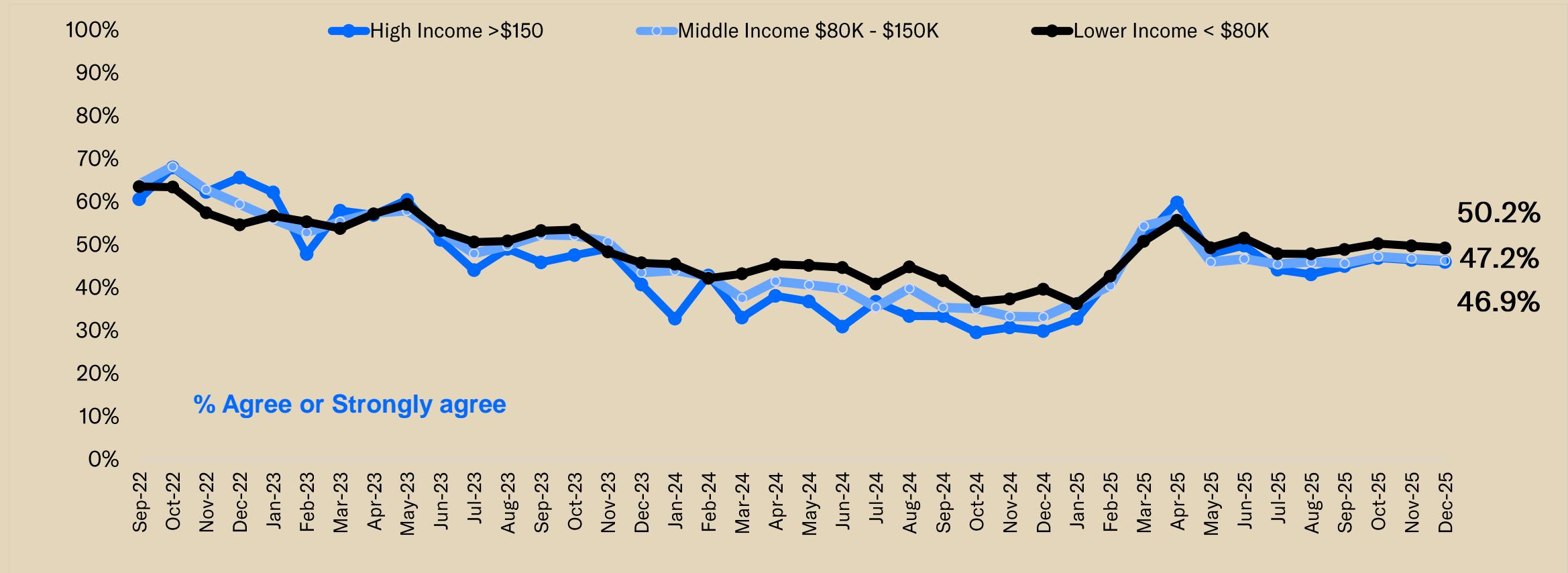
Recession Fears Remain Elevated— but Are No Longer Escalating

Statement Agreement: I expect the United States will enter an economic recession sometime in the NEXT SIX (6) MONTHS.



All Income Levels Share Similar Recessionary Concerns

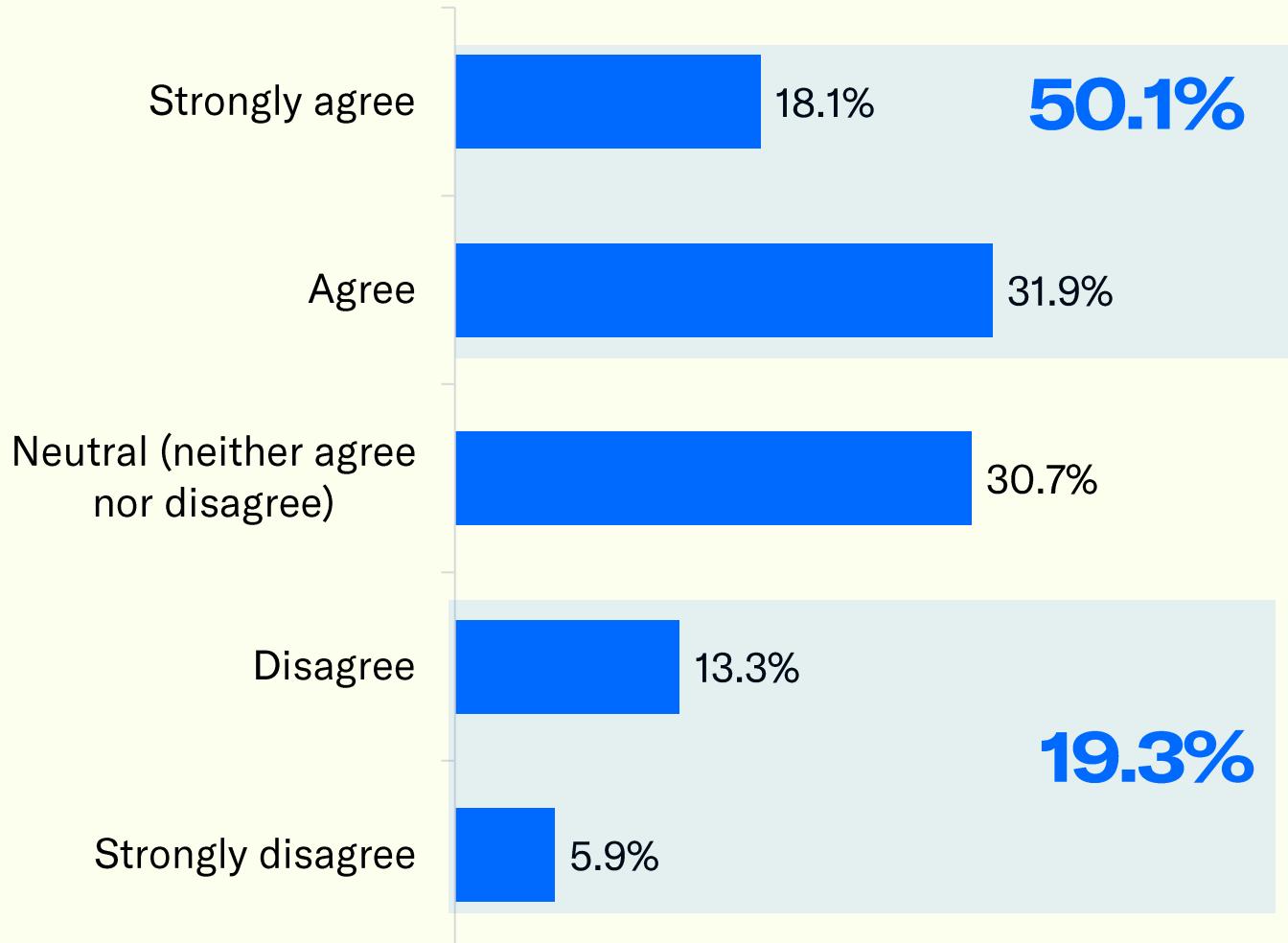
Statement: I expect the United States will enter an economic recession sometime in the NEXT SIX (6) MONTHS.



Recession Jitters Lead to More Careful Travel Spending

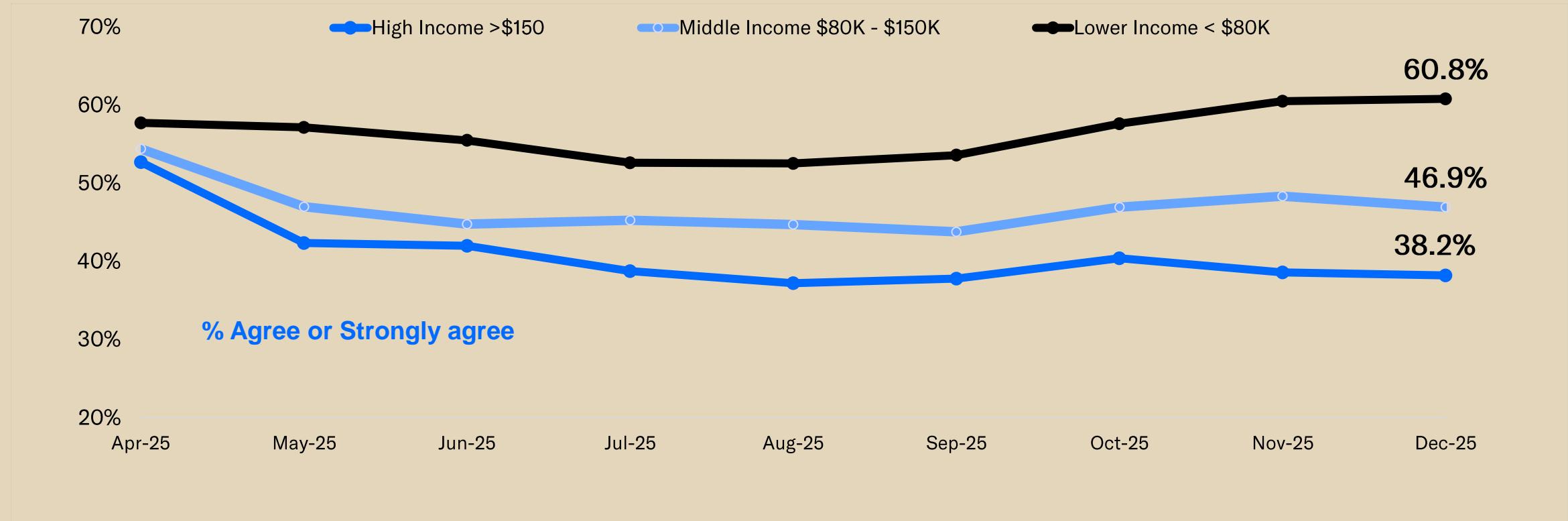
Question:

Right now, I am being careful with my money because I'm concerned about an upcoming recession.



Spending Restraint Strongest Among Travelers of Modest Means

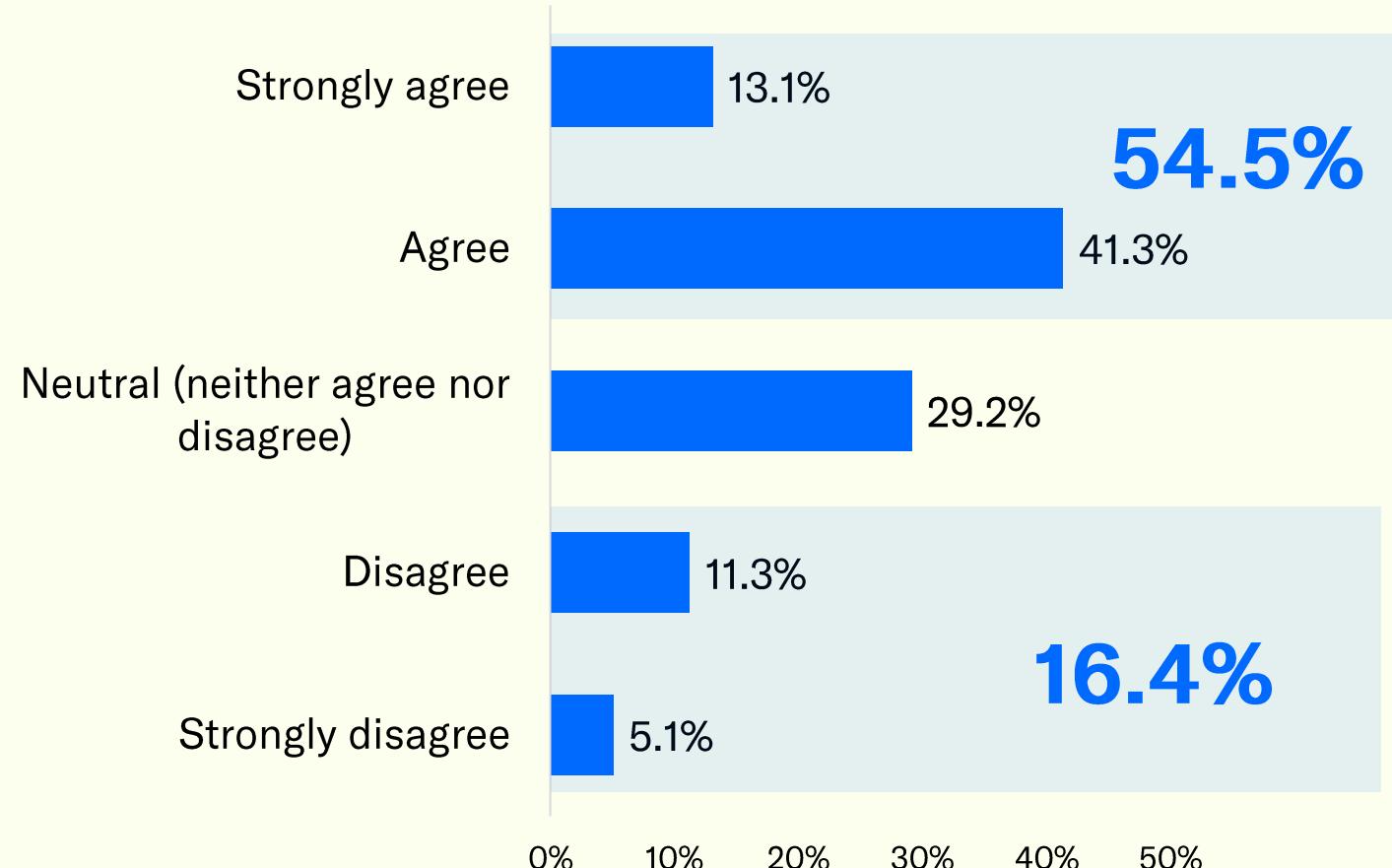
Statement: Right now, I am being careful with my money because I'm concerned about an upcoming recession.



56% Say Travel Is a Worthwhile Investment Even in an Economic Downturn

Question:

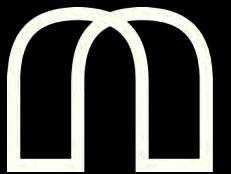
Even in an economic recession, I'd consider travel to be a worthwhile investment.



A wide-angle photograph of a mountainous landscape at sunset. The sky is filled with orange and pink clouds, and their reflection is perfectly mirrored in the calm water of a lake in the foreground. The mountains are rugged and dark, with some snow or ice visible on their peaks. In the distance, a small town or settlement is visible on the shore of the lake.

South Dakota Oriented Travelers

Future Partners



Demographics

Year

Curated Collections

Filters

2025 YTD

States

South Dakota

(All)

Recent Visitors

Recent Visitors to South Dakota (Past 12 Months)

Gender



Generation



Marital Status



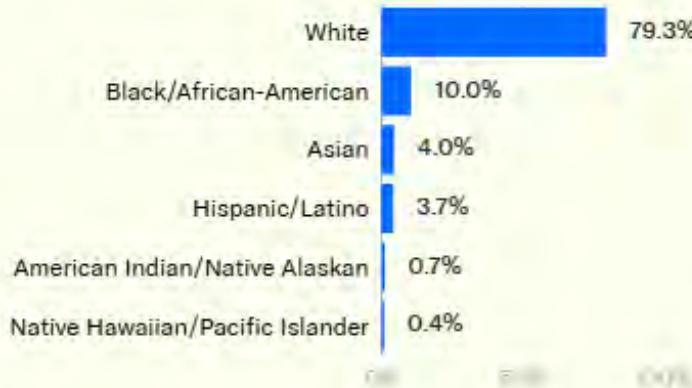
Orientation



Accessibility



Ethnicity/Race



Household Income



Education



Origin Markets

Recent Visitors to South Dakota (Past 12 Months)

Year

2025 YTD

Curated Collections

States

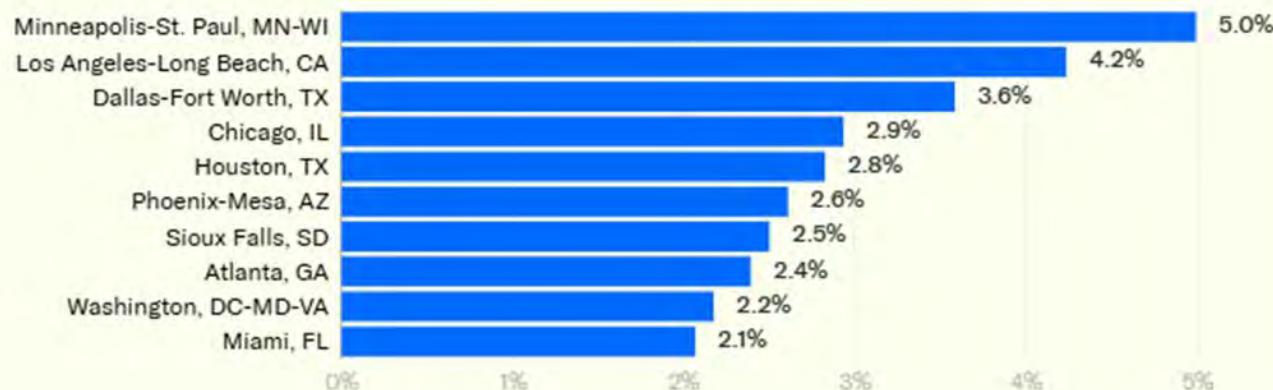
Filters

South Dakota

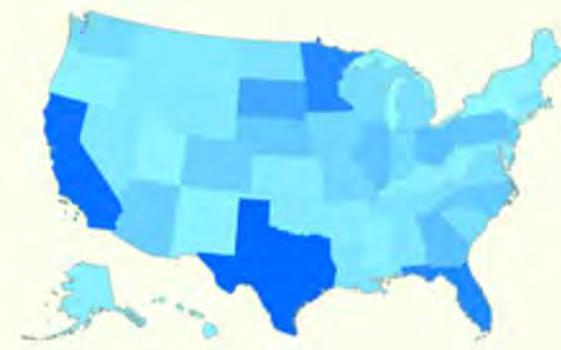
(All)

Recent Visitors

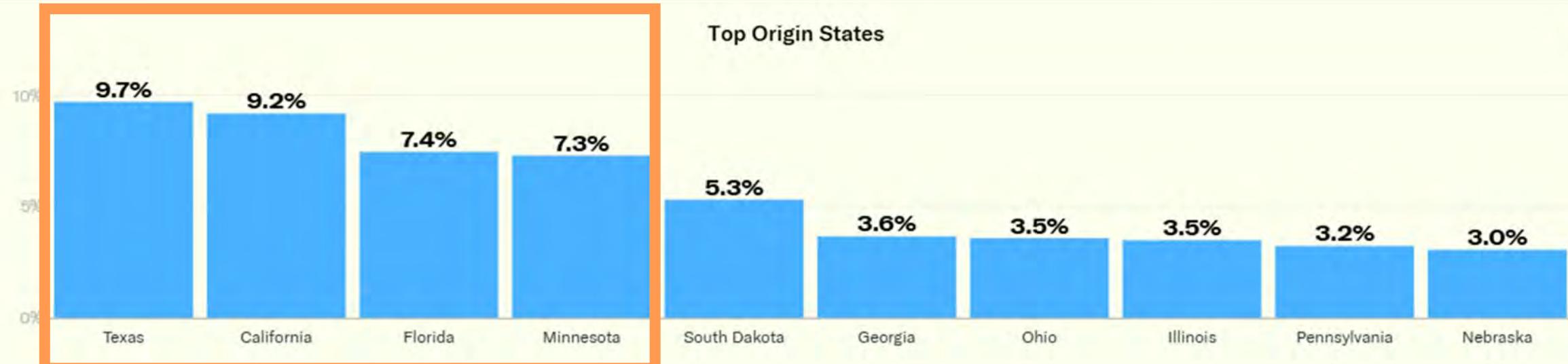
Top Origin Metros



Origin Map



Top Origin States



Travel Behaviors

Recent Visitors to South Dakota (Past 12 Months)

