

March 2021

NATIONAL MARKET REPORT

TRENDS IN THE CANADIAN HOTEL INDUSTRY



REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF MARCH 2021*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
ATLANTIC CANADA	26.1%	28.5%	-2.4	\$98.10	\$118.95	-17.5%	\$25.56	\$33.91	-24.6%
NEWFOUNDLAND	16.5%	26.6%	-10.1	\$90.04	\$118.12	-23.8%	\$14.85	\$31.39	-52.7%
St. John's	14.0%	25.5%	-11.5	\$85.15	\$115.23	-26.1%	\$11.92	\$29.34	-59.4%
PRINCE EDWARD ISLAND	21.3%	23.8%	-2.5	\$106.32	\$114.96	-7.5%	\$22.63	\$27.33	-17.2%
NOVA SCOTIA	31.3%	32.5%	-1.2	\$97.26	\$121.58	-20.0%	\$30.43	\$39.55	-23.1%
Halifax/Dartmouth	27.0%	34.2%	-7.1	\$94.19	\$125.73	-25.1%	\$25.47	\$42.94	-40.7%
Other Nova Scotia	41.2%	28.9%	12.2	\$101.95	\$110.68	-7.9%	\$41.97	\$32.01	31.1%
NEW BRUNSWICK	25.3%	25.8%	-0.6	\$98.18	\$114.66	-14.4%	\$24.81	\$29.64	-16.3%
Moncton	26.5%	29.1%	-2.7	\$93.26	\$118.84	-21.5%	\$24.70	\$34.64	-28.7%
Other New Brunswick	24.6%	24.1%	0.5	\$101.11	\$111.99	-9.7%	\$24.87	\$26.99	-7.9%
CENTRAL CANADA	31.0%	31.5%	-0.5	\$115.78	\$145.81	-20.6%	\$35.86	\$45.94	-22.0%
QUEBEC	23.7%	27.6%	-4.0	\$136.01	\$150.62	-9.7%	\$32.19	\$41.63	-22.7%
Greater Quebec City	19.8%	29.2%	-9.4	\$120.73	\$137.90	-12.5%	\$23.87	\$40.21	-40.6%
Other Quebec	33.0%	29.4%	3.6	\$141.74	\$159.05	-10.9%	\$46.83	\$46.78	0.1%
Greater Montreal	20.2%	26.4%	-6.2	\$135.61	\$149.41	-9.2%	\$27.34	\$39.42	-30.6%
Downtown Montreal	9.9%	20.3%	-10.5	\$136.76	\$158.93	-14.0%	\$13.48	\$32.29	-58.3%
Montreal Airport/Laval	36.7%	37.7%	-1.0	\$142.50	\$145.58	-2.1%	\$52.28	\$54.81	-4.6%
ONTARIO	33.5%	32.8%	0.7	\$111.02	\$144.53	-23.2%	\$37.15	\$47.37	-21.6%
Greater Toronto Area (GTA)	34.3%	33.8%	0.5	\$116.68	\$171.68	-32.0%	\$40.00	\$57.95	-31.0%
Downtown Toronto	12.0%	28.5%	-16.5	\$146.95	\$262.77	-44.1%	\$17.56	\$74.88	-76.5%
Toronto Airport	55.0%	40.5%	14.5	\$153.35	\$151.09	1.5%	\$84.35	\$61.22	37.8%
GTA West	37.6%	34.9%	2.7	\$95.63	\$123.57	-22.6%	\$35.95	\$43.14	-16.7%
GTA East/North	47.7%	36.0%	11.8	\$93.05	\$123.59	-24.7%	\$44.41	\$44.45	-0.1%
Eastern Ontario	36.0%	35.8%	0.3	\$107.74	\$118.14	-8.8%	\$38.82	\$42.24	-8.1%
Kingston	29.6%	33.8%	-4.2	\$104.08	\$128.64	-19.1%	\$30.82	\$43.47	-29.1%
Other Eastern Ontario	39.2%	36.7%	2.5	\$109.13	\$113.33	-3.7%	\$42.83	\$41.63	2.9%
Ottawa	31.2%	35.0%	-3.8	\$117.24	\$147.78	-20.7%	\$36.58	\$51.72	-29.3%
Downtown Ottawa	25.3%	34.0%	-8.7	\$134.86	\$165.85	-18.7%	\$34.13	\$56.46	-39.5%
Ottawa West	38.7%	38.6%	0.1	\$102.21	\$127.65	-19.9%	\$39.57	\$49.26	-19.7%
Ottawa East	38.6%	30.6%	8.1	\$104.06	\$123.17	-15.5%	\$40.19	\$37.64	6.8%
Southern Ontario	30.1%	27.2%	2.8	\$95.88	\$109.55	-12.5%	\$28.82	\$29.83	-3.4%
London	39.6%	36.5%	3.2	\$85.34	\$110.13	-22.5%	\$33.81	\$40.16	-15.8%
Windsor	37.6%	33.1%	4.5	\$100.59	\$115.24	-12.7%	\$37.83	\$38.14	-0.8%
Kitchener/Waterloo/Cambridge/Guelph	33.6%	32.9%	0.7	\$89.81	\$115.64	-22.3%	\$30.14	\$38.01	-20.7%
Hamilton/Brantford	40.5%	31.1%	9.3	\$102.41	\$116.97	-12.4%	\$41.46	\$36.43	13.8%
Niagara Falls	17.1%	19.0%	-1.9	\$106.32	\$101.02	5.3%	\$18.14	\$19.17	-5.4%
Other Niagara Region	36.3%	23.9%	12.4	\$85.85	\$106.45	-19.4%	\$31.15	\$25.44	22.4%
Other Southern Ontario	40.6%	31.4%	9.2	\$96.59	\$109.11	-11.5%	\$39.22	\$34.31	14.3%
Central Ontario	34.3%	28.9%	5.4	\$128.40	\$125.31	2.5%	\$43.98	\$36.15	21.6%
North Eastern Ontario	36.7%	37.0%	-0.3	\$105.15	\$119.28	-11.8%	\$38.61	\$44.13	-12.5%
North Bay	31.4%	32.9%	-1.5	\$92.63	\$108.71	-14.8%	\$29.09	\$35.79	-18.7%
Sudbury	33.8%	39.3%	-5.5	\$107.68	\$118.36	-9.0%	\$36.41	\$46.50	-21.7%
North Central Ontario									
Sault Ste. Marie	29.8%	35.7%	-5.9	\$94.63	\$107.12	-11.7%	\$28.17	\$38.27	-26.4%
North Western Ontario	47.3%	50.0%	-2.7	\$119.03	\$126.25	-5.7%	\$56.32	\$63.14	-10.8%
Thunder Bay	43.5%	49.5%	-6.0	\$117.22	\$125.95	-6.9%	\$50.97	\$62.38	-18.3%

