

TRENDS

IN THE CANADIAN HOTEL INDUSTRY

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NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF MARCH 2016

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2016	2015	**Point Change	2016	2015	Variance	2016	2015	Variance
KINGSTON	50.6%	50.9%	-0.3	\$111.05	\$109.65	1.3%	\$56.16	\$55.84	0.6%
GANANOQUE	32.2%	18.3%	13.9	\$95.11	\$103.86	-8.4%	\$30.58	\$18.99	61.0%
BROCKVILLE	38.7%	43.3%	-4.5	\$103.72	\$99.27	4.5%	\$40.18	\$42.95	-6.4%
TRENTON/BELLEVILLE/NAPANEE	44.1%	52.3%	-8.2	\$110.89	\$106.06	4.6%	\$48.88	\$55.44	-11.8%
CORNWALL/KEMPTVILLE	51.5%	43.7%	7.8	\$104.13	\$95.93	8.5%	\$53.66	\$41.93	28.0%
TOTAL RTO 9	46.7%	47.6%	-0.9	\$109.72	\$106.85	2.7%	\$51.22	\$50.84	0.7%

** 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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REPORT OF ROOMS OPERATIONS FOR RTO 9 THREE MONTHS ENDED MARCH 2016

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2016	2015	**Point Change	2016	2015	Variance	2016	2015	Variance
KINGSTON	48.7%	49.0%	-0.3	\$109.79	\$111.53	-1.6%	\$53.43	\$54.61	-2.2%
GANANOQUE	32.0%	19.5%	12.5	\$92.60	\$98.47	-6.0%	\$29.68	\$19.23	54.3%
BROCKVILLE	38.8%	35.9%	2.9	\$102.43	\$99.52	2.9%	\$39.71	\$35.68	11.3%
TRENTON/BELLEVILLE/NAPANEE	42.3%	50.4%	-8.1	\$113.88	\$105.45	8.0%	\$48.15	\$53.17	-9.4%
CORNWALL/KEMPTVILLE	43.0%	41.6%	1.4	\$103.34	\$96.16	7.5%	\$44.39	\$39.98	11.0%
TOTAL RTO 9	44.5%	45.4%	-0.9	\$109.29	\$107.64	1.5%	\$48.62	\$48.85	-0.5%

** 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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