

February 2020

NATIONAL MARKET REPORT

TRENDS IN THE CANADIAN HOTEL INDUSTRY



REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF FEBRUARY 2020*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
ATLANTIC CANADA	47.3%	47.7%	-0.4	\$122.28	\$123.10	-0.7%	\$57.78	\$58.66	-1.5%
NEWFOUNDLAND	40.6%	38.7%	1.9	\$118.06	\$121.69	-3.0%	\$47.97	\$47.08	1.9%
St. John's	39.7%	37.3%	2.4	\$114.41	\$119.78	-4.5%	\$45.47	\$44.73	1.7%
PRINCE EDWARD ISLAND	40.5%	46.3%	-5.8	\$121.26	\$117.98	2.8%	\$49.14	\$54.62	-10.0%
NOVA SCOTIA	52.6%	52.3%	0.3	\$123.85	\$125.09	-1.0%	\$65.20	\$65.45	-0.4%
Halifax/Dartmouth	55.0%	52.2%	2.8	\$128.18	\$128.82	-0.5%	\$70.44	\$67.22	4.8%
Other Nova Scotia	47.5%	52.6%	-5.2	\$112.58	\$117.09	-3.9%	\$53.43	\$61.63	-13.3%
NEW BRUNSWICK	44.8%	46.8%	-2.1	\$117.73	\$118.02	-0.2%	\$52.70	\$55.26	-4.6%
Moncton	49.8%	51.6%	-1.8	\$120.25	\$119.71	0.4%	\$59.93	\$61.77	-3.0%
Other New Brunswick	42.0%	44.4%	-2.4	\$116.11	\$117.01	-0.8%	\$48.78	\$51.92	-6.0%
CENTRAL CANADA	61.2%	61.6%	-0.4	\$154.41	\$152.70	1.1%	\$94.51	\$94.06	0.5%
QUEBEC	63.5%	62.8%	0.7	\$165.29	\$160.52	3.0%	\$104.96	\$100.80	4.1%
Greater Quebec City	66.6%	63.3%	3.3	\$158.80	\$156.27	1.6%	\$105.72	\$98.95	6.8%
Other Quebec	61.9%	60.0%	1.9	\$176.04	\$173.32	1.6%	\$109.01	\$104.01	4.8%
Greater Montreal	63.5%	64.0%	-0.5	\$161.76	\$155.78	3.8%	\$102.75	\$99.72	3.0%
Downtown Montreal	59.6%	59.6%	0.0	\$171.09	\$164.47	4.0%	\$102.00	\$98.02	4.1%
Montreal Airport/Laval	73.9%	75.5%	-1.6	\$154.95	\$149.46	3.7%	\$114.57	\$112.85	1.5%
ONTARIO	60.5%	61.2%	-0.8	\$150.71	\$150.18	0.4%	\$91.13	\$91.94	-0.9%
Greater Toronto Area (GTA)	66.2%	68.7%	-2.4	\$168.35	\$167.48	0.5%	\$111.50	\$115.01	-3.1%
Downtown Toronto	67.2%	67.7%	-0.5	\$221.30	\$210.82	5.0%	\$148.61	\$142.66	4.2%
Toronto Airport	77.4%	80.5%	-3.0	\$156.79	\$163.71	-4.2%	\$121.44	\$131.77	-7.8%
GTA West	64.4%	66.0%	-1.5	\$130.87	\$133.32	-1.8%	\$84.35	\$87.99	-4.1%
GTA East/North	59.2%	64.7%	-5.5	\$133.62	\$132.81	0.6%	\$79.10	\$85.97	-8.0%
Eastern Ontario	53.4%	46.3%	7.1	\$120.67	\$119.21	1.2%	\$64.40	\$55.14	16.8%
Kingston	49.6%	46.7%	2.9	\$122.40	\$120.39	1.7%	\$60.75	\$56.26	8.0%
Other Eastern Ontario	55.2%	46.0%	9.2	\$119.89	\$118.56	1.1%	\$66.24	\$54.54	21.5%
Ottawa	72.2%	69.2%	3.0	\$164.18	\$165.92	-1.0%	\$118.60	\$114.87	3.3%
Downtown Ottawa	74.8%	72.6%	2.2	\$183.18	\$181.06	1.2%	\$136.95	\$131.40	4.2%
Ottawa West	71.8%	65.2%	6.6	\$141.14	\$147.81	-4.5%	\$101.33	\$96.38	5.1%
Ottawa East	62.7%	63.5%	-0.8	\$131.46	\$131.35	0.1%	\$82.47	\$83.42	-1.1%
Southern Ontario	50.2%	52.0%	-1.9	\$121.23	\$119.49	1.5%	\$60.80	\$62.19	-2.2%
London	63.0%	63.9%	-0.9	\$120.82	\$119.44	1.2%	\$76.13	\$76.29	-0.2%
Windsor	54.0%	56.1%	-2.1	\$121.08	\$120.17	0.8%	\$65.40	\$67.48	-3.1%
Kitchener/Waterloo/Cambridge/Guelph	60.0%	61.7%	-1.7	\$125.61	\$124.72	0.7%	\$75.32	\$76.97	-2.1%
Hamilton/Brantford	54.1%	57.8%	-3.8	\$126.10	\$130.54	-3.4%	\$68.20	\$75.50	-9.7%
Niagara Falls	43.5%	45.5%	-2.0	\$121.28	\$117.65	3.1%	\$52.75	\$53.53	-1.5%
Other Niagara Region	40.3%	38.1%	2.2	\$114.56	\$110.89	3.3%	\$46.14	\$42.22	9.3%
Other Southern Ontario	44.5%	47.5%	-3.0	\$112.61	\$109.15	3.2%	\$50.15	\$51.89	-3.4%
Central Ontario	55.3%	52.1%	3.2	\$150.04	\$145.50	3.1%	\$83.00	\$75.76	9.6%
North Eastern Ontario	52.9%	58.0%	-5.0	\$124.02	\$123.69	0.3%	\$65.64	\$71.69	-8.4%
North Bay	50.5%	56.2%	-5.7	\$117.58	\$113.88	3.3%	\$59.32	\$63.97	-7.3%
Sudbury	57.5%	57.9%	-0.4	\$121.44	\$123.29	-1.5%	\$69.83	\$71.35	-2.1%
North Central Ontario									
Sault Ste. Marie	47.2%	48.1%	-0.9	\$109.70	\$108.70	0.9%	\$51.80	\$52.26	-0.9%
North Western Ontario	71.5%	62.8%	8.6	\$133.75	\$125.83	6.3%	\$95.57	\$79.07	20.9%
Thunder Bay	73.3%	63.9%	9.5	\$132.36	\$122.26	8.3%	\$97.06	\$78.10	24.3%

