

May 2020

NATIONAL MARKET REPORT

TRENDS IN THE CANADIAN HOTEL INDUSTRY



REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF MAY 2020*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
ATLANTIC CANADA	15.0%	63.0%	-48.0	\$97.37	\$139.33	-30.1%	\$14.56	\$87.77	-83.4%
NEWFOUNDLAND	9.3%	55.8%	-46.5	\$107.34	\$129.97	-17.4%	\$9.98	\$72.54	-86.2%
St. John's	8.9%	57.3%	-48.4	\$105.15	\$131.26	-19.9%	\$9.36	\$75.20	-87.6%
PRINCE EDWARD ISLAND	11.1%	52.8%	-41.7	\$94.62	\$135.36	-30.1%	\$10.50	\$71.49	-85.3%
NOVA SCOTIA	18.1%	70.5%	-52.4	\$95.09	\$155.47	-38.8%	\$17.17	\$109.57	-84.3%
Halifax/Dartmouth	18.0%	77.6%	-59.5	\$94.44	\$167.94	-43.8%	\$17.03	\$130.25	-86.9%
Other Nova Scotia	18.1%	55.6%	-37.5	\$96.74	\$118.89	-18.6%	\$17.50	\$66.10	-73.5%
NEW BRUNSWICK	14.8%	61.5%	-46.8	\$97.31	\$124.95	-22.1%	\$14.37	\$76.88	-81.3%
Moncton	18.3%	66.4%	-48.1	\$94.76	\$126.35	-25.0%	\$17.33	\$83.85	-79.3%
Other New Brunswick	13.4%	58.9%	-45.6	\$98.66	\$124.10	-20.5%	\$13.21	\$73.16	-81.9%
CENTRAL CANADA	18.7%	71.5%	-52.8	\$99.53	\$171.29	-41.9%	\$18.63	\$122.45	-84.8%
QUEBEC	15.8%	72.5%	-56.7	\$100.74	\$178.49	-43.6%	\$15.94	\$129.42	-87.7%
Greater Quebec City	5.9%	70.7%	-64.8	\$107.88	\$170.31	-36.7%	\$6.39	\$120.45	-94.7%
Other Quebec	16.6%	56.1%	-39.5	\$102.83	\$142.05	-27.6%	\$17.05	\$79.73	-78.6%
Greater Montreal	18.1%	81.2%	-63.2	\$99.44	\$193.06	-48.5%	\$17.96	\$156.79	-88.5%
Downtown Montreal	14.5%	80.9%	-66.4	\$82.16	\$224.60	-63.4%	\$11.93	\$181.70	-93.4%
Montreal Airport/Laval	20.6%	83.2%	-62.6	\$116.69	\$151.55	-23.0%	\$24.08	\$126.12	-80.9%
ONTARIO	19.5%	71.1%	-51.6	\$99.30	\$168.87	-41.2%	\$19.39	\$120.06	-83.8%
Greater Toronto Area (GTA)	18.1%	75.6%	-57.5	\$104.11	\$194.39	-46.4%	\$18.86	\$147.03	-87.2%
Downtown Toronto	6.2%	83.7%	-77.5	\$124.15	\$271.46	-54.3%	\$7.70	\$227.35	-96.6%
Toronto Airport	21.7%	79.6%	-58.0	\$116.67	\$162.83	-28.4%	\$25.29	\$129.67	-80.5%
GTA West	21.9%	73.5%	-51.6	\$95.52	\$135.56	-29.5%	\$20.94	\$99.66	-79.0%
GTA East/North	29.2%	64.5%	-35.3	\$98.96	\$140.75	-29.7%	\$28.89	\$90.76	-68.2%
Eastern Ontario	23.7%	62.9%	-39.2	\$97.97	\$126.86	-22.8%	\$23.24	\$79.84	-70.9%
Kingston	22.2%	62.9%	-40.7	\$82.43	\$135.32	-39.1%	\$18.27	\$85.12	-78.5%
Other Eastern Ontario	24.2%	62.9%	-38.8	\$102.22	\$122.43	-16.5%	\$24.72	\$77.07	-67.9%
Ottawa	17.9%	83.2%	-65.3	\$109.65	\$187.18	-41.4%	\$19.68	\$155.81	-87.4%
Downtown Ottawa	10.5%	85.7%	-75.2	\$127.41	\$215.79	-41.0%	\$13.34	\$184.90	-92.8%
Ottawa West	27.0%	83.7%	-56.7	\$102.47	\$160.05	-36.0%	\$27.66	\$134.00	-79.4%
Ottawa East	19.7%	75.0%	-55.3	\$103.93	\$136.04	-23.6%	\$20.43	\$101.98	-80.0%
Southern Ontario	18.3%	66.3%	-48.1	\$87.98	\$139.33	-36.9%	\$16.09	\$92.45	-82.6%
London	31.9%	65.0%	-33.1	\$76.20	\$119.79	-36.4%	\$24.30	\$77.86	-68.8%
Windsor	20.2%	65.0%	-44.7	\$94.75	\$121.99	-22.3%	\$19.17	\$79.26	-75.8%
Kitchener/Waterloo/Cambridge/Guelph	21.1%	62.9%	-41.9	\$89.99	\$129.23	-30.4%	\$18.95	\$81.33	-76.7%
Hamilton/Brantford	24.8%	67.0%	-42.2	\$93.09	\$132.96	-30.0%	\$23.12	\$89.08	-74.0%
Niagara Falls	8.7%	71.1%	-62.4	\$91.41	\$159.55	-42.7%	\$7.98	\$113.43	-93.0%
Other Niagara Region	16.5%	52.1%	-35.6	\$79.43	\$127.92	-37.9%	\$13.13	\$66.67	-80.3%
Other Southern Ontario	23.6%	66.3%	-42.7	\$94.32	\$123.19	-23.4%	\$22.25	\$81.61	-72.7%
Central Ontario	21.1%	55.0%	-34.0	\$83.41	\$129.26	-35.5%	\$17.57	\$71.15	-75.3%
North Eastern Ontario	22.0%	62.6%	-40.6	\$103.24	\$125.03	-17.4%	\$22.69	\$78.24	-71.0%
North Bay	18.6%	63.5%	-44.8	\$89.25	\$114.45	-22.0%	\$16.63	\$72.65	-77.1%
Sudbury	23.4%	56.1%	-32.7	\$106.62	\$123.21	-13.5%	\$24.94	\$69.11	-63.9%
North Central Ontario									
Sault Ste. Marie	22.8%	52.7%	-29.9	\$95.22	\$109.78	-13.3%	\$21.71	\$57.88	-62.5%
North Western Ontario	37.1%	73.7%	-36.6	\$112.35	\$126.24	-11.0%	\$41.74	\$93.06	-55.1%
Thunder Bay	28.2%	72.8%	-44.7	\$108.68	\$125.25	-13.2%	\$30.62	\$91.21	-66.4%