Year

2025 YTD

Curated Collections

States

Filters

South Dakota

(All)

Recent Visitors

Traveler Segments

(Past 12 Months)



Air Travelers Travel by Commercial Airline

73.5%



Cruise Travelers Travel by Commercial Cruise Line

30.6%



Sporting Event Travelers Travel for a Sports Event

48.1%



Event & Festival Travelers Attended a Festival or Special Event

63.9%



Family Travelers Parent That Travels with School-Aged Children

43.6%

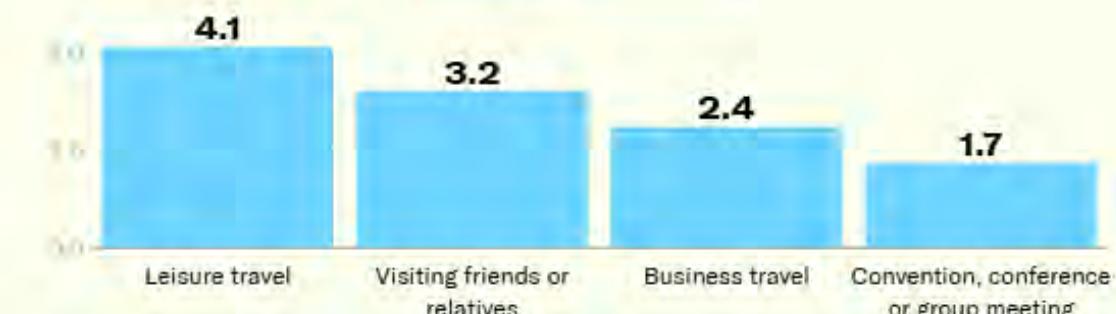


Trips Taken in the Past Two Years

(Average per Trip Type)

Total

11.3 trips



Paid Accommodations

(Overnight Stay in the Past Two Years)

Full-service or 3-4 star

61.0%

Budget hotel or motel

42.1%

Luxury or 5-star

32.9%

Peer-to-peer lodging

22.3%

Vacation home rental

20.5%

0% 20% 40% 60% 80% 100%

Travel Sentiment

Year

2025 YTD

Curated Collections

States

Filters

South Dakota

(All)

Recent Visitors

Recent Visitors to South Dakota (Past 12 Months)



Most Desired Domestic Destinations

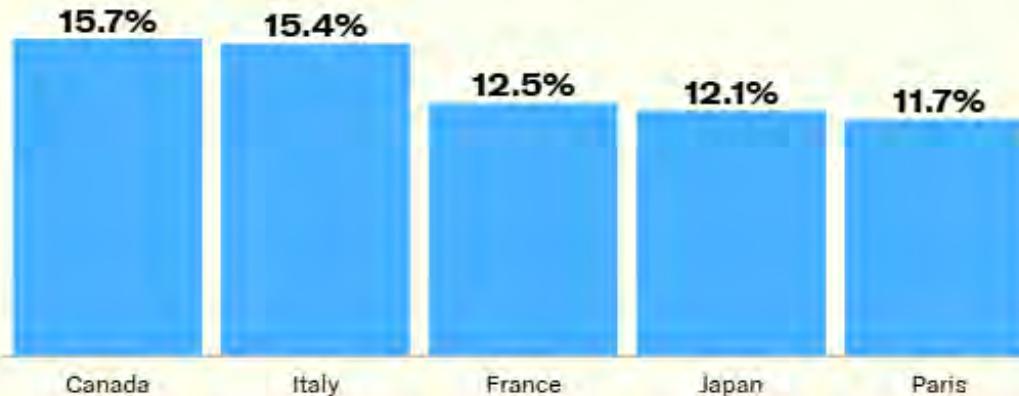


Travel Expectations

(Past 12 Months vs Next 12 Months)



Most Desired International Destinations



Anticipated Travel Spend

(Average Predicted Spend in the Next 12 Months)

\$6,116

Anticipated Spend for Domestic Leisure Travel

Travel Inspiration Resources

Likely Visitors to South Dakota (Next 12 Months)

Curated Collections

States

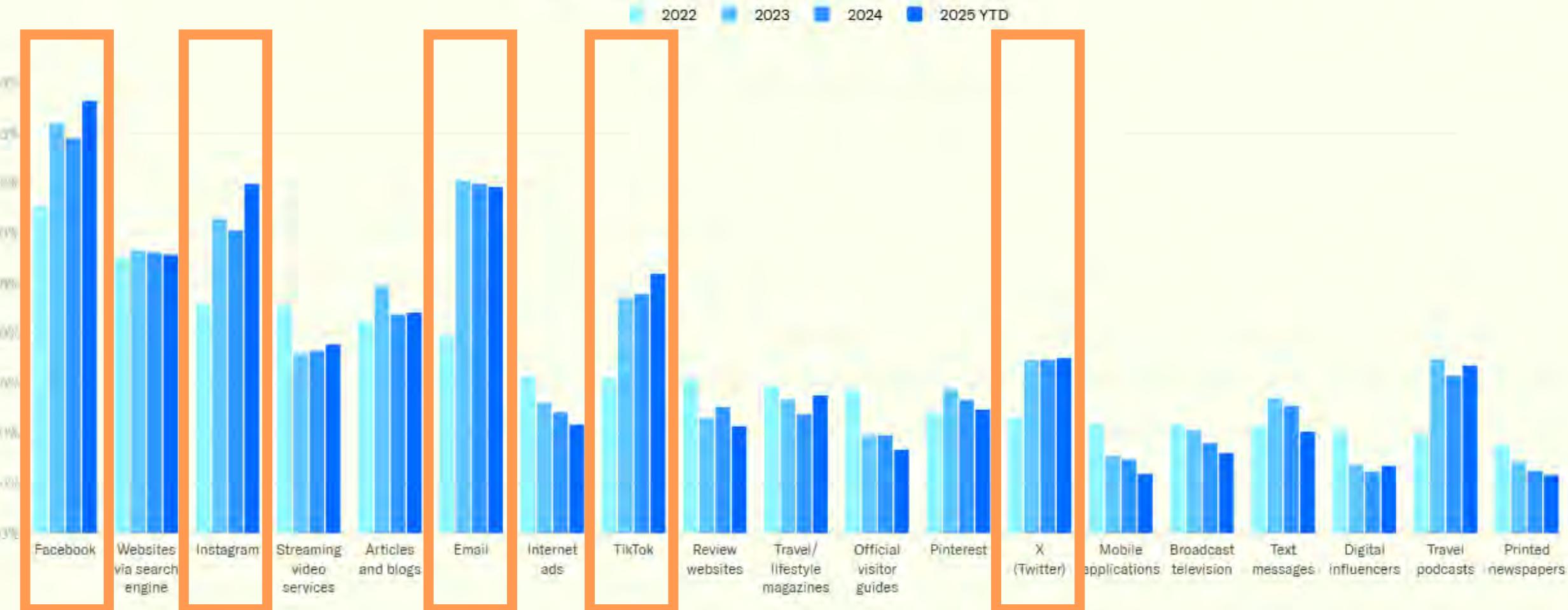
Filters

South Dakota

(All)

Likely Visitors

Most Effective Travel Inspiration Resources by Year



Question: Please think about how travel destinations could best reach you with their messages right now. Where would you generally be MOST RECEPTIVE to learning about new destinations to visit? (Please select all that apply)

Social Media Platforms in Travel Planning

Likely Visitors to South Dakota (Next 12 Months)

Curated Collections

States

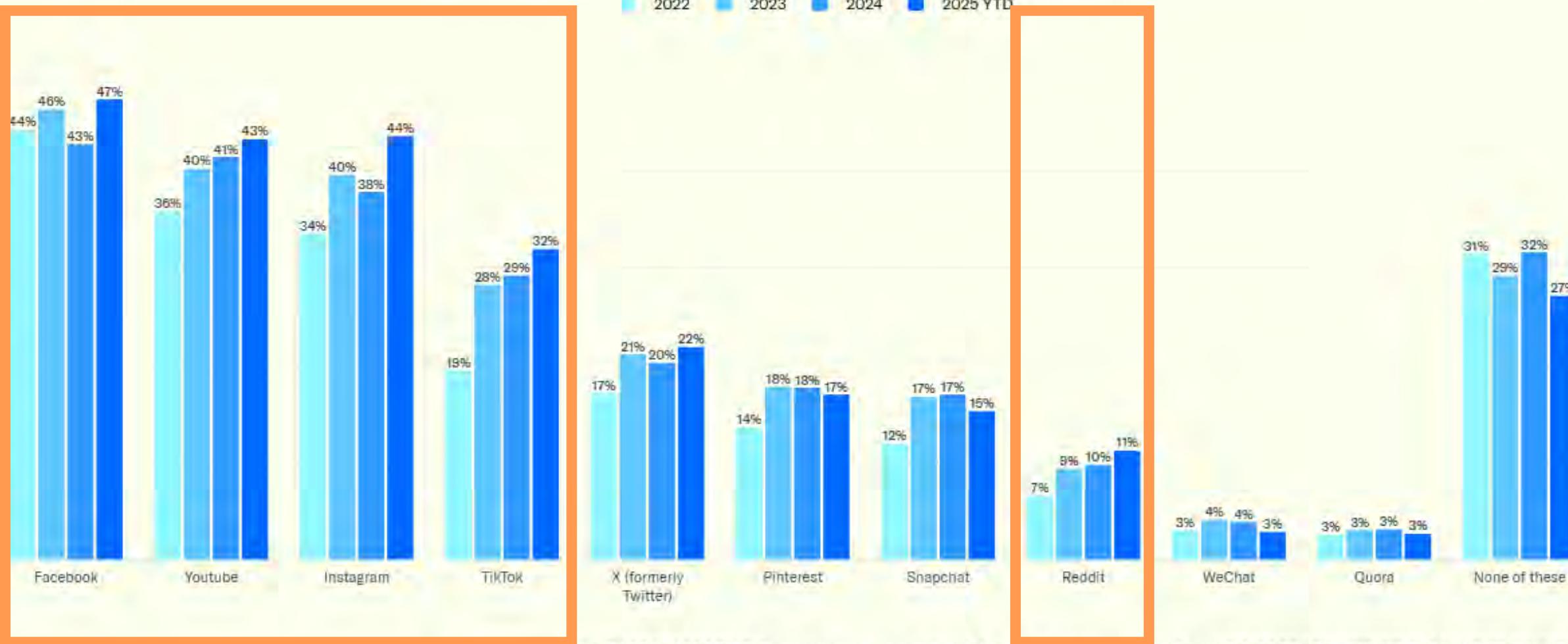
Filters

South Dakota

All

Likely Visitors

Social Media Platforms Used for Travel Planning in the Past 12 Months



Question: In the PAST 12 MONTHS, have you used any of the following social media platforms TO PREPARE FOR OR PLAN YOUR TRAVELS?
(Select all that apply)

Brand Equity Index Summary

Year
2025 YTD

Destination Type
States

Destination
South Dakota

Competitive Set
(All)

Future Partners Destination Brand Equity Index is made up of the following **six key elements**, which are considered as the important components of a brand's equity. These factors are then utilized to calculate a destination's index score on a 100-pt scale.

Awareness

The extent to which travelers are familiar with a destination as a viable place to visit.



Reputation

The overall appeal and perceived quality of the destination among travelers.



Differentiation

How unique and distinct the destination's visitation experience is compared to others.



Energy/Momentum

The perception of how much the destination's popularity has increased/decreased recently.



Relevance

The likelihood that a consumer will consider visiting the destination in the next few years.



Loyalty

The degree to which consumers have visited the destination in the past.



46.2

South Dakota
(-0.3pts YOY)

Competitor Rankings

(Index Ratings - South Dakota vs. Top Ranking Competitive Set)

Average: 45.2



Source: All values indicate how each destination compares relative to the selected competitive set. All 100 factors are included.

Destination Attributes Ratings

Year

2025 YTD

Destination Type

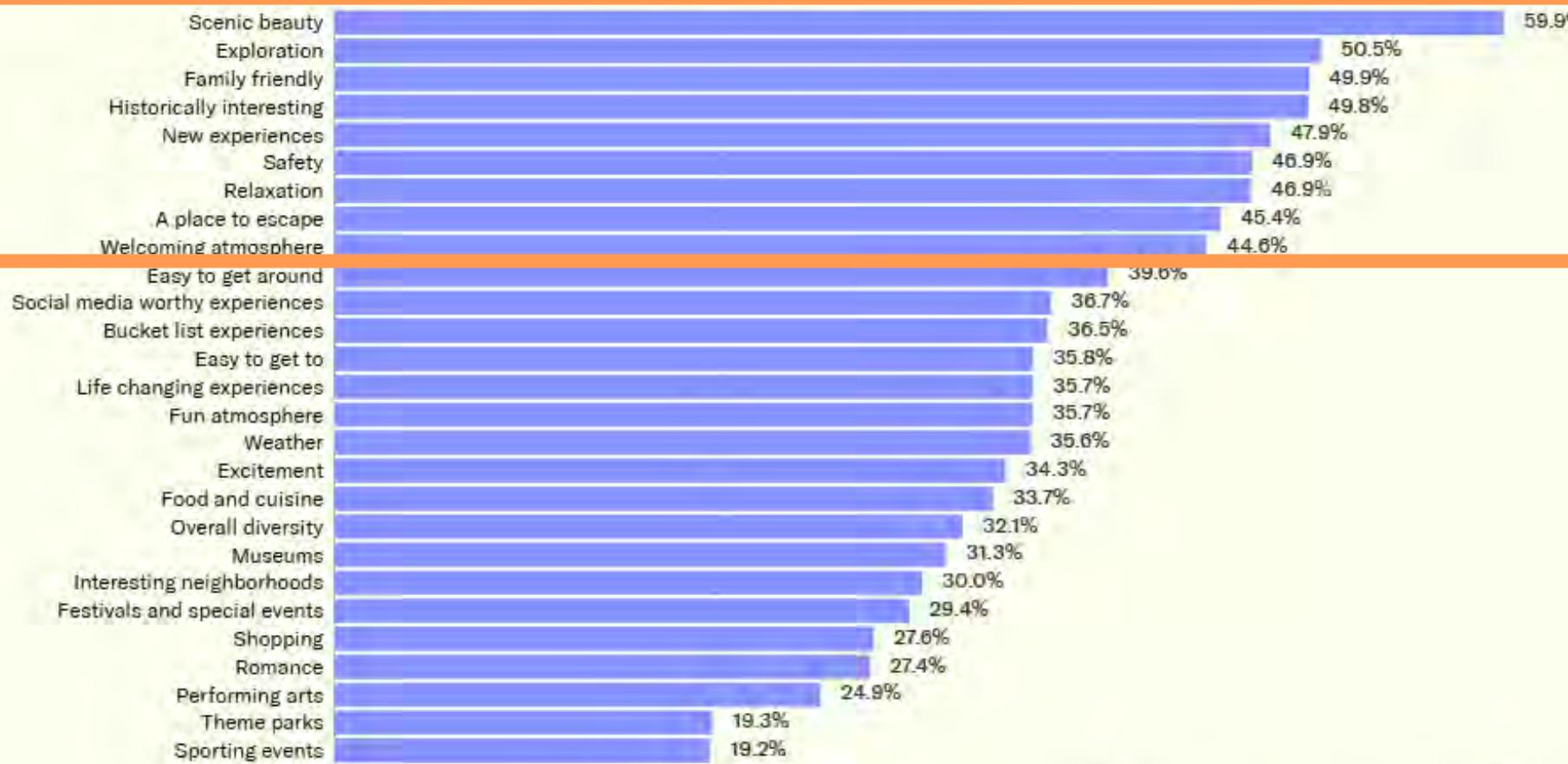
States

Destination

South Dakota

South Dakota, 2025 YTD

(Top 3 Box - % Rating the Attribute "Slightly good" to "Extremely good" for South Dakota)



Question: Please think about South Dakota as a place to visit for leisure. Given what you currently know about it, please rate the destination for each of these attributes.

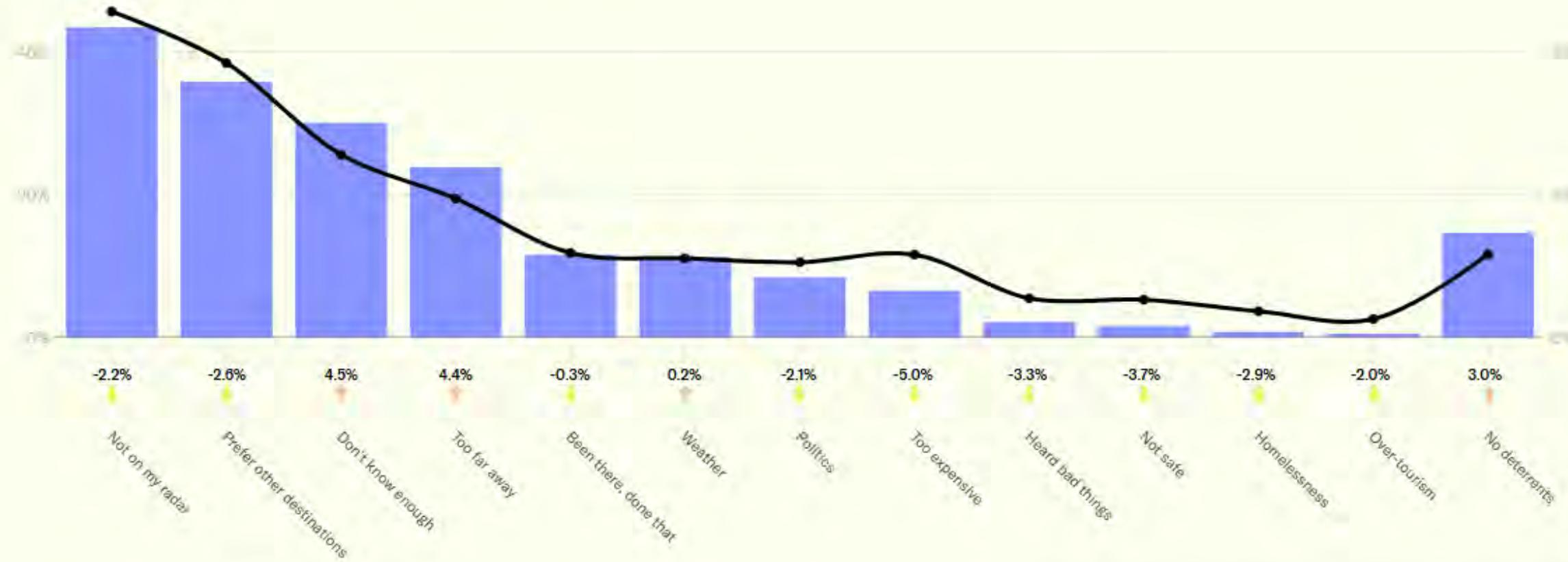
Base: South Dakota set, 2025 YTD respondents, 764 completed surveys.

Destination Deterrents - Destination vs. Competitive Set

Year: 2025 YTD | Destination Type: States | Destination: South Dakota | Competitive Set: (All)

- South Dakota
- Competitive Set

South Dakota Travel Deterrents vs. Competitive Set Travel Deterrents
(% Unlikely Visitors Selecting a Deterrent from Visiting the Destination)



Methodology: This report uses mixed methods and statistical analysis to compare travel deterrents across destinations.