* Based on the operating results of 251,380 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 FEBRUARY 2020*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
WESTERN CANADA	57.4%	58.0%	-0.6	\$149.17	\$149.59	-0.3%	\$85.64	\$86.76	-1.3%
MANITOBA	65.2%	66.8%	-1.6	\$124.73	\$125.59	-0.7%	\$81.31	\$83.85	-3.0%
Winnipeg	68.6%	70.1%	-1.5	\$126.22	\$127.76	-1.2%	\$86.56	\$89.55	-3.3%
Brandon	54.8%	62.8%	-8.0	\$117.42	\$118.40	-0.8%	\$64.36	\$74.30	-13.4%
Other Manitoba	58.3%	55.7%	2.6	\$122.05	\$120.58	1.2%	\$71.12	\$67.17	5.9%
SASKATCHEWAN	52.8%	50.7%	2.1	\$118.18	\$116.81	1.2%	\$62.35	\$59.20	5.3%
Regina	55.0%	49.9%	5.2	\$117.31	\$114.51	2.4%	\$64.58	\$57.10	13.1%
Saskatoon	58.5%	55.2%	3.4	\$121.30	\$123.91	-2.1%	\$71.01	\$68.37	3.9%
Other Saskatchewan	45.8%	47.2%	-1.4	\$115.21	\$111.04	3.8%	\$52.74	\$52.42	0.6%
ALBERTA (excl. Alta Resorts)	49.4%	52.0%	-2.6	\$124.62	\$126.96	-1.8%	\$61.51	\$65.99	-6.8%
Calgary	52.2%	53.9%	-1.7	\$134.55	\$136.76	-1.6%	\$70.23	\$73.67	-4.7%
Calgary Airport	55.6%	56.5%	-0.9	\$111.95	\$114.41	-2.2%	\$62.20	\$64.63	-3.8%
Downtown Calgary	50.6%	53.3%	-2.7	\$175.90	\$183.50	-4.1%	\$89.02	\$97.76	-8.9%
Calgary Northwest	53.3%	56.5%	-3.2	\$112.52	\$110.03	2.3%	\$59.96	\$62.16	-3.5%
Calgary South	47.3%	47.4%	0.0	\$119.40	\$124.27	-3.9%	\$56.53	\$58.88	-4.0%
Edmonton	52.8%	56.7%	-3.9	\$125.11	\$128.95	-3.0%	\$66.08	\$73.09	-9.6%
Downtown Edmonton	55.5%	63.7%	-8.2	\$151.25	\$152.11	-0.6%	\$83.95	\$96.93	-13.4%
Edmonton South	50.1%	53.9%	-3.8	\$107.56	\$113.17	-5.0%	\$53.91	\$60.97	-11.6%
Edmonton West	53.5%	54.0%	-0.5	\$117.31	\$121.77	-3.7%	\$62.72	\$65.73	-4.6%
Other Alberta	45.0%	47.7%	-2.6	\$116.43	\$117.81	-1.2%	\$52.43	\$56.15	-6.6%
Lethbridge	42.8%	53.9%	-11.1	\$109.38	\$109.48	-0.1%	\$46.81	\$58.98	-20.6%
Red Deer	37.0%	55.6%	-18.6	\$109.04	\$124.21	-12.2%	\$40.32	\$69.02	-41.6%
Other Alberta Communities	46.6%	45.7%	0.9	\$118.45	\$118.15	0.3%	\$55.22	\$53.96	2.3%
Alberta Resorts	59.6%	56.5%	3.1	\$244.52	\$209.53	16.7%	\$145.73	\$118.35	23.1%
BRITISH COLUMBIA	65.5%	64.6%	0.9	\$172.07	\$173.23	-0.7%	\$112.73	\$111.86	0.8%
Greater Vancouver	73.4%	73.9%	-0.5	\$172.37	\$170.74	1.0%	\$126.46	\$126.16	0.2%
Airport (Richmond)	75.4%	81.7%	-6.3	\$155.71	\$158.27	-1.6%	\$117.38	\$129.28	-9.2%
Downtown Vancouver	72.2%	71.9%	0.3	\$199.31	\$195.99	1.7%	\$143.94	\$140.86	2.2%
Langley/Surrey	66.8%	68.7%	-1.9	\$125.41	\$121.83	2.9%	\$83.72	\$83.67	0.1%
Other Vancouver	79.0%	73.3%	5.7	\$138.93	\$136.59	1.7%	\$109.77	\$100.12	9.6%
Vancouver Island	66.0%	61.7%	4.3	\$135.43	\$131.80	2.8%	\$89.38	\$81.32	9.9%
Campbell River	67.5%	62.8%	4.7	\$105.16	\$106.54	-1.3%	\$71.01	\$66.91	6.1%
Greater Victoria	67.3%	62.9%	4.4	\$140.48	\$132.29	6.2%	\$94.53	\$83.27	13.5%
Nanaimo	64.3%	64.2%	0.1	\$136.98	\$128.38	6.7%	\$88.02	\$82.42	6.8%
Parksville/Qualicum Beach	57.9%	53.4%	4.4	\$121.71	\$115.88	5.0%	\$70.44	\$61.92	13.8%
Other Vancouver Island	66.6%	59.8%	6.8	\$130.84	\$147.78	-11.5%	\$87.13	\$88.30	-1.3%
Whistler Resort Area	85.1%	86.7%	-1.6	\$462.16	\$490.30	-5.7%	\$393.53	\$425.14	-7.4%
Other British Columbia	52.9%	51.4%	1.5	\$117.04	\$121.51	-3.7%	\$61.93	\$62.50	-0.9%
Abbotsford/Chilliwack	71.5%	63.6%	7.9	\$101.75	\$100.91	0.8%	\$72.74	\$64.19	13.3%
Kamloops	49.7%	44.1%	5.5	\$102.11	\$97.30	4.9%	\$50.73	\$42.95	18.1%
Kelowna	49.5%	54.5%	-4.9	\$122.79	\$115.79	6.0%	\$60.81	\$63.05	-3.6%
Penticton	33.8%	28.9%	4.9	\$99.83	\$102.54	-2.6%	\$33.77	\$29.67	13.8%
Prince George	53.6%	51.1%	2.6	\$110.84	\$117.15	-5.4%	\$59.45	\$59.81	-0.6%
Other B.C. Communities	53.1%	52.5%	0.6	\$122.99	\$132.14	-6.9%	\$65.34	\$69.41	-5.9%
NORTHWEST TERRITORIES	82.1%	82.0%	0.1	\$154.82	\$153.75	0.7%	\$127.16	\$126.09	0.8%
YUKON	60.9%	61.8%	-0.9	\$131.51	\$131.12	0.3%	\$80.12	\$81.03	-1.1%
CANADA	58.5%	58.9%	-0.5	\$150.18	\$149.61	0.4%	\$87.79	\$88.19	-0.5%

