

November 2020

NATIONAL MARKET REPORT

TRENDS IN THE CANADIAN HOTEL INDUSTRY



REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF NOVEMBER 2020*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
ATLANTIC CANADA	26.9%	56.4%	-29.5	\$99.31	\$125.82	-21.1%	\$26.73	\$70.92	-62.3%
NEWFOUNDLAND	29.9%	56.0%	-26.1	\$100.39	\$121.46	-17.3%	\$30.04	\$68.00	-55.8%
St. John's	28.2%	56.5%	-28.3	\$96.77	\$122.08	-20.7%	\$27.29	\$69.00	-60.5%
PRINCE EDWARD ISLAND	21.0%	34.2%	-13.3	\$97.14	\$118.74	-18.2%	\$20.36	\$40.62	-49.9%
NOVA SCOTIA	32.3%	61.9%	-29.5	\$98.71	\$131.05	-24.7%	\$31.92	\$81.06	-60.6%
Halifax/Dartmouth	27.5%	64.7%	-37.2	\$97.92	\$137.18	-28.6%	\$26.90	\$88.77	-69.7%
Other Nova Scotia	44.5%	55.5%	-11.0	\$99.91	\$114.97	-13.1%	\$44.46	\$63.75	-30.3%
NEW BRUNSWICK	21.2%	55.6%	-34.4	\$99.72	\$122.33	-18.5%	\$21.19	\$68.05	-68.9%
Moncton	18.9%	67.3%	-48.5	\$99.89	\$126.28	-20.9%	\$18.85	\$85.04	-77.8%
Other New Brunswick	22.6%	49.5%	-26.9	\$99.63	\$119.49	-16.6%	\$22.49	\$59.09	-61.9%
CENTRAL CANADA	27.5%	66.2%	-38.6	\$107.27	\$157.17	-31.7%	\$29.55	\$104.03	-71.6%
QUEBEC	17.9%	64.3%	-46.4	\$116.73	\$156.87	-25.6%	\$20.85	\$100.81	-79.3%
Greater Quebec City	16.4%	60.4%	-44.0	\$108.56	\$143.92	-24.6%	\$17.76	\$86.90	-79.6%
Other Quebec	24.9%	51.7%	-26.8	\$118.91	\$137.07	-13.2%	\$29.63	\$70.91	-58.2%
Greater Montreal	14.6%	71.6%	-57.0	\$117.41	\$167.11	-29.7%	\$17.19	\$119.68	-85.6%
Downtown Montreal	7.3%	71.6%	-64.3	\$129.37	\$181.31	-28.6%	\$9.45	\$129.84	-92.7%
Montreal Airport/Laval	23.5%	75.0%	-51.5	\$114.58	\$149.88	-23.6%	\$26.98	\$112.41	-76.0%
ONTARIO	30.6%	66.8%	-36.1	\$105.46	\$157.24	-32.9%	\$32.30	\$105.00	-69.2%
Greater Toronto Area (GTA)	24.8%	74.7%	-49.9	\$102.68	\$180.14	-43.0%	\$25.51	\$134.58	-81.0%
Downtown Toronto	10.4%	80.2%	-69.7	\$151.96	\$241.27	-37.0%	\$15.82	\$193.38	-91.8%
Toronto Airport	22.3%	77.2%	-54.9	\$103.14	\$152.87	-32.5%	\$22.95	\$117.96	-80.5%
GTA West	32.8%	69.0%	-36.2	\$89.17	\$132.86	-32.9%	\$29.22	\$91.69	-68.1%
GTA East/North	41.8%	70.2%	-28.4	\$94.05	\$138.53	-32.1%	\$39.33	\$97.25	-59.6%
Eastern Ontario	39.5%	56.5%	-17.0	\$105.50	\$124.15	-15.0%	\$41.67	\$70.08	-40.5%
Kingston	32.9%	56.5%	-23.6	\$101.82	\$129.19	-21.2%	\$33.47	\$73.01	-54.2%
Other Eastern Ontario	42.9%	56.4%	-13.5	\$106.95	\$121.63	-12.1%	\$45.88	\$68.62	-33.1%
Ottawa	25.5%	72.8%	-47.3	\$115.46	\$166.03	-30.5%	\$29.39	\$120.80	-75.7%
Downtown Ottawa	17.7%	74.7%	-57.0	\$131.42	\$184.72	-28.9%	\$23.31	\$138.01	-83.1%
Ottawa West	35.7%	72.9%	-37.2	\$106.12	\$142.82	-25.7%	\$37.91	\$104.17	-63.6%
Ottawa East	28.8%	63.9%	-35.0	\$106.89	\$133.52	-19.9%	\$30.82	\$85.28	-63.9%
Southern Ontario	32.0%	59.1%	-27.2	\$99.63	\$126.32	-21.1%	\$31.88	\$74.72	-57.3%
London	39.1%	68.4%	-29.3	\$90.62	\$124.18	-27.0%	\$35.46	\$84.93	-58.2%
Windsor	36.1%	61.3%	-25.1	\$101.23	\$121.44	-16.6%	\$36.59	\$74.39	-50.8%
Kitchener/Waterloo/Cambridge/Guelph	30.9%	70.1%	-39.1	\$96.98	\$130.86	-25.9%	\$30.00	\$91.69	-67.3%
Hamilton/Brantford	48.5%	63.7%	-15.2	\$104.82	\$127.92	-18.1%	\$50.83	\$81.49	-37.6%
Niagara Falls	24.1%	52.8%	-28.7	\$104.63	\$129.20	-19.0%	\$25.21	\$68.16	-63.0%
Other Niagara Region	31.1%	47.0%	-15.9	\$93.69	\$123.51	-24.1%	\$29.14	\$58.03	-49.8%
Other Southern Ontario	34.8%	58.1%	-23.3	\$98.94	\$116.22	-14.9%	\$34.46	\$67.58	-49.0%
Central Ontario	37.6%	51.2%	-13.6	\$114.59	\$131.73	-13.0%	\$43.13	\$67.45	-36.1%
North Eastern Ontario	46.8%	59.4%	-12.6	\$107.33	\$127.16	-15.6%	\$50.28	\$75.56	-33.5%
North Bay	50.6%	52.7%	-2.2	\$101.11	\$122.67	-17.6%	\$51.15	\$64.70	-20.9%
Sudbury	46.0%	70.7%	-24.6	\$109.63	\$129.11	-15.1%	\$50.48	\$91.25	-44.7%
North Central Ontario									
Sault Ste. Marie	32.2%	48.3%	-16.1	\$99.65	\$106.27	-6.2%	\$32.14	\$51.34	-37.4%
North Western Ontario	55.3%	67.6%	-12.3	\$122.80	\$129.49	-5.2%	\$67.89	\$87.49	-22.4%
Thunder Bay	52.7%	71.3%	-18.6	\$123.09	\$129.30	-4.8%	\$64.86	\$92.20	-29.7%

