

# TRENDS

IN THE CANADIAN HOTEL INDUSTRY

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### REPORT OF ROOMS OPERATIONS FOR RTO 13 - NORTHERN ONTARIO TOURISM REGIONS MONTH OF SEPTEMBER 2019

| Location                   | Occupancy Percentage |              |                | Average Daily Rate |                 |              | Revenue Per Available Room |                 |              |
|----------------------------|----------------------|--------------|----------------|--------------------|-----------------|--------------|----------------------------|-----------------|--------------|
|                            | 2019                 | 2018         | **Point Change | 2019               | 2018            | Variance     | 2019                       | 2018            | Variance     |
| NORTH BAY, ONTARIO         | 73.7%                | 69.6%        | 4.1            | \$117.55           | \$112.48        | 4.5%         | \$86.58                    | \$78.32         | 10.5%        |
| SUDBURY, ONTARIO           | 76.4%                | 76.4%        | 0.0            | \$126.55           | \$126.59        | 0.0%         | \$96.66                    | \$96.75         | -0.1%        |
| TIMMINS, ONTARIO           | 62.0%                | 60.1%        | 1.9            | \$128.53           | \$128.53        | 0.0%         | \$79.66                    | \$77.22         | 3.2%         |
| OTHER NORTHEASTERN ONTARIO | 57.9%                | 60.0%        | -2.1           | \$128.60           | \$126.16        | 1.9%         | \$74.42                    | \$75.69         | -1.7%        |
| <b>TOTAL RTO 13A</b>       | <b>69.6%</b>         | <b>68.9%</b> | <b>0.7</b>     | <b>\$124.88</b>    | <b>\$123.29</b> | <b>1.3%</b>  | <b>\$86.96</b>             | <b>\$84.99</b>  | <b>2.3%</b>  |
| SAULTE STE. MARIE, ONTARIO | 76.7%                | 79.3%        | -2.6           | \$122.85           | \$122.40        | 0.4%         | \$94.21                    | \$97.02         | -2.9%        |
| <b>TOTAL RTO 13B</b>       | <b>77.0%</b>         | <b>79.2%</b> | <b>-2.2</b>    | <b>\$123.82</b>    | <b>\$123.09</b> | <b>0.6%</b>  | <b>\$95.28</b>             | <b>\$97.44</b>  | <b>-2.2%</b> |
| THUNDER BAY, ONTARIO       | 77.2%                | 80.0%        | -2.8           | \$133.67           | \$124.89        | 7.0%         | \$103.13                   | \$99.86         | 3.3%         |
| KENORA, ONTARIO            | 80.4%                | 87.4%        | -7.0           | \$143.32           | \$136.04        | 5.4%         | \$115.26                   | \$118.92        | -3.1%        |
| OTHER NORTHWESTERN ONTARIO | 68.1%                | 73.9%        | -5.8           | \$132.16           | \$122.29        | 8.1%         | \$90.05                    | \$90.40         | -0.4%        |
| <b>TOTAL RTO 13C</b>       | <b>75.8%</b>         | <b>79.5%</b> | <b>-3.7</b>    | <b>\$135.08</b>    | <b>\$125.83</b> | <b>7.4%</b>  | <b>\$102.41</b>            | <b>\$100.05</b> | <b>2.4%</b>  |
| <b>TOTAL RTO 13</b>        | <b>72.6%</b>         | <b>73.8%</b> | <b>-1.2</b>    | <b>\$127.56</b>    | <b>\$124.04</b> | <b>2.8%</b>  | <b>\$92.59</b>             | <b>\$91.50</b>  | <b>1.2%</b>  |
| <b>ONTARIO</b>             | <b>78.3%</b>         | <b>81.5%</b> | <b>-3.2</b>    | <b>\$177.50</b>    | <b>\$181.05</b> | <b>-2.0%</b> | <b>\$138.97</b>            | <b>\$147.60</b> | <b>-5.8%</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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## REPORT OF ROOMS OPERATIONS FOR RTO 13 - NORTHERN ONTARIO TOURISM REGIONS NINE MONTHS ENDED SEPTEMBER 2019

