

December 2020

NATIONAL MARKET REPORT

TRENDS IN THE CANADIAN HOTEL INDUSTRY



REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF DECEMBER 2020*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
ATLANTIC CANADA	17.3%	39.4%	-22.1	\$95.27	\$120.66	-21.0%	\$16.51	\$47.53	-65.3%
NEWFOUNDLAND	19.8%	38.2%	-18.4	\$96.72	\$115.03	-15.9%	\$19.14	\$43.89	-56.4%
St. John's	18.9%	39.1%	-20.2	\$93.42	\$114.25	-18.2%	\$17.62	\$44.65	-60.5%
PRINCE EDWARD ISLAND	17.2%	27.7%	-10.4	\$77.05	\$110.89	-30.5%	\$13.29	\$30.67	-56.7%
NOVA SCOTIA	18.4%	42.8%	-24.4	\$93.41	\$122.66	-23.8%	\$17.15	\$52.48	-67.3%
Halifax/Dartmouth	15.3%	44.7%	-29.5	\$91.82	\$127.09	-27.8%	\$14.01	\$56.86	-75.4%
Other Nova Scotia	26.5%	38.3%	-11.8	\$95.80	\$110.82	-13.5%	\$25.40	\$42.44	-40.2%
NEW BRUNSWICK	15.1%	38.1%	-22.9	\$97.10	\$116.10	-16.4%	\$14.70	\$44.20	-66.7%
Moncton	12.8%	41.5%	-28.7	\$96.79	\$120.20	-19.5%	\$12.38	\$49.83	-75.1%
Other New Brunswick	16.5%	36.3%	-19.8	\$97.24	\$113.62	-14.4%	\$16.01	\$41.22	-61.2%
CENTRAL CANADA	23.2%	52.6%	-29.4	\$109.43	\$153.71	-28.8%	\$25.39	\$80.80	-68.6%
QUEBEC	17.1%	53.4%	-36.3	\$130.95	\$170.27	-23.1%	\$22.40	\$90.98	-75.4%
Greater Quebec City	14.6%	56.4%	-41.8	\$128.53	\$171.18	-24.9%	\$18.74	\$96.48	-80.6%
Other Quebec	23.5%	47.4%	-23.9	\$148.09	\$195.82	-24.4%	\$34.79	\$92.81	-62.5%
Greater Montreal	14.6%	55.6%	-41.0	\$117.74	\$159.12	-26.0%	\$17.16	\$88.49	-80.6%
Downtown Montreal	8.6%	52.3%	-43.7	\$132.91	\$172.44	-22.9%	\$11.48	\$90.26	-87.3%
Montreal Airport/Laval	22.9%	64.6%	-41.8	\$111.43	\$145.57	-23.5%	\$25.47	\$94.09	-72.9%
ONTARIO	25.2%	52.3%	-27.1	\$104.77	\$148.19	-29.3%	\$26.39	\$77.48	-65.9%
Greater Toronto Area (GTA)	22.9%	59.0%	-36.2	\$99.27	\$164.17	-39.5%	\$22.69	\$96.91	-76.6%
Downtown Toronto	8.9%	62.2%	-53.3	\$150.68	\$215.17	-30.0%	\$13.45	\$133.89	-90.0%
Toronto Airport	23.7%	62.0%	-38.3	\$99.74	\$144.14	-30.8%	\$23.61	\$89.37	-73.6%
GTA West	29.0%	56.2%	-27.2	\$85.51	\$125.66	-32.0%	\$24.83	\$70.67	-64.9%
GTA East/North	39.0%	54.9%	-15.9	\$90.87	\$130.68	-30.5%	\$35.47	\$71.81	-50.6%
Eastern Ontario	25.9%	40.8%	-14.9	\$101.80	\$117.67	-13.5%	\$26.36	\$47.99	-45.1%
Kingston	20.6%	40.7%	-20.0	\$100.31	\$117.15	-14.4%	\$20.71	\$47.62	-56.5%
Other Eastern Ontario	28.6%	40.8%	-12.3	\$102.35	\$117.94	-13.2%	\$29.24	\$48.17	-39.3%
Ottawa	22.4%	54.3%	-31.9	\$112.92	\$149.19	-24.3%	\$25.32	\$81.01	-68.7%
Downtown Ottawa	17.7%	56.0%	-38.3	\$128.60	\$163.50	-21.3%	\$22.76	\$91.55	-75.1%
Ottawa West	28.4%	55.1%	-26.7	\$102.26	\$130.73	-21.8%	\$29.06	\$72.04	-59.7%
Ottawa East	25.5%	45.0%	-19.5	\$100.42	\$124.73	-19.5%	\$25.58	\$56.15	-54.4%
Southern Ontario	26.3%	47.7%	-21.4	\$102.71	\$128.71	-20.2%	\$26.98	\$61.39	-56.1%
London	30.3%	48.1%	-17.7	\$86.78	\$111.06	-21.9%	\$26.31	\$53.38	-50.7%
Windsor	30.8%	52.6%	-21.7	\$95.52	\$123.31	-22.5%	\$29.45	\$64.81	-54.6%
Kitchener/Waterloo/Cambridge/Guelph	26.3%	50.8%	-24.5	\$93.45	\$122.73	-23.9%	\$24.56	\$62.29	-60.6%
Hamilton/Brantford	38.9%	50.0%	-11.1	\$108.95	\$122.57	-11.1%	\$42.40	\$61.26	-30.8%
Niagara Falls	20.4%	48.4%	-28.0	\$120.15	\$145.03	-17.2%	\$24.55	\$70.22	-65.0%
Other Niagara Region	25.0%	36.5%	-11.5	\$87.51	\$117.79	-25.7%	\$21.84	\$42.95	-49.1%
Other Southern Ontario	27.9%	41.6%	-13.6	\$96.25	\$112.57	-14.5%	\$26.89	\$46.82	-42.6%
Central Ontario	28.4%	44.1%	-15.7	\$129.40	\$149.10	-13.2%	\$36.78	\$65.76	-44.1%
North Eastern Ontario	32.9%	43.8%	-10.9	\$107.36	\$121.00	-11.3%	\$35.30	\$52.95	-33.3%
North Bay	38.5%	35.3%	3.2	\$101.66	\$116.50	-12.7%	\$39.10	\$41.07	-4.8%
Sudbury	31.2%	51.6%	-20.5	\$109.43	\$123.36	-11.3%	\$34.10	\$63.67	-46.4%
North Central Ontario									
Sault Ste. Marie	24.9%	33.6%	-8.8	\$91.30	\$104.28	-12.4%	\$22.72	\$35.07	-35.2%
North Western Ontario	38.4%	50.2%	-11.8	\$117.71	\$124.61	-5.5%	\$45.23	\$62.55	-27.7%
Thunder Bay	36.8%	55.2%	-18.4	\$118.17	\$123.97	-4.7%	\$43.46	\$68.43	-36.5%