* Based on the operating results of 244,920 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 NOVEMBER 2020*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
WESTERN CANADA	28.3%	57.6%	-29.3	\$112.38	\$140.31	-19.9%	\$31.80	\$80.79	-60.6%
MANITOBA	24.6%	67.1%	-42.5	\$109.65	\$125.57	-12.7%	\$27.01	\$84.27	-67.9%
Winnipeg	20.6%	70.9%	-50.3	\$109.30	\$128.83	-15.2%	\$22.53	\$91.32	-75.3%
Brandon	24.9%	61.1%	-36.1	\$94.15	\$113.24	-16.9%	\$23.49	\$69.16	-66.0%
Other Manitoba	39.2%	56.8%	-17.6	\$116.96	\$119.36	-2.0%	\$45.85	\$67.82	-32.4%
SASKATCHEWAN	26.7%	58.7%	-32.0	\$99.56	\$121.42	-18.0%	\$26.57	\$71.24	-62.7%
Regina	24.4%	64.4%	-40.0	\$91.02	\$125.36	-27.4%	\$22.22	\$80.69	-72.5%
Saskatoon	23.4%	62.9%	-39.5	\$102.73	\$125.67	-18.2%	\$24.09	\$79.08	-69.5%
Other Saskatchewan	31.5%	50.5%	-19.0	\$102.12	\$112.75	-9.4%	\$32.19	\$56.96	-43.5%
ALBERTA (excl. Alta Resorts)	25.4%	52.9%	-27.5	\$102.20	\$128.82	-20.7%	\$25.94	\$68.10	-61.9%
Calgary	19.5%	57.6%	-38.2	\$100.67	\$143.41	-29.8%	\$19.58	\$82.67	-76.3%
Calgary Airport	22.2%	57.1%	-34.9	\$91.16	\$109.25	-16.6%	\$20.26	\$62.43	-67.5%
Downtown Calgary	11.4%	60.7%	-49.4	\$136.44	\$196.79	-30.7%	\$15.52	\$119.54	-87.0%
Calgary Northwest	25.0%	57.0%	-32.0	\$81.49	\$119.05	-31.5%	\$20.40	\$67.91	-70.0%
Calgary South	26.3%	53.1%	-26.7	\$98.11	\$123.57	-20.6%	\$25.85	\$65.57	-60.6%
Edmonton	23.2%	57.1%	-33.9	\$101.56	\$128.59	-21.0%	\$23.55	\$73.38	-67.9%
Downtown Edmonton	13.0%	65.1%	-52.1	\$128.47	\$159.68	-19.5%	\$16.72	\$103.91	-83.9%
Edmonton South	25.6%	53.6%	-28.0	\$89.27	\$110.10	-18.9%	\$22.86	\$59.06	-61.3%
Edmonton West	25.4%	55.0%	-29.5	\$95.09	\$117.09	-18.8%	\$24.17	\$64.36	-62.4%
Other Alberta	31.0%	46.7%	-15.7	\$103.20	\$116.63	-11.5%	\$32.01	\$54.45	-41.2%
Lethbridge	24.3%	52.7%	-28.4	\$89.24	\$110.77	-19.4%	\$21.66	\$58.36	-62.9%
Red Deer	20.8%	45.9%	-25.0	\$89.51	\$118.50	-24.5%	\$18.63	\$54.34	-65.7%
Other Alberta Communities	33.6%	45.4%	-11.8	\$105.97	\$117.25	-9.6%	\$35.59	\$53.22	-33.1%
