

# TRENDS

IN THE CANADIAN HOTEL INDUSTRY

CBRE HOTELS  
The World's Leading Hotel Experts.

NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

## REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF JANUARY 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
KINGSTON	47.3%	50.5%	-3.3	\$123.92	\$122.34	1.3%	\$58.56	\$61.83	-5.3%
GANANOQUE	29.5%	27.4%	2.1	\$89.31	\$100.70	-11.3%	\$26.35	\$27.63	-4.6%
BROCKVILLE	41.4%	42.0%	-0.6	\$115.92	\$114.55	1.2%	\$47.99	\$48.08	-0.2%
TRENTON/BELLEVILLE/NAPANEE	41.0%	42.8%	-1.8	\$116.52	\$127.23	-8.4%	\$47.79	\$54.44	-12.2%
CORNWALL/KEMPTVILLE	48.1%	36.9%	11.2	\$109.79	\$103.80	5.8%	\$52.86	\$38.30	38.0%
<b>TOTAL RTO 9</b>	<b>44.6%</b>	<b>45.5%</b>	<b>-0.9</b>	<b>\$119.44</b>	<b>\$121.84</b>	<b>-2.0%</b>	<b>\$53.23</b>	<b>\$55.43</b>	<b>-4.0%</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 MONTH OF FEBRUARY 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
KINGSTON	49.6%	46.7%	2.9	\$122.40	\$120.39	1.7%	\$60.75	\$56.26	8.0%
GANANOQUE	32.3%	29.8%	2.5	\$86.35	\$94.43	-8.6%	\$27.85	\$28.15	-1.1%
BROCKVILLE	49.3%	46.0%	3.3	\$110.47	\$113.26	-2.5%	\$54.49	\$52.12	4.5%
TRENTON   BELLEVILLE   NAPANEE	66.5%	42.5%	24.0	\$121.78	\$117.22	3.9%	\$81.04	\$49.86	62.5%
CORNWALL   KEMPTVILLE	56.4%	49.8%	6.6	\$113.14	\$109.15	3.7%	\$63.85	\$54.33	17.5%
TOTAL RTO 9	53.7%	45.2%	8.5	\$119.72	\$118.03	1.4%	\$64.34	\$53.30	20.7%

\*\* 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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## REPORT OF ROOMS OPERATIONS FOR RTO 9 TWO MONTHS ENDED FEBRUARY 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
KINGSTON	48.4%	48.7%	-0.3	\$123.17	\$121.45	1.4%	\$59.62	\$59.19	0.7%
GANANOQUE	30.9%	28.6%	2.3	\$87.73	\$97.60	-10.1%	\$27.12	\$27.87	-2.7%
BROCKVILLE	45.2%	43.9%	1.3	\$113.05	\$113.91	-0.8%	\$51.13	\$50.00	2.3%
TRENTON   BELLEVILLE   NAPANEE	53.4%	42.7%	10.7	\$119.70	\$122.50	-2.3%	\$63.86	\$52.27	22.2%
CORNWALL   KEMPTVILLE	52.2%	43.0%	9.2	\$111.54	\$106.74	4.5%	\$58.17	\$45.91	26.7%
TOTAL RTO 9	49.0%	45.3%	3.7	\$119.59	\$120.04	-0.4%	\$58.62	\$54.42	7.7%

\*\* 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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