* Based on the operating results of 242,326 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 DECEMBER 2020*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
WESTERN CANADA	22.6%	47.8%	-25.2	\$115.74	\$155.05	-25.4%	\$26.14	\$74.08	-64.7%
MANITOBA	20.0%	52.4%	-32.4	\$106.71	\$118.04	-9.6%	\$21.36	\$61.86	-65.5%
Winnipeg	18.1%	56.1%	-38.0	\$108.74	\$120.39	-9.7%	\$19.63	\$67.51	-70.9%
Brandon	18.6%	48.9%	-30.3	\$89.63	\$101.39	-11.6%	\$16.64	\$49.55	-66.4%
Other Manitoba	28.7%	40.8%	-12.0	\$109.61	\$119.84	-8.5%	\$31.51	\$48.84	-35.5%
SASKATCHEWAN	21.4%	43.2%	-21.8	\$96.79	\$113.99	-15.1%	\$20.70	\$49.23	-57.9%
Regina	19.8%	44.7%	-24.9	\$88.18	\$112.86	-21.9%	\$17.46	\$50.41	-65.4%
Saskatoon	20.8%	48.6%	-27.8	\$100.75	\$117.88	-14.5%	\$20.92	\$57.30	-63.5%
Other Saskatchewan	23.2%	37.0%	-13.9	\$98.86	\$110.17	-10.3%	\$22.89	\$40.81	-43.9%
ALBERTA (excl. Alta Resorts)	18.7%	39.9%	-21.1	\$98.12	\$119.73	-18.0%	\$18.38	\$47.71	-61.5%
Calgary	14.8%	43.4%	-28.5	\$91.47	\$125.63	-27.2%	\$13.57	\$54.49	-75.1%
Calgary Airport	18.1%	44.3%	-26.2	\$87.35	\$104.17	-16.1%	\$15.79	\$46.10	-65.8%
Downtown Calgary	7.9%	44.3%	-36.4	\$121.27	\$161.35	-24.8%	\$9.61	\$71.45	-86.6%
Calgary Northwest	21.0%	42.3%	-21.4	\$75.50	\$103.35	-26.9%	\$15.83	\$43.77	-63.8%
Calgary South	18.0%	40.0%	-22.0	\$85.15	\$115.86	-26.5%	\$15.35	\$46.37	-66.9%
Edmonton	19.3%	44.6%	-25.2	\$99.89	\$122.24	-18.3%	\$19.32	\$54.49	-64.5%
Downtown Edmonton	20.9%	48.0%	-27.1	\$127.00	\$150.81	-15.8%	\$26.56	\$72.43	-63.3%
Edmonton South	19.4%	40.8%	-21.3	\$82.82	\$103.53	-20.0%	\$16.10	\$42.19	-61.8%
Edmonton West	17.6%	46.9%	-29.3	\$88.09	\$110.78	-20.5%	\$15.51	\$51.99	-70.2%
Other Alberta	21.0%	34.2%	-13.2	\$100.28	\$112.33	-10.7%	\$21.06	\$38.39	-45.1%
Lethbridge	16.6%	35.4%	-18.8	\$86.53	\$107.65	-19.6%	\$14.40	\$38.10	-62.2%
Red Deer	16.3%	27.8%	-11.6	\$85.28	\$102.30	-16.6%	\$13.87	\$28.46	-51.3%
Other Alberta Communities	22.9%	34.7%	-11.8	\$103.44	\$114.12	-9.4%	\$23.65	\$39.57	-40.2%
Alberta Resorts	23.7%	50.9%	-27.2	\$226.12	\$308.54	-26.7%	\$53.67	\$157.16	-65.8%
BRITISH COLUMBIA	27.3%	56.2%	-28.8	\$126.13	\$183.76	-31.4%	\$34.49	\$103.25	-66.6%
Greater Vancouver	24.3%	67.9%	-43.6	\$121.03	\$175.66	-31.1%	\$29.45	\$119.35	-75.3%
Airport (Richmond)	30.3%	72.6%	-42.3	\$115.75	\$154.07	-24.9%	\$35.03	\$111.87	-68.7%
Downtown Vancouver	16.8%	68.5%	-51.7	\$144.23	\$204.61	-29.5%	\$24.27	\$140.19	-82.7%
Langley/Surrey	37.3%	56.8%	-19.4	\$99.21	\$119.48	-17.0%	\$37.05	\$67.83	-45.4%
Other Vancouver	32.8%	67.0%	-34.2	\$105.00	\$137.29	-23.5%	\$34.41	\$91.96	-62.6%
Vancouver Island	28.1%	55.1%	-27.1	\$118.99	\$142.01	-16.2%	\$33.41	\$78.30	-57.3%
Campbell River	44.8%	56.4%	-11.6	\$91.26	\$101.20	-9.8%	\$40.89	\$57.08	-28.4%
Greater Victoria	22.9%	58.0%	-35.0	\$120.51	\$147.16	-18.1%	\$27.65	\$85.30	-67.6%
Nanaimo	27.2%	54.0%	-26.8	\$118.73	\$126.11	-5.9%	\$32.33	\$68.09	-52.5%
Parksville/Qualicum Beach	36.1%	48.6%	-12.5	\$117.24	\$129.66	-9.6%	\$42.34	\$62.97	-32.8%
Other Vancouver Island	35.4%	48.9%	-13.6	\$128.12	\$150.43	-14.8%	\$45.33	\$73.61	-38.4%
Whistler Resort Area	28.0%	72.7%	-44.6	\$319.11	\$565.23	-43.5%	\$89.41	\$410.67	-78.2%
Other British Columbia	30.4%	40.1%	-9.7	\$106.08	\$121.48	-12.7%	\$32.23	\$48.74	-33.9%
Abbotsford/Chilliwack	37.1%	52.1%	-15.0	\$84.35	\$95.54	-11.7%	\$31.27	\$49.73	-37.1%
Kamloops	32.9%	37.0%	-4.0	\$89.14	\$100.33	-11.1%	\$29.36	\$37.10	-20.9%
Kelowna	24.2%	39.5%	-15.3	\$98.11	\$119.02	-17.6%	\$23.76	\$47.04	-49.5%
Penticton	15.2%	24.0%	-8.8	\$90.61	\$99.95	-9.3%	\$13.75	\$23.96	-42.6%
Prince George	44.3%	45.2%	-0.9	\$103.31	\$107.96	-4.3%	\$45.76	\$48.82	-6.3%
Other B.C. Communities	29.9%	40.0%	-10.1	\$117.12	\$134.30	-12.8%	\$35.06	\$53.71	-34.7%
NORTHWEST TERRITORIES	29.4%	67.4%	-38.0	\$145.79	\$145.87	-0.1%	\$42.82	\$98.31	-56.4%
YUKON	19.4%	42.1%	-22.7	\$105.37	\$126.43	-16.7%	\$20.42	\$53.19	-61.6%
CANADA	22.5%	49.4%	-26.9	\$111.59	\$152.46	-26.8%	\$25.09	\$75.33	-66.7%

