

November 2021

NATIONAL MARKET REPORT

TRENDS IN THE CANADIAN HOTEL INDUSTRY



REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF NOVEMBER 2021*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
ATLANTIC CANADA	44.6%	26.9%	17.7	\$117.15	\$99.22	18.1%	\$52.20	\$26.67	95.7%
NEWFOUNDLAND	46.1%	29.8%	16.3	\$112.27	\$100.66	11.5%	\$51.81	\$30.05	72.4%
St. John's	43.3%	28.2%	15.1	\$110.39	\$96.77	14.1%	\$47.78	\$27.29	75.1%
PRINCE EDWARD ISLAND	34.2%	20.9%	13.2	\$114.00	\$95.34	19.6%	\$38.96	\$19.97	95.1%
NOVA SCOTIA	51.9%	32.2%	19.7	\$121.42	\$98.73	23.0%	\$63.07	\$31.84	98.1%
Halifax/Dartmouth	51.2%	27.4%	23.8	\$124.51	\$97.96	27.1%	\$63.72	\$26.81	137.7%
Other Nova Scotia	53.7%	44.5%	9.2	\$114.81	\$99.91	14.9%	\$61.61	\$44.46	38.6%
NEW BRUNSWICK	38.1%	21.3%	16.8	\$113.71	\$99.69	14.1%	\$43.33	\$21.26	103.8%
Moncton	35.6%	18.9%	16.8	\$113.44	\$99.89	13.6%	\$40.42	\$18.85	114.5%
Other New Brunswick	39.5%	22.7%	16.8	\$113.85	\$99.60	14.3%	\$44.94	\$22.60	98.9%
CENTRAL CANADA	51.6%	27.5%	24.0	\$140.43	\$107.24	30.9%	\$72.40	\$29.50	145.4%
QUEBEC	45.2%	17.9%	27.4	\$152.77	\$117.04	30.5%	\$69.13	\$20.93	230.3%
Greater Quebec City	42.0%	16.4%	25.7	\$153.66	\$108.56	41.5%	\$64.58	\$17.76	263.7%
Other Quebec	46.6%	24.9%	21.7	\$144.79	\$118.90	21.8%	\$67.49	\$29.61	127.9%
Greater Montreal	45.5%	14.7%	30.8	\$156.57	\$118.07	32.6%	\$71.30	\$17.41	309.6%
Downtown Montreal	42.4%	7.4%	35.0	\$174.46	\$131.73	32.4%	\$73.94	\$9.75	658.2%
Montreal Airport/Laval	49.9%	24.1%	25.8	\$137.80	\$114.34	20.5%	\$68.71	\$27.56	149.4%
ONTARIO	53.7%	30.6%	23.1	\$136.79	\$105.36	29.8%	\$73.46	\$32.23	127.9%
Greater Toronto Area (GTA)	56.0%	24.7%	31.4	\$147.46	\$102.70	43.6%	\$82.60	\$25.32	226.2%
Downtown Toronto	51.0%	10.4%	40.6	\$207.53	\$151.46	37.0%	\$105.83	\$15.68	575.0%
Toronto Airport	56.7%	22.0%	34.7	\$120.81	\$103.47	16.8%	\$68.49	\$22.76	200.9%
GTA West	58.5%	32.5%	26.0	\$112.39	\$89.16	26.1%	\$65.72	\$28.94	127.1%
GTA East/North	61.5%	41.8%	19.6	\$119.69	\$94.05	27.3%	\$73.56	\$39.33	87.0%
Eastern Ontario	51.9%	39.6%	12.3	\$122.29	\$105.26	16.2%	\$63.44	\$41.70	52.1%
Kingston	53.3%	32.9%	20.4	\$128.97	\$101.82	26.7%	\$68.72	\$33.47	105.3%
Other Eastern Ontario	51.2%	43.0%	8.2	\$118.97	\$106.58	11.6%	\$60.91	\$45.81	33.0%
Ottawa	52.9%	25.9%	26.9	\$140.69	\$113.44	24.0%	\$74.39	\$29.41	152.9%
Downtown Ottawa	49.9%	19.0%	30.8	\$158.67	\$124.41	27.5%	\$79.12	\$23.69	234.0%
Ottawa West	58.5%	35.7%	22.7	\$124.42	\$106.12	17.2%	\$72.72	\$37.91	91.9%
Ottawa East	50.4%	28.8%	21.5	\$118.01	\$106.89	10.4%	\$59.44	\$30.82	92.9%
Southern Ontario	50.5%	32.0%	18.5	\$125.36	\$99.63	25.8%	\$63.33	\$31.88	98.7%
London	62.7%	39.1%	23.6	\$117.66	\$90.62	29.8%	\$73.81	\$35.46	108.1%
Windsor	45.7%	36.1%	9.6	\$116.36	\$101.23	14.9%	\$53.22	\$36.59	45.5%
Kitchener/Waterloo/Cambridge/Guelph	57.6%	30.9%	26.7	\$121.71	\$96.98	25.5%	\$70.13	\$30.00	133.7%
Hamilton/Brantford	65.7%	48.5%	17.2	\$122.89	\$104.82	17.2%	\$80.74	\$50.83	58.8%
Niagara Falls	41.2%	24.1%	17.1	\$139.49	\$104.63	33.3%	\$57.49	\$25.21	128.1%
Other Niagara Region	45.8%	31.1%	14.7	\$124.08	\$93.69	32.4%	\$56.81	\$29.14	94.9%
Other Southern Ontario	52.3%	34.8%	17.5	\$110.77	\$98.94	12.0%	\$57.92	\$34.46	68.1%
Central Ontario	44.6%	37.0%	7.7	\$137.94	\$114.81	20.1%	\$61.59	\$42.45	45.1%
North Eastern Ontario	58.3%	46.8%	11.4	\$121.69	\$107.33	13.4%	\$70.94	\$50.28	41.1%
North Bay	65.6%	50.6%	15.0	\$111.19	\$101.11	10.0%	\$72.94	\$51.15	42.6%
Sudbury	56.5%	46.0%	10.5	\$125.73	\$109.63	14.7%	\$71.05	\$50.48	40.8%
North Central Ontario									
Sault Ste. Marie	49.0%	32.3%	16.7	\$105.10	\$99.77	5.3%	\$51.50	\$32.20	59.9%
North Western Ontario									
Thunder Bay	71.9%	55.3%	16.6	\$134.15	\$122.80	9.2%	\$96.42	\$67.89	42.0%
	72.2%	52.7%	19.6	\$133.23	\$123.09	8.2%	\$96.26	\$64.86	48.4%