* Based on the operating results of 251,380 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 TWO MONTHS ENDED FEBRUARY 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
ATLANTIC CANADA	43.3%	43.2%	0.1	\$121.61	\$121.86	-0.2%	\$52.63	\$52.60	0.1%
NEWFOUNDLAND	36.4%	35.9%	0.5	\$116.70	\$121.40	-3.9%	\$42.45	\$43.57	-2.6%
St. John's	35.6%	35.3%	0.3	\$113.33	\$120.08	-5.6%	\$40.34	\$42.33	-4.7%
PRINCE EDWARD ISLAND	34.1%	39.6%	-5.5	\$119.64	\$115.49	3.6%	\$40.81	\$45.75	-10.8%
NOVA SCOTIA	48.0%	46.8%	1.2	\$124.12	\$123.48	0.5%	\$59.58	\$57.74	3.2%
Halifax/Dartmouth	51.1%	47.8%	3.3	\$128.51	\$127.66	0.7%	\$65.67	\$61.06	7.5%
Other Nova Scotia	41.0%	44.4%	-3.4	\$111.79	\$113.80	-1.8%	\$45.86	\$50.58	-9.3%
NEW BRUNSWICK	42.4%	43.1%	-0.7	\$117.15	\$117.73	-0.5%	\$49.62	\$50.75	-2.2%
Moncton	47.5%	47.1%	0.4	\$120.86	\$119.67	1.0%	\$57.38	\$56.35	1.8%
Other New Brunswick	39.6%	41.0%	-1.4	\$114.73	\$116.56	-1.6%	\$45.40	\$47.82	-5.0%
CENTRAL CANADA	57.1%	57.0%	0.1	\$151.57	\$150.74	0.5%	\$86.53	\$85.87	0.8%
QUEBEC	57.2%	56.4%	0.8	\$161.19	\$157.44	2.4%	\$92.23	\$88.84	3.8%
Greater Quebec City	57.1%	54.7%	2.4	\$151.70	\$148.55	2.1%	\$86.64	\$81.32	6.5%
Other Quebec	55.7%	54.8%	0.9	\$170.46	\$167.15	2.0%	\$94.92	\$91.61	3.6%
Greater Montreal	58.0%	57.7%	0.3	\$159.07	\$155.32	2.4%	\$92.27	\$89.58	3.0%
Downtown Montreal	53.2%	52.5%	0.7	\$168.69	\$165.23	2.1%	\$89.76	\$86.80	3.4%
Montreal Airport/Laval	70.0%	69.8%	0.1	\$151.75	\$147.60	2.8%	\$106.20	\$103.09	3.0%
ONTARIO	57.1%	57.2%	-0.1	\$148.45	\$148.66	-0.1%	\$84.71	\$84.96	-0.3%
Greater Toronto Area (GTA)	63.8%	64.8%	-1.1	\$166.10	\$166.45	-0.2%	\$105.89	\$107.90	-1.9%
Downtown Toronto	63.0%	63.3%	-0.2	\$216.42	\$209.98	3.1%	\$136.43	\$132.84	2.7%
Toronto Airport	76.1%	77.2%	-1.1	\$156.82	\$162.72	-3.6%	\$119.34	\$125.64	-5.0%
GTA West	62.7%	63.3%	-0.6	\$130.27	\$132.18	-1.4%	\$81.73	\$83.70	-2.4%
GTA East/North	57.6%	60.4%	-2.9	\$132.60	\$132.07	0.4%	\$76.32	\$79.78	-4.3%
Eastern Ontario	49.1%	45.6%	3.5	\$120.67	\$120.53	0.1%	\$59.26	\$54.92	7.9%
Kingston	48.4%	48.7%	-0.3	\$123.17	\$121.45	1.4%	\$59.62	\$59.19	0.7%
Other Eastern Ontario	49.5%	43.8%	5.6	\$119.43	\$119.98	-0.5%	\$59.08	\$52.61	12.3%
Ottawa	64.4%	61.0%	3.4	\$157.70	\$161.02	-2.1%	\$101.48	\$98.21	3.3%
Downtown Ottawa	65.9%	63.0%	2.9	\$174.03	\$175.21	-0.7%	\$114.67	\$110.42	3.8%
Ottawa West	65.1%	59.4%	5.6	\$138.36	\$144.47	-4.2%	\$90.04	\$85.87	4.9%
Ottawa East	56.1%	55.6%	0.5	\$128.53	\$129.70	-0.9%	\$72.08	\$72.05	0.0%
Southern Ontario	47.9%	48.9%	-1.0	\$120.08	\$118.19	1.6%	\$57.57	\$57.79	-0.4%
London	62.1%	61.8%	0.3	\$121.28	\$118.47	2.4%	\$75.37	\$73.23	2.9%
Windsor	49.6%	51.7%	-2.2	\$117.17	\$118.01	-0.7%	\$58.09	\$61.04	-4.8%
Kitchener/Waterloo/Cambridge/Guelph	57.7%	58.8%	-1.0	\$124.55	\$123.86	0.6%	\$71.89	\$72.78	-1.2%
Hamilton/Brantford	52.6%	52.4%	0.2	\$126.40	\$129.54	-2.4%	\$66.54	\$67.91	-2.0%
Niagara Falls	40.3%	41.7%	-1.4	\$118.25	\$114.76	3.0%	\$47.71	\$47.86	-0.3%
Other Niagara Region	39.0%	36.5%	2.5	\$115.27	\$112.53	2.4%	\$44.94	\$41.11	9.3%
Other Southern Ontario	44.7%	46.9%	-2.2	\$114.74	\$111.44	3.0%	\$51.28	\$52.30	-2.0%
Central Ontario	50.3%	48.0%	2.3	\$145.67	\$145.74	0.0%	\$73.26	\$70.01	4.6%
North Eastern Ontario	50.0%	52.3%	-2.3	\$122.84	\$122.25	0.5%	\$61.39	\$63.91	-3.9%
North Bay	46.2%	48.6%	-2.4	\$117.96	\$113.35	4.1%	\$54.46	\$55.08	-1.1%
Sudbury	54.2%	55.2%	-1.0	\$120.40	\$122.01	-1.3%	\$65.27	\$67.37	-3.1%
North Central Ontario									
Sault Ste. Marie	42.2%	42.8%	-0.7	\$108.31	\$107.47	0.8%	\$45.66	\$46.02	-0.8%
North Western Ontario	62.0%	57.8%	4.2	\$128.61	\$122.99	4.6%	\$79.76	\$71.07	12.2%
Thunder Bay	63.8%	59.0%	4.8	\$126.95	\$120.54	5.3%	\$80.98	\$71.15	13.8%

