

April 2021

# NATIONAL MARKET REPORT

TRENDS IN THE CANADIAN HOTEL INDUSTRY



## REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF APRIL 2021\*

| Location                            | Occupancy Percentage |              |                | Average Daily Rate |                 |               | Revenue Per Available Room |                |               |
|-------------------------------------|----------------------|--------------|----------------|--------------------|-----------------|---------------|----------------------------|----------------|---------------|
|                                     | 2021                 | 2020         | **Point Change | 2021               | 2020            | Variance      | 2021                       | 2020           | Variance      |
| <b>ATLANTIC CANADA</b>              | <b>27.1%</b>         | <b>10.4%</b> | <b>16.7</b>    | <b>\$92.64</b>     | <b>\$100.42</b> | <b>-7.7%</b>  | <b>\$25.13</b>             | <b>\$10.44</b> | <b>140.7%</b> |
| <b>NEWFOUNDLAND</b>                 | <b>30.1%</b>         | <b>6.5%</b>  | <b>23.7</b>    | <b>\$87.85</b>     | <b>\$106.32</b> | <b>-17.4%</b> | <b>\$26.48</b>             | <b>\$6.87</b>  | <b>285.2%</b> |
| St. John's                          | 28.8%                | 6.3%         | 22.5           | \$83.43            | \$104.79        | -20.4%        | \$24.00                    | \$6.61         | 263.3%        |
| <b>PRINCE EDWARD ISLAND</b>         | <b>22.1%</b>         | <b>12.2%</b> | <b>9.9</b>     | <b>\$87.08</b>     | <b>\$76.87</b>  | <b>13.3%</b>  | <b>\$19.23</b>             | <b>\$9.35</b>  | <b>105.8%</b> |
| <b>NOVA SCOTIA</b>                  | <b>29.3%</b>         | <b>14.1%</b> | <b>15.3</b>    | <b>\$93.20</b>     | <b>\$101.84</b> | <b>-8.5%</b>  | <b>\$27.32</b>             | <b>\$14.31</b> | <b>91.0%</b>  |
| Halifax/Dartmouth                   | 27.5%                | 15.0%        | 12.5           | \$88.16            | \$102.97        | -14.4%        | \$24.27                    | \$15.45        | 57.1%         |
| Other Nova Scotia                   | 33.5%                | 11.7%        | 21.8           | \$102.88           | \$98.28         | 4.7%          | \$34.46                    | \$11.51        | 199.5%        |
| <b>NEW BRUNSWICK</b>                | <b>24.7%</b>         | <b>8.6%</b>  | <b>16.1</b>    | <b>\$94.92</b>     | <b>\$98.20</b>  | <b>-3.3%</b>  | <b>\$23.46</b>             | <b>\$8.44</b>  | <b>177.8%</b> |
| Moncton                             | 29.1%                | 9.5%         | 19.6           | \$89.41            | \$97.31         | -8.1%         | \$26.02                    | \$9.21         | 182.6%        |
| Other New Brunswick                 | 22.3%                | 8.3%         | 14.0           | \$98.96            | \$98.60         | 0.4%          | \$22.02                    | \$8.15         | 170.4%        |
| <b>CENTRAL CANADA</b>               | <b>28.4%</b>         | <b>13.3%</b> | <b>15.0</b>    | <b>\$112.00</b>    | <b>\$102.65</b> | <b>9.1%</b>   | <b>\$31.77</b>             | <b>\$13.70</b> | <b>131.9%</b> |
| <b>QUEBEC</b>                       | <b>20.4%</b>         | <b>6.7%</b>  | <b>13.7</b>    | <b>\$131.29</b>    | <b>\$112.82</b> | <b>16.4%</b>  | <b>\$26.80</b>             | <b>\$7.61</b>  | <b>252.2%</b> |
| Greater Quebec City                 | 11.8%                | 3.2%         | 8.5            | \$109.39           | \$114.93        | -4.8%         | \$12.87                    | \$3.73         | 244.8%        |
| Other Quebec                        | 23.3%                | 9.0%         | 14.3           | \$118.31           | \$102.74        | 15.2%         | \$27.58                    | \$9.24         | 198.7%        |
| Greater Montreal                    | 21.6%                | 6.8%         | 14.8           | \$142.04           | \$116.62        | 21.8%         | \$30.69                    | \$7.98         | 284.7%        |
| Downtown Montreal                   | 10.3%                | 2.9%         | 7.3            | \$130.95           | \$116.76        | 12.2%         | \$13.44                    | \$3.40         | 294.8%        |
| Montreal Airport/Laval              | 38.8%                | 11.6%        | 27.2           | \$156.47           | \$120.16        | 30.2%         | \$60.73                    | \$13.95        | 335.3%        |
| <b>ONTARIO</b>                      | <b>31.0%</b>         | <b>15.1%</b> | <b>15.9</b>    | <b>\$107.72</b>    | <b>\$101.49</b> | <b>6.1%</b>   | <b>\$33.42</b>             | <b>\$15.31</b> | <b>118.2%</b> |
| Greater Toronto Area (GTA)          | 35.9%                | 13.0%        | 22.9           | \$114.31           | \$109.40        | 4.5%          | \$41.05                    | \$14.27        | 187.7%        |
| Downtown Toronto                    | 11.6%                | 3.1%         | 8.5            | \$141.68           | \$144.67        | -2.1%         | \$16.47                    | \$4.55         | 262.1%        |
| Toronto Airport                     | 60.8%                | 12.7%        | 48.1           | \$143.67           | \$123.56        | 16.3%         | \$87.30                    | \$15.69        | 456.4%        |
| GTA West                            | 41.2%                | 18.6%        | 22.6           | \$96.88            | \$98.04         | -1.2%         | \$39.96                    | \$18.25        | 118.9%        |
| GTA East/North                      | 47.1%                | 23.5%        | 23.6           | \$92.45            | \$106.00        | -12.8%        | \$43.58                    | \$24.96        | 74.6%         |
| Eastern Ontario                     | 30.0%                | 20.1%        | 9.9            | \$107.72           | \$97.69         | 10.3%         | \$32.35                    | \$19.64        | 64.7%         |
| Kingston                            | 23.4%                | 18.1%        | 5.4            | \$99.71            | \$79.78         | 25.0%         | \$23.37                    | \$14.40        | 62.3%         |
| Other Eastern Ontario               | 33.2%                | 20.8%        | 12.4           | \$110.45           | \$102.67        | 7.6%          | \$36.67                    | \$21.31        | 72.1%         |
| Ottawa                              | 23.8%                | 15.4%        | 8.4            | \$106.16           | \$113.61        | -6.6%         | \$25.28                    | \$17.49        | 44.6%         |
| Downtown Ottawa                     | 15.5%                | 10.5%        | 5.0            | \$119.96           | \$127.39        | -5.8%         | \$18.61                    | \$13.33        | 39.6%         |
| Ottawa West                         | 34.6%                | 23.5%        | 11.1           | \$97.80            | \$106.13        | -7.8%         | \$33.81                    | \$24.90        | 35.8%         |
| Ottawa East                         | 32.9%                | 13.6%        | 19.3           | \$100.69           | \$108.27        | -7.0%         | \$33.11                    | \$14.72        | 125.0%        |
| Southern Ontario                    | 25.8%                | 14.9%        | 10.9           | \$93.32            | \$88.34         | 5.6%          | \$24.08                    | \$13.15        | 83.1%         |
| London                              | 35.9%                | 21.2%        | 14.7           | \$81.28            | \$87.09         | -6.7%         | \$29.17                    | \$18.48        | 57.8%         |
| Windsor                             | 31.1%                | 17.7%        | 13.5           | \$101.70           | \$89.52         | 13.6%         | \$31.68                    | \$15.82        | 100.2%        |
| Kitchener/Waterloo/Cambridge/Guelph | 27.5%                | 16.6%        | 10.9           | \$92.78            | \$90.61         | 2.4%          | \$25.50                    | \$15.03        | 69.7%         |
| Hamilton/Brantford                  | 42.4%                | 20.6%        | 21.8           | \$99.14            | \$98.34         | 0.8%          | \$42.00                    | \$20.24        | 107.5%        |
| Niagara Falls                       | 10.4%                | 5.3%         | 5.1            | \$102.27           | \$69.18         | 47.8%         | \$10.62                    | \$3.64         | 191.7%        |
| Other Niagara Region                | 32.0%                | 11.3%        | 20.7           | \$85.40            | \$90.49         | -5.6%         | \$27.36                    | \$10.25        | 167.0%        |
| Other Southern Ontario              | 40.2%                | 23.0%        | 17.2           | \$93.40            | \$87.76         | 6.4%          | \$37.59                    | \$20.20        | 86.1%         |
| Central Ontario                     | 26.3%                | 17.1%        | 9.2            | \$101.19           | \$82.33         | 22.9%         | \$26.61                    | \$14.09        | 88.8%         |
| North Eastern Ontario               | 31.4%                | 17.6%        | 13.8           | \$104.39           | \$101.67        | 2.7%          | \$32.81                    | \$17.88        | 83.5%         |
| North Bay                           | 27.7%                | 12.7%        | 14.9           | \$90.30            | \$91.10         | -0.9%         | \$25.01                    | \$11.61        | 115.3%        |
| Sudbury                             | 29.6%                | 20.4%        | 9.1            | \$104.47           | \$102.96        | 1.5%          | \$30.88                    | \$21.02        | 46.9%         |
| North Central Ontario               |                      |              |                |                    |                 |               |                            |                |               |
| Sault Ste. Marie                    | 26.3%                | 17.9%        | 8.4            | \$93.29            | \$88.31         | 5.6%          | \$24.55                    | \$15.78        | 55.5%         |
| North Western Ontario               | 42.8%                | 24.3%        | 18.5           | \$121.19           | \$111.28        | 8.9%          | \$51.85                    | \$27.06        | 91.6%         |
| Thunder Bay                         | 37.5%                | 18.4%        | 19.1           | \$120.45           | \$102.63        | 17.4%         | \$45.20                    | \$18.88        | 139.4%        |