Traveler Tech Trends



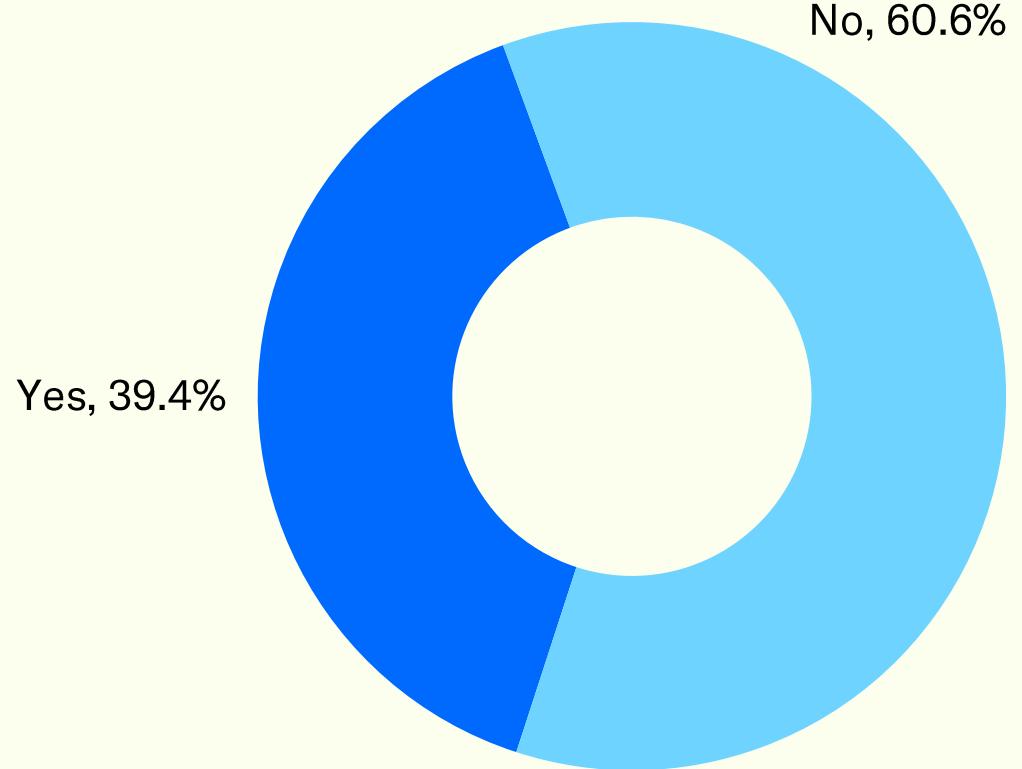
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4-in-10 travelers use offline resources to plan their travels

Question:

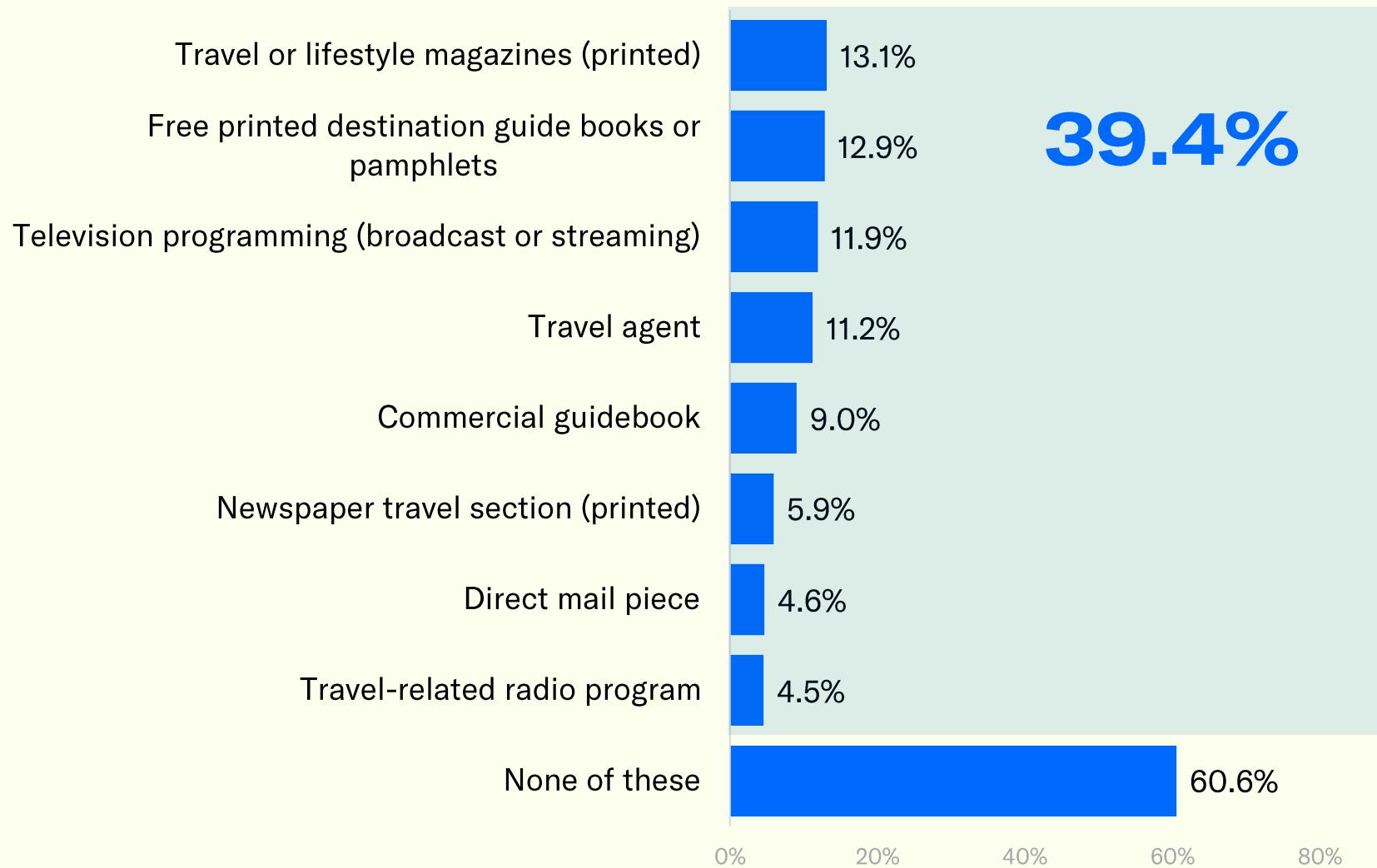
In the PAST 12 MONTHS, which of these resources have you used to help plan your travel? (Select all that apply) PLEASE ONLY CHECK IF USED FOR TRAVEL PLANNING, IDEAS OR INSPIRATION]



Travel magazines are the leading offline source of planning information.

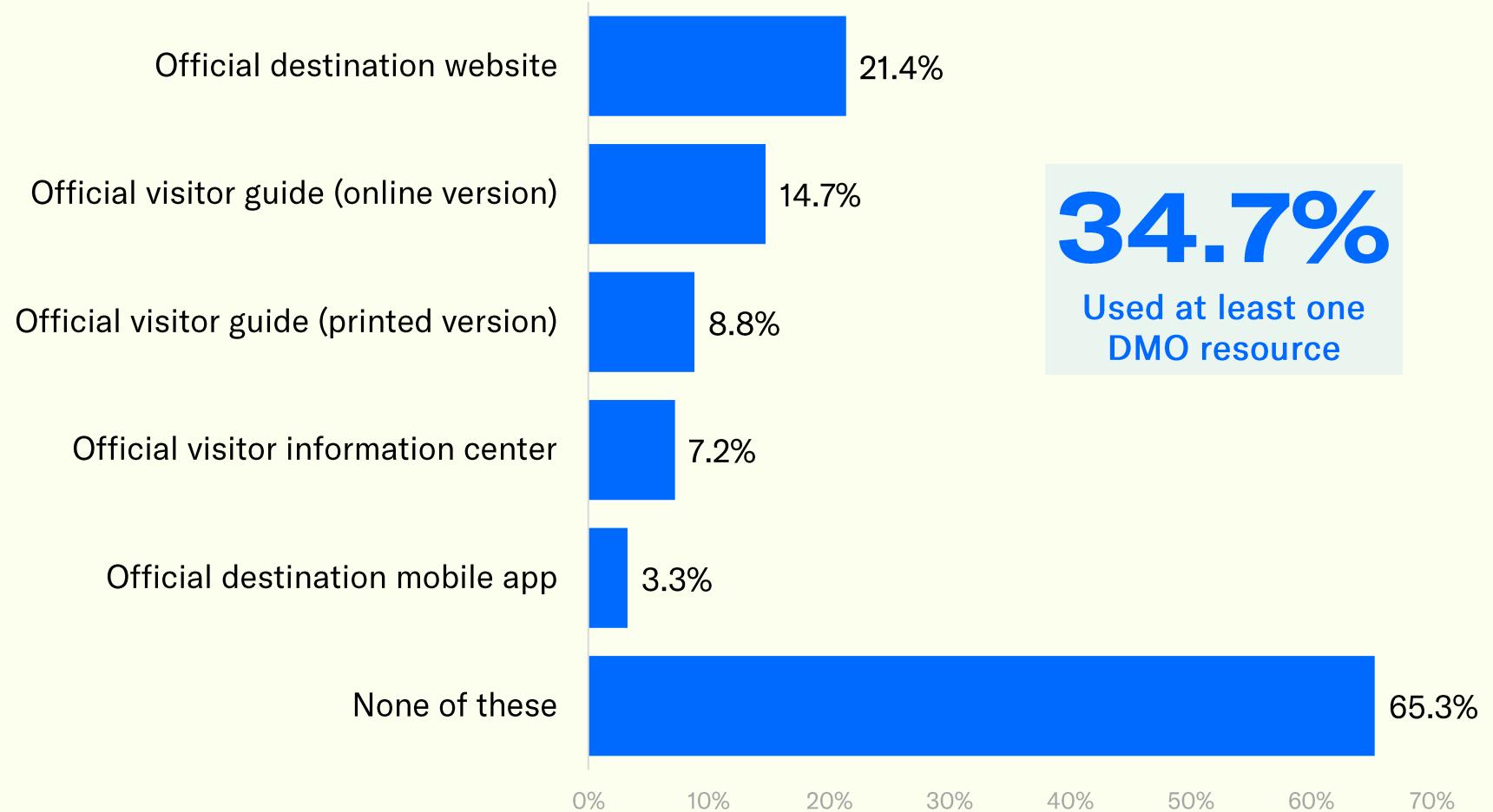
Question: In the PAST 12 MONTHS, which of these resources have you used to help plan your travel? (Select all that apply)

PLEASE ONLY CHECK IF USED FOR TRAVEL PLANNING, IDEAS OR INSPIRATION



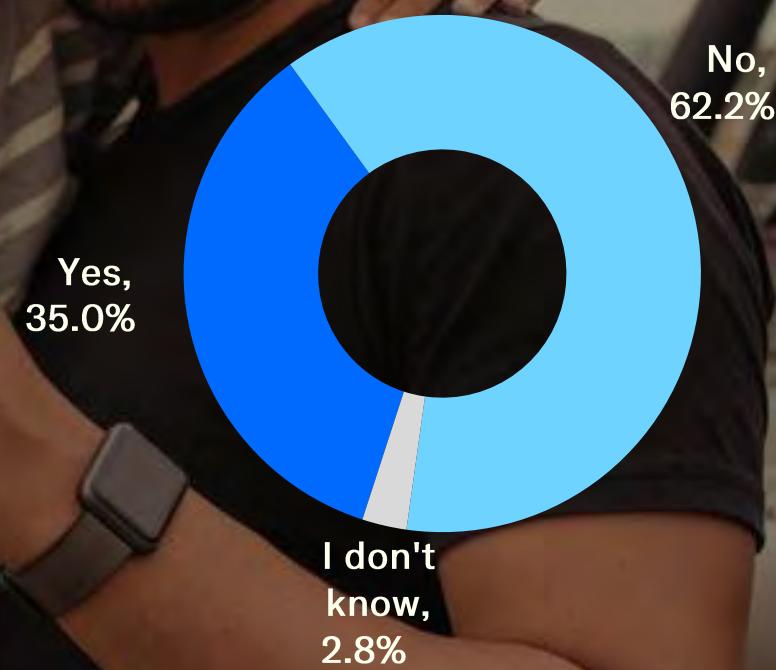
DMOs are used by about 1-in-3 travelers, with their websites leading the way.

Question: In the PAST TWELVE (12) MONTHS, have you used a destination's official local Visitors or Convention Bureau (or Chamber of Commerce), or state or national government tourism office to help plan any travel? If so, which resources did you use?



Online Video

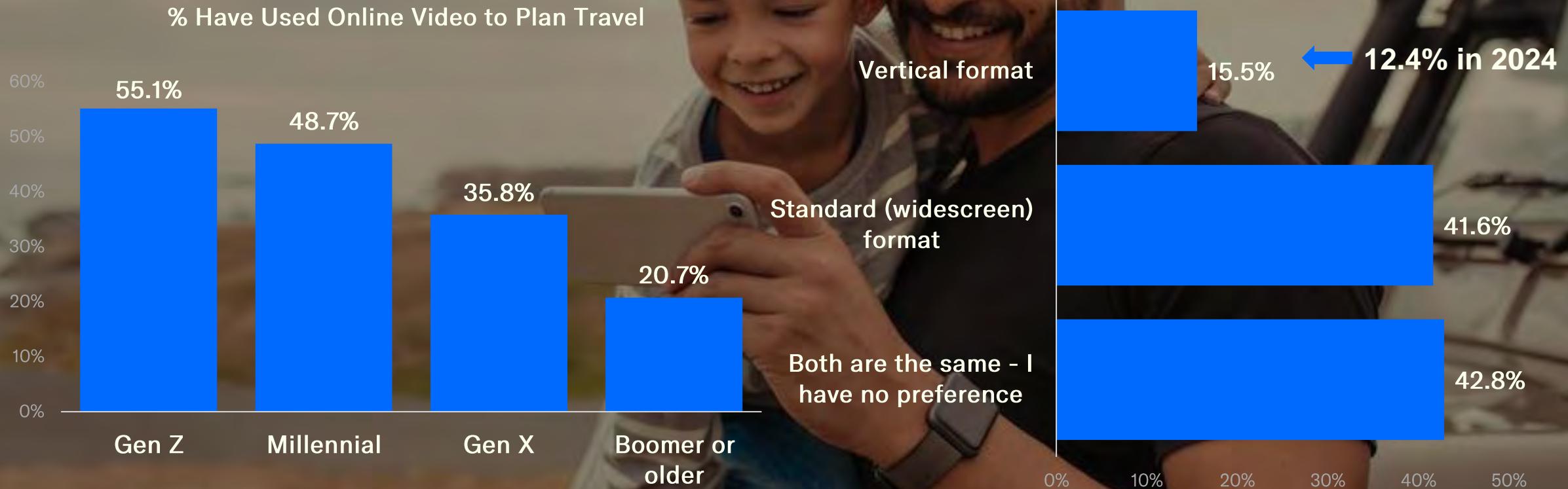
Used Online Video for Travel Planning
(past 12 months)



Future Partners



Online Video

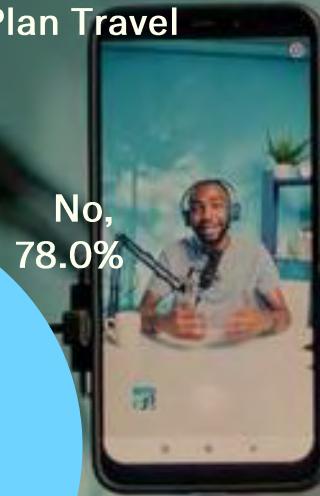
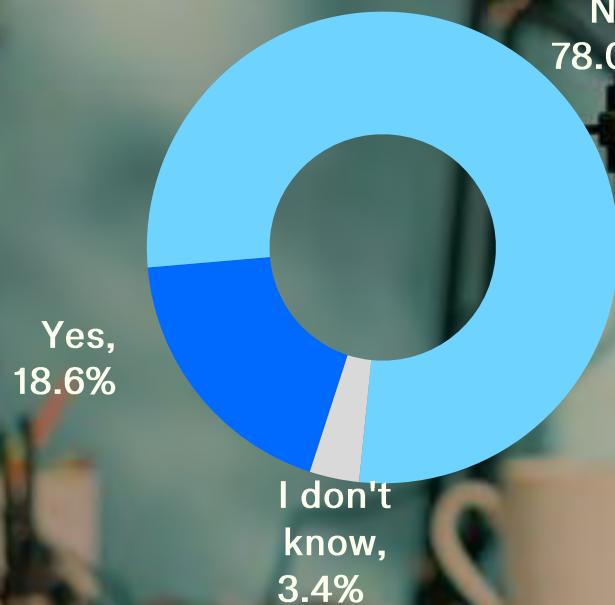


Future Partners

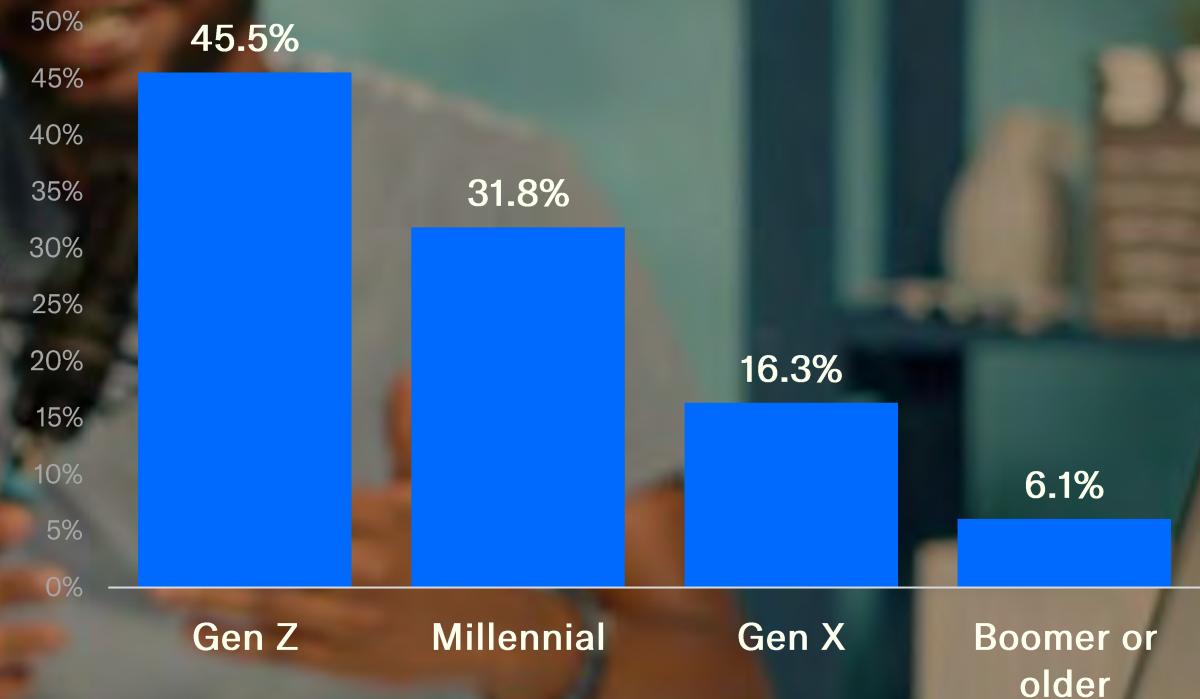


Digital Influencers

Used a Digital Influencer to Plan Travel
(past 12 months)