* Based on the operating results of 242,386 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/hotel-valuation-and-advisory-services/disclaimer>

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REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF MARCH 2021*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
WESTERN CANADA	34.6%	33.3%	1.3	\$120.65	\$136.53	-11.6%	\$41.71	\$45.43	-8.2%
MANITOBA	31.5%	36.2%	-4.8	\$111.28	\$119.30	-6.7%	\$35.04	\$43.24	-19.0%
Winnipeg	28.8%	36.6%	-7.9	\$112.63	\$121.14	-7.0%	\$32.41	\$44.39	-27.0%
Brandon	28.2%	30.0%	-1.8	\$91.34	\$101.16	-9.7%	\$25.76	\$30.40	-15.2%
Other Manitoba	42.7%	38.4%	4.3	\$116.07	\$121.21	-4.2%	\$49.59	\$46.58	6.5%
SASKATCHEWAN	29.9%	32.9%	-3.1	\$101.75	\$114.92	-11.5%	\$30.37	\$37.84	-19.7%
Regina	23.5%	33.7%	-10.2	\$89.71	\$117.54	-23.7%	\$21.07	\$39.58	-46.8%
Saskatoon	29.4%	34.9%	-5.4	\$104.16	\$122.41	-14.9%	\$30.64	\$42.67	-28.2%
Other Saskatchewan	34.9%	30.6%	4.3	\$105.74	\$104.64	1.1%	\$36.89	\$31.98	15.4%
ALBERTA (excl. Alta Resorts)	28.2%	29.4%	-1.2	\$100.93	\$117.87	-14.4%	\$28.48	\$34.66	-17.9%
Calgary	22.4%	27.7%	-5.3	\$104.74	\$126.94	-17.5%	\$23.47	\$35.14	-33.2%
Calgary Airport	24.8%	33.4%	-8.6	\$100.92	\$108.84	-7.3%	\$25.03	\$36.35	-31.2%
Downtown Calgary	13.5%	22.1%	-8.6	\$129.28	\$172.47	-25.0%	\$17.44	\$38.10	-54.2%
Calgary Northwest	41.3%	27.6%	13.7	\$87.43	\$100.79	-13.3%	\$36.08	\$27.79	29.8%
Calgary South	25.3%	25.7%	-0.4	\$102.50	\$116.53	-12.0%	\$25.95	\$30.00	-13.5%
Edmonton	26.6%	29.1%	-2.5	\$91.30	\$119.43	-23.6%	\$24.29	\$34.72	-30.1%
Downtown Edmonton	16.3%	25.9%	-9.6	\$125.71	\$151.08	-16.8%	\$20.44	\$39.10	-47.7%
Edmonton South	30.1%	30.6%	-0.5	\$83.60	\$103.76	-19.4%	\$25.14	\$31.73	-20.8%
Edmonton West	28.3%	28.0%	0.3	\$91.02	\$114.57	-20.6%	\$25.71	\$32.05	-19.8%
Other Alberta	33.3%	30.8%	2.5	\$104.31	\$111.46	-6.4%	\$34.71	\$34.31	1.2%
Lethbridge	27.0%	30.0%	-3.0	\$93.75	\$104.05	-9.9%	\$25.30	\$31.17	-18.8%
Red Deer	24.7%	19.7%	5.0	\$87.40	\$104.38	-16.3%	\$21.57	\$20.59	4.8%
Other Alberta Communities	35.6%	32.6%	3.0	\$107.40	\$113.00	-5.0%	\$38.20	\$36.82	3.7%
