

October 2020

NATIONAL MARKET REPORT

TRENDS IN THE CANADIAN HOTEL INDUSTRY



REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF OCTOBER 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%	64.3%	-36.0	\$105.19	\$136.64	-23.0%	\$29.84	\$87.92	-66.1%
NEWFOUNDLAND	27.2%	58.2%	-31.0	\$102.01	\$134.62	-24.2%	\$27.72	\$78.29	-64.6%
St. John's	24.8%	58.3%	-33.5	\$97.95	\$138.06	-29.1%	\$24.31	\$80.48	-69.8%
PRINCE EDWARD ISLAND	22.0%	52.4%	-30.4	\$104.37	\$135.22	-22.8%	\$22.95	\$70.80	-67.6%
NOVA SCOTIA	34.1%	72.6%	-38.5	\$104.60	\$147.50	-29.1%	\$35.64	\$107.03	-66.7%
Halifax/Dartmouth	28.4%	76.1%	-47.7	\$103.90	\$157.66	-34.1%	\$29.49	\$119.96	-75.4%
Other Nova Scotia	48.1%	64.6%	-16.5	\$105.63	\$120.58	-12.4%	\$50.77	\$77.92	-34.8%
NEW BRUNSWICK	24.1%	61.0%	-36.9	\$107.20	\$123.50	-13.2%	\$25.87	\$75.39	-65.7%
Moncton	18.8%	63.4%	-44.5	\$101.86	\$124.67	-18.3%	\$19.19	\$79.01	-75.7%
Other New Brunswick	27.1%	59.8%	-32.7	\$109.27	\$122.84	-11.0%	\$29.60	\$73.48	-59.7%
CENTRAL CANADA	28.2%	74.4%	-46.2	\$113.23	\$168.25	-32.7%	\$31.92	\$125.10	-74.5%
QUEBEC	16.8%	74.9%	-58.1	\$119.83	\$181.25	-33.9%	\$20.09	\$135.74	-85.2%
Greater Quebec City	12.9%	77.5%	-64.6	\$111.63	\$186.38	-40.1%	\$14.40	\$144.47	-90.0%
Other Quebec	25.0%	60.8%	-35.8	\$125.48	\$145.65	-13.9%	\$31.37	\$88.59	-64.6%
Greater Montreal	13.7%	81.3%	-67.6	\$116.93	\$193.37	-39.5%	\$16.01	\$157.18	-89.8%
Downtown Montreal	6.4%	82.4%	-76.0	\$127.81	\$222.93	-42.7%	\$8.22	\$183.68	-95.5%
Montreal Airport/Laval	25.3%	81.8%	-56.5	\$114.10	\$154.49	-26.1%	\$28.84	\$126.33	-77.2%
ONTARIO	32.0%	74.1%	-42.1	\$112.06	\$163.77	-31.6%	\$35.89	\$121.43	-70.4%
Greater Toronto Area (GTA)	25.0%	79.8%	-54.9	\$107.67	\$187.39	-42.5%	\$26.87	\$149.63	-82.0%
Downtown Toronto	11.0%	83.1%	-72.0	\$169.98	\$258.33	-34.2%	\$18.78	\$214.65	-91.3%
Toronto Airport	22.2%	79.8%	-57.6	\$96.79	\$156.69	-38.2%	\$21.46	\$125.04	-82.8%
GTA West	33.4%	78.4%	-45.0	\$92.55	\$134.93	-31.4%	\$30.90	\$105.75	-70.8%
GTA East/North	39.9%	76.3%	-36.4	\$97.67	\$140.93	-30.7%	\$38.96	\$107.47	-63.8%
Eastern Ontario	42.0%	67.7%	-25.7	\$113.31	\$130.10	-12.9%	\$47.63	\$88.07	-45.9%
Kingston	31.6%	69.9%	-38.3	\$113.87	\$143.21	-20.5%	\$35.97	\$100.08	-64.1%
Other Eastern Ontario	47.0%	66.6%	-19.6	\$113.12	\$123.24	-8.2%	\$53.18	\$82.07	-35.2%
Ottawa	27.4%	77.2%	-49.9	\$118.90	\$171.05	-30.5%	\$32.54	\$132.10	-75.4%
Downtown Ottawa	20.8%	78.4%	-57.6	\$131.09	\$191.83	-31.7%	\$27.31	\$150.42	-81.8%
Ottawa West	36.2%	76.9%	-40.7	\$110.95	\$145.29	-23.6%	\$40.12	\$111.72	-64.1%
Ottawa East	30.3%	72.9%	-42.5	\$110.36	\$137.46	-19.7%	\$33.49	\$100.16	-66.6%
Southern Ontario	30.7%	69.6%	-38.9	\$104.00	\$139.03	-25.2%	\$31.96	\$96.82	-67.0%
London	39.2%	67.3%	-28.1	\$90.80	\$125.78	-27.8%	\$35.64	\$84.70	-57.9%
Windsor	28.5%	64.9%	-36.4	\$109.34	\$121.65	-10.1%	\$31.16	\$78.98	-60.5%
Kitchener/Waterloo/Cambridge/Guelph	33.5%	74.8%	-41.4	\$99.22	\$132.41	-25.1%	\$33.21	\$99.10	-66.5%
Hamilton/Brantford	40.3%	76.1%	-35.9	\$109.73	\$131.71	-16.7%	\$44.17	\$100.28	-56.0%
Niagara Falls	24.3%	71.8%	-47.5	\$110.18	\$156.69	-29.7%	\$26.77	\$112.46	-76.2%
Other Niagara Region	31.9%	59.9%	-28.0	\$101.64	\$128.80	-21.1%	\$32.44	\$77.13	-57.9%
Other Southern Ontario	32.4%	61.8%	-29.3	\$105.66	\$120.35	-12.2%	\$34.28	\$74.35	-53.9%
Central Ontario	47.1%	62.6%	-15.4	\$140.65	\$144.11	-2.4%	\$66.29	\$90.17	-26.5%
North Eastern Ontario	53.1%	68.1%	-15.1	\$108.23	\$125.75	-13.9%	\$57.45	\$85.70	-33.0%
North Bay	53.1%	72.0%	-18.9	\$97.53	\$117.81	-17.2%	\$51.79	\$84.86	-39.0%
Sudbury	56.0%	75.1%	-19.1	\$109.01	\$128.92	-15.4%	\$61.00	\$96.76	-37.0%
North Central Ontario	47.4%	72.8%	-25.4	\$104.44	\$122.73	-14.9%	\$49.48	\$89.37	-44.6%
Sault Ste. Marie									
North Western Ontario	63.6%	68.3%	-4.6	\$125.27	\$131.81	-5.0%	\$79.71	\$89.96	-11.4%
Thunder Bay	58.9%	70.8%	-11.9	\$125.53	\$131.42	-4.5%	\$73.99	\$93.06	-20.5%