\* Based on the operating results of 241,646 rooms (unweighted data)

\*\* Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.

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## REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF APRIL 2021\*

| Location                            | Occupancy Percentage |              |                | Average Daily Rate |                 |               | Revenue Per Available Room |                |               |
|-------------------------------------|----------------------|--------------|----------------|--------------------|-----------------|---------------|----------------------------|----------------|---------------|
|                                     | 2021                 | 2020         | **Point Change | 2021               | 2020            | Variance      | 2021                       | 2020           | Variance      |
| <b>WESTERN CANADA</b>               | <b>31.4%</b>         | <b>14.2%</b> | <b>17.3</b>    | <b>\$117.42</b>    | <b>\$101.15</b> | <b>16.1%</b>  | <b>\$36.90</b>             | <b>\$14.33</b> | <b>157.5%</b> |
| <b>MANITOBA</b>                     | <b>31.4%</b>         | <b>12.6%</b> | <b>18.8</b>    | <b>\$111.40</b>    | <b>\$105.72</b> | <b>5.4%</b>   | <b>\$34.96</b>             | <b>\$13.33</b> | <b>162.2%</b> |
| Winnipeg                            | 29.0%                | 10.3%        | 18.7           | \$110.05           | \$105.03        | 4.8%          | \$31.90                    | \$10.82        | 195.0%        |
| Brandon                             | 28.5%                | 15.1%        | 13.4           | \$95.32            | \$89.78         | 6.2%          | \$27.13                    | \$13.55        | 100.2%        |
| Other Manitoba                      | 41.0%                | 19.9%        | 21.2           | \$121.33           | \$115.01        | 5.5%          | \$49.80                    | \$22.85        | 117.9%        |
| <b>SASKATCHEWAN</b>                 | <b>28.3%</b>         | <b>14.5%</b> | <b>13.8</b>    | <b>\$96.18</b>     | <b>\$93.75</b>  | <b>2.6%</b>   | <b>\$27.21</b>             | <b>\$13.57</b> | <b>100.5%</b> |
| Regina                              | 22.9%                | 13.3%        | 9.5            | \$83.72            | \$98.13         | -14.7%        | \$19.16                    | \$13.10        | 46.3%         |
| Saskatoon                           | 29.1%                | 11.4%        | 17.7           | \$98.10            | \$94.10         | 4.2%          | \$28.56                    | \$10.76        | 165.5%        |
| Other Saskatchewan                  | 31.6%                | 18.1%        | 13.4           | \$101.28           | \$90.98         | 11.3%         | \$31.98                    | \$16.50        | 93.8%         |
| <b>ALBERTA (excl. Alta Resorts)</b> | <b>28.2%</b>         | <b>12.7%</b> | <b>15.5</b>    | <b>\$101.04</b>    | <b>\$98.22</b>  | <b>2.9%</b>   | <b>\$28.49</b>             | <b>\$12.47</b> | <b>128.4%</b> |
| <b>Calgary</b>                      | <b>23.5%</b>         | <b>9.2%</b>  | <b>14.3</b>    | <b>\$106.33</b>    | <b>\$96.20</b>  | <b>10.5%</b>  | <b>\$25.01</b>             | <b>\$8.90</b>  | <b>181.2%</b> |
| Calgary Airport                     | 27.2%                | 10.3%        | 16.9           | \$104.53           | \$90.04         | 16.1%         | \$28.45                    | \$9.25         | 207.5%        |
| Downtown Calgary                    | 12.3%                | 3.2%         | 9.0            | \$122.90           | \$155.40        | -20.9%        | \$15.06                    | \$5.05         | 198.3%        |
| Calgary Northwest                   | 45.5%                | 13.8%        | 31.7           | \$97.86            | \$82.78         | 18.2%         | \$44.56                    | \$11.44        | 289.6%        |
| Calgary South                       | 26.1%                | 11.8%        | 14.2           | \$102.88           | \$98.05         | 4.9%          | \$26.81                    | \$11.61        | 130.9%        |
| <b>Edmonton</b>                     | <b>27.2%</b>         | <b>11.6%</b> | <b>15.6</b>    | <b>\$91.26</b>     | <b>\$93.23</b>  | <b>-2.1%</b>  | <b>\$24.84</b>             | <b>\$10.82</b> | <b>129.7%</b> |
| Downtown Edmonton                   | 15.6%                | 4.8%         | 10.7           | \$124.44           | \$116.85        | 6.5%          | \$19.40                    | \$5.66         | 242.5%        |
| Edmonton South                      | 31.7%                | 13.5%        | 18.2           | \$84.85            | \$89.00         | -4.7%         | \$26.90                    | \$12.01        | 124.1%        |
| Edmonton West                       | 28.2%                | 13.1%        | 15.1           | \$89.98            | \$90.81         | -0.9%         | \$25.37                    | \$11.86        | 113.9%        |
| <b>Other Alberta</b>                | <b>32.1%</b>         | <b>15.2%</b> | <b>16.9</b>    | <b>\$103.84</b>    | <b>\$101.18</b> | <b>2.6%</b>   | <b>\$33.29</b>             | <b>\$15.38</b> | <b>116.6%</b> |
| Lethbridge                          | 26.6%                | 11.5%        | 15.1           | \$94.17            | \$89.21         | 5.6%          | \$25.09                    | \$10.29        | 143.8%        |
| Red Deer                            | 26.4%                | 8.8%         | 17.6           | \$89.49            | \$83.44         | 7.3%          | \$23.62                    | \$7.33         | 222.1%        |
| Other Alberta Communities           | 33.0%                | 16.7%        | 16.3           | \$106.77           | \$104.46        | 2.2%          | \$35.28                    | \$17.47        | 101.9%        |
| <b>Alberta Resorts</b>              | <b>28.8%</b>         | <b>7.0%</b>  | <b>21.8</b>    | <b>\$216.29</b>    | <b>\$97.73</b>  | <b>121.3%</b> | <b>\$62.28</b>             | <b>\$6.87</b>  | <b>806.9%</b> |
| <b>BRITISH COLUMBIA</b>             | <b>35.8%</b>         | <b>16.4%</b> | <b>19.4</b>    | <b>\$129.38</b>    | <b>\$104.47</b> | <b>23.8%</b>  | <b>\$46.38</b>             | <b>\$17.14</b> | <b>170.6%</b> |
| <b>Greater Vancouver</b>            | <b>34.8%</b>         | <b>16.2%</b> | <b>18.6</b>    | <b>\$155.50</b>    | <b>\$117.98</b> | <b>31.8%</b>  | <b>\$54.15</b>             | <b>\$19.10</b> | <b>183.5%</b> |
| Airport (Richmond)                  | 53.0%                | 26.5%        | 26.5           | \$185.53           | \$131.13        | 41.5%         | \$98.31                    | \$34.70        | 183.3%        |
| Downtown Vancouver                  | 22.1%                | 5.1%         | 17.0           | \$175.72           | \$128.15        | 37.1%         | \$38.88                    | \$6.59         | 489.8%        |
| Langley/Surrey                      | 48.0%                | 23.2%        | 24.8           | \$101.74           | \$99.59         | 2.2%          | \$48.85                    | \$23.14        | 111.1%        |
| Other Vancouver                     | 42.2%                | 22.9%        | 19.3           | \$111.12           | \$102.40        | 8.5%          | \$46.92                    | \$23.45        | 100.1%        |
| <b>Vancouver Island</b>             | <b>39.4%</b>         | <b>12.9%</b> | <b>26.6</b>    | <b>\$116.35</b>    | <b>\$96.06</b>  | <b>21.1%</b>  | <b>\$45.90</b>             | <b>\$12.36</b> | <b>271.3%</b> |
| Campbell River                      | 52.4%                | 27.6%        | 24.8           | \$99.80            | \$94.29         | 5.8%          | \$52.28                    | \$25.99        | 101.2%        |
| Greater Victoria                    | 38.4%                | 11.5%        | 26.9           | \$109.16           | \$92.96         | 17.4%         | \$41.90                    | \$10.70        | 291.4%        |
| Nanaimo                             | 32.6%                | 12.2%        | 20.4           | \$123.39           | \$116.93        | 5.5%          | \$40.25                    | \$14.24        | 182.7%        |
| Parksville/Qualicum Beach           | 37.1%                | 11.5%        | 25.7           | \$143.53           | \$92.48         | 55.2%         | \$53.31                    | \$10.61        | 402.3%        |
| Other Vancouver Island              | 45.3%                | 13.6%        | 31.7           | \$126.69           | \$95.79         | 32.3%         | \$57.37                    | \$13.02        | 340.7%        |
| <b>Whistler Resort Area</b>         | <b>4.8%</b>          | <b>2.8%</b>  | <b>2.0</b>     | <b>\$192.86</b>    | <b>\$89.75</b>  | <b>114.9%</b> | <b>\$9.29</b>              | <b>\$2.56</b>  | <b>263.6%</b> |
| <b>Other British Columbia</b>       | <b>40.2%</b>         | <b>19.0%</b> | <b>21.2</b>    | <b>\$108.35</b>    | <b>\$95.67</b>  | <b>13.3%</b>  | <b>\$43.59</b>             | <b>\$18.17</b> | <b>139.9%</b> |
| Abbotsford/Chilliwack               | 58.5%                | 29.9%        | 28.6           | \$90.99            | \$82.35         | 10.5%         | \$53.23                    | \$24.66        | 115.9%        |
| Kamloops                            | 52.0%                | 16.2%        | 35.7           | \$96.84            | \$83.83         | 15.5%         | \$50.33                    | \$13.60        | 270.1%        |
| Kelowna                             | 39.3%                | 13.5%        | 25.8           | \$109.68           | \$93.72         | 17.0%         | \$43.06                    | \$12.62        | 241.3%        |
| Penticton                           | 33.6%                | 7.6%         | 26.0           | \$102.26           | \$92.01         | 11.1%         | \$34.32                    | \$6.99         | 391.1%        |
| Prince George                       | 43.1%                | 23.6%        | 19.5           | \$109.19           | \$98.20         | 11.2%         | \$47.10                    | \$23.19        | 103.1%        |
| Other B.C. Communities              | 35.5%                | 20.1%        | 15.4           | \$115.95           | \$100.67        | 15.2%         | \$41.22                    | \$20.24        | 103.6%        |
| <b>NORTHWEST TERRITORIES</b>        | <b>39.7%</b>         | <b>37.4%</b> | <b>2.4</b>     | <b>\$148.46</b>    | <b>\$145.07</b> | <b>2.3%</b>   | <b>\$59.00</b>             | <b>\$54.24</b> | <b>8.8%</b>   |
| <b>YUKON</b>                        | <b>32.2%</b>         | <b>16.7%</b> | <b>15.5</b>    | <b>\$109.58</b>    | <b>\$94.59</b>  | <b>15.8%</b>  | <b>\$35.28</b>             | <b>\$15.84</b> | <b>122.7%</b> |
| <b>CANADA</b>                       | <b>29.7%</b>         | <b>13.6%</b> | <b>16.2</b>    | <b>\$113.40</b>    | <b>\$101.73</b> | <b>11.5%</b>  | <b>\$33.71</b>             | <b>\$13.80</b> | <b>144.2%</b> |

