

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 AUGUST 2019

| Location | Occupancy Percentage | | | Average Daily Rate | | | Revenue Per Available Room | | |
|--------------------------------|----------------------|--------------|----------------|--------------------|-----------------|-------------|----------------------------|-----------------|-------------|
| | 2019 | 2018 | **Point Change | 2019 | 2018 | Variance | 2019 | 2018 | Variance |
| KINGSTON | 89.4% | 89.2% | 0.2 | \$170.52 | \$160.30 | 6.4% | \$152.48 | \$142.96 | 6.7% |
| GANANOQUE | 89.3% | 87.0% | 2.3 | \$165.54 | \$163.56 | 1.2% | \$147.76 | \$142.28 | 3.9% |
| BROCKVILLE | 91.9% | 89.6% | 2.3 | \$124.54 | \$123.54 | 0.8% | \$114.50 | \$110.71 | 3.4% |
| TRENTON BELLEVILLE NAPANEE | 86.8% | 90.4% | -3.6 | \$147.17 | \$147.06 | 0.1% | \$127.79 | \$132.88 | -3.8% |
| CORNWALL KEMPTVILLE | 92.5% | 90.9% | 1.6 | \$140.87 | \$134.50 | 4.7% | \$130.31 | \$122.27 | 6.6% |
| TOTAL RTO 9 | 89.2% | 89.4% | -0.2 | \$158.60 | \$153.08 | 3.6% | \$141.42 | \$136.85 | 3.3% |

** 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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REPORT OF ROOMS OPERATIONS FOR RTO 9 EIGHT MONTHS ENDED AUGUST 2019

| Location | Occupancy Percentage | | | Average Daily Rate | | | Revenue Per Available Room | | |
|--------------------------------|----------------------|--------------|----------------|--------------------|-----------------|-------------|----------------------------|----------------|--------------|
| | 2019 | 2018 | **Point Change | 2019 | 2018 | Variance | 2019 | 2018 | Variance |
| KINGSTON | 64.5% | 66.4% | -1.9 | \$141.35 | \$136.67 | 3.4% | \$91.13 | \$90.72 | 0.5% |
| GANANOQUE | 53.4% | 51.7% | 1.7 | \$131.15 | \$132.00 | -0.6% | \$69.99 | \$68.22 | 2.6% |
| BROCKVILLE | 63.3% | 66.2% | -2.9 | \$116.21 | \$118.46 | -1.9% | \$73.56 | \$78.39 | -6.2% |
| TRENTON BELLEVILLE NAPANEE | 60.1% | 65.6% | -5.5 | \$131.76 | \$131.80 | 0.0% | \$79.23 | \$86.49 | -8.4% |
| CORNWALL KEMPTVILLE | 62.5% | 58.1% | 4.4 | \$120.61 | \$114.40 | 5.4% | \$75.36 | \$66.48 | 13.4% |
| TOTAL RTO 9 | 62.4% | 64.6% | -2.2 | \$135.52 | \$132.86 | 2.0% | \$84.56 | \$85.55 | -1.2% |

** 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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