* Based on the operating results of 192,749 rooms (unweighted data)

** Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.

Source: CBRE Hotels' Trends in the Hotel Industry National Market with reproduction and use of information subject to CBRE Limited Disclaimer | Terms of Use as detailed at <https://www.cbre.ca/en/real-estate-services/business-lines/valuation-and-advisory-services/hotels-valuation-and-advisory-services/disclaimer>

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REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF MAY 2020*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
WESTERN CANADA	19.2%	64.3%	-45.1	\$103.39	\$163.75	-36.9%	\$19.83	\$105.33	-81.2%
MANITOBA	18.0%	68.6%	-50.6	\$108.14	\$128.42	-15.8%	\$19.46	\$88.13	-77.9%
Winnipeg	14.8%	74.4%	-59.7	\$108.68	\$132.68	-18.1%	\$16.07	\$98.78	-83.7%
Brandon	20.0%	50.7%	-30.7	\$88.53	\$104.97	-15.7%	\$17.67	\$53.19	-66.8%
Other Manitoba	26.1%	58.1%	-32.0	\$116.64	\$121.36	-3.9%	\$30.41	\$70.51	-56.9%
SASKATCHEWAN	19.4%	58.5%	-39.0	\$94.30	\$121.73	-22.5%	\$18.34	\$71.20	-74.2%
Regina	14.5%	65.0%	-50.6	\$96.93	\$124.39	-22.1%	\$14.02	\$80.90	-82.7%
Saskatoon	18.9%	65.5%	-46.6	\$92.59	\$127.95	-27.6%	\$17.51	\$83.77	-79.1%
Other Saskatchewan	23.8%	47.2%	-23.4	\$94.13	\$111.00	-15.2%	\$22.38	\$52.38	-57.3%
ALBERTA (excl. Alta Resorts)	17.0%	55.4%	-38.4	\$100.96	\$128.86	-21.7%	\$17.21	\$71.42	-75.9%
Calgary	11.2%	59.9%	-48.7	\$93.54	\$144.54	-35.3%	\$10.47	\$86.63	-87.9%
Calgary Airport	12.5%	57.7%	-45.3	\$86.46	\$111.20	-22.3%	\$10.77	\$64.18	-83.2%
Downtown Calgary	4.6%	65.2%	-60.6	\$130.81	\$194.38	-32.7%	\$6.08	\$126.74	-95.2%
Calgary Northwest	16.3%	56.1%	-39.9	\$81.82	\$119.36	-31.4%	\$13.32	\$67.01	-80.1%
Calgary South	13.4%	56.8%	-43.4	\$102.06	\$124.97	-18.3%	\$13.68	\$70.98	-80.7%
Edmonton	15.9%	59.3%	-43.4	\$98.00	\$126.92	-22.8%	\$15.63	\$75.26	-79.2%
Downtown Edmonton	8.0%	65.2%	-57.2	\$110.86	\$156.75	-29.3%	\$8.89	\$102.27	-91.3%
Edmonton South	17.1%	57.9%	-40.8	\$91.19	\$112.97	-19.3%	\$15.59	\$65.42	-76.2%
Edmonton West	19.8%	57.5%	-37.7	\$95.70	\$118.68	-19.4%	\$18.93	\$68.22	-72.3%
Other Alberta	21.0%	49.8%	-28.9	\$104.53	\$117.12	-10.8%	\$21.90	\$58.34	-62.5%
Lethbridge	14.3%	62.5%	-48.2	\$90.92	\$111.43	-18.4%	\$12.99	\$69.63	-81.3%