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## REPORT OF ROOMS OPERATIONS BY LOCATION FOUR MONTHS ENDED APRIL 2021

| Location                            | Occupancy Percentage |              |                | Average Daily Rate |                 |               | Revenue Per Available Room |                |               |
|-------------------------------------|----------------------|--------------|----------------|--------------------|-----------------|---------------|----------------------------|----------------|---------------|
|                                     | 2021                 | 2020         | **Point Change | 2021               | 2020            | Variance      | 2021                       | 2020           | Variance      |
| <b>ATLANTIC CANADA</b>              | <b>23.1%</b>         | <b>33.0%</b> | <b>-9.9</b>    | <b>\$95.04</b>     | <b>\$119.51</b> | <b>-20.5%</b> | <b>\$21.96</b>             | <b>\$39.43</b> | <b>-44.3%</b> |
| <b>NEWFOUNDLAND</b>                 | <b>20.1%</b>         | <b>27.1%</b> | <b>-7.0</b>    | <b>\$90.76</b>     | <b>\$116.57</b> | <b>-22.1%</b> | <b>\$18.27</b>             | <b>\$31.61</b> | <b>-42.2%</b> |
| St. John's                          | 18.7%                | 26.3%        | -7.6           | \$86.11            | \$113.36        | -24.0%        | \$16.07                    | \$29.82        | -46.1%        |
| <b>PRINCE EDWARD ISLAND</b>         | <b>20.5%</b>         | <b>28.8%</b> | <b>-8.3</b>    | <b>\$95.53</b>     | <b>\$116.62</b> | <b>-18.1%</b> | <b>\$19.59</b>             | <b>\$33.64</b> | <b>-41.8%</b> |
| <b>NOVA SCOTIA</b>                  | <b>27.8%</b>         | <b>37.4%</b> | <b>-9.6</b>    | <b>\$95.00</b>     | <b>\$121.53</b> | <b>-21.8%</b> | <b>\$26.44</b>             | <b>\$45.45</b> | <b>-41.8%</b> |
| Halifax/Dartmouth                   | 25.0%                | 39.6%        | -14.6          | \$91.76            | \$125.43        | -26.8%        | \$22.98                    | \$49.68        | -53.7%        |
| Other Nova Scotia                   | 34.4%                | 32.4%        | 2.0            | \$100.56           | \$110.63        | -9.1%         | \$34.59                    | \$35.80        | -3.4%         |
| <b>NEW BRUNSWICK</b>                | <b>20.0%</b>         | <b>31.3%</b> | <b>-11.4</b>   | <b>\$95.37</b>     | <b>\$115.59</b> | <b>-17.5%</b> | <b>\$19.06</b>             | <b>\$36.23</b> | <b>-47.4%</b> |
| Moncton                             | 20.5%                | 36.2%        | -15.7          | \$90.13            | \$119.42        | -24.5%        | \$18.52                    | \$43.27        | -57.2%        |
| Other New Brunswick                 | 19.7%                | 28.9%        | -9.2           | \$98.40            | \$113.14        | -13.0%        | \$19.35                    | \$32.66        | -40.7%        |
| <b>CENTRAL CANADA</b>               | <b>26.7%</b>         | <b>42.0%</b> | <b>-15.4</b>   | <b>\$109.69</b>    | <b>\$148.01</b> | <b>-25.9%</b> | <b>\$29.27</b>             | <b>\$62.22</b> | <b>-53.0%</b> |
| <b>QUEBEC</b>                       | <b>19.2%</b>         | <b>40.9%</b> | <b>-21.7</b>   | <b>\$129.49</b>    | <b>\$159.21</b> | <b>-18.7%</b> | <b>\$24.90</b>             | <b>\$65.14</b> | <b>-61.8%</b> |
| Greater Quebec City                 | 14.4%                | 40.6%        | -26.2          | \$115.87           | \$148.47        | -22.0%        | \$16.70                    | \$60.26        | -72.3%        |
| Other Quebec                        | 25.8%                | 42.5%        | -16.7          | \$133.18           | \$167.03        | -20.3%        | \$34.39                    | \$70.99        | -51.5%        |
| Greater Montreal                    | 17.4%                | 40.3%        | -22.9          | \$129.91           | \$158.02        | -17.8%        | \$22.59                    | \$63.62        | -64.5%        |
| Downtown Montreal                   | 8.9%                 | 35.7%        | -26.8          | \$129.74           | \$169.99        | -23.7%        | \$11.53                    | \$60.73        | -81.0%        |
| Montreal Airport/Laval              | 30.4%                | 49.6%        | -19.2          | \$136.95           | \$149.01        | -8.1%         | \$41.57                    | \$73.91        | -43.8%        |
| <b>ONTARIO</b>                      | <b>29.2%</b>         | <b>42.4%</b> | <b>-13.2</b>   | <b>\$105.35</b>    | <b>\$144.66</b> | <b>-27.2%</b> | <b>\$30.76</b>             | <b>\$61.36</b> | <b>-49.9%</b> |
| <b>Greater Toronto Area (GTA)</b>   | <b>30.7%</b>         | <b>45.8%</b> | <b>-15.0</b>   | <b>\$108.23</b>    | <b>\$164.23</b> | <b>-34.1%</b> | <b>\$33.27</b>             | <b>\$75.17</b> | <b>-55.7%</b> |
| Downtown Toronto                    | 11.8%                | 41.7%        | -29.9          | \$141.38           | \$222.65        | -36.5%        | \$16.64                    | \$92.77        | -82.1%        |
| Toronto Airport                     | 41.7%                | 55.2%        | -13.4          | \$133.59           | \$154.32        | -13.4%        | \$55.77                    | \$85.15        | -34.5%        |
| GTA West                            | 35.7%                | 46.7%        | -11.0          | \$91.38            | \$126.26        | -27.6%        | \$32.64                    | \$59.00        | -44.7%        |
| GTA East/North                      | 44.8%                | 44.9%        | -0.1           | \$91.94            | \$128.01        | -28.2%        | \$41.23                    | \$57.54        | -28.3%        |
| <b>Eastern Ontario</b>              | <b>31.3%</b>         | <b>39.4%</b> | <b>-8.1</b>    | <b>\$104.04</b>    | <b>\$117.56</b> | <b>-11.5%</b> | <b>\$32.55</b>             | <b>\$46.28</b> | <b>-29.7%</b> |
| Kingston                            | 26.7%                | 39.3%        | -12.6          | \$93.93            | \$121.27        | -22.5%        | \$25.06                    | \$47.67        | -47.4%        |
| Other Eastern Ontario               | 33.6%                | 39.4%        | -5.8           | \$108.05           | \$115.87        | -6.7%         | \$36.29                    | \$45.65        | -20.5%        |
| <b>Ottawa</b>                       | <b>24.6%</b>         | <b>48.0%</b> | <b>-23.5</b>   | <b>\$111.22</b>    | <b>\$153.81</b> | <b>-27.7%</b> | <b>\$27.33</b>             | <b>\$73.88</b> | <b>-63.0%</b> |
| Downtown Ottawa                     | 19.0%                | 48.7%        | -29.7          | \$124.53           | \$171.49        | -27.4%        | \$23.72                    | \$83.52        | -71.6%        |
| Ottawa West                         | 32.7%                | 50.1%        | -17.4          | \$101.29           | \$133.33        | -24.0%        | \$33.13                    | \$66.80        | -50.4%        |
| Ottawa East                         | 26.0%                | 40.6%        | -14.6          | \$102.32           | \$126.07        | -18.8%        | \$26.62                    | \$51.16        | -48.0%        |
| <b>Southern Ontario</b>             | <b>26.2%</b>         | <b>36.2%</b> | <b>-10.0</b>   | <b>\$93.91</b>     | <b>\$115.51</b> | <b>-18.7%</b> | <b>\$24.58</b>             | <b>\$41.84</b> | <b>-41.2%</b> |
| London                              | 36.0%                | 48.1%        | -12.2          | \$83.15            | \$116.41        | -28.6%        | \$29.91                    | \$56.03        | -46.6%        |
| Windsor                             | 35.2%                | 38.7%        | -3.4           | \$98.63            | \$114.16        | -13.6%        | \$34.73                    | \$44.12        | -21.3%        |
| Kitchener/Waterloo/Cambridge/Guelph | 30.9%                | 41.9%        | -11.0          | \$89.78            | \$119.61        | -24.9%        | \$27.71                    | \$50.10        | -44.7%        |
| Hamilton/Brantford                  | 38.5%                | 40.1%        | -1.6           | \$101.94           | \$121.42        | -16.0%        | \$39.26                    | \$48.75        | -19.5%        |
| Niagara Falls                       | 11.9%                | 29.2%        | -17.4          | \$103.33           | \$113.79        | -9.2%         | \$12.26                    | \$33.27        | -63.2%        |
| Other Niagara Region                | 29.8%                | 29.2%        | 0.6            | \$84.14            | \$111.35        | -24.4%        | \$25.09                    | \$32.57        | -23.0%        |
| Other Southern Ontario              | 37.1%                | 36.4%        | 0.7            | \$95.47            | \$109.69        | -13.0%        | \$35.43                    | \$39.92        | -11.2%        |
| <b>Central Ontario</b>              | <b>28.4%</b>         | <b>38.2%</b> | <b>-9.9</b>    | <b>\$112.73</b>    | <b>\$136.69</b> | <b>-17.5%</b> | <b>\$31.98</b>             | <b>\$52.25</b> | <b>-38.8%</b> |
| <b>North Eastern Ontario</b>        | <b>31.1%</b>         | <b>39.3%</b> | <b>-8.2</b>    | <b>\$105.14</b>    | <b>\$119.83</b> | <b>-12.3%</b> | <b>\$32.72</b>             | <b>\$47.08</b> | <b>-30.5%</b> |
| North Bay                           | 26.3%                | 35.1%        | -8.8           | \$92.56            | \$113.45        | -18.4%        | \$24.32                    | \$39.79        | -38.9%        |
| Sudbury                             | 30.9%                | 42.5%        | -11.6          | \$106.48           | \$117.97        | -9.7%         | \$32.89                    | \$50.11        | -34.4%        |
| <b>North Central Ontario</b>        |                      |              |                |                    |                 |               |                            |                |               |
| Sault Ste. Marie                    | 24.0%                | 35.3%        | -11.3          | \$92.97            | \$105.74        | -12.1%        | \$22.31                    | \$37.28        | -40.1%        |
| <b>North Western Ontario</b>        | <b>42.5%</b>         | <b>50.2%</b> | <b>-7.7</b>    | <b>\$120.54</b>    | <b>\$125.88</b> | <b>-4.2%</b>  | <b>\$51.19</b>             | <b>\$63.19</b> | <b>-19.0%</b> |
| Thunder Bay                         | 39.7%                | 49.8%        | -10.1          | \$119.56           | \$124.43        | -3.9%         | \$47.45                    | \$61.95        | -23.4%        |

\*\* Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.

