

# Trends

in the Canadian Hotel Industry

**PKF**

Hospitality & Tourism  
Business Advisors

NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

## REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF MARCH 2015

| Location                   | Occupancy Percentage |              |                          | Average Daily Rate |                 |             | Revenue Per Available Room |                |              |
|----------------------------|----------------------|--------------|--------------------------|--------------------|-----------------|-------------|----------------------------|----------------|--------------|
|                            | 2015                 | 2014         | **Point Change           | 2015               | 2014            | Variance    | 2015                       | 2014           | Variance     |
| KINGSTON                   | 50.9%                | 53.9%        | -3.0                     | \$109.65           | \$103.97        | 5.5%        | \$55.84                    | \$56.06        | -0.4%        |
| GANANOQUE                  | NA                   | NA           | insufficient sample size | NA                 | NA              |             | NA                         | NA             |              |
| BROCKVILLE                 | 43.3%                | 43.0%        | 0.3                      | \$99.27            | \$91.96         | 7.9%        | \$42.95                    | \$39.52        | 8.7%         |
| TRENTON/BELLEVILLE/NAPANEE | 52.3%                | 51.0%        | 1.3                      | \$106.06           | \$106.59        | -0.5%       | \$55.44                    | \$54.38        | 1.9%         |
| CORNWALL/KEMPTVILLE        | 39.1%                | 38.2%        | 0.9                      | \$85.38            | \$88.24         | -3.2%       | \$33.43                    | \$33.73        | -0.9%        |
| <b>TOTAL RTO 9</b>         | <b>47.2%</b>         | <b>49.5%</b> | <b>-2.3</b>              | <b>\$105.71</b>    | <b>\$102.00</b> | <b>3.6%</b> | <b>\$49.90</b>             | <b>\$50.47</b> | <b>-1.1%</b> |

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

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## REPORT OF ROOMS OPERATIONS FOR RTO 9 THREE MONTHS ENDED MARCH 2015

| Location                   | Occupancy Percentage |              |                          | Average Daily Rate |                 |             | Revenue Per Available Room |                |             |
|----------------------------|----------------------|--------------|--------------------------|--------------------|-----------------|-------------|----------------------------|----------------|-------------|
|                            | 2015                 | 2014         | **Point Change           | 2015               | 2014            | Variance    | 2015                       | 2014           | Variance    |
| KINGSTON                   | 49.0%                | 50.4%        | -1.4                     | \$111.53           | \$100.45        | 11.0%       | \$54.61                    | \$50.67        | 7.8%        |
| GANANOQUE                  | NA                   | NA           | insufficient sample size | NA                 | NA              |             | NA                         | NA             |             |
| BROCKVILLE                 | 35.9%                | 40.7%        | -4.8                     | \$99.52            | \$93.64         | 6.3%        | \$35.68                    | \$38.10        | -6.4%       |
| TRENTON/BELLEVILLE/NAPANEE | 50.4%                | 50.4%        | 0.0                      | \$105.45           | \$107.08        | -1.5%       | \$53.17                    | \$54.01        | -1.6%       |
| CORNWALL/KEMPTVILLE        | 38.0%                | 37.5%        | 0.5                      | \$85.21            | \$89.87         | -5.2%       | \$32.35                    | \$33.66        | -3.9%       |
| <b>TOTAL RTO 9</b>         | <b>45.1%</b>         | <b>46.9%</b> | <b>-1.8</b>              | <b>\$106.53</b>    | <b>\$100.43</b> | <b>6.1%</b> | <b>\$48.03</b>             | <b>\$47.06</b> | <b>2.1%</b> |

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

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