

June 2021

NATIONAL MARKET REPORT

TRENDS IN THE CANADIAN HOTEL INDUSTRY



REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF JUNE 2021*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
ATLANTIC CANADA	26.9%	18.6%	8.3	\$99.65	\$103.09	-3.3%	\$26.80	\$19.17	39.8%
NEWFOUNDLAND	30.9%	15.0%	15.9	\$92.33	\$107.29	-13.9%	\$28.54	\$16.09	77.4%
St. John's	28.7%	14.4%	14.2	\$87.22	\$103.26	-15.5%	\$25.00	\$14.91	67.7%
PRINCE EDWARD ISLAND	14.6%	16.2%	-1.6	\$106.56	\$104.28	2.2%	\$15.55	\$16.89	-7.9%
NOVA SCOTIA	25.6%	19.5%	6.2	\$94.61	\$101.06	-6.4%	\$24.25	\$19.68	23.2%
Halifax/Dartmouth	21.7%	17.5%	4.3	\$88.99	\$100.49	-11.4%	\$19.32	\$17.54	10.1%
Other Nova Scotia	34.5%	24.6%	9.9	\$102.62	\$102.08	0.5%	\$35.43	\$25.11	41.1%
NEW BRUNSWICK	28.5%	19.7%	8.8	\$105.79	\$104.08	1.6%	\$30.12	\$20.48	47.1%
Moncton	23.3%	20.8%	2.5	\$97.96	\$99.25	-1.3%	\$22.86	\$20.64	10.8%
Other New Brunswick	31.4%	19.2%	12.2	\$109.09	\$106.26	2.7%	\$34.23	\$20.41	67.7%
CENTRAL CANADA	36.4%	22.9%	13.5	\$120.77	\$106.26	13.6%	\$43.94	\$24.37	80.3%
QUEBEC	31.4%	19.4%	12.0	\$142.45	\$111.74	27.5%	\$44.72	\$21.68	106.3%
Greater Quebec City	28.5%	13.1%	15.4	\$127.42	\$120.01	6.2%	\$36.37	\$15.77	130.6%
Other Quebec	41.9%	24.4%	17.5	\$142.41	\$113.55	25.4%	\$59.71	\$27.70	115.6%
Greater Montreal	27.2%	18.7%	8.4	\$146.96	\$108.85	35.0%	\$39.90	\$20.41	95.6%
Downtown Montreal	15.2%	13.4%	1.8	\$144.55	\$94.53	52.9%	\$21.97	\$12.67	73.4%
Montreal Airport/Laval	47.5%	24.4%	23.1	\$159.35	\$122.25	30.3%	\$75.76	\$29.86	153.7%
ONTARIO	38.2%	24.0%	14.2	\$114.59	\$104.93	9.2%	\$43.72	\$25.15	73.8%
Greater Toronto Area (GTA)	36.6%	20.6%	16.0	\$117.33	\$107.11	9.5%	\$42.94	\$22.08	94.5%
Downtown Toronto	16.9%	7.9%	9.0	\$161.48	\$141.97	13.7%	\$27.22	\$11.22	142.5%
Toronto Airport	47.8%	25.4%	22.4	\$140.92	\$109.66	28.5%	\$67.34	\$27.84	141.9%
GTA West	40.1%	24.4%	15.7	\$101.20	\$96.84	4.5%	\$40.58	\$23.62	71.8%
GTA East/North	53.7%	32.9%	20.7	\$93.67	\$101.03	-7.3%	\$50.28	\$33.28	51.1%
Eastern Ontario	43.1%	30.4%	12.7	\$114.37	\$103.82	10.2%	\$49.34	\$31.59	56.2%
Kingston	37.2%	24.7%	12.5	\$114.28	\$97.00	17.8%	\$42.48	\$23.93	77.5%
Other Eastern Ontario	45.9%	32.8%	13.2	\$114.41	\$105.91	8.0%	\$52.57	\$34.71	51.5%
Ottawa	32.8%	23.9%	8.9	\$113.57	\$110.11	3.1%	\$37.26	\$26.36	41.3%
Downtown Ottawa	24.2%	18.4%	5.7	\$126.49	\$118.52	6.7%	\$30.56	\$21.82	40.1%
Ottawa West	44.5%	31.0%	13.5	\$103.47	\$105.69	-2.1%	\$46.04	\$32.77	40.5%
Ottawa East	43.4%	24.7%	18.7	\$107.57	\$103.29	4.1%	\$46.70	\$25.55	82.8%
Southern Ontario	33.8%	21.4%	12.4	\$102.61	\$94.62	8.4%	\$34.70	\$20.26	71.3%
London	42.3%	36.0%	6.3	\$84.47	\$80.99	4.3%	\$35.75	\$29.18	22.5%
Windsor	37.7%	23.3%	14.3	\$97.15	\$96.31	0.9%	\$36.59	\$22.49	62.7%
Kitchener/Waterloo/Cambridge/Guelph	33.6%	24.1%	9.5	\$92.18	\$92.11	0.1%	\$30.99	\$22.23	39.4%
Hamilton/Brantford	48.3%	29.2%	19.2	\$103.02	\$100.86	2.1%	\$49.80	\$29.42	69.3%
Niagara Falls	23.1%	13.0%	10.2	\$122.85	\$103.14	19.1%	\$28.43	\$13.37	112.6%
Other Niagara Region	37.2%	21.2%	16.1	\$102.05	\$89.64	13.8%	\$38.00	\$18.99	100.1%
Other Southern Ontario	43.4%	27.3%	16.1	\$100.00	\$98.03	2.0%	\$43.40	\$26.76	62.2%
Central Ontario	46.9%	29.1%	17.8	\$139.58	\$111.57	25.1%	\$65.51	\$32.52	101.4%
North Eastern Ontario	49.9%	32.7%	17.2	\$105.95	\$104.51	1.4%	\$52.88	\$34.21	54.6%
North Bay	51.0%	33.8%	17.2	\$94.48	\$91.76	3.0%	\$48.20	\$30.99	55.6%
Sudbury	47.4%	30.2%	17.2	\$100.72	\$109.01	-7.6%	\$47.78	\$32.96	45.0%
North Central Ontario	42.9%	30.1%	12.8	\$99.07	\$102.72	-3.5%	\$42.54	\$30.96	37.4%
Sault Ste. Marie	42.9%	30.1%	12.8	\$99.07	\$102.72	-3.5%	\$42.54	\$30.96	37.4%
North Western Ontario	60.6%	44.6%	15.9	\$130.27	\$116.34	12.0%	\$78.89	\$51.91	52.0%
Thunder Bay	56.0%	35.7%	20.3	\$122.28	\$113.02	8.2%	\$68.44	\$40.31	69.8%

