

TRENDS

IN THE CANADIAN HOTEL INDUSTRY

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NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF MARCH 2018

| Location | Occupancy Percentage | | | Average Daily Rate | | | Revenue Per Available Room | | |
|--------------------------------|----------------------|--------------|----------------|--------------------|-----------------|-------------|----------------------------|----------------|--------------|
| | 2018 | 2017 | **Point Change | 2018 | 2017 | Variance | 2018 | 2017 | Variance |
| KINGSTON | 54.5% | 50.4% | 4.1 | \$124.65 | \$114.71 | 8.7% | \$67.96 | \$57.82 | 17.5% |
| GANANOQUE | 28.6% | 25.4% | 3.2 | \$106.25 | \$95.80 | 10.9% | \$30.36 | \$24.31 | 24.9% |
| BROCKVILLE | 51.2% | 49.0% | 2.2 | \$117.97 | \$106.07 | 11.2% | \$60.39 | \$51.97 | 16.2% |
| TRENTON BELLEVILLE NAPANEE | 51.5% | 45.7% | 5.8 | \$123.29 | \$120.38 | 2.4% | \$63.53 | \$55.01 | 15.5% |
| CORNWALL KEMPTVILLE | 45.2% | 46.9% | -1.7 | \$102.70 | \$99.03 | 3.7% | \$46.41 | \$46.41 | 0.0% |
| TOTAL RTO 9 | 51.1% | 47.8% | 3.3 | \$122.15 | \$113.72 | 7.4% | \$62.46 | \$54.31 | 15.0% |

** 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 9 THREE MONTHS ENDED MARCH 2018

| Location | Occupancy Percentage | | | Average Daily Rate | | | Revenue Per Available Room | | |
|--------------------------------|----------------------|--------------|----------------|--------------------|-----------------|-------------|----------------------------|----------------|--------------|
| | 2018 | 2017 | **Point Change | 2018 | 2017 | Variance | 2018 | 2017 | Variance |
| KINGSTON | 51.8% | 45.4% | 6.4 | \$117.59 | \$113.43 | 3.7% | \$60.89 | \$51.46 | 18.3% |
| GANANOQUE | 27.7% | 27.8% | -0.1 | \$102.00 | \$92.02 | 10.8% | \$28.24 | \$25.58 | 10.4% |
| BROCKVILLE | 47.7% | 45.9% | 1.8 | \$115.27 | \$106.95 | 7.8% | \$54.93 | \$49.05 | 12.0% |
| TRENTON BELLEVILLE NAPANEE | 49.1% | 44.3% | 4.8 | \$121.40 | \$119.07 | 2.0% | \$59.63 | \$52.79 | 13.0% |
| CORNWALL KEMPTVILLE | 38.4% | 41.6% | -3.2 | \$104.11 | \$99.69 | 4.4% | \$39.96 | \$41.47 | -3.6% |
| TOTAL RTO 9 | 48.3% | 43.9% | 4.4 | \$117.54 | \$112.63 | 4.4% | \$56.76 | \$49.48 | 14.7% |

** 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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