

CBRE HOTELS

The World's Leading Hotel Experts.

September 2020

NATIONAL MARKET REPORT

TRENDS IN THE CANADIAN HOTEL INDUSTRY



REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF SEPTEMBER 2020*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
ATLANTIC CANADA	34.3%	76.0%	-41.6	\$107.34	\$150.90	-28.9%	\$36.87	\$114.61	-67.8%
NEWFOUNDLAND	30.3%	71.7%	-41.4	\$105.28	\$144.63	-27.2%	\$31.85	\$103.67	-69.3%
St. John's	27.0%	73.1%	-46.2	\$99.77	\$148.56	-32.8%	\$26.89	\$108.66	-75.3%
PRINCE EDWARD ISLAND	43.1%	78.1%	-35.0	\$98.21	\$177.76	-44.8%	\$42.35	\$138.87	-69.5%
NOVA SCOTIA	35.0%	84.1%	-49.1	\$107.21	\$164.20	-34.7%	\$37.53	\$138.16	-72.8%
Halifax/Dartmouth	30.3%	88.4%	-58.1	\$103.27	\$177.14	-41.7%	\$31.30	\$156.53	-80.0%
Other Nova Scotia	45.9%	74.7%	-28.7	\$113.26	\$129.77	-12.7%	\$52.02	\$96.90	-46.3%
NEW BRUNSWICK	33.4%	69.4%	-36.0	\$108.75	\$131.48	-17.3%	\$36.36	\$91.25	-60.2%
Moncton	32.9%	69.1%	-36.2	\$106.56	\$124.65	-14.5%	\$35.04	\$86.09	-59.3%
Other New Brunswick	33.7%	69.6%	-35.8	\$109.92	\$135.07	-18.6%	\$37.07	\$93.97	-60.5%
CENTRAL CANADA	36.5%	78.3%	-41.9	\$122.03	\$180.87	-32.5%	\$44.51	\$141.71	-68.6%
QUEBEC	29.6%	78.6%	-49.0	\$133.85	\$190.05	-29.6%	\$39.57	\$149.29	-73.5%
Greater Quebec City	31.9%	81.3%	-49.5	\$136.85	\$202.68	-32.5%	\$43.60	\$164.81	-73.5%
Other Quebec	44.0%	64.6%	-20.6	\$144.15	\$146.65	-1.7%	\$63.43	\$94.74	-33.1%
Greater Montreal	21.7%	84.9%	-63.2	\$122.21	\$203.40	-39.9%	\$26.52	\$172.62	-84.6%
Downtown Montreal	15.1%	86.5%	-71.4	\$134.58	\$237.66	-43.4%	\$20.32	\$205.59	-90.1%
Montreal Airport/Laval	30.9%	84.2%	-53.3	\$116.54	\$156.37	-25.5%	\$36.01	\$131.62	-72.6%
ONTARIO	38.8%	78.2%	-39.5	\$119.07	\$177.69	-33.0%	\$46.19	\$139.04	-66.8%
Greater Toronto Area (GTA)	30.1%	82.5%	-52.4	\$113.61	\$210.41	-46.0%	\$34.22	\$173.59	-80.3%
Downtown Toronto	16.6%	86.1%	-69.5	\$171.70	\$313.81	-45.3%	\$28.48	\$270.21	-89.5%
Toronto Airport	25.8%	81.5%	-55.8	\$105.64	\$158.70	-33.4%	\$27.21	\$129.36	-79.0%
GTA West	39.1%	80.8%	-41.7	\$95.10	\$138.31	-31.2%	\$37.16	\$111.72	-66.7%
GTA East/North	44.2%	79.3%	-35.1	\$100.53	\$146.06	-31.2%	\$44.47	\$115.88	-61.6%
Eastern Ontario	50.7%	73.6%	-22.9	\$122.78	\$134.87	-9.0%	\$62.30	\$99.27	-37.2%
Kingston	41.0%	72.9%	-31.9	\$130.67	\$146.55	-10.8%	\$53.62	\$106.83	-49.8%
Other Eastern Ontario	55.4%	74.0%	-18.6	\$119.96	\$128.79	-6.8%	\$66.48	\$95.28	-30.2%
Ottawa	38.1%	77.9%	-39.8	\$125.53	\$175.26	-28.4%	\$47.83	\$136.52	-65.0%
Downtown Ottawa	34.4%	79.0%	-44.6	\$136.38	\$198.01	-31.1%	\$46.97	\$156.42	-70.0%
Ottawa West	44.1%	77.6%	-33.6	\$116.72	\$147.50	-20.9%	\$51.45	\$114.51	-55.1%
Ottawa East	36.7%	73.7%	-37.0	\$113.59	\$137.75	-17.5%	\$41.65	\$101.50	-59.0%
Southern Ontario	38.1%	77.7%	-39.7	\$112.82	\$149.52	-24.5%	\$42.97	\$116.24	-63.0%
London	43.1%	75.2%	-32.1	\$91.63	\$123.90	-26.0%	\$39.51	\$93.22	-57.6%
Windsor	30.9%	63.9%	-33.0	\$108.31	\$121.03	-10.5%	\$33.47	\$77.33	-56.7%
Kitchener/Waterloo/Cambridge/Guelph	37.4%	76.3%	-38.9	\$101.55	\$137.17	-26.0%	\$38.01	\$104.65	-63.7%
Hamilton/Brantford	41.0%	80.6%	-39.7	\$109.95	\$133.88	-17.9%	\$45.06	\$107.98	-58.3%
Niagara Falls	35.6%	85.1%	-49.5	\$130.15	\$175.66	-25.9%	\$46.39	\$149.54	-69.0%
Other Niagara Region	44.6%	72.8%	-28.2	\$110.38	\$138.63	-20.4%	\$49.27	\$100.98	-51.2%
Other Southern Ontario	40.0%	66.3%	-26.4	\$106.60	\$126.65	-15.8%	\$42.60	\$84.02	-49.3%
Central Ontario	55.5%	65.1%	-9.7	\$152.85	\$148.71	2.8%	\$84.78	\$96.85	-12.5%
North Eastern Ontario	59.8%	69.6%	-9.9	\$111.76	\$124.88	-10.5%	\$66.82	\$86.96	-23.2%
North Bay	68.3%	73.7%	-5.3	\$101.00	\$117.55	-14.1%	\$69.03	\$86.58	-20.3%
Sudbury	62.1%	76.4%	-14.3	\$112.61	\$126.55	-11.0%	\$69.89	\$96.66	-27.7%
North Central Ontario									
Sault Ste. Marie	54.8%	76.5%	-21.8	\$107.62	\$123.07	-12.6%	\$58.93	\$94.18	-37.4%
North Western Ontario	67.8%	74.2%	-6.4	\$126.26	\$134.08	-5.8%	\$85.63	\$99.48	-13.9%
Thunder Bay	63.5%	74.5%	-11.1	\$125.09	\$132.20	-5.4%	\$79.41	\$98.54	-19.4%