* Based on the operating results of 244,791 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 MONTH OF JUNE 2021*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
WESTERN CANADA	39.1%	27.4%	11.7	\$129.79	\$117.61	10.4%	\$50.78	\$32.22	57.6%
MANITOBA	31.8%	27.9%	4.0	\$109.43	\$114.06	-4.1%	\$34.81	\$31.77	9.6%
Winnipeg	27.7%	23.9%	3.8	\$104.81	\$111.02	-5.6%	\$29.02	\$26.52	9.4%
Brandon	37.3%	28.7%	8.6	\$92.37	\$94.90	-2.7%	\$34.44	\$27.20	26.6%
Other Manitoba	42.2%	39.8%	2.4	\$128.66	\$127.80	0.7%	\$54.31	\$50.84	6.8%
SASKATCHEWAN	38.9%	26.1%	12.8	\$102.20	\$97.62	4.7%	\$39.73	\$25.45	56.1%
Regina	30.2%	20.6%	9.6	\$91.80	\$95.97	-4.3%	\$27.76	\$19.76	40.5%
Saskatoon	35.6%	24.6%	11.0	\$105.74	\$99.88	5.9%	\$37.66	\$24.56	53.3%
Other Saskatchewan	47.8%	31.1%	16.7	\$104.29	\$96.99	7.5%	\$49.83	\$30.16	65.2%
ALBERTA (excl. Alta Resorts)	33.3%	24.2%	9.1	\$102.16	\$103.29	-1.1%	\$34.03	\$24.97	36.3%
Calgary	27.7%	17.5%	10.2	\$108.44	\$98.17	10.5%	\$29.99	\$17.16	74.8%
Calgary Airport	32.3%	18.8%	13.5	\$103.67	\$90.88	14.1%	\$33.45	\$17.06	96.1%
Downtown Calgary	17.0%	9.8%	7.2	\$135.05	\$138.86	-2.7%	\$23.00	\$13.63	68.7%
Calgary Northwest	40.8%	23.3%	17.5	\$85.83	\$86.60	-0.9%	\$35.01	\$20.17	73.6%
Calgary South	31.6%	20.9%	10.7	\$105.64	\$95.46	10.7%	\$33.41	\$19.98	67.3%
Edmonton	31.1%	22.9%	8.3	\$91.25	\$101.94	-10.5%	\$28.42	\$23.30	21.9%
Downtown Edmonton	18.5%	10.3%	8.2	\$119.16	\$113.20	5.3%	\$22.05	\$11.69	88.6%
Edmonton South	34.5%	24.6%	9.9	\$83.65	\$93.45	-10.5%	\$28.87	\$23.03	25.4%
Edmonton West	34.8%	30.9%	3.9	\$93.47	\$100.54	-7.0%	\$32.55	\$31.10	4.7%
Other Alberta	38.5%	28.9%	9.6	\$104.97	\$105.77	-0.8%	\$40.44	\$30.58	32.2%
Lethbridge	30.8%	24.1%	6.6	\$93.07	\$90.60	2.7%	\$28.62	\$21.88	30.8%
Red Deer	28.9%	14.8%	14.0	\$88.36	\$90.76	-2.6%	\$25.51	\$13.46	89.6%
Other Alberta Communities	40.4%	31.8%	8.7	\$107.89	\$108.59	-0.7%	\$43.62	\$34.50	26.4%
Alberta Resorts	30.4%	29.8%	0.6	\$272.89	\$201.87	35.2%	\$83.03	\$60.21	37.9%
BRITISH COLUMBIA	47.4%	30.6%	16.7	\$150.71	\$126.05	19.6%	\$71.38	\$38.62	84.8%
Greater Vancouver	44.8%	24.8%	20.0	\$161.15	\$131.25	22.8%	\$72.12	\$32.53	121.7%
Airport (Richmond)	68.3%	41.9%	26.4	\$169.86	\$134.35	26.4%	\$115.95	\$56.26	106.1%
Downtown Vancouver	31.1%	14.0%	17.1	\$184.73	\$146.98	25.7%	\$57.51	\$20.64	178.7%
Langley/Surrey	56.6%	30.8%	25.7	\$115.35	\$111.23	3.7%	\$65.24	\$34.28	90.3%
Other Vancouver	47.8%	30.8%	17.0	\$129.89	\$118.05	10.0%	\$62.08	\$36.37	70.7%
Vancouver Island	46.9%	29.5%	17.4	\$166.82	\$131.59	26.8%	\$78.27	\$38.82	101.6%
Campbell River	66.9%	52.4%	14.5	\$130.25	\$102.69	26.8%	\$87.08	\$53.78	61.9%
Greater Victoria	38.8%	21.8%	16.9	\$164.85	\$127.23	29.6%	\$63.93	\$27.79	130.0%
Nanaimo	48.8%	37.1%	11.7	\$133.34	\$124.43	7.2%	\$65.03	\$46.17	40.9%
Parksville/Qualicum Beach	59.7%	36.3%	23.4	\$183.13	\$160.61	14.0%	\$109.24	\$58.24	87.6%
Other Vancouver Island	60.1%	41.8%	18.3	\$189.08	\$139.52	35.5%	\$113.65	\$58.35	94.8%
Whistler Resort Area	25.7%	18.9%	6.9	\$224.61	\$175.42	28.0%	\$57.80	\$33.12	74.5%
Other British Columbia	53.5%	38.7%	14.8	\$131.89	\$117.68	12.1%	\$70.50	\$45.51	54.9%
Abbotsford/Chilliwack	59.7%	38.0%	21.6	\$101.36	\$89.77	12.9%	\$60.48	\$34.14	77.2%
Kamloops	59.4%	34.2%	25.2	\$106.79	\$95.86	11.4%	\$63.45	\$32.80	93.4%
Kelowna	53.4%	38.9%	14.4	\$162.25	\$126.87	27.9%	\$86.60	\$49.41	75.3%
Penticton	45.4%	29.6%	15.8	\$168.64	\$138.47	21.8%	\$76.64	\$41.05	86.7%
Prince George	52.6%	42.3%	10.3	\$111.99	\$107.20	4.5%	\$58.91	\$45.36	29.9%
Other B.C. Communities	52.3%	39.9%	12.4	\$133.97	\$123.65	8.4%	\$70.11	\$49.32	42.2%
NORTHWEST TERRITORIES	44.6%	34.6%	10.0	\$147.71	\$167.03	-11.6%	\$65.87	\$57.82	13.9%
YUKON	35.6%	25.8%	9.8	\$134.28	\$108.02	24.3%	\$47.83	\$27.92	71.3%
CANADA	36.9%	24.8%	12.2	\$124.07	\$112.18	10.6%	\$45.84	\$27.81	64.8%