* Based on the operating results of 242,326 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 TWELVE MONTHS ENDED DECEMBER 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
ATLANTIC CANADA	28.4%	61.2%	-32.8	\$110.98	\$138.15	-19.7%	\$31.52	\$84.60	-62.7%
NEWFOUNDLAND	25.5%	55.6%	-30.1	\$108.55	\$132.14	-17.9%	\$27.66	\$73.46	-62.3%
St. John's	23.8%	55.5%	-31.7	\$104.52	\$132.92	-21.4%	\$24.88	\$73.83	-66.3%
PRINCE EDWARD ISLAND	28.0%	57.9%	-29.9	\$107.24	\$154.68	-30.7%	\$30.04	\$89.56	-66.5%
NOVA SCOTIA	31.0%	66.3%	-35.3	\$110.75	\$145.71	-24.0%	\$34.35	\$96.57	-64.4%
Halifax/Dartmouth	29.2%	70.1%	-40.9	\$112.14	\$154.61	-27.5%	\$32.78	\$108.45	-69.8%
Other Nova Scotia	35.3%	57.9%	-22.5	\$107.98	\$122.25	-11.7%	\$38.14	\$70.74	-46.1%
NEW BRUNSWICK	26.9%	59.5%	-32.6	\$110.71	\$128.40	-13.8%	\$29.75	\$76.38	-61.1%
Moncton	28.2%	63.5%	-35.3	\$111.05	\$129.41	-14.2%	\$31.31	\$82.13	-61.9%
Other New Brunswick	26.2%	57.4%	-31.2	\$110.52	\$127.82	-13.5%	\$28.95	\$73.36	-60.5%
CENTRAL CANADA	33.3%	68.6%	-35.3	\$129.51	\$166.21	-22.1%	\$43.14	\$114.09	-62.2%
QUEBEC	28.7%	68.4%	-39.7	\$142.54	\$175.86	-18.9%	\$40.97	\$120.28	-65.9%
Greater Quebec City	28.3%	69.2%	-40.9	\$139.58	\$176.81	-21.1%	\$39.53	\$122.44	-67.7%
Other Quebec	36.0%	59.3%	-23.4	\$149.67	\$155.46	-3.7%	\$53.81	\$92.21	-41.6%
Greater Montreal	25.3%	72.7%	-47.4	\$138.48	\$183.93	-24.7%	\$35.06	\$133.72	-73.8%
Downtown Montreal	19.9%	71.4%	-51.5	\$150.25	\$209.65	-28.3%	\$29.89	\$149.69	-80.0%
Montreal Airport/Laval	33.3%	77.6%	-44.2	\$132.79	\$152.18	-12.7%	\$44.24	\$118.03	-62.5%
ONTARIO	34.8%	68.7%	-33.9	\$126.16	\$163.02	-22.6%	\$43.88	\$112.01	-60.8%
Greater Toronto Area (GTA)	31.8%	74.4%	-42.6	\$136.33	\$183.79	-25.8%	\$43.42	\$136.83	-68.3%
Downtown Toronto	22.0%	77.6%	-55.6	\$202.47	\$252.38	-19.8%	\$44.51	\$195.75	-77.3%
Toronto Airport	34.6%	77.5%	-43.0	\$132.51	\$155.64	-14.9%	\$45.83	\$120.69	-62.0%
GTA West	36.1%	72.1%	-35.9	\$107.32	\$134.33	-20.1%	\$38.79	\$96.83	-59.9%
GTA East/North	40.9%	70.0%	-29.1	\$109.70	\$138.76	-20.9%	\$44.85	\$97.17	-53.9%
Eastern Ontario	40.3%	61.1%	-20.8	\$115.64	\$131.22	-11.9%	\$46.66	\$80.18	-41.8%
Kingston	35.3%	62.9%	-27.7	\$116.99	\$139.80	-16.3%	\$41.27	\$87.99	-53.1%
Other Eastern Ontario	42.7%	60.1%	-17.5	\$115.13	\$126.56	-9.0%	\$49.11	\$76.12	-35.5%
Ottawa	35.4%	71.2%	-35.8	\$136.32	\$166.89	-18.3%	\$48.23	\$118.86	-59.4%
Downtown Ottawa	32.8%	73.0%	-40.2	\$154.53	\$184.90	-16.4%	\$50.64	\$135.00	-62.5%
Ottawa West	40.2%	71.0%	-30.7	\$119.96	\$147.06	-18.4%	\$48.26	\$104.37	-53.8%
Ottawa East	33.6%	64.7%	-31.1	\$115.67	\$131.85	-12.3%	\$38.81	\$85.28	-54.5%
Southern Ontario	32.6%	64.1%	-31.5	\$108.49	\$142.26	-23.7%	\$35.37	\$91.15	-61.2%
London	40.6%	65.0%	-24.3	\$98.76	\$120.96	-18.3%	\$40.12	\$78.57	-48.9%
Windsor	32.9%	60.6%	-27.7	\$108.24	\$120.83	-10.4%	\$35.66	\$73.26	-51.3%
Kitchener/Waterloo/Cambridge/Guelph	34.4%	65.4%	-31.0	\$105.65	\$129.66	-18.5%	\$36.35	\$84.85	-57.2%
Hamilton/Brantford	39.3%	66.5%	-27.2	\$111.26	\$131.20	-15.2%	\$43.77	\$87.24	-49.8%
Niagara Falls	27.5%	66.5%	-39.0	\$116.16	\$167.89	-30.8%	\$31.89	\$111.59	-71.4%
Other Niagara Region	30.3%	54.6%	-24.2	\$103.42	\$131.23	-21.2%	\$31.39	\$71.59	-56.2%
Other Southern Ontario	33.9%	58.8%	-24.9	\$104.81	\$119.58	-12.4%	\$35.58	\$70.32	-49.4%
Central Ontario	41.2%	57.9%	-16.7	\$145.28	\$150.38	-3.4%	\$59.88	\$87.08	-31.2%
North Eastern Ontario	42.6%	61.5%	-19.0	\$112.04	\$123.80	-9.5%	\$47.70	\$76.20	-37.4%
North Bay	42.8%	60.9%	-18.1	\$103.67	\$115.53	-10.3%	\$44.38	\$70.41	-37.0%
Sudbury	43.8%	65.9%	-22.1	\$112.68	\$124.42	-9.4%	\$49.30	\$81.97	-39.9%
North Central Ontario									
Sault Ste. Marie	39.1%	58.6%	-19.5	\$104.60	\$113.94	-8.2%	\$40.88	\$66.78	-38.8%
North Western Ontario	52.9%	69.5%	-16.6	\$123.68	\$129.86	-4.8%	\$65.40	\$90.22	-27.5%
Thunder Bay	49.5%	70.3%	-20.8	\$122.39	\$127.13	-3.7%	\$60.58	\$89.32	-32.2%