By Generation

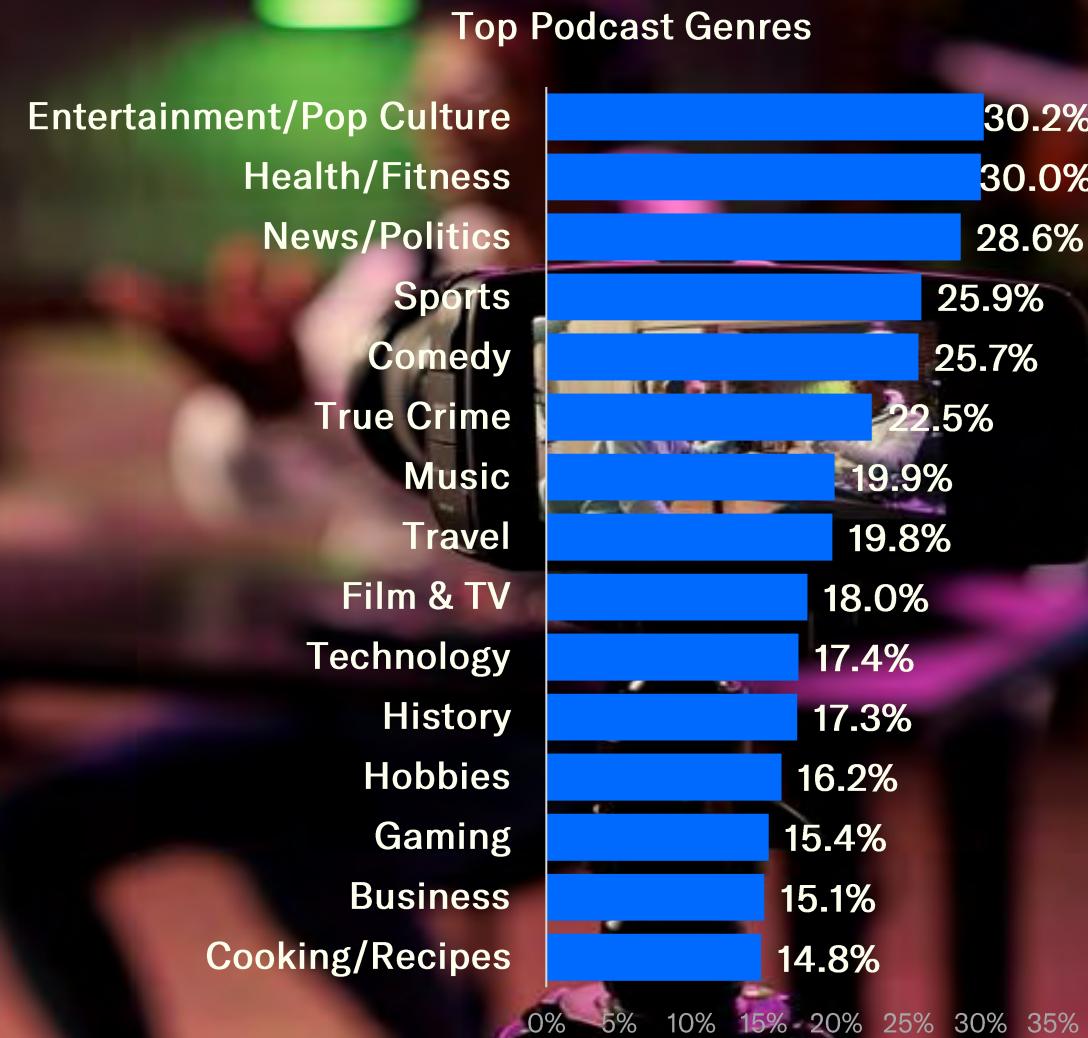


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Podcasts

Listen to Podcasts Regularly



Future Partners

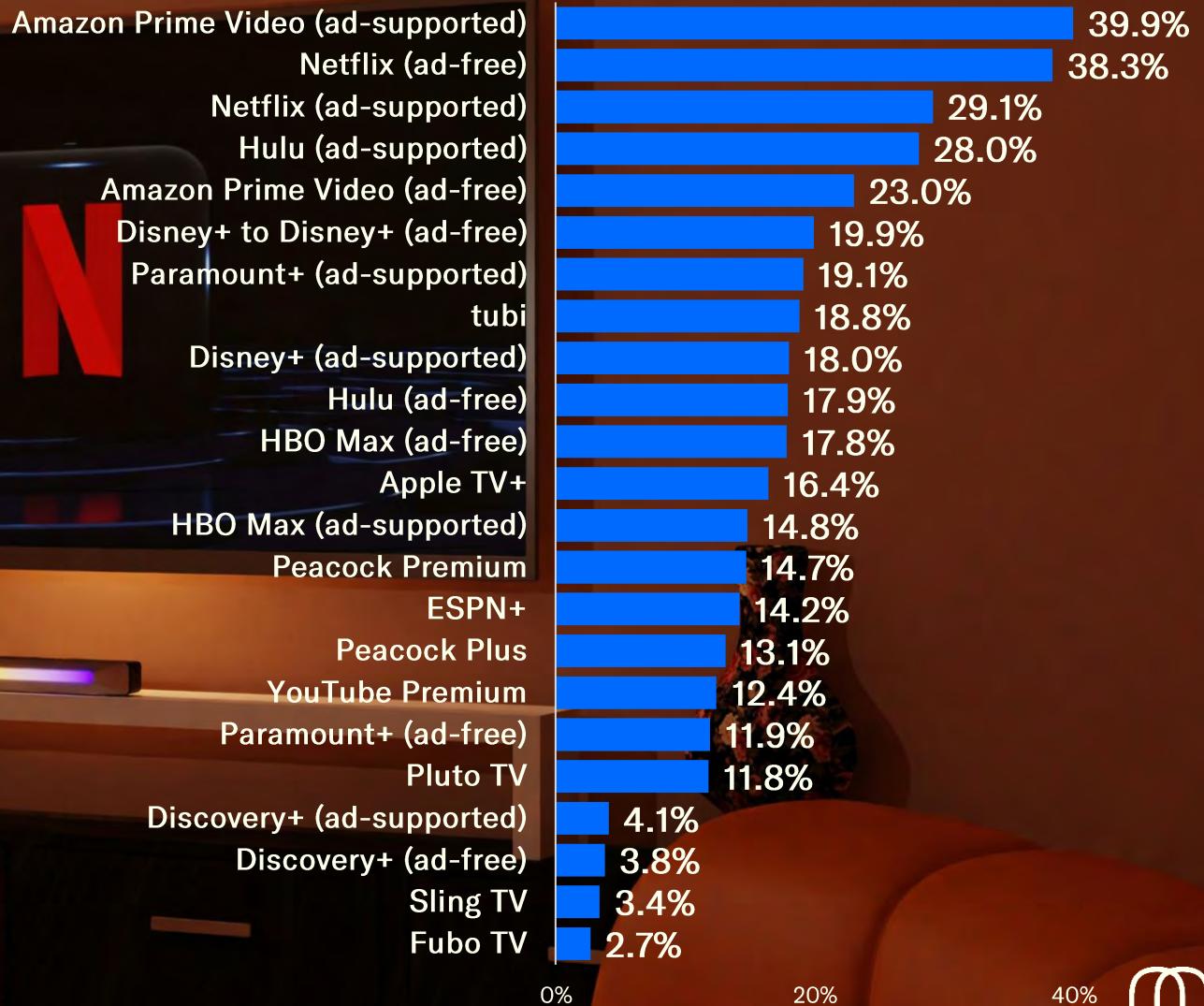
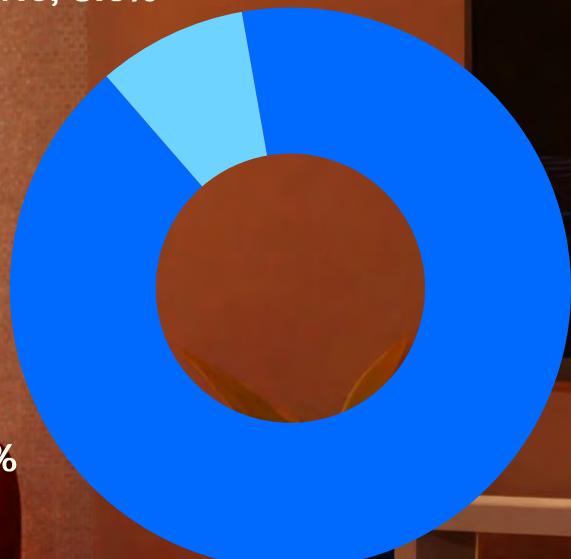


Streaming Services

% Regularly Watch Any Streaming Service

No, 8.6%

Yes, 91.4%



Future Partners



A woman with long, curly hair is wearing a white VR headset. She is interacting with a glowing, translucent globe of the Earth, which is surrounded by a network of lines and dots, representing a global network or data. The background is dark, making the glowing elements stand out.

Virtual & Augmented Reality

Future Partners



VIRTUAL REALITY HEADSETS

14.9%

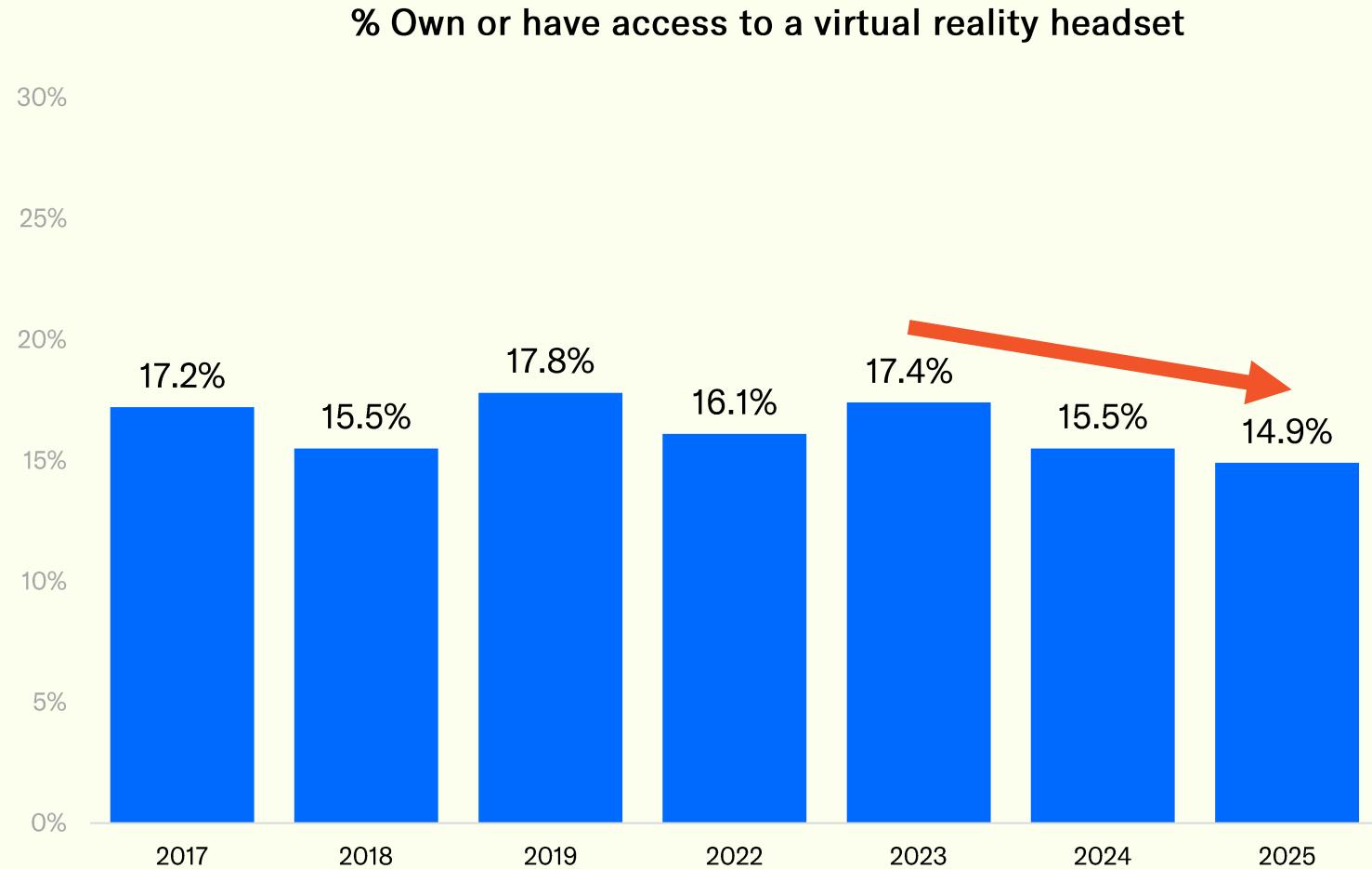
of travelers say they have
access to a *virtual reality*
headset.



Virtual reality headsets have not seen significant adoption over the past eight years.

Question:

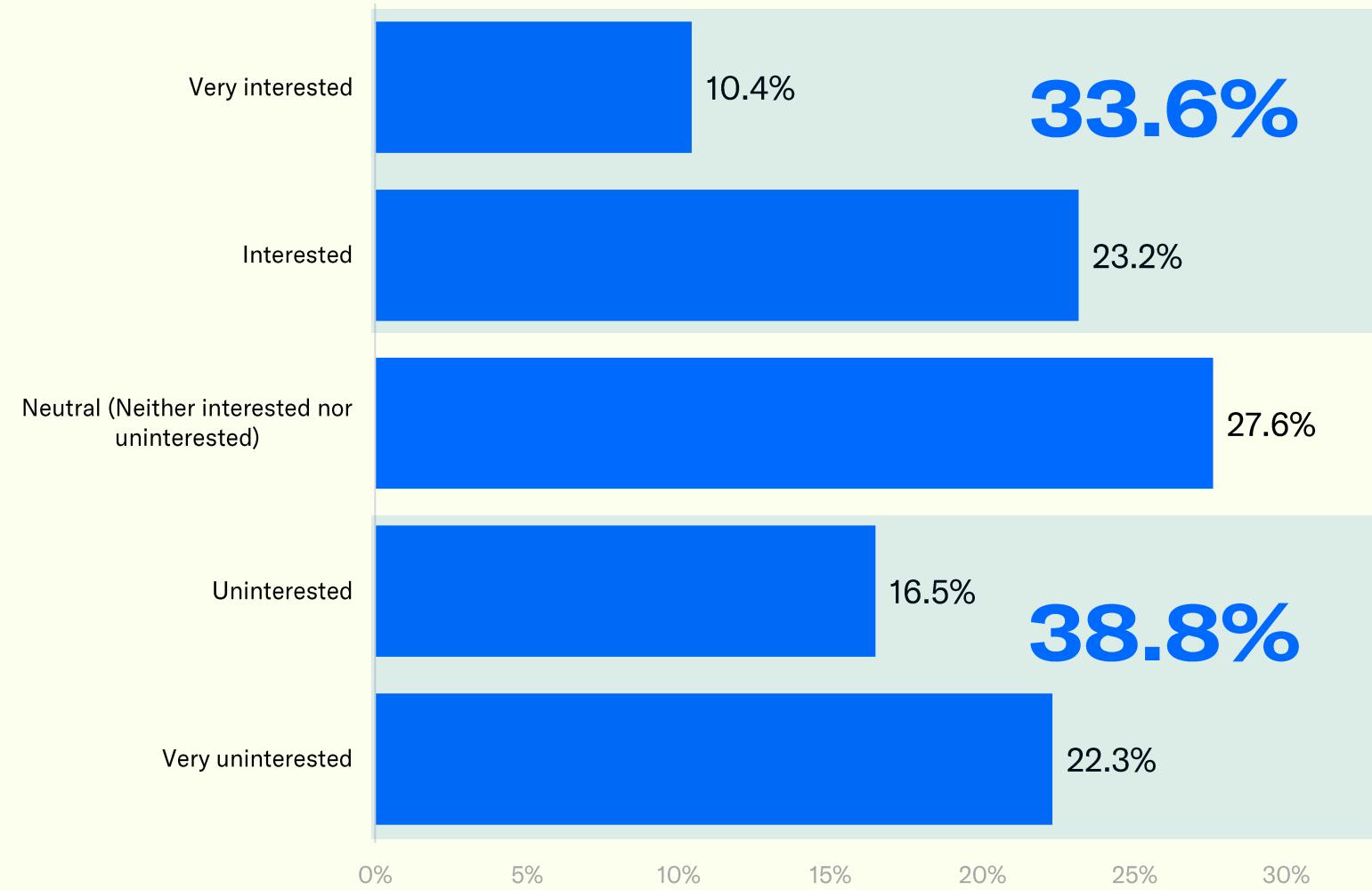
Do you currently own (or have access to use) a virtual reality headset?



One in three are interested in using VR headsets to research leisure destinations.

Question:

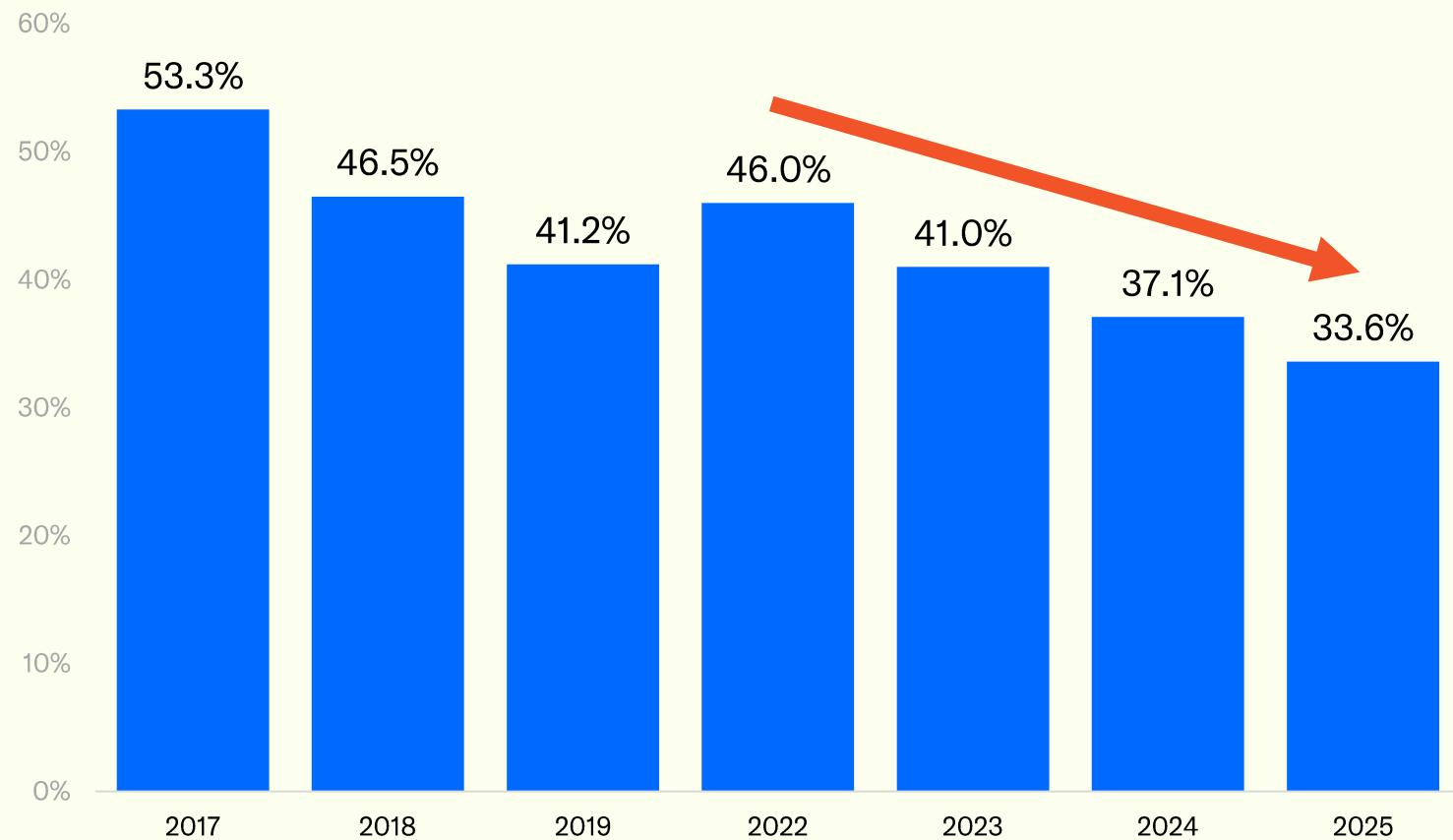
If good contents were available, how interested would you be in using a Virtual Reality Headset to research leisure destinations you are considering visiting?