* Based on the operating results of 244,791 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 SIX MONTHS ENDED JUNE 2021

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
ATLANTIC CANADA	23.7%	28.0%	-4.3	\$95.83	\$116.09	-17.5%	\$22.71	\$32.55	-30.2%
NEWFOUNDLAND	23.7%	22.7%	1.0	\$91.33	\$115.05	-20.6%	\$21.64	\$26.14	-17.2%
St. John's	22.2%	22.0%	0.3	\$86.96	\$111.80	-22.2%	\$19.34	\$24.57	-21.3%
PRINCE EDWARD ISLAND	18.5%	25.6%	-7.1	\$96.86	\$114.74	-15.6%	\$17.94	\$29.35	-38.9%
NOVA SCOTIA	25.8%	31.4%	-5.6	\$93.98	\$117.28	-19.9%	\$24.26	\$36.84	-34.1%
Halifax/Dartmouth	23.1%	32.5%	-9.4	\$90.67	\$120.67	-24.9%	\$20.94	\$39.19	-46.6%
Other Nova Scotia	32.1%	28.9%	3.2	\$99.52	\$108.35	-8.1%	\$31.99	\$31.32	2.2%
NEW BRUNSWICK	22.3%	27.0%	-4.7	\$98.65	\$112.76	-12.5%	\$21.98	\$30.45	-27.8%
Moncton	21.5%	31.6%	-10.2	\$92.86	\$115.62	-19.7%	\$19.93	\$36.59	-45.5%
Other New Brunswick	22.7%	24.8%	-2.1	\$101.68	\$111.04	-8.4%	\$23.11	\$27.55	-16.1%
CENTRAL CANADA	28.6%	35.7%	-7.1	\$112.28	\$140.17	-19.9%	\$32.12	\$50.04	-35.8%
QUEBEC	21.7%	34.3%	-12.6	\$132.71	\$151.62	-12.5%	\$28.86	\$52.04	-44.5%
Greater Quebec City	17.2%	31.1%	-13.9	\$117.81	\$145.36	-18.9%	\$20.30	\$45.24	-55.1%
Other Quebec	28.6%	36.6%	-7.9	\$133.48	\$158.12	-15.6%	\$38.24	\$57.83	-33.9%
Greater Montreal	19.7%	34.1%	-14.4	\$135.82	\$149.87	-9.4%	\$26.78	\$51.11	-47.6%
Downtown Montreal	10.2%	30.0%	-19.7	\$134.93	\$159.95	-15.6%	\$13.81	\$47.92	-71.2%
Montreal Airport/Laval	34.3%	41.1%	-6.7	\$144.56	\$144.05	0.4%	\$49.66	\$59.13	-16.0%
ONTARIO	31.0%	36.1%	-5.2	\$107.44	\$136.89	-21.5%	\$33.26	\$49.46	-32.8%
Greater Toronto Area (GTA)	32.0%	37.9%	-5.9	\$110.63	\$155.26	-28.7%	\$35.43	\$58.87	-39.8%
Downtown Toronto	12.8%	31.3%	-18.5	\$146.19	\$216.92	-32.6%	\$18.76	\$67.98	-72.4%
Toronto Airport	43.5%	46.4%	-3.0	\$135.60	\$148.47	-8.7%	\$58.93	\$68.91	-14.5%
GTA West	36.4%	39.5%	-3.2	\$94.39	\$120.87	-21.9%	\$34.32	\$47.80	-28.2%
GTA East/North	47.0%	40.9%	6.1	\$92.26	\$121.20	-23.9%	\$43.32	\$49.53	-12.5%
Eastern Ontario	33.3%	35.6%	-2.2	\$106.46	\$113.67	-6.3%	\$35.47	\$40.41	-12.2%
Kingston	27.9%	35.0%	-7.1	\$99.48	\$115.70	-14.0%	\$27.78	\$40.47	-31.4%
Other Eastern Ontario	36.0%	35.8%	0.2	\$109.13	\$112.84	-3.3%	\$39.26	\$40.39	-2.8%
Ottawa	26.2%	40.7%	-14.5	\$111.87	\$147.58	-24.2%	\$29.33	\$60.06	-51.2%
Downtown Ottawa	20.0%	40.3%	-20.3	\$124.94	\$166.89	-25.1%	\$25.02	\$67.31	-62.8%
Ottawa West	35.2%	43.7%	-8.6	\$101.66	\$127.47	-20.2%	\$35.76	\$55.75	-35.9%
Ottawa East	29.6%	35.1%	-5.5	\$104.57	\$121.75	-14.1%	\$30.95	\$42.69	-27.5%
Southern Ontario	27.4%	31.1%	-3.6	\$95.52	\$110.71	-13.7%	\$26.22	\$34.42	-23.8%
London	36.7%	44.0%	-7.2	\$83.03	\$107.84	-23.0%	\$30.50	\$47.43	-35.7%
Windsor	35.0%	33.7%	1.3	\$98.34	\$110.50	-11.0%	\$34.44	\$37.24	-7.5%
Kitchener/Waterloo/Cambridge/Guelph	30.9%	35.8%	-4.9	\$89.73	\$113.96	-21.3%	\$27.69	\$40.79	-32.1%
Hamilton/Brantford	40.4%	36.2%	4.2	\$101.69	\$116.05	-12.4%	\$41.11	\$42.03	-2.2%
Niagara Falls	13.9%	23.3%	-9.4	\$108.24	\$111.50	-2.9%	\$15.05	\$25.99	-42.1%
Other Niagara Region	31.3%	25.9%	5.5	\$88.95	\$105.14	-15.4%	\$27.88	\$27.19	2.5%
Other Southern Ontario	38.2%	32.9%	5.3	\$96.57	\$106.40	-9.2%	\$36.92	\$35.03	5.4%
Central Ontario	32.0%	34.1%	-2.2	\$117.60	\$128.16	-8.2%	\$37.61	\$43.75	-14.0%
North Eastern Ontario	35.5%	35.4%	0.1	\$104.95	\$115.74	-9.3%	\$37.23	\$40.92	-9.0%
North Bay	32.3%	32.3%	0.0	\$91.55	\$107.38	-14.7%	\$29.56	\$34.63	-14.6%
Sudbury	34.7%	37.3%	-2.6	\$104.41	\$115.56	-9.6%	\$36.19	\$43.06	-16.0%
North Central Ontario	28.5%	32.5%	-4.1	\$94.39	\$104.17	-9.4%	\$26.86	\$33.90	-20.8%
Sault Ste. Marie	28.5%	32.5%	-4.1	\$94.39	\$104.17	-9.4%	\$26.86	\$33.90	-20.8%
North Western Ontario	45.9%	47.0%	-1.0	\$123.06	\$122.73	0.3%	\$56.54	\$57.63	-1.9%
Thunder Bay	42.2%	43.8%	-1.6	\$120.26	\$121.38	-0.9%	\$50.81	\$53.20	-4.5%