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## REPORT OF ROOMS OPERATIONS BY LOCATION FOUR MONTHS ENDED APRIL 2021

| Location                            | Occupancy Percentage |              |              | Average Daily Rate |                 |               | Revenue Per Available Room |                 |               |
|-------------------------------------|----------------------|--------------|--------------|--------------------|-----------------|---------------|----------------------------|-----------------|---------------|
|                                     | 2021                 | 2020         | Point Change | 2021               | 2020            | Variance      | 2021                       | 2020            | Variance      |
| <b>WESTERN CANADA</b>               | <b>30.1%</b>         | <b>39.5%</b> | <b>-9.4</b>  | <b>\$116.82</b>    | <b>\$142.25</b> | <b>-17.9%</b> | <b>\$35.11</b>             | <b>\$56.16</b>  | <b>-37.5%</b> |
| <b>MANITOBA</b>                     | <b>28.6%</b>         | <b>42.9%</b> | <b>-14.3</b> | <b>\$110.18</b>    | <b>\$121.00</b> | <b>-8.9%</b>  | <b>\$31.55</b>             | <b>\$51.96</b>  | <b>-39.3%</b> |
| Winnipeg                            | 26.3%                | 43.7%        | -17.4        | \$110.82           | \$121.81        | -9.0%         | \$29.16                    | \$53.28         | -45.3%        |
| Brandon                             | 25.7%                | 36.4%        | -10.7        | \$92.29            | \$114.68        | -19.5%        | \$23.71                    | \$41.73         | -43.2%        |
| Other Manitoba                      | 38.3%                | 43.9%        | -5.6         | \$116.12           | \$121.15        | -4.2%         | \$44.50                    | \$53.17         | -16.3%        |
| <b>SASKATCHEWAN</b>                 | <b>27.9%</b>         | <b>37.6%</b> | <b>-9.7</b>  | <b>\$100.02</b>    | <b>\$114.80</b> | <b>-12.9%</b> | <b>\$27.95</b>             | <b>\$43.20</b>  | <b>-35.3%</b> |
| Regina                              | 23.2%                | 38.8%        | -15.7        | \$89.75            | \$114.77        | -21.8%        | \$20.80                    | \$44.57         | -53.3%        |
| Saskatoon                           | 27.8%                | 40.7%        | -12.9        | \$101.31           | \$120.30        | -15.8%        | \$28.15                    | \$48.96         | -42.5%        |
| Other Saskatchewan                  | 31.6%                | 33.9%        | -2.3         | \$104.50           | \$108.66        | -3.8%         | \$33.04                    | \$36.85         | -10.3%        |
| <b>ALBERTA (excl. Alta Resorts)</b> | <b>25.2%</b>         | <b>34.0%</b> | <b>-8.9</b>  | <b>\$100.10</b>    | <b>\$119.94</b> | <b>-16.5%</b> | <b>\$25.21</b>             | <b>\$40.84</b>  | <b>-38.3%</b> |
| <b>Calgary</b>                      | <b>19.7%</b>         | <b>35.1%</b> | <b>-15.3</b> | <b>\$102.04</b>    | <b>\$129.84</b> | <b>-21.4%</b> | <b>\$20.12</b>             | <b>\$45.51</b>  | <b>-55.8%</b> |
| Calgary Airport                     | 22.4%                | 37.7%        | -15.4        | \$97.22            | \$109.05        | -10.9%        | \$21.74                    | \$41.15         | -47.2%        |
| Calgary Downtown                    | 11.0%                | 33.3%        | -22.3        | \$126.43           | \$173.32        | -27.1%        | \$13.91                    | \$57.76         | -75.9%        |
| Calgary Northwest                   | 37.0%                | 33.9%        | 3.1          | \$88.33            | \$104.36        | -15.4%        | \$32.69                    | \$35.35         | -7.5%         |
| Calgary South                       | 22.1%                | 32.6%        | -10.5        | \$100.95           | \$117.49        | -14.1%        | \$22.27                    | \$38.31         | -41.9%        |
| <b>Edmonton</b>                     | <b>23.9%</b>         | <b>35.2%</b> | <b>-11.3</b> | <b>\$90.88</b>     | <b>\$120.57</b> | <b>-24.6%</b> | <b>\$21.76</b>             | <b>\$42.50</b>  | <b>-48.8%</b> |
| Downtown Edmonton                   | 14.7%                | 34.9%        | -20.2        | \$126.58           | \$150.82        | -16.1%        | \$18.67                    | \$52.68         | -64.6%        |
| Edmonton South                      | 27.3%                | 34.4%        | -7.2         | \$83.77            | \$104.48        | -19.8%        | \$22.83                    | \$35.98         | -36.5%        |
| Edmonton West                       | 25.1%                | 36.1%        | -11.1        | \$88.67            | \$112.68        | -21.3%        | \$22.21                    | \$40.73         | -45.5%        |
| <b>Other Alberta</b>                | <b>29.8%</b>         | <b>32.6%</b> | <b>-2.8</b>  | <b>\$104.15</b>    | <b>\$112.72</b> | <b>-7.6%</b>  | <b>\$31.00</b>             | <b>\$36.76</b>  | <b>-15.7%</b> |
| Lethbridge                          | 22.7%                | 29.8%        | -7.1         | \$92.34            | \$104.99        | -12.0%        | \$21.01                    | \$31.31         | -32.9%        |
| Red Deer                            | 22.1%                | 24.3%        | -2.2         | \$88.12            | \$104.59        | -15.7%        | \$19.49                    | \$25.46         | -23.4%        |
