

March 2021

NATIONAL MARKET REPORT

TRENDS IN THE CANADIAN HOTEL INDUSTRY



REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF MARCH 2021*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
ATLANTIC CANADA	26.1%	28.5%	-2.4	\$98.10	\$118.95	-17.5%	\$25.56	\$33.91	-24.6%
NEWFOUNDLAND	16.5%	26.6%	-10.1	\$90.04	\$118.12	-23.8%	\$14.85	\$31.39	-52.7%
St. John's	14.0%	25.5%	-11.5	\$85.15	\$115.23	-26.1%	\$11.92	\$29.34	-59.4%
PRINCE EDWARD ISLAND	21.3%	23.8%	-2.5	\$106.32	\$114.96	-7.5%	\$22.63	\$27.33	-17.2%
NOVA SCOTIA	31.3%	32.5%	-1.2	\$97.26	\$121.58	-20.0%	\$30.43	\$39.55	-23.1%
Halifax/Dartmouth	27.0%	34.2%	-7.1	\$94.19	\$125.73	-25.1%	\$25.47	\$42.94	-40.7%
Other Nova Scotia	41.2%	28.9%	12.2	\$101.95	\$110.68	-7.9%	\$41.97	\$32.01	31.1%
NEW BRUNSWICK	25.3%	25.8%	-0.6	\$98.18	\$114.66	-14.4%	\$24.81	\$29.64	-16.3%
Moncton	26.5%	29.1%	-2.7	\$93.26	\$118.84	-21.5%	\$24.70	\$34.64	-28.7%
Other New Brunswick	24.6%	24.1%	0.5	\$101.11	\$111.99	-9.7%	\$24.87	\$26.99	-7.9%
CENTRAL CANADA	31.0%	31.5%	-0.5	\$115.78	\$145.81	-20.6%	\$35.86	\$45.94	-22.0%
QUEBEC	23.7%	27.6%	-4.0	\$136.01	\$150.62	-9.7%	\$32.19	\$41.63	-22.7%
Greater Quebec City	19.8%	29.2%	-9.4	\$120.73	\$137.90	-12.5%	\$23.87	\$40.21	-40.6%
Other Quebec	33.0%	29.4%	3.6	\$141.74	\$159.05	-10.9%	\$46.83	\$46.78	0.1%
Greater Montreal	20.2%	26.4%	-6.2	\$135.61	\$149.41	-9.2%	\$27.34	\$39.42	-30.6%
Downtown Montreal	9.9%	20.3%	-10.5	\$136.76	\$158.93	-14.0%	\$13.48	\$33.29	-58.3%
Montreal Airport/Laval	36.7%	37.7%	-1.0	\$142.50	\$145.58	-2.1%	\$52.28	\$54.81	-4.6%
ONTARIO	33.5%	32.8%	0.7	\$111.02	\$144.53	-23.2%	\$37.15	\$47.37	-21.6%
Greater Toronto Area (GTA)	34.3%	33.8%	0.5	\$116.68	\$171.68	-32.0%	\$40.00	\$57.95	-31.0%
Downtown Toronto	12.0%	28.5%	-16.5	\$146.95	\$262.77	-44.1%	\$17.56	\$74.88	-76.5%
Toronto Airport	55.0%	40.5%	14.5	\$153.35	\$151.09	1.5%	\$84.35	\$61.22	37.8%
GTA West	37.6%	34.9%	2.7	\$95.63	\$123.57	-22.6%	\$35.95	\$43.14	-16.7%
GTA East/North	47.7%	36.0%	11.8	\$93.05	\$123.59	-24.7%	\$44.41	\$44.45	-0.1%
Eastern Ontario	36.0%	35.8%	0.3	\$107.74	\$118.14	-8.8%	\$38.82	\$42.24	-8.1%
Kingston	29.6%	33.8%	-4.2	\$104.08	\$128.64	-19.1%	\$30.82	\$43.47	-29.1%
Other Eastern Ontario	39.2%	36.7%	2.5	\$109.13	\$113.33	-3.7%	\$42.83	\$41.63	2.9%
Ottawa	31.2%	35.0%	-3.8	\$117.24	\$147.78	-20.7%	\$36.58	\$51.72	-29.3%
Downtown Ottawa	25.3%	34.0%	-8.7	\$134.86	\$165.85	-18.7%	\$34.13	\$56.46	-39.5%
Ottawa West	38.7%	38.6%	0.1	\$102.21	\$127.65	-19.9%	\$39.57	\$49.26	-19.7%
Ottawa East	38.6%	30.6%	8.1	\$104.06	\$123.17	-15.5%	\$40.19	\$37.64	6.8%
Southern Ontario	30.1%	27.2%	2.8	\$95.88	\$109.55	-12.5%	\$28.82	\$29.83	-3.4%
London	39.6%	36.5%	3.2	\$85.34	\$110.13	-22.5%	\$33.81	\$40.16	-15.8%
Windsor	37.6%	33.1%	4.5	\$100.59	\$115.24	-12.7%	\$37.83	\$38.14	-0.8%
Kitchener/Waterloo/Cambridge/Guelph	33.6%	32.9%	0.7	\$89.81	\$115.64	-22.3%	\$30.14	\$38.01	-20.7%
Hamilton/Brantford	40.5%	31.1%	9.3	\$102.41	\$116.97	-12.4%	\$41.46	\$36.43	13.8%
Niagara Falls	17.1%	19.0%	-1.9	\$106.32	\$101.02	5.3%	\$18.14	\$19.17	-5.4%
Other Niagara Region	36.3%	23.9%	12.4	\$85.85	\$106.45	-19.4%	\$31.15	\$25.44	22.4%
Other Southern Ontario	40.6%	31.4%	9.2	\$96.59	\$109.11	-11.5%	\$39.22	\$34.31	14.3%
Central Ontario	34.3%	28.9%	5.4	\$128.40	\$125.31	2.5%	\$43.98	\$36.15	21.6%
North Eastern Ontario	36.7%	37.0%	-0.3	\$105.15	\$119.28	-11.8%	\$38.61	\$44.13	-12.5%
North Bay	31.4%	32.9%	-1.5	\$92.63	\$108.71	-14.8%	\$29.09	\$35.79	-18.7%
Sudbury	33.8%	39.3%	-5.5	\$107.68	\$118.36	-9.0%	\$36.41	\$46.50	-21.7%
North Central Ontario	29.8%	35.7%	-5.9	\$94.63	\$107.12	-11.7%	\$28.17	\$38.27	-26.4%
Sault Ste. Marie	29.8%	35.7%	-5.9	\$94.63	\$107.12	-11.7%	\$28.17	\$38.27	-26.4%
North Western Ontario	47.3%	50.0%	-2.7	\$119.03	\$126.25	-5.7%	\$56.32	\$63.14	-10.8%
Thunder Bay	43.5%	49.5%	-6.0	\$117.22	\$125.95	-6.9%	\$50.97	\$62.38	-18.3%