** 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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REPORT OF ROOMS OPERATIONS BY LOCATION SIX MONTHS ENDED JUNE 2021

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	Point Change	2021	2020	Variance	2021	2020	Variance
WESTERN CANADA	31.4%	34.5%	-3.1	\$119.33	\$135.79	-12.1%	\$37.48	\$46.80	-19.9%
MANITOBA	29.0%	36.7%	-7.7	\$110.06	\$119.26	-7.7%	\$31.95	\$43.81	-27.1%
Winnipeg	26.3%	36.5%	-10.2	\$109.55	\$120.02	-8.7%	\$28.82	\$43.80	-34.2%
Brandon	28.2%	32.3%	-4.2	\$92.62	\$109.03	-15.1%	\$26.08	\$35.23	-26.0%
Other Manitoba	38.7%	40.3%	-1.5	\$119.04	\$121.79	-2.3%	\$46.10	\$49.03	-6.0%
SASKATCHEWAN	30.6%	32.9%	-2.3	\$100.26	\$110.67	-9.4%	\$30.64	\$36.39	-15.8%
Regina	24.9%	31.6%	-6.7	\$89.75	\$111.37	-19.4%	\$22.37	\$35.23	-36.5%
Saskatoon	29.4%	35.1%	-5.8	\$102.23	\$115.98	-11.9%	\$30.03	\$40.74	-26.3%
Other Saskatchewan	35.7%	31.8%	3.9	\$104.02	\$104.98	-0.9%	\$37.13	\$33.39	11.2%
ALBERTA (excl. Alta Resorts)	26.7%	29.9%	-3.2	\$100.47	\$116.11	-13.5%	\$26.82	\$34.76	-22.9%
Calgary	21.0%	28.9%	-7.9	\$104.72	\$124.89	-16.1%	\$22.01	\$36.12	-39.1%
Calgary Airport	24.4%	30.7%	-6.3	\$101.49	\$105.84	-4.1%	\$24.75	\$32.50	-23.9%
Calgary Downtown	11.9%	27.1%	-15.2	\$128.29	\$170.91	-24.9%	\$15.25	\$46.28	-67.1%
Calgary Northwest	36.3%	29.3%	7.0	\$88.33	\$100.02	-11.7%	\$32.06	\$29.27	9.5%
Calgary South	23.5%	27.7%	-4.2	\$101.71	\$113.35	-10.3%	\$23.89	\$31.35	-23.8%
Edmonton	25.4%	30.4%	-4.9	\$90.36	\$116.59	-22.5%	\$22.99	\$35.44	-35.1%
Downtown Edmonton	15.2%	27.2%	-12.0	\$124.05	\$146.82	-15.5%	\$18.80	\$39.88	-52.9%
Edmonton South	29.1%	30.1%	-1.0	\$83.82	\$101.89	-17.7%	\$24.41	\$30.71	-20.5%
Edmonton West	26.8%	33.1%	-6.3	\$88.52	\$109.51	-19.2%	\$23.68	\$36.20	-34.6%
Other Alberta	31.4%	30.3%	1.1	\$103.96	\$110.69	-6.1%	\$32.65	\$33.50	-2.5%
Lethbridge	24.3%	26.3%	-2.0	\$92.12	\$101.57	-9.3%	\$22.38	\$26.74	-16.3%
Red Deer	23.1%	20.6%	2.5	\$87.96	\$101.49	-13.3%	\$20.32	\$20.96	-3.0%