| Other Alberta Communities           | 31.7%                | 34.2%        | -2.5         | \$107.10           | \$114.65        | -6.6%         | \$34.00                    | \$39.22         | -13.3%        |
| <b>Alberta Resorts</b>              | <b>30.5%</b>         | <b>37.9%</b> | <b>-7.3</b>  | <b>\$209.30</b>    | <b>\$233.09</b> | <b>-10.2%</b> | <b>\$63.87</b>             | <b>\$88.27</b>  | <b>-27.6%</b> |
| <b>BRITISH COLUMBIA</b>             | <b>35.9%</b>         | <b>45.2%</b> | <b>-9.3</b>  | <b>\$126.63</b>    | <b>\$163.38</b> | <b>-22.5%</b> | <b>\$45.46</b>             | <b>\$73.80</b>  | <b>-38.4%</b> |
| <b>Greater Vancouver</b>            | <b>33.5%</b>         | <b>50.8%</b> | <b>-17.3</b> | <b>\$137.20</b>    | <b>\$167.92</b> | <b>-18.3%</b> | <b>\$45.95</b>             | <b>\$85.30</b>  | <b>-46.1%</b> |
| Airport (Richmond)                  | 48.7%                | 57.0%        | -8.3         | \$154.45           | \$152.38        | 1.4%          | \$75.15                    | \$86.81         | -13.4%        |
| Downtown Vancouver                  | 21.6%                | 47.1%        | -25.6        | \$154.98           | \$199.57        | -22.3%        | \$33.40                    | \$94.09         | -64.5%        |
| Langley/Surrey                      | 48.2%                | 49.5%        | -1.4         | \$101.19           | \$120.79        | -16.2%        | \$48.73                    | \$59.83         | -18.6%        |
| Other Vancouver                     | 41.9%                | 54.5%        | -12.5        | \$109.09           | \$133.11        | -18.0%        | \$45.76                    | \$72.52         | -36.9%        |
| <b>Vancouver Island</b>             | <b>40.7%</b>         | <b>42.1%</b> | <b>-1.4</b>  | <b>\$116.30</b>    | <b>\$128.94</b> | <b>-9.8%</b>  | <b>\$47.36</b>             | <b>\$54.33</b>  | <b>-12.8%</b> |
| Campbell River                      | 55.4%                | 45.7%        | 9.7          | \$97.27            | \$102.56        | -5.2%         | \$53.91                    | \$46.88         | 15.0%         |
| Greater Victoria                    | 37.4%                | 42.0%        | -4.6         | \$110.16           | \$133.47        | -17.5%        | \$41.23                    | \$56.12         | -26.5%        |
| Nanaimo                             | 34.2%                | 43.5%        | -9.4         | \$120.00           | \$132.85        | -9.7%         | \$40.99                    | \$57.80         | -29.1%        |
| Parksville/Qualicum Beach           | 46.0%                | 38.6%        | 7.4          | \$127.53           | \$119.86        | 6.4%          | \$58.61                    | \$46.26         | 26.7%         |
| Other Vancouver Island              | 48.1%                | 42.7%        | 5.4          | \$130.07           | \$123.87        | 5.0%          | \$62.57                    | \$52.92         | 18.2%         |
| <b>Whistler Resort Area</b>         | <b>22.3%</b>         | <b>56.5%</b> | <b>-34.1</b> | <b>\$271.99</b>    | <b>\$441.13</b> | <b>-38.3%</b> | <b>\$60.77</b>             | <b>\$249.05</b> | <b>-75.6%</b> |
| <b>Other British Columbia</b>       | <b>39.0%</b>         | <b>38.5%</b> | <b>0.6</b>   | <b>\$108.30</b>    | <b>\$114.37</b> | <b>-5.3%</b>  | <b>\$42.27</b>             | <b>\$43.99</b>  | <b>-3.9%</b>  |
| Abbotsford/Chilliwack               | 51.7%                | 54.2%        | -2.5         | \$88.06            | \$97.15         | -9.4%         | \$45.50                    | \$52.63         | -13.5%        |
| Kamloops                            | 41.4%                | 34.2%        | 7.2          | \$93.23            | \$98.41         | -5.3%         | \$38.60                    | \$33.64         | 14.8%         |
| Kelowna                             | 34.2%                | 35.2%        | -1.0         | \$105.75           | \$119.57        | -11.6%        | \$36.15                    | \$42.07         | -14.1%        |
| Penticton                           | 24.6%                | 23.4%        | 1.2          | \$99.02            | \$110.09        | -10.1%        | \$24.34                    | \$25.79         | -5.6%         |
| Prince George                       | 40.5%                | 42.7%        | -2.2         | \$108.10           | \$111.18        | -2.8%         | \$43.80                    | \$47.49         | -7.8%         |
| Other B.C. Communities              | 39.2%                | 39.0%        | 0.3          | \$116.81           | \$120.03        | -2.7%         | \$45.84                    | \$46.78         | -2.0%         |
| <b>NORTHWEST TERRITORIES</b>        | <b>36.7%</b>         | <b>62.7%</b> | <b>-26.0</b> | <b>\$149.77</b>    | <b>\$153.71</b> | <b>-2.6%</b>  | <b>\$54.91</b>             | <b>\$96.37</b>  | <b>-43.0%</b> |
| <b>YUKON</b>                        | <b>28.6%</b>         | <b>39.9%</b> | <b>-11.4</b> | <b>\$105.81</b>    | <b>\$129.09</b> | <b>-18.0%</b> | <b>\$30.23</b>             | <b>\$51.56</b>  | <b>-41.4%</b> |
| <b>CANADA</b>                       | <b>28.0%</b>         | <b>40.2%</b> | <b>-12.2</b> | <b>\$112.41</b>    | <b>\$143.69</b> | <b>-21.8%</b> | <b>\$31.48</b>             | <b>\$57.75</b>  | <b>-45.5%</b> |