** 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 TWELVE MONTHS ENDED DECEMBER 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	Point Change	2020	2019	Variance	2020	2019	Variance
WESTERN CANADA	34.6%	62.2%	-27.6	\$131.53	\$164.08	-19.8%	\$45.50	\$102.09	-55.4%
MANITOBA	34.8%	67.5%	-32.8	\$117.20	\$125.42	-6.6%	\$40.73	\$84.68	-51.9%
Winnipeg	32.3%	70.3%	-38.0	\$117.63	\$128.09	-8.2%	\$38.05	\$90.10	-57.8%
Brandon	32.3%	61.4%	-29.0	\$102.14	\$111.93	-8.7%	\$33.02	\$68.70	-51.9%
Other Manitoba	44.8%	60.5%	-15.7	\$122.86	\$123.04	-0.1%	\$55.09	\$74.45	-26.0%
SASKATCHEWAN	32.3%	55.5%	-23.3	\$105.87	\$118.82	-10.9%	\$34.15	\$66.00	-48.3%
Regina	29.9%	57.1%	-27.1	\$102.85	\$119.73	-14.1%	\$30.80	\$68.33	-54.9%
Saskatoon	31.6%	60.7%	-29.1	\$110.58	\$124.92	-11.5%	\$34.92	\$75.84	-54.0%
Other Saskatchewan	34.6%	49.7%	-15.1	\$103.79	\$111.18	-6.6%	\$35.88	\$55.23	-35.0%
ALBERTA (excl. Alta Resorts)	29.6%	54.3%	-24.8	\$110.82	\$129.15	-14.2%	\$32.75	\$70.15	-53.3%
Calgary	25.7%	60.6%	-34.9	\$114.12	\$145.05	-21.3%	\$29.32	\$87.87	-66.6%
Calgary Airport	28.1%	60.6%	-32.5	\$99.62	\$116.57	-14.5%	\$27.99	\$70.62	-60.4%
Calgary Downtown	19.6%	62.2%	-42.6	\$157.48	\$193.20	-18.5%	\$30.89	\$120.14	-74.3%
Calgary Northwest	31.4%	61.3%	-29.9	\$92.46	\$118.79	-22.2%	\$29.07	\$72.86	-60.1%
Calgary South	28.3%	57.1%	-28.9	\$105.82	\$129.35	-18.2%	\$29.91	\$73.88	-59.5%
Edmonton	28.4%	56.1%	-27.7	\$112.25	\$126.53	-11.3%	\$31.91	\$71.01	-55.1%
Downtown Edmonton	24.7%	60.1%	-35.5	\$144.94	\$156.26	-7.2%	\$35.73	\$93.93	-62.0%
Edmonton South	28.8%	53.7%	-24.9	\$97.04	\$110.53	-12.2%	\$27.98	\$59.35	-52.9%
Edmonton West	30.3%	56.0%	-25.7	\$104.28	\$116.55	-10.5%	\$31.56	\$65.27	-51.7%
Other Alberta	32.8%	48.8%	-16.0	\$108.33	\$117.47	-7.8%	\$35.52	\$57.32	-38.0%
Lethbridge	28.0%	57.4%	-29.4	\$96.27	\$110.55	-12.9%	\$26.92	\$63.45	-57.6%
Red Deer	21.6%	43.6%	-22.0	\$96.69	\$108.80	-11.1%	\$20.86	\$47.40	-56.0%
Other Alberta Communities	35.0%	48.3%	-13.3	\$111.08	\$120.00	-7.4%	\$38.89	\$57.93	-32.9%