* Based on the operating results of 241,118 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.

Source: CBRE Hotels' Trends in the Hotel Industry National Market with reproduction and use of information subject to CBRE Limited Disclaimer | Terms of Use as detailed at <https://www.cbre.ca/en/real-estate-services/business-lines/valuation-and-advisory-services/hotels-valuation-and-advisory-services/disclaimer>

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REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF SEPTEMBER 2020*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
WESTERN CANADA	41.0%	68.7%	-27.8	\$129.11	\$177.67	-27.3%	\$52.89	\$122.09	-56.7%
MANITOBA	36.4%	72.2%	-35.8	\$115.26	\$128.05	-10.0%	\$41.93	\$92.45	-54.6%
Winnipeg	31.8%	75.1%	-43.3	\$114.03	\$132.97	-14.2%	\$36.26	\$99.87	-63.7%
Brandon	30.9%	62.8%	-32.0	\$95.40	\$102.99	-7.4%	\$29.44	\$64.73	-54.5%
Other Manitoba	55.7%	67.2%	-11.6	\$124.70	\$123.25	1.2%	\$69.40	\$82.87	-16.3%
SASKATCHEWAN	37.5%	56.5%	-19.0	\$103.10	\$117.97	-12.6%	\$38.65	\$66.66	-42.0%
Regina	31.9%	55.3%	-23.5	\$96.53	\$117.57	-17.9%	\$30.76	\$65.07	-52.7%
Saskatoon	32.9%	60.9%	-28.0	\$106.73	\$125.51	-15.0%	\$35.13	\$76.43	-54.0%
Other Saskatchewan	46.0%	53.3%	-7.3	\$103.90	\$110.36	-5.9%	\$47.80	\$58.85	-18.8%
ALBERTA (excl. Alta Resorts)	35.4%	58.7%	-23.3	\$108.04	\$131.31	-17.7%	\$38.25	\$77.08	-50.4%
Calgary	27.3%	70.0%	-42.7	\$104.78	\$147.87	-29.1%	\$28.59	\$103.54	-72.4%
Calgary Airport	29.8%	68.5%	-38.7	\$94.75	\$116.14	-18.4%	\$28.25	\$79.54	-64.5%
Downtown Calgary	17.5%	74.9%	-57.4	\$139.22	\$197.85	-29.6%	\$24.38	\$148.23	-83.6%
Calgary Northwest	41.0%	72.3%	-31.3	\$86.03	\$116.22	-26.0%	\$35.30	\$84.06	-58.0%
Calgary South	33.9%	62.8%	-28.9	\$100.16	\$128.27	-21.9%	\$33.98	\$80.58	-57.8%
Edmonton	30.2%	55.0%	-24.8	\$109.47	\$129.88	-15.7%	\$33.03	\$71.39	-53.7%
Downtown Edmonton	29.1%	62.6%	-33.5	\$147.31	\$172.24	-14.5%	\$42.88	\$107.86	-60.2%
Edmonton South	31.3%	52.9%	-21.6	\$92.41	\$110.26	-16.2%	\$28.90	\$58.34	-50.5%
Edmonton West	29.2%	52.4%	-23.2	\$100.16	\$114.34	-12.4%	\$29.21	\$59.88	-51.2%
Other Alberta	44.3%	53.5%	-9.2	\$108.70	\$117.49	-7.5%	\$48.14	\$62.88	-23.4%