\*\* Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.

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## REGIONAL REPORT OF ROOMS OPERATIONS BY PROPERTY SIZE, PROPERTY TYPE AND PRICE LEVEL MONTH OF APRIL 2021\*

### ATLANTIC

|                      | Occupancy Percentage |              |                | Average Daily Rate |                 |              |
|----------------------|----------------------|--------------|----------------|--------------------|-----------------|--------------|
|                      | 2021                 | 2020         | **Point Change | 2021               | 2020            | Variance     |
| <b>Property Size</b> |                      |              |                |                    |                 |              |
| Under 50 rooms       | 18.3%                | 9.0%         | 9.3            | \$100.32           | \$94.49         | 6.2%         |
| 50-75 rooms          | 27.8%                | 12.0%        | 15.8           | \$92.77            | \$94.63         | -2.0%        |
| 76-125 rooms         | 30.2%                | 12.2%        | 18.0           | \$91.46            | \$98.50         | -7.1%        |
| 126-200 rooms        | 26.0%                | 10.7%        | 15.3           | \$96.60            | \$107.17        | -9.9%        |
| 201-500 rooms        | 23.2%                | 4.1%         | 19.1           | \$88.92            | \$101.00        | -12.0%       |
| Over 500 rooms       | N/A                  | N/A          | N/A            | N/A                | N/A             | N/A          |
| <b>Total</b>         | <b>27.1%</b>         | <b>10.4%</b> | <b>16.7</b>    | <b>\$92.64</b>     | <b>\$100.42</b> | <b>-7.7%</b> |
| <b>Property Type</b> |                      |              |                |                    |                 |              |
| Limited Service      | 28.5%                | 11.9%        | 16.6           | \$94.98            | \$100.66        | -5.6%        |
| Full Service         | 23.9%                | 7.8%         | 16.1           | \$87.91            | \$96.41         | -8.8%        |
| Suite Hotel          | 45.9%                | 15.0%        | 30.9           | \$97.16            | \$114.45        | -15.1%       |
| Resort               | N/A                  | N/A          | N/A            | N/A                | N/A             | N/A          |
| <b>Total</b>         | <b>27.1%</b>         | <b>10.4%</b> | <b>16.7</b>    | <b>\$92.64</b>     | <b>\$100.42</b> | <b>-7.7%</b> |
| <b>Price Level</b>   |                      |              |                |                    |                 |              |
| Budget               | 24.8%                | 12.1%        | 12.7           | \$84.69            | \$94.55         | -10.4%       |
| Mid-Price            | 27.7%                | 9.9%         | 17.8           | \$92.89            | \$102.05        | -9.0%        |
| Upscale              | 26.6%                | 17.3%        | 9.2            | \$117.79           | \$103.54        | 13.8%        |
| <b>Total</b>         | <b>27.1%</b>         | <b>10.4%</b> | <b>16.7</b>    | <b>\$92.64</b>     | <b>\$100.42</b> | <b>-7.7%</b> |

### CENTRAL

|                      | Occupancy Percentage |              |                | Average Daily Rate |                 |             |
|----------------------|----------------------|--------------|----------------|--------------------|-----------------|-------------|
|                      | 2021                 | 2020         | **Point Change | 2021               | 2020            | Variance    |
| <b>Property Size</b> |                      |              |                |                    |                 |             |
| Under 50 rooms       | 29.4%                | 19.8%        | 9.7            | \$96.82            | \$88.83         | 9.0%        |
| 50-75 rooms          | 38.0%                | 19.9%        | 18.1           | \$96.72            | \$95.13         | 1.7%        |
| 76-125 rooms         | 35.1%                | 18.6%        | 16.5           | \$106.65           | \$98.09         | 8.7%        |
| 126-200 rooms        | 31.1%                | 15.7%        | 15.4           | \$107.00           | \$104.28        | 2.6%        |
| 201-500 rooms        | 22.9%                | 8.4%         | 14.5           | \$136.73           | \$117.40        | 16.5%       |
| Over 500 rooms       | 12.0%                | 2.2%         | 9.8            | \$122.22           | \$145.26        | -15.9%      |
| <b>Total</b>         | <b>28.4%</b>         | <b>13.3%</b> | <b>15.0</b>    | <b>\$112.00</b>    | <b>\$102.65</b> | <b>9.1%</b> |
| <b>Property Type</b> |                      |              |                |                    |                 |             |
| Limited Service      | 36.3%                | 19.8%        | 16.5           | \$99.75            | \$92.67         | 7.6%        |
| Full Service         | 22.8%                | 8.3%         | 14.6           | \$122.51           | \$106.75        | 14.8%       |
| Suite Hotel          | 39.1%                | 18.2%        | 20.9           | \$110.40           | \$125.12        | -11.8%      |
| Resort               | 8.8%                 | 1.2%         | 7.6            | \$183.11           | \$44.34         | 312.9%      |
| <b>Total</b>         | <b>28.4%</b>         | <b>13.3%</b> | <b>15.0</b>    | <b>\$112.00</b>    | <b>\$102.65</b> | <b>9.1%</b> |
| <b>Price Level</b>   |                      |              |                |                    |                 |             |
| Budget               | 37.7%                | 21.3%        | 16.4           | \$98.35            | \$85.11         | 15.6%       |
| Mid-Price            | 29.8%                | 12.5%        | 17.3           | \$111.07           | \$112.70        | -1.5%       |
| Upscale              | 10.3%                | 2.7%         | 7.6            | \$189.01           | \$143.89        | 31.4%       |
| <b>Total</b>         | <b>28.4%</b>         | <b>13.3%</b> | <b>15.0</b>    | <b>\$112.00</b>    | <b>\$102.65</b> | <b>9.1%</b> |