* Based on the operating results of 245,458 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 OCTOBER 2020*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
WESTERN CANADA	35.0%	61.9%	-26.9	\$119.10	\$149.18	-20.2%	\$41.72	\$92.33	-54.8%
MANITOBA	31.9%	77.1%	-45.2	\$115.90	\$130.32	-11.1%	\$36.99	\$100.54	-63.2%
Winnipeg	27.1%	81.3%	-54.2	\$113.95	\$133.52	-14.7%	\$30.90	\$108.58	-71.5%
Brandon	33.0%	67.5%	-34.5	\$97.07	\$111.37	-12.8%	\$32.00	\$75.15	-57.4%
Other Manitoba	48.8%	66.8%	-18.0	\$128.40	\$128.55	-0.1%	\$62.72	\$85.88	-27.0%
SASKATCHEWAN	34.3%	60.5%	-26.2	\$102.09	\$122.95	-17.0%	\$34.99	\$74.39	-53.0%
Regina	29.4%	60.3%	-31.0	\$93.35	\$127.59	-26.8%	\$27.40	\$76.97	-64.4%
Saskatoon	30.0%	66.0%	-36.1	\$105.24	\$129.47	-18.7%	\$31.53	\$85.47	-63.1%
Other Saskatchewan	42.3%	55.4%	-13.1	\$104.46	\$111.82	-6.6%	\$44.23	\$62.00	-28.7%
ALBERTA (excl. Alta Resorts)	30.3%	53.7%	-23.4	\$105.17	\$127.95	-17.8%	\$31.92	\$68.72	-53.6%
Calgary	22.5%	58.0%	-35.4	\$104.59	\$145.08	-27.9%	\$23.54	\$84.08	-72.0%
Calgary Airport	24.9%	56.6%	-31.7	\$93.03	\$113.30	-17.9%	\$23.16	\$64.11	-63.9%
Downtown Calgary	14.8%	61.6%	-46.8	\$138.21	\$197.47	-30.0%	\$20.46	\$121.68	-83.2%
Calgary Northwest	32.5%	56.3%	-23.9	\$84.45	\$109.42	-22.8%	\$27.42	\$61.65	-55.5%
Calgary South	27.7%	54.7%	-27.1	\$104.93	\$123.25	-14.9%	\$29.05	\$67.48	-57.0%
Edmonton	26.0%	54.7%	-28.8	\$103.15	\$127.10	-18.8%	\$26.77	\$69.59	-61.5%
Downtown Edmonton	15.8%	60.2%	-44.4	\$126.87	\$163.08	-22.2%	\$20.05	\$98.13	-79.6%
Edmonton South	28.7%	52.8%	-24.1	\$91.76	\$109.93	-16.5%	\$26.35	\$58.08	-54.6%
Edmonton West	28.4%	53.6%	-25.3	\$99.06	\$114.92	-13.8%	\$28.09	\$61.64	-54.4%
Other Alberta	38.6%	50.1%	-11.5	\$106.33	\$115.12	-7.6%	\$41.04	\$57.67	-28.8%
Lethbridge	29.8%	51.8%	-22.0	\$93.51	\$108.98	-14.2%	\$27.84	\$56.47	-50.7%
Red Deer	24.0%	48.0%	-24.1	\$93.93	\$110.65	-15.1%	\$22.54	\$53.16	-57.6%
Other Alberta Communities	41.6%	49.8%	-8.2	\$109.05	\$117.02	-6.8%	\$45.34	\$58.23	-22.1%