Alberta Resorts	30.2%	47.8%	-17.6	\$204.40	\$212.25	-3.7%	\$61.81	\$101.45	-39.1%
BRITISH COLUMBIA	32.2%	61.5%	-29.3	\$116.21	\$152.97	-24.0%	\$37.44	\$94.11	-60.2%
Greater Vancouver	26.8%	74.1%	-47.2	\$120.97	\$172.55	-29.9%	\$32.47	\$127.79	-74.6%
Airport (Richmond)	32.6%	77.7%	-45.1	\$113.26	\$155.67	-27.2%	\$36.93	\$121.01	-69.5%
Downtown Vancouver	17.5%	74.3%	-56.9	\$143.13	\$198.06	-27.7%	\$25.01	\$147.24	-83.0%
Langley/Surrey	44.0%	69.6%	-25.6	\$103.93	\$123.09	-15.6%	\$45.72	\$85.72	-46.7%
Other Vancouver	38.6%	71.0%	-32.4	\$109.56	\$139.86	-21.7%	\$42.25	\$99.29	-57.4%
Vancouver Island	36.3%	61.8%	-25.5	\$132.01	\$142.06	-7.1%	\$47.94	\$87.78	-45.4%
Campbell River	45.1%	73.2%	-28.2	\$102.88	\$102.84	0.0%	\$46.36	\$75.30	-38.4%
Greater Victoria	29.5%	62.6%	-33.1	\$127.56	\$144.14	-11.5%	\$37.62	\$90.26	-58.3%
Nanaimo	36.9%	68.4%	-31.5	\$126.17	\$135.74	-7.0%	\$46.57	\$92.81	-49.8%
Parksville/Qualicum Beach	47.0%	47.2%	-0.3	\$122.66	\$134.36	-8.7%	\$57.59	\$63.47	-9.3%
Other Vancouver Island	50.4%	59.7%	-9.4	\$156.86	\$155.99	0.6%	\$79.00	\$93.17	-15.2%
Whistler Resort Area	20.2%	39.4%	-19.2	\$174.42	\$207.15	-15.8%	\$35.30	\$81.70	-56.8%
Other British Columbia	38.5%	49.5%	-11.0	\$102.95	\$116.76	-11.8%	\$39.64	\$57.83	-31.5%
Abbotsford/Chilliwack	44.0%	69.5%	-25.5	\$89.68	\$107.41	-16.5%	\$39.44	\$74.60	-47.1%
Kamloops	45.6%	45.0%	0.6	\$91.13	\$105.80	-13.9%	\$41.56	\$47.60	-12.7%
Kelowna	29.0%	55.1%	-26.1	\$103.89	\$128.22	-19.0%	\$30.16	\$70.70	-57.3%
Penticton	19.2%	36.1%	-17.0	\$97.93	\$105.41	-7.1%	\$18.76	\$38.09	-50.7%
Prince George	65.5%	62.6%	2.9	\$106.32	\$114.09	-6.8%	\$69.62	\$71.43	-2.5%
Other B.C. Communities	36.6%	45.6%	-9.0	\$107.55	\$118.57	-9.3%	\$39.34	\$54.03	-27.2%
NORTHWEST TERRITORIES	29.5%	65.0%	-35.5	\$149.85	\$149.35	0.3%	\$44.24	\$97.10	-54.4%
YUKON	27.4%	53.0%	-25.6	\$117.73	\$135.55	-13.1%	\$32.27	\$71.91	-55.1%
CANADA	27.9%	61.5%	-33.6	\$109.14	\$147.77	-26.1%	\$30.40	\$90.86	-66.5%