Alberta Resorts	40.0%	26.5%	13.5	\$210.49	\$222.91	-5.6%	\$84.12	\$59.05	42.4%
BRITISH COLUMBIA	42.7%	37.4%	5.3	\$131.91	\$154.14	-14.4%	\$56.37	\$57.68	-2.3%
Greater Vancouver	39.6%	39.3%	0.3	\$144.72	\$169.66	-14.7%	\$57.33	\$66.63	-14.0%
Airport (Richmond)	62.3%	49.0%	13.4	\$170.43	\$150.17	13.5%	\$106.22	\$73.52	44.5%
Downtown Vancouver	25.4%	32.2%	-6.8	\$157.35	\$209.08	-24.7%	\$39.91	\$67.24	-40.6%
Langley/Surrey	53.8%	42.6%	11.2	\$102.58	\$122.19	-16.0%	\$55.18	\$52.06	6.0%
Other Vancouver	47.1%	48.4%	-1.3	\$112.02	\$135.87	-17.6%	\$52.75	\$65.71	-19.7%
Vancouver Island	49.1%	37.0%	12.1	\$124.22	\$129.32	-3.9%	\$61.01	\$47.82	27.6%
Campbell River	67.3%	40.2%	27.1	\$101.49	\$102.72	-1.2%	\$68.33	\$41.32	65.4%
Greater Victoria	44.2%	35.2%	9.0	\$117.80	\$133.05	-11.5%	\$52.07	\$46.86	11.1%
Nanaimo	39.8%	40.5%	-0.7	\$121.99	\$137.01	-11.0%	\$48.61	\$55.50	-12.4%
Parksville/Qualicum Beach	56.4%	37.4%	19.0	\$141.31	\$125.20	12.9%	\$79.76	\$46.83	70.3%
Other Vancouver Island	59.6%	40.2%	19.4	\$137.18	\$122.55	11.9%	\$81.69	\$49.21	66.0%
Whistler Resort Area	32.2%	36.7%	-4.5	\$263.01	\$356.06	-26.1%	\$84.58	\$130.69	-35.3%
Other British Columbia	45.9%	35.6%	10.4	\$108.99	\$113.08	-3.6%	\$50.06	\$40.23	24.5%
Abbotsford/Chilliwack	59.7%	53.3%	6.5	\$89.02	\$96.98	-8.2%	\$53.17	\$51.65	2.9%
Kamloops	51.2%	30.3%	20.8	\$92.85	\$101.54	-8.6%	\$47.52	\$30.82	54.2%
Kelowna	40.3%	33.2%	7.1	\$107.18	\$122.77	-12.7%	\$43.18	\$40.72	6.1%
Penticton	28.5%	30.3%	-1.8	\$101.25	\$120.75	-16.2%	\$28.88	\$36.61	-21.1%
Prince George	44.5%	40.9%	3.6	\$108.23	\$113.62	-4.7%	\$48.16	\$46.47	3.6%
Other B.C. Communities	46.3%	34.9%	11.5	\$117.81	\$115.12	2.3%	\$54.57	\$40.14	36.0%
NORTHWEST TERRITORIES	41.4%	53.2%	-11.9	\$152.26	\$164.29	-7.3%	\$62.97	\$87.47	-28.0%
YUKON	33.5%	35.8%	-2.3	\$104.03	\$139.06	-25.2%	\$34.83	\$49.72	-30.0%
CANADA	32.3%	32.1%	0.2	\$117.18	\$139.66	-16.1%	\$37.85	\$44.86	-15.6%

* Based on the operating results of 242,386 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 THREE MONTHS ENDED MARCH 2021