* Based on the operating results of 242,386 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.

Source: CBRE Hotels' Trends in the Hotel Industry National Market with reproduction and use of information subject to CBRE Limited Disclaimer | Terms of Use as detailed at <https://www.cbre.ca/en/real-estate-services/business-lines/valuation-and-advisory-services/hotels-valuation-and-advisory-services/disclaimer>

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REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF MARCH 2021*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
WESTERN CANADA	34.6%	33.3%	1.3	\$120.65	\$136.53	-11.6%	\$41.71	\$45.43	-8.2%
MANITOBA	31.5%	36.2%	-4.8	\$111.28	\$119.30	-6.7%	\$35.04	\$43.24	-19.0%
Winnipeg	28.8%	36.6%	-7.9	\$112.63	\$121.14	-7.0%	\$32.41	\$44.39	-27.0%
Brandon	28.2%	30.0%	-1.8	\$91.34	\$101.16	-9.7%	\$25.76	\$30.40	-15.2%
Other Manitoba	42.7%	38.4%	4.3	\$116.07	\$121.21	-4.2%	\$49.59	\$46.58	6.5%
SASKATCHEWAN	29.9%	32.9%	-3.1	\$101.75	\$114.92	-11.5%	\$30.37	\$37.84	-19.7%
Regina	23.5%	33.7%	-10.2	\$89.71	\$117.54	-23.7%	\$21.07	\$39.58	-46.8%
Saskatoon	29.4%	34.9%	-5.4	\$104.16	\$122.41	-14.9%	\$30.64	\$42.67	-28.2%
Other Saskatchewan	34.9%	30.6%	4.3	\$105.74	\$104.64	1.1%	\$36.89	\$31.98	15.4%
ALBERTA (excl. Alta Resorts)	28.2%	29.4%	-1.2	\$100.93	\$117.87	-14.4%	\$28.48	\$34.66	-17.9%
Calgary	22.4%	27.7%	-5.3	\$104.74	\$126.94	-17.5%	\$23.47	\$35.14	-33.2%
Calgary Airport	24.8%	33.4%	-8.6	\$100.92	\$108.84	-7.3%	\$25.03	\$36.35	-31.2%
Downtown Calgary	13.5%	22.1%	-8.6	\$129.28	\$172.47	-25.0%	\$17.44	\$38.10	-54.2%
Calgary Northwest	41.3%	27.6%	13.7	\$87.43	\$100.79	-13.3%	\$36.08	\$27.79	29.8%
Calgary South	25.3%	25.7%	-0.4	\$102.50	\$116.53	-12.0%	\$25.95	\$30.00	-13.5%
Edmonton	26.6%	29.1%	-2.5	\$91.30	\$119.43	-23.6%	\$24.29	\$34.72	-30.1%
Downtown Edmonton	16.3%	25.9%	-9.6	\$125.71	\$151.08	-16.8%	\$20.44	\$39.10	-47.7%
Edmonton South	30.1%	30.6%	-0.5	\$83.60	\$103.76	-19.4%	\$25.14	\$31.73	-20.8%
Edmonton West	28.3%	28.0%	0.3	\$91.02	\$114.57	-20.6%	\$25.71	\$32.05	-19.8%
Other Alberta	33.3%	30.8%	2.5	\$104.31	\$111.46	-6.4%	\$34.71	\$34.31	1.2%
Lethbridge	27.0%	30.0%	-3.0	\$93.75	\$104.05	-9.9%	\$25.30	\$31.17	-18.8%