Red Deer	12.8%	46.3%	-33.5	\$88.41	\$111.44	-20.7%	\$11.30	\$51.62	-78.1%
Other Alberta Communities	22.9%	48.6%	-25.7	\$108.11	\$119.21	-9.3%	\$24.71	\$57.88	-57.3%
Alberta Resorts	16.3%	67.3%	-51.1	\$100.54	\$257.08	-60.9%	\$16.36	\$173.10	-90.5%
BRITISH COLUMBIA	21.8%	74.0%	-52.3	\$107.43	\$195.35	-45.0%	\$23.42	\$144.66	-83.8%
Greater Vancouver	20.0%	83.6%	-63.6	\$120.44	\$238.88	-49.6%	\$24.05	\$199.74	-88.0%
Airport (Richmond)	32.2%	82.3%	-50.1	\$135.73	\$196.52	-30.9%	\$43.68	\$161.68	-73.0%
Downtown Vancouver	8.2%	84.9%	-76.7	\$120.64	\$286.10	-57.8%	\$9.94	\$243.02	-95.9%
Langley/Surrey	27.1%	80.9%	-53.8	\$107.03	\$154.17	-30.6%	\$28.98	\$124.70	-76.8%
Other Vancouver	27.9%	82.8%	-54.9	\$103.17	\$187.13	-44.9%	\$28.78	\$154.92	-81.4%
Vancouver Island	19.7%	74.6%	-54.9	\$100.17	\$186.33	-46.2%	\$19.77	\$139.06	-85.8%
Campbell River	42.5%	77.0%	-34.6	\$75.47	\$120.15	-37.2%	\$32.04	\$92.53	-65.4%
Greater Victoria	16.3%	77.2%	-60.9	\$101.45	\$201.56	-49.7%	\$16.54	\$155.69	-89.4%
Nanaimo	18.1%	81.7%	-63.6	\$117.30	\$147.46	-20.5%	\$21.19	\$120.42	-82.4%
Parksville/Qualicum Beach	19.1%	56.5%	-37.4	\$103.66	\$175.07	-40.8%	\$19.75	\$98.90	-80.0%
Other Vancouver Island	26.2%	70.0%	-43.9	\$101.96	\$175.16	-41.8%	\$26.68	\$122.69	-78.3%
Whistler Resort Area	5.1%	53.9%	-48.8	\$121.95	\$195.54	-37.6%	\$6.26	\$105.46	-94.1%
Other British Columbia	25.5%	65.3%	-39.9	\$99.61	\$133.21	-25.2%	\$25.37	\$87.04	-70.9%
Abbotsford/Chilliwack	29.6%	78.7%	-49.1	\$84.16	\$120.26	-30.0%	\$24.89	\$94.59	-73.7%
Kamloops	26.9%	79.3%	-52.4	\$88.68	\$124.24	-28.6%	\$23.82	\$98.53	-75.8%
Kelowna	21.2%	76.3%	-55.0	\$104.32	\$163.26	-36.1%	\$22.14	\$124.50	-82.2%
Penticton	14.1%	66.7%	-52.6	\$106.63	\$150.51	-29.2%	\$15.08	\$100.45	-85.0%
Prince George	29.2%	72.1%	-42.9	\$103.25	\$121.20	-14.8%	\$30.14	\$87.39	-65.5%
Other B.C. Communities	26.2%	56.8%	-30.6	\$102.78	\$128.26	-19.9%	\$26.88	\$72.80	-63.1%
NORTHWEST TERRITORIES	14.3%	45.7%	-31.4	\$113.13	\$142.49	-20.6%	\$16.18	\$65.17	-75.2%
YUKON	27.8%	61.5%	-33.7	\$95.61	\$161.05	-40.6%	\$26.53	\$99.05	-73.2%
CANADA	18.7%	67.6%	-48.9	\$101.35	\$165.95	-38.9%	\$18.94	\$112.20	-83.1%

* Based on the operating results of 192,749 rooms (unweighted data)