* Based on the operating results of 244,920 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 ELEVEN MONTHS ENDED NOVEMBER 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
ATLANTIC CANADA	29.5%	63.3%	-33.8	\$111.90	\$139.17	-19.6%	\$33.01	\$88.08	-62.5%
NEWFOUNDLAND	26.1%	57.2%	-31.2	\$109.45	\$133.22	-17.8%	\$28.51	\$76.25	-62.6%
St. John's	24.3%	57.1%	-32.8	\$105.41	\$134.14	-21.4%	\$25.63	\$76.59	-66.5%
PRINCE EDWARD ISLAND	29.1%	60.5%	-31.5	\$109.02	\$156.43	-30.3%	\$31.70	\$94.70	-66.5%
NOVA SCOTIA	32.3%	68.5%	-36.2	\$111.73	\$147.07	-24.0%	\$36.05	\$100.74	-64.2%
Halifax/Dartmouth	30.6%	72.6%	-41.9	\$113.17	\$156.24	-27.6%	\$34.68	\$113.42	-69.4%
Other Nova Scotia	36.1%	59.6%	-23.5	\$108.81	\$122.92	-11.5%	\$39.32	\$73.32	-46.4%
NEW BRUNSWICK	28.0%	61.5%	-33.5	\$111.44	\$129.12	-13.7%	\$31.25	\$79.41	-60.7%
Moncton	29.8%	65.5%	-35.7	\$111.70	\$129.97	-14.1%	\$33.34	\$85.18	-60.9%
Other New Brunswick	27.1%	59.4%	-32.2	\$111.30	\$128.63	-13.5%	\$30.19	\$76.37	-60.5%
CENTRAL CANADA	34.3%	70.1%	-35.8	\$130.82	\$167.08	-21.7%	\$44.87	\$117.19	-61.7%
QUEBEC	29.9%	69.8%	-39.9	\$143.18	\$176.26	-18.8%	\$42.80	\$123.06	-65.2%
Greater Quebec City	29.7%	70.5%	-40.8	\$140.14	\$177.25	-20.9%	\$41.68	\$124.95	-66.6%
Other Quebec	37.2%	60.4%	-23.2	\$149.77	\$152.47	-1.8%	\$55.71	\$92.16	-39.6%
Greater Montreal	26.4%	74.3%	-48.0	\$139.56	\$185.68	-24.8%	\$36.79	\$137.99	-73.3%
Downtown Montreal	20.9%	73.2%	-52.3	\$150.87	\$212.18	-28.9%	\$31.60	\$155.34	-79.7%
Montreal Airport/Laval	34.3%	78.8%	-44.4	\$134.15	\$152.68	-12.1%	\$46.05	\$120.26	-61.7%
ONTARIO	35.7%	70.2%	-34.5	\$127.61	\$164.04	-22.2%	\$45.57	\$115.19	-60.4%
Greater Toronto Area (GTA)	32.7%	75.9%	-43.2	\$138.75	\$185.19	-25.1%	\$45.37	\$140.49	-67.7%
Downtown Toronto	23.2%	79.0%	-55.7	\$204.35	\$255.06	-19.9%	\$47.44	\$201.38	-76.4%
Toronto Airport	35.7%	79.0%	-43.3	\$134.70	\$156.48	-13.9%	\$48.07	\$123.61	-61.1%
GTA West	36.9%	73.6%	-36.7	\$109.01	\$134.95	-19.2%	\$40.20	\$99.26	-59.5%
GTA East/North	41.0%	71.4%	-30.4	\$111.17	\$139.33	-20.2%	\$45.61	\$99.47	-54.1%
Eastern Ontario	41.8%	63.0%	-21.2	\$116.51	\$132.05	-11.8%	\$48.70	\$83.23	-41.5%
Kingston	36.9%	65.0%	-28.1	\$118.01	\$141.11	-16.4%	\$43.51	\$91.74	-52.6%
Other Eastern Ontario	44.0%	62.0%	-18.0	\$115.94	\$127.10	-8.8%	\$51.04	\$78.79	-35.2%
Ottawa	36.7%	72.8%	-36.1	\$137.74	\$168.12	-18.1%	\$50.50	\$122.38	-58.7%
Downtown Ottawa	34.3%	74.6%	-40.4	\$155.85	\$186.40	-16.4%	\$53.38	\$139.07	-61.6%
Ottawa West	41.5%	72.5%	-31.0	\$121.22	\$148.25	-18.2%	\$50.26	\$107.49	-53.2%
Ottawa East	34.3%	66.3%	-32.0	\$116.69	\$132.25	-11.8%	\$40.00	\$87.71	-54.4%
Southern Ontario	33.2%	65.6%	-32.4	\$108.94	\$143.18	-23.9%	\$36.19	\$93.93	-61.5%
London	41.7%	66.5%	-24.8	\$99.66	\$121.62	-18.1%	\$41.54	\$80.90	-48.7%
Windsor	33.1%	61.4%	-28.2	\$109.24	\$120.63	-9.4%	\$36.19	\$74.04	-51.1%
Kitchener/Waterloo/Cambridge/Guelph	35.2%	66.8%	-31.6	\$106.56	\$130.14	-18.1%	\$37.53	\$86.90	-56.8%
Hamilton/Brantford	39.4%	68.1%	-28.7	\$111.50	\$131.81	-15.4%	\$43.92	\$89.74	-51.1%
Niagara Falls	28.1%	68.2%	-40.0	\$115.88	\$169.41	-31.6%	\$32.61	\$115.48	-71.8%
Other Niagara Region	30.9%	56.2%	-25.3	\$104.67	\$132.00	-20.7%	\$32.31	\$74.14	-56.4%
Other Southern Ontario	34.5%	60.5%	-25.9	\$105.50	\$120.05	-12.1%	\$36.44	\$72.59	-49.8%
Central Ontario	42.5%	59.1%	-16.6	\$146.35	\$150.46	-2.7%	\$62.20	\$88.97	-30.1%
North Eastern Ontario	43.5%	63.2%	-19.7	\$112.37	\$123.98	-9.4%	\$48.89	\$78.32	-37.6%
North Bay	43.2%	63.3%	-20.1	\$103.83	\$115.49	-10.1%	\$44.87	\$73.15	-38.7%
Sudbury	44.9%	67.1%	-22.2	\$112.89	\$124.49	-9.3%	\$50.73	\$83.58	-39.3%
North Central Ontario	40.5%	60.9%	-20.5	\$105.40	\$114.43	-7.9%	\$42.65	\$69.72	-38.8%
Sault Ste. Marie	40.5%	60.9%	-20.5	\$105.40	\$114.43	-7.9%	\$42.65	\$69.72	-38.8%
North Western Ontario	54.2%	71.2%	-17.0	\$124.06	\$130.19	-4.7%	\$67.23	\$92.71	-27.5%
Thunder Bay	50.6%	71.6%	-21.0	\$122.67	\$127.35	-3.7%	\$62.12	\$91.23	-31.9%