Interest in using VR headsets to research leisure destinations has been declining over the past three years.

Question:

If good contents were available, how interested would you be in using a Virtual Reality Headset to research leisure destinations you are considering visiting?



Artificial Intelligence

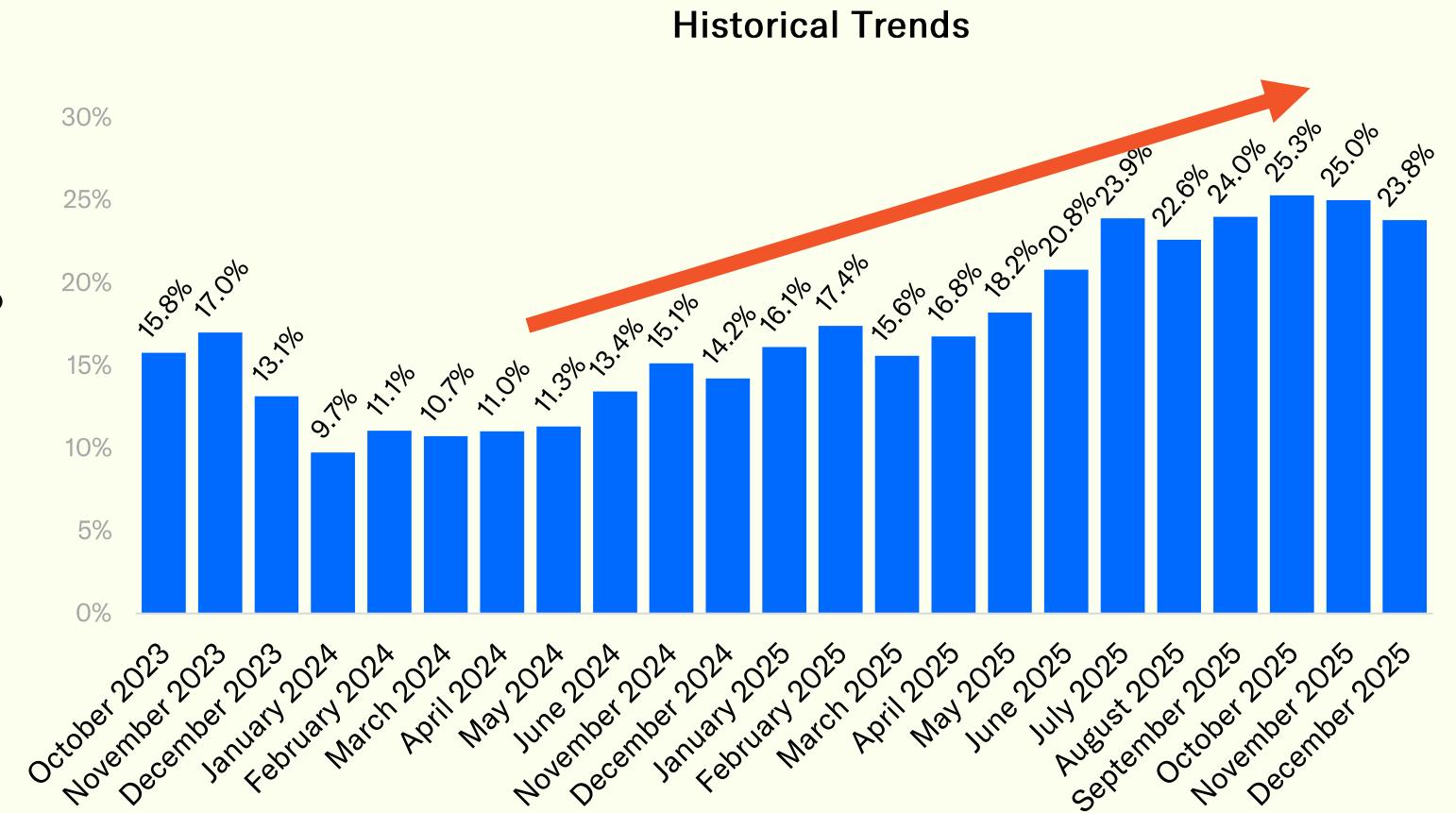
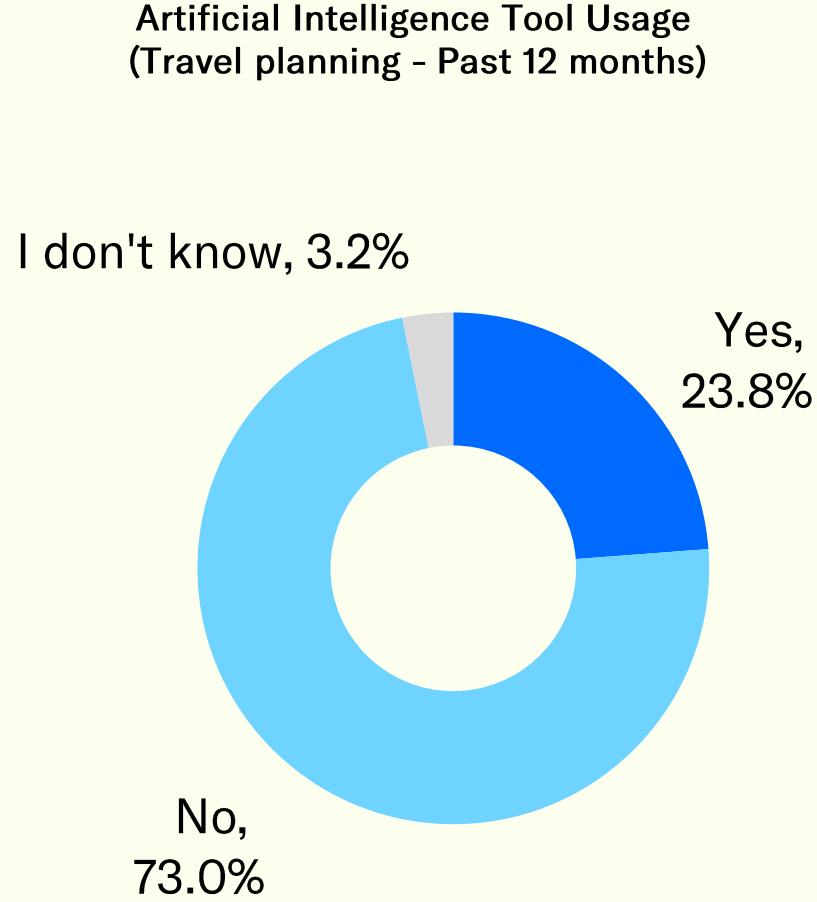


Future Partners





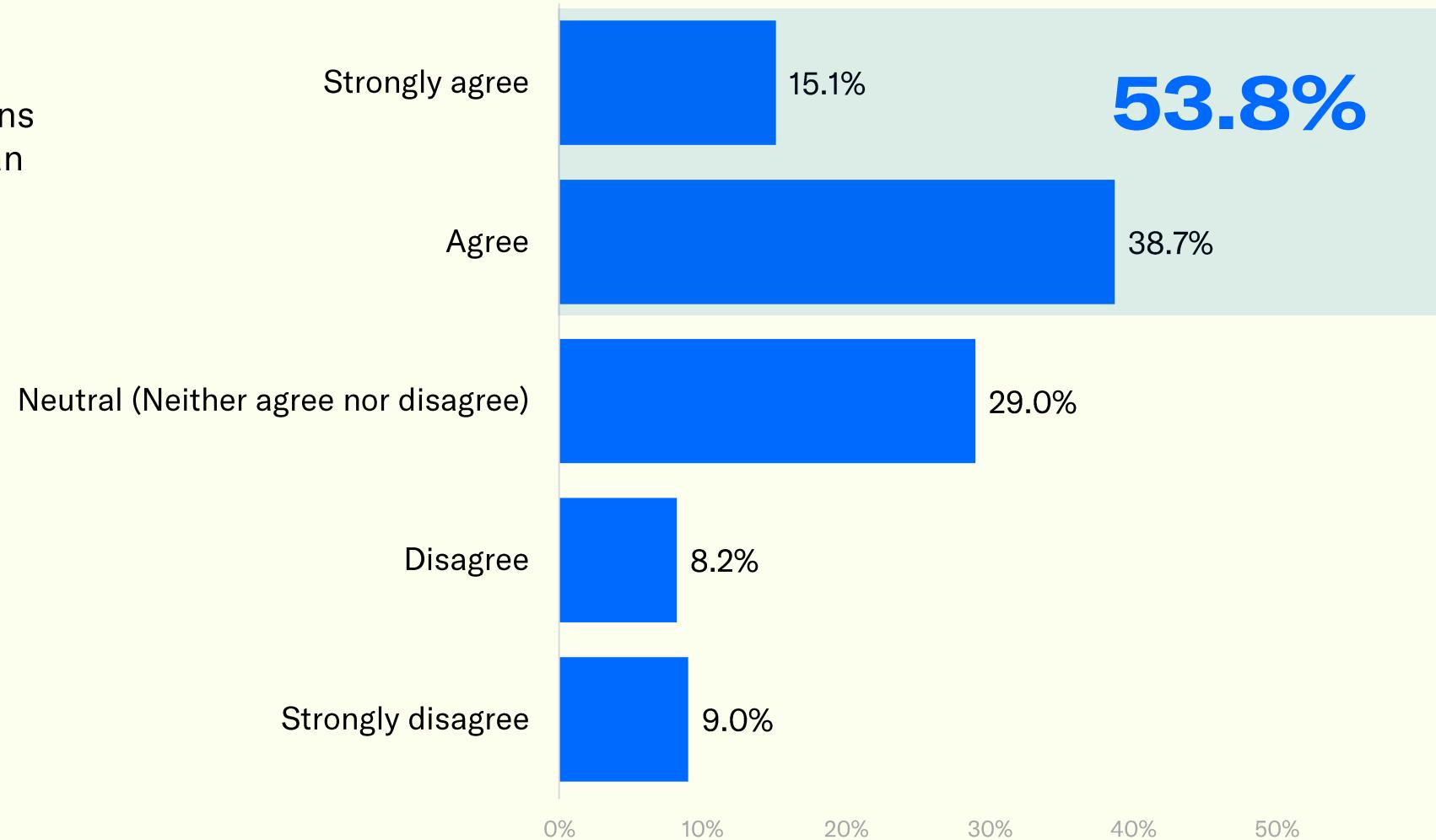
Traveler Use of AI-based tools for Travel Planning



Interest in using AI for travel planning is strong.

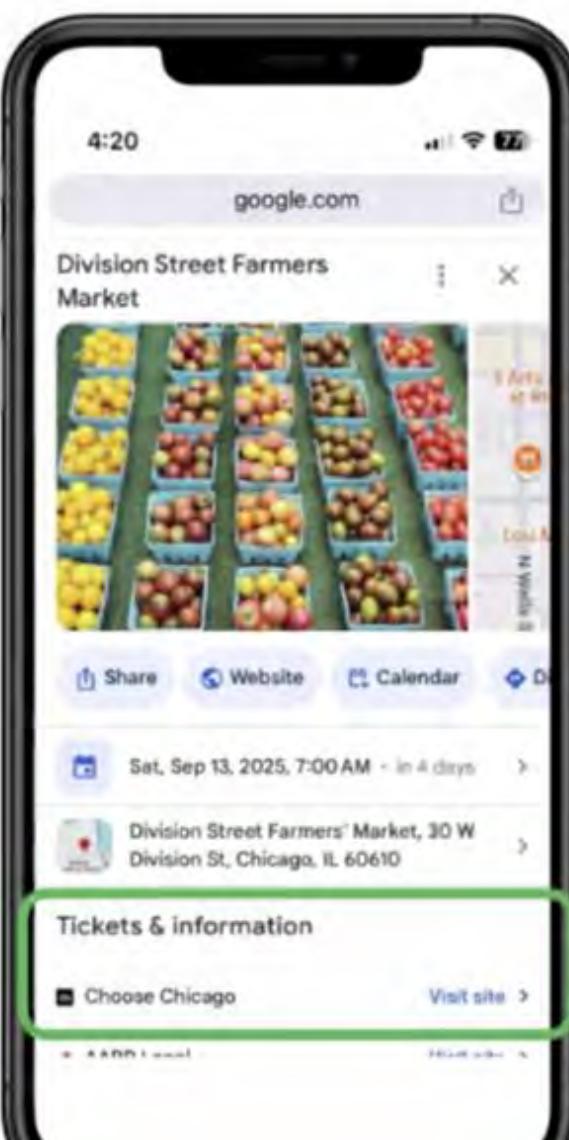
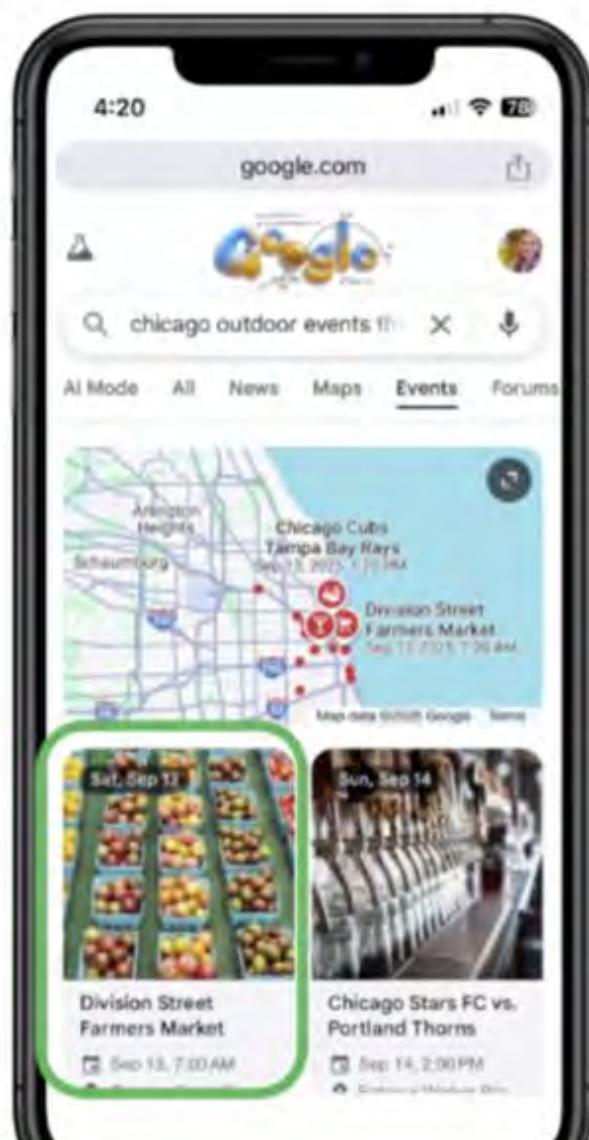
Statement:

"I am open to receiving suggestions for new travel destinations from an Artificial Intelligence (AI) tools."



Live experience on AI-organized Search results

Note these experiences will continue to evolve over time





SEO

Three things to do for AI search experiences

The way people discover your content continues to evolve, but our core goal remains the same:
[help people find outstanding, original content that adds unique value.](#)

1 Focus on unique, valuable content for people

Meet users' preferences in **today's multimodal search environment**, supporting your text content with high-quality short form videos and images.

2 Ensure we can access your content

Prioritize content-rich pages for **indexing and crawling**, and ensure structured data is always supported by visible content.

3 Understand the full value of your visits

Focus on how well users get **information or finish tasks**, not just on clicks.

Travel Nostradamus



Crowdsourcing Predictions for Travel in 2026





Dream trips on the rise

Statement:

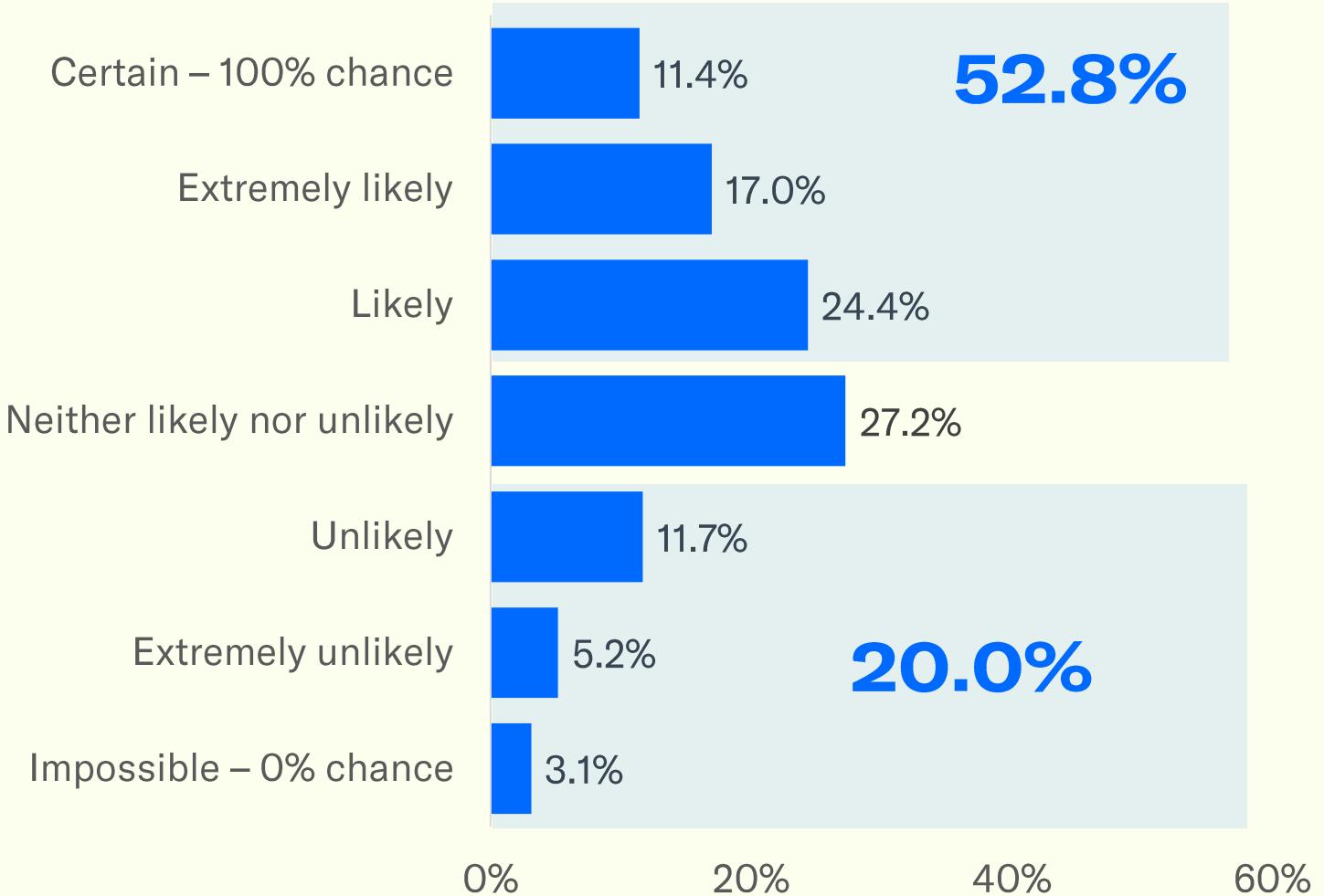
I'll take a dream trip to somewhere exciting in 2026.