| Location                   | Occupancy Percentage |              |                | Average Daily Rate |                 |             | Revenue Per Available Room |                 |              |
|----------------------------|----------------------|--------------|----------------|--------------------|-----------------|-------------|----------------------------|-----------------|--------------|
|                            | 2019                 | 2018         | **Point Change | 2019               | 2018            | Variance    | 2019                       | 2018            | Variance     |
| NORTH BAY, ONTARIO         | 63.5%                | 57.7%        | 5.8            | \$114.52           | \$115.49        | -0.8%       | \$72.74                    | \$66.60         | 9.2%         |
| SUDBURY, ONTARIO           | 65.9%                | 66.9%        | -1.0           | \$123.39           | \$118.66        | 4.0%        | \$81.33                    | \$79.39         | 2.4%         |
| TIMMINS, ONTARIO           | 60.0%                | 60.0%        | 0.0            | \$132.68           | \$126.74        | 4.7%        | \$79.58                    | \$76.05         | 4.6%         |
| OTHER NORTHEASTERN ONTARIO | 58.8%                | 59.0%        | -0.2           | \$127.39           | \$122.88        | 3.7%        | \$74.91                    | \$72.50         | 3.3%         |
| <b>TOTAL RTO 13A</b>       | <b>63.0%</b>         | <b>62.1%</b> | <b>0.9</b>     | <b>\$123.43</b>    | <b>\$119.97</b> | <b>2.9%</b> | <b>\$77.78</b>             | <b>\$74.54</b>  | <b>4.3%</b>  |
| SAULTE STE. MARIE, ONTARIO | 61.0%                | 59.3%        | 1.7            | \$114.00           | \$111.85        | 1.9%        | \$69.59                    | \$66.36         | 4.9%         |
| <b>TOTAL RTO 13B</b>       | <b>61.3%</b>         | <b>59.6%</b> | <b>1.7</b>     | <b>\$115.45</b>    | <b>\$113.32</b> | <b>1.9%</b> | <b>\$70.82</b>             | <b>\$67.57</b>  | <b>4.8%</b>  |
| THUNDER BAY, ONTARIO       | 72.0%                | 74.7%        | -2.7           | \$126.81           | \$122.21        | 3.8%        | \$91.35                    | \$91.24         | 0.1%         |
| KENORA, ONTARIO            | 74.4%                | 74.8%        | -0.4           | \$138.54           | \$129.95        | 6.6%        | \$103.08                   | \$97.26         | 6.0%         |
| OTHER NORTHWESTERN ONTARIO | 70.6%                | 68.9%        | 1.7            | \$135.60           | \$125.60        | 8.0%        | \$95.73                    | \$86.56         | 10.6%        |
| <b>TOTAL RTO 13C</b>       | <b>72.1%</b>         | <b>73.4%</b> | <b>-1.3</b>    | <b>\$130.18</b>    | <b>\$123.96</b> | <b>5.0%</b> | <b>\$93.90</b>             | <b>\$91.02</b>  | <b>3.2%</b>  |
| <b>TOTAL RTO 13</b>        | <b>65.3%</b>         | <b>64.9%</b> | <b>0.4</b>     | <b>\$124.30</b>    | <b>\$120.24</b> | <b>3.4%</b> | <b>\$81.22</b>             | <b>\$78.08</b>  | <b>4.0%</b>  |
| <b>ONTARIO</b>             | <b>70.2%</b>         | <b>71.5%</b> | <b>-1.3</b>    | <b>\$164.79</b>    | <b>\$163.57</b> | <b>0.7%</b> | <b>\$115.64</b>            | <b>\$117.03</b> | <b>-1.2%</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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