** 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 BY LOCATION FIVE MONTHS ENDED MAY 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
ATLANTIC CANADA	30.0%	51.7%	-21.7	\$117.75	\$127.40	-7.6%	\$35.34	\$65.85	-46.3%
NEWFOUNDLAND	24.1%	44.6%	-20.5	\$116.07	\$123.29	-5.9%	\$27.97	\$55.02	-49.2%
St. John's	23.2%	44.4%	-21.1	\$113.07	\$122.06	-7.4%	\$26.24	\$54.14	-51.5%
PRINCE EDWARD ISLAND	26.8%	46.6%	-19.8	\$115.54	\$122.22	-5.5%	\$30.92	\$56.95	-45.7%
NOVA SCOTIA	34.4%	57.1%	-22.7	\$119.33	\$134.36	-11.2%	\$41.02	\$76.75	-46.6%
Halifax/Dartmouth	36.0%	61.0%	-25.0	\$123.06	\$141.45	-13.0%	\$44.32	\$86.32	-48.7%
Other Nova Scotia	30.6%	48.8%	-18.3	\$109.08	\$115.55	-5.6%	\$33.33	\$56.41	-40.9%
NEW BRUNSWICK	28.5%	50.4%	-21.9	\$113.96	\$120.10	-5.1%	\$32.48	\$60.49	-46.3%
Moncton	33.6%	55.8%	-22.2	\$117.43	\$122.54	-4.2%	\$39.43	\$68.32	-42.3%
Other New Brunswick	26.0%	47.5%	-21.5	\$111.77	\$118.61	-5.8%	\$29.09	\$56.38	-48.4%
CENTRAL CANADA	38.2%	62.7%	-24.5	\$143.67	\$157.79	-9.0%	\$54.86	\$98.93	-44.5%
QUEBEC	37.1%	61.6%	-24.5	\$153.98	\$162.10	-5.0%	\$57.08	\$99.88	-42.9%
Greater Quebec City	34.8%	59.7%	-24.9	\$147.39	\$150.16	-1.8%	\$51.34	\$89.67	-42.7%
Other Quebec	39.1%	54.6%	-15.5	\$162.52	\$155.13	4.8%	\$63.55	\$84.67	-24.9%
Greater Montreal	36.7%	65.6%	-28.9	\$151.44	\$167.94	-9.8%	\$55.59	\$110.18	-49.5%
Downtown Montreal	32.6%	62.4%	-29.8	\$160.71	\$186.48	-13.8%	\$52.39	\$116.30	-55.0%
Montreal Airport/Laval	44.1%	73.8%	-29.6	\$146.14	\$148.01	-1.3%	\$64.47	\$109.18	-41.0%
ONTARIO	38.6%	63.0%	-24.5	\$140.68	\$156.43	-10.1%	\$54.23	\$98.61	-45.0%
Greater Toronto Area (GTA)	41.2%	70.2%	-28.9	\$159.85	\$178.22	-10.3%	\$65.88	\$125.03	-47.3%
Downtown Toronto	36.0%	72.5%	-36.5	\$219.80	\$237.09	-7.3%	\$79.18	\$171.99	-54.0%
Toronto Airport	50.1%	77.5%	-27.4	\$151.94	\$159.89	-5.0%	\$76.05	\$123.91	-38.6%
GTA West	42.4%	67.9%	-25.5	\$123.62	\$133.87	-7.7%	\$52.36	\$90.84	-42.4%
GTA East/North	42.2%	64.0%	-21.7	\$124.39	\$135.48	-8.2%	\$52.54	\$86.66	-39.4%
Eastern Ontario	36.7%	51.2%	-14.5	\$115.25	\$122.34	-5.8%	\$42.35	\$62.68	-32.4%
Kingston	37.1%	54.6%	-17.4	\$118.16	\$126.31	-6.4%	\$43.89	\$68.91	-36.3%
Other Eastern Ontario	36.6%	49.5%	-12.9	\$113.98	\$120.02	-5.0%	\$41.70	\$59.38	-29.8%
Ottawa	43.8%	67.6%	-23.8	\$150.94	\$168.01	-10.2%	\$66.12	\$113.62	-41.8%
Downtown Ottawa	44.1%	69.0%	-24.9	\$169.84	\$185.85	-8.6%	\$74.93	\$128.19	-41.5%
Ottawa West	46.3%	67.9%	-21.6	\$130.32	\$148.57	-12.3%	\$60.31	\$100.84	-40.2%
Ottawa East	37.0%	61.7%	-24.8	\$124.04	\$132.06	-6.1%	\$45.87	\$81.53	-43.7%
Southern Ontario	33.0%	56.2%	-23.2	\$112.80	\$126.92	-11.1%	\$37.23	\$71.30	-47.8%
London	45.4%	63.0%	-17.6	\$111.67	\$121.06	-7.8%	\$50.71	\$76.27	-33.5%
Windsor	35.5%	58.2%	-22.8	\$112.23	\$120.20	-6.6%	\$39.79	\$69.97	-43.1%
Kitchener/Waterloo/Cambridge/Guelph	38.0%	62.0%	-24.1	\$116.58	\$128.49	-9.3%	\$44.26	\$79.72	-44.5%
Hamilton/Brantford	37.4%	58.7%	-21.2	\$118.08	\$132.09	-10.6%	\$44.20	\$77.48	-43.0%
Niagara Falls	25.7%	53.3%	-27.7	\$112.46	\$133.41	-15.7%	\$28.85	\$71.12	-59.4%
Other Niagara Region	26.7%	43.0%	-16.2	\$107.47	\$117.88	-8.8%	\$28.74	\$50.65	-43.3%
Other Southern Ontario	34.0%	54.2%	-20.3	\$107.69	\$114.28	-5.8%	\$36.61	\$61.99	-40.9%
Central Ontario	35.2%	49.9%	-14.8	\$130.65	\$135.51	-3.6%	\$45.95	\$67.67	-32.1%
North Eastern Ontario	35.9%	58.4%	-22.5	\$117.65	\$123.00	-4.3%	\$42.20	\$71.82	-41.2%
North Bay	31.9%	55.5%	-23.6	\$110.76	\$114.32	-3.1%	\$35.38	\$63.49	-44.3%
Sudbury	38.7%	60.7%	-21.9	\$116.61	\$122.63	-4.9%	\$45.14	\$74.39	-39.3%
North Central Ontario									
Sault Ste. Marie	33.0%	48.1%	-15.1	\$104.50	\$107.68	-3.0%	\$34.49	\$51.79	-33.4%
North Western Ontario	47.9%	65.8%	-17.9	\$124.00	\$124.07	-0.1%	\$59.36	\$81.63	-27.3%
Thunder Bay	46.1%	67.3%	-21.2	\$122.80	\$121.90	0.7%	\$56.64	\$82.03	-31.0%

