

TRENDS

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NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

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

| Location | Occupancy Percentage | | | Average Daily Rate | | | Revenue Per Available Room | | |
|----------------------------|----------------------|--------------|----------------|--------------------|-----------------|-------------|----------------------------|----------------|-------------|
| | 2018 | 2017 | **Point Change | 2018 | 2017 | Variance | 2018 | 2017 | Variance |
| NORTH BAY, ONTARIO | 36.0% | 37.4% | -1.4 | \$114.49 | \$113.26 | 1.1% | \$41.22 | \$42.33 | -2.6% |
| SUDBURY, ONTARIO | 51.2% | 47.3% | 3.9 | \$117.74 | \$115.06 | 2.3% | \$60.23 | \$54.38 | 10.8% |
| TIMMINS, ONTARIO | 40.3% | 46.8% | -6.5 | \$125.06 | \$111.47 | 12.2% | \$50.42 | \$52.22 | -3.4% |
| OTHER NORTHEASTERN ONTARIO | 44.4% | 38.5% | 5.9 | \$119.34 | \$115.19 | 3.6% | \$53.01 | \$44.38 | 19.4% |
| TOTAL RTO 13A | 44.3% | 43.1% | 1.2 | \$118.51 | \$114.07 | 3.9% | \$52.52 | \$49.16 | 6.8% |
| SAULT STE. MARIE, ONTARIO | 34.5% | 32.9% | 1.6 | \$103.53 | \$100.40 | 3.1% | \$35.73 | \$33.07 | 8.0% |
| TOTAL RTO 13B | 34.4% | 33.2% | 1.2 | \$105.25 | \$102.08 | 3.1% | \$36.18 | \$33.94 | 6.6% |
| THUNDER BAY, ONTARIO | 55.0% | 54.0% | 1.0 | \$116.86 | \$113.26 | 3.2% | \$64.32 | \$61.13 | 5.2% |
| KENORA, ONTARIO | 41.5% | 39.9% | 1.6 | \$114.77 | \$107.49 | 6.8% | \$47.68 | \$42.89 | 11.2% |
| OTHER NORTHWESTERN ONTARIO | 46.7% | 41.5% | 5.2 | \$125.79 | \$115.71 | 8.7% | \$58.79 | \$48.02 | 22.4% |
| TOTAL RTO 13C | 51.1% | 49.3% | 1.8 | \$118.30 | \$113.04 | 4.7% | \$60.49 | \$55.69 | 8.6% |
| TOTAL RTO 13 | 44.5% | 43.2% | 1.3 | \$116.67 | \$112.16 | 4.0% | \$51.91 | \$48.47 | 7.1% |
| ONTARIO | 52.5% | 53.2% | -0.7 | \$146.89 | \$141.73 | 3.6% | \$77.08 | \$75.35 | 2.3% |

** 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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REPORT OF ROOMS OPERATIONS FOR RTO 13 - NORTHERN ONTARIO TOURISM REGIONS TWELVE MONTHS ENDED DECEMBER 2018

| Location | Occupancy Percentage | | | Average Daily Rate | | | Revenue Per Available Room | | |
|----------------------------|----------------------|--------------|----------------|--------------------|-----------------|-------------|----------------------------|-----------------|-------------|
| | 2018 | 2017 | **Point Change | 2018 | 2017 | Variance | 2018 | 2017 | Variance |
| NORTH BAY, ONTARIO | 51.1% | 56.5% | -5.4 | \$109.48 | \$105.80 | 3.5% | \$55.99 | \$59.78 | -6.3% |
| SUDBURY, ONTARIO | 67.6% | 59.7% | 7.9 | \$119.64 | \$114.88 | 4.1% | \$80.89 | \$68.63 | 17.9% |
| TIMMINS, ONTARIO | 58.6% | 58.5% | 0.1 | \$126.90 | \$117.91 | 7.6% | \$74.41 | \$68.94 | 7.9% |
| OTHER NORTHEASTERN ONTARIO | 57.7% | 54.4% | 3.3 | \$122.31 | \$116.83 | 4.7% | \$70.59 | \$63.52 | 11.1% |
| TOTAL RTO 13A | 60.0% | 57.8% | 2.2 | \$118.90 | \$113.53 | 4.7% | \$71.36 | \$65.58 | 8.8% |
| SAULT STE. MARIE, ONTARIO | 57.0% | 56.9% | 0.1 | \$111.87 | \$110.49 | 1.2% | \$63.75 | \$62.90 | 1.4% |
| TOTAL RTO 13B | 57.2% | 57.2% | 0.0 | \$113.33 | \$111.58 | 1.6% | \$64.86 | \$63.84 | 1.6% |
| THUNDER BAY, ONTARIO | 72.6% | 72.6% | 0.0 | \$121.77 | \$116.52 | 4.5% | \$88.37 | \$84.55 | 4.5% |
| KENORA, ONTARIO | 70.0% | 67.8% | 2.2 | \$127.99 | \$120.61 | 6.1% | \$89.60 | \$81.75 | 9.6% |
| OTHER NORTHWESTERN ONTARIO | 66.5% | 61.8% | 4.7 | \$125.40 | \$119.88 | 4.6% | \$83.42 | \$74.14 | 12.5% |
| TOTAL RTO 13C | 70.9% | 69.5% | 1.4 | \$123.36 | \$117.74 | 4.8% | \$87.46 | \$81.82 | 6.9% |
| TOTAL RTO 13 | 62.6% | 60.9% | 1.7 | \$119.48 | \$114.54 | 4.3% | \$74.80 | \$69.74 | 7.3% |
| ONTARIO | 70.0% | 69.3% | 0.7 | \$162.04 | \$154.82 | 4.7% | \$113.47 | \$107.23 | 5.8% |

** 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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