* Based on the operating results of 250,831 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 NOVEMBER 2021*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
WESTERN CANADA	48.7%	28.2%	20.5	\$132.65	\$112.45	18.0%	\$64.62	\$31.75	103.5%
MANITOBA	50.5%	24.6%	25.9	\$120.71	\$109.70	10.0%	\$61.00	\$27.01	125.8%
Winnipeg	51.7%	20.6%	31.0	\$122.01	\$109.29	11.6%	\$63.02	\$22.53	179.7%
Brandon	46.4%	24.9%	21.5	\$106.28	\$94.15	12.9%	\$49.33	\$23.49	110.0%
Other Manitoba	49.4%	39.1%	10.3	\$124.35	\$117.13	6.2%	\$61.47	\$45.85	34.0%
SASKATCHEWAN	48.8%	26.7%	22.1	\$115.76	\$99.57	16.3%	\$56.51	\$26.56	112.7%
Regina	48.7%	24.4%	24.3	\$117.61	\$91.02	29.2%	\$57.24	\$22.22	157.6%
Saskatoon	48.3%	23.4%	24.9	\$119.29	\$102.79	16.0%	\$57.67	\$24.07	139.6%
Other Saskatchewan	49.3%	31.5%	17.8	\$111.32	\$102.12	9.0%	\$54.93	\$32.19	70.6%
ALBERTA (excl. Alta Resorts)	43.0%	25.3%	17.7	\$113.82	\$102.17	11.4%	\$48.96	\$25.82	89.6%
Calgary	37.8%	19.4%	18.5	\$121.53	\$101.15	20.2%	\$45.96	\$19.58	134.7%
Calgary Airport	42.4%	22.0%	20.4	\$106.78	\$91.03	17.3%	\$45.23	\$20.01	126.0%
Downtown Calgary	30.5%	11.4%	19.1	\$153.48	\$136.43	12.5%	\$46.85	\$15.52	201.9%
Calgary Northwest	46.2%	25.0%	21.2	\$101.23	\$81.49	24.2%	\$46.76	\$20.40	129.3%
Calgary South	38.6%	25.8%	12.8	\$117.52	\$100.10	17.4%	\$45.35	\$25.85	75.4%
Edmonton	42.9%	22.9%	20.0	\$112.04	\$101.48	10.4%	\$48.10	\$23.29	106.5%
Downtown Edmonton	41.2%	12.8%	28.4	\$154.85	\$127.39	21.6%	\$63.85	\$16.33	290.9%
Edmonton South	42.7%	25.4%	17.3	\$94.64	\$89.29	6.0%	\$40.42	\$22.70	78.1%
Edmonton West	44.9%	25.4%	19.5	\$111.45	\$95.15	17.1%	\$50.02	\$24.19	106.8%
Other Alberta	46.5%	31.0%	15.5	\$110.79	\$102.98	7.6%	\$51.53	\$31.92	61.5%
Lethbridge	44.1%	24.3%	19.8	\$105.55	\$89.24	18.3%	\$46.56	\$21.66	115.0%
Red Deer	41.9%	20.8%	21.1	\$109.14	\$89.51	21.9%	\$45.70	\$18.63	145.3%
Other Alberta Communities	47.1%	33.3%	13.8	\$111.80	\$105.67	5.8%	\$52.68	\$35.20	49.7%