Alberta Resorts	38.7%	66.8%	-28.1	\$241.76	\$318.40	-24.1%	\$93.45	\$212.58	-56.0%
BRITISH COLUMBIA	40.2%	70.8%	-30.6	\$146.24	\$192.48	-24.0%	\$58.72	\$136.22	-56.9%
Greater Vancouver	36.1%	79.9%	-43.8	\$148.35	\$219.18	-32.3%	\$53.57	\$175.16	-69.4%
Airport (Richmond)	43.0%	82.2%	-39.2	\$138.61	\$184.23	-24.8%	\$59.57	\$151.35	-60.6%
Downtown Vancouver	29.1%	80.2%	-51.1	\$177.71	\$261.05	-31.9%	\$51.78	\$209.39	-75.3%
Langley/Surrey	44.5%	74.7%	-30.2	\$112.78	\$144.29	-21.8%	\$50.14	\$107.76	-53.5%
Other Vancouver	43.5%	79.3%	-35.7	\$123.34	\$172.05	-28.3%	\$53.71	\$136.41	-60.6%
Vancouver Island	41.6%	70.5%	-28.9	\$145.45	\$177.70	-18.1%	\$60.54	\$125.28	-51.7%
Campbell River	57.0%	74.7%	-17.7	\$110.72	\$125.50	-11.8%	\$63.11	\$93.72	-32.7%
Greater Victoria	36.9%	72.2%	-35.3	\$141.08	\$186.42	-24.3%	\$52.06	\$134.68	-61.3%
Nanaimo	44.6%	74.1%	-29.4	\$132.03	\$145.67	-9.4%	\$58.94	\$107.92	-45.4%
Parksville/Qualicum Beach	45.6%	59.9%	-14.3	\$159.15	\$168.08	-5.3%	\$72.52	\$100.63	-27.9%
Other Vancouver Island	49.3%	66.6%	-17.3	\$169.20	\$185.19	-8.6%	\$83.47	\$123.36	-32.3%
Whistler Resort Area	40.9%	70.0%	-29.2	\$311.85	\$328.62	-5.1%	\$127.44	\$230.13	-44.6%
Other British Columbia	43.9%	60.1%	-16.3	\$123.18	\$134.49	-8.4%	\$54.05	\$80.88	-33.2%
Abbotsford/Chilliwack	47.7%	73.4%	-25.7	\$95.09	\$116.79	-18.6%	\$45.38	\$85.73	-47.1%
Kamloops	41.7%	64.6%	-22.9	\$98.96	\$117.08	-15.5%	\$41.24	\$75.63	-45.5%
Kelowna	43.0%	65.7%	-22.7	\$142.13	\$159.10	-10.7%	\$61.17	\$104.60	-41.5%
Penticton	36.0%	51.9%	-15.9	\$157.48	\$153.13	2.8%	\$56.66	\$79.44	-28.7%
Prince George	51.0%	62.7%	-11.8	\$110.00	\$117.41	-6.3%	\$56.04	\$73.64	-23.9%
Other B.C. Communities	43.7%	56.3%	-12.5	\$127.14	\$135.68	-6.3%	\$55.60	\$76.36	-27.2%
NORTHWEST TERRITORIES	43.4%	63.4%	-20.0	\$153.65	\$147.95	3.9%	\$66.62	\$93.79	-29.0%
YUKON	35.2%	62.7%	-27.5	\$123.98	\$150.31	-17.5%	\$43.66	\$94.29	-53.7%
CANADA	33.6%	65.1%	-31.6	\$129.37	\$163.42	-20.8%	\$43.43	\$106.45	-59.2%