** 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 BY LOCATION FIVE MONTHS ENDED MAY 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	Point Change	2020	2019	Variance	2020	2019	Variance
WESTERN CANADA	36.0%	58.7%	-22.7	\$138.61	\$151.66	-8.6%	\$49.93	\$89.05	-43.9%
MANITOBA	38.9%	64.5%	-25.5	\$119.96	\$125.67	-4.5%	\$46.70	\$80.99	-42.3%
Winnipeg	39.5%	67.3%	-27.8	\$121.01	\$128.26	-5.7%	\$47.80	\$86.29	-44.6%
Brandon	33.0%	59.7%	-26.6	\$111.46	\$116.94	-4.7%	\$36.82	\$69.77	-47.2%
Other Manitoba	40.5%	56.3%	-15.8	\$120.57	\$119.76	0.7%	\$48.79	\$67.42	-27.6%
SASKATCHEWAN	34.2%	53.3%	-19.0	\$112.32	\$118.43	-5.2%	\$38.45	\$63.09	-39.1%
Regina	33.8%	55.6%	-21.8	\$113.25	\$117.13	-3.3%	\$38.30	\$65.12	-41.2%
Saskatoon	37.1%	60.2%	-23.2	\$117.69	\$125.94	-6.6%	\$43.63	\$75.88	-42.5%
Other Saskatchewan	32.0%	45.3%	-13.4	\$105.99	\$110.57	-4.1%	\$33.89	\$50.12	-32.4%
ALBERTA (excl. Alta Resorts)	31.0%	51.9%	-20.8	\$118.04	\$126.78	-6.9%	\$36.64	\$65.74	-44.3%
Calgary	31.0%	54.3%	-23.3	\$127.50	\$138.03	-7.6%	\$39.50	\$74.94	-47.3%
Calgary Airport	32.9%	54.9%	-22.0	\$107.42	\$112.84	-4.8%	\$35.37	\$61.98	-42.9%
Calgary Downtown	29.6%	55.1%	-25.5	\$172.23	\$183.25	-6.0%	\$50.90	\$100.88	-49.5%
Calgary Northwest	30.4%	53.1%	-22.7	\$101.98	\$112.12	-9.0%	\$31.01	\$59.57	-47.9%
Calgary South	29.2%	51.9%	-22.8	\$116.21	\$124.23	-6.5%	\$33.89	\$64.52	-47.5%
Edmonton	31.8%	57.4%	-25.6	\$118.53	\$128.35	-7.7%	\$37.68	\$73.65	-48.8%
Downtown Edmonton	30.5%	62.7%	-32.2	\$149.10	\$154.20	-3.3%	\$45.51	\$96.75	-53.0%
Edmonton South	31.1%	55.4%	-24.3	\$103.08	\$113.47	-9.2%	\$32.10	\$62.91	-49.0%
Edmonton West	33.4%	55.6%	-22.1	\$110.98	\$120.96	-8.3%	\$37.11	\$67.22	-44.8%
Other Alberta	30.6%	46.7%	-16.1	\$111.63	\$116.47	-4.2%	\$34.14	\$54.34	-37.2%
Lethbridge	26.8%	59.8%	-33.1	\$103.50	\$111.32	-7.0%	\$27.69	\$66.60	-58.4%
Red Deer	22.6%	45.4%	-22.8	\$101.60	\$112.49	-9.7%	\$22.98	\$51.11	-55.0%
Other Alberta Communities	32.4%	45.2%	-12.9	\$113.96	\$118.22	-3.6%	\$36.88	\$53.47	-31.0%
Alberta Resorts	36.0%	56.6%	-20.6	\$228.37	\$220.38	3.6%	\$82.32	\$124.81	-34.0%
BRITISH COLUMBIA	41.3%	66.4%	-25.2	\$158.38	\$176.35	-10.2%	\$65.37	\$117.16	-44.2%
Greater Vancouver	45.8%	75.6%	-29.8	\$164.75	\$192.25	-14.3%	\$75.53	\$145.33	-48.0%
Airport (Richmond)	52.7%	79.0%	-26.3	\$151.14	\$166.82	-9.4%	\$79.58	\$131.78	-39.6%
Downtown Vancouver	41.4%	75.0%	-33.5	\$196.91	\$226.28	-13.0%	\$181.59	\$169.67	-51.9%
Langley/Surrey	46.0%	71.4%	-25.3	\$119.53	\$131.84	-9.3%	\$55.01	\$94.08	-41.5%
Other Vancouver	49.8%	75.7%	-25.9	\$130.25	\$152.54	-14.6%	\$64.87	\$115.53	-43.8%
Vancouver Island	39.0%	65.6%	-26.6	\$126.72	\$150.70	-15.9%	\$49.38	\$98.79	-50.0%
Campbell River	46.8%	67.4%	-20.6	\$97.42	\$111.54	-12.7%	\$45.56	\$75.18	-39.4%
Greater Victoria	38.5%	66.6%	-28.1	\$131.40	\$157.11	-16.4%	\$50.61	\$104.61	-51.6%
Nanaimo	38.2%	71.8%	-33.7	\$131.30	\$135.95	-3.4%	\$50.11	\$97.67	-48.7%
Parksville/Qualicum Beach	35.1%	56.1%	-21.0	\$118.70	\$136.16	-12.8%	\$41.68	\$76.44	-45.5%
Other Vancouver Island	41.3%	62.4%	-21.1	\$122.65	\$154.46	-20.6%	\$50.70	\$96.39	-47.4%
Whistler Resort Area	50.1%	75.8%	-25.7	\$438.59	\$377.39	16.2%	\$219.87	\$286.09	-23.1%
Other British Columbia	36.0%	54.7%	-18.6	\$111.99	\$123.02	-9.0%	\$40.36	\$67.24	-40.0%
Abbotsford/Chilliwack	48.8%	70.2%	-21.3	\$95.44	\$110.11	-13.3%	\$46.60	\$77.25	-39.7%
Kamloops	32.8%	58.6%	-25.8	\$96.86	\$108.70	-10.9%	\$31.73	\$63.68	-50.2%
Kelowna	32.6%	59.3%	-26.7	\$117.86	\$131.63	-10.5%	\$38.41	\$78.10	-50.8%
Penticton	21.5%	42.2%	-20.7	\$109.62	\$124.26	-11.8%	\$23.59	\$52.44	-55.0%
Prince George	40.2%	59.6%	-19.4	\$109.97	\$118.10	-6.9%	\$44.17	\$70.36	-37.2%
Other B.C. Communities	36.7%	50.9%	-14.2	\$117.10	\$126.88	-7.7%	\$42.95	\$64.60	-33.5%
NORTHWEST TERRITORIES	56.5%	62.6%	-6.2	\$150.51	\$147.99	1.7%	\$85.00	\$92.70	-8.3%
YUKON	38.2%	54.0%	-15.8	\$125.10	\$137.19	-8.8%	\$47.84	\$74.11	-35.4%
CANADA	36.6%	60.1%	-23.5	\$139.82	\$153.19	-8.7%	\$51.17	\$92.04	-44.4%