Alberta Resorts	46.7%	30.2%	16.5	\$230.90	\$204.39	13.0%	\$107.93	\$61.81	74.6%
BRITISH COLUMBIA	54.6%	32.2%	22.4	\$147.08	\$116.41	26.3%	\$80.25	\$37.46	114.2%
Greater Vancouver	56.0%	27.1%	28.9	\$158.34	\$120.29	31.6%	\$88.66	\$32.56	172.3%
Airport (Richmond)	56.0%	33.0%	23.0	\$141.64	\$112.15	26.3%	\$79.35	\$37.05	114.2%
Downtown Vancouver	52.5%	17.5%	35.1	\$181.52	\$143.19	26.8%	\$95.33	\$25.01	281.2%
Langley/Surrey	67.1%	44.0%	23.2	\$129.43	\$103.93	24.5%	\$86.90	\$45.72	90.1%
Other Vancouver	59.7%	38.6%	21.2	\$135.89	\$108.79	24.9%	\$81.17	\$41.98	93.4%
Vancouver Island	62.7%	36.7%	25.9	\$162.67	\$131.70	23.5%	\$101.93	\$48.38	110.7%
Campbell River	74.3%	52.1%	22.2	\$115.73	\$94.37	22.6%	\$86.02	\$49.16	75.0%
Greater Victoria	60.1%	29.7%	30.4	\$163.27	\$128.19	27.4%	\$98.10	\$38.04	157.9%
Nanaimo	69.2%	36.9%	32.3	\$147.09	\$126.17	16.6%	\$101.85	\$46.57	118.7%
Parksville/Qualicum Beach	60.0%	46.6%	13.3	\$157.30	\$122.65	28.3%	\$94.32	\$57.19	64.9%
Other Vancouver Island	65.3%	49.6%	15.7	\$187.77	\$156.96	19.6%	\$122.60	\$77.86	57.5%
Whistler Resort Area	37.9%	20.3%	17.6	\$240.03	\$174.42	37.6%	\$90.99	\$35.41	157.0%
Other British Columbia	52.7%	38.1%	14.7	\$118.87	\$103.70	14.6%	\$62.68	\$39.48	58.8%
Abbotsford/Chilliwack	76.5%	44.0%	32.6	\$114.23	\$89.68	27.4%	\$87.42	\$39.44	121.7%
Kamloops	76.5%	45.6%	30.9	\$112.28	\$91.13	23.2%	\$85.91	\$41.56	106.7%
Kelowna	48.9%	28.6%	20.3	\$122.49	\$103.29	18.6%	\$59.85	\$29.53	102.7%
Penticton	29.4%	19.2%	10.3	\$112.29	\$97.93	14.7%	\$33.04	\$18.76	76.1%
Prince George	61.4%	63.9%	-2.6	\$118.12	\$107.02	10.4%	\$72.47	\$68.40	6.0%
Other B.C. Communities	46.8%	36.2%	10.5	\$121.47	\$109.10	11.3%	\$56.83	\$39.54	43.7%
NORTHWEST TERRITORIES	46.2%	29.5%	16.6	\$143.93	\$149.85	-4.0%	\$66.43	\$44.24	50.2%
YUKON	44.5%	27.4%	17.1	\$135.72	\$117.73	15.3%	\$60.36	\$32.27	87.1%
CANADA	49.7%	27.8%	21.9	\$135.39	\$109.16	24.0%	\$67.34	\$30.35	121.9%

