

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 MARCH 2019

| Location | Occupancy Percentage | | | Average Daily Rate | | | Revenue Per Available Room | | |
|----------------------------|----------------------|--------------|----------------|--------------------|-----------------|-------------|----------------------------|----------------|--------------|
| | 2019 | 2018 | **Point Change | 2019 | 2018 | Variance | 2019 | 2018 | Variance |
| NORTH BAY, ONTARIO | 60.2% | 58.6% | 1.6 | \$118.93 | \$127.17 | -6.5% | \$71.56 | \$74.56 | -4.0% |
| SUDBURY, ONTARIO | 66.0% | 69.7% | -3.7 | \$122.86 | \$118.56 | 3.6% | \$81.10 | \$82.62 | -1.8% |
| TIMMINS, ONTARIO | 60.5% | 63.4% | -2.9 | \$132.10 | \$123.91 | 6.6% | \$79.96 | \$78.51 | 1.8% |
| OTHER NORTHEASTERN ONTARIO | 53.9% | 59.3% | -5.4 | \$119.83 | \$121.90 | -1.7% | \$64.63 | \$72.29 | -10.6% |
| TOTAL RTO 13A | 61.3% | 63.9% | -2.6 | \$122.89 | \$121.97 | 0.8% | \$75.36 | \$77.93 | -3.3% |
| SAULTE STE. MARIE, ONTARIO | 51.2% | 45.3% | 5.9 | \$106.38 | \$103.15 | 3.1% | \$54.49 | \$46.70 | 16.7% |
| TOTAL RTO 13B | 51.3% | 45.7% | 5.6 | \$108.00 | \$105.17 | 2.7% | \$55.37 | \$48.08 | 15.2% |
| THUNDER BAY, ONTARIO | 71.4% | 73.5% | -2.1 | \$121.60 | \$119.43 | 1.8% | \$86.84 | \$87.76 | -1.0% |
| KENORA, ONTARIO | 59.4% | 71.1% | -11.7 | \$121.74 | \$119.33 | 2.0% | \$72.36 | \$84.81 | -14.7% |
| OTHER NORTHWESTERN ONTARIO | 62.1% | 61.1% | 1.0 | \$138.48 | \$124.03 | 11.7% | \$86.01 | \$75.79 | 13.5% |
| TOTAL RTO 13C | 67.7% | 70.4% | -2.7 | \$124.62 | \$120.28 | 3.6% | \$84.31 | \$84.74 | -0.5% |
| TOTAL RTO 13 | 61.3% | 62.7% | -1.4 | \$121.24 | \$119.32 | 1.6% | \$74.31 | \$74.83 | -0.7% |
| ONTARIO | 61.9% | 64.0% | -2.1 | \$152.41 | \$151.45 | 0.6% | \$94.39 | \$96.96 | -2.7% |

** 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 THREE MONTHS ENDED MARCH 2019

| Location | Occupancy Percentage | | | Average Daily Rate | | | Revenue Per Available Room | | |
|----------------------------|----------------------|--------------|----------------|--------------------|-----------------|-------------|----------------------------|----------------|--------------|
| | 2019 | 2018 | **Point Change | 2019 | 2018 | Variance | 2019 | 2018 | Variance |
| NORTH BAY, ONTARIO | 52.7% | 47.2% | 5.5 | \$115.60 | \$120.74 | -4.3% | \$60.89 | \$56.98 | 6.9% |
| SUDBURY, ONTARIO | 59.0% | 58.4% | 0.6 | \$122.30 | \$118.09 | 3.6% | \$72.12 | \$68.97 | 4.6% |
| TIMMINS, ONTARIO | 56.3% | 60.3% | -4.0 | \$133.53 | \$124.24 | 7.5% | \$75.22 | \$74.93 | 0.4% |
| OTHER NORTHEASTERN ONTARIO | 50.8% | 54.6% | -3.8 | \$121.27 | \$119.84 | 1.2% | \$61.66 | \$65.47 | -5.8% |
| TOTAL RTO 13A | 55.4% | 55.3% | 0.1 | \$122.48 | \$120.08 | 2.0% | \$67.90 | \$66.35 | 2.3% |
| SAULTE STE. MARIE, ONTARIO | 45.7% | 43.0% | 2.7 | \$107.05 | \$105.17 | 1.8% | \$48.94 | \$45.27 | 8.1% |
| TOTAL RTO 13B | 45.9% | 43.5% | 2.4 | \$108.78 | \$107.13 | 1.5% | \$49.96 | \$46.56 | 7.3% |
| THUNDER BAY, ONTARIO | 63.2% | 63.8% | -0.6 | \$120.94 | \$117.39 | 3.0% | \$76.41 | \$74.95 | 1.9% |
| KENORA, ONTARIO | 56.6% | 61.9% | -5.3 | \$119.97 | \$115.31 | 4.0% | \$67.94 | \$71.35 | -4.8% |
| OTHER NORTHWESTERN ONTARIO | 57.8% | 58.3% | -0.5 | \$136.82 | \$123.33 | 10.9% | \$79.03 | \$71.92 | 9.9% |
| TOTAL RTO 13C | 61.1% | 62.4% | -1.3 | \$123.60 | \$118.30 | 4.5% | \$75.57 | \$73.78 | 2.4% |
| TOTAL RTO 13 | 55.4% | 55.4% | 0.0 | \$120.86 | \$117.79 | 2.6% | \$66.95 | \$65.21 | 2.7% |
| ONTARIO | 58.8% | 60.1% | -1.3 | \$150.10 | \$147.27 | 1.9% | \$88.21 | \$88.50 | -0.3% |

** 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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