Red Deer	24.7%	19.7%	5.0	\$87.40	\$104.38	-16.3%	\$21.57	\$20.59	4.8%
Other Alberta Communities	35.6%	32.6%	3.0	\$107.40	\$113.00	-5.0%	\$38.20	\$36.82	3.7%
Alberta Resorts	40.0%	26.5%	13.5	\$210.49	\$222.91	-5.6%	\$84.12	\$59.05	42.4%
BRITISH COLUMBIA	42.7%	37.4%	5.3	\$131.91	\$154.14	-14.4%	\$56.37	\$57.68	-2.3%
Greater Vancouver	39.6%	39.3%	0.3	\$144.72	\$169.66	-14.7%	\$57.33	\$66.63	-14.0%
Airport (Richmond)	62.3%	49.0%	13.4	\$170.43	\$150.17	13.5%	\$106.22	\$73.52	44.5%
Downtown Vancouver	25.4%	32.2%	-6.8	\$157.35	\$209.08	-24.7%	\$39.91	\$67.24	-40.6%
Langley/Surrey	53.8%	42.6%	11.2	\$102.58	\$122.19	-16.0%	\$55.18	\$52.06	6.0%
Other Vancouver	47.1%	48.4%	-1.3	\$112.02	\$135.87	-17.6%	\$52.75	\$65.71	-19.7%
Vancouver Island	49.1%	37.0%	12.1	\$124.22	\$129.32	-3.9%	\$61.01	\$47.82	27.6%
Campbell River	67.3%	40.2%	27.1	\$101.49	\$102.72	-1.2%	\$68.33	\$41.32	65.4%
Greater Victoria	44.2%	35.2%	9.0	\$117.80	\$133.05	-11.5%	\$52.07	\$46.86	11.1%
Nanaimo	39.8%	40.5%	-0.7	\$121.99	\$137.01	-11.0%	\$48.61	\$55.50	-12.4%
Parksville/Qualicum Beach	56.4%	37.4%	19.0	\$141.31	\$125.20	12.9%	\$79.76	\$46.83	70.3%
Other Vancouver Island	59.6%	40.2%	19.4	\$137.18	\$122.55	11.9%	\$81.69	\$49.21	66.0%
Whistler Resort Area	32.2%	36.7%	-4.5	\$263.01	\$356.06	-26.1%	\$84.58	\$130.69	-35.3%
Other British Columbia	45.9%	35.6%	10.4	\$108.99	\$113.08	-3.6%	\$50.06	\$40.23	24.5%
Abbotsford/Chilliwack	59.7%	53.3%	6.5	\$89.02	\$96.98	-8.2%	\$53.17	\$51.65	2.9%
Kamloops	51.2%	30.3%	20.8	\$92.85	\$101.54	-8.6%	\$47.52	\$30.82	54.2%
Kelowna	40.3%	33.2%	7.1	\$107.18	\$122.77	-12.7%	\$43.18	\$40.72	6.1%
Penticton	28.5%	30.3%	-1.8	\$101.25	\$120.75	-16.2%	\$28.88	\$36.61	-21.1%
Prince George	44.5%	40.9%	3.6	\$108.23	\$113.62	-4.7%	\$48.16	\$46.47	3.6%
Other B.C. Communities	46.3%	34.9%	11.5	\$117.81	\$115.12	2.3%	\$54.57	\$40.14	36.0%
NORTHWEST TERRITORIES	41.4%	53.2%	-11.9	\$152.26	\$164.29	-7.3%	\$62.97	\$87.47	-28.0%
YUKON	33.5%	35.8%	-2.3	\$104.03	\$139.06	-25.2%	\$34.83	\$49.72	-30.0%
CANADA	32.3%	32.1%	0.2	\$117.18	\$139.66	-16.1%	\$37.85	\$44.86	-15.6%

* Based on the operating results of 242,386 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 THREE MONTHS ENDED MARCH 2021