* Based on the operating results of 250,831 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 2021

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
ATLANTIC CANADA	39.1%	29.5%	9.6	\$116.25	\$111.80	4.0%	\$45.49	\$32.96	38.0%
NEWFOUNDLAND	37.9%	26.1%	11.8	\$108.40	\$109.64	-1.1%	\$41.09	\$28.65	43.4%
St. John's	35.5%	24.4%	11.1	\$104.71	\$105.33	-0.6%	\$37.20	\$25.69	44.8%
PRINCE EDWARD ISLAND	35.5%	28.5%	7.0	\$133.70	\$108.90	22.8%	\$47.50	\$31.06	52.9%
NOVA SCOTIA	42.9%	32.3%	10.6	\$115.59	\$111.58	3.6%	\$49.58	\$36.02	37.6%
Halifax/Dartmouth	41.1%	30.7%	10.4	\$116.20	\$112.94	2.9%	\$47.78	\$34.65	37.9%
Other Nova Scotia	47.0%	36.1%	10.8	\$114.35	\$108.81	5.1%	\$53.69	\$39.32	36.6%
NEW BRUNSWICK	36.3%	28.0%	8.3	\$116.60	\$111.42	4.6%	\$42.31	\$31.24	35.5%
Moncton	33.8%	29.8%	3.9	\$111.23	\$111.70	-0.4%	\$37.56	\$33.34	12.7%
Other New Brunswick	37.7%	27.1%	10.6	\$119.26	\$111.26	7.2%	\$44.94	\$30.18	48.9%
CENTRAL CANADA	41.7%	34.3%	7.5	\$133.72	\$130.92	2.1%	\$55.82	\$44.88	24.4%
QUEBEC	35.3%	29.8%	5.5	\$154.92	\$144.16	7.5%	\$54.76	\$43.00	27.4%
Greater Quebec City	33.0%	29.7%	3.3	\$161.80	\$140.10	15.5%	\$53.37	\$41.65	28.1%
Other Quebec	43.3%	37.1%	6.2	\$155.51	\$150.16	3.6%	\$67.41	\$55.76	20.9%
Greater Montreal	32.1%	26.3%	5.8	\$152.15	\$141.25	7.7%	\$48.86	\$37.16	31.5%
Downtown Montreal	25.2%	20.9%	4.3	\$171.57	\$154.34	11.2%	\$43.29	\$32.27	34.2%
Montreal Airport/Laval	42.2%	34.4%	7.8	\$141.67	\$134.24	5.5%	\$59.81	\$46.20	29.5%
ONTARIO	44.0%	35.7%	8.3	\$127.89	\$127.49	0.3%	\$56.23	\$45.52	23.5%
Greater Toronto Area (GTA)	43.2%	32.6%	10.5	\$128.75	\$138.63	-7.1%	\$55.58	\$45.24	22.9%
Downtown Toronto	29.2%	23.1%	6.0	\$189.81	\$204.29	-7.1%	\$55.35	\$47.24	17.2%
Toronto Airport	48.2%	35.5%	12.7	\$128.92	\$134.60	-4.2%	\$62.15	\$47.75	30.2%
GTA West	46.9%	37.0%	10.0	\$102.85	\$108.79	-5.5%	\$48.25	\$40.20	20.0%
GTA East/North	56.5%	41.0%	15.5	\$104.93	\$111.09	-5.5%	\$59.33	\$45.57	30.2%
Eastern Ontario	48.6%	41.8%	6.8	\$127.48	\$116.33	9.6%	\$61.98	\$48.62	27.5%
Kingston	45.3%	36.8%	8.5	\$135.22	\$117.98	14.6%	\$61.24	\$43.43	41.0%
Other Eastern Ontario	50.2%	44.0%	6.2	\$124.15	\$115.71	7.3%	\$62.34	\$50.90	22.5%
Ottawa	41.1%	37.0%	4.1	\$130.88	\$136.34	-4.0%	\$53.81	\$50.40	6.8%
Downtown Ottawa	35.5%	35.0%	0.6	\$147.19	\$151.88	-3.1%	\$52.32	\$53.09	-1.5%
Ottawa West	48.9%	41.4%	7.5	\$116.73	\$121.36	-3.8%	\$57.04	\$50.24	13.5%
Ottawa East	44.4%	34.3%	10.2	\$114.85	\$116.69	-1.6%	\$51.04	\$40.00	27.6%
Southern Ontario	40.9%	33.2%	7.7	\$120.46	\$108.93	10.6%	\$49.30	\$36.19	36.2%
London	49.6%	41.7%	8.0	\$97.43	\$99.66	-2.2%	\$48.36	\$41.54	16.4%
Windsor	43.8%	33.2%	10.6	\$103.86	\$109.24	-4.9%	\$45.53	\$36.28	25.5%
Kitchener/Waterloo/Cambridge/Guelph	43.6%	35.2%	8.4	\$105.13	\$106.48	-1.3%	\$45.84	\$37.44	22.4%
Hamilton/Brantford	51.3%	39.4%	11.9	\$111.54	\$111.50	0.0%	\$57.18	\$43.92	30.2%
Niagara Falls	31.7%	28.1%	3.6	\$156.16	\$115.88	34.8%	\$49.58	\$32.61	52.0%
Other Niagara Region	42.8%	30.9%	11.9	\$116.27	\$104.67	11.1%	\$49.76	\$32.37	53.7%
Other Southern Ontario	46.1%	34.5%	11.6	\$106.20	\$105.49	0.7%	\$48.96	\$36.39	34.6%
Central Ontario	45.8%	42.2%	3.6	\$159.72	\$148.00	7.9%	\$73.12	\$62.44	17.1%
North Eastern Ontario	50.7%	43.5%	7.1	\$115.06	\$112.43	2.3%	\$58.29	\$48.93	19.1%
North Bay	52.3%	43.2%	9.1	\$104.12	\$103.83	0.3%	\$54.48	\$44.87	21.4%
Sudbury	50.0%	44.9%	5.1	\$117.11	\$112.88	3.7%	\$58.56	\$50.73	15.4%
North Central Ontario	48.2%	40.3%	7.9	\$112.54	\$105.57	6.6%	\$54.26	\$42.56	27.5%
Sault Ste. Marie	48.2%	40.3%	7.9	\$112.54	\$105.57	6.6%	\$54.26	\$42.56	27.5%
North Western Ontario	61.3%	54.2%	7.1	\$132.81	\$124.06	7.1%	\$81.43	\$67.23	21.1%
Thunder Bay	59.1%	50.6%	8.5	\$130.25	\$122.67	6.2%	\$77.00	\$62.12	23.9%

