

#### NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

# REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF JANUARY 2020

		Occupancy Percentage			erage Daily Ra	te	Revenue Per Available Room		
Location	2020	2019	Change	2020	2019	Variance	2020	2019	Variance
KINGSTON	47.3%	50.5%	-3.3	\$123.92	\$122.34	1.3%	\$58.56	\$61.83	-5.3%
GANANOQUE	29.5%	27.4%	2.1	\$89.31	\$100.70	-11.3%	\$26.35	\$27.63	-4.6%
BROCKVILLE	41.4%	42.0%	-0.6	\$115.92	\$114.55	1.2%	\$47.99	\$48.08	-0.2%
TRENTON/BELLEVILLE/NAPANEE	41.0%	42.8%	-1.8	\$116.52	\$127.23	-8.4%	\$47.79	\$54.44	-12.2%
CORNWALL/KEMPTVILLE	48.1%	36.9%	11.2	\$109.79	\$103.80	5.8%	\$52.86	\$38.30	38.0%
TOTAL RTO 9	44.6%	45.5%	-0.9	\$119.44	\$121.84	-2.0%	\$53.23	\$55.43	-4.0%

<sup>\*\*</sup> 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

# REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF FEBRUARY 2020

		Occupancy Percentage			erage Daily Ro	ite	Revenue Per Available Room		
Location	2020	2019	Change	2020	2019	Variance	2020	2019	Variance
KINGSTON	49.6%	46.7%	2.9	\$122.40	\$120.39	1.7%	\$60.75	\$56.26	8.0%
GANANOQUE	32.3%	29.8%	2.5	\$86.35	\$94.43	-8.6%	\$27.85	\$28.15	-1.1%
BROCKVILLE	49.3%	46.0%	3.3	\$110.47	\$113.26	-2.5%	\$54.49	\$52.12	4.5%
TRENTON   BELLEVILLE   NAPANEE	66.5%	42.5%	24.0	\$121.78	\$117.22	3.9%	\$81.04	\$49.86	62.5%
CORNWALL   KEMPTVILLE	56.4%	49.8%	6.6	\$113.14	\$109.15	3.7%	\$63.85	\$54.33	17.5%
TOTAL RTO 9	53.7%	45.2%	8.5	\$119.72	\$118.03	1.4%	\$64.34	\$53.30	20.7%

<sup>\*\*</sup> 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 TWO MONTHS ENDED FEBRUARY 2020

		Occupancy Percentage			erage Daily Ro	te	Revenue Per Available Room		
Location	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
KINGSTON	48.4%	48.7%	-0.3	\$123.17	\$121.45	1.4%	\$59.62	\$59.19	0.7%
GANANOQUE	30.9%	28.6%	2.3	\$87.73	\$97.60	-10.1%	\$27.12	\$27.87	-2.7%
BROCKVILLE	45.2%	43.9%	1.3	\$113.05	\$113.91	-0.8%	\$51.13	\$50.00	2.3%
TRENTON   BELLEVILLE   NAPANEE	53.4%	42.7%	10.7	\$119.70	\$122.50	-2.3%	\$63.86	\$52.27	22.2%
CORNWALL   KEMPTVILLE	52.2%	43.0%	9.2	\$111.54	\$106.74	4.5%	\$58.17	\$45.91	26.7%
TOTAL RTO 9	49.0%	45.3%	3.7	\$119.59	\$120.04	-0.4%	\$58.62	\$54.42	7.7%

<sup>\*\*</sup> 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 MONTH OF MARCH 2020