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
ATLANTIC CANADA	21.8%	38.4%	-16.6	\$96.04	\$120.74	-20.5%	\$20.90	\$46.32	-54.9%
NEWFOUNDLAND	16.7%	33.2%	-16.5	\$91.91	\$117.02	-21.5%	\$15.38	\$38.85	-60.4%
St. John's	15.3%	32.3%	-17.0	\$87.79	\$113.86	-22.9%	\$13.43	\$36.78	-63.5%
PRINCE EDWARD ISLAND	19.9%	30.9%	-11.0	\$99.12	\$118.51	-16.4%	\$19.73	\$36.57	-46.0%
NOVA SCOTIA	27.3%	42.9%	-15.6	\$95.64	\$123.05	-22.3%	\$26.15	\$52.80	-50.5%
Halifax/Dartmouth	24.2%	45.6%	-21.4	\$93.10	\$127.22	-26.8%	\$22.56	\$57.98	-61.1%
Other Nova Scotia	34.7%	36.9%	-2.2	\$99.82	\$111.50	-10.5%	\$34.63	\$41.17	-15.9%
NEW BRUNSWICK	18.4%	36.8%	-18.4	\$95.58	\$116.56	-18.0%	\$17.59	\$42.89	-59.0%
Moncton	17.7%	41.4%	-23.7	\$90.52	\$120.39	-24.8%	\$15.98	\$49.81	-67.9%
Other New Brunswick	18.8%	34.3%	-15.5	\$98.18	\$114.07	-13.9%	\$18.47	\$39.16	-52.8%
CENTRAL CANADA	26.1%	48.5%	-22.4	\$108.83	\$150.82	-27.8%	\$28.45	\$73.14	-61.1%
QUEBEC	18.8%	47.3%	-28.5	\$128.85	\$160.45	-19.7%	\$24.27	\$75.91	-68.0%
Greater Quebec City	15.3%	47.8%	-32.5	\$117.54	\$148.91	-21.1%	\$17.97	\$71.18	-74.7%
Other Quebec	26.7%	46.9%	-20.2	\$137.54	\$168.65	-18.4%	\$36.68	\$79.09	-53.6%
Greater Montreal	16.0%	47.4%	-31.4	\$124.57	\$159.30	-21.8%	\$19.95	\$75.50	-73.6%
Downtown Montreal	8.4%	42.3%	-33.8	\$129.27	\$170.73	-24.3%	\$10.92	\$72.21	-84.9%
Montreal Airport/Laval	27.5%	58.9%	-31.4	\$127.67	\$150.40	-15.1%	\$35.12	\$88.65	-60.4%
ONTARIO	28.6%	48.9%	-20.3	\$104.47	\$147.83	-29.3%	\$29.90	\$72.29	-58.6%
Greater Toronto Area (GTA)	29.1%	53.7%	-24.5	\$105.67	\$167.44	-36.9%	\$30.76	\$89.84	-65.8%
Downtown Toronto	11.7%	51.5%	-39.8	\$141.69	\$223.87	-36.7%	\$16.61	\$115.38	-85.6%
Toronto Airport	35.6%	63.9%	-28.3	\$128.05	\$155.58	-17.7%	\$45.61	\$99.47	-54.1%
GTA West	33.9%	53.4%	-19.5	\$89.18	\$128.58	-30.6%	\$30.23	\$68.62	-55.9%
GTA East/North	44.1%	50.2%	-6.1	\$91.76	\$130.55	-29.7%	\$40.45	\$65.54	-38.3%
Eastern Ontario	31.7%	44.5%	-12.8	\$102.90	\$119.97	-14.2%	\$32.62	\$53.43	-39.0%
Kingston	27.7%	43.4%	-15.7	\$92.38	\$124.62	-25.9%	\$25.59	\$54.14	-52.7%
Other Eastern Ontario	33.7%	45.1%	-11.4	\$107.26	\$117.72	-8.9%	\$36.17	\$53.08	-31.9%
Ottawa	24.8%	54.6%	-29.8	\$112.80	\$156.08	-27.7%	\$27.99	\$85.17	-67.1%
Downtown Ottawa	20.2%	55.5%	-35.2	\$125.70	\$172.96	-27.3%	\$25.43	\$95.91	-73.5%
Ottawa West	32.1%	56.0%	-23.9	\$102.57	\$135.85	-24.5%	\$32.90	\$76.06	-56.7%
Ottawa East	24.4%	47.4%	-23.0	\$102.83	\$127.35	-19.3%	\$25.09	\$60.35	-58.4%
Southern Ontario	26.3%	40.9%	-14.6	\$94.11	\$117.70	-20.0%	\$24.75	\$48.18	-48.6%
London	36.0%	53.3%	-17.3	\$83.76	\$118.67	-29.4%	\$30.16	\$63.30	-52.4%
Windsor	36.6%	44.0%	-7.4	\$97.75	\$116.68	-16.2%	\$35.77	\$51.34	-30.3%
Kitchener/Waterloo/Cambridge/Guelph	32.0%	49.2%	-17.2	\$88.89	\$122.45	-27.4%	\$28.48	\$60.30	-52.8%
Hamilton/Brantford	37.2%	45.3%	-8.1	\$103.01	\$124.21	-17.1%	\$38.35	\$56.32	-31.9%
Niagara Falls	12.3%	33.2%	-20.9	\$103.62	\$114.96	-9.9%	\$12.79	\$38.18	-66.5%
Other Niagara Region	29.1%	33.8%	-4.8	\$83.67	\$113.14	-26.0%	\$24.32	\$38.27	-36.4%
Other Southern Ontario	36.1%	40.2%	-4.1	\$96.21	\$113.24	-15.0%	\$34.74	\$45.50	-23.7%
Central Ontario	29.1%	42.9%	-13.9	\$116.18	\$141.51	-17.9%	\$33.76	\$60.73	-44.4%
North Eastern Ontario	31.0%	45.6%	-14.6	\$105.39	\$121.86	-13.5%	\$32.69	\$55.57	-41.2%
North Bay	25.8%	41.7%	-15.9	\$93.37	\$115.47	-19.1%	\$24.09	\$48.10	-49.9%
Sudbury	31.3%	49.1%	-17.8	\$107.14	\$119.84	-10.6%	\$33.58	\$58.87	-43.0%
North Central Ontario									
Sault Ste. Marie	23.3%	40.0%	-16.7	\$92.86	\$107.86	-13.9%	\$21.60	\$43.10	-49.9%
North Western Ontario	42.4%	57.8%	-15.4	\$120.32	\$127.67	-5.8%	\$50.97	\$73.73	-30.9%
Thunder Bay	40.4%	58.6%	-18.2	\$119.28	\$126.36	-5.6%	\$48.20	\$74.05	-34.9%