** 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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REGIONAL REPORT OF ROOMS OPERATIONS BY PROPERTY SIZE, PROPERTY TYPE AND PRICE LEVEL MONTH OF MAY 2020*

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	23.5%	50.7%	-27.2	\$82.81	\$119.95	-31.0%
50-75 rooms	19.3%	57.5%	-38.2	\$93.83	\$108.95	-13.9%
76-125 rooms	16.0%	61.0%	-45.0	\$98.84	\$127.76	-22.6%
126-200 rooms	16.4%	66.3%	-49.9	\$97.15	\$146.45	-33.7%
201-500 rooms	5.3%	67.0%	-61.8	\$107.75	\$169.05	-36.3%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	15.0%	63.0%	-48.0	\$97.37	\$139.33	-30.1%
Property Type						
Limited Service	17.6%	60.5%	-42.8	\$98.47	\$123.45	-20.2%
Full Service	10.8%	65.7%	-54.9	\$91.72	\$147.94	-38.0%
Suite Hotel	24.6%	76.7%	-52.2	\$108.21	\$175.77	-38.4%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	15.0%	63.0%	-48.0	\$97.37	\$139.33	-30.1%
Price Level						
Budget	17.4%	52.6%	-35.2	\$90.02	\$103.75	-13.2%
Mid-Price	14.4%	65.5%	-51.1	\$99.36	\$143.88	-30.9%
Upscale	13.2%	60.9%	-47.7	\$105.31	\$171.57	-38.6%
Total	15.0%	63.0%	-48.0	\$97.37	\$139.33	-30.1%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	26.2%	57.5%	-31.4	\$90.59	\$128.14	-29.3%
50-75 rooms	27.0%	62.3%	-35.4	\$96.69	\$119.77	-19.3%
76-125 rooms	24.7%	69.4%	-44.8	\$96.99	\$136.53	-29.0%
126-200 rooms	21.1%	73.0%	-51.8	\$96.82	\$153.28	-36.8%
201-500 rooms	11.8%	75.2%	-63.4	\$116.30	\$198.79	-41.5%
Over 500 rooms	6.2%	73.8%	-67.6	\$104.54	\$236.90	-55.9%
Total	18.7%	71.5%	-52.8	\$99.53	\$171.29	-41.9%
Property Type						
Limited Service	26.2%	64.8%	-38.6	\$93.51	\$125.54	-25.5%
Full Service	12.8%	76.3%	-63.5	\$101.66	\$193.50	-47.5%
Suite Hotel	22.7%	76.4%	-53.7	\$116.31	\$170.65	-31.8%
Resort	2.1%	46.8%	-44.6	\$91.14	\$204.24	-55.4%
Total	18.7%	71.5%	-52.8	\$99.53	\$171.29	-41.9%
Price Level						
Budget	28.8%	59.8%	-30.9	\$86.12	\$104.94	-17.9%
Mid-Price	17.9%	74.6%	-56.7	\$105.78	\$165.87	-36.2%
Upscale	4.5%	77.2%	-72.7	\$130.33	\$272.35	-52.1%
Total	18.7%	71.5%	-52.8	\$99.53	\$171.29	-41.9%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	29.5%	54.2%	-24.6	\$89.54	\$112.28	-20.3%
50-75 rooms	24.3%	59.0%	-34.6	\$92.10	\$125.93	-26.9%
76-125 rooms	21.5%	62.5%	-40.9	\$100.85	\$135.60	-25.6%
126-200 rooms	17.3%	64.8%	-47.5	\$107.77	\$152.86	-29.5%
201-500 rooms	12.5%	68.6%	-56.1	\$128.90	\$201.17	-35.9%
Over 500 rooms	2.9%	78.2%	-75.4	\$129.15	\$315.61	-59.1%
Total	19.2%	64.3%	-45.1	\$103.39	\$163.75	-36.9%
Property Type						
Limited Service	23.4%	59.2%	-35.8	\$96.18	\$122.48	-21.5%
Full Service	14.8%	68.5%	-53.6	\$113.00	\$182.35	-38.0%
Suite Hotel	23.6%	69.0%	-45.4	\$113.70	\$171.40	-33.7%
Resort	12.1%	63.6%	-51.5	\$114.62	\$234.64	-51.2%
Total	19.2%	64.3%	-45.1	\$103.39	\$163.75	-36.9%
Price Level						
Budget	25.9%	59.3%	-33.4	\$85.92	\$119.61	-28.2%
Mid-Price	18.2%	64.1%	-45.9	\$105.84	\$147.98	-28.5%
Upscale	12.7%	70.6%	-57.8	\$152.52	\$269.91	-43.5%
Total	19.2%	64.3%	-45.1	\$103.39	\$163.75	-36.9%