Lethbridge	35.2%	57.4%	-22.2	\$92.71	\$109.06	-15.0%	\$32.65	\$62.64	-47.9%
Red Deer	24.7%	46.3%	-21.6	\$94.70	\$102.95	-8.0%	\$23.41	\$47.64	-50.9%
Other Alberta Communities	46.3%	53.7%	-7.4	\$112.13	\$120.78	-7.2%	\$51.95	\$64.89	-19.9%
Alberta Resorts	47.5%	85.6%	-38.1	\$270.72	\$407.14	-33.5%	\$128.53	\$348.46	-63.1%
BRITISH COLUMBIA	48.3%	80.1%	-31.9	\$140.06	\$209.82	-33.3%	\$67.58	\$168.10	-59.8%
Greater Vancouver	33.7%	90.3%	-56.6	\$133.31	\$258.92	-48.5%	\$44.97	\$233.80	-80.8%
Airport (Richmond)	34.6%	91.4%	-56.8	\$121.37	\$214.58	-43.4%	\$42.02	\$196.13	-78.6%
Downtown Vancouver	26.0%	91.4%	-65.5	\$156.81	\$312.46	-49.8%	\$40.70	\$285.72	-85.8%
Langley/Surrey	52.8%	84.1%	-31.2	\$110.17	\$155.31	-29.1%	\$58.21	\$130.57	-55.4%
Other Vancouver	44.4%	89.1%	-44.6	\$119.78	\$200.31	-40.2%	\$53.20	\$178.39	-70.2%
Vancouver Island	54.4%	78.9%	-24.5	\$165.71	\$200.21	-17.2%	\$90.16	\$157.91	-42.9%
Campbell River	74.3%	86.3%	-12.0	\$125.16	\$142.78	-12.3%	\$92.94	\$123.22	-24.6%
Greater Victoria	47.4%	81.7%	-34.3	\$157.36	\$212.69	-26.0%	\$74.59	\$173.76	-57.1%
Nanaimo	57.9%	77.0%	-19.1	\$136.55	\$151.67	-10.0%	\$79.06	\$116.81	-32.3%
Parksville/Qualicum Beach	60.9%	64.6%	-3.7	\$180.05	\$174.48	3.2%	\$109.60	\$112.74	-2.8%
Other Vancouver Island	66.8%	75.0%	-8.3	\$212.01	\$212.28	-0.1%	\$141.57	\$159.31	-11.1%
Whistler Resort Area	42.8%	69.3%	-26.5	\$196.03	\$217.00	-9.7%	\$83.89	\$150.42	-44.2%
Other British Columbia	62.1%	70.0%	-7.9	\$131.00	\$137.49	-4.7%	\$81.37	\$96.24	-15.5%
Abbotsford/Chilliwack	55.1%	79.7%	-24.6	\$97.14	\$117.66	-17.4%	\$53.53	\$93.81	-42.9%
Kamloops	56.8%	79.4%	-22.6	\$103.60	\$122.49	-15.4%	\$58.80	\$97.21	-39.5%
Kelowna	59.9%	77.0%	-17.1	\$158.86	\$176.02	-9.7%	\$95.15	\$135.53	-29.8%
Penticton	58.5%	67.0%	-8.4	\$163.47	\$157.80	3.6%	\$95.69	\$105.67	-9.4%
Prince George	67.0%	70.3%	-3.3	\$114.33	\$118.04	-3.1%	\$76.58	\$82.94	-7.7%
Other B.C. Communities	64.6%	65.0%	-0.3	\$132.93	\$134.37	-1.1%	\$85.93	\$87.32	-1.6%
NORTHWEST TERRITORIES	37.9%	86.6%	-48.8	\$153.22	\$158.97	-3.6%	\$58.01	\$137.72	-57.9%
YUKON	42.0%	74.4%	-32.4	\$127.02	\$164.27	-22.7%	\$53.39	\$122.20	-56.3%
CANADA	38.4%	73.7%	-35.3	\$124.60	\$177.28	-29.7%	\$47.86	\$130.64	-63.4%

