

September 2021

NATIONAL MARKET REPORT

TRENDS IN THE CANADIAN HOTEL INDUSTRY



REPORT OF ROOMS OPERATIONS BY LOCATION MONTH OF SEPTEMBER 2021*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
ATLANTIC CANADA	64.7%	34.2%	30.5	\$131.35	\$107.34	22.4%	\$84.98	\$36.74	131.3%
NEWFOUNDLAND	60.5%	30.7%	29.8	\$122.69	\$106.09	15.6%	\$74.26	\$32.55	128.1%
St. John's	59.2%	27.3%	31.9	\$120.99	\$100.63	20.2%	\$71.60	\$27.42	161.1%
PRINCE EDWARD ISLAND	65.5%	41.5%	24.1	\$148.73	\$98.89	50.4%	\$97.49	\$41.03	137.6%
NOVA SCOTIA	72.6%	35.0%	37.6	\$134.42	\$107.20	25.4%	\$97.57	\$37.49	160.3%
Halifax/Dartmouth	73.5%	30.3%	43.2	\$137.73	\$103.24	33.4%	\$101.22	\$31.24	224.1%
Other Nova Scotia	70.5%	45.9%	24.6	\$126.66	\$113.26	11.8%	\$89.34	\$52.02	71.7%
NEW BRUNSWICK	58.1%	33.4%	24.7	\$127.67	\$108.56	17.6%	\$74.17	\$36.30	104.3%
Moncton	51.6%	32.9%	18.7	\$117.96	\$106.56	10.7%	\$60.91	\$35.04	73.8%
Other New Brunswick	61.7%	33.7%	27.9	\$132.17	\$109.59	20.6%	\$81.51	\$36.97	120.5%
CENTRAL CANADA	58.9%	36.5%	22.4	\$147.95	\$121.78	21.5%	\$87.21	\$44.50	96.0%
QUEBEC	48.9%	29.4%	19.5	\$163.08	\$135.00	20.8%	\$79.71	\$39.69	100.8%
Greater Quebec City	46.3%	31.9%	14.4	\$179.37	\$136.85	31.1%	\$83.03	\$43.60	90.4%
Other Quebec	58.6%	44.1%	14.5	\$158.41	\$144.15	9.9%	\$92.78	\$63.51	46.1%
Greater Montreal	44.7%	21.6%	23.1	\$160.93	\$125.21	28.5%	\$71.90	\$27.07	165.6%
Downtown Montreal	40.6%	15.1%	25.5	\$186.32	\$140.72	32.4%	\$75.62	\$21.20	256.7%
Montreal Airport/Laval	48.8%	30.7%	18.1	\$134.65	\$116.52	15.6%	\$65.65	\$35.77	83.5%
ONTARIO	62.4%	38.9%	23.5	\$143.87	\$118.53	21.4%	\$89.85	\$46.12	94.8%
Greater Toronto Area (GTA)	60.6%	30.3%	30.4	\$146.27	\$112.53	30.0%	\$88.68	\$34.05	160.5%
Downtown Toronto	55.2%	16.6%	38.6	\$213.02	\$170.65	24.8%	\$117.64	\$28.30	315.8%
Toronto Airport	57.5%	26.8%	30.7	\$119.75	\$102.50	16.8%	\$68.86	\$27.44	150.9%
GTA West	63.3%	40.7%	22.6	\$111.96	\$92.90	20.5%	\$70.90	\$37.82	87.5%
GTA East/North	68.3%	43.0%	25.3	\$119.49	\$101.35	17.9%	\$81.56	\$43.56	87.2%
Eastern Ontario	71.5%	51.2%	20.2	\$143.11	\$123.18	16.2%	\$102.26	\$63.11	62.1%
Kingston	74.7%	41.1%	33.6	\$159.03	\$132.83	19.7%	\$118.79	\$54.58	117.6%
Other Eastern Ontario	69.9%	55.9%	14.0	\$135.09	\$119.89	12.7%	\$94.47	\$67.06	40.9%
Ottawa	60.3%	39.2%	21.2	\$143.86	\$125.00	15.1%	\$86.78	\$48.94	77.3%
Downtown Ottawa	56.3%	37.0%	19.3	\$160.22	\$132.56	20.9%	\$90.28	\$49.10	83.9%
Ottawa West	65.4%	43.6%	21.9	\$129.79	\$118.05	9.9%	\$84.94	\$51.45	65.1%
Ottawa East	62.8%	36.7%	26.1	\$122.11	\$113.59	7.5%	\$76.66	\$41.65	84.1%
Southern Ontario	58.9%	38.1%	20.8	\$139.49	\$112.33	24.2%	\$82.20	\$42.80	92.1%
London	71.6%	43.3%	28.4	\$110.11	\$91.75	20.0%	\$78.85	\$39.68	98.7%
Windsor	53.8%	30.9%	22.9	\$111.76	\$108.31	3.2%	\$60.12	\$33.47	79.6%
Kitchener/Waterloo/Cambridge/Guelph	65.6%	38.2%	27.5	\$119.06	\$99.45	19.7%	\$78.16	\$37.94	106.0%
Hamilton/Brantford	65.4%	41.0%	24.5	\$123.45	\$109.95	12.3%	\$80.78	\$45.06	79.3%
Niagara Falls	51.1%	35.5%	15.7	\$180.63	\$129.42	39.6%	\$92.38	\$45.91	101.2%
Other Niagara Region	60.6%	44.6%	16.0	\$139.38	\$110.38	26.3%	\$84.52	\$49.27	71.6%
Other Southern Ontario	59.2%	40.0%	19.3	\$116.87	\$106.60	9.6%	\$69.24	\$42.60	62.5%
Central Ontario	60.8%	55.1%	5.7	\$172.99	\$154.58	11.9%	\$105.25	\$85.18	23.6%
North Eastern Ontario	72.4%	59.2%	13.3	\$123.85	\$111.44	11.1%	\$89.72	\$65.95	36.0%
North Bay	79.1%	68.3%	10.8	\$110.64	\$101.00	9.5%	\$87.52	\$69.03	26.8%
Sudbury	71.8%	60.3%	11.4	\$129.69	\$111.75	16.1%	\$93.07	\$67.44	38.0%
North Central Ontario									
Sault Ste. Marie	77.6%	54.8%	22.8	\$127.60	\$107.62	18.6%	\$99.02	\$58.93	68.0%
North Western Ontario	80.9%	67.8%	13.1	\$143.49	\$126.26	13.6%	\$116.09	\$85.63	35.6%
Thunder Bay	79.7%	63.5%	16.2	\$141.33	\$125.09	13.0%	\$112.57	\$79.41	41.8%