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
ATLANTIC CANADA	21.8%	38.4%	-16.6	\$96.04	\$120.74	-20.5%	\$20.90	\$46.32	-54.9%
NEWFOUNDLAND	16.7%	33.2%	-16.5	\$91.91	\$117.02	-21.5%	\$15.38	\$38.85	-60.4%
St. John's	15.3%	32.3%	-17.0	\$87.79	\$113.86	-22.9%	\$13.43	\$36.78	-63.5%
PRINCE EDWARD ISLAND	19.9%	30.9%	-11.0	\$99.12	\$118.51	-16.4%	\$19.73	\$36.57	-46.0%
NOVA SCOTIA	27.3%	42.9%	-15.6	\$95.64	\$123.05	-22.3%	\$26.15	\$52.80	-50.5%
Halifax/Dartmouth	24.2%	45.6%	-21.4	\$93.10	\$127.22	-26.8%	\$22.56	\$57.98	-61.1%
Other Nova Scotia	34.7%	36.9%	-2.2	\$99.82	\$111.50	-10.5%	\$34.63	\$41.17	-15.9%
NEW BRUNSWICK	18.4%	36.8%	-18.4	\$95.58	\$116.56	-18.0%	\$17.59	\$42.89	-59.0%
Moncton	17.7%	41.4%	-23.7	\$90.52	\$120.39	-24.8%	\$15.98	\$49.81	-67.9%
Other New Brunswick	18.8%	34.3%	-15.5	\$98.18	\$114.07	-13.9%	\$18.47	\$39.16	-52.8%
CENTRAL CANADA	26.1%	48.5%	-22.4	\$108.83	\$150.82	-27.8%	\$28.45	\$73.14	-61.1%
QUEBEC	18.8%	47.3%	-28.5	\$128.85	\$160.45	-19.7%	\$24.27	\$75.91	-68.0%
Greater Quebec City	15.3%	47.8%	-32.5	\$117.54	\$148.91	-21.1%	\$17.97	\$71.18	-74.7%
Other Quebec	26.7%	46.9%	-20.2	\$137.54	\$168.65	-18.4%	\$36.68	\$79.09	-53.6%
Greater Montreal	16.0%	47.4%	-31.4	\$124.57	\$159.30	-21.8%	\$19.95	\$75.50	-73.6%
Downtown Montreal	8.4%	42.3%	-33.8	\$129.27	\$170.73	-24.3%	\$10.92	\$72.21	-84.9%
Montreal Airport/Laval	27.5%	58.9%	-31.4	\$127.67	\$150.40	-15.1%	\$35.12	\$88.65	-60.4%
ONTARIO	28.6%	48.9%	-20.3	\$104.47	\$147.83	-29.3%	\$29.90	\$72.29	-58.6%
Greater Toronto Area (GTA)	29.1%	53.7%	-24.5	\$105.67	\$167.44	-36.9%	\$30.76	\$89.84	-65.8%
Downtown Toronto	11.7%	51.5%	-39.8	\$141.69	\$223.87	-36.7%	\$16.61	\$115.38	-85.6%
Toronto Airport	35.6%	63.9%	-28.3	\$128.05	\$155.58	-17.7%	\$45.61	\$99.47	-54.1%
GTA West	33.9%	53.4%	-19.5	\$89.18	\$128.58	-30.6%	\$30.23	\$68.62	-55.9%
GTA East/North	44.1%	50.2%	-6.1	\$91.76	\$130.55	-29.7%	\$40.45	\$65.54	-38.3%
Eastern Ontario	31.7%	44.5%	-12.8	\$102.90	\$119.97	-14.2%	\$32.62	\$53.43	-39.0%
Kingston	27.7%	43.4%	-15.7	\$92.38	\$124.62	-25.9%	\$25.59	\$54.14	-52.7%
Other Eastern Ontario	33.7%	45.1%	-11.4	\$107.26	\$117.72	-8.9%	\$36.17	\$53.08	-31.9%
Ottawa	24.8%	54.6%	-29.8	\$112.80	\$156.08	-27.7%	\$27.99	\$85.17	-67.1%
Downtown Ottawa	20.2%	55.5%	-35.2	\$125.70	\$172.96	-27.3%	\$25.43	\$95.91	-73.5%
Ottawa West	32.1%	56.0%	-23.9	\$102.57	\$135.85	-24.5%	\$32.90	\$76.06	-56.7%
Ottawa East	24.4%	47.4%	-23.0	\$102.83	\$127.35	-19.3%	\$25.09	\$60.35	-58.4%
Southern Ontario	26.3%	40.9%	-14.6	\$94.11	\$117.70	-20.0%	\$24.75	\$48.18	-48.6%
London	36.0%	53.3%	-17.3	\$83.76	\$118.67	-29.4%	\$30.16	\$63.30	-52.4%
Windsor	36.6%	44.0%	-7.4	\$97.75	\$116.68	-16.2%	\$35.77	\$51.34	-30.3%
Kitchener/Waterloo/Cambridge/Guelph	32.0%	49.2%	-17.2	\$88.89	\$122.45	-27.4%	\$28.48	\$60.30	-52.8%
Hamilton/Brantford	37.2%	45.3%	-8.1	\$103.01	\$124.21	-17.1%	\$38.35	\$56.32	-31.9%
Niagara Falls	12.3%	33.2%	-20.9	\$103.62	\$114.96	-9.9%	\$12.79	\$38.18	-66.5%
Other Niagara Region	29.1%	33.8%	-4.8	\$83.67	\$113.14	-26.0%	\$24.32	\$38.27	-36.4%
Other Southern Ontario	36.1%	40.2%	-4.1	\$96.21	\$113.24	-15.0%	\$34.74	\$45.50	-23.7%
Central Ontario	29.1%	42.9%	-13.9	\$116.18	\$141.51	-17.9%	\$33.76	\$60.73	-44.4%
North Eastern Ontario	31.0%	45.6%	-14.6	\$105.39	\$121.86	-13.5%	\$32.69	\$55.57	-41.2%
North Bay	25.8%	41.7%	-15.9	\$93.37	\$115.47	-19.1%	\$24.09	\$48.10	-49.9%
Sudbury	31.3%	49.1%	-17.8	\$107.14	\$119.84	-10.6%	\$33.58	\$58.87	-43.0%
North Central Ontario									
Sault Ste. Marie	23.3%	40.0%	-16.7	\$92.86	\$107.86	-13.9%	\$21.60	\$43.10	-49.9%
North Western Ontario	42.4%	57.8%	-15.4	\$120.32	\$127.67	-5.8%	\$50.97	\$73.73	-30.9%
Thunder Bay	40.4%	58.6%	-18.2	\$119.28	\$126.36	-5.6%	\$48.20	\$74.05	-34.9%