* Based on the operating results of 241,118 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 NINE MONTHS ENDED SEPTEMBER 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
ATLANTIC CANADA	30.0%	63.9%	-34.0	\$114.10	\$140.79	-19.0%	\$34.19	\$90.03	-62.0%
NEWFOUNDLAND	25.4%	57.3%	-31.8	\$111.74	\$134.30	-16.8%	\$28.43	\$76.91	-63.0%
St. John's	23.8%	57.0%	-33.3	\$107.74	\$134.97	-20.2%	\$25.60	\$76.97	-66.7%
PRINCE EDWARD ISLAND	31.1%	64.8%	-33.6	\$110.53	\$161.08	-31.4%	\$34.41	\$104.33	-67.0%
NOVA SCOTIA	32.0%	68.8%	-36.8	\$114.29	\$148.66	-23.1%	\$36.60	\$102.25	-64.2%
Halifax/Dartmouth	31.3%	73.1%	-41.8	\$115.89	\$158.02	-26.7%	\$36.31	\$115.49	-68.6%
Other Nova Scotia	33.7%	59.5%	-25.9	\$110.75	\$124.03	-10.7%	\$37.30	\$73.85	-49.5%
NEW BRUNSWICK	29.4%	62.2%	-32.9	\$112.95	\$130.43	-13.4%	\$33.16	\$81.13	-59.1%
Moncton	32.8%	65.6%	-32.8	\$113.37	\$130.97	-13.4%	\$37.19	\$85.91	-56.7%
Other New Brunswick	27.7%	60.4%	-32.8	\$112.70	\$130.12	-13.4%	\$31.16	\$78.62	-60.4%
CENTRAL CANADA	35.8%	70.1%	-34.3	\$134.66	\$167.96	-19.8%	\$48.25	\$117.73	-59.0%
QUEBEC	33.0%	69.9%	-36.9	\$146.38	\$177.66	-17.6%	\$48.28	\$124.11	-61.1%
Greater Quebec City	33.4%	70.8%	-37.5	\$143.30	\$179.34	-20.1%	\$47.81	\$127.01	-62.4%
Other Quebec	40.3%	61.4%	-21.1	\$154.07	\$154.71	-0.4%	\$62.07	\$94.96	-34.6%
Greater Montreal	29.4%	73.8%	-44.5	\$142.20	\$186.74	-23.9%	\$41.76	\$137.87	-69.7%
Downtown Montreal	24.3%	72.4%	-48.0	\$152.38	\$214.26	-28.9%	\$37.10	\$155.02	-76.1%
Montreal Airport/Laval	36.7%	78.8%	-42.2	\$137.28	\$152.76	-10.1%	\$50.35	\$120.44	-58.2%
ONTARIO	36.7%	70.2%	-33.4	\$131.43	\$164.77	-20.2%	\$48.29	\$115.60	-58.2%
Greater Toronto Area (GTA)	34.5%	75.5%	-41.0	\$144.51	\$185.48	-22.1%	\$49.91	\$140.12	-64.4%
Downtown Toronto	26.2%	78.4%	-52.2	\$208.67	\$256.20	-18.6%	\$54.66	\$200.76	-72.8%
Toronto Airport	38.8%	79.1%	-40.3	\$139.83	\$156.84	-10.8%	\$54.28	\$124.07	-56.2%
GTA West	37.7%	73.5%	-35.8	\$113.05	\$135.16	-16.4%	\$42.64	\$99.38	-57.1%
GTA East/North	41.2%	71.0%	-29.8	\$114.35	\$139.23	-17.9%	\$47.12	\$98.85	-52.3%
Eastern Ontario	42.0%	63.2%	-21.2	\$117.99	\$133.10	-11.4%	\$49.53	\$84.15	-41.1%
Kingston	38.1%	65.4%	-27.3	\$120.00	\$141.99	-15.5%	\$45.69	\$92.85	-50.8%
Other Eastern Ontario	43.7%	62.1%	-18.4	\$117.21	\$128.17	-8.6%	\$51.23	\$79.57	-35.6%
Ottawa	39.1%	72.3%	-33.2	\$140.89	\$167.99	-16.1%	\$55.02	\$121.45	-54.7%
Downtown Ottawa	37.7%	74.2%	-36.5	\$158.67	\$185.93	-14.7%	\$59.79	\$137.88	-56.6%
Ottawa West	42.8%	71.9%	-29.1	\$123.86	\$149.27	-17.0%	\$53.04	\$107.37	-50.6%
Ottawa East	35.3%	65.9%	-30.6	\$118.13	\$131.55	-10.2%	\$41.68	\$86.70	-51.9%
Southern Ontario	33.7%	65.9%	-32.2	\$110.60	\$145.34	-23.9%	\$37.23	\$95.71	-61.1%
London	42.3%	66.2%	-23.9	\$101.71	\$120.85	-15.8%	\$43.00	\$80.03	-46.3%
Windsor	33.3%	61.0%	-27.7	\$110.09	\$120.42	-8.6%	\$36.68	\$73.45	-50.1%
Kitchener/Waterloo/Cambridge/Guelph	35.9%	65.6%	-29.7	\$108.73	\$129.77	-16.2%	\$38.99	\$85.08	-54.2%
Hamilton/Brantford	38.1%	67.6%	-29.5	\$112.85	\$132.24	-14.7%	\$42.98	\$89.43	-51.9%
Niagara Falls	29.1%	69.5%	-40.4	\$117.62	\$174.31	-32.5%	\$34.22	\$121.06	-71.7%
Other Niagara Region	30.7%	56.7%	-26.0	\$106.32	\$133.10	-20.1%	\$32.66	\$75.49	-56.7%
Other Southern Ontario	34.7%	60.6%	-25.8	\$106.26	\$120.43	-11.8%	\$36.92	\$72.95	-49.4%
Central Ontario	42.5%	59.6%	-17.0	\$150.51	\$152.88	-1.6%	\$63.99	\$91.06	-29.7%
North Eastern Ontario	42.0%	63.0%	-21.0	\$113.71	\$123.44	-7.9%	\$47.73	\$77.79	-38.6%
North Bay	41.2%	63.5%	-22.3	\$105.15	\$114.52	-8.2%	\$43.37	\$72.74	-40.4%
Sudbury	43.6%	65.9%	-22.4	\$113.99	\$123.43	-7.6%	\$49.65	\$81.35	-39.0%
North Central Ontario									
Sault Ste. Marie	40.6%	61.0%	-20.4	\$106.06	\$114.02	-7.0%	\$43.05	\$69.51	-38.1%
North Western Ontario	53.0%	72.0%	-18.9	\$124.04	\$130.09	-4.6%	\$65.78	\$93.60	-29.7%
Thunder Bay	49.5%	71.8%	-22.2	\$122.25	\$126.69	-3.5%	\$60.53	\$90.92	-33.4%