CANADA *

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	28.4%	55.3%	-26.9	\$89.71	\$118.67	-24.4%
50-75 rooms	24.7%	60.1%	-35.4	\$93.94	\$121.94	-23.0%
76-125 rooms	22.4%	65.2%	-42.8	\$99.03	\$135.41	-26.9%
126-200 rooms	18.9%	68.7%	-49.9	\$101.85	\$152.54	-33.2%
201-500 rooms	11.7%	71.9%	-60.2	\$122.57	\$198.24	-38.2%
Over 500 rooms	5.7%	74.9%	-69.1	\$106.35	\$256.54	-58.5%
Total	18.7%	67.6%	-48.9	\$101.35	\$165.95	-38.9%
Property Type						
Limited Service	23.9%	61.6%	-37.7	\$95.24	\$123.90	-23.1%
Full Service	13.6%	72.3%	-58.7	\$106.77	\$186.32	-42.7%
Suite Hotel	23.0%	74.0%	-50.9	\$115.21	\$171.14	-32.7%
Resort	10.3%	57.7%	-47.3	\$114.50	\$226.56	-49.5%
Total	18.7%	67.6%	-48.9	\$101.35	\$165.95	-38.9%
Price Level						
Budget	26.8%	59.2%	-32.3	\$86.20	\$110.15	-21.7%
Mid-Price	17.8%	68.8%	-51.0	\$105.42	\$156.09	-32.5%
Upscale	7.9%	73.7%	-65.7	\$143.57	\$269.18	-46.7%
Total	18.7%	67.6%	-48.9	\$101.35	\$165.95	-38.9%

* Based on the operating results of 192,749 rooms (unweighted data)

** 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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NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

REGIONAL REPORT OF ROOMS OPERATIONS
BY PROPERTY SIZE, PROPERTY TYPE AND PRICE LEVEL
FIVE MONTHS ENDED MAY 2020

ATLANTIC

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	25.7%	40.9%	-15.2	\$107.73	\$114.28	-5.7%
50-75 rooms	27.5%	46.6%	-19.1	\$100.69	\$104.69	-3.8%
76-125 rooms	30.9%	51.4%	-20.5	\$114.48	\$121.24	-5.6%
126-200 rooms	33.1%	55.7%	-22.6	\$124.69	\$134.28	-7.1%
201-500 rooms	26.6%	51.4%	-24.8	\$129.39	\$144.18	-10.3%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	30.0%	51.7%	-21.7	\$117.75	\$127.40	-7.6%
Property Type						
Limited Service	30.2%	51.3%	-21.1	\$114.72	\$120.62	-4.9%
Full Service	29.2%	51.9%	-22.7	\$119.26	\$130.84	-8.9%
Suite Hotel	43.6%	63.2%	-19.7	\$130.68	\$147.56	-11.4%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	30.0%	51.7%	-21.7	\$117.75	\$127.40	-7.6%
Price Level						
Budget	24.6%	42.1%	-17.6	\$95.77	\$99.84	-4.1%
Mid-Price	31.2%	54.1%	-22.9	\$120.79	\$130.94	-7.8%
Upscale	31.5%	48.6%	-17.1	\$138.05	\$152.30	-9.4%
Total	30.0%	51.7%	-21.7	\$117.75	\$127.40	-7.6%