** 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 THREE MONTHS ENDED MARCH 2021

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
WESTERN CANADA	29.6%	46.3%	-16.8	\$116.60	\$145.65	-20.0%	\$34.51	\$67.51	-48.9%
MANITOBA	27.7%	52.2%	-24.5	\$109.71	\$122.13	-10.2%	\$30.40	\$63.76	-52.3%
Winnipeg	25.4%	53.9%	-28.5	\$111.11	\$122.79	-9.5%	\$28.25	\$66.19	-57.3%
Brandon	24.8%	43.4%	-18.6	\$91.13	\$117.53	-22.5%	\$22.57	\$51.02	-55.8%
Other Manitoba	37.2%	51.0%	-13.8	\$114.05	\$121.86	-6.4%	\$42.44	\$62.17	-31.7%
SASKATCHEWAN	27.8%	44.3%	-16.4	\$101.31	\$116.76	-13.2%	\$28.20	\$51.68	-45.4%
Regina	23.3%	47.0%	-23.7	\$91.73	\$116.28	-21.1%	\$21.35	\$54.63	-60.9%
Saskatoon	27.3%	48.6%	-21.2	\$102.45	\$121.96	-16.0%	\$28.01	\$59.22	-52.7%
Other Saskatchewan	31.6%	38.3%	-6.7	\$105.54	\$111.00	-4.9%	\$33.38	\$42.53	-21.5%
ALBERTA (excl. Alta Resorts)	24.2%	39.9%	-15.7	\$99.73	\$121.84	-18.1%	\$24.12	\$48.62	-50.4%
Calgary	18.4%	41.3%	-22.8	\$100.20	\$131.65	-23.9%	\$18.49	\$54.32	-66.0%
Calgary Airport	20.9%	45.5%	-24.6	\$94.30	\$110.27	-14.5%	\$19.71	\$50.20	-60.7%
Calgary Downtown	10.6%	38.4%	-27.9	\$127.80	\$173.58	-26.4%	\$13.52	\$66.72	-79.7%
Calgary Northwest	34.2%	40.1%	-5.9	\$84.09	\$106.67	-21.2%	\$28.73	\$42.79	-32.9%
Calgary South	20.7%	37.7%	-17.0	\$100.12	\$119.00	-15.9%	\$20.73	\$44.89	-53.8%
Edmonton	22.9%	41.6%	-18.7	\$90.73	\$122.61	-26.0%	\$20.75	\$50.96	-59.3%
Downtown Edmonton	14.5%	41.6%	-27.1	\$127.35	\$151.69	-16.0%	\$18.42	\$63.08	-70.8%
Edmonton South	25.8%	40.7%	-14.9	\$83.34	\$106.02	-21.4%	\$21.50	\$43.18	-50.2%
Edmonton West	24.0%	41.5%	-17.5	\$88.16	\$114.29	-22.9%	\$21.16	\$47.47	-55.4%
Other Alberta	29.0%	37.9%	-8.9	\$104.27	\$114.12	-8.6%	\$30.24	\$43.21	-30.0%
Lethbridge	21.4%	35.7%	-14.3	\$91.58	\$106.63	-14.1%	\$19.64	\$38.07	-48.4%
Red Deer	20.8%	29.2%	-8.4	\$87.58	\$106.58	-17.8%	\$18.22	\$31.15	-41.5%
Other Alberta Communities	31.6%	39.5%	-7.9	\$107.33	\$115.99	-7.5%	\$33.93	\$45.87	-26.0%