Alberta Resorts	38.7%	58.4%	-19.6	\$232.09	\$269.99	-14.0%	\$89.92	\$157.56	-42.9%
BRITISH COLUMBIA	40.4%	68.6%	-28.2	\$124.78	\$167.05	-25.3%	\$50.38	\$114.57	-56.0%
Greater Vancouver	31.8%	78.9%	-47.1	\$127.83	\$196.16	-34.8%	\$40.62	\$154.75	-73.7%
Airport (Richmond)	35.1%	83.8%	-48.8	\$118.25	\$173.04	-31.7%	\$41.45	\$145.08	-71.4%
Downtown Vancouver	23.2%	77.4%	-54.2	\$148.70	\$231.61	-35.8%	\$34.51	\$179.24	-80.7%
Langley/Surrey	48.2%	75.1%	-26.9	\$109.26	\$130.70	-16.4%	\$52.69	\$98.19	-46.3%
Other Vancouver	44.8%	79.6%	-34.8	\$115.12	\$155.56	-26.0%	\$51.54	\$123.84	-58.4%
Vancouver Island	47.7%	69.7%	-22.1	\$143.22	\$159.32	-10.1%	\$68.30	\$111.12	-38.5%
Campbell River	71.5%	72.0%	-0.5	\$106.70	\$114.10	-6.5%	\$76.34	\$82.18	-7.1%
Greater Victoria	39.6%	74.2%	-34.6	\$137.45	\$165.48	-16.9%	\$54.48	\$122.82	-55.6%
Nanaimo	50.3%	72.0%	-21.7	\$129.67	\$139.02	-6.7%	\$65.26	\$100.13	-34.8%
Parksville/Qualicum Beach	56.1%	49.8%	6.4	\$140.57	\$140.80	-0.2%	\$78.93	\$70.07	12.6%
Other Vancouver Island	62.2%	62.0%	0.2	\$176.85	\$169.98	4.0%	\$109.92	\$105.38	4.3%
Whistler Resort Area	32.1%	40.5%	-8.4	\$180.77	\$184.23	-1.9%	\$58.05	\$74.59	-22.2%
Other British Columbia	48.6%	59.9%	-11.3	\$110.59	\$123.12	-10.2%	\$53.73	\$73.75	-27.2%
Abbotsford/Chilliwack	50.6%	77.5%	-26.9	\$93.60	\$116.40	-19.6%	\$47.39	\$90.24	-47.5%
Kamloops	51.2%	63.5%	-12.3	\$97.03	\$112.25	-13.6%	\$49.67	\$71.29	-30.3%
Kelowna	44.6%	65.9%	-21.3	\$115.11	\$144.67	-20.4%	\$51.35	\$95.32	-46.1%
Penticton	35.7%	51.2%	-15.5	\$117.44	\$118.89	-1.2%	\$41.93	\$60.84	-31.1%
Prince George	65.6%	67.4%	-1.8	\$109.86	\$117.52	-6.5%	\$72.02	\$79.18	-9.0%
Other B.C. Communities	47.4%	54.8%	-7.4	\$114.96	\$121.41	-5.3%	\$54.51	\$66.54	-18.1%
NORTHWEST TERRITORIES	34.8%	71.3%	-36.5	\$154.11	\$149.92	2.8%	\$53.59	\$106.89	-49.9%
YUKON	34.8%	57.5%	-22.7	\$116.38	\$140.61	-17.2%	\$40.53	\$80.87	-49.9%
CANADA	31.4%	67.8%	-36.4	\$115.75	\$158.01	-26.7%	\$36.34	\$107.19	-66.1%

