

# 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 SEPTEMBER 2018

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2018	2017	**Point Change	2018	2017	Variance	2018	2017	Variance
KINGSTON	81.9%	78.3%	3.6	\$148.04	\$141.42	4.7%	\$121.18	\$110.68	9.5%
GANANOQUE	83.4%	84.6%	-1.2	\$115.44	\$113.52	1.7%	\$96.33	\$96.01	0.3%
BROCKVILLE	79.3%	85.9%	-6.6	\$112.36	\$112.39	0.0%	\$89.08	\$96.53	-7.7%
TRENTON   BELLEVILLE   NAPANEE	77.9%	73.3%	4.6	\$136.83	\$129.42	5.7%	\$106.61	\$94.81	12.4%
CORNWALL   KEMPTVILLE	79.4%	76.9%	2.5	\$126.81	\$116.37	9.0%	\$100.73	\$89.54	12.5%
<b>TOTAL RTO 9</b>	<b>80.5%</b>	<b>78.1%</b>	<b>2.4</b>	<b>\$139.09</b>	<b>\$132.47</b>	<b>5.0%</b>	<b>\$111.93</b>	<b>\$103.42</b>	<b>8.2%</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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## REPORT OF ROOMS OPERATIONS FOR RTO 9 NINE MONTHS ENDED SEPTEMBER 2018

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2018	2017	**Point Change	2018	2017	Variance	2018	2017	Variance
KINGSTON	68.1%	64.1%	4.0	\$138.15	\$132.53	4.2%	\$94.09	\$84.94	10.8%
GANANOQUE	55.6%	55.9%	-0.3	\$128.91	\$123.84	4.1%	\$71.72	\$69.23	3.6%
BROCKVILLE	67.8%	66.3%	1.5	\$117.58	\$113.62	3.5%	\$79.71	\$75.33	5.8%
TRENTON   BELLEVILLE   NAPANEE	67.0%	61.9%	5.1	\$132.44	\$126.78	4.5%	\$88.70	\$78.43	13.1%
CORNWALL   KEMPTVILLE	60.3%	59.8%	0.5	\$116.04	\$110.38	5.1%	\$69.92	\$66.00	5.9%
<b>TOTAL RTO 9</b>	<b>66.2%</b>	<b>62.9%</b>	<b>3.3</b>	<b>\$133.71</b>	<b>\$127.76</b>	<b>4.7%</b>	<b>\$88.50</b>	<b>\$80.31</b>	<b>10.2%</b>

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