** 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 NINE MONTHS ENDED SEPTEMBER 2020

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2020	2019	**Point Change	2020	2019	Variance	2020	2019	Variance
WESTERN CANADA	36.6%	64.4%	-27.8	\$135.53	\$168.82	-19.7%	\$49.66	\$108.76	-54.3%
MANITOBA	38.1%	68.2%	-30.1	\$118.61	\$125.43	-5.4%	\$45.24	\$85.57	-47.1%
Winnipeg	36.2%	70.7%	-34.4	\$119.14	\$127.99	-6.9%	\$43.17	\$90.43	-52.3%
Brandon	34.9%	62.2%	-27.2	\$104.31	\$112.82	-7.5%	\$36.42	\$70.13	-48.1%
Other Manitoba	46.7%	62.7%	-16.0	\$123.63	\$123.03	0.5%	\$57.78	\$77.19	-25.1%
SASKATCHEWAN	34.0%	56.0%	-22.1	\$107.69	\$118.43	-9.1%	\$36.58	\$66.36	-44.9%
Regina	31.8%	57.3%	-25.5	\$106.24	\$118.70	-10.5%	\$33.81	\$68.00	-50.3%
Saskatoon	34.1%	61.2%	-27.1	\$112.69	\$124.91	-9.8%	\$38.42	\$76.50	-49.8%
Other Saskatchewan	35.4%	50.4%	-15.0	\$104.26	\$111.01	-6.1%	\$36.90	\$55.90	-34.0%
ALBERTA (excl. Alta Resorts)	31.2%	56.2%	-25.1	\$113.17	\$130.10	-13.0%	\$35.28	\$73.18	-51.8%
Calgary	28.1%	63.2%	-35.0	\$117.74	\$146.73	-19.8%	\$33.12	\$92.68	-64.3%
Calgary Airport	30.3%	63.2%	-33.0	\$101.96	\$118.61	-14.0%	\$30.85	\$75.01	-58.9%
Calgary Downtown	22.9%	64.5%	-41.6	\$162.13	\$194.87	-16.8%	\$37.05	\$125.67	-70.5%
Calgary Northwest	33.2%	64.4%	-31.2	\$95.40	\$120.80	-21.0%	\$31.66	\$77.82	-59.3%
Calgary South	29.8%	59.8%	-30.0	\$108.22	\$131.59	-17.8%	\$32.24	\$78.68	-59.0%
Edmonton	30.4%	57.6%	-27.2	\$115.06	\$126.63	-9.1%	\$34.98	\$72.94	-52.0%
Downtown Edmonton	27.5%	61.1%	-33.6	\$148.68	\$155.46	-4.4%	\$40.86	\$94.94	-57.0%
Edmonton South	30.3%	55.4%	-25.1	\$99.37	\$111.29	-10.7%	\$30.14	\$61.68	-51.1%
Edmonton West	32.6%	57.4%	-24.8	\$106.78	\$117.21	-8.9%	\$34.81	\$67.29	-48.3%
Other Alberta	33.6%	50.6%	-17.0	\$109.63	\$118.23	-7.3%	\$36.85	\$59.78	-38.4%
Lethbridge	29.5%	61.2%	-31.7	\$97.86	\$110.89	-11.7%	\$28.83	\$67.85	-57.5%
Red Deer	21.8%	44.5%	-22.7	\$98.65	\$107.92	-8.6%	\$21.51	\$48.02	-55.2%
Other Alberta Communities	35.7%	50.0%	-14.2	\$112.37	\$121.10	-7.2%	\$40.17	\$60.54	-33.7%