Alberta Resorts	31.1%	45.1%	-14.0	\$207.15	\$238.03	-13.0%	\$64.40	\$107.31	-40.0%
BRITISH COLUMBIA	36.0%	52.7%	-16.7	\$125.75	\$168.19	-25.2%	\$45.24	\$88.67	-49.0%
Greater Vancouver	33.0%	59.2%	-26.1	\$130.83	\$171.23	-23.6%	\$43.24	\$101.32	-57.3%
Airport (Richmond)	47.2%	66.0%	-18.8	\$142.63	\$154.91	-7.9%	\$67.31	\$102.28	-34.2%
Downtown Vancouver	21.4%	55.6%	-34.2	\$147.91	\$200.89	-26.4%	\$31.60	\$111.61	-71.7%
Langley/Surrey	48.2%	55.9%	-7.7	\$101.00	\$122.93	-17.8%	\$48.69	\$68.77	-29.2%
Other Vancouver	41.9%	64.2%	-22.3	\$108.43	\$136.47	-20.6%	\$45.38	\$87.58	-48.2%
Vancouver Island	42.0%	49.6%	-7.6	\$115.99	\$131.13	-11.5%	\$48.75	\$65.07	-25.1%
Campbell River	56.4%	51.7%	4.7	\$96.48	\$104.01	-7.2%	\$54.45	\$53.77	1.3%
Greater Victoria	38.3%	49.2%	-10.9	\$109.25	\$135.71	-19.5%	\$41.87	\$66.81	-37.3%
Nanaimo	34.7%	52.6%	-17.9	\$118.88	\$133.91	-11.2%	\$41.25	\$70.38	-41.4%
Parksville/Qualicum Beach	46.3%	47.5%	-1.2	\$126.86	\$122.04	3.9%	\$58.77	\$57.99	1.3%
Other Vancouver Island	51.1%	49.9%	1.2	\$130.75	\$125.77	4.0%	\$66.84	\$62.81	6.4%
Whistler Resort Area	27.9%	66.8%	-38.9	\$276.34	\$444.03	-37.8%	\$77.18	\$296.73	-74.0%
Other British Columbia	38.6%	44.3%	-5.7	\$108.28	\$116.77	-7.3%	\$41.83	\$51.71	-19.1%
Abbotsford/Chilliwack	49.4%	62.0%	-12.6	\$86.90	\$99.45	-12.6%	\$42.93	\$61.62	-30.3%
Kamloops	38.0%	39.6%	-1.6	\$91.64	\$100.22	-8.6%	\$34.84	\$39.71	-12.3%
Kelowna	32.5%	42.0%	-9.5	\$104.13	\$122.17	-14.8%	\$33.80	\$51.29	-34.1%
Penticton	21.6%	28.4%	-6.8	\$97.34	\$111.61	-12.8%	\$21.02	\$31.69	-33.7%
Prince George	39.6%	48.1%	-8.4	\$107.69	\$112.97	-4.7%	\$42.67	\$54.28	-21.4%
Other B.C. Communities	40.5%	44.5%	-4.0	\$117.06	\$122.59	-4.5%	\$47.39	\$54.56	-13.1%
NORTHWEST TERRITORIES	35.6%	67.6%	-31.9	\$150.25	\$154.63	-2.8%	\$53.54	\$104.47	-48.7%
YUKON	27.3%	46.6%	-19.4	\$104.24	\$132.67	-21.4%	\$28.45	\$61.88	-54.0%
CANADA	27.4%	46.8%	-19.3	\$112.03	\$146.70	-23.6%	\$30.75	\$68.63	-55.2%