** 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 DECEMBER 2020*

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	19.3%	27.4%	-8.1	\$90.15	\$106.16	-15.1%
50-75 rooms	24.0%	35.2%	-11.2	\$85.62	\$99.80	-14.2%
76-125 rooms	18.8%	39.7%	-20.9	\$95.79	\$114.82	-16.6%
126-200 rooms	16.8%	42.1%	-25.3	\$100.34	\$131.97	-24.0%
201-500 rooms	10.6%	39.3%	-28.7	\$99.91	\$130.21	-23.3%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	17.3%	39.4%	-22.1	\$95.27	\$120.66	-21.0%
Property Type						
Limited Service	20.8%	40.4%	-19.6	\$96.75	\$117.68	-17.8%
Full Service	13.4%	37.9%	-24.5	\$91.01	\$121.22	-24.9%
Suite Hotel	27.0%	50.0%	-23.0	\$98.65	\$136.05	-27.5%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	17.3%	39.4%	-22.1	\$95.27	\$120.66	-21.0%
Price Level						
Budget	19.7%	30.5%	-10.8	\$87.48	\$97.17	-10.0%
Mid-Price	16.9%	41.5%	-24.6	\$96.15	\$123.88	-22.4%
Upscale	14.5%	41.3%	-26.8	\$124.25	\$141.58	-12.2%
Total	17.3%	39.4%	-22.1	\$95.27	\$120.66	-21.0%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	27.2%	39.2%	-12.1	\$103.83	\$131.87	-21.3%
50-75 rooms	31.4%	45.4%	-14.0	\$97.53	\$113.53	-14.1%
76-125 rooms	30.2%	50.8%	-20.6	\$102.00	\$125.21	-18.5%
126-200 rooms	24.9%	52.7%	-27.8	\$101.87	\$138.84	-26.6%
201-500 rooms	16.2%	55.2%	-39.0	\$130.32	\$176.66	-26.2%
Over 500 rooms	12.2%	57.9%	-45.6	\$146.53	\$204.33	-28.3%
Total	23.2%	52.6%	-29.4	\$109.43	\$153.71	-28.8%
Property Type						
Limited Service	30.6%	48.9%	-18.3	\$94.13	\$113.29	-16.9%
Full Service	17.3%	53.5%	-36.3	\$114.08	\$165.56	-31.1%
Suite Hotel	33.4%	59.3%	-25.8	\$112.02	\$155.90	-28.1%
Resort	20.2%	52.2%	-32.0	\$244.03	\$272.97	-10.6%
Total	23.2%	52.6%	-29.4	\$109.43	\$153.71	-28.8%
Price Level						
Budget	28.4%	46.9%	-18.5	\$83.58	\$98.47	-15.1%
Mid-Price	24.4%	52.7%	-28.4	\$107.54	\$145.91	-26.3%
Upscale	11.8%	59.7%	-47.9	\$205.76	\$241.93	-15.0%
Total	23.2%	52.6%	-29.4	\$109.43	\$153.71	-28.8%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	29.3%	37.2%	-7.9	\$96.67	\$108.87	-11.2%
50-75 rooms	29.5%	44.3%	-14.8	\$94.17	\$108.69	-13.4%
76-125 rooms	25.2%	44.7%	-19.5	\$103.14	\$125.16	-17.6%
126-200 rooms	21.3%	47.5%	-26.2	\$109.96	\$134.09	-18.0%
201-500 rooms	17.4%	53.2%	-35.8	\$153.28	\$196.75	-22.1%
Over 500 rooms	10.5%	62.2%	-51.6	\$291.41	\$315.70	-7.7%
Total	22.6%	47.8%	-25.2	\$115.74	\$155.05	-25.4%
Property Type						
Limited Service	26.1%	42.1%	-16.0	\$94.09	\$108.67	-13.4%
Full Service	18.7%	51.1%	-32.4	\$118.29	\$152.62	-22.5%
Suite Hotel	25.0%	53.3%	-28.3	\$119.81	\$163.65	-26.8%
Resort	24.6%	54.6%	-30.0	\$234.30	\$361.41	-35.2%
Total	22.6%	47.8%	-25.2	\$115.74	\$155.05	-25.4%
Price Level						
Budget	29.6%	43.7%	-14.1	\$83.41	\$98.23	-15.1%
Mid-Price	22.0%	46.6%	-24.6	\$109.07	\$131.70	-17.2%
Upscale	16.3%	58.0%	-41.7	\$237.02	\$292.63	-19.0%
Total	22.6%	47.8%	-25.2	\$115.74	\$155.05	-25.4%