Future Partners

Many see it as likely that they'll take a dream trip to somewhere exciting in the next year.

Statement:

I'll take a dream trip to somewhere exciting in 2026





Stepping outside our comfort zones

Statement:

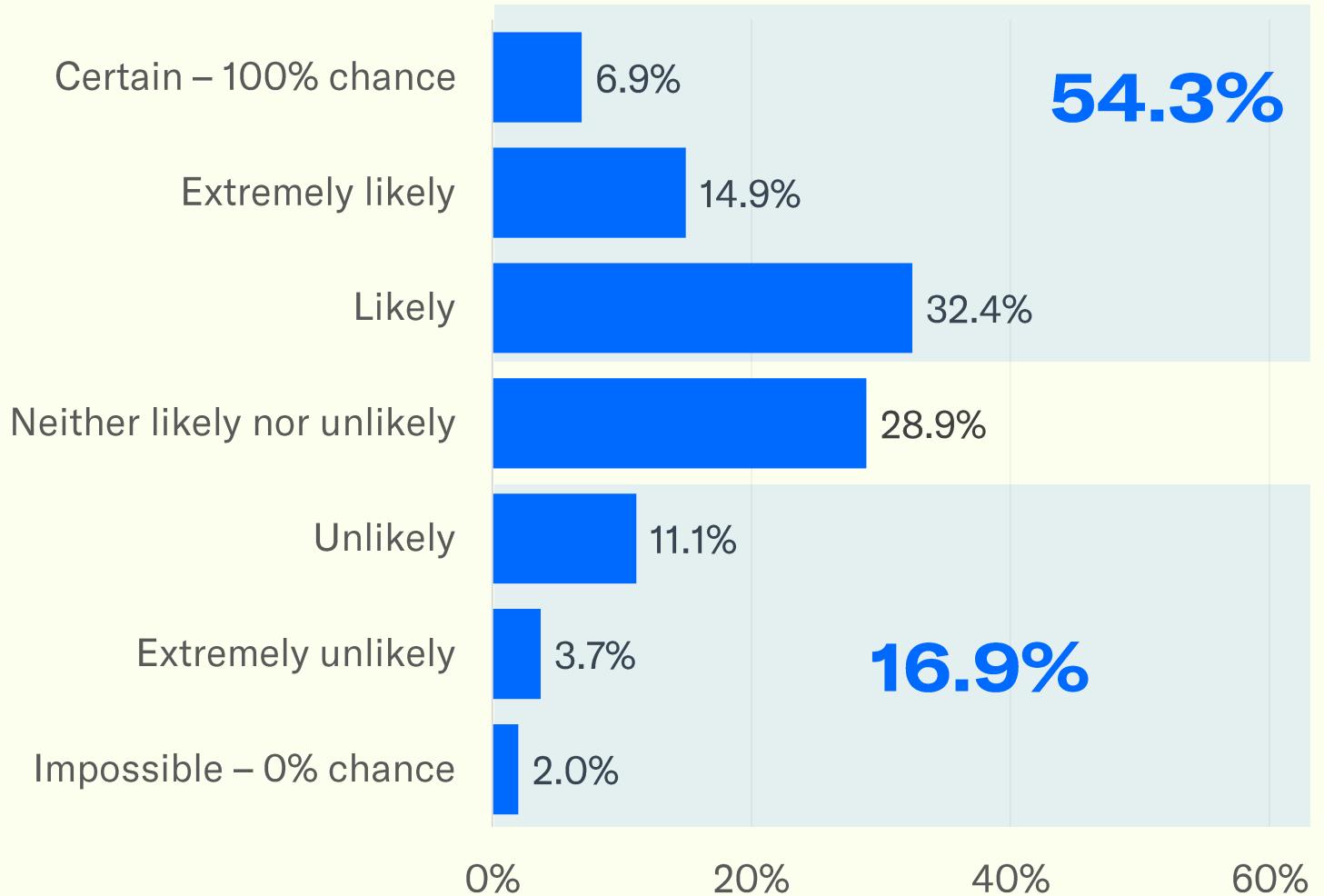
I will use travel as an opportunity to step outside my comfort zone.

Future Partners

Many Americans will use travel as a way to step outside their comfort zone this year.

Statement:

I will use travel as an opportunity to step outside my comfort zone.





Inflationary pressure on travel costs

Statement:

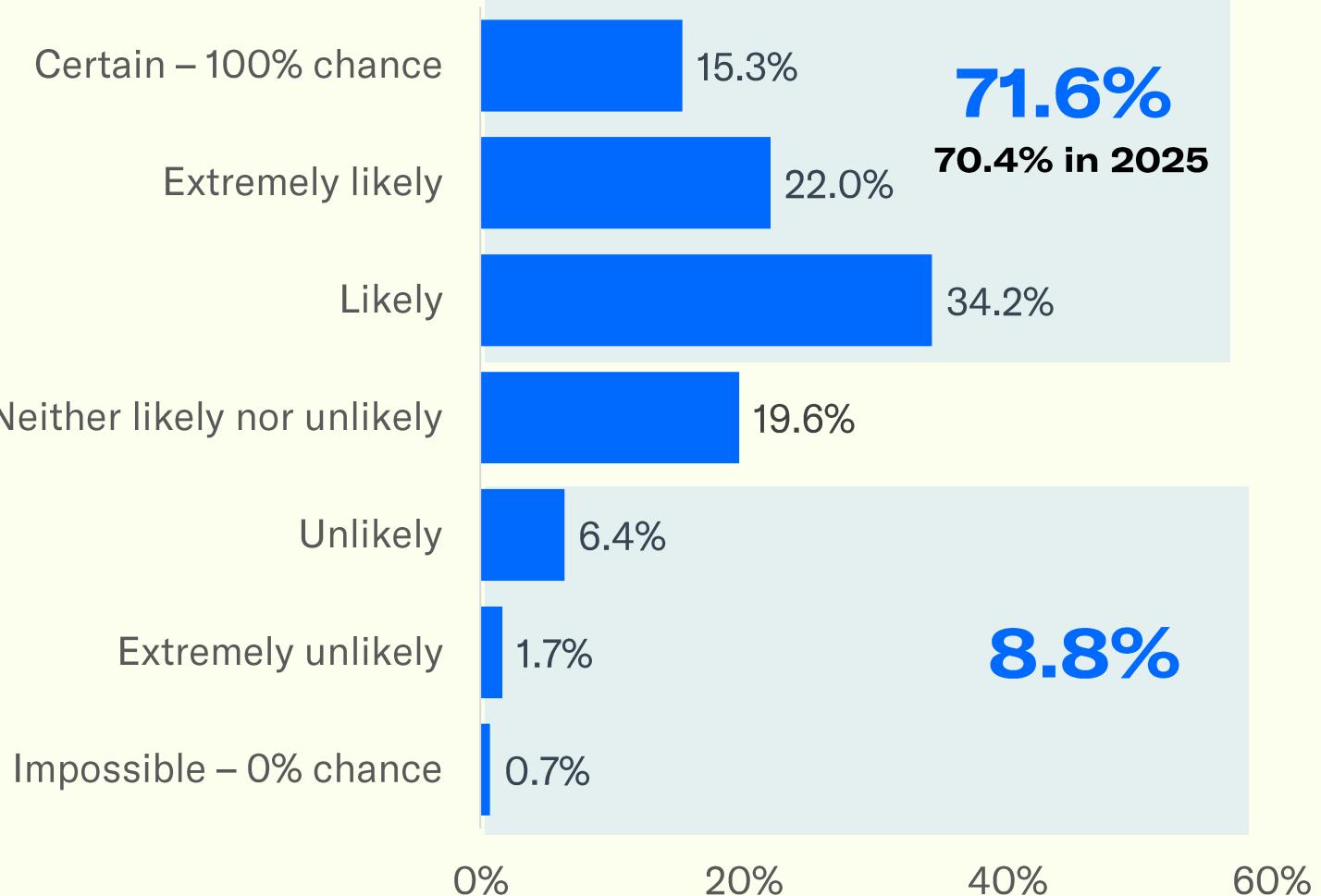
Inflation will drive travel costs up significantly.

Future Partners

As close to unanimity as we get, nearly 3-in-4 travelers expect significant travel cost increase in 2026.

Statement:

Inflation will drive travel costs up significantly.





Budget-friendly destinations

Statement:

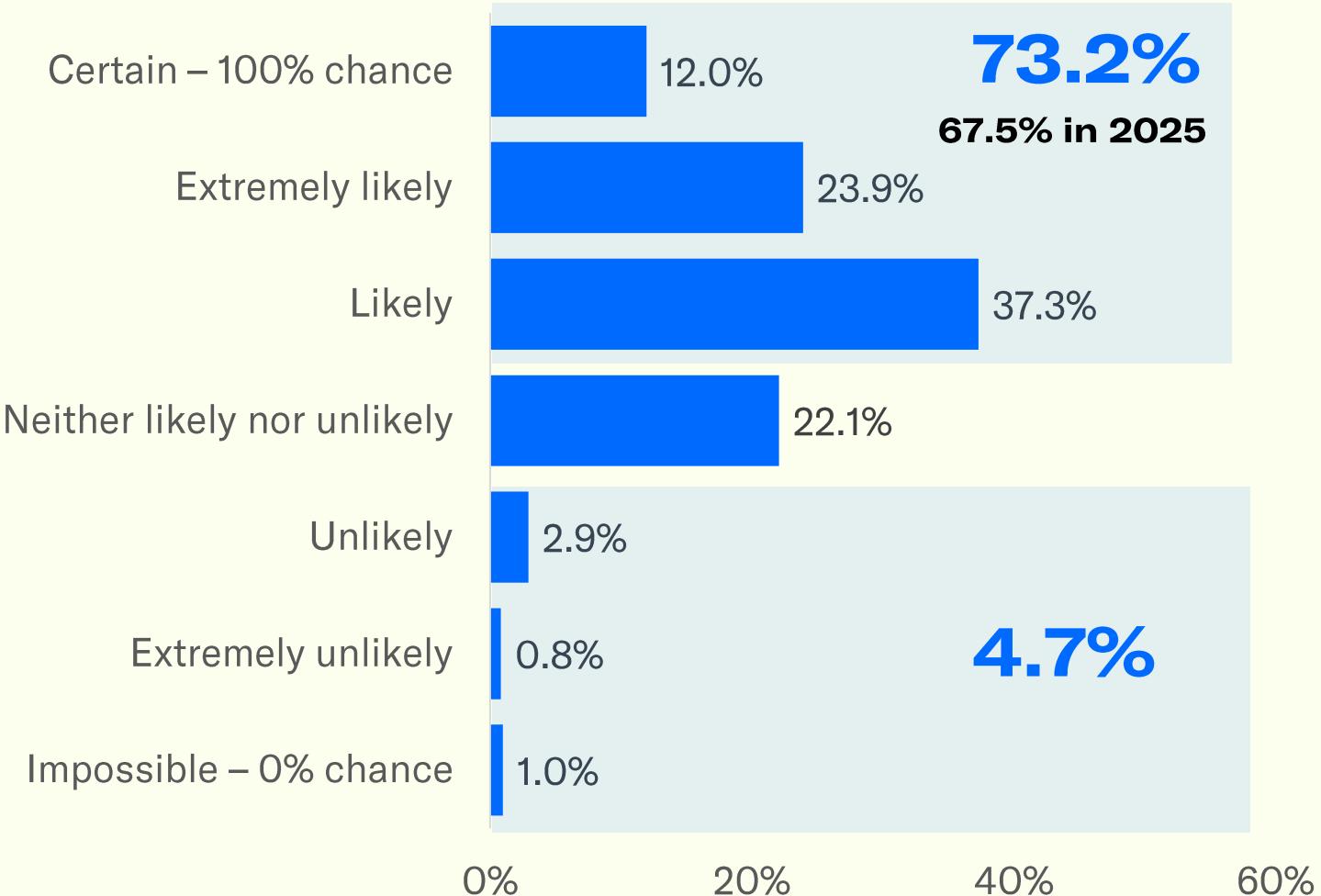
Budget-friendly destinations will become more popular in 2026.

Future Partners

The high cost of travel weighs heavily on travelers' minds, with 3-in-4 seeing budget-friendly travel as growing in 2026.

Statement:

Budget-friendly destinations will become more popular in 2026.





The increasing popularity of off-the-beaten-path destinations

Statement:

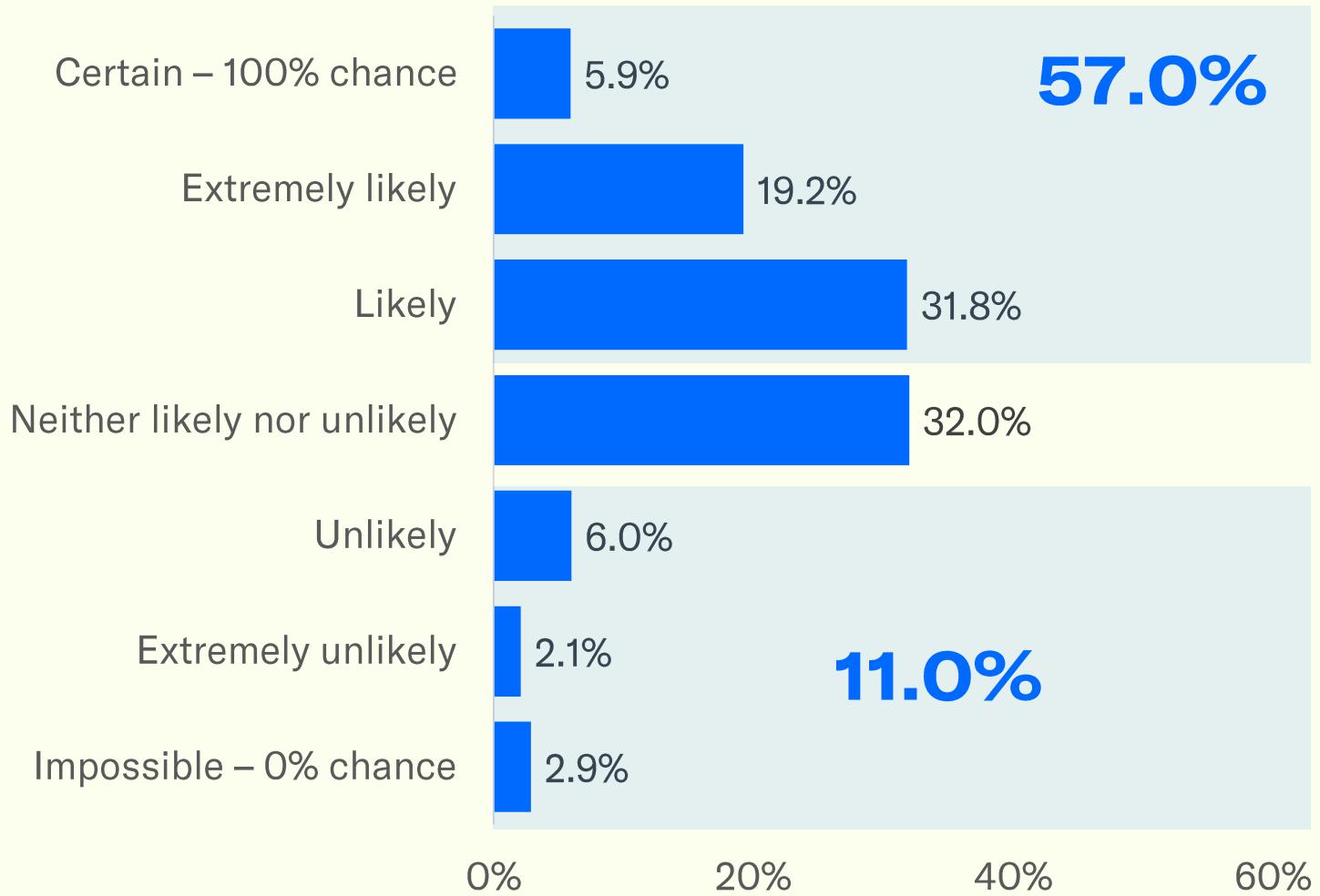
Undiscovered or off-the-beaten-path travel destinations will grow in popularity due to the crowding and high costs

Future Partners

Down from last year, but nearly 2-in-3 travelers see the market responding to high costs and crowding by traveling to off-the-beaten-path destinations.

Statement:

Undiscovered or off-the-beaten-path travel destinations will grow in popularity due to the crowding and high costs of popular destinations.





Spending on luxury travel

Statement:

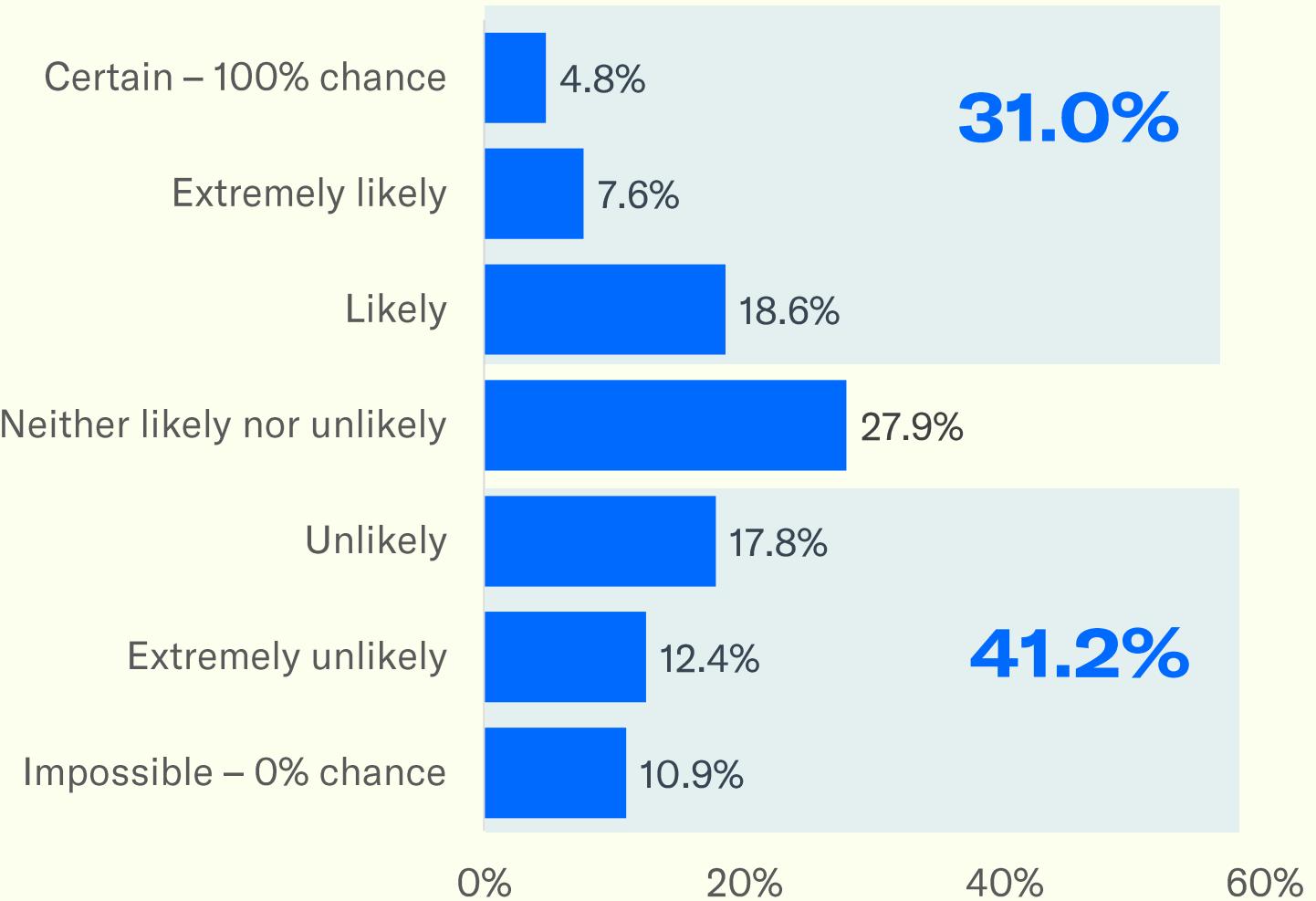
I will spend more money on luxury travel experiences.