** 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 THREE MONTHS ENDED MARCH 2021

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	Point Change	2021	2020	Variance	2021	2020	Variance
WESTERN CANADA	29.6%	46.3%	-16.8	\$116.60	\$145.65	-20.0%	\$34.51	\$67.51	-48.9%
MANITOBA	27.7%	52.2%	-24.5	\$109.71	\$122.13	-10.2%	\$30.40	\$63.76	-52.3%
Winnipeg	25.4%	53.9%	-28.5	\$111.11	\$122.79	-9.5%	\$28.25	\$66.19	-57.3%
Brandon	24.8%	43.4%	-18.6	\$91.13	\$117.53	-22.5%	\$22.57	\$51.02	-55.8%
Other Manitoba	37.2%	51.0%	-13.8	\$114.05	\$121.86	-6.4%	\$42.44	\$62.17	-31.7%
SASKATCHEWAN	27.8%	44.3%	-16.4	\$101.31	\$116.76	-13.2%	\$28.20	\$51.68	-45.4%
Regina	23.3%	47.0%	-23.7	\$91.73	\$116.28	-21.1%	\$21.35	\$54.63	-60.9%
Saskatoon	27.3%	48.6%	-21.2	\$102.45	\$121.96	-16.0%	\$28.01	\$59.22	-52.7%
Other Saskatchewan	31.6%	38.3%	-6.7	\$105.54	\$111.00	-4.9%	\$33.38	\$42.53	-21.5%
ALBERTA (excl. Alta Resorts)	24.2%	39.9%	-15.7	\$99.73	\$121.84	-18.1%	\$24.12	\$48.62	-50.4%
Calgary	18.4%	41.3%	-22.8	\$100.20	\$131.65	-23.9%	\$18.49	\$54.32	-66.0%
Calgary Airport	20.9%	45.5%	-24.6	\$94.30	\$110.27	-14.5%	\$19.71	\$50.20	-60.7%
Calgary Downtown	10.6%	38.4%	-27.9	\$127.80	\$173.58	-26.4%	\$13.52	\$66.72	-79.7%
Calgary Northwest	34.2%	40.1%	-5.9	\$84.09	\$106.67	-21.2%	\$28.73	\$42.79	-32.9%
Calgary South	20.7%	37.7%	-17.0	\$100.12	\$119.00	-15.9%	\$20.73	\$44.89	-53.8%
Edmonton	22.9%	41.6%	-18.7	\$90.73	\$122.61	-26.0%	\$20.75	\$50.96	-59.3%
Downtown Edmonton	14.5%	41.6%	-27.1	\$127.35	\$151.69	-16.0%	\$18.42	\$63.08	-70.8%
Edmonton South	25.8%	40.7%	-14.9	\$83.34	\$106.02	-21.4%	\$21.50	\$43.18	-50.2%
Edmonton West	24.0%	41.5%	-17.5	\$88.16	\$114.29	-22.9%	\$21.16	\$47.47	-55.4%
Other Alberta	29.0%	37.9%	-8.9	\$104.27	\$114.12	-8.6%	\$30.24	\$43.21	-30.0%
Lethbridge	21.4%	35.7%	-14.3	\$91.58	\$106.63	-14.1%	\$19.64	\$38.07	-48.4%
Red Deer	20.8%	29.2%	-8.4	\$87.58	\$106.58	-17.8%	\$18.22	\$31.15	-41.5%
Other Alberta Communities	31.6%	39.5%	-7.9	\$107.33	\$115.99	-7.5%	\$33.93	\$45.87	-26.0%