### WESTERN

|                      | Occupancy Percentage |              |                | Average Daily Rate |                 |              |
|----------------------|----------------------|--------------|----------------|--------------------|-----------------|--------------|
|                      | 2021                 | 2020         | **Point Change | 2021               | 2020            | Variance     |
| <b>Property Size</b> |                      |              |                |                    |                 |              |
| Under 50 rooms       | 36.4%                | 22.0%        | 14.4           | \$93.71            | \$86.74         | 8.0%         |
| 50-75 rooms          | 37.3%                | 19.8%        | 17.5           | \$101.44           | \$87.26         | 16.2%        |
| 76-125 rooms         | 36.5%                | 16.4%        | 20.1           | \$106.71           | \$100.19        | 6.5%         |
| 126-200 rooms        | 32.5%                | 12.5%        | 20.1           | \$116.90           | \$107.55        | 8.7%         |
| 201-500 rooms        | 23.3%                | 8.6%         | 14.7           | \$149.45           | \$124.24        | 20.3%        |
| Over 500 rooms       | 11.5%                | 1.3%         | 10.1           | \$245.78           | \$112.12        | 119.2%       |
| <b>Total</b>         | <b>31.4%</b>         | <b>14.2%</b> | <b>17.3</b>    | <b>\$117.42</b>    | <b>\$101.15</b> | <b>16.1%</b> |
| <b>Property Type</b> |                      |              |                |                    |                 |              |
| Limited Service      | 35.8%                | 18.1%        | 17.7           | \$99.61            | \$93.95         | 6.0%         |
| Full Service         | 27.3%                | 10.6%        | 16.7           | \$128.60           | \$111.46        | 15.4%        |
| Suite Hotel          | 41.6%                | 18.7%        | 23.0           | \$114.51           | \$116.35        | -1.6%        |
| Resort               | 24.2%                | 6.1%         | 18.1           | \$194.96           | \$94.78         | 105.7%       |
| <b>Total</b>         | <b>31.4%</b>         | <b>14.2%</b> | <b>17.3</b>    | <b>\$117.42</b>    | <b>\$101.15</b> | <b>16.1%</b> |
| <b>Price Level</b>   |                      |              |                |                    |                 |              |
| Budget               | 37.0%                | 20.6%        | 16.4           | \$99.56            | \$85.59         | 16.3%        |
| Mid-Price            | 32.3%                | 13.2%        | 19.2           | \$113.44           | \$105.27        | 7.8%         |
| Upscale              | 19.4%                | 7.5%         | 11.8           | \$196.66           | \$139.06        | 41.4%        |
| <b>Total</b>         | <b>31.4%</b>         | <b>14.2%</b> | <b>17.3</b>    | <b>\$117.42</b>    | <b>\$101.15</b> | <b>16.1%</b> |

### CANADA \*

|                      | Occupancy Percentage |              |                | Average Daily Rate |                 |              |
|----------------------|----------------------|--------------|----------------|--------------------|-----------------|--------------|
|                      | 2021                 | 2020         | **Point Change | 2021               | 2020            | Variance     |
| <b>Property Size</b> |                      |              |                |                    |                 |              |
| Under 50 rooms       | 33.5%                | 21.0%        | 12.5           | \$94.75            | \$87.41         | 8.4%         |
| 50-75 rooms          | 36.6%                | 19.1%        | 17.5           | \$98.92            | \$90.51         | 9.3%         |
| 76-125 rooms         | 35.3%                | 16.9%        | 18.5           | \$105.52           | \$99.23         | 6.3%         |
| 126-200 rooms        | 31.3%                | 13.6%        | 17.7           | \$110.98           | \$106.04        | 4.7%         |
| 201-500 rooms        | 23.1%                | 8.3%         | 14.8           | \$139.80           | \$120.59        | 15.9%        |
| Over 500 rooms       | 11.8%                | 2.0%         | 9.8            | \$155.41           | \$141.00        | 10.2%        |
| <b>Total</b>         | <b>29.7%</b>         | <b>13.6%</b> | <b>16.2</b>    | <b>\$113.40</b>    | <b>\$101.73</b> | <b>11.5%</b> |
| <b>Property Type</b> |                      |              |                |                    |                 |              |
| Limited Service      | 35.4%                | 18.2%        | 17.2           | \$99.33            | \$93.85         | 5.8%         |
| Full Service         | 24.8%                | 9.3%         | 15.5           | \$123.03           | \$108.72        | 13.2%        |
| Suite Hotel          | 40.3%                | 18.2%        | 22.0           | \$111.18           | \$121.75        | -8.7%        |
| Resort               | 19.8%                | 6.1%         | 13.8           | \$190.51           | \$94.61         | 101.4%       |
| <b>Total</b>         | <b>29.7%</b>         | <b>13.6%</b> | <b>16.2</b>    | <b>\$113.40</b>    | <b>\$101.73</b> | <b>11.5%</b> |
| <b>Price Level</b>   |                      |              |                |                    |                 |              |
| Budget               | 36.5%                | 20.4%        | 16.1           | \$98.24            | \$85.66         | 14.7%        |
| Mid-Price            | 30.8%                | 12.7%        | 18.2           | \$110.88           | \$107.89        | 2.8%         |
| Upscale              | 14.9%                | 4.9%         | 9.9            | \$190.54           | \$139.66        | 36.4%        |
| <b>Total</b>         | <b>29.7%</b>         | <b>13.6%</b> | <b>16.2</b>    | <b>\$113.40</b>    | <b>\$101.73</b> | <b>11.5%</b> |

\* Based on the operating results of 241,646 rooms (unweighted data)

\*\* Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.

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REGIONAL REPORT OF ROOMS OPERATIONS  
BY PROPERTY SIZE, PROPERTY TYPE AND PRICE LEVEL  
FOUR MONTHS ENDED APRIL 2021

ATLANTIC

|                      | Occupancy Percentage |              |                | Average Daily Rate |                 |               |
|----------------------|----------------------|--------------|----------------|--------------------|-----------------|---------------|
|                      | 2021                 | 2020         | **Point Change | 2021               | 2020            | Variance      |
| <b>Property Size</b> |                      |              |                |                    |                 |               |
| Under 50 rooms       | 18.7%                | 25.6%        | -6.8           | \$99.93            | \$111.44        | -10.3%        |
| 50-75 rooms          | 26.0%                | 29.5%        | -3.5           | \$90.77            | \$101.77        | -10.8%        |
| 76-125 rooms         | 25.0%                | 33.9%        | -8.8           | \$94.29            | \$115.98        | -18.7%        |
| 126-200 rooms        | 23.5%                | 36.1%        | -12.6          | \$99.77            | \$126.21        | -21.0%        |
| 201-500 rooms        | 17.5%                | 30.7%        | -13.2          | \$93.32            | \$130.52        | -28.5%        |
| Over 500 rooms       | N/A                  | N/A          | N/A            | N/A                | N/A             | N/A           |
| <b>Total</b>         | <b>23.1%</b>         | <b>33.0%</b> | <b>-9.9</b>    | <b>\$95.04</b>     | <b>\$119.51</b> | <b>-20.5%</b> |
| <b>Property Type</b> |                      |              |                |                    |                 |               |
| Limited Service      | 25.1%                | 33.5%        | -8.4           | \$96.33            | \$116.32        | -17.2%        |
| Full Service         | 19.8%                | 32.3%        | -12.4          | \$91.99            | \$121.44        | -24.3%        |
| Suite Hotel          | 38.1%                | 41.7%        | -3.6           | \$97.56            | \$129.32        | -24.6%        |
| Resort               | N/A                  | N/A          | N/A            | N/A                | N/A             | N/A           |
| <b>Total</b>         | <b>23.1%</b>         | <b>33.0%</b> | <b>-9.9</b>    | <b>\$95.04</b>     | <b>\$119.51</b> | <b>-20.5%</b> |
| <b>Price Level</b>   |                      |              |                |                    |                 |               |
| Budget               | 22.4%                | 26.6%        | -4.2           | \$85.65            | \$97.85         | -12.5%        |
| Mid-Price            | 23.5%                | 34.6%        | -11.1          | \$95.98            | \$122.80        | -21.8%        |
| Upscale              | 19.6%                | 33.2%        | -13.6          | \$121.44           | \$138.61        | -12.4%        |
| <b>Total</b>         | <b>23.1%</b>         | <b>33.0%</b> | <b>-9.9</b>    | <b>\$95.04</b>     | <b>\$119.51</b> | <b>-20.5%</b> |