* Based on the operating results of 245,458 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 TEN MONTHS ENDED OCTOBER 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
ATLANTIC CANADA	29.8%	64.0%	-34.2	\$113.13	\$140.35	-19.4%	\$33.69	\$89.81	-62.5%
NEWFOUNDLAND	25.6%	57.4%	-31.7	\$110.59	\$134.33	-17.7%	\$28.35	\$77.05	-63.2%
St. John's	23.9%	57.2%	-33.3	\$106.56	\$135.29	-21.2%	\$25.45	\$77.33	-67.1%
PRINCE EDWARD ISLAND	30.0%	63.3%	-33.3	\$109.99	\$158.58	-30.6%	\$33.03	\$100.41	-67.1%
NOVA SCOTIA	32.3%	69.2%	-36.9	\$113.14	\$148.53	-23.8%	\$36.50	\$102.75	-64.5%
Halifax/Dartmouth	31.0%	73.4%	-42.4	\$114.65	\$157.98	-27.4%	\$35.54	\$115.97	-69.4%
Other Nova Scotia	35.3%	60.1%	-24.8	\$109.98	\$123.65	-11.1%	\$38.78	\$74.27	-47.8%
NEW BRUNSWICK	28.8%	62.1%	-33.3	\$112.38	\$129.73	-13.4%	\$32.34	\$80.54	-59.9%
Moncton	31.1%	65.4%	-34.2	\$112.54	\$130.34	-13.7%	\$35.02	\$85.20	-58.9%
Other New Brunswick	27.6%	60.4%	-32.8	\$112.29	\$129.38	-13.2%	\$30.99	\$78.09	-60.3%
CENTRAL CANADA	35.0%	70.5%	-35.5	\$132.73	\$167.99	-21.0%	\$46.47	\$118.48	-60.8%
QUEBEC	31.1%	70.4%	-39.2	\$144.76	\$178.06	-18.7%	\$45.08	\$125.32	-64.0%
Greater Quebec City	31.1%	71.5%	-40.4	\$141.88	\$180.15	-21.2%	\$44.19	\$128.87	-65.7%
Other Quebec	38.5%	61.3%	-22.8	\$151.94	\$153.78	-1.2%	\$58.54	\$94.30	-37.9%
Greater Montreal	27.6%	74.6%	-47.0	\$140.77	\$187.48	-24.9%	\$38.81	\$139.84	-72.2%
Downtown Montreal	22.3%	73.4%	-51.1	\$151.55	\$215.25	-29.6%	\$33.76	\$157.94	-78.6%
Montreal Airport/Laval	35.5%	79.1%	-43.7	\$135.52	\$152.94	-11.4%	\$48.05	\$121.04	-60.3%
ONTARIO	36.2%	70.6%	-34.3	\$129.54	\$164.67	-21.3%	\$46.96	\$116.19	-59.6%
Greater Toronto Area (GTA)	33.5%	76.0%	-42.4	\$141.41	\$185.68	-23.8%	\$47.41	\$141.06	-66.4%
Downtown Toronto	24.5%	78.8%	-54.3	\$206.63	\$256.42	-19.4%	\$50.68	\$202.16	-74.9%
Toronto Airport	37.1%	79.2%	-42.1	\$136.69	\$156.82	-12.8%	\$50.72	\$124.17	-59.2%
GTA West	37.3%	74.0%	-36.7	\$110.94	\$135.14	-17.9%	\$41.41	\$100.01	-58.6%
GTA East/North	41.1%	71.5%	-30.4	\$112.61	\$139.40	-19.2%	\$46.25	\$99.68	-53.6%
Eastern Ontario	42.0%	63.7%	-21.7	\$117.60	\$132.77	-11.4%	\$49.44	\$84.57	-41.5%
Kingston	37.3%	65.9%	-28.5	\$119.68	\$142.12	-15.8%	\$44.69	\$93.59	-52.3%
Other Eastern Ontario	44.1%	62.6%	-18.4	\$116.82	\$127.61	-8.5%	\$51.56	\$79.84	-35.4%
Ottawa	37.9%	72.8%	-34.9	\$139.34	\$168.33	-17.2%	\$52.75	\$122.54	-57.0%
Downtown Ottawa	36.0%	74.6%	-38.6	\$157.12	\$186.57	-15.8%	\$56.55	\$139.17	-59.4%
Ottawa West	42.1%	72.5%	-30.4	\$122.67	\$148.82	-17.6%	\$51.65	\$107.83	-52.1%
Ottawa East	34.8%	66.5%	-31.7	\$117.47	\$132.14	-11.1%	\$40.87	\$87.93	-53.5%
Southern Ontario	33.4%	66.2%	-32.9	\$109.89	\$144.66	-24.0%	\$36.65	\$95.82	-61.8%
London	42.0%	66.3%	-24.4	\$100.59	\$121.36	-17.1%	\$42.21	\$80.51	-47.6%
Windsor	32.9%	61.4%	-28.5	\$110.03	\$120.55	-8.7%	\$36.15	\$74.01	-51.1%
Kitchener/Waterloo/Cambridge/Guelph	35.7%	66.5%	-30.8	\$107.44	\$130.06	-17.4%	\$38.34	\$86.45	-55.7%
Hamilton/Brantford	38.3%	68.5%	-30.2	\$112.48	\$132.18	-14.9%	\$43.11	\$90.58	-52.4%
Niagara Falls	28.6%	69.7%	-41.1	\$116.87	\$172.43	-32.2%	\$33.39	\$120.17	-72.2%
Other Niagara Region	30.8%	57.0%	-26.2	\$105.80	\$132.66	-20.2%	\$32.63	\$75.65	-56.9%
Other Southern Ontario	34.5%	60.7%	-26.2	\$106.20	\$120.42	-11.8%	\$36.65	\$73.10	-49.9%
Central Ontario	43.0%	59.9%	-16.8	\$149.32	\$151.95	-1.7%	\$64.24	\$90.97	-29.4%
North Eastern Ontario	43.2%	63.5%	-20.4	\$112.94	\$123.69	-8.7%	\$48.74	\$78.59	-38.0%
North Bay	42.5%	64.4%	-21.9	\$104.16	\$114.90	-9.3%	\$44.24	\$73.99	-40.2%
Sudbury	44.8%	66.8%	-22.0	\$113.22	\$124.04	-8.7%	\$50.76	\$82.86	-38.7%
North Central Ontario	41.3%	62.2%	-20.9	\$105.86	\$115.06	-8.0%	\$43.75	\$71.54	-38.8%
Sault Ste. Marie	41.3%	62.2%	-20.9	\$105.86	\$115.06	-8.0%	\$43.75	\$71.54	-38.8%
North Western Ontario	54.1%	71.6%	-17.5	\$124.19	\$130.26	-4.7%	\$67.16	\$93.23	-28.0%
Thunder Bay	50.4%	71.7%	-21.2	\$122.62	\$127.16	-3.6%	\$61.86	\$91.14	-32.1%