Other Alberta Communities	33.4%	32.2%	1.1	\$106.89	\$112.84	-5.3%	\$35.66	\$36.35	-1.9%
Alberta Resorts	28.2%	34.2%	-5.9	\$221.68	\$220.92	0.3%	\$62.62	\$75.52	-17.1%
BRITISH COLUMBIA	37.2%	39.2%	-2.0	\$132.12	\$153.95	-14.2%	\$49.18	\$60.35	-18.5%
Greater Vancouver	34.9%	42.3%	-7.4	\$144.05	\$161.25	-10.7%	\$50.26	\$68.24	-26.4%
Airport (Richmond)	51.7%	50.6%	1.1	\$159.89	\$148.19	7.9%	\$82.71	\$75.05	10.2%
Downtown Vancouver	22.8%	36.8%	-14.1	\$163.82	\$193.98	-15.5%	\$37.34	\$71.48	-47.8%
Langley/Surrey	49.0%	43.4%	5.6	\$104.49	\$118.51	-11.8%	\$51.24	\$51.45	-0.4%
Other Vancouver	42.0%	46.5%	-4.5	\$114.08	\$128.80	-11.4%	\$47.89	\$59.89	-20.0%
Vancouver Island	39.9%	36.7%	3.2	\$127.94	\$127.09	0.7%	\$51.08	\$46.66	9.5%
Campbell River	56.6%	46.3%	10.4	\$105.25	\$98.35	7.0%	\$59.62	\$45.49	31.1%
Greater Victoria	35.2%	35.0%	0.2	\$122.24	\$130.80	-6.5%	\$43.03	\$45.74	-5.9%
Nanaimo	36.1%	38.0%	-1.9	\$123.64	\$130.17	-5.0%	\$44.60	\$49.44	-9.8%
Parksville/Qualicum Beach	46.7%	35.1%	11.5	\$141.03	\$124.62	13.2%	\$65.80	\$43.77	50.3%
Other Vancouver Island	49.0%	40.3%	8.7	\$143.67	\$125.23	14.7%	\$70.43	\$50.49	39.5%
Whistler Resort Area	20.4%	43.6%	-23.2	\$256.96	\$414.73	-38.0%	\$52.40	\$180.83	-71.0%
Other British Columbia	41.4%	36.2%	5.2	\$113.89	\$113.39	0.4%	\$47.11	\$41.04	14.8%
Abbotsford/Chilliwack	52.7%	46.9%	5.8	\$90.89	\$94.64	-4.0%	\$47.92	\$44.43	7.8%
Kamloops	45.5%	33.0%	12.5	\$96.65	\$96.69	0.0%	\$43.95	\$31.91	37.7%
Kelowna	37.3%	33.4%	3.9	\$121.08	\$119.11	1.7%	\$45.13	\$39.79	13.4%
Penticton	27.8%	22.9%	4.9	\$120.30	\$115.84	3.8%	\$33.44	\$26.49	26.3%
Prince George	43.0%	40.3%	2.6	\$108.94	\$109.48	-0.5%	\$46.80	\$44.15	6.0%
Other B.C. Communities	41.1%	36.8%	4.3	\$120.76	\$119.02	1.5%	\$49.60	\$43.76	13.3%
NORTHWEST TERRITORIES	37.3%	54.0%	-16.7	\$148.33	\$155.25	-4.5%	\$55.34	\$83.79	-34.0%
YUKON	30.9%	36.3%	-5.4	\$115.58	\$123.46	-6.4%	\$35.69	\$44.82	-20.4%
CANADA	29.6%	34.6%	-5.0	\$114.83	\$136.72	-16.0%	\$33.95	\$47.27	-28.2%

