



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 JUNE 2019

	Occupancy Percentage **Point			Average Daily Rate			Revenue Per Available Room		
Location	2019	2018	Change	2019	2018	Variance	2019	2018	Variance
NORTH BAY, ONTARIO	70.7%	59.4%	11.3	\$111.70	\$113.31	-1.4%	\$78.98	\$67.35	17.3%
SUDBURY, ONTARIO	66.3%	71.4%	-5.1	\$125.33	\$117.15	7.0%	\$83.11	\$83.68	-0.7%
TIMMINS, ONTARIO	59.2%	61.9%	-2.7	\$146.28	\$141.05	3.7%	\$86.67	\$87.36	-0.8%
OTHER NORTHEASTERN ONTARIO	66.7%	63.7%	3.0	\$131.30	\$123.43	6.4%	\$87.53	\$78.68	11.2%
TOTAL RTO 13A	66.4%	65.6%	0.8	\$125.88	\$121.12	3.9%	\$83.54	\$79.44	5.2%
SAULTE STE. MARIE, ONTARIO	70.6%	68.7%	1.9	\$112.13	\$110.78	1.2%	\$79.18	\$76.11	4.0%
TOTAL RTO 13B	70.8%	69.0%	1.8	\$113.58	\$112.31	1.1%	\$80.47	\$77.52	3.8%
THUNDER BAY, ONTARIO	76.3%	78.7%	-2.4	\$128.02	\$124.50	2.8%	\$97.65	\$97.95	-0.3%
KENORA, ONTARIO	87.7%	81.0%	6.7	\$143.33	\$138.80	3.3%	\$125.68	\$112.38	11.8%
OTHER NORTHWESTERN ONTARIO	85.2%	81.5%	3.7	\$136.22	\$129.97	4.8%	\$116.02	\$105.93	9.5%
TOTAL RTO 13C	79.6%	79.1%	0.5	\$132.17	\$127.06	4.0%	\$105.23	\$100.50	4.7%
TOTAL RTO 13	70.9%	70.0%	0.9	\$125.81	\$121.55	3.5%	\$89.18	\$85.08	4.8%
ONTARIO	77.8%	78.5%	-0.7	\$171.27	\$171.25	0.0%	\$133.28	\$134.36	-0.8%

** 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: http://www.cbre.ca/EN/services/valuationservices/hotels/Pages/hotels-vasdisclaimer.aspx

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 <u>internal</u> 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 of thtp://www.chre.co/EN/services/toles/rages/hotels-vas-disclaimer.aspx

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 on the recipient's reliance upon 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 be withdrawn from the market at any time without notice or obligation to the recipient form CBRE. CBRE long are the service marks of CBRE Limited and/or its offiliated or related companies in other countries. All other marks displayed on this document are the property of their respective owners. All Rights Reserved.



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 SIX MONTHS ENDED JUNE 2019

	Occupancy Percentage **Point			Average Daily Rate			Revenue Per Available Room		
Location	2019	2018	Change	2019	2018	Variance	2019	2018	Variance
NORTH BAY, ONTARIO	58.1%	51.6%	6.5	\$113.78	\$116.47	-2.3%	\$66.09	\$60.06	10.0%
SUDBURY, ONTARIO	61.6%	62.7%	-1.1	\$123.06	\$117.71	4.5%	\$75.81	\$73.84	2.7%
TIMMINS, ONTARIO	60.7%	59.2%	1.5	\$135.72	\$127.60	6.4%	\$82.35	\$75.56	9.0%
OTHER NORTHEASTERN ONTARIO	56.9%	56.9%	0.0	\$125.86	\$121.68	3.4%	\$71.57	\$69.19	3.4%
TOTAL RTO 13A	59.7%	58.4%	1.3	\$123.50	\$119.80	3.1%	\$73.75	\$69.98	5.4%
SAULTE STE. MARIE, ONTARIO	51.8%	50.6%	1.2	\$108.74	\$106.27	2.3%	\$56.35	\$53.78	4.8%
TOTAL RTO 13B	52.1%	50.9%	1.2	\$110.47	\$108.00	2.3%	\$57.60	\$55.00	4.7%
THUNDER BAY, ONTARIO	69.2%	70.0%	-0.8	\$123.28	\$119.86	2.9%	\$85.31	\$83.94	1.6%
KENORA, ONTARIO	67.7%	68.0%	-0.3	\$126.25	\$119.97	5.2%	\$85.48	\$81.59	4.8%
OTHER NORTHWESTERN ONTARIO	65.8%	66.9%	-1.1	\$135.21	\$125.52	7.7%	\$88.97	\$83.97	6.0%
TOTAL RTO 13C	68.4%	68.5%	-0.1	\$125.82	\$120.82	4.1%	\$86.00	\$82.72	4.0%
TOTAL RTO 13	60.9%	60.1%	0.8	\$122.35	\$118.47	3.3%	\$74.47	\$71.15	4.7%
ONTARIO	65.5%	66.6%	-1.1	\$159.27	\$155.93	2.1%	\$104.30	\$103.83	0.5%

** 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: http://www.cbre.ca/EN/services/valuationservices/hotels/Pages/hotels-vasdisclaimer.aspx

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 <u>internal</u> 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 .aspx

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 are the recipient's reliance upon the Information. The recipient of the Information have host does not 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 logg are the service marks of CBRE Limited and/or its offiliated or related companies in other countries. All other marks displayed on this document are the property of their respective owners. All Rights Reserved.