

# TRENDS

IN THE CANADIAN HOTEL INDUSTRY

## CBRE HOTELS

The World's Leading Hotel Experts.

NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

### REPORT OF ROOMS OPERATIONS FOR RTO 13 - NORTHERN ONTARIO TOURISM REGIONS MONTH OF FEBRUARY 2021

Location	Occupancy Percentage **Point Change			Average Daily Rate			Revenue Per Available Room		
	2021	2020	Change	2021	2020	Variance	2021	2020	Variance
NORTH BAY, ONTARIO	23.9%	50.5%	-26.6	\$94.78	\$117.58	-19.4%	\$22.62	\$59.32	-61.9%
SUDBURY, ONTARIO	33.2%	57.5%	-24.3	\$107.58	\$121.44	-11.4%	\$35.76	\$69.83	-48.8%
TIMMINS, ONTARIO	32.7%	52.3%	-19.6	\$97.18	\$135.97	-28.5%	\$31.74	\$71.05	-55.3%
OTHER NORTHEASTERN ONTARIO	32.5%	47.4%	-14.9	\$121.15	\$125.79	-3.7%	\$39.32	\$59.63	-34.1%
TOTAL RTO 13A	30.9%	52.9%	-22.0	\$106.29	\$124.02	-14.3%	\$32.84	\$65.64	-50.0%
SAULT STE. MARIE, ONTARIO	21.0%	47.2%	-26.2	\$93.65	\$109.70	-14.6%	\$19.66	\$51.80	-62.1%
TOTAL RTO 13B	21.6%	47.2%	-25.6	\$97.11	\$110.94	-12.5%	\$20.98	\$52.38	-59.9%
THUNDER BAY, ONTARIO	43.5%	71.6%	-28.1	\$121.44	\$131.29	-7.5%	\$52.80	\$93.97	-43.8%
KENORA, ONTARIO	54.9%	68.3%	-13.4	\$116.94	\$128.66	-9.1%	\$64.14	\$87.83	-27.0%
OTHER NORTHWESTERN ONTARIO	42.9%	65.8%	-22.9	\$132.23	\$143.68	-8.0%	\$56.76	\$94.48	-39.9%
TOTAL RTO 13C	44.7%	70.3%	-25.6	\$122.59	\$132.89	-7.8%	\$54.76	\$93.40	-41.4%
TOTAL RTO 13	33.0%	57.0%	-24.0	\$111.22	\$125.34	-11.3%	\$36.69	\$71.40	-48.6%
ONTARIO	28.7%	60.6%	-31.8	\$103.56	\$151.34	-31.6%	\$29.76	\$91.69	-67.5%

\*\* 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 Limited with reproduction and use of information subject to CBRE Disclaimer and Restrictions as detailed at <https://www.cbre.ca/en/real-estate-services/business-lines/valuation-and-advisory-services/hotels-valuation-and-advisory-services/disclaimer>

All information contained in this document as well as in CBRE Limited ("CBRE") publications, or otherwise provided by CBRE is designed as a reference and a management tool for the internal use of companies and agencies involved in the travel and tourism industry. Reproduction and quotation in documents and matters relating to provision of third party consulting advice, business planning, solicitation of public funds, debt and equity financing, litigation, property tax or other legal and financial matters is NOT PERMITTED without the written permission of CBRE. Quotation and reproduction of this material is permitted otherwise ONLY if credited to CBRE and referencing our disclaimer as follows: Source: CBRE Limited 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>

Users of this information are advised that CBRE Limited does not represent the information contained herein to be definitive or all-inclusive. CBRE Limited believes the information to be reliable, but is not responsible for errors or omissions.

This disclaimer shall apply to CBRE Limited, Real Estate Brokerage, and to all other divisions of the Corporation; to include all employees and independent contractors ("CBRE"). The information set out herein, including, without limitation, any projections, images, opinions, assumptions and estimates obtained from third parties (the "Information") has not been verified by CBRE, and CBRE does not represent, warrant or guarantee the accuracy, correctness and completeness of the Information. CBRE does not accept or assume any responsibility or liability, direct or consequential, for the Information or the recipient's reliance upon the Information. The recipient of the Information should take such steps as the recipient may deem necessary to verify the Information prior to placing any reliance upon the Information. The Information may change and any property described in the Information may be withdrawn from the market at any time without notice or obligation to the recipient from CBRE. CBRE and the CBRE logo are the service marks of CBRE Limited and/or its affiliated or related companies in other countries. All other marks displayed on this document are the property of their respective owners. All Rights Reserved.