CANADA *

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	28.3%	37.6%	-9.4	\$98.93	\$117.73	-16.0%
50-75 rooms	29.7%	43.8%	-14.1	\$94.84	\$109.82	-13.6%
76-125 rooms	26.7%	46.7%	-20.0	\$102.16	\$124.43	-17.9%
126-200 rooms	22.6%	49.5%	-26.9	\$105.27	\$136.27	-22.8%
201-500 rooms	16.4%	53.4%	-37.0	\$140.07	\$183.75	-23.8%
Over 500 rooms	11.8%	58.9%	-47.2	\$181.80	\$233.81	-22.2%
Total	22.5%	49.4%	-26.9	\$111.59	\$152.46	-26.8%
Property Type						
Limited Service	27.4%	44.6%	-17.2	\$94.29	\$111.35	-15.3%
Full Service	17.6%	51.4%	-33.9	\$114.70	\$157.96	-27.4%
Suite Hotel	30.2%	56.8%	-26.5	\$113.70	\$157.65	-27.9%
Resort	23.0%	53.3%	-30.4	\$236.20	\$331.59	-28.8%
Total	22.5%	49.4%	-26.9	\$111.59	\$152.46	-26.8%
Price Level						
Budget	28.3%	44.4%	-16.1	\$83.70	\$98.31	-14.9%
Mid-Price	22.6%	48.9%	-26.3	\$107.53	\$137.93	-22.0%
Upscale	13.9%	58.5%	-44.6	\$220.81	\$264.57	-16.5%
Total	22.5%	49.4%	-26.9	\$111.59	\$152.46	-26.8%

* Based on the operating results of 242,326 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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NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