CENTRAL

|                      | Occupancy Percentage |              |                | Average Daily Rate |                 |               |
|----------------------|----------------------|--------------|----------------|--------------------|-----------------|---------------|
|                      | 2021                 | 2020         | **Point Change | 2021               | 2020            | Variance      |
| <b>Property Size</b> |                      |              |                |                    |                 |               |
| Under 50 rooms       | 30.7%                | 35.8%        | -5.1           | \$98.25            | \$117.26        | -16.2%        |
| 50-75 rooms          | 36.0%                | 39.9%        | -3.9           | \$96.76            | \$111.00        | -12.8%        |
| 76-125 rooms         | 33.6%                | 42.8%        | -9.2           | \$102.49           | \$123.33        | -16.9%        |
| 126-200 rooms        | 29.6%                | 43.8%        | -14.2          | \$105.29           | \$138.12        | -23.8%        |
| 201-500 rooms        | 19.7%                | 43.8%        | -24.1          | \$133.91           | \$172.70        | -22.5%        |
| Over 500 rooms       | 12.2%                | 36.9%        | -24.7          | \$129.44           | \$199.16        | -35.0%        |
| <b>Total</b>         | <b>26.7%</b>         | <b>42.0%</b> | <b>-15.4</b>   | <b>\$109.69</b>    | <b>\$148.01</b> | <b>-25.9%</b> |
| <b>Property Type</b> |                      |              |                |                    |                 |               |
| Limited Service      | 34.8%                | 41.9%        | -7.2           | \$96.36            | \$112.57        | -14.4%        |
| Full Service         | 20.5%                | 40.9%        | -20.4          | \$117.61           | \$163.15        | -27.9%        |
| Suite Hotel          | 37.8%                | 47.7%        | -9.9           | \$110.33           | \$147.71        | -25.3%        |
| Resort               | 16.7%                | 47.1%        | -30.3          | \$211.71           | \$225.52        | -6.1%         |
| <b>Total</b>         | <b>26.7%</b>         | <b>42.0%</b> | <b>-15.4</b>   | <b>\$109.69</b>    | <b>\$148.01</b> | <b>-25.9%</b> |
| <b>Price Level</b>   |                      |              |                |                    |                 |               |
| Budget               | 33.4%                | 40.3%        | -6.9           | \$91.36            | \$98.75         | -7.5%         |
| Mid-Price            | 28.3%                | 42.6%        | -14.3          | \$108.68           | \$144.48        | -24.8%        |
| Upscale              | 11.2%                | 42.3%        | -31.1          | \$192.84           | \$229.96        | -16.1%        |
| <b>Total</b>         | <b>26.7%</b>         | <b>42.0%</b> | <b>-15.4</b>   | <b>\$109.69</b>    | <b>\$148.01</b> | <b>-25.9%</b> |

WESTERN

|                      | Occupancy Percentage |              |                | Average Daily Rate |                 |               |
|----------------------|----------------------|--------------|----------------|--------------------|-----------------|---------------|
|                      | 2021                 | 2020         | **Point Change | 2021               | 2020            | Variance      |
| <b>Property Size</b> |                      |              |                |                    |                 |               |
| Under 50 rooms       | 35.9%                | 36.5%        | -0.6           | \$94.95            | \$102.19        | -7.1%         |
| 50-75 rooms          | 36.9%                | 38.8%        | -1.9           | \$99.89            | \$105.78        | -5.6%         |
| 76-125 rooms         | 34.3%                | 39.1%        | -4.9           | \$105.59           | \$120.45        | -12.3%        |
| 126-200 rooms        | 29.9%                | 38.8%        | -8.9           | \$115.42           | \$131.08        | -11.9%        |
| 201-500 rooms        | 22.9%                | 40.7%        | -17.8          | \$146.90           | \$181.65        | -19.1%        |
| Over 500 rooms       | 13.2%                | 44.7%        | -31.5          | \$262.76           | \$278.77        | -5.7%         |
| <b>Total</b>         | <b>30.1%</b>         | <b>39.5%</b> | <b>-9.4</b>    | <b>\$116.82</b>    | <b>\$142.25</b> | <b>-17.9%</b> |
| <b>Property Type</b> |                      |              |                |                    |                 |               |
| Limited Service      | 34.2%                | 37.7%        | -3.5           | \$98.33            | \$107.87        | -8.8%         |
| Full Service         | 25.5%                | 40.0%        | -14.5          | \$122.73           | \$148.10        | -17.1%        |
| Suite Hotel          | 36.1%                | 44.8%        | -8.7           | \$116.75           | \$152.42        | -23.4%        |
| Resort               | 29.9%                | 43.0%        | -13.1          | \$205.54           | \$276.35        | -25.6%        |
| <b>Total</b>         | <b>30.1%</b>         | <b>39.5%</b> | <b>-9.4</b>    | <b>\$116.82</b>    | <b>\$142.25</b> | <b>-17.9%</b> |
| <b>Price Level</b>   |                      |              |                |                    |                 |               |
| Budget               | 36.3%                | 38.8%        | -2.5           | \$93.28            | \$96.10         | -2.9%         |
| Mid-Price            | 30.2%                | 38.7%        | -8.5           | \$111.91           | \$128.37        | -12.8%        |
| Upscale              | 20.7%                | 44.5%        | -23.8          | \$209.80           | \$260.04        | -19.3%        |
| <b>Total</b>         | <b>30.1%</b>         | <b>39.5%</b> | <b>-9.4</b>    | <b>\$116.82</b>    | <b>\$142.25</b> | <b>-17.9%</b> |

CANADA

|                      | Occupancy Percentage |              |                | Average Daily Rate |                 |               |
|----------------------|----------------------|--------------|----------------|--------------------|-----------------|---------------|
|                      | 2021                 | 2020         | **Point Change | 2021               | 2020            | Variance      |
| <b>Property Size</b> |                      |              |                |                    |                 |               |
| Under 50 rooms       | 33.6%                | 35.9%        | -2.3           | \$96.07            | \$107.62        | -10.7%        |
| 50-75 rooms          | 35.5%                | 38.3%        | -2.8           | \$98.03            | \$107.46        | -8.8%         |
| 76-125 rooms         | 33.2%                | 40.2%        | -7.0           | \$103.55           | \$121.36        | -14.7%        |
| 126-200 rooms        | 29.2%                | 40.8%        | -11.6          | \$109.70           | \$134.10        | -18.2%        |
| 201-500 rooms        | 21.0%                | 41.7%        | -20.6          | \$138.24           | \$174.94        | -21.0%        |
| Over 500 rooms       | 12.5%                | 38.8%        | -26.3          | \$168.29           | \$221.61        | -24.1%        |
| <b>Total</b>         | <b>28.0%</b>         | <b>40.2%</b> | <b>-12.2</b>   | <b>\$112.41</b>    | <b>\$143.69</b> | <b>-21.8%</b> |
| <b>Property Type</b> |                      |              |                |                    |                 |               |
| Limited Service      | 33.6%                | 38.9%        | -5.3           | \$97.41            | \$110.42        | -11.8%        |
| Full Service         | 22.6%                | 40.0%        | -17.3          | \$118.50           | \$154.54        | -23.3%        |
| Suite Hotel          | 37.2%                | 46.4%        | -9.2           | \$111.88           | \$148.55        | -24.7%        |
| Resort               | 25.8%                | 43.6%        | -17.8          | \$205.49           | \$260.24        | -21.0%        |
| <b>Total</b>         | <b>28.0%</b>         | <b>40.2%</b> | <b>-12.2</b>   | <b>\$112.41</b>    | <b>\$143.69</b> | <b>-21.8%</b> |
| <b>Price Level</b>   |                      |              |                |                    |                 |               |
| Budget               | 33.9%                | 38.7%        | -4.8           | \$91.99            | \$97.56         | -5.7%         |
| Mid-Price            | 28.8%                | 40.0%        | -11.2          | \$109.44           | \$135.36        | -19.1%        |
| Upscale              | 15.7%                | 43.2%        | -27.5          | \$201.04           | \$243.17        | -17.3%        |
| <b>Total</b>         | <b>28.0%</b>         | <b>40.2%</b> | <b>-12.2</b>   | <b>\$112.41</b>    | <b>\$143.69</b> | <b>-21.8%</b> |

\*\* Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.

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