** 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 TWO MONTHS ENDED FEBRUARY 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
WESTERN CANADA	53.1%	54.1%	-1.0	\$148.74	\$149.52	-0.5%	\$79.03	\$80.90	-2.3%
MANITOBA	60.1%	60.4%	-0.3	\$122.83	\$124.38	-1.2%	\$73.76	\$75.09	-1.8%
Winnipeg	62.3%	62.7%	-0.4	\$122.96	\$125.63	-2.1%	\$76.57	\$78.72	-2.7%
Brandon	50.3%	57.3%	-6.9	\$122.59	\$119.39	2.7%	\$61.67	\$68.35	-9.8%
Other Manitoba	57.3%	53.0%	4.3	\$122.38	\$122.56	-0.1%	\$70.18	\$65.02	7.9%
SASKATCHEWAN	50.1%	48.7%	1.3	\$117.44	\$116.11	1.1%	\$58.78	\$56.58	3.9%
Regina	53.9%	47.9%	6.1	\$115.93	\$113.48	2.2%	\$62.50	\$54.30	15.1%
Saskatoon	55.6%	52.9%	2.7	\$121.89	\$123.48	-1.3%	\$67.82	\$65.35	3.8%
Other Saskatchewan	42.2%	45.6%	-3.4	\$113.30	\$110.47	2.6%	\$47.81	\$50.38	-5.1%
ALBERTA (excl. Alta Resorts)	45.3%	48.3%	-3.0	\$123.34	\$126.10	-2.2%	\$55.88	\$60.91	-8.3%
Calgary	48.2%	50.3%	-2.0	\$133.03	\$136.59	-2.6%	\$64.18	\$68.68	-6.6%
Calgary Airport	51.8%	51.4%	0.3	\$110.75	\$113.59	-2.5%	\$57.32	\$58.41	-1.9%
Calgary Downtown	47.1%	50.7%	-3.6	\$173.82	\$183.22	-5.1%	\$81.87	\$92.97	-11.9%
Calgary Northwest	46.6%	51.5%	-4.9	\$108.46	\$107.94	0.5%	\$50.51	\$55.61	-9.2%
Calgary South	43.5%	46.0%	-2.6	\$119.69	\$123.42	-3.0%	\$52.01	\$56.81	-8.5%
Edmonton	48.0%	52.8%	-4.8	\$123.58	\$127.41	-3.0%	\$59.31	\$67.23	-11.8%
Downtown Edmonton	49.6%	61.3%	-11.7	\$151.85	\$150.22	1.1%	\$75.39	\$92.15	-18.2%
Edmonton South	46.0%	51.1%	-5.1	\$106.79	\$112.36	-5.0%	\$49.17	\$57.43	-14.4%
Edmonton West	48.3%	48.1%	0.1	\$114.18	\$120.41	-5.2%	\$55.13	\$57.98	-4.9%
Other Alberta	41.5%	44.1%	-2.6	\$115.51	\$116.90	-1.2%	\$47.90	\$51.54	-7.1%
Lethbridge	38.6%	51.6%	-12.9	\$107.65	\$109.17	-1.4%	\$41.60	\$56.29	-26.1%
Red Deer	34.0%	44.5%	-10.5	\$107.23	\$116.20	-7.7%	\$36.50	\$51.72	-29.4%
Other Alberta Communities	43.1%	43.2%	-0.1	\$117.68	\$118.44	-0.6%	\$50.74	\$51.21	-0.9%
Alberta Resorts	54.7%	52.1%	2.6	\$241.97	\$211.08	14.6%	\$132.30	\$110.00	20.3%