** 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 TEN MONTHS ENDED OCTOBER 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	Point Change	2020	2019	Variance	2020	2019	Variance
WESTERN CANADA	36.5%	64.2%	-27.7	\$133.88	\$166.89	-19.8%	\$48.84	\$107.08	-54.4%
MANITOBA	37.4%	69.2%	-31.8	\$118.31	\$126.00	-6.1%	\$44.23	\$87.13	-49.2%
Winnipeg	35.1%	71.8%	-36.6	\$118.64	\$128.65	-7.8%	\$41.67	\$92.33	-54.9%
Brandon	34.7%	62.7%	-28.0	\$103.53	\$112.66	-8.1%	\$35.92	\$70.65	-49.2%
Other Manitoba	47.0%	63.2%	-16.2	\$124.14	\$123.63	0.4%	\$58.29	\$78.09	-25.3%
SASKATCHEWAN	34.0%	56.5%	-22.5	\$107.02	\$118.93	-10.0%	\$36.41	\$67.18	-45.8%
Regina	31.6%	57.6%	-26.0	\$104.79	\$119.67	-12.4%	\$33.13	\$68.93	-51.9%
Saskatoon	33.7%	61.7%	-28.1	\$111.85	\$125.41	-10.8%	\$37.65	\$77.42	-51.4%
Other Saskatchewan	36.1%	50.9%	-14.8	\$104.28	\$111.10	-6.1%	\$37.66	\$56.51	-33.4%
ALBERTA (excl. Alta Resorts)	31.1%	56.0%	-24.9	\$112.33	\$129.89	-13.5%	\$34.93	\$72.71	-52.0%
Calgary	27.5%	62.6%	-35.1	\$116.46	\$146.58	-20.5%	\$32.08	\$91.81	-65.1%
Calgary Airport	29.7%	62.6%	-32.9	\$101.03	\$118.13	-14.5%	\$30.04	\$73.94	-59.4%
Calgary Downtown	21.9%	64.2%	-42.3	\$160.24	\$195.13	-17.9%	\$35.11	\$125.25	-72.0%
Calgary Northwest	33.1%	63.6%	-30.5	\$94.33	\$119.77	-21.2%	\$31.23	\$76.17	-59.0%
Calgary South	29.6%	59.3%	-29.7	\$107.90	\$130.80	-17.5%	\$31.91	\$77.53	-58.8%
Edmonton	29.9%	57.3%	-27.4	\$113.93	\$126.68	-10.1%	\$34.06	\$72.57	-53.1%
Downtown Edmonton	26.2%	61.0%	-34.7	\$147.29	\$156.34	-5.8%	\$38.65	\$95.31	-59.4%
Edmonton South	30.1%	55.1%	-25.0	\$98.63	\$111.15	-11.3%	\$29.69	\$61.29	-51.6%
Edmonton West	32.1%	57.0%	-24.9	\$106.01	\$116.99	-9.4%	\$34.05	\$66.71	-49.0%
Other Alberta	34.1%	50.5%	-16.4	\$109.28	\$117.91	-7.3%	\$37.31	\$59.56	-37.4%
Lethbridge	29.5%	60.2%	-30.7	\$97.41	\$110.72	-12.0%	\$28.73	\$66.67	-56.9%
Red Deer	22.1%	44.9%	-22.7	\$98.05	\$108.21	-9.4%	\$21.70	\$48.54	-55.3%
Other Alberta Communities	36.4%	50.0%	-13.6	\$112.03	\$120.68	-7.2%	\$40.74	\$60.30	-32.4%