** 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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REGIONAL REPORT OF ROOMS OPERATIONS BY PROPERTY SIZE, PROPERTY TYPE AND PRICE LEVEL MONTH OF JUNE 2021*

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	24.6%	13.5%	11.1	\$103.30	\$97.16	6.3%
50-75 rooms	31.6%	25.6%	6.0	\$95.85	\$97.51	-1.7%
76-125 rooms	32.5%	19.6%	12.9	\$96.05	\$103.09	-6.8%
126-200 rooms	22.7%	18.8%	3.9	\$102.12	\$101.95	0.2%
201-500 rooms	19.5%	9.8%	9.7	\$110.42	\$121.97	-9.5%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	26.9%	18.6%	8.3	\$99.65	\$103.09	-3.3%
Property Type						
Limited Service	32.8%	23.0%	9.8	\$98.32	\$100.71	-2.4%
Full Service	19.7%	11.8%	7.9	\$93.23	\$101.46	-8.1%
Suite Hotel	37.4%	21.5%	16.0	\$97.18	\$113.68	-14.5%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	26.9%	18.6%	8.3	\$99.65	\$103.09	-3.3%
Price Level						
Budget	25.2%	17.5%	7.6	\$88.45	\$91.87	-3.7%
Mid-Price	26.9%	18.7%	8.2	\$97.92	\$102.91	-4.9%
Upscale	31.5%	19.8%	11.7	\$170.62	\$147.02	16.1%
Total	26.9%	18.6%	8.3	\$99.65	\$103.09	-3.3%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	40.3%	29.1%	11.3	\$110.97	\$96.32	15.2%
50-75 rooms	49.9%	36.4%	13.5	\$107.98	\$101.09	6.8%
76-125 rooms	46.4%	30.5%	15.9	\$111.77	\$101.18	10.5%
126-200 rooms	37.6%	23.5%	14.1	\$115.62	\$104.78	10.3%
201-500 rooms	27.6%	15.0%	12.6	\$148.40	\$120.78	22.9%
Over 500 rooms	19.0%	8.2%	10.9	\$137.89	\$132.97	3.7%
Total	36.4%	22.9%	13.5	\$120.77	\$106.26	13.6%
Property Type						
Limited Service	46.0%	33.2%	12.9	\$104.15	\$96.29	8.2%
Full Service	28.6%	15.5%	13.1	\$129.92	\$112.86	15.1%
Suite Hotel	48.9%	28.5%	20.4	\$117.35	\$118.02	-0.6%
Resort	29.6%	11.3%	18.3	\$240.58	\$182.81	31.6%
Total	36.4%	22.9%	13.5	\$120.77	\$106.26	13.6%
Price Level						
Budget	38.9%	33.8%	5.1	\$97.63	\$86.81	12.5%
Mid-Price	39.7%	23.2%	16.5	\$114.74	\$107.58	6.7%
Upscale	19.9%	10.7%	9.2	\$207.63	\$152.90	35.8%
Total	36.4%	22.9%	13.5	\$120.77	\$106.26	13.6%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	43.4%	37.2%	6.2	\$103.25	\$97.17	6.3%
50-75 rooms	45.9%	36.4%	9.4	\$115.11	\$105.49	9.1%
76-125 rooms	45.5%	32.2%	13.2	\$117.96	\$109.33	7.9%
126-200 rooms	37.9%	23.5%	14.4	\$126.63	\$117.16	8.1%
201-500 rooms	30.7%	19.4%	11.3	\$161.22	\$146.55	10.0%
Over 500 rooms	18.8%	11.4%	7.4	\$269.52	\$254.58	5.9%
Total	39.1%	27.4%	11.7	\$129.79	\$117.61	10.4%
Property Type						
Limited Service	44.9%	32.9%	12.1	\$106.88	\$101.49	5.3%
Full Service	33.5%	21.3%	12.1	\$137.76	\$122.97	12.0%
Suite Hotel	45.3%	32.1%	13.3	\$121.80	\$117.07	4.0%
Resort	34.8%	26.9%	8.0	\$259.84	\$202.55	28.3%
Total	39.1%	27.4%	11.7	\$129.79	\$117.61	10.4%
Price Level						
Budget	44.2%	35.4%	8.8	\$101.93	\$93.13	9.4%
Mid-Price	40.4%	27.0%	13.4	\$122.52	\$115.06	6.5%
Upscale	26.2%	18.0%	8.2	\$245.89	\$210.37	16.9%
Total	39.1%	27.4%	11.7	\$129.79	\$117.61	10.4%