** 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 2021

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	Point Change	2021	2020	Variance	2021	2020	Variance
WESTERN CANADA	42.4%	35.7%	6.7	\$137.69	\$132.57	3.9%	\$58.39	\$47.28	23.5%
MANITOBA	41.7%	35.8%	5.8	\$117.59	\$117.92	-0.3%	\$48.98	\$42.24	16.0%
Winnipeg	39.6%	33.3%	6.4	\$117.05	\$118.07	-0.9%	\$46.38	\$39.28	18.1%
Brandon	41.9%	33.7%	8.1	\$101.43	\$102.85	-1.4%	\$42.48	\$34.70	22.4%
Other Manitoba	48.2%	46.2%	2.0	\$127.51	\$124.32	2.6%	\$61.51	\$57.45	7.1%
SASKATCHEWAN	39.7%	33.3%	6.4	\$107.13	\$106.44	0.6%	\$42.54	\$35.44	20.1%
Regina	34.0%	30.9%	3.1	\$101.33	\$103.77	-2.4%	\$34.50	\$32.10	7.5%
Saskatoon	39.0%	32.6%	6.3	\$109.33	\$111.19	-1.7%	\$42.62	\$36.30	17.4%
Other Saskatchewan	44.4%	35.6%	8.8	\$108.45	\$104.11	4.2%	\$48.12	\$37.07	29.8%
ALBERTA (excl. Alta Resorts)	36.5%	30.5%	6.0	\$108.74	\$111.50	-2.5%	\$39.67	\$34.03	16.6%
Calgary	32.9%	26.8%	6.1	\$119.15	\$115.52	3.1%	\$39.15	\$30.92	26.6%
Calgary Airport	36.5%	29.0%	7.5	\$108.67	\$100.62	8.0%	\$39.64	\$29.15	36.0%
Calgary Downtown	24.2%	20.9%	3.4	\$147.93	\$159.06	-7.0%	\$35.87	\$33.16	8.1%
Calgary Northwest	45.8%	32.4%	13.4	\$101.91	\$93.46	9.0%	\$46.71	\$30.28	54.3%
Calgary South	35.3%	29.3%	6.0	\$115.58	\$106.86	8.2%	\$40.82	\$31.33	30.3%
Edmonton	34.0%	29.2%	4.8	\$99.26	\$112.80	-12.0%	\$33.73	\$32.89	2.6%
Downtown Edmonton	24.6%	24.7%	0.0	\$131.58	\$145.18	-9.4%	\$32.41	\$35.81	-9.5%
Edmonton South	36.9%	29.7%	7.3	\$89.22	\$97.76	-8.7%	\$32.96	\$29.02	13.6%
Edmonton West	36.2%	31.5%	4.8	\$100.41	\$105.17	-4.5%	\$36.38	\$33.08	10.0%
Other Alberta	40.6%	33.8%	6.8	\$108.43	\$108.73	-0.3%	\$44.04	\$36.78	19.7%
Lethbridge	36.0%	29.0%	7.0	\$99.93	\$96.79	3.2%	\$35.99	\$28.09	28.1%
Red Deer	33.7%	22.0%	11.7	\$94.63	\$97.39	-2.8%	\$31.90	\$21.45	48.7%
Other Alberta Communities	42.0%	35.9%	6.1	\$111.10	\$111.37	-0.2%	\$46.64	\$39.96	16.7%