Future Partners

Expectations to spend on luxury are down slightly this year.

Statement:

I will spend more money on luxury travel experiences.





Travel frustrations continue

Statement:

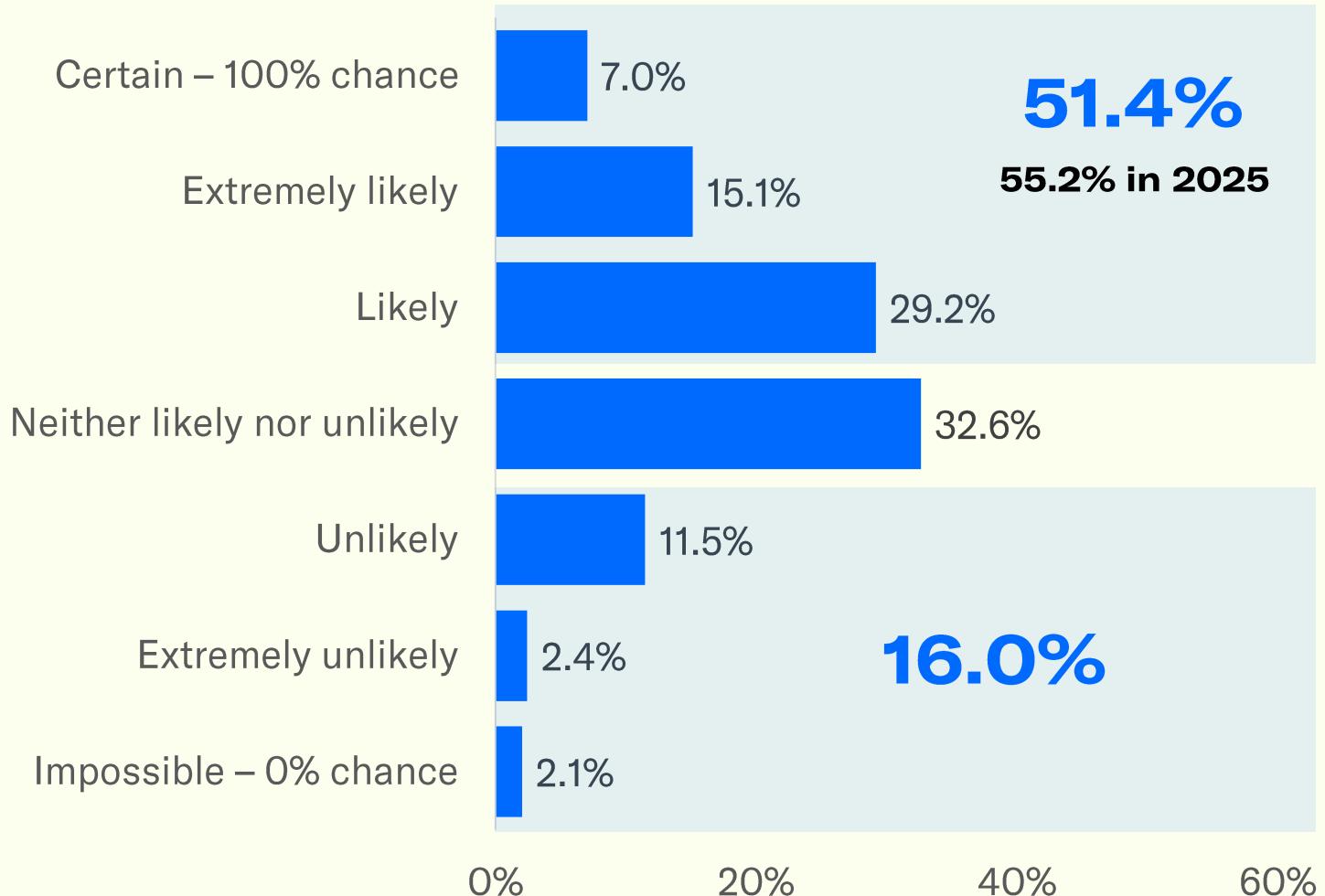
Domestic travel will become generally more frustrating (e.g., over-crowding, air travel breakdowns, poor customer service, etc.)

Future Partners

Many see domestic travel as an increasingly frustrating experience.

Statement:

Domestic travel will become generally more frustrating (e.g., over-crowding, air travel breakdowns, poor customer service, etc.)





Mitigating environmental impact

Statement:

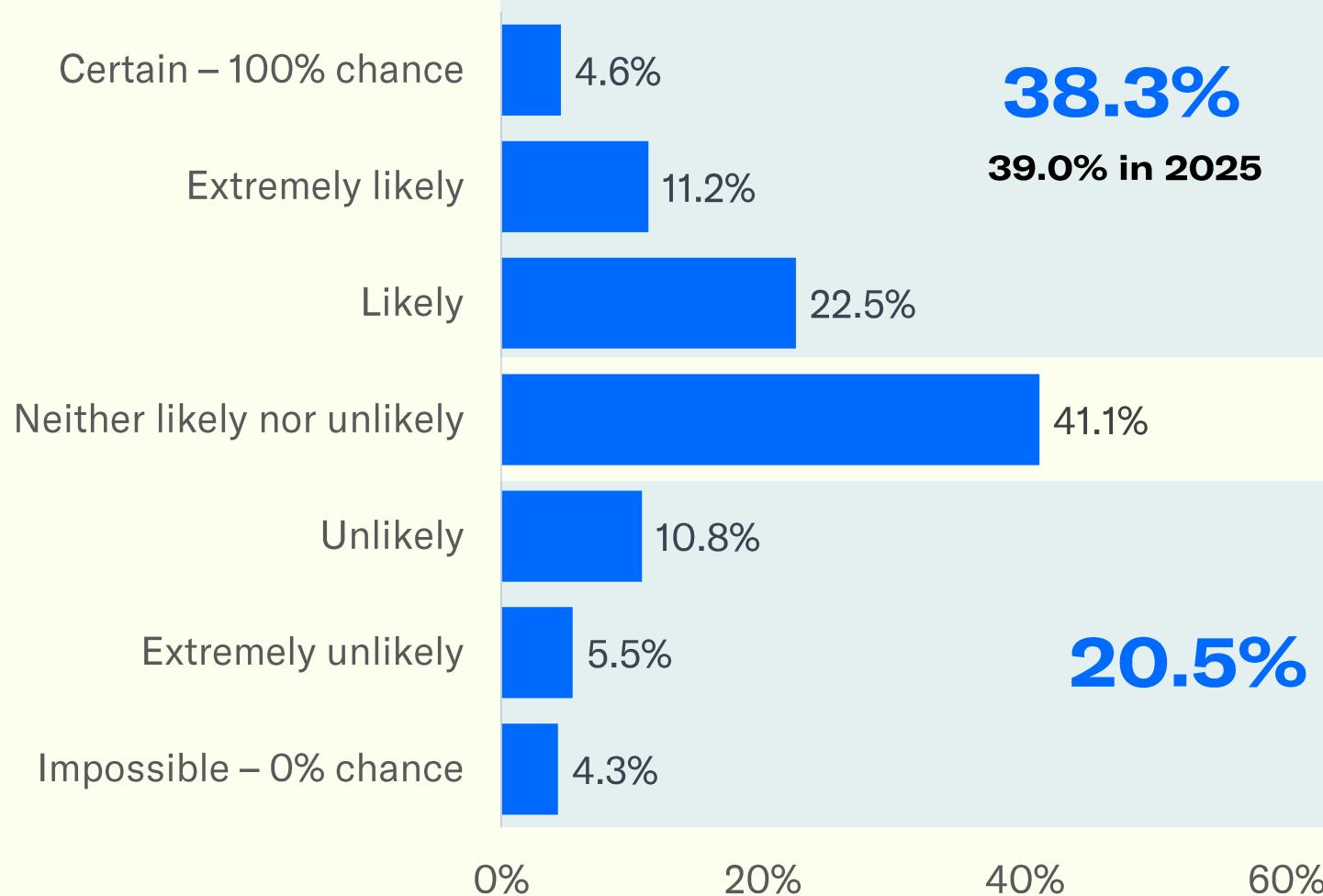
I'll be more proactive in reducing the impact of my travel on the environment.

Future Partners

Four-in-ten travelers will be more proactive in reducing the impact of their travels on the environment.

Statement:

I'll be more proactive in reducing the impact of my travel on the environment.





Cooler places to travel

Statement:

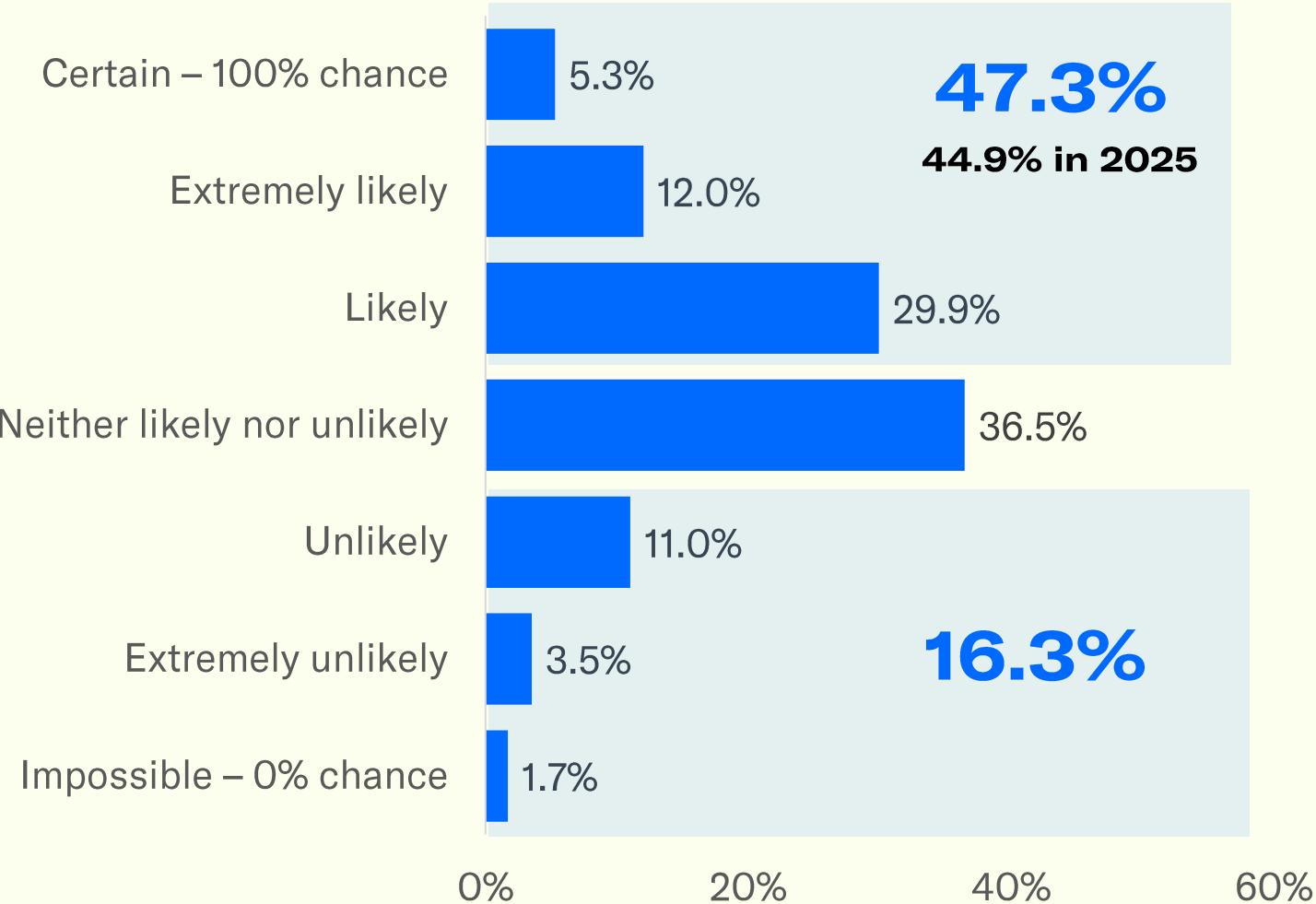
With higher temperatures each year, travelers will try to seek out cooler places.

Future Partners

47% of American travelers predict that increasingly warmer climates will drive travelers to seek cooler destinations for their trips

Statement:

With higher temperatures each year, travelers will try to seek out cooler places.



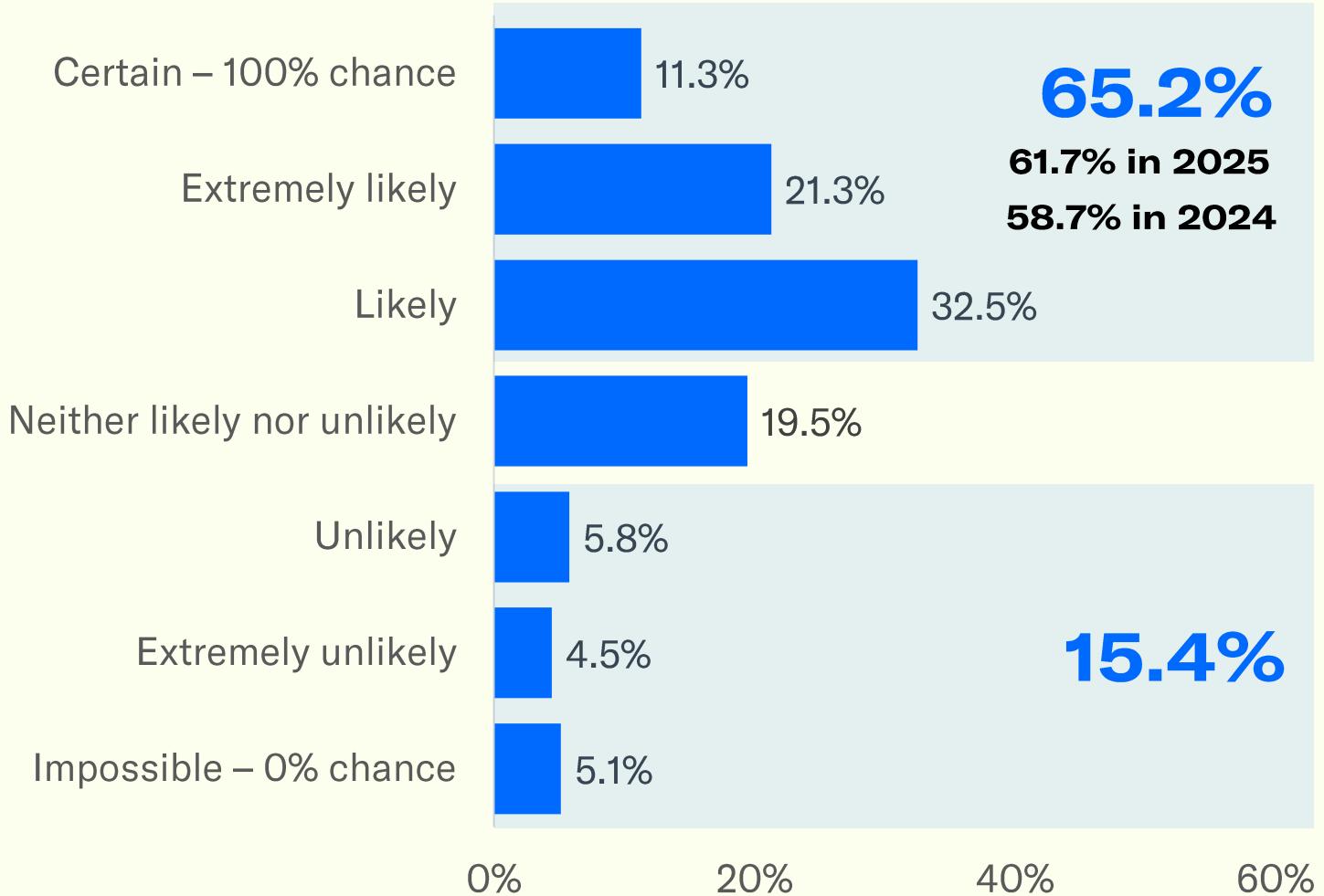
Statement:

Using Artificial Intelligence (AI) tools (like ChatGPT and Gemini) to plan travel will become much more popular.

Robots will soon be planning our trips? Travelers see AI as growing in importance to the travel planning landscape.

Statement:

Using Artificial Intelligence (AI) tools (like ChatGPT and Gemini) to plan travel will become much more popular.