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	34.5%	47.2%	-12.6	\$113.81	\$123.33	-7.7%
50-75 rooms	37.4%	55.5%	-18.0	\$109.15	\$114.88	-5.0%
76-125 rooms	39.5%	61.4%	-21.9	\$120.04	\$130.01	-7.7%
126-200 rooms	40.1%	62.9%	-22.8	\$133.28	\$144.18	-7.6%
201-500 rooms	39.6%	66.0%	-26.4	\$170.35	\$181.89	-6.3%
Over 500 rooms	31.1%	65.8%	-34.7	\$195.32	\$206.44	-5.4%
Total	38.2%	62.7%	-24.5	\$143.67	\$157.79	-9.0%
Property Type						
Limited Service	39.0%	58.8%	-19.7	\$111.15	\$120.24	-7.6%
Full Service	36.6%	64.4%	-27.9	\$159.38	\$174.01	-8.4%
Suite Hotel	42.8%	70.5%	-27.7	\$144.53	\$157.73	-8.4%
Resort	44.2%	51.4%	-7.1	\$222.78	\$209.91	6.1%
Total	38.2%	62.7%	-24.5	\$143.67	\$157.79	-9.0%
Price Level						
Budget	38.4%	55.7%	-17.3	\$96.26	\$102.02	-5.6%
Mid-Price	38.4%	64.1%	-25.8	\$141.23	\$152.88	-7.6%
Upscale	37.2%	66.5%	-29.3	\$226.90	\$239.87	-5.4%
Total	38.2%	62.7%	-24.5	\$143.67	\$157.79	-9.0%

WESTERN

CANADA

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	35.4%	47.7%	-12.3	\$101.28	\$107.78	-6.0%
50-75 rooms	35.9%	52.9%	-17.0	\$103.62	\$114.29	-9.3%
76-125 rooms	35.9%	56.7%	-20.8	\$118.23	\$128.07	-7.7%
126-200 rooms	35.1%	59.4%	-24.2	\$128.88	\$139.59	-7.7%
201-500 rooms	36.6%	64.0%	-27.5	\$179.40	\$187.53	-4.3%
Over 500 rooms	40.1%	69.1%	-29.0	\$277.34	\$280.15	-1.0%
Total	36.0%	58.7%	-22.7	\$138.61	\$151.66	-8.6%
Property Type						
Limited Service	34.9%	53.4%	-18.5	\$106.38	\$115.06	-7.5%
Full Service	35.9%	62.4%	-26.5	\$145.66	\$161.03	-9.5%
Suite Hotel	41.4%	64.5%	-23.1	\$149.19	\$161.36	-7.5%
Resort	39.9%	61.2%	-21.3	\$274.92	\$249.15	10.3%
Total	36.0%	58.7%	-22.7	\$138.61	\$151.66	-8.6%
Price Level						
Budget	36.9%	53.6%	-16.7	\$94.28	\$107.04	-11.9%
Mid-Price	35.0%	58.3%	-23.4	\$125.17	\$135.53	-7.6%
Upscale	41.1%	65.9%	-24.8	\$257.03	\$257.10	0.0%
Total	36.0%	58.7%	-22.7	\$138.61	\$151.66	-8.6%

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	34.8%	47.2%	-12.4	\$105.62	\$113.69	-7.1%
50-75 rooms	35.6%	53.2%	-17.6	\$105.49	\$113.69	-7.2%
76-125 rooms	37.0%	58.2%	-21.2	\$118.75	\$128.40	-7.5%
126-200 rooms	37.2%	60.7%	-23.5	\$130.70	\$141.36	-7.5%
201-500 rooms	37.5%	64.3%	-26.8	\$172.72	\$182.65	-5.4%
Over 500 rooms	33.2%	66.6%	-33.4	\$217.95	\$225.44	-3.3%
Total	36.6%	60.1%	-23.5	\$139.82	\$153.19	-8.7%
Property Type						
Limited Service	36.1%	55.4%	-19.3	\$108.97	\$117.68	-7.4%
Full Service	35.8%	62.7%	-26.9	\$151.36	\$166.19	-8.9%
Suite Hotel	42.4%	68.2%	-25.9	\$145.51	\$158.38	-8.1%
Resort	40.4%	57.5%	-17.0	\$258.26	\$238.01	8.5%
Total	36.6%	60.1%	-23.5	\$139.82	\$153.19	-8.7%
Price Level						
Budget	36.9%	54.0%	-17.1	\$95.43	\$103.84	-8.1%
Mid-Price	36.1%	60.5%	-24.4	\$132.11	\$143.19	-7.7%
Upscale	38.9%	65.8%	-26.9	\$240.02	\$246.51	-2.6%
Total	36.6%	60.1%	-23.5	\$139.82	\$153.19	-8.7%

** 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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