Alberta Resorts	39.9%	40.1%	-0.1	\$291.32	\$242.29	20.2%	\$116.36	\$97.12	19.8%
BRITISH COLUMBIA	49.7%	41.3%	8.4	\$158.81	\$147.71	7.5%	\$78.96	\$60.98	29.5%
Greater Vancouver	47.4%	37.2%	10.1	\$166.01	\$149.44	11.1%	\$78.68	\$55.66	41.4%
Airport (Richmond)	56.1%	44.0%	12.1	\$160.87	\$138.34	16.3%	\$90.25	\$60.80	48.4%
Downtown Vancouver	39.2%	30.3%	8.9	\$193.95	\$179.66	8.0%	\$76.10	\$54.48	39.7%
Langley/Surrey	59.9%	45.2%	14.8	\$125.41	\$113.88	10.1%	\$75.15	\$51.43	46.1%
Other Vancouver	53.3%	44.4%	8.9	\$136.91	\$124.11	10.3%	\$73.04	\$55.12	32.5%
Vancouver Island	55.2%	42.7%	12.5	\$178.85	\$147.59	21.2%	\$98.73	\$63.00	56.7%
Campbell River	70.0%	57.6%	12.4	\$134.34	\$111.33	20.7%	\$94.08	\$64.11	46.7%
Greater Victoria	50.7%	37.8%	12.9	\$178.12	\$143.13	24.4%	\$90.34	\$54.14	66.9%
Nanaimo	55.0%	46.3%	8.7	\$152.46	\$132.77	14.8%	\$83.79	\$61.44	36.4%
Parksville/Qualicum Beach	61.1%	46.7%	14.4	\$189.80	\$162.45	16.8%	\$116.03	\$75.89	52.9%
Other Vancouver Island	62.4%	50.7%	11.6	\$203.02	\$171.91	18.1%	\$126.66	\$87.24	45.2%
Whistler Resort Area	34.1%	42.2%	-8.0	\$263.32	\$311.57	-15.5%	\$89.90	\$131.37	-31.6%
Other British Columbia	52.7%	45.0%	7.7	\$135.22	\$125.12	8.1%	\$71.33	\$56.36	26.6%
Abbotsford/Chilliwack	63.4%	48.7%	14.6	\$110.48	\$95.87	15.2%	\$70.04	\$46.73	49.9%
Kamloops	61.7%	42.5%	19.3	\$116.36	\$99.66	16.8%	\$71.83	\$42.33	69.7%
Kelowna	50.8%	44.6%	6.2	\$165.48	\$143.70	15.2%	\$83.98	\$64.08	31.1%
Penticton	41.0%	38.0%	3.0	\$170.62	\$160.13	6.6%	\$69.95	\$60.91	14.8%
Prince George	56.7%	50.8%	5.9	\$115.08	\$109.55	5.1%	\$65.22	\$55.67	17.2%
Other B.C. Communities	50.4%	45.0%	5.4	\$136.67	\$129.68	5.4%	\$68.94	\$58.36	18.1%
NORTHWEST TERRITORIES	37.9%	44.7%	-6.9	\$145.31	\$154.16	-5.7%	\$55.02	\$68.98	-20.2%
YUKON	40.2%	36.2%	4.0	\$132.66	\$124.83	6.3%	\$53.38	\$45.23	18.0%
CANADA	41.9%	34.6%	7.3	\$134.39	\$130.57	2.9%	\$56.25	\$45.17	24.5%