Dynamic Pricing Grows

Statement:

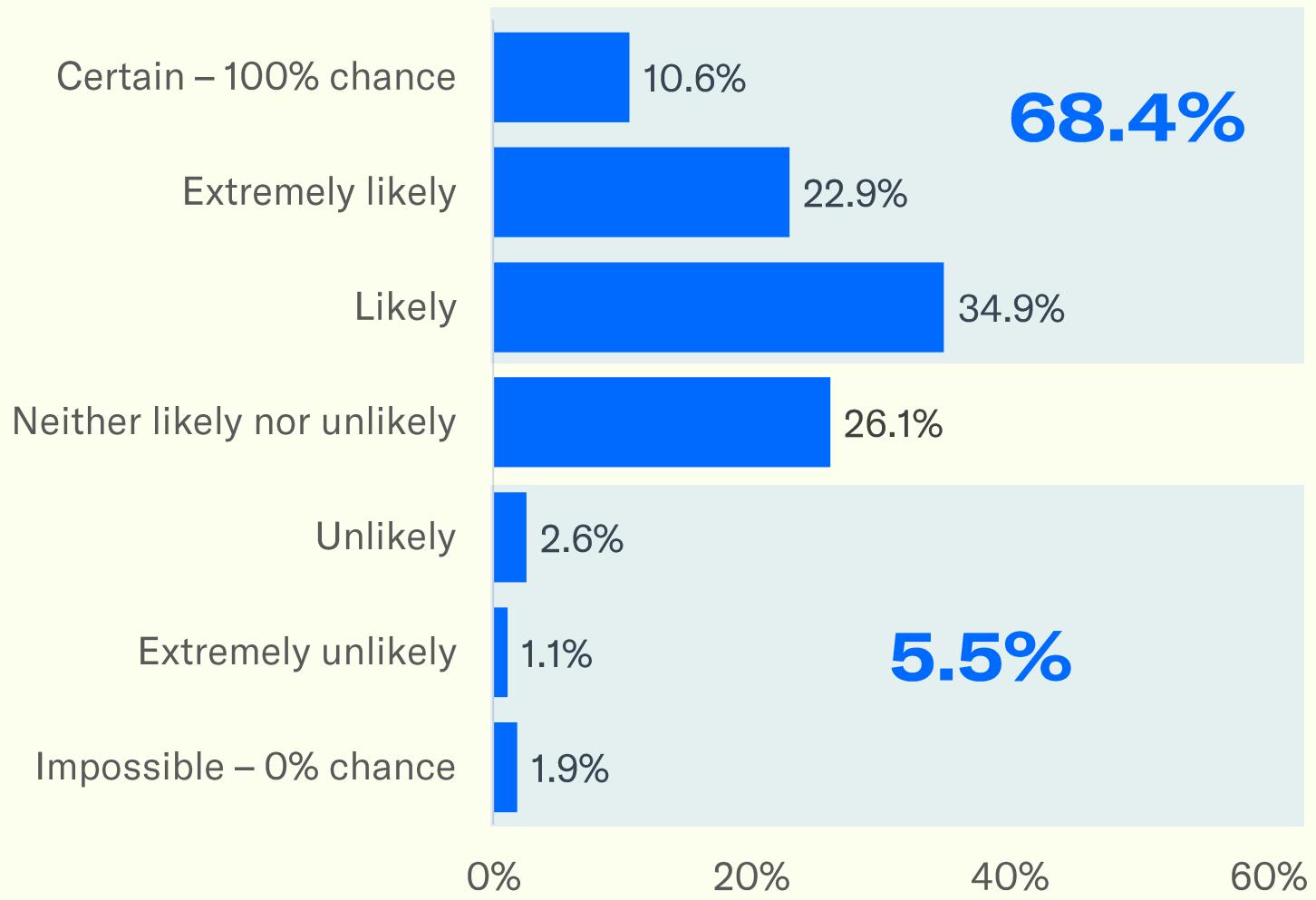
More travel companies will use AI-powered dynamic pricing in 2026.

Future Partners

Travelers foresee growth in dynamic pricing.

Statement:

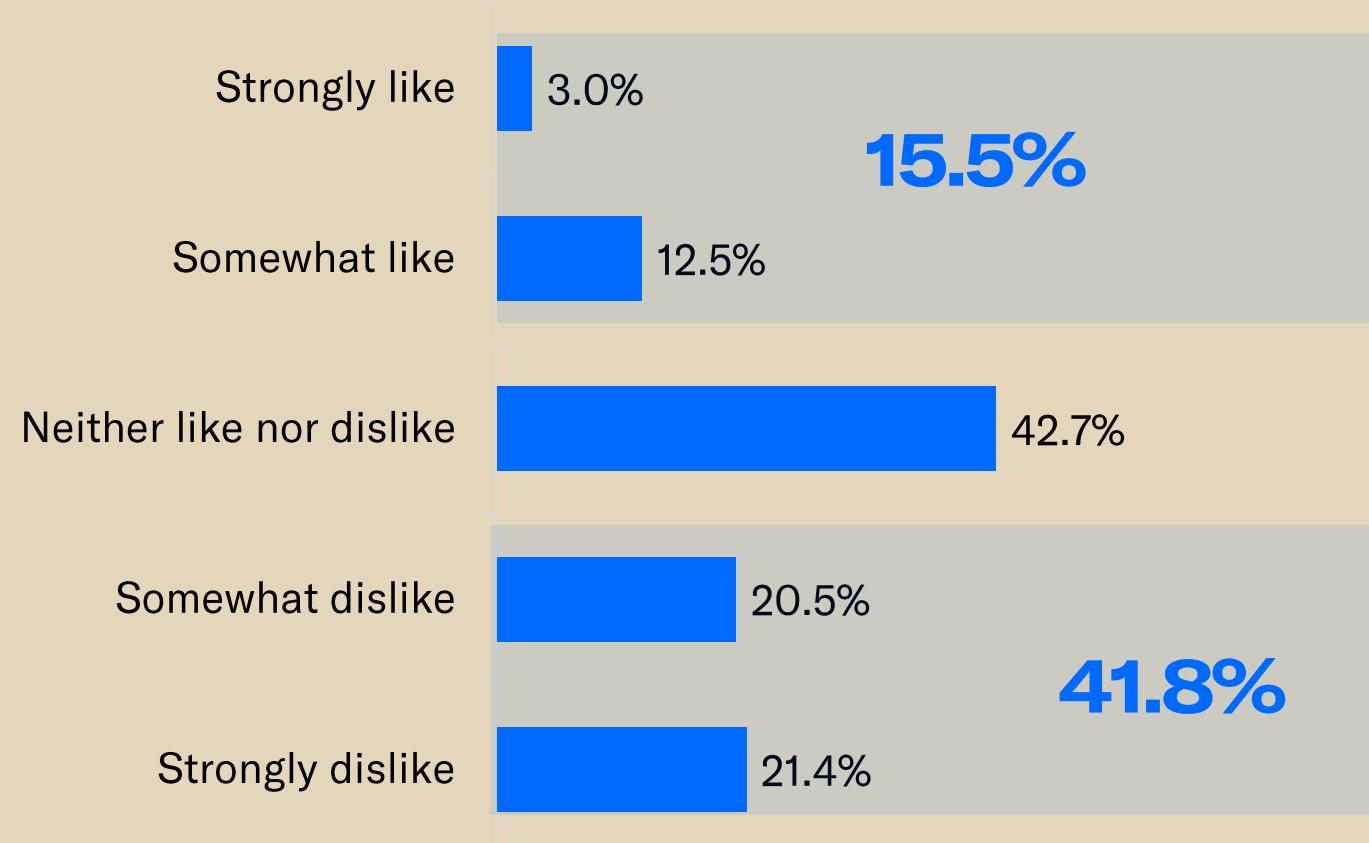
More travel companies will use AI-powered dynamic pricing in 2026.



...but AI-powered Dynamic Pricing Isn't Popular With American Travelers.

Question:

Which best describes how you would feel about buying travel products and services (airline tickets, hotel reservations, rental cars, etc.) from a company using AI-powered dynamic pricing?



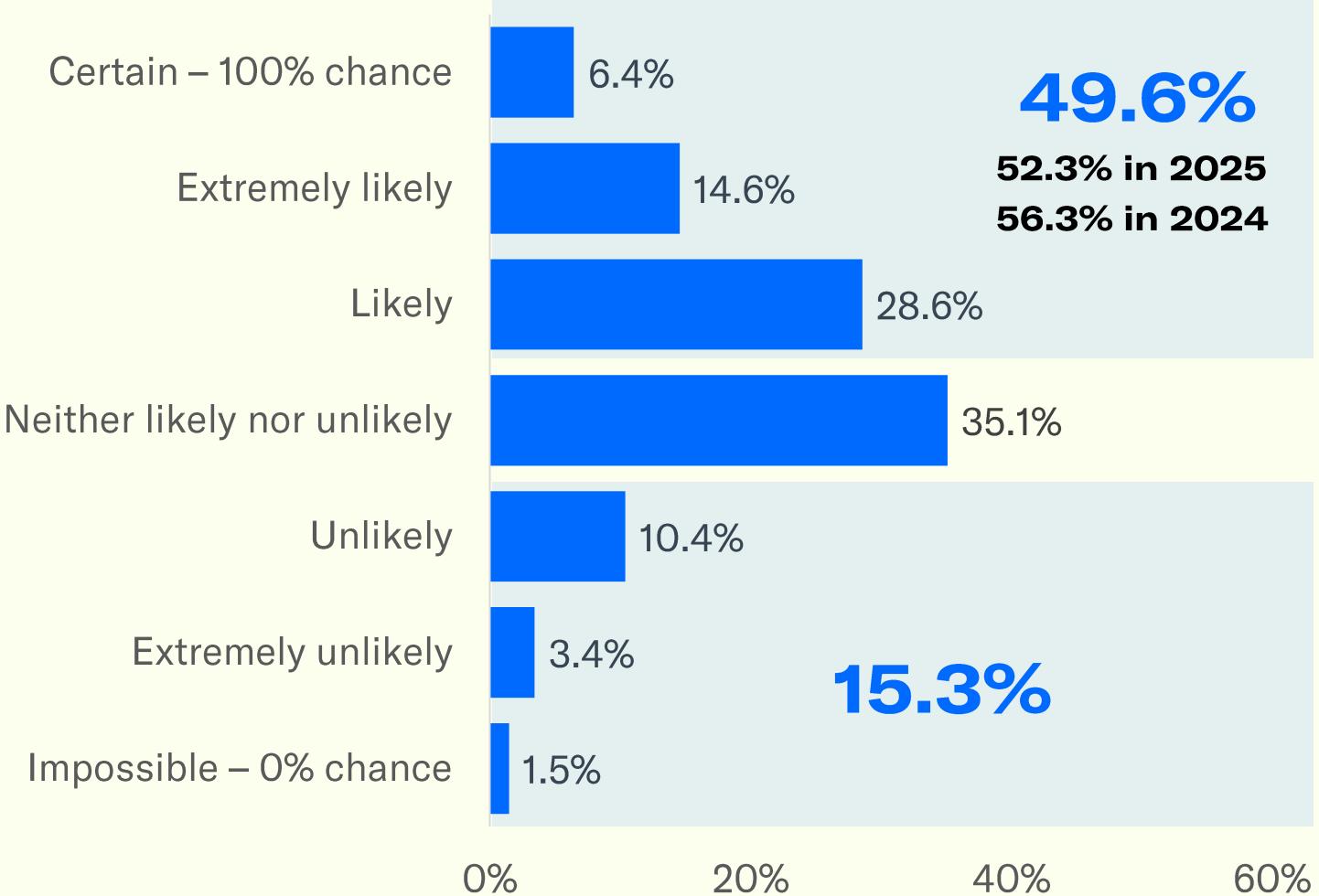
Statement:

More travelers will avoid (or select) destinations based on their personal politics.

Half of American travelers see politics as influencing the places we visit.

Statement:

More travelers will avoid (or select) destinations based on their personal politics.





Will international travelers avoid the USA?

Statement:

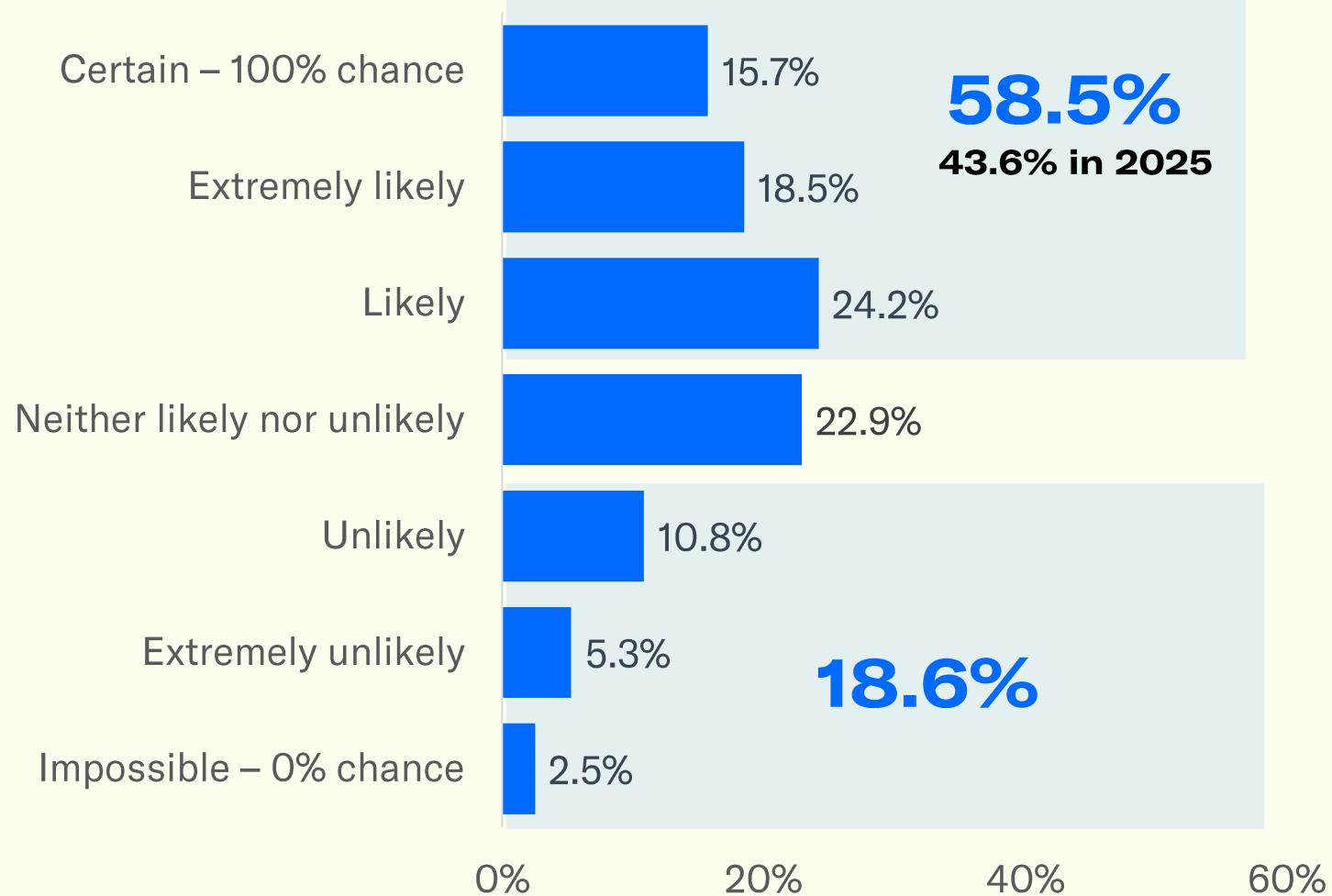
International tourists will avoid visiting the U.S. because of its contentious politics.

Future Partners

Our sense that American politics will scare away international tourist heightens.

Statement:

International tourists will avoid visiting the U.S. because of its contentious politics.





Will American travelers be unwelcome abroad?

Statement:

Foreign destinations will become less welcoming to American travelers

Future Partners

Americans are far from confident they will be warmly welcomed when visiting foreign countries in 2026.

Statement:

Foreign destinations will become less welcoming to American travelers

Certain – 100% chance



12.7%

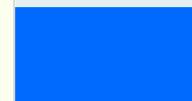
61.4%
51.4% in 2025

Extremely likely



18.2%

Likely



30.4%

Neither likely nor unlikely



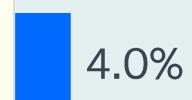
23.6%

Unlikely



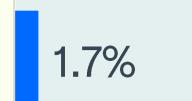
9.3%

Extremely unlikely



4.0%

Impossible – 0% chance



1.7%

0%

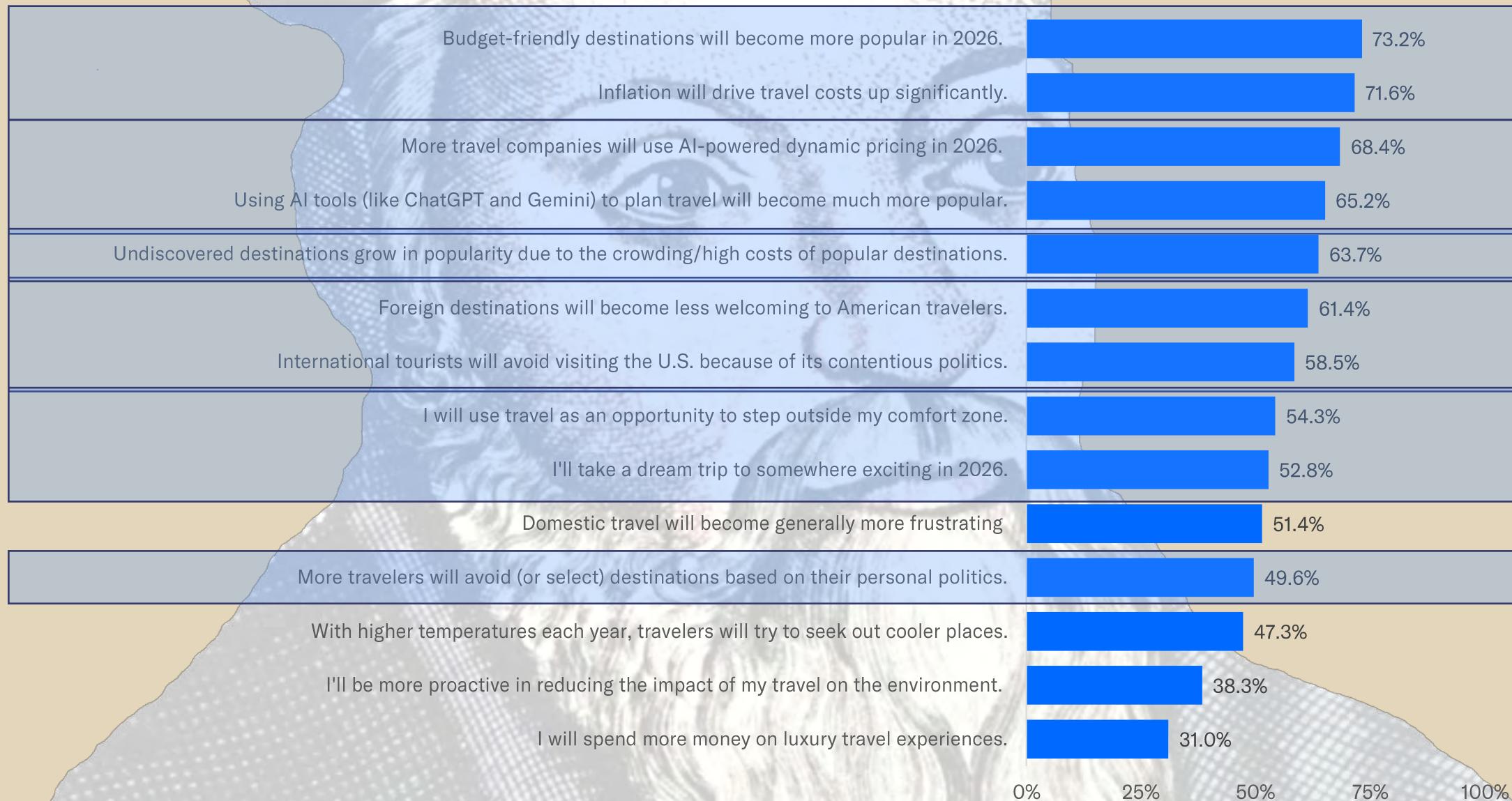
20%

40%

60%

American Travelers Likely Predictions for 2026

Top 3-Box Score (Likely, Extremely likely or Certain - 100 % chance)



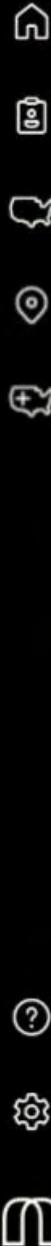
Some statements are shortened here to fit into chart.

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*Travel Nostradamus
(in a nutshell)*

1. Cost
2. AI
3. Politics
4. Dreams





The State of the American Traveler

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***The State of the
American Traveler
Insights Explorer***





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