BRITISH COLUMBIA	60.9%	60.5%	0.4	\$172.74	\$173.94	-0.7%	\$105.16	\$105.21	-0.1%
Greater Vancouver	69.4%	69.6%	-0.3	\$171.61	\$169.89	1.0%	\$119.03	\$118.31	0.6%
Airport (Richmond)	74.1%	76.3%	-2.2	\$156.36	\$155.07	0.8%	\$115.81	\$118.34	-2.1%
Downtown Vancouver	67.8%	68.3%	-0.6	\$198.71	\$195.90	1.4%	\$134.70	\$133.89	0.6%
Langley/Surrey	62.9%	62.6%	0.3	\$123.20	\$120.39	2.3%	\$77.49	\$75.36	2.8%
Other Vancouver	72.4%	69.4%	3.0	\$136.71	\$135.10	1.2%	\$98.99	\$93.78	5.6%
Vancouver Island	57.2%	56.3%	0.9	\$130.46	\$129.71	0.6%	\$74.65	\$73.01	2.2%
Campbell River	59.6%	58.1%	1.6	\$104.60	\$107.61	-2.8%	\$62.38	\$62.49	-0.2%
Greater Victoria	56.6%	56.3%	0.3	\$136.58	\$131.79	3.6%	\$77.28	\$74.24	4.1%
Nanaimo	58.7%	61.5%	-2.8	\$132.83	\$126.53	5.0%	\$77.91	\$77.76	0.2%
Parksville/Qualicum Beach	52.7%	49.5%	3.3	\$120.88	\$111.58	8.3%	\$63.76	\$55.21	15.5%
Other Vancouver Island	60.9%	56.3%	4.7	\$119.11	\$140.50	-15.2%	\$72.58	\$79.07	-8.2%
Whistler Resort Area	82.4%	85.1%	-2.7	\$464.23	\$492.80	-5.8%	\$382.51	\$419.19	-8.8%
Other British Columbia	48.9%	47.7%	1.2	\$118.23	\$120.89	-2.2%	\$57.79	\$57.64	0.3%
Abbotsford/Chilliwack	66.3%	57.9%	8.4	\$100.45	\$102.20	-1.7%	\$66.64	\$59.21	12.6%
Kamloops	44.4%	43.0%	1.4	\$99.76	\$99.99	-0.2%	\$44.31	\$43.04	3.0%
Kelowna	46.4%	48.5%	-2.1	\$122.60	\$115.19	6.4%	\$56.86	\$55.84	1.8%
Penticton	27.7%	24.5%	3.2	\$101.64	\$102.22	-0.6%	\$28.14	\$25.05	12.3%
Prince George	51.8%	47.9%	3.9	\$112.67	\$117.42	-4.0%	\$58.38	\$56.21	3.9%
Other B.C. Communities	49.4%	49.0%	0.4	\$125.49	\$130.41	-3.8%	\$61.94	\$63.87	-3.0%
NORTHWEST TERRITORIES	73.1%	72.7%	0.4	\$151.91	\$149.95	1.3%	\$111.02	\$108.94	1.9%
YUKON	52.0%	51.5%	0.5	\$130.49	\$128.76	1.3%	\$67.90	\$66.35	2.3%
CANADA	54.3%	54.7%	-0.4	\$148.58	\$148.58	0.0%	\$80.63	\$81.22	-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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REGIONAL REPORT OF ROOMS OPERATIONS BY PROPERTY SIZE, PROPERTY TYPE AND PRICE LEVEL MONTH OF FEBRUARY 2020*