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

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	41.3%	27.7%	13.7	\$114.80	\$99.91	14.9%
50-75 rooms	46.5%	34.6%	11.9	\$106.46	\$91.99	15.7%
76-125 rooms	48.6%	28.6%	20.0	\$113.03	\$100.23	12.8%
126-200 rooms	43.0%	27.1%	15.8	\$120.26	\$98.56	22.0%
201-500 rooms	38.6%	17.8%	20.8	\$131.08	\$108.17	21.2%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	44.6%	26.9%	17.7	\$117.15	\$99.22	18.1%
Property Type						
Limited Service	47.0%	30.6%	16.4	\$112.69	\$98.23	14.7%
Full Service	41.8%	22.3%	19.5	\$120.05	\$99.29	20.9%
Suite Hotel	59.8%	42.1%	17.7	\$129.74	\$103.67	25.2%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	44.6%	26.9%	17.7	\$117.15	\$99.22	18.1%
Price Level						
Budget	35.8%	25.8%	10.0	\$98.24	\$87.32	12.5%
Mid-Price	45.9%	27.4%	18.4	\$118.34	\$100.08	18.3%
Upscale	38.5%	16.3%	22.2	\$138.29	\$125.27	10.4%
Total	44.6%	26.9%	17.7	\$117.15	\$99.22	18.1%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	49.8%	33.4%	16.4	\$119.28	\$101.80	17.2%
50-75 rooms	56.3%	42.5%	13.9	\$118.36	\$100.23	18.1%
76-125 rooms	57.2%	37.3%	20.0	\$124.59	\$103.00	21.0%
126-200 rooms	53.7%	28.2%	25.5	\$130.56	\$104.63	24.8%
201-500 rooms	46.3%	17.8%	28.5	\$164.15	\$121.80	34.8%
Over 500 rooms	43.6%	12.3%	31.3	\$179.05	\$124.53	43.8%
Total	51.6%	27.5%	24.0	\$140.43	\$107.24	30.9%
Property Type						
Limited Service	55.2%	36.5%	18.6	\$114.68	\$95.67	19.9%
Full Service	48.7%	19.9%	28.8	\$155.76	\$112.94	37.9%
Suite Hotel	63.9%	42.4%	21.5	\$134.85	\$111.52	20.9%
Resort	33.0%	20.3%	12.6	\$206.16	\$194.58	6.0%
Total	51.6%	27.5%	24.0	\$140.43	\$107.24	30.9%
Price Level						
Budget	48.7%	35.0%	13.7	\$99.32	\$84.37	17.7%
Mid-Price	53.3%	29.3%	23.9	\$129.74	\$105.39	23.1%
Upscale	46.2%	13.4%	32.8	\$227.75	\$172.26	32.2%
Total	51.6%	27.5%	24.0	\$140.43	\$107.24	30.9%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	48.9%	36.6%	12.3	\$103.48	\$91.96	12.5%
50-75 rooms	52.3%	37.9%	14.5	\$112.05	\$97.43	15.0%
76-125 rooms	52.5%	32.6%	20.0	\$119.70	\$104.70	14.3%
126-200 rooms	47.4%	28.2%	19.2	\$126.47	\$110.27	14.7%
201-500 rooms	43.7%	18.8%	24.9	\$161.13	\$139.46	15.5%
Over 500 rooms	42.8%	12.2%	30.6	\$234.72	\$255.80	-8.2%
Total	48.7%	28.2%	20.5	\$132.65	\$112.45	18.0%
Property Type						
Limited Service	51.3%	33.7%	17.5	\$109.53	\$97.19	12.7%
Full Service	46.5%	22.8%	23.7	\$143.51	\$118.51	21.1%
Suite Hotel	53.1%	30.2%	22.9	\$129.96	\$113.03	15.0%
Resort	43.6%	28.0%	15.6	\$225.61	\$186.69	20.8%
Total	48.7%	28.2%	20.5	\$132.65	\$112.45	18.0%
Price Level						
Budget	49.1%	35.3%	13.9	\$97.75	\$86.64	12.8%
Mid-Price	50.0%	28.6%	21.4	\$124.45	\$108.48	14.7%
Upscale	41.6%	18.3%	23.4	\$232.06	\$202.81	14.4%
Total	48.7%	28.2%	20.5	\$132.65	\$112.45	18.0%

CANADA *

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	48.9%	35.1%	13.8	\$109.59	\$95.47	14.8%
50-75 rooms	53.3%	39.3%	14.0	\$114.20	\$98.09	16.4%
76-125 rooms	54.1%	34.1%	20.0	\$121.30	\$103.62	17.1%
126-200 rooms	50.0%	28.1%	21.8	\$128.04	\$106.74	20.0%
201-500 rooms	44.7%	18.3%	26.4	\$161.08	\$129.32	24.6%
Over 500 rooms	43.4%	12.3%	31.1	\$193.23	\$160.17	20.6%
Total	49.7%	27.8%	21.9	\$135.39	\$109.16	24.0%
Property Type						
Limited Service	52.4%	34.5%	17.9	\$111.91	\$96.65	15.8%
Full Service	47.3%	21.3%	26.0	\$148.59	\$114.50	29.8%
Suite Hotel	60.3%	38.3%	22.0	\$133.24	\$111.54	19.5%
Resort	39.2%	25.3%	13.9	\$219.04	\$188.18	16.4%
Total	49.7%	27.8%	21.9	\$135.39	\$109.16	24.0%
Price Level						
Budget	48.2%	34.6%	13.6	\$98.42	\$85.74	14.8%
Mid-Price	51.1%	28.8%	22.3	\$126.53	\$106.35	19.0%
Upscale	44.0%	15.7%	28.3	\$228.27	\$187.90	21.5%
Total	49.7%	27.8%	21.9	\$135.39	\$109.16	24.0%

* Based on the operating results of 250,831 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 2021