Alberta Resorts	41.3%	69.7%	-28.5	\$245.47	\$325.18	-24.5%	\$101.26	\$226.73	-55.3%
BRITISH COLUMBIA	42.3%	73.2%	-30.9	\$149.65	\$196.45	-23.8%	\$63.29	\$143.75	-56.0%
Greater Vancouver	38.3%	81.7%	-43.4	\$152.13	\$227.10	-33.0%	\$58.26	\$185.60	-68.6%
Airport (Richmond)	45.2%	83.6%	-38.3	\$141.87	\$189.53	-25.1%	\$64.14	\$158.37	-59.5%
Downtown Vancouver	31.7%	82.0%	-50.3	\$181.66	\$271.61	-33.1%	\$57.60	\$222.72	-74.1%
Langley/Surrey	45.3%	77.0%	-31.8	\$114.87	\$148.10	-22.4%	\$52.01	\$114.10	-54.4%
Other Vancouver	45.1%	81.3%	-36.2	\$125.88	\$177.74	-29.2%	\$56.83	\$144.58	-60.7%
Vancouver Island	43.5%	72.9%	-29.4	\$148.51	\$183.41	-19.0%	\$64.57	\$133.73	-51.7%
Campbell River	59.5%	76.7%	-17.2	\$112.85	\$129.52	-12.9%	\$67.13	\$99.36	-32.4%
Greater Victoria	38.9%	74.6%	-35.7	\$143.65	\$192.95	-25.5%	\$55.89	\$143.98	-61.2%
Nanaimo	47.2%	76.7%	-29.5	\$133.28	\$147.95	-9.9%	\$62.93	\$113.49	-44.6%
Parksville/Qualicum Beach	46.5%	62.3%	-15.9	\$166.57	\$173.75	-4.1%	\$77.38	\$108.26	-28.5%
Other Vancouver Island	50.6%	69.1%	-18.5	\$173.35	\$190.20	-8.9%	\$87.75	\$131.47	-33.3%
Whistler Resort Area	44.5%	72.8%	-28.3	\$318.07	\$310.55	2.4%	\$141.59	\$226.06	-37.4%
Other British Columbia	45.9%	63.2%	-17.4	\$125.03	\$136.69	-8.5%	\$57.33	\$86.40	-33.6%
Abbotsford/Chilliwack	49.2%	76.0%	-26.7	\$96.43	\$119.13	-19.1%	\$47.47	\$90.50	-47.5%
Kamloops	42.2%	69.4%	-27.3	\$100.56	\$118.74	-15.3%	\$42.41	\$82.45	-48.6%
Kelowna	46.5%	69.5%	-23.0	\$147.02	\$163.88	-10.3%	\$68.36	\$113.86	-40.0%
Penticton	40.0%	56.3%	-16.2	\$163.29	\$158.46	3.0%	\$65.39	\$89.18	-26.7%
Prince George	50.2%	64.5%	-14.3	\$111.07	\$118.41	-6.2%	\$55.71	\$76.38	-27.1%
Other B.C. Communities	45.9%	59.0%	-13.0	\$127.46	\$137.07	-7.0%	\$58.54	\$80.81	-27.6%
NORTHWEST TERRITORIES	46.6%	62.8%	-16.2	\$154.50	\$148.04	4.4%	\$72.07	\$93.00	-22.5%
YUKON	37.6%	65.9%	-28.3	\$125.40	\$153.10	-18.1%	\$47.13	\$100.86	-53.3%
CANADA	35.3%	67.1%	-31.8	\$132.12	\$165.67	-20.3%	\$46.69	\$111.19	-58.0%