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	34.1%	39.5%	-5.3	\$113.67	\$111.80	1.7%
50-75 rooms	40.7%	44.1%	-3.4	\$103.90	\$103.32	0.6%
76-125 rooms	48.7%	47.1%	1.6	\$118.34	\$118.19	0.1%
126-200 rooms	52.3%	52.4%	-0.1	\$130.69	\$131.77	-0.8%
201-500 rooms	44.5%	45.2%	-0.6	\$131.29	\$133.08	-1.3%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	47.3%	47.7%	-0.4	\$122.28	\$123.10	-0.7%
Property Type						
Limited Service	47.0%	48.5%	-1.5	\$120.30	\$120.69	-0.3%
Full Service	47.4%	46.6%	0.8	\$122.86	\$123.70	-0.7%
Suite Hotel	57.1%	60.1%	-3.0	\$131.60	\$135.79	-3.1%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	47.3%	47.7%	-0.4	\$122.28	\$123.10	-0.7%
Price Level						
Budget	35.0%	39.0%	-4.0	\$97.60	\$97.81	-0.2%
Mid-Price	50.3%	49.8%	0.6	\$125.28	\$126.49	-1.0%
Upscale	43.6%	45.3%	-1.7	\$141.61	\$144.20	-1.8%
Total	47.3%	47.7%	-0.4	\$122.28	\$123.10	-0.7%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	47.4%	45.4%	2.0	\$124.55	\$125.32	-0.6%
50-75 rooms	53.8%	54.9%	-1.1	\$115.70	\$113.84	1.6%
76-125 rooms	60.0%	60.1%	-0.2	\$129.23	\$128.21	0.8%
126-200 rooms	62.2%	61.1%	1.1	\$142.00	\$142.07	-0.1%
201-500 rooms	64.8%	65.8%	-1.0	\$178.80	\$175.47	1.9%
Over 500 rooms	62.6%	64.0%	-1.4	\$199.37	\$189.81	5.0%
Total	61.2%	61.6%	-0.4	\$154.41	\$152.70	1.1%
Property Type						
Limited Service	57.9%	57.8%	0.2	\$118.59	\$118.06	0.4%
Full Service	61.7%	62.3%	-0.6	\$167.65	\$164.90	1.7%
Suite Hotel	68.1%	70.5%	-2.4	\$154.13	\$153.96	0.1%
Resort	65.0%	61.3%	3.7	\$237.23	\$225.48	5.2%
Total	61.2%	61.6%	-0.4	\$154.41	\$152.70	1.1%
Price Level						
Budget	53.9%	55.1%	-1.2	\$101.51	\$101.60	-0.1%
Mid-Price	62.1%	62.5%	-0.3	\$149.12	\$148.41	0.5%
Upscale	67.4%	66.6%	0.9	\$235.08	\$223.29	5.3%
Total	61.2%	61.6%	-0.4	\$154.41	\$152.70	1.1%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	47.0%	46.8%	0.2	\$109.64	\$107.01	2.5%
50-75 rooms	53.0%	51.4%	1.6	\$111.18	\$110.45	0.7%
76-125 rooms	55.5%	55.9%	-0.4	\$124.65	\$126.31	-1.3%
126-200 rooms	57.5%	58.1%	-0.6	\$134.57	\$135.40	-0.6%
201-500 rooms	61.8%	64.7%	-3.0	\$186.75	\$187.49	-0.4%
Over 500 rooms	70.1%	67.0%	3.2	\$277.90	\$271.92	2.2%
Total	57.4%	58.0%	-0.6	\$149.17	\$149.59	-0.3%
Property Type						
Limited Service	51.9%	52.3%	-0.4	\$111.64	\$112.54	-0.8%
Full Service	59.9%	61.6%	-1.6	\$151.43	\$152.38	-0.6%
Suite Hotel	64.1%	65.0%	-0.9	\$160.09	\$162.87	-1.7%
Resort	67.7%	62.3%	5.3	\$291.27	\$277.77	4.9%
Total	57.4%	58.0%	-0.6	\$149.17	\$149.59	-0.3%
Price Level						
Budget	53.2%	53.1%	0.0	\$97.12	\$104.16	-6.8%
Mid-Price	56.6%	57.4%	-0.8	\$131.12	\$130.87	0.2%
Upscale	65.6%	65.9%	-0.3	\$265.59	\$263.66	0.7%
Total	57.4%	58.0%	-0.6	\$149.17	\$149.59	-0.3%