Alberta Resorts	31.1%	45.1%	-14.0	\$207.15	\$238.03	-13.0%	\$64.40	\$107.31	-40.0%
BRITISH COLUMBIA	36.0%	52.7%	-16.7	\$125.75	\$168.19	-25.2%	\$45.24	\$88.67	-49.0%
Greater Vancouver	33.0%	59.2%	-26.1	\$130.83	\$171.23	-23.6%	\$43.24	\$101.32	-57.3%
Airport (Richmond)	47.2%	66.0%	-18.8	\$142.63	\$154.91	-7.9%	\$67.31	\$102.28	-34.2%
Downtown Vancouver	21.4%	55.6%	-34.2	\$147.91	\$200.89	-26.4%	\$31.60	\$111.61	-71.7%
Langley/Surrey	48.2%	55.9%	-7.7	\$101.00	\$122.93	-17.8%	\$48.69	\$68.77	-29.2%
Other Vancouver	41.9%	64.2%	-22.3	\$108.43	\$136.47	-20.6%	\$45.38	\$87.58	-48.2%
Vancouver Island	42.0%	49.6%	-7.6	\$115.99	\$131.13	-11.5%	\$48.75	\$65.07	-25.1%
Campbell River	56.4%	51.7%	4.7	\$96.48	\$104.01	-7.2%	\$54.45	\$53.77	1.3%
Greater Victoria	38.3%	49.2%	-10.9	\$109.25	\$135.71	-19.5%	\$41.87	\$66.81	-37.3%
Nanaimo	34.7%	52.6%	-17.9	\$118.88	\$133.91	-11.2%	\$41.25	\$70.38	-41.4%
Parksville/Qualicum Beach	46.3%	47.5%	-1.2	\$126.86	\$122.04	3.9%	\$58.77	\$57.99	1.3%
Other Vancouver Island	51.1%	49.9%	1.2	\$130.75	\$125.77	4.0%	\$66.84	\$62.81	6.4%
Whistler Resort Area	27.9%	66.8%	-38.9	\$276.34	\$444.03	-37.8%	\$77.18	\$296.73	-74.0%
Other British Columbia	38.6%	44.3%	-5.7	\$108.28	\$116.77	-7.3%	\$41.83	\$51.71	-19.1%
Abbotsford/Chilliwack	49.4%	62.0%	-12.6	\$86.90	\$99.45	-12.6%	\$42.93	\$61.62	-30.3%
Kamloops	38.0%	39.6%	-1.6	\$91.64	\$100.22	-8.6%	\$34.84	\$39.71	-12.3%
Kelowna	32.5%	42.0%	-9.5	\$104.13	\$122.17	-14.8%	\$33.80	\$51.29	-34.1%
Penticton	21.6%	28.4%	-6.8	\$97.34	\$111.61	-12.8%	\$21.02	\$31.69	-33.7%
Prince George	39.6%	48.1%	-8.4	\$107.69	\$112.97	-4.7%	\$42.67	\$54.28	-21.4%
Other B.C. Communities	40.5%	44.5%	-4.0	\$117.06	\$122.59	-4.5%	\$47.39	\$54.56	-13.1%
NORTHWEST TERRITORIES	35.6%	67.6%	-31.9	\$150.25	\$154.63	-2.8%	\$53.54	\$104.47	-48.7%
YUKON	27.3%	46.6%	-19.4	\$104.24	\$132.67	-21.4%	\$28.45	\$61.88	-54.0%
CANADA	27.4%	46.8%	-19.3	\$112.03	\$146.70	-23.6%	\$30.75	\$68.63	-55.2%