CANADA *

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	41.7%	33.5%	8.2	\$105.87	\$96.92	9.2%
50-75 rooms	46.0%	35.3%	10.7	\$110.86	\$103.25	7.4%
76-125 rooms	44.7%	30.5%	14.2	\$113.92	\$105.66	7.8%
126-200 rooms	36.4%	23.1%	13.3	\$120.06	\$110.75	8.4%
201-500 rooms	28.5%	16.9%	11.6	\$153.00	\$135.39	13.0%
Over 500 rooms	18.9%	8.9%	10.0	\$172.88	\$169.06	2.3%
Total	36.9%	24.8%	12.2	\$124.07	\$112.18	10.6%
Property Type						
Limited Service	44.2%	32.1%	12.2	\$105.20	\$99.40	5.8%
Full Service	30.0%	17.9%	12.2	\$131.91	\$117.78	12.0%
Suite Hotel	47.2%	29.3%	17.9	\$118.04	\$117.53	0.4%
Resort	33.0%	23.3%	9.6	\$252.06	\$198.79	26.8%
Total	36.9%	24.8%	12.2	\$124.07	\$112.18	10.6%
Price Level						
Budget	41.0%	33.7%	7.2	\$99.79	\$90.52	10.2%
Mid-Price	38.9%	24.7%	14.2	\$117.39	\$111.20	5.6%
Upscale	22.9%	14.3%	8.7	\$226.33	\$186.41	21.4%
Total	36.9%	24.8%	12.2	\$124.07	\$112.18	10.6%

* Based on the operating results of 244,791 rooms (unweighted data)

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NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

REGIONAL REPORT OF ROOMS OPERATIONS
BY PROPERTY SIZE, PROPERTY TYPE AND PRICE LEVEL
SIX MONTHS ENDED JUNE 2021

ATLANTIC

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	19.9%	22.7%	-2.7	\$100.54	\$106.92	-6.0%
50-75 rooms	27.0%	27.2%	-0.1	\$91.44	\$100.19	-8.7%
76-125 rooms	26.7%	29.1%	-2.4	\$94.37	\$113.21	-16.6%
126-200 rooms	22.7%	30.2%	-7.6	\$99.53	\$121.64	-18.2%
201-500 rooms	17.6%	24.1%	-6.5	\$98.27	\$129.33	-24.0%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	23.7%	28.0%	-4.3	\$95.83	\$116.09	-17.5%
Property Type						
Limited Service	26.6%	28.7%	-2.2	\$95.80	\$111.80	-14.3%
Full Service	19.3%	27.0%	-7.6	\$92.72	\$119.68	-22.5%
Suite Hotel	36.5%	33.9%	2.6	\$97.21	\$125.98	-22.8%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	23.7%	28.0%	-4.3	\$95.83	\$116.09	-17.5%
Price Level						
Budget	22.7%	22.5%	0.2	\$83.68	\$95.93	-12.8%
Mid-Price	23.9%	28.9%	-5.0	\$95.73	\$117.72	-18.7%
Upscale	21.5%	25.1%	-3.5	\$142.09	\$138.60	2.5%
Total	23.7%	28.0%	-4.3	\$95.83	\$116.09	-17.5%