** 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 ELEVEN MONTHS ENDED NOVEMBER 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	Point Change	2020	2019	Variance	2020	2019	Variance
WESTERN CANADA	35.7%	63.6%	-27.8	\$132.45	\$164.72	-19.6%	\$47.33	\$104.70	-54.8%
MANITOBA	36.2%	69.0%	-32.8	\$117.76	\$125.96	-6.5%	\$42.60	\$86.87	-51.0%
Winnipeg	33.7%	71.7%	-37.9	\$118.10	\$128.66	-8.2%	\$39.86	\$92.24	-56.8%
Brandon	33.7%	62.6%	-28.8	\$102.84	\$112.71	-8.8%	\$34.69	\$70.51	-50.8%
Other Manitoba	46.3%	62.5%	-16.3	\$123.59	\$123.25	0.3%	\$57.16	\$77.08	-25.8%
SASKATCHEWAN	33.3%	56.7%	-23.4	\$106.45	\$119.15	-10.7%	\$35.47	\$67.54	-47.5%
Regina	30.9%	58.2%	-27.2	\$103.77	\$120.21	-13.7%	\$32.11	\$69.94	-54.1%
Saskatoon	32.7%	61.8%	-29.2	\$111.21	\$125.43	-11.3%	\$36.32	\$77.57	-53.2%
Other Saskatchewan	35.7%	50.8%	-15.2	\$104.10	\$111.25	-6.4%	\$37.15	\$56.55	-34.3%
ALBERTA (excl. Alta Resorts)	30.6%	55.7%	-25.1	\$111.55	\$129.79	-14.1%	\$34.10	\$72.29	-52.8%
Calgary	26.8%	62.2%	-35.4	\$115.36	\$146.31	-21.2%	\$30.88	\$90.99	-66.1%
Calgary Airport	29.0%	62.1%	-33.1	\$100.34	\$117.40	-14.5%	\$29.15	\$72.90	-60.0%
Calgary Downtown	20.8%	63.9%	-43.0	\$158.92	\$195.28	-18.6%	\$33.12	\$124.73	-73.4%
Calgary Northwest	32.4%	63.0%	-30.6	\$93.46	\$119.71	-21.9%	\$30.28	\$75.44	-59.9%
Calgary South	29.3%	58.7%	-29.4	\$107.07	\$130.21	-17.8%	\$31.34	\$76.45	-59.0%
Edmonton	29.3%	57.3%	-28.0	\$113.01	\$126.86	-10.9%	\$33.08	\$72.65	-54.5%
Downtown Edmonton	25.0%	61.4%	-36.4	\$146.38	\$156.71	-6.6%	\$36.61	\$96.19	-61.9%
Edmonton South	29.7%	55.0%	-25.3	\$97.89	\$111.05	-11.8%	\$29.06	\$61.07	-52.4%
Edmonton West	31.5%	56.8%	-25.4	\$105.14	\$117.00	-10.1%	\$33.07	\$66.50	-50.3%
Other Alberta	33.9%	50.2%	-16.3	\$108.78	\$117.80	-7.7%	\$36.84	\$59.10	-37.7%
Lethbridge	29.0%	59.5%	-30.5	\$96.79	\$110.72	-12.6%	\$28.09	\$65.91	-57.4%
Red Deer	22.0%	44.9%	-22.9	\$97.39	\$109.15	-10.8%	\$21.45	\$49.06	-56.3%
Other Alberta Communities	36.1%	49.6%	-13.4	\$111.53	\$120.39	-7.4%	\$40.28	\$59.66	-32.5%