REGIONAL REPORT OF ROOMS OPERATIONS
BY PROPERTY SIZE, PROPERTY TYPE AND PRICE LEVEL
TWELVE MONTHS ENDED DECEMBER 2020

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	27.0%	51.3%	-24.3	\$107.53	\$123.88	-13.2%
50-75 rooms	31.7%	57.0%	-25.3	\$98.68	\$113.18	-12.8%
76-125 rooms	29.8%	61.0%	-31.2	\$108.51	\$130.73	-17.0%
126-200 rooms	29.1%	64.1%	-35.0	\$114.73	\$143.90	-20.3%
201-500 rooms	22.2%	61.8%	-39.6	\$125.19	\$161.58	-22.5%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	28.4%	61.2%	-32.8	\$110.98	\$138.15	-19.7%
Property Type						
Limited Service	31.3%	60.8%	-29.5	\$108.37	\$128.14	-15.4%
Full Service	24.6%	61.4%	-36.7	\$110.45	\$143.51	-23.0%
Suite Hotel	35.9%	72.7%	-36.7	\$118.66	\$156.75	-24.3%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	28.4%	61.2%	-32.8	\$110.98	\$138.15	-19.7%
Price Level						
Budget	27.6%	52.4%	-24.8	\$95.80	\$108.49	-11.7%
Mid-Price	28.5%	63.4%	-34.9	\$112.56	\$142.53	-21.0%
Upscale	29.5%	60.7%	-31.2	\$148.83	\$170.07	-12.5%
Total	28.4%	61.2%	-32.8	\$110.98	\$138.15	-19.7%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	37.9%	54.9%	-16.9	\$110.78	\$132.52	-16.4%
50-75 rooms	42.7%	62.4%	-19.7	\$108.64	\$121.16	-10.3%
76-125 rooms	39.4%	67.2%	-27.8	\$113.62	\$136.09	-16.5%
126-200 rooms	34.4%	68.9%	-34.5	\$120.79	\$149.91	-19.4%
201-500 rooms	27.9%	71.1%	-43.2	\$157.82	\$190.88	-17.3%
Over 500 rooms	21.7%	72.7%	-51.0	\$178.04	\$225.48	-21.0%
Total	33.3%	68.6%	-35.3	\$129.51	\$166.21	-22.1%
Property Type						
Limited Service	40.3%	65.0%	-24.7	\$105.07	\$122.89	-14.5%
Full Service	27.9%	70.4%	-42.5	\$141.78	\$184.67	-23.2%
Suite Hotel	40.6%	74.7%	-34.0	\$130.80	\$167.53	-21.9%
Resort	35.2%	57.7%	-22.5	\$237.77	\$221.17	7.5%
Total	33.3%	68.6%	-35.3	\$129.51	\$166.21	-22.1%
Price Level						
Budget	38.5%	62.6%	-24.1	\$93.56	\$106.54	-12.2%
Mid-Price	33.7%	69.8%	-36.1	\$127.46	\$160.54	-20.6%
Upscale	24.4%	72.8%	-48.5	\$222.02	\$261.10	-15.0%
Total	33.3%	68.6%	-35.3	\$129.51	\$166.21	-22.1%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	40.3%	53.7%	-13.3	\$103.85	\$116.18	-10.6%
50-75 rooms	40.8%	57.9%	-17.1	\$108.14	\$126.08	-14.2%
76-125 rooms	37.7%	60.4%	-22.7	\$117.36	\$136.22	-13.8%
126-200 rooms	32.8%	62.2%	-29.4	\$123.91	\$149.09	-16.9%
201-500 rooms	28.9%	66.3%	-37.5	\$168.75	\$201.74	-16.4%
Over 500 rooms	25.4%	74.3%	-48.9	\$279.10	\$330.00	-15.4%
Total	34.6%	62.2%	-27.6	\$131.53	\$164.08	-19.8%
Property Type						
Limited Service	37.4%	57.3%	-19.9	\$105.44	\$121.52	-13.2%
Full Service	30.4%	65.2%	-34.8	\$135.89	\$174.00	-21.9%
Suite Hotel	39.5%	68.4%	-28.9	\$133.87	\$168.98	-20.8%
Resort	40.2%	66.0%	-25.7	\$249.62	\$290.66	-14.1%
Total	34.6%	62.2%	-27.6	\$131.53	\$164.08	-19.8%
Price Level						
Budget	39.0%	56.9%	-17.9	\$94.62	\$115.12	-17.8%
Mid-Price	34.1%	62.0%	-28.0	\$122.94	\$146.54	-16.1%
Upscale	31.2%	69.4%	-38.2	\$245.35	\$284.74	-13.8%
Total	34.6%	62.2%	-27.6	\$131.53	\$164.08	-19.8%

CANADA

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	39.1%	54.0%	-14.9	\$106.22	\$122.58	-13.3%
50-75 rooms	40.6%	59.5%	-18.9	\$107.60	\$122.96	-12.5%
76-125 rooms	37.7%	63.2%	-25.4	\$115.19	\$135.73	-15.1%
126-200 rooms	33.2%	65.5%	-32.3	\$121.78	\$149.05	-18.3%
201-500 rooms	28.0%	68.5%	-40.5	\$161.49	\$194.05	-16.8%
Over 500 rooms	22.6%	73.1%	-50.5	\$206.53	\$251.92	-18.0%
Total	33.6%	65.1%	-31.6	\$129.37	\$163.42	-20.8%
Property Type						
Limited Service	38.0%	60.6%	-22.7	\$105.51	\$122.67	-14.0%
Full Service	28.8%	67.6%	-38.9	\$137.32	\$177.86	-22.8%
Suite Hotel	40.0%	72.5%	-32.5	\$131.34	\$167.52	-21.6%
Resort	38.6%	62.9%	-24.4	\$245.18	\$269.70	-9.1%
Total	33.6%	65.1%	-31.6	\$129.37	\$163.42	-20.8%
Price Level						
Budget	38.0%	59.6%	-21.6	\$94.14	\$110.04	-14.4%
Mid-Price	33.4%	65.6%	-32.1	\$124.15	\$152.78	-18.7%
Upscale	27.7%	71.0%	-43.3	\$232.58	\$270.49	-14.0%
Total	33.6%	65.1%	-31.6	\$129.37	\$163.42	-20.8%

** 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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