** 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 MARCH 2021*

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	20.0%	23.8%	-3.8	\$97.00	\$110.18	-12.0%
50-75 rooms	29.6%	27.7%	2.0	\$93.02	\$100.70	-7.6%
76-125 rooms	28.4%	28.0%	0.4	\$95.98	\$117.37	-18.2%
126-200 rooms	27.0%	32.0%	-5.1	\$103.52	\$123.92	-16.5%
201-500 rooms	18.7%	25.8%	-7.1	\$100.21	\$129.50	-22.6%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	26.1%	28.5%	-2.4	\$98.10	\$118.95	-17.5%
Property Type						
Limited Service	28.6%	30.0%	-1.4	\$98.16	\$116.58	-15.8%
Full Service	22.1%	26.5%	-4.4	\$96.22	\$119.65	-19.6%
Suite Hotel	39.5%	38.3%	1.2	\$100.42	\$130.34	-23.0%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	26.1%	28.5%	-2.4	\$98.10	\$118.95	-17.5%
Price Level						
Budget	25.5%	24.2%	1.3	\$87.19	\$97.28	-10.4%
Mid-Price	26.1%	29.8%	-3.7	\$99.13	\$122.50	-19.1%
Upscale	28.2%	24.4%	3.7	\$125.32	\$135.76	-7.7%
Total	26.1%	28.5%	-2.4	\$98.10	\$118.95	-17.5%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	33.5%	30.7%	2.7	\$104.18	\$112.95	-7.8%
50-75 rooms	40.6%	35.3%	5.3	\$98.43	\$109.58	-10.2%
76-125 rooms	38.1%	35.1%	3.0	\$105.30	\$120.60	-12.7%
126-200 rooms	33.2%	32.2%	1.1	\$112.21	\$134.87	-16.8%
201-500 rooms	24.4%	29.9%	-5.5	\$146.25	\$171.50	-14.7%
Over 500 rooms	16.2%	24.3%	-8.1	\$132.54	\$220.20	-39.8%
Total	31.0%	31.5%	-0.5	\$115.78	\$145.81	-20.6%
Property Type						
Limited Service	38.8%	35.1%	3.7	\$99.55	\$110.58	-10.0%
Full Service	24.8%	28.6%	-3.8	\$123.68	\$164.81	-25.0%
Suite Hotel	41.2%	39.4%	1.8	\$114.09	\$145.32	-21.5%
Resort	26.2%	28.5%	-2.3	\$227.84	\$205.86	10.7%
Total	31.0%	31.5%	-0.5	\$115.78	\$145.81	-20.6%
Price Level						
Budget	37.5%	35.4%	2.1	\$95.79	\$96.62	-0.9%
Mid-Price	32.7%	31.5%	1.2	\$113.51	\$144.16	-21.3%
Upscale	15.2%	26.2%	-11.0	\$202.80	\$245.66	-17.4%
Total	31.0%	31.5%	-0.5	\$115.78	\$145.81	-20.6%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	40.0%	34.2%	5.8	\$95.19	\$100.28	-5.1%
50-75 rooms	41.0%	36.4%	4.6	\$102.53	\$103.87	-1.3%
76-125 rooms	38.8%	35.1%	3.7	\$107.16	\$119.10	-10.0%
126-200 rooms	34.6%	32.7%	1.9	\$119.52	\$130.57	-8.5%
201-500 rooms	27.1%	30.7%	-3.5	\$153.94	\$173.55	-11.3%
Over 500 rooms	17.9%	27.0%	-9.1	\$263.01	\$285.52	-7.9%
Total	34.6%	33.3%	1.3	\$120.65	\$136.53	-11.6%
Property Type						
Limited Service	37.9%	34.7%	3.2	\$99.95	\$107.01	-6.6%
Full Service	29.9%	31.8%	-1.9	\$126.08	\$147.77	-14.7%
Suite Hotel	40.6%	37.0%	3.6	\$119.51	\$146.51	-18.4%
Resort	39.4%	32.0%	7.4	\$209.64	\$235.23	-10.9%
Total	34.6%	33.3%	1.3	\$120.65	\$136.53	-11.6%
Price Level						
Budget	40.1%	37.1%	3.0	\$98.69	\$95.95	2.9%
Mid-Price	34.7%	33.0%	1.7	\$113.27	\$127.84	-11.4%
Upscale	26.0%	29.7%	-3.7	\$221.46	\$246.00	-10.0%
Total	34.6%	33.3%	1.3	\$120.65	\$136.53	-11.6%

CANADA *

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	37.1%	32.6%	4.5	\$98.03	\$104.79	-6.5%
50-75 rooms	39.7%	35.1%	4.6	\$100.24	\$105.72	-5.2%
76-125 rooms	37.6%	34.5%	3.1	\$105.65	\$119.60	-11.7%
126-200 rooms	33.3%	32.4%	0.9	\$115.13	\$131.99	-12.8%
201-500 rooms	25.3%	30.0%	-4.7	\$147.74	\$170.38	-13.3%
Over 500 rooms	16.7%	25.0%	-8.3	\$171.28	\$238.37	-28.1%
Total	32.3%	32.1%	0.2	\$117.18	\$139.66	-16.1%
Property Type						
Limited Service	37.4%	34.4%	3.0	\$99.66	\$109.15	-8.7%
Full Service	26.8%	29.8%	-3.0	\$123.19	\$154.53	-20.3%
Suite Hotel	40.9%	38.5%	2.4	\$115.34	\$145.06	-20.5%
Resort	35.3%	30.6%	4.7	\$212.47	\$225.44	-5.8%
Total	32.3%	32.1%	0.2	\$117.18	\$139.66	-16.1%
Price Level						
Budget	37.8%	35.3%	2.4	\$96.71	\$96.35	0.4%
Mid-Price	33.1%	32.1%	1.0	\$112.41	\$134.54	-16.4%
Upscale	20.3%	27.8%	-7.5	\$211.16	\$243.87	-13.4%
Total	32.3%	32.1%	0.2	\$117.18	\$139.66	-16.1%

* Based on the operating results of 242,386 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 THREE MONTHS ENDED MARCH 2021