		Occupancy Percentage			erage Daily Ro	te	Revenue Per Available Room		
Location	2020	2019	Change	2020	2019	Variance	2020	2019	Variance
KINGSTON	33.8%	54.9%	-21.2	\$128.64	\$125.83	2.2%	\$43.47	\$69.13	-37.1%
GANANOQUE	28.4%	32.2%	-3.8	\$92.66	\$99.79	-7.1%	\$26.30	\$32.11	-18.1%
BROCKVILLE	36.7%	42.2%	-5.5	\$101.85	\$109.50	-7.0%	\$37.37	\$46.16	-19.0%
TRENTON   BELLEVILLE   NAPANEE	51.8%	45.6%	6.2	\$117.05	\$120.10	-2.5%	\$60.59	\$54.72	10.7%
CORNWALL   KEMPTVILLE	41.5%	43.5%	-2.0	\$103.66	\$106.23	-2.4%	\$43.01	\$46.17	-6.8%
TOTAL RTO 9	39.2%	49.0%	-9.8	\$118.23	\$121.80	-2.9%	\$46.39	\$59.64	-22.2%

<sup>\*\*</sup> 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 2020

	Осси	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
Location	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance	
KINGSTON	43.4%	50.9%	-7.4	\$124.62	\$123.08	1.3%	\$54.12	\$62.61	-13.6%	
GANANOQUE	30.0%	30.0%	0.0	\$89.38	\$98.56	-9.3%	\$26.83	\$29.61	-9.4%	
BROCKVILLE	42.3%	43.3%	-1.0	\$109.74	\$112.43	-2.4%	\$46.44	\$48.68	-4.6%	
TRENTON   BELLEVILLE   NAPANEE	52.8%	43.7%	9.1	\$118.81	\$121.64	-2.3%	\$62.75	\$53.11	18.2%	
CORNWALL   KEMPTVILLE	48.7%	43.2%	5.5	\$109.34	\$106.56	2.6%	\$53.20	\$46.00	15.7%	
TOTAL RTO 9	45.7%	46.6%	-0.9	\$119.19	\$120.68	-1.2%	\$54.45	\$56.24	-3.2%	

<sup>\*\*</sup> 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 MONTH OF APRIL 2020

		Occupancy Percentage			erage Daily Ra	te	Revenue Per Available Room		
Location	2020	2019	Change	2020	2019	Variance	2020	2019	Variance
KINGSTON	18.5%	57.0%	-38.5	\$79.71	\$124.67	-36.1%	\$14.75	\$71.06	-79.2%
GANANOQUE	13.2%	31.2%	-18.0	\$90.15	\$105.30	-14.4%	\$11.91	\$32.87	-63.8%
BROCKVILLE	23.9%	54.0%	-30.1	\$90.96	\$108.92	-16.5%	\$21.70	\$58.77	-63.1%
TRENTON   BELLEVILLE   NAPANEE	29.9%	51.4%	-21.5	\$111.69	\$120.43	-7.3%	\$33.37	\$61.88	-46.1%
CORNWALL   KEMPTVILLE	26.3%	55.7%	-29.4	\$96.18	\$113.06	-14.9%	\$25.26	\$63.02	-59.9%
TOTAL RTO 9	23.7%	53.3%	-29.6	\$97.37	\$121.64	-20.0%	\$23.07	\$64.79	-64.4%

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## REPORT OF ROOMS OPERATIONS FOR RTO 9 FOUR MONTHS ENDED APRIL 2020

	Occupancy Percentage			Ave	erage Daily Ro	te	Revenue Per Available Room		
Location	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
kingston	39.5%	52.4%	-12.9	\$121.27	\$123.51	-1.8%	\$47.85	\$64.72	-26.1%
GANANOQUE	27.1%	30.4%	-3.3	\$89.44	\$100.91	-11.4%	\$24.26	\$30.72	-21.0%
BROCKVILLE	37.7%	46.0%	-8.3	\$106.80	\$111.40	-4.1%	\$40.31	\$51.20	-21.3%
TRENTON   BELLEVILLE   NAPANEE	47.1%	45.6%	1.5	\$117.69	\$121.30	-3.0%	\$55.46	\$55.31	0.3%
CORNWALL   KEMPTVILLE	43.6%	46.3%	-2.7	\$107.56	\$108.52	-0.9%	\$46.94	\$50.26	-6.6%
TOTAL RTO 9	41.2%	48.3%	-7.1	\$116.66	\$120.95	-3.5%	\$48.12	\$58.42	-17.6%

<sup>\*\*</sup> 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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