** 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 OCTOBER 2020*

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	31.3%	52.4%	-21.1	\$106.48	\$123.40	-13.7%
50-75 rooms	37.4%	61.6%	-24.2	\$95.64	\$108.33	-11.7%
76-125 rooms	30.4%	62.4%	-32.0	\$102.48	\$126.55	-19.0%
126-200 rooms	27.8%	66.6%	-38.9	\$106.13	\$143.07	-25.8%
201-500 rooms	18.8%	67.9%	-49.0	\$124.52	\$166.06	-25.0%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	28.4%	64.3%	-36.0	\$105.19	\$136.64	-23.0%
Property Type						
Limited Service	32.5%	62.7%	-30.2	\$101.70	\$122.67	-17.1%
Full Service	23.5%	66.2%	-42.7	\$105.79	\$145.77	-27.4%
Suite Hotel	41.9%	79.4%	-37.5	\$111.04	\$157.16	-29.3%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	28.4%	64.3%	-36.0	\$105.19	\$136.64	-23.0%
Price Level						
Budget	32.2%	55.1%	-22.9	\$93.23	\$104.41	-10.7%
Mid-Price	27.7%	66.8%	-39.2	\$106.88	\$141.82	-24.6%
Upscale	25.4%	60.6%	-35.1	\$133.96	\$161.55	-17.1%
Total	28.4%	64.3%	-36.0	\$105.19	\$136.64	-23.0%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	35.5%	58.7%	-23.2	\$107.17	\$132.56	-19.2%
50-75 rooms	45.7%	67.4%	-21.7	\$106.07	\$119.91	-11.5%
76-125 rooms	38.9%	72.3%	-33.4	\$108.04	\$136.54	-20.9%
126-200 rooms	28.6%	74.8%	-46.2	\$107.25	\$151.46	-29.2%
201-500 rooms	17.8%	77.8%	-60.0	\$133.08	\$193.71	-31.3%
Over 500 rooms	12.4%	78.6%	-66.2	\$136.27	\$233.94	-41.7%
Total	28.2%	74.4%	-46.2	\$113.23	\$168.25	-32.7%
Property Type						
Limited Service	39.3%	71.0%	-31.7	\$100.15	\$123.02	-18.6%
Full Service	20.2%	76.6%	-56.4	\$117.31	\$189.02	-37.9%
Suite Hotel	40.5%	79.2%	-38.7	\$117.40	\$168.03	-30.1%
Resort	24.0%	57.3%	-33.3	\$235.94	\$203.54	15.9%
Total	28.2%	74.4%	-46.2	\$113.23	\$168.25	-32.7%
Price Level						
Budget	36.9%	68.1%	-31.1	\$87.89	\$105.54	-16.7%
Mid-Price	29.3%	75.3%	-46.1	\$113.82	\$162.29	-29.9%
Upscale	12.4%	79.2%	-66.8	\$206.91	\$266.49	-22.4%
Total	28.2%	74.4%	-46.2	\$113.23	\$168.25	-32.7%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	44.6%	55.1%	-10.5	\$99.03	\$106.47	-7.0%
50-75 rooms	45.6%	58.3%	-12.7	\$102.37	\$115.05	-11.0%
76-125 rooms	41.1%	61.0%	-19.9	\$110.74	\$126.53	-12.5%
126-200 rooms	34.0%	62.9%	-28.9	\$115.82	\$139.71	-17.1%
201-500 rooms	23.7%	64.6%	-40.9	\$146.62	\$184.70	-20.6%
Over 500 rooms	17.4%	65.2%	-47.9	\$265.83	\$279.69	-5.0%
Total	35.0%	61.9%	-26.9	\$119.10	\$149.18	-20.2%
Property Type						
Limited Service	41.1%	59.1%	-18.0	\$101.21	\$115.78	-12.6%
Full Service	28.4%	65.0%	-36.6	\$121.80	\$164.12	-25.8%
Suite Hotel	38.7%	69.5%	-30.9	\$121.19	\$154.69	-21.7%
Resort	39.8%	52.9%	-13.2	\$210.26	\$230.01	-8.6%
Total	35.0%	61.9%	-26.9	\$119.10	\$149.18	-20.2%
Price Level						
Budget	42.0%	59.0%	-17.0	\$90.20	\$107.09	-15.8%
Mid-Price	35.4%	62.1%	-26.7	\$113.72	\$137.56	-17.3%
Upscale	24.8%	64.4%	-39.6	\$217.43	\$244.97	-11.2%
Total	35.0%	61.9%	-26.9	\$119.10	\$149.18	-20.2%

CANADA *

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	41.0%	56.4%	-15.4	\$101.72	\$117.16	-13.2%
50-75 rooms	44.8%	62.1%	-17.2	\$103.24	\$116.36	-11.3%
76-125 rooms	39.3%	65.7%	-26.4	\$109.08	\$130.96	-16.7%
126-200 rooms	31.0%	68.7%	-37.7	\$111.46	\$145.89	-23.6%
201-500 rooms	20.5%	71.3%	-50.8	\$139.68	\$188.58	-25.9%
Over 500 rooms	13.7%	75.2%	-61.5	\$179.52	\$243.88	-26.4%
Total	31.4%	67.8%	-36.4	\$115.75	\$158.01	-26.7%
Property Type						
Limited Service	39.6%	64.0%	-24.4	\$100.84	\$119.50	-15.6%
Full Service	23.9%	71.0%	-47.1	\$118.76	\$176.65	-32.8%
Suite Hotel	39.9%	75.9%	-36.0	\$118.36	\$163.36	-27.5%
Resort	34.5%	53.6%	-19.1	\$214.56	\$219.98	-2.5%
Total	31.4%	67.8%	-36.4	\$115.75	\$158.01	-26.7%
Price Level						
Budget	38.7%	63.4%	-24.7	\$89.26	\$106.07	-15.8%
Mid-Price	32.1%	68.3%	-36.2	\$113.25	\$149.89	-24.4%
Upscale	18.4%	71.7%	-53.3	\$211.13	\$255.29	-17.3%
Total	31.4%	67.8%	-36.4	\$115.75	\$158.01	-26.7%

* Based on the operating results of 245,458 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
TEN MONTHS ENDED OCTOBER 2020