Alberta Resorts	41.6%	70.8%	-29.3	\$247.01	\$329.57	-25.1%	\$102.66	\$233.40	-56.0%
BRITISH COLUMBIA	42.5%	73.7%	-31.2	\$152.31	\$199.55	-23.7%	\$64.73	\$147.08	-56.0%
Greater Vancouver	39.0%	82.0%	-43.0	\$154.56	\$230.49	-32.9%	\$60.30	\$189.12	-68.1%
Airport (Richmond)	46.3%	83.5%	-37.2	\$143.96	\$191.41	-24.8%	\$66.66	\$159.88	-58.3%
Downtown Vancouver	32.7%	82.5%	-49.8	\$184.60	\$275.85	-33.1%	\$60.40	\$227.65	-73.5%
Langley/Surrey	44.9%	77.3%	-32.3	\$115.55	\$150.05	-23.0%	\$51.93	\$115.93	-55.2%
Other Vancouver	45.1%	81.5%	-36.5	\$127.10	\$180.27	-29.5%	\$57.28	\$147.01	-61.0%
Vancouver Island	43.0%	73.4%	-30.4	\$148.03	\$185.75	-20.3%	\$63.59	\$136.26	-53.3%
Campbell River	58.1%	77.3%	-19.2	\$113.74	\$131.17	-13.3%	\$66.05	\$101.33	-34.8%
Greater Victoria	38.8%	74.7%	-35.8	\$144.41	\$196.04	-26.3%	\$56.06	\$146.37	-61.7%
Nanaimo	46.9%	77.2%	-30.4	\$133.73	\$148.90	-10.2%	\$62.66	\$115.00	-45.5%
Parksville/Qualicum Beach	45.3%	63.8%	-18.5	\$170.49	\$176.71	-3.5%	\$77.20	\$112.66	-31.5%
Other Vancouver Island	49.6%	70.2%	-20.6	\$167.79	\$190.90	-12.1%	\$83.26	\$134.03	-37.9%
Whistler Resort Area	46.1%	76.5%	-30.5	\$330.01	\$318.25	3.7%	\$152.02	\$243.52	-37.6%
Other British Columbia	45.5%	63.6%	-18.0	\$126.79	\$138.14	-8.2%	\$57.74	\$87.83	-34.3%
Abbotsford/Chilliwack	49.1%	75.8%	-26.7	\$96.77	\$119.44	-19.0%	\$47.47	\$90.52	-47.6%
Kamloops	41.2%	70.1%	-29.0	\$101.06	\$119.41	-15.4%	\$41.59	\$83.72	-50.3%
Kelowna	46.7%	69.9%	-23.2	\$150.68	\$166.00	-9.2%	\$70.41	\$116.04	-39.3%
Penticton	40.6%	56.9%	-16.3	\$168.26	\$162.50	3.5%	\$68.28	\$92.39	-26.1%
Prince George	48.4%	64.2%	-15.8	\$111.26	\$118.51	-6.1%	\$53.82	\$76.06	-29.2%
Other B.C. Communities	45.8%	59.4%	-13.7	\$128.92	\$138.70	-7.1%	\$58.99	\$82.41	-28.4%
NORTHWEST TERRITORIES	48.1%	61.9%	-13.7	\$154.54	\$147.79	4.6%	\$74.38	\$91.43	-18.6%
YUKON	37.9%	66.8%	-28.9	\$126.33	\$154.34	-18.1%	\$47.87	\$103.16	-53.6%
CANADA	35.8%	67.0%	-31.2	\$133.86	\$166.54	-19.6%	\$47.93	\$111.64	-57.1%