Alberta Resorts	40.2%	68.0%	-27.8	\$242.52	\$318.97	-24.0%	\$97.50	\$216.92	-55.1%
BRITISH COLUMBIA	41.4%	72.1%	-30.8	\$147.50	\$193.10	-23.6%	\$61.01	\$139.27	-56.2%
Greater Vancouver	37.2%	81.0%	-43.8	\$150.05	\$222.57	-32.6%	\$55.86	\$180.35	-69.0%
Airport (Richmond)	44.1%	83.0%	-38.9	\$139.99	\$186.68	-25.0%	\$61.73	\$155.01	-60.2%
Downtown Vancouver	30.4%	81.3%	-51.0	\$179.54	\$265.51	-32.4%	\$54.49	\$215.87	-74.8%
Langley/Surrey	45.2%	76.4%	-31.2	\$113.88	\$146.02	-22.0%	\$51.43	\$111.51	-53.9%
Other Vancouver	44.5%	80.4%	-35.8	\$124.59	\$174.66	-28.7%	\$55.50	\$140.41	-60.5%
Vancouver Island	42.8%	71.9%	-29.1	\$147.01	\$180.22	-18.4%	\$62.97	\$129.61	-51.4%
Campbell River	58.2%	76.4%	-18.2	\$112.14	\$127.18	-11.8%	\$65.22	\$97.15	-32.9%
Greater Victoria	38.1%	73.5%	-35.4	\$142.15	\$189.23	-24.9%	\$54.17	\$139.17	-61.1%
Nanaimo	46.3%	76.0%	-29.7	\$132.77	\$146.95	-9.7%	\$61.44	\$111.61	-45.0%
Parksville/Qualicum Beach	46.5%	60.9%	-14.4	\$162.36	\$170.98	-5.0%	\$75.51	\$104.19	-27.5%
Other Vancouver Island	50.6%	68.3%	-17.7	\$171.80	\$187.56	-8.4%	\$86.92	\$128.09	-32.1%
Whistler Resort Area	42.2%	69.8%	-27.6	\$311.36	\$305.26	2.0%	\$131.26	\$213.01	-38.4%
Other British Columbia	45.2%	62.0%	-16.8	\$124.26	\$135.26	-8.1%	\$56.11	\$83.83	-33.1%
Abbotsford/Chilliwack	48.7%	75.4%	-26.6	\$95.87	\$118.15	-18.9%	\$46.73	\$89.06	-47.5%
Kamloops	42.5%	67.2%	-24.7	\$99.66	\$117.95	-15.5%	\$42.33	\$79.28	-46.6%
Kelowna	44.9%	68.2%	-23.3	\$144.38	\$161.26	-10.5%	\$64.76	\$109.94	-41.1%
Penticton	38.0%	54.5%	-16.4	\$160.13	\$155.30	3.1%	\$60.91	\$84.59	-28.0%
Prince George	51.6%	64.3%	-12.8	\$110.52	\$118.03	-6.4%	\$56.98	\$75.94	-25.0%
Other B.C. Communities	45.0%	57.8%	-12.7	\$127.76	\$135.77	-5.9%	\$57.52	\$78.42	-26.7%
NORTHWEST TERRITORIES	44.7%	63.0%	-18.3	\$154.16	\$148.16	4.1%	\$68.98	\$93.37	-26.1%
YUKON	36.7%	64.7%	-28.0	\$124.89	\$151.80	-17.7%	\$45.80	\$98.24	-53.4%
CANADA	34.6%	66.6%	-32.0	\$130.47	\$164.18	-20.5%	\$45.19	\$109.35	-58.7%

