

# TRENDS

IN THE CANADIAN HOTEL INDUSTRY

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NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

### REPORT OF ROOMS OPERATIONS FOR RTO 13 - NORTHERN ONTARIO TOURISM REGIONS MONTH OF AUGUST 2018

| Location                   | Occupancy Percentage |       |                | Average Daily Rate |          |          | Revenue Per Available Room |          |          |
|----------------------------|----------------------|-------|----------------|--------------------|----------|----------|----------------------------|----------|----------|
|                            | 2018                 | 2017  | **Point Change | 2018               | 2017     | Variance | 2018                       | 2017     | Variance |
| NORTH BAY, ONTARIO         | 55.0%                | 60.6% | -5.6           | \$98.89            | \$93.56  | 5.7%     | \$54.42                    | \$56.72  | -4.1%    |
| SUDBURY, ONTARIO           | 75.9%                | 58.0% | 17.9           | \$119.31           | \$114.10 | 4.6%     | \$90.50                    | \$66.16  | 36.8%    |
| TIMMINS, ONTARIO           | 64.4%                | 60.4% | 4.0            | \$122.96           | \$111.19 | 10.6%    | \$79.15                    | \$67.17  | 17.8%    |
| OTHER NORTHEASTERN ONTARIO | 66.9%                | 67.0% | -0.1           | \$125.64           | \$120.76 | 4.0%     | \$84.01                    | \$80.86  | 3.9%     |
| TOTAL RTO 13A              | 66.1%                | 60.4% | 5.7            | \$115.25           | \$109.11 | 5.6%     | \$76.22                    | \$65.94  | 15.6%    |
| SAULT STE. MARIE, ONTARIO  | 80.1%                | 80.4% | -0.3           | \$117.14           | \$117.64 | -0.4%    | \$93.81                    | \$94.57  | -0.8%    |
| TOTAL RTO 13B              | 80.2%                | 80.5% | -0.3           | \$118.26           | \$118.21 | 0.0%     | \$94.90                    | \$95.20  | -0.3%    |
| THUNDER BAY, ONTARIO       | 90.2%                | 90.6% | -0.4           | \$130.93           | \$123.47 | 6.0%     | \$118.07                   | \$111.82 | 5.6%     |
| KENORA, ONTARIO            | 93.0%                | 94.7% | -1.7           | \$156.18           | \$151.62 | 3.0%     | \$145.18                   | \$143.53 | 1.1%     |
| OTHER NORTHWESTERN ONTARIO | 81.5%                | 80.6% | 0.9            | \$131.47           | \$125.96 | 4.4%     | \$107.13                   | \$101.50 | 5.5%     |
| TOTAL RTO 13C              | 88.3%                | 88.7% | -0.4           | \$134.79           | \$127.84 | 5.4%     | \$119.03                   | \$113.43 | 4.9%     |
| TOTAL RTO 13               | 73.3%                | 70.3% | 3.0            | \$121.08           | \$116.36 | 4.1%     | \$88.80                    | \$81.76  | 8.6%     |
| ONTARIO                    | 82.7%                | 81.7% | 1.0            | \$174.91           | \$165.77 | 5.5%     | \$144.69                   | \$135.43 | 6.8%     |

\*\* 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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## REPORT OF ROOMS OPERATIONS FOR RTO 13 - NORTHERN ONTARIO TOURISM REGIONS EIGHT MONTHS ENDED AUGUST 2018

| Location                   | Occupancy Percentage |              |                | Average Daily Rate |                 |             | Revenue Per Available Room |                 |             |
|----------------------------|----------------------|--------------|----------------|--------------------|-----------------|-------------|----------------------------|-----------------|-------------|
|                            | 2018                 | 2017         | **Point Change | 2018               | 2017            | Variance    | 2018                       | 2017            | Variance    |
| NORTH BAY, ONTARIO         | 49.9%                | 56.5%        | -6.6           | \$106.95           | \$103.16        | 3.7%        | \$53.36                    | \$58.25         | -8.4%       |
| SUDBURY, ONTARIO           | 65.9%                | 56.1%        | 9.8            | \$117.63           | \$113.85        | 3.3%        | \$77.56                    | \$63.92         | 21.3%       |
| TIMMINS, ONTARIO           | 60.0%                | 58.3%        | 1.7            | \$126.52           | \$119.16        | 6.2%        | \$75.91                    | \$69.48         | 9.3%        |
| OTHER NORTHEASTERN ONTARIO | 58.9%                | 55.5%        | 3.4            | \$122.50           | \$117.47        | 4.3%        | \$72.13                    | \$65.14         | 10.7%       |
| <b>TOTAL RTO 13A</b>       | <b>59.4%</b>         | <b>56.4%</b> | <b>3.0</b>     | <b>\$117.36</b>    | <b>\$112.69</b> | <b>4.1%</b> | <b>\$69.66</b>             | <b>\$63.59</b>  | <b>9.5%</b> |
| SAULT STE. MARIE, ONTARIO  | 56.8%                | 55.9%        | 0.9            | \$110.07           | \$108.44        | 1.5%        | \$62.58                    | \$60.65         | 3.2%        |
| <b>TOTAL RTO 13B</b>       | <b>57.2%</b>         | <b>56.3%</b> | <b>0.9</b>     | <b>\$111.68</b>    | <b>\$109.71</b> | <b>1.8%</b> | <b>\$63.88</b>             | <b>\$61.76</b>  | <b>3.4%</b> |
| THUNDER BAY, ONTARIO       | 74.1%                | 73.5%        | 0.6            | \$122.32           | \$115.97        | 5.5%        | \$90.67                    | \$85.29         | 6.3%        |
| KENORA, ONTARIO            | 73.5%                | 70.7%        | 2.8            | \$129.16           | \$122.65        | 5.3%        | \$94.91                    | \$86.68         | 9.5%        |
| OTHER NORTHWESTERN ONTARIO | 68.3%                | 63.0%        | 5.3            | \$126.05           | \$120.97        | 4.2%        | \$86.08                    | \$76.25         | 12.9%       |
| <b>TOTAL RTO 13C</b>       | <b>72.7%</b>         | <b>70.8%</b> | <b>1.9</b>     | <b>\$124.07</b>    | <b>\$117.88</b> | <b>5.3%</b> | <b>\$90.22</b>             | <b>\$83.45</b>  | <b>8.1%</b> |
| <b>TOTAL RTO 13</b>        | <b>62.6%</b>         | <b>60.3%</b> | <b>2.3</b>     | <b>\$118.62</b>    | <b>\$113.88</b> | <b>4.2%</b> | <b>\$74.26</b>             | <b>\$68.64</b>  | <b>8.2%</b> |
| <b>ONTARIO</b>             | <b>70.2%</b>         | <b>68.9%</b> | <b>1.3</b>     | <b>\$160.61</b>    | <b>\$153.57</b> | <b>4.6%</b> | <b>\$112.79</b>            | <b>\$105.80</b> | <b>6.6%</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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