** 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 SEPTEMBER 2020*

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	33.5%	70.0%	-36.5	\$110.33	\$134.81	-18.2%
50-75 rooms	41.1%	72.2%	-31.1	\$100.27	\$119.57	-16.1%
76-125 rooms	35.8%	74.5%	-38.7	\$106.25	\$138.61	-23.3%
126-200 rooms	33.8%	78.3%	-44.5	\$106.98	\$156.41	-31.6%
201-500 rooms	26.7%	78.8%	-52.1	\$119.88	\$188.04	-36.2%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	34.3%	76.0%	-41.6	\$107.34	\$150.90	-28.9%
Property Type						
Limited Service	38.0%	74.8%	-36.8	\$105.44	\$133.57	-21.1%
Full Service	28.9%	76.5%	-47.7	\$103.72	\$162.14	-36.0%
Suite Hotel	39.0%	86.4%	-47.5	\$115.77	\$172.56	-32.9%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	34.3%	76.0%	-41.6	\$107.34	\$150.90	-28.9%
Price Level						
Budget	34.6%	65.9%	-31.3	\$95.85	\$111.43	-14.0%
Mid-Price	34.2%	78.1%	-43.9	\$106.78	\$156.53	-31.8%
Upscale	35.4%	76.7%	-41.3	\$159.10	\$181.95	-12.6%
Total	34.3%	76.0%	-41.6	\$107.34	\$150.90	-28.9%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	46.8%	65.3%	-18.5	\$113.84	\$134.80	-15.6%
50-75 rooms	55.2%	71.5%	-16.3	\$111.86	\$124.43	-10.1%
76-125 rooms	47.3%	77.3%	-30.0	\$112.71	\$143.31	-21.4%
126-200 rooms	37.4%	77.8%	-40.5	\$114.21	\$158.00	-27.7%
201-500 rooms	25.5%	80.8%	-55.4	\$145.39	\$212.38	-31.5%
Over 500 rooms	19.3%	83.4%	-64.2	\$158.29	\$260.08	-39.1%
Total	36.5%	78.3%	-41.9	\$122.03	\$180.87	-32.5%
Property Type						
Limited Service	48.2%	75.6%	-27.4	\$105.06	\$129.91	-19.1%
Full Service	27.6%	80.5%	-52.8	\$127.71	\$206.26	-38.1%
Suite Hotel	45.7%	81.8%	-36.0	\$125.82	\$178.22	-29.4%
Resort	40.0%	62.2%	-22.2	\$239.86	\$210.54	13.9%
Total	36.5%	78.3%	-41.9	\$122.03	\$180.87	-32.5%
Price Level						
Budget	44.8%	74.9%	-30.2	\$92.21	\$109.07	-15.5%
Mid-Price	37.4%	78.5%	-41.1	\$119.86	\$170.39	-29.7%
Upscale	21.6%	82.4%	-60.8	\$219.09	\$309.13	-29.1%
Total	36.5%	78.3%	-41.9	\$122.03	\$180.87	-32.5%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	53.2%	61.5%	-8.4	\$108.91	\$120.89	-9.9%
50-75 rooms	53.5%	65.0%	-11.5	\$112.05	\$134.94	-17.0%
76-125 rooms	47.9%	66.7%	-18.9	\$120.80	\$142.12	-15.0%
126-200 rooms	38.4%	68.2%	-29.8	\$122.61	\$159.93	-23.3%
201-500 rooms	28.2%	72.2%	-44.0	\$158.87	\$221.16	-28.2%
Over 500 rooms	21.6%	84.9%	-63.2	\$284.19	\$385.63	-26.3%
Total	41.0%	68.7%	-27.8	\$129.11	\$177.67	-27.3%
Property Type						
Limited Service	48.0%	63.3%	-15.3	\$107.65	\$126.73	-15.1%
Full Service	32.3%	71.6%	-39.3	\$128.87	\$192.73	-33.1%
Suite Hotel	44.0%	75.6%	-31.6	\$122.98	\$180.34	-31.8%
Resort	50.5%	75.2%	-24.7	\$248.55	\$317.74	-21.8%
Total	41.0%	68.7%	-27.8	\$129.11	\$177.67	-27.3%
Price Level						
Budget	49.9%	65.8%	-15.9	\$95.77	\$128.61	-25.5%
Mid-Price	41.0%	67.4%	-26.4	\$121.79	\$155.53	-21.7%
Upscale	31.2%	78.0%	-46.8	\$237.10	\$309.80	-23.5%
Total	41.0%	68.7%	-27.8	\$129.11	\$177.67	-27.3%

CANADA *

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	50.3%	63.2%	-13.0	\$110.57	\$126.80	-12.8%
50-75 rooms	52.9%	68.1%	-15.2	\$111.07	\$129.24	-14.1%
76-125 rooms	46.6%	71.6%	-25.0	\$116.46	\$142.32	-18.2%
126-200 rooms	37.5%	73.5%	-36.0	\$117.55	\$158.66	-25.9%
201-500 rooms	26.8%	76.9%	-50.1	\$150.36	\$214.67	-30.0%
Over 500 rooms	19.9%	83.8%	-63.9	\$194.40	\$291.96	-33.4%
Total	38.4%	73.7%	-35.3	\$124.60	\$177.28	-29.7%
Property Type						
Limited Service	47.2%	69.2%	-21.9	\$106.45	\$128.74	-17.3%
Full Service	29.7%	76.4%	-46.7	\$126.66	\$197.88	-36.0%
Suite Hotel	44.8%	79.9%	-35.1	\$124.45	\$178.62	-30.3%
Resort	47.5%	70.7%	-23.2	\$241.22	\$283.59	-14.9%
Total	38.4%	73.7%	-35.3	\$124.60	\$177.28	-29.7%
Price Level						
Budget	46.1%	70.8%	-24.7	\$93.94	\$116.25	-19.2%
Mid-Price	38.9%	73.1%	-34.2	\$119.88	\$162.55	-26.2%
Upscale	26.4%	80.2%	-53.8	\$227.05	\$306.81	-26.0%
Total	38.4%	73.7%	-35.3	\$124.60	\$177.28	-29.7%

* Based on the operating results of 241,118 rooms (unweighted data)

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NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