CANADA *

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	46.6%	46.0%	0.6	\$115.21	\$113.79	1.2%
50-75 rooms	52.0%	52.0%	0.1	\$112.36	\$111.16	1.1%
76-125 rooms	56.7%	56.9%	-0.2	\$126.14	\$126.57	-0.3%
126-200 rooms	59.2%	59.0%	0.3	\$137.89	\$138.28	-0.3%
201-500 rooms	62.3%	64.2%	-1.9	\$180.38	\$179.07	0.7%
Over 500 rooms	64.5%	64.7%	-0.2	\$221.36	\$211.16	4.8%
Total	58.5%	58.9%	-0.5	\$150.18	\$149.61	0.4%
Property Type						
Limited Service	53.8%	54.1%	-0.3	\$115.27	\$115.48	-0.2%
Full Service	60.0%	61.0%	-0.9	\$158.45	\$157.47	0.6%
Suite Hotel	66.1%	68.3%	-2.1	\$155.19	\$155.80	-0.4%
Resort	65.8%	61.3%	4.6	\$273.22	\$261.15	4.6%
Total	58.5%	58.9%	-0.5	\$150.18	\$149.61	0.4%
Price Level						
Budget	52.3%	53.2%	-0.9	\$99.60	\$102.41	-2.7%
Mid-Price	58.5%	59.0%	-0.5	\$139.11	\$138.69	0.3%
Upscale	66.0%	65.8%	0.2	\$248.47	\$241.12	3.0%
Total	58.5%	58.9%	-0.5	\$150.18	\$149.61	0.4%

* Based on the operating results of 251,380 rooms (unweighted data)

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REGIONAL REPORT OF ROOMS OPERATIONS BY PROPERTY SIZE, PROPERTY TYPE AND PRICE LEVEL TWO MONTHS ENDED FEBRUARY 2020