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

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	28.5%	39.3%	-10.8	\$99.71	\$116.09	-14.1%
50-75 rooms	34.6%	52.0%	-17.5	\$91.99	\$105.63	-12.9%
76-125 rooms	28.7%	55.9%	-27.2	\$100.47	\$120.94	-16.9%
126-200 rooms	27.1%	58.4%	-31.3	\$98.56	\$129.87	-24.1%
201-500 rooms	17.8%	59.4%	-41.6	\$108.17	\$143.19	-24.5%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	26.9%	56.4%	-29.5	\$99.31	\$125.82	-21.1%
Property Type						
Limited Service	31.1%	55.5%	-24.4	\$98.75	\$118.23	-16.5%
Full Service	22.3%	57.5%	-35.3	\$98.76	\$130.82	-24.5%
Suite Hotel	42.1%	70.6%	-28.4	\$103.67	\$140.19	-26.1%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	26.9%	56.4%	-29.5	\$99.31	\$125.82	-21.1%
Price Level						
Budget	29.9%	47.2%	-17.3	\$90.51	\$101.46	-10.8%
Mid-Price	26.8%	58.7%	-31.9	\$100.70	\$129.56	-22.3%
Upscale	17.2%	55.3%	-38.1	\$124.23	\$147.63	-15.8%
Total	26.9%	56.4%	-29.5	\$99.31	\$125.82	-21.1%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	34.3%	46.7%	-12.4	\$101.39	\$120.79	-16.1%
50-75 rooms	42.6%	57.6%	-15.0	\$100.05	\$117.32	-14.7%
76-125 rooms	37.3%	64.1%	-26.9	\$102.96	\$131.45	-21.7%
126-200 rooms	28.5%	67.1%	-38.5	\$104.26	\$143.14	-27.2%
201-500 rooms	17.6%	70.0%	-52.4	\$123.01	\$179.20	-31.4%
Over 500 rooms	12.3%	70.8%	-58.5	\$124.54	\$207.37	-39.9%
Total	27.5%	66.2%	-38.6	\$107.27	\$157.17	-31.7%
Property Type						
Limited Service	37.6%	61.8%	-24.2	\$96.16	\$119.50	-19.5%
Full Service	19.9%	69.1%	-49.2	\$112.18	\$174.59	-35.7%
Suite Hotel	40.4%	72.4%	-32.0	\$112.52	\$154.58	-27.2%
Resort	20.4%	43.4%	-23.0	\$194.47	\$180.18	7.9%
Total	27.5%	66.2%	-38.6	\$107.27	\$157.17	-31.7%
Price Level						
Budget	34.6%	57.3%	-22.7	\$84.90	\$103.15	-17.7%
Mid-Price	29.0%	67.5%	-38.5	\$108.34	\$152.55	-29.0%
Upscale	12.2%	73.3%	-61.0	\$180.05	\$234.00	-23.1%
Total	27.5%	66.2%	-38.6	\$107.27	\$157.17	-31.7%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	37.1%	47.6%	-10.6	\$94.73	\$103.92	-8.8%
50-75 rooms	37.8%	51.6%	-13.7	\$95.34	\$107.29	-11.1%
76-125 rooms	32.8%	55.3%	-22.5	\$105.09	\$121.39	-13.4%
126-200 rooms	28.3%	59.2%	-31.0	\$109.94	\$132.77	-17.2%
201-500 rooms	18.6%	62.9%	-44.3	\$140.29	\$171.13	-18.0%
Over 500 rooms	12.2%	64.3%	-52.1	\$255.72	\$230.83	10.8%
Total	28.3%	57.6%	-29.3	\$112.38	\$140.31	-19.9%
Property Type						
Limited Service	33.9%	53.1%	-19.2	\$97.09	\$111.73	-13.1%
Full Service	22.8%	62.5%	-39.6	\$117.40	\$153.38	-23.5%
Suite Hotel	31.4%	63.9%	-32.5	\$115.66	\$147.41	-21.5%
Resort	28.0%	47.1%	-19.1	\$186.71	\$200.11	-6.7%
Total	28.3%	57.6%	-29.3	\$112.38	\$140.31	-19.9%
Price Level						
Budget	35.6%	51.3%	-15.6	\$86.17	\$99.52	-13.4%
Mid-Price	28.4%	58.5%	-30.1	\$108.97	\$131.41	-17.1%
Upscale	18.5%	61.0%	-42.5	\$202.54	\$220.13	-8.0%
Total	28.3%	57.6%	-29.3	\$112.38	\$140.31	-19.9%

CANADA *

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	35.9%	47.0%	-11.1	\$97.07	\$110.51	-12.2%
50-75 rooms	39.3%	53.8%	-14.5	\$96.97	\$111.09	-12.7%
76-125 rooms	34.3%	58.9%	-24.7	\$103.81	\$125.79	-17.5%
126-200 rooms	28.3%	62.8%	-34.5	\$106.41	\$137.64	-22.7%
201-500 rooms	18.1%	66.2%	-48.1	\$130.24	\$173.96	-25.1%
Over 500 rooms	12.3%	69.2%	-56.9	\$160.15	\$212.85	-24.8%
Total	27.9%	61.5%	-33.6	\$109.14	\$147.77	-26.1%
Property Type						
Limited Service	35.1%	56.7%	-21.6	\$96.84	\$115.58	-16.2%
Full Service	21.3%	65.5%	-44.2	\$113.57	\$163.48	-30.5%
Suite Hotel	37.4%	69.4%	-32.0	\$112.98	\$151.67	-25.5%
Resort	25.3%	45.1%	-19.8	\$188.17	\$193.54	-2.8%
Total	27.9%	61.5%	-33.6	\$109.14	\$147.77	-26.1%
Price Level						
Budget	34.7%	54.0%	-19.3	\$85.81	\$101.60	-15.5%
Mid-Price	28.5%	62.5%	-34.0	\$108.03	\$141.37	-23.6%
Upscale	15.3%	67.0%	-51.7	\$191.22	\$226.49	-15.6%
Total	27.9%	61.5%	-33.6	\$109.14	\$147.77	-26.1%

* Based on the operating results of 244,920 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
ELEVEN MONTHS ENDED NOVEMBER 2020