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	18.9%	28.9%	-10.0	\$99.81	\$112.51	-11.3%
50-75 rooms	25.4%	34.0%	-8.6	\$90.07	\$102.42	-12.1%
76-125 rooms	23.2%	39.1%	-15.8	\$95.55	\$117.30	-18.5%
126-200 rooms	22.6%	42.6%	-19.9	\$101.03	\$127.44	-20.7%
201-500 rooms	15.7%	35.7%	-20.0	\$95.33	\$131.16	-27.3%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	21.8%	38.4%	-16.6	\$96.04	\$120.74	-20.5%
Property Type						
Limited Service	24.0%	39.4%	-15.4	\$96.86	\$117.63	-17.7%
Full Service	18.5%	37.2%	-18.8	\$93.75	\$122.51	-23.5%
Suite Hotel	35.4%	49.5%	-14.0	\$97.73	\$130.64	-25.2%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	21.8%	38.4%	-16.6	\$96.04	\$120.74	-20.5%
Price Level						
Budget	21.6%	30.0%	-8.4	\$86.00	\$98.17	-12.4%
Mid-Price	22.0%	40.7%	-18.6	\$97.27	\$124.04	-21.6%
Upscale	17.0%	34.2%	-17.1	\$123.56	\$139.70	-11.6%
Total	21.8%	38.4%	-16.6	\$96.04	\$120.74	-20.5%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	31.0%	39.2%	-8.1	\$98.69	\$120.28	-18.0%
50-75 rooms	35.4%	45.3%	-9.9	\$96.78	\$112.88	-14.3%
76-125 rooms	33.1%	48.9%	-15.8	\$101.03	\$125.74	-19.7%
126-200 rooms	29.1%	49.6%	-20.5	\$104.69	\$140.33	-25.4%
201-500 rooms	18.7%	50.2%	-31.5	\$132.84	\$174.37	-23.8%
Over 500 rooms	12.3%	46.4%	-34.0	\$131.78	\$199.85	-34.1%
Total	26.1%	48.5%	-22.4	\$108.83	\$150.82	-27.8%
Property Type						
Limited Service	34.2%	47.5%	-13.3	\$95.15	\$114.66	-17.0%
Full Service	19.8%	47.9%	-28.1	\$115.73	\$165.25	-30.0%
Suite Hotel	37.3%	56.2%	-18.9	\$110.30	\$149.83	-26.4%
Resort	19.4%	47.4%	-28.1	\$215.98	\$225.55	-4.2%
Total	26.1%	48.5%	-22.4	\$108.83	\$150.82	-27.8%
Price Level						
Budget	32.0%	45.4%	-13.4	\$88.67	\$100.44	-11.7%
Mid-Price	27.8%	49.1%	-21.3	\$107.83	\$146.26	-26.3%
Upscale	11.4%	50.1%	-38.7	\$195.22	\$230.87	-15.4%
Total	26.1%	48.5%	-22.4	\$108.83	\$150.82	-27.8%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	35.8%	40.7%	-4.9	\$95.37	\$104.60	-8.8%
50-75 rooms	36.6%	44.5%	-8.0	\$99.27	\$108.20	-8.3%
76-125 rooms	33.6%	45.7%	-12.2	\$105.20	\$122.61	-14.2%
126-200 rooms	29.0%	46.1%	-17.1	\$114.88	\$132.84	-13.5%
201-500 rooms	22.7%	48.2%	-25.6	\$146.25	\$184.08	-20.5%
Over 500 rooms	13.7%	52.9%	-39.1	\$267.50	\$279.57	-4.3%
Total	29.6%	46.3%	-16.8	\$116.60	\$145.65	-20.0%
Property Type						
Limited Service	33.6%	43.5%	-9.9	\$97.84	\$109.60	-10.7%
Full Service	24.9%	47.5%	-22.5	\$120.55	\$150.19	-19.7%
Suite Hotel	34.2%	51.5%	-17.3	\$117.66	\$155.80	-24.5%
Resort	31.8%	51.3%	-19.5	\$208.16	\$281.21	-26.0%
Total	29.6%	46.3%	-16.8	\$116.60	\$145.65	-20.0%
Price Level						
Budget	36.1%	44.4%	-8.3	\$91.09	\$97.61	-6.7%
Mid-Price	29.5%	45.9%	-16.4	\$111.37	\$130.25	-14.5%
Upscale	21.0%	50.8%	-29.7	\$216.04	\$263.09	-17.9%
Total	29.6%	46.3%	-16.8	\$116.60	\$145.65	-20.0%

CANADA

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	33.6%	39.7%	-6.1	\$96.51	\$110.36	-12.6%
50-75 rooms	35.0%	43.8%	-8.8	\$97.66	\$109.53	-10.8%
76-125 rooms	32.5%	46.4%	-13.9	\$102.85	\$123.57	-16.8%
126-200 rooms	28.5%	47.4%	-18.9	\$109.24	\$136.05	-19.7%
201-500 rooms	20.3%	48.5%	-28.2	\$137.76	\$176.85	-22.1%
Over 500 rooms	12.7%	48.0%	-35.3	\$172.29	\$222.46	-22.6%
Total	27.4%	46.8%	-19.3	\$112.03	\$146.70	-23.6%
Property Type						
Limited Service	33.0%	44.7%	-11.7	\$96.70	\$112.31	-13.9%
Full Service	21.9%	47.0%	-25.1	\$116.76	\$156.64	-25.5%
Suite Hotel	36.2%	54.2%	-18.1	\$112.13	\$151.06	-25.8%
Resort	27.8%	49.2%	-21.4	\$208.99	\$263.29	-20.6%
Total	27.4%	46.8%	-19.3	\$112.03	\$146.70	-23.6%
Price Level						
Budget	33.1%	43.9%	-10.8	\$89.69	\$99.12	-9.5%
Mid-Price	28.1%	46.9%	-18.8	\$108.93	\$137.22	-20.6%
Upscale	15.9%	50.1%	-34.2	\$205.99	\$245.02	-15.9%
Total	27.4%	46.8%	-19.3	\$112.03	\$146.70	-23.6%

** 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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