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	31.4%	36.0%	-4.7	\$112.69	\$110.82	1.7%
50-75 rooms	37.1%	39.6%	-2.5	\$103.05	\$101.77	1.3%
76-125 rooms	44.8%	43.0%	1.8	\$117.27	\$117.57	-0.3%
126-200 rooms	47.6%	46.9%	0.7	\$129.73	\$129.49	0.2%
201-500 rooms	40.8%	41.4%	-0.6	\$131.70	\$132.46	-0.6%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	43.3%	43.2%	0.1	\$121.61	\$121.86	-0.2%
Property Type						
Limited Service	43.5%	44.1%	-0.6	\$118.50	\$119.53	-0.9%
Full Service	43.1%	42.2%	0.9	\$123.14	\$122.47	0.5%
Suite Hotel	54.2%	52.9%	1.4	\$132.46	\$134.56	-1.6%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	43.3%	43.2%	0.1	\$121.61	\$121.86	-0.2%
Price Level						
Budget	32.1%	35.2%	-3.1	\$97.22	\$96.99	0.2%
Mid-Price	46.0%	45.2%	0.9	\$124.51	\$125.07	-0.4%
Upscale	40.5%	40.2%	0.3	\$141.49	\$144.10	-1.8%
Total	43.3%	43.2%	0.1	\$121.61	\$121.86	-0.2%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	43.4%	41.7%	1.7	\$122.93	\$123.04	-0.1%
50-75 rooms	50.1%	51.1%	-1.0	\$114.21	\$113.06	1.0%
76-125 rooms	56.1%	56.2%	-0.2	\$127.26	\$126.92	0.3%
126-200 rooms	58.2%	56.8%	1.5	\$139.81	\$140.60	-0.6%
201-500 rooms	60.5%	60.3%	0.2	\$174.85	\$173.59	0.7%
Over 500 rooms	57.7%	58.7%	-1.0	\$195.06	\$186.44	4.6%
Total	57.1%	57.0%	0.1	\$151.57	\$150.74	0.5%
Property Type						
Limited Service	54.0%	53.8%	0.2	\$117.17	\$117.57	-0.3%
Full Service	57.6%	57.5%	0.1	\$164.71	\$162.78	1.2%
Suite Hotel	64.8%	66.0%	-1.2	\$151.14	\$151.47	-0.2%
Resort	57.7%	54.4%	3.3	\$227.85	\$221.79	2.7%
Total	57.1%	57.0%	0.1	\$151.57	\$150.74	0.5%
Price Level						
Budget	50.7%	51.3%	-0.6	\$100.95	\$101.09	-0.1%
Mid-Price	58.0%	57.9%	0.2	\$146.66	\$146.33	0.2%
Upscale	61.7%	60.8%	0.9	\$228.03	\$221.50	2.9%
Total	57.1%	57.0%	0.1	\$151.57	\$150.74	0.5%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	44.2%	43.7%	0.5	\$107.71	\$106.76	0.9%
50-75 rooms	48.7%	48.2%	0.5	\$109.95	\$110.26	-0.3%
76-125 rooms	51.2%	51.8%	-0.6	\$123.58	\$125.94	-1.9%
126-200 rooms	53.1%	54.3%	-1.2	\$133.51	\$134.29	-0.6%
201-500 rooms	57.3%	60.2%	-3.0	\$187.04	\$187.56	-0.3%
Over 500 rooms	66.2%	64.2%	2.0	\$278.32	\$273.23	1.9%
Total	53.1%	54.1%	-1.0	\$148.74	\$149.52	-0.5%
Property Type						
Limited Service	48.1%	48.7%	-0.6	\$110.67	\$112.16	-1.3%
Full Service	55.4%	57.3%	-1.9	\$150.94	\$151.31	-0.2%
Suite Hotel	59.0%	60.7%	-1.7	\$158.81	\$161.28	-1.5%
Resort	62.5%	59.0%	3.5	\$293.43	\$282.99	3.7%
Total	53.1%	54.1%	-1.0	\$148.74	\$149.52	-0.5%
Price Level						
Budget	49.4%	48.7%	0.8	\$99.04	\$103.17	-4.0%
Mid-Price	52.2%	53.6%	-1.4	\$129.89	\$130.13	-0.2%
Upscale	61.3%	62.0%	-0.6	\$266.09	\$265.43	0.2%
Total	53.1%	54.1%	-1.0	\$148.74	\$149.52	-0.5%

CANADA

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	43.4%	42.7%	0.7	\$113.29	\$112.70	0.5%
50-75 rooms	48.1%	48.4%	-0.4	\$111.07	\$110.67	0.4%
76-125 rooms	52.6%	52.9%	-0.2	\$124.71	\$125.80	-0.9%
126-200 rooms	55.0%	54.8%	0.2	\$136.32	\$136.92	-0.4%
201-500 rooms	57.9%	59.2%	-1.3	\$178.50	\$178.17	0.2%
Over 500 rooms	59.9%	60.1%	-0.2	\$218.77	\$209.76	4.3%
Total	54.3%	54.7%	-0.4	\$148.58	\$148.58	0.0%
Property Type						
Limited Service	50.0%	50.3%	-0.3	\$114.05	\$114.99	-0.8%
Full Service	55.7%	56.4%	-0.7	\$156.78	\$155.84	0.6%
Suite Hotel	62.2%	63.7%	-1.4	\$152.88	\$153.67	-0.5%
Resort	59.7%	56.8%	2.9	\$272.29	\$264.43	3.0%
Total	54.3%	54.7%	-0.4	\$148.58	\$148.58	0.0%
Price Level						
Budget	48.9%	49.2%	-0.3	\$100.02	\$101.70	-1.6%
Mid-Price	54.3%	54.8%	-0.5	\$137.38	\$137.27	0.1%
Upscale	61.0%	60.9%	0.2	\$245.14	\$241.40	1.6%
Total	54.3%	54.7%	-0.4	\$148.58	\$148.58	0.0%

** 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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