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	27.6%	53.3%	-25.7	\$108.55	\$124.66	-12.9%
50-75 rooms	32.4%	59.0%	-26.7	\$99.59	\$113.94	-12.6%
76-125 rooms	30.9%	63.0%	-32.2	\$109.28	\$131.70	-17.0%
126-200 rooms	30.3%	66.1%	-35.8	\$115.51	\$144.60	-20.1%
201-500 rooms	23.5%	63.9%	-40.4	\$126.45	\$163.37	-22.6%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	29.5%	63.3%	-33.8	\$111.90	\$139.17	-19.6%
Property Type						
Limited Service	32.3%	62.7%	-30.4	\$109.08	\$128.78	-15.3%
Full Service	25.8%	63.6%	-37.8	\$111.52	\$144.76	-23.0%
Suite Hotel	36.8%	74.9%	-38.2	\$120.03	\$158.12	-24.1%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	29.5%	63.3%	-33.8	\$111.90	\$139.17	-19.6%
Price Level						
Budget	28.4%	54.5%	-26.1	\$96.37	\$109.09	-11.7%
Mid-Price	29.7%	65.5%	-35.8	\$113.50	\$143.64	-21.0%
Upscale	31.1%	62.4%	-31.3	\$150.00	\$171.72	-12.6%
Total	29.5%	63.3%	-33.8	\$111.90	\$139.17	-19.6%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	39.1%	56.3%	-17.3	\$111.18	\$132.56	-16.1%
50-75 rooms	43.8%	64.0%	-20.2	\$109.41	\$121.66	-10.1%
76-125 rooms	40.3%	68.8%	-28.5	\$114.44	\$136.86	-16.4%
126-200 rooms	35.3%	70.4%	-35.0	\$122.14	\$150.68	-18.9%
201-500 rooms	29.1%	72.6%	-43.5	\$159.31	\$191.88	-17.0%
Over 500 rooms	22.6%	74.1%	-51.5	\$179.61	\$226.99	-20.9%
Total	34.3%	70.1%	-35.8	\$130.82	\$167.08	-21.7%
Property Type						
Limited Service	41.2%	66.5%	-25.3	\$105.86	\$123.53	-14.3%
Full Service	28.9%	72.0%	-43.1	\$143.36	\$186.00	-22.9%
Suite Hotel	41.3%	76.1%	-34.8	\$132.25	\$168.38	-21.5%
Resort	36.9%	58.2%	-21.3	\$237.38	\$216.93	9.4%
Total	34.3%	70.1%	-35.8	\$130.82	\$167.08	-21.7%
Price Level						
Budget	39.4%	64.0%	-24.6	\$94.21	\$107.06	-12.0%
Mid-Price	34.6%	71.4%	-36.7	\$128.83	\$161.56	-20.3%
Upscale	25.7%	74.1%	-48.4	\$222.78	\$262.52	-15.1%
Total	34.3%	70.1%	-35.8	\$130.82	\$167.08	-21.7%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	41.4%	55.2%	-13.8	\$104.33	\$116.65	-10.6%
50-75 rooms	41.8%	59.1%	-17.3	\$109.04	\$127.29	-14.3%
76-125 rooms	38.9%	61.9%	-23.0	\$118.22	\$136.96	-13.7%
126-200 rooms	33.9%	63.6%	-29.7	\$124.75	\$150.13	-16.9%
201-500 rooms	30.0%	67.6%	-37.6	\$169.54	\$202.12	-16.1%
Over 500 rooms	27.0%	75.4%	-48.4	\$278.60	\$331.10	-15.9%
Total	35.7%	63.6%	-27.8	\$132.45	\$164.72	-19.6%
Property Type						
Limited Service	38.5%	58.8%	-20.3	\$106.20	\$122.42	-13.2%
Full Service	31.5%	66.5%	-35.0	\$136.81	\$175.48	-22.0%
Suite Hotel	40.8%	69.9%	-29.1	\$134.69	\$169.39	-20.5%
Resort	41.8%	66.9%	-25.1	\$250.46	\$285.80	-12.4%
Total	35.7%	63.6%	-27.8	\$132.45	\$164.72	-19.6%
Price Level						
Budget	39.9%	58.1%	-18.2	\$95.39	\$116.28	-18.0%
Mid-Price	35.2%	63.5%	-28.3	\$123.73	\$147.56	-16.1%
Upscale	32.7%	70.5%	-37.8	\$245.76	\$284.13	-13.5%
Total	35.7%	63.6%	-27.8	\$132.45	\$164.72	-19.6%

CANADA

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	40.2%	55.6%	-15.4	\$106.69	\$122.89	-13.2%
50-75 rooms	41.6%	60.9%	-19.3	\$108.46	\$123.84	-12.4%
76-125 rooms	38.8%	64.7%	-25.9	\$116.04	\$136.49	-15.0%
126-200 rooms	34.2%	66.9%	-32.7	\$122.85	\$149.92	-18.1%
201-500 rooms	29.2%	69.9%	-40.8	\$162.62	\$194.78	-16.5%
Over 500 rooms	23.7%	74.4%	-50.7	\$207.70	\$253.24	-18.0%
Total	34.6%	66.6%	-32.0	\$130.47	\$164.18	-20.5%
Property Type						
Limited Service	39.0%	62.2%	-23.2	\$106.28	\$123.44	-13.9%
Full Service	29.8%	69.1%	-39.3	\$138.57	\$179.22	-22.7%
Suite Hotel	40.9%	74.0%	-33.1	\$132.58	\$168.25	-21.2%
Resort	40.2%	63.7%	-23.6	\$245.67	\$265.26	-7.4%
Total	34.6%	66.6%	-32.0	\$130.47	\$164.18	-20.5%
Price Level						
Budget	38.9%	60.9%	-22.1	\$94.84	\$110.82	-14.4%
Mid-Price	34.5%	67.1%	-32.6	\$125.19	\$153.80	-18.6%
Upscale	29.0%	72.1%	-43.1	\$233.15	\$270.93	-13.9%
Total	34.6%	66.6%	-32.0	\$130.47	\$164.18	-20.5%

** 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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