## REPORT OF ROOMS OPERATIONS FOR RTO 13 - NORTHERN ONTARIO TOURISM REGIONS TWO MONTHS ENDED FEBRUARY 2021

Location	Occupancy Percentage **Point Change			Average Daily Rate			Revenue Per Available Room		
	2021	2020	Change	2021	2020	Variance	2021	2020	Variance
NORTH BAY, ONTARIO	22.9%	46.2%	-23.3	\$93.91	\$117.96	-20.4%	\$21.47	\$54.46	-60.6%
SUDBURY, ONTARIO	30.0%	54.2%	-24.2	\$106.80	\$120.40	-11.3%	\$32.00	\$65.27	-51.0%
TIMMINS, ONTARIO	29.3%	50.3%	-21.0	\$97.26	\$131.20	-25.9%	\$28.47	\$65.94	-56.8%
OTHER NORTHEASTERN ONTARIO	28.4%	45.8%	-17.4	\$121.11	\$126.61	-4.3%	\$34.37	\$58.00	-40.7%
TOTAL RTO 13A	27.9%	50.0%	-22.1	\$105.57	\$122.84	-14.1%	\$29.49	\$61.39	-52.0%
SAULT STE. MARIE, ONTARIO	19.7%	42.2%	-22.4	\$91.41	\$108.18	-15.5%	\$18.03	\$45.60	-60.5%
TOTAL RTO 13B	20.3%	42.3%	-22.0	\$94.89	\$109.58	-13.4%	\$19.23	\$46.33	-58.5%
THUNDER BAY, ONTARIO	38.8%	63.3%	-24.5	\$120.49	\$126.52	-4.8%	\$46.74	\$80.06	-41.6%
KENORA, ONTARIO	47.4%	59.5%	-12.1	\$117.47	\$126.18	-6.9%	\$55.73	\$75.04	-25.7%
OTHER NORTHWESTERN ONTARIO	38.7%	56.2%	-17.5	\$126.78	\$138.72	-8.6%	\$49.01	\$77.91	-37.1%
TOTAL RTO 13C	39.8%	61.7%	-21.9	\$121.13	\$128.26	-5.6%	\$48.15	\$79.13	-39.2%
TOTAL RTO 13	29.8%	52.1%	-22.3	\$109.98	\$122.89	-10.5%	\$32.81	\$64.04	-48.8%
ONTARIO	26.1%	57.2%	-31.1	\$100.09	\$148.80	-32.7%	\$26.11	\$85.07	-69.3%

\*\* 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 Limited with reproduction and use of information subject to CBRE Disclaimer and Restrictions as detailed at <https://www.cbre.ca/en/real-estate-services/business-lines/valuation-and-advisory-services/hotels-valuation-and-advisory-services/disclaimer>

All information contained in this document as well as in CBRE Limited ("CBRE") publications, or otherwise provided by CBRE is designed as a reference and a management tool for the internal use of companies and agencies involved in the travel and tourism industry. Reproduction and quotation in documents and matters relating to provision of third party consulting advice, business planning, solicitation of public funds, debt and equity financing, litigation, property tax or other legal and financial matters is NOT PERMITTED without the written permission of CBRE. Quotation and reproduction of this material is permitted otherwise ONLY if credited to CBRE and referencing our disclaimer as follows: Source: CBRE Limited 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>

Users of this information are advised that CBRE Limited does not represent the information contained herein to be definitive or all-inclusive. CBRE Limited believes the information to be reliable, but is not responsible for errors or omissions.

This disclaimer shall apply to CBRE Limited, Real Estate Brokerage, and to all other divisions of the Corporation; to include all employees and independent contractors ("CBRE"). The information set out herein, including, without limitation, any projections, images, opinions, assumptions and estimates obtained from third parties (the "Information") has not been verified by CBRE, and CBRE does not represent, warrant or guarantee the accuracy, correctness and completeness of the Information. CBRE does not accept or assume any responsibility or liability, direct or consequential, for the Information or the recipient's reliance upon the Information. The recipient of the Information should take such steps as the recipient may deem necessary to verify the Information prior to placing any reliance upon the Information. The Information may change and any property described in the Information may be withdrawn from the market at any time without notice or obligation to the recipient from CBRE. CBRE and the CBRE logo are the service marks of CBRE Limited and/or its affiliated or related companies in other countries. All other marks displayed on this document are the property of their respective owners. All Rights Reserved.