** 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 MARCH 2021*

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	20.0%	23.8%	-3.8	\$97.00	\$110.18	-12.0%
50-75 rooms	29.6%	27.7%	2.0	\$93.02	\$100.70	-7.6%
76-125 rooms	28.4%	28.0%	0.4	\$95.98	\$117.37	-18.2%
126-200 rooms	27.0%	32.0%	-5.1	\$103.52	\$123.92	-16.5%
201-500 rooms	18.7%	25.8%	-7.1	\$100.21	\$129.50	-22.6%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	26.1%	28.5%	-2.4	\$98.10	\$118.95	-17.5%
Property Type						
Limited Service	28.6%	30.0%	-1.4	\$98.16	\$116.58	-15.8%
Full Service	22.1%	26.5%	-4.4	\$96.22	\$119.65	-19.6%
Suite Hotel	39.5%	38.3%	1.2	\$100.42	\$130.34	-23.0%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	26.1%	28.5%	-2.4	\$98.10	\$118.95	-17.5%
Price Level						
Budget	25.5%	24.2%	1.3	\$87.19	\$97.28	-10.4%
Mid-Price	26.1%	29.8%	-3.7	\$99.13	\$122.50	-19.1%
Upscale	28.2%	24.4%	3.7	\$125.32	\$135.76	-7.7%
Total	26.1%	28.5%	-2.4	\$98.10	\$118.95	-17.5%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	33.5%	30.7%	2.7	\$104.18	\$112.95	-7.8%
50-75 rooms	40.6%	35.3%	5.3	\$98.43	\$109.58	-10.2%
76-125 rooms	38.1%	35.1%	3.0	\$105.30	\$120.60	-12.7%
126-200 rooms	33.2%	32.2%	1.1	\$112.21	\$134.87	-16.8%
201-500 rooms	24.4%	29.9%	-5.5	\$146.25	\$171.50	-14.7%
Over 500 rooms	16.2%	24.3%	-8.1	\$132.54	\$220.20	-39.8%
Total	31.0%	31.5%	-0.5	\$115.78	\$145.81	-20.6%
Property Type						
Limited Service	38.8%	35.1%	3.7	\$99.55	\$110.58	-10.0%
Full Service	24.8%	28.6%	-3.8	\$123.68	\$164.81	-25.0%
Suite Hotel	41.2%	39.4%	1.8	\$114.09	\$145.32	-21.5%
Resort	26.2%	28.5%	-2.3	\$227.84	\$205.86	10.7%
Total	31.0%	31.5%	-0.5	\$115.78	\$145.81	-20.6%
Price Level						
Budget	37.5%	35.4%	2.1	\$95.79	\$96.62	-0.9%
Mid-Price	32.7%	31.5%	1.2	\$113.51	\$144.16	-21.3%
Upscale	15.2%	26.2%	-11.0	\$202.80	\$245.66	-17.4%
Total	31.0%	31.5%	-0.5	\$115.78	\$145.81	-20.6%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	40.0%	34.2%	5.8	\$95.19	\$100.28	-5.1%
50-75 rooms	41.0%	36.4%	4.6	\$102.53	\$103.87	-1.3%
76-125 rooms	38.8%	35.1%	3.7	\$107.16	\$119.10	-10.0%
126-200 rooms	34.6%	32.7%	1.9	\$119.52	\$130.57	-8.5%
201-500 rooms	27.1%	30.7%	-3.5	\$153.94	\$173.55	-11.3%
Over 500 rooms	17.9%	27.0%	-9.1	\$263.01	\$285.52	-7.9%
Total	34.6%	33.3%	1.3	\$120.65	\$136.53	-11.6%
Property Type						
Limited Service	37.9%	34.7%	3.2	\$99.95	\$107.01	-6.6%
Full Service	29.9%	31.8%	-1.9	\$126.08	\$147.77	-14.7%
Suite Hotel	40.6%	37.0%	3.6	\$119.51	\$146.51	-18.4%
Resort	39.4%	32.0%	7.4	\$209.64	\$235.23	-10.9%
Total	34.6%	33.3%	1.3	\$120.65	\$136.53	-11.6%
Price Level						
Budget	40.1%	37.1%	3.0	\$98.69	\$95.95	2.9%
Mid-Price	34.7%	33.0%	1.7	\$113.27	\$127.84	-11.4%
Upscale	26.0%	29.7%	-3.7	\$221.46	\$246.00	-10.0%
Total	34.6%	33.3%	1.3	\$120.65	\$136.53	-11.6%

CANADA *

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	37.1%	32.6%	4.5	\$98.03	\$104.79	-6.5%
50-75 rooms	39.7%	35.1%	4.6	\$100.24	\$105.72	-5.2%
76-125 rooms	37.6%	34.5%	3.1	\$105.65	\$119.60	-11.7%
126-200 rooms	33.3%	32.4%	0.9	\$115.13	\$131.99	-12.8%
201-500 rooms	25.3%	30.0%	-4.7	\$147.74	\$170.38	-13.3%
Over 500 rooms	16.7%	25.0%	-8.3	\$171.28	\$238.37	-28.1%
Total	32.3%	32.1%	0.2	\$117.18	\$139.66	-16.1%
Property Type						
Limited Service	37.4%	34.4%	3.0	\$99.66	\$109.15	-8.7%
Full Service	26.8%	29.8%	-3.0	\$123.19	\$154.53	-20.3%
Suite Hotel	40.9%	38.5%	2.4	\$115.34	\$145.06	-20.5%
Resort	35.3%	30.6%	4.7	\$212.47	\$225.44	-5.8%
Total	32.3%	32.1%	0.2	\$117.18	\$139.66	-16.1%
Price Level						
Budget	37.8%	35.3%	2.4	\$96.71	\$96.35	0.4%
Mid-Price	33.1%	32.1%	1.0	\$112.41	\$134.54	-16.4%
Upscale	20.3%	27.8%	-7.5	\$211.16	\$243.87	-13.4%
Total	32.3%	32.1%	0.2	\$117.18	\$139.66	-16.1%

* Based on the operating results of 242,386 rooms (unweighted data)

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NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