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	38.0%	27.2%	10.8	\$115.41	\$108.52	6.3%
50-75 rooms	42.3%	32.4%	9.9	\$106.36	\$99.59	6.8%
76-125 rooms	42.8%	30.8%	12.0	\$112.17	\$109.26	2.7%
126-200 rooms	37.6%	30.4%	7.3	\$118.72	\$115.19	3.1%
201-500 rooms	32.5%	23.5%	9.0	\$131.53	\$126.45	4.0%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	39.1%	29.5%	9.6	\$116.25	\$111.80	4.0%
Property Type						
Limited Service	41.7%	31.7%	10.0	\$111.64	\$108.20	3.2%
Full Service	35.2%	26.1%	9.0	\$116.93	\$112.63	3.8%
Suite Hotel	52.7%	36.8%	15.9	\$117.90	\$120.03	-1.8%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	39.1%	29.5%	9.6	\$116.25	\$111.80	4.0%
Price Level						
Budget	35.7%	25.9%	9.8	\$98.50	\$94.59	4.1%
Mid-Price	39.6%	29.9%	9.7	\$116.43	\$112.32	3.7%
Upscale	37.5%	30.0%	7.5	\$169.51	\$155.42	9.1%
Total	39.1%	29.5%	9.6	\$116.25	\$111.80	4.0%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	47.4%	38.6%	8.8	\$122.38	\$111.53	9.7%
50-75 rooms	52.1%	43.8%	8.3	\$115.27	\$109.65	5.1%
76-125 rooms	49.4%	40.3%	9.1	\$120.29	\$114.39	5.2%
126-200 rooms	43.7%	35.1%	8.6	\$124.44	\$123.22	1.0%
201-500 rooms	34.5%	29.2%	5.3	\$161.25	\$158.40	1.8%
Over 500 rooms	27.2%	22.6%	4.7	\$173.92	\$179.76	-3.2%
Total	41.7%	34.3%	7.5	\$133.72	\$130.92	2.1%
Property Type						
Limited Service	49.1%	40.7%	8.4	\$111.67	\$105.39	6.0%
Full Service	35.5%	28.8%	6.7	\$145.53	\$144.65	0.6%
Suite Hotel	54.2%	42.7%	11.5	\$127.55	\$131.23	-2.8%
Resort	34.5%	36.9%	-2.5	\$261.76	\$238.50	9.8%
Total	41.7%	34.3%	7.5	\$133.72	\$130.92	2.1%
Price Level						
Budget	44.8%	39.7%	5.1	\$99.35	\$92.15	7.8%
Mid-Price	44.3%	35.1%	9.2	\$124.45	\$125.02	-0.5%
Upscale	28.4%	25.9%	2.4	\$237.56	\$217.11	9.4%
Total	41.7%	34.3%	7.5	\$133.72	\$130.92	2.1%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	47.0%	41.0%	6.0	\$108.62	\$102.51	6.0%
50-75 rooms	48.6%	41.9%	6.7	\$120.23	\$110.08	9.2%
76-125 rooms	47.4%	38.8%	8.6	\$123.38	\$118.00	4.6%
126-200 rooms	41.3%	33.8%	7.5	\$130.93	\$125.67	4.2%
201-500 rooms	35.2%	30.0%	5.1	\$170.03	\$168.73	0.8%
Over 500 rooms	27.5%	27.0%	0.5	\$288.19	\$278.73	3.4%
Total	42.4%	35.7%	6.7	\$137.69	\$132.57	3.9%
Property Type						
Limited Service	46.4%	38.4%	7.9	\$111.96	\$106.19	5.4%
Full Service	38.0%	31.5%	6.4	\$144.96	\$137.69	5.3%
Suite Hotel	48.9%	39.5%	9.4	\$131.28	\$134.36	-2.3%
Resort	41.3%	41.8%	-0.4	\$270.09	\$250.76	7.7%
Total	42.4%	35.7%	6.7	\$137.69	\$132.57	3.9%
Price Level						
Budget	45.7%	39.2%	6.5	\$104.17	\$94.90	9.8%
Mid-Price	43.6%	35.4%	8.2	\$128.56	\$123.17	4.4%
Upscale	32.4%	32.7%	-0.2	\$258.03	\$246.26	4.8%
Total	42.4%	35.7%	6.7	\$137.69	\$132.57	3.9%

CANADA

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	46.8%	39.7%	7.1	\$113.70	\$105.69	7.6%
50-75 rooms	49.3%	41.7%	7.6	\$117.06	\$109.11	7.3%
76-125 rooms	47.8%	38.7%	9.1	\$121.19	\$115.90	4.6%
126-200 rooms	42.1%	34.1%	8.0	\$126.90	\$123.75	2.5%
201-500 rooms	34.7%	29.3%	5.4	\$163.51	\$161.84	1.0%
Over 500 rooms	27.3%	23.7%	3.6	\$204.96	\$207.83	-1.4%
Total	41.9%	34.6%	7.3	\$134.39	\$130.57	2.9%
Property Type						
Limited Service	47.0%	38.7%	8.3	\$111.82	\$106.02	5.5%
Full Service	36.5%	29.8%	6.7	\$143.35	\$139.70	2.6%
Suite Hotel	52.4%	41.3%	11.0	\$128.28	\$131.78	-2.7%
Resort	39.1%	40.2%	-1.0	\$265.45	\$246.21	7.8%
Total	41.9%	34.6%	7.3	\$134.39	\$130.57	2.9%
Price Level						
Budget	44.8%	38.6%	6.1	\$101.95	\$93.75	8.8%
Mid-Price	43.5%	34.8%	8.7	\$125.68	\$123.22	2.0%
Upscale	30.3%	29.1%	1.2	\$245.98	\$231.13	6.4%
Total	41.9%	34.6%	7.3	\$134.39	\$130.57	2.9%

** 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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