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	27.5%	54.7%	-27.2	\$109.38	\$125.28	-12.7%
50-75 rooms	32.2%	59.7%	-27.6	\$100.44	\$114.66	-12.4%
76-125 rooms	31.1%	63.8%	-32.7	\$110.16	\$132.67	-17.0%
126-200 rooms	30.6%	66.9%	-36.3	\$117.07	\$145.86	-19.7%
201-500 rooms	24.2%	64.4%	-40.2	\$128.05	\$165.20	-22.5%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	29.8%	64.0%	-34.2	\$113.13	\$140.35	-19.4%
Property Type						
Limited Service	32.4%	63.4%	-31.0	\$110.11	\$129.72	-15.1%
Full Service	26.2%	64.2%	-38.0	\$112.76	\$146.00	-22.8%
Suite Hotel	36.2%	75.4%	-39.1	\$121.93	\$159.90	-23.7%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	29.8%	64.0%	-34.2	\$113.13	\$140.35	-19.4%
Price Level						
Budget	28.3%	55.3%	-27.0	\$97.02	\$109.74	-11.6%
Mid-Price	30.0%	66.2%	-36.2	\$114.73	\$144.90	-20.8%
Upscale	32.8%	63.1%	-30.3	\$151.69	\$173.67	-12.7%
Total	29.8%	64.0%	-34.2	\$113.13	\$140.35	-19.4%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	39.5%	57.3%	-17.8	\$112.06	\$133.53	-16.1%
50-75 rooms	43.9%	64.6%	-20.7	\$110.35	\$122.05	-9.6%
76-125 rooms	40.6%	69.3%	-28.6	\$115.54	\$137.36	-15.9%
126-200 rooms	36.1%	70.7%	-34.6	\$123.56	\$151.38	-18.4%
201-500 rooms	30.3%	72.9%	-42.6	\$161.53	\$193.05	-16.3%
Over 500 rooms	23.6%	74.4%	-50.8	\$182.42	\$228.80	-20.3%
Total	35.0%	70.5%	-35.5	\$132.73	\$167.99	-21.0%
Property Type						
Limited Service	41.6%	67.0%	-25.3	\$106.75	\$123.90	-13.8%
Full Service	29.9%	72.3%	-42.4	\$145.51	\$187.08	-22.2%
Suite Hotel	41.4%	76.5%	-35.1	\$134.23	\$169.68	-20.9%
Resort	38.8%	59.6%	-20.8	\$239.91	\$219.52	9.3%
Total	35.0%	70.5%	-35.5	\$132.73	\$167.99	-21.0%
Price Level						
Budget	39.9%	64.8%	-24.9	\$94.85	\$107.45	-11.7%
Mid-Price	35.2%	71.7%	-36.5	\$130.72	\$162.51	-19.6%
Upscale	27.1%	74.1%	-47.0	\$224.87	\$265.25	-15.2%
Total	35.0%	70.5%	-35.5	\$132.73	\$167.99	-21.0%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	41.8%	56.0%	-14.2	\$105.19	\$117.73	-10.7%
50-75 rooms	42.2%	59.9%	-17.7	\$110.25	\$129.02	-14.5%
76-125 rooms	39.5%	62.5%	-23.0	\$119.32	\$138.31	-13.7%
126-200 rooms	34.5%	64.0%	-29.5	\$126.00	\$151.71	-16.9%
201-500 rooms	31.1%	68.1%	-37.0	\$170.92	\$205.03	-16.6%
Over 500 rooms	28.6%	76.5%	-47.9	\$279.69	\$339.40	-17.6%
Total	36.5%	64.2%	-27.7	\$133.88	\$166.89	-19.8%
Property Type						
Limited Service	39.0%	59.4%	-20.4	\$107.00	\$123.37	-13.3%
Full Service	32.4%	66.9%	-34.5	\$138.23	\$177.56	-22.2%
Suite Hotel	41.8%	70.5%	-28.7	\$136.16	\$171.46	-20.6%
Resort	43.3%	68.7%	-25.5	\$255.99	\$291.14	-12.1%
Total	36.5%	64.2%	-27.7	\$133.88	\$166.89	-19.8%
Price Level						
Budget	40.4%	58.9%	-18.5	\$96.38	\$118.03	-18.3%
Mid-Price	35.9%	64.0%	-28.1	\$124.51	\$148.90	-16.4%
Upscale	34.3%	71.4%	-37.2	\$248.32	\$289.62	-14.3%
Total	36.5%	64.2%	-27.7	\$133.88	\$166.89	-19.8%

CANADA

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	40.6%	56.4%	-15.9	\$107.57	\$123.92	-13.2%
50-75 rooms	41.8%	61.6%	-19.8	\$109.54	\$124.95	-12.3%
76-125 rooms	39.3%	65.3%	-26.0	\$117.13	\$137.45	-14.8%
126-200 rooms	34.9%	67.3%	-32.5	\$124.21	\$151.05	-17.8%
201-500 rooms	30.3%	70.3%	-40.0	\$164.42	\$196.72	-16.4%
Over 500 rooms	24.8%	74.9%	-50.1	\$210.08	\$256.88	-18.2%
Total	35.3%	67.1%	-31.8	\$132.12	\$165.67	-20.3%
Property Type						
Limited Service	39.4%	62.7%	-23.3	\$107.13	\$124.14	-13.7%
Full Service	30.7%	69.5%	-38.8	\$140.38	\$180.70	-22.3%
Suite Hotel	41.3%	74.5%	-33.2	\$134.40	\$169.82	-20.9%
Resort	41.8%	65.5%	-23.7	\$250.16	\$269.86	-7.3%
Total	35.3%	67.1%	-31.8	\$132.12	\$165.67	-20.3%
Price Level						
Budget	39.3%	61.7%	-22.4	\$95.63	\$111.71	-14.4%
Mid-Price	35.1%	67.5%	-32.4	\$126.48	\$154.93	-18.4%
Upscale	30.5%	72.6%	-42.1	\$235.44	\$274.96	-14.4%
Total	35.3%	67.1%	-31.8	\$132.12	\$165.67	-20.3%

** 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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