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

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	27.1%	55.0%	-27.9	\$109.77	\$125.49	-12.5%
50-75 rooms	31.6%	59.5%	-28.0	\$101.11	\$115.42	-12.4%
76-125 rooms	31.2%	64.0%	-32.7	\$111.13	\$133.40	-16.7%
126-200 rooms	31.0%	66.9%	-35.9	\$118.29	\$146.18	-19.1%
201-500 rooms	24.9%	64.0%	-39.0	\$128.43	\$165.10	-22.2%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	30.0%	63.9%	-34.0	\$114.10	\$140.79	-19.0%
Property Type						
Limited Service	32.1%	63.5%	-31.3	\$110.98	\$130.53	-15.0%
Full Service	26.8%	64.0%	-37.2	\$113.81	\$146.03	-22.1%
Suite Hotel	35.6%	74.9%	-39.3	\$123.41	\$160.26	-23.0%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	30.0%	63.9%	-34.0	\$114.10	\$140.79	-19.0%
Price Level						
Budget	27.1%	54.9%	-27.7	\$95.95	\$109.92	-12.7%
Mid-Price	30.4%	66.0%	-35.6	\$115.60	\$144.79	-20.2%
Upscale	33.9%	63.4%	-29.5	\$153.65	\$175.05	-12.2%
Total	30.0%	63.9%	-34.0	\$114.10	\$140.79	-19.0%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	39.9%	57.2%	-17.2	\$112.49	\$133.64	-15.8%
50-75 rooms	43.6%	64.3%	-20.7	\$110.89	\$122.31	-9.3%
76-125 rooms	40.9%	68.9%	-28.0	\$116.40	\$137.46	-15.3%
126-200 rooms	37.0%	70.2%	-33.2	\$125.17	\$151.37	-17.3%
201-500 rooms	31.9%	72.3%	-40.4	\$163.71	\$192.98	-15.2%
Over 500 rooms	24.9%	73.9%	-49.0	\$185.13	\$228.19	-18.9%
Total	35.8%	70.1%	-34.3	\$134.66	\$167.96	-19.8%
Property Type						
Limited Service	41.5%	66.9%	-25.4	\$108.05	\$125.91	-14.2%
Full Service	31.1%	71.7%	-40.6	\$148.00	\$186.90	-20.8%
Suite Hotel	41.5%	76.2%	-34.7	\$136.33	\$169.88	-19.7%
Resort	40.8%	59.9%	-19.1	\$240.23	\$221.34	8.5%
Total	35.8%	70.1%	-34.3	\$134.66	\$167.96	-19.8%
Price Level						
Budget	40.0%	64.4%	-24.3	\$94.68	\$107.17	-11.7%
Mid-Price	36.0%	71.2%	-35.2	\$132.31	\$162.16	-18.4%
Upscale	29.0%	73.6%	-44.5	\$226.04	\$265.10	-14.7%
Total	35.8%	70.1%	-34.3	\$134.66	\$167.96	-19.8%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	41.5%	56.1%	-14.6	\$105.90	\$119.00	-11.0%
50-75 rooms	41.8%	60.1%	-18.2	\$110.58	\$130.18	-15.1%
76-125 rooms	39.3%	62.7%	-23.4	\$120.42	\$139.61	-13.7%
126-200 rooms	34.5%	64.1%	-29.6	\$127.21	\$153.05	-16.9%
201-500 rooms	32.0%	68.5%	-36.4	\$173.21	\$207.27	-16.4%
Over 500 rooms	30.1%	77.8%	-47.7	\$280.74	\$345.08	-18.6%
Total	36.6%	64.4%	-27.8	\$135.53	\$168.82	-19.7%
Property Type						
Limited Service	38.7%	59.4%	-20.6	\$107.72	\$124.23	-13.3%
Full Service	32.9%	67.1%	-34.2	\$140.00	\$179.06	-21.8%
Suite Hotel	42.1%	70.7%	-28.5	\$137.93	\$173.43	-20.5%
Resort	43.7%	70.4%	-26.7	\$261.12	\$296.45	-11.9%
Total	36.6%	64.4%	-27.8	\$135.53	\$168.82	-19.7%
Price Level						
Budget	40.8%	60.1%	-19.4	\$95.66	\$120.02	-20.3%
Mid-Price	36.0%	63.7%	-27.7	\$124.96	\$149.01	-16.1%
Upscale	35.4%	72.2%	-36.8	\$251.29	\$294.23	-14.6%
Total	36.6%	64.4%	-27.8	\$135.53	\$168.82	-19.7%

CANADA

	Occupancy Percentage			Average Daily Rate		
	2020	2019	**Point Change	2020	2019	Variance
Property Size						
Under 50 rooms	40.5%	56.4%	-16.0	\$108.19	\$124.71	-13.2%
50-75 rooms	41.5%	61.6%	-20.1	\$109.99	\$125.74	-12.5%
76-125 rooms	39.3%	65.3%	-26.0	\$118.12	\$138.20	-14.5%
126-200 rooms	35.3%	67.2%	-31.9	\$125.59	\$151.65	-17.2%
201-500 rooms	31.6%	70.2%	-38.6	\$166.56	\$197.66	-15.7%
Over 500 rooms	26.2%	74.9%	-48.7	\$212.01	\$258.34	-17.9%
Total	35.8%	67.0%	-31.2	\$133.86	\$166.54	-19.6%
Property Type						
Limited Service	39.2%	62.7%	-23.5	\$108.10	\$125.49	-13.9%
Full Service	31.6%	69.2%	-37.6	\$142.52	\$181.15	-21.3%
Suite Hotel	41.4%	74.3%	-32.9	\$136.38	\$170.58	-20.0%
Resort	42.7%	66.8%	-24.1	\$253.82	\$274.52	-7.5%
Total	35.8%	67.0%	-31.2	\$133.86	\$166.54	-19.6%
Price Level						
Budget	39.5%	62.1%	-22.7	\$95.15	\$112.03	-15.1%
Mid-Price	35.5%	67.2%	-31.6	\$127.44	\$154.72	-17.6%
Upscale	32.1%	72.7%	-40.6	\$237.42	\$277.18	-14.3%
Total	35.8%	67.0%	-31.2	\$133.86	\$166.54	-19.6%

** 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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