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

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	18.9%	28.9%	-10.0	\$99.81	\$112.51	-11.3%
50-75 rooms	25.4%	34.0%	-8.6	\$90.07	\$102.42	-12.1%
76-125 rooms	23.2%	39.1%	-15.8	\$95.55	\$117.30	-18.5%
126-200 rooms	22.6%	42.6%	-19.9	\$101.03	\$127.44	-20.7%
201-500 rooms	15.7%	35.7%	-20.0	\$95.33	\$131.16	-27.3%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	21.8%	38.4%	-16.6	\$96.04	\$120.74	-20.5%
Property Type						
Limited Service	24.0%	39.4%	-15.4	\$96.86	\$117.63	-17.7%
Full Service	18.5%	37.2%	-18.8	\$93.75	\$122.51	-23.5%
Suite Hotel	35.4%	49.5%	-14.0	\$97.73	\$130.64	-25.2%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	21.8%	38.4%	-16.6	\$96.04	\$120.74	-20.5%
Price Level						
Budget	21.6%	30.0%	-8.4	\$86.00	\$98.17	-12.4%
Mid-Price	22.0%	40.7%	-18.6	\$97.27	\$124.04	-21.6%
Upscale	17.0%	34.2%	-17.1	\$123.56	\$139.70	-11.6%
Total	21.8%	38.4%	-16.6	\$96.04	\$120.74	-20.5%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	31.0%	39.2%	-8.1	\$98.69	\$120.28	-18.0%
50-75 rooms	35.4%	45.3%	-9.9	\$96.78	\$112.88	-14.3%
76-125 rooms	33.1%	48.9%	-15.8	\$101.03	\$125.74	-19.7%
126-200 rooms	29.1%	49.6%	-20.5	\$104.69	\$140.33	-25.4%
201-500 rooms	18.7%	50.2%	-31.5	\$132.84	\$174.37	-23.8%
Over 500 rooms	12.3%	46.4%	-34.0	\$131.78	\$199.85	-34.1%
Total	26.1%	48.5%	-22.4	\$108.83	\$150.82	-27.8%
Property Type						
Limited Service	34.2%	47.5%	-13.3	\$95.15	\$114.66	-17.0%
Full Service	19.8%	47.9%	-28.1	\$115.73	\$165.25	-30.0%
Suite Hotel	37.3%	56.2%	-18.9	\$110.30	\$149.83	-26.4%
Resort	19.4%	47.4%	-28.1	\$215.98	\$225.55	-4.2%
Total	26.1%	48.5%	-22.4	\$108.83	\$150.82	-27.8%
Price Level						
Budget	32.0%	45.4%	-13.4	\$88.67	\$100.44	-11.7%
Mid-Price	27.8%	49.1%	-21.3	\$107.83	\$146.26	-26.3%
Upscale	11.4%	50.1%	-38.7	\$195.22	\$230.87	-15.4%
Total	26.1%	48.5%	-22.4	\$108.83	\$150.82	-27.8%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	35.8%	40.7%	-4.9	\$95.37	\$104.60	-8.8%
50-75 rooms	36.6%	44.5%	-8.0	\$99.27	\$108.20	-8.3%
76-125 rooms	33.6%	45.7%	-12.2	\$105.20	\$122.61	-14.2%
126-200 rooms	29.0%	46.1%	-17.1	\$114.88	\$132.84	-13.5%
201-500 rooms	22.7%	48.2%	-25.6	\$146.25	\$184.08	-20.5%
Over 500 rooms	13.7%	52.9%	-39.1	\$267.50	\$279.57	-4.3%
Total	29.6%	46.3%	-16.8	\$116.60	\$145.65	-20.0%
Property Type						
Limited Service	33.6%	43.5%	-9.9	\$97.84	\$109.60	-10.7%
Full Service	24.9%	47.5%	-22.5	\$120.55	\$150.19	-19.7%
Suite Hotel	34.2%	51.5%	-17.3	\$117.66	\$155.80	-24.5%
Resort	31.8%	51.3%	-19.5	\$208.16	\$281.21	-26.0%
Total	29.6%	46.3%	-16.8	\$116.60	\$145.65	-20.0%
Price Level						
Budget	36.1%	44.4%	-8.3	\$91.09	\$97.61	-6.7%
Mid-Price	29.5%	45.9%	-16.4	\$111.37	\$130.25	-14.5%
Upscale	21.0%	50.8%	-29.7	\$216.04	\$263.09	-17.9%
Total	29.6%	46.3%	-16.8	\$116.60	\$145.65	-20.0%

CANADA

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	33.6%	39.7%	-6.1	\$96.51	\$110.36	-12.6%
50-75 rooms	35.0%	43.8%	-8.8	\$97.66	\$109.53	-10.8%
76-125 rooms	32.5%	46.4%	-13.9	\$102.85	\$123.57	-16.8%
126-200 rooms	28.5%	47.4%	-18.9	\$109.24	\$136.05	-19.7%
201-500 rooms	20.3%	48.5%	-28.2	\$137.76	\$176.85	-22.1%
Over 500 rooms	12.7%	48.0%	-35.3	\$172.29	\$222.46	-22.6%
Total	27.4%	46.8%	-19.3	\$112.03	\$146.70	-23.6%
Property Type						
Limited Service	33.0%	44.7%	-11.7	\$96.70	\$112.31	-13.9%
Full Service	21.9%	47.0%	-25.1	\$116.76	\$156.64	-25.5%
Suite Hotel	36.2%	54.2%	-18.1	\$112.13	\$151.06	-25.8%
Resort	27.8%	49.2%	-21.4	\$208.99	\$263.29	-20.6%
Total	27.4%	46.8%	-19.3	\$112.03	\$146.70	-23.6%
Price Level						
Budget	33.1%	43.9%	-10.8	\$89.69	\$99.12	-9.5%
Mid-Price	28.1%	46.9%	-18.8	\$108.93	\$137.22	-20.6%
Upscale	15.9%	50.1%	-34.2	\$205.99	\$245.02	-15.9%
Total	27.4%	46.8%	-19.3	\$112.03	\$146.70	-23.6%

** 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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