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	33.0%	33.4%	-0.4	\$100.56	\$111.46	-9.8%
50-75 rooms	38.9%	37.3%	1.6	\$99.49	\$107.76	-7.7%
76-125 rooms	36.2%	37.9%	-1.7	\$105.02	\$117.73	-10.8%
126-200 rooms	31.0%	37.5%	-6.5	\$107.70	\$131.74	-18.2%
201-500 rooms	21.5%	36.0%	-14.5	\$137.09	\$167.20	-18.0%
Over 500 rooms	13.2%	27.4%	-14.3	\$130.31	\$192.58	-32.3%
Total	28.6%	35.7%	-7.1	\$112.28	\$140.17	-19.9%
Property Type						
Limited Service	36.3%	37.9%	-1.6	\$97.71	\$107.62	-9.2%
Full Service	22.1%	33.2%	-11.1	\$121.88	\$157.48	-22.6%
Suite Hotel	42.1%	41.1%	1.0	\$111.26	\$140.52	-20.8%
Resort	18.0%	38.7%	-20.7	\$216.14	\$223.03	-3.1%
Total	28.6%	35.7%	-7.1	\$112.28	\$140.17	-19.9%
Price Level						
Budget	32.8%	36.9%	-4.0	\$88.29	\$92.13	-4.2%
Mid-Price	31.6%	36.4%	-4.7	\$109.30	\$134.70	-18.9%
Upscale	12.3%	31.5%	-19.2	\$193.66	\$219.24	-11.7%
Total	28.6%	35.7%	-7.1	\$112.28	\$140.17	-19.9%

WESTERN

CANADA

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	37.5%	35.4%	2.0	\$96.84	\$99.83	-3.0%
50-75 rooms	38.1%	36.0%	2.1	\$103.19	\$104.08	-0.9%
76-125 rooms	36.2%	35.2%	1.0	\$108.39	\$116.89	-7.3%
126-200 rooms	31.0%	33.1%	-2.2	\$117.83	\$127.68	-7.7%
201-500 rooms	23.9%	33.4%	-9.5	\$149.98	\$175.62	-14.6%
Over 500 rooms	13.2%	35.4%	-22.2	\$260.08	\$276.38	-5.9%
Total	31.4%	34.5%	-3.1	\$119.33	\$135.79	-12.1%
Property Type						
Limited Service	36.1%	34.6%	1.5	\$100.34	\$105.62	-5.0%
Full Service	26.6%	33.5%	-6.9	\$127.32	\$143.85	-11.5%
Suite Hotel	37.2%	39.0%	-1.8	\$115.74	\$145.85	-20.6%
Resort	28.8%	36.2%	-7.4	\$215.87	\$259.51	-16.8%
Total	31.4%	34.5%	-3.1	\$119.33	\$135.79	-12.1%
Price Level						
Budget	36.9%	35.1%	1.8	\$93.10	\$93.52	-0.4%
Mid-Price	32.2%	33.8%	-1.6	\$114.43	\$123.89	-7.6%
Upscale	20.6%	37.6%	-17.0	\$216.42	\$253.63	-14.7%
Total	31.4%	34.5%	-3.1	\$119.33	\$135.79	-12.1%

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	35.3%	34.3%	1.0	\$98.10	\$103.81	-5.5%
50-75 rooms	37.3%	35.6%	1.7	\$100.89	\$105.18	-4.1%
76-125 rooms	35.4%	35.8%	-0.4	\$106.04	\$117.01	-9.4%
126-200 rooms	30.3%	34.8%	-4.5	\$111.94	\$129.16	-13.3%
201-500 rooms	22.4%	34.1%	-11.8	\$141.45	\$169.53	-16.6%
Over 500 rooms	13.2%	29.3%	-16.1	\$165.88	\$215.78	-23.1%
Total	29.6%	34.6%	-5.0	\$114.83	\$136.72	-16.0%
Property Type						
Limited Service	35.3%	35.3%	0.0	\$98.98	\$106.88	-7.4%
Full Service	23.8%	33.0%	-9.1	\$122.85	\$149.60	-17.9%
Suite Hotel	40.2%	40.1%	0.1	\$112.06	\$141.67	-20.9%
Resort	25.5%	36.4%	-10.9	\$214.27	\$248.59	-13.8%
Total	29.6%	34.6%	-5.0	\$114.83	\$136.72	-16.0%
Price Level						
Budget	34.5%	35.1%	-0.7	\$90.91	\$93.02	-2.3%
Mid-Price	31.2%	34.5%	-3.3	\$110.82	\$128.56	-13.8%
Upscale	16.2%	34.2%	-18.0	\$205.51	\$235.53	-12.7%
Total	29.6%	34.6%	-5.0	\$114.83	\$136.72	-16.0%

** 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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