* Based on the operating results of 249,480 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 SEPTEMBER 2021*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
WESTERN CANADA	56.8%	40.9%	15.8	\$152.92	\$129.35	18.2%	\$86.81	\$52.96	63.9%
MANITOBA	60.9%	35.6%	25.4	\$124.26	\$114.85	8.2%	\$75.69	\$40.83	85.4%
Winnipeg	59.2%	30.9%	28.3	\$125.99	\$113.51	11.0%	\$74.62	\$35.09	112.6%
Brandon	72.6%	30.9%	41.7	\$106.97	\$95.40	12.1%	\$77.65	\$29.44	163.8%
Other Manitoba	60.0%	55.6%	4.4	\$130.03	\$124.45	4.5%	\$78.08	\$69.25	12.7%
SASKATCHEWAN	49.0%	37.7%	11.3	\$112.18	\$102.64	9.3%	\$54.97	\$38.67	42.1%
Regina	43.9%	32.5%	11.4	\$110.66	\$95.39	16.0%	\$48.55	\$30.95	56.8%
Saskatoon	47.5%	33.2%	14.3	\$112.64	\$106.23	6.0%	\$53.50	\$35.24	51.8%
Other Saskatchewan	54.0%	46.0%	8.0	\$112.65	\$103.90	8.4%	\$60.81	\$47.80	27.2%
ALBERTA (excl. Alta Resorts)	48.9%	35.3%	13.6	\$114.32	\$107.87	6.0%	\$55.89	\$38.06	46.8%
Calgary	46.1%	27.5%	18.6	\$128.32	\$104.05	23.3%	\$59.09	\$28.61	106.5%
Calgary Airport	49.7%	30.2%	19.5	\$112.63	\$93.86	20.0%	\$56.02	\$28.38	97.4%
Downtown Calgary	38.4%	17.5%	21.0	\$158.96	\$139.23	14.2%	\$61.11	\$24.35	151.0%
Calgary Northwest	54.7%	41.0%	13.7	\$109.11	\$86.03	26.8%	\$59.72	\$35.30	69.2%
Calgary South	48.9%	33.9%	15.0	\$125.85	\$100.10	25.7%	\$61.57	\$33.96	81.3%
Edmonton	43.2%	29.7%	13.5	\$106.08	\$108.94	-2.6%	\$45.86	\$32.40	41.6%
Downtown Edmonton	35.6%	28.3%	7.3	\$135.39	\$145.54	-7.0%	\$48.25	\$41.24	17.0%
Edmonton South	46.7%	30.7%	16.1	\$94.50	\$92.67	2.0%	\$44.17	\$28.43	55.4%
Edmonton West	43.0%	29.2%	13.9	\$109.32	\$100.16	9.2%	\$47.05	\$29.21	61.1%
Other Alberta	54.6%	44.4%	10.2	\$110.79	\$108.95	1.7%	\$60.47	\$48.35	25.1%
Lethbridge	50.8%	35.2%	15.6	\$106.04	\$92.71	14.4%	\$53.88	\$32.65	65.0%
Red Deer	50.4%	25.6%	24.9	\$96.75	\$94.36	2.5%	\$48.78	\$24.12	102.3%
Other Alberta Communities	55.6%	46.3%	9.2	\$113.66	\$112.44	1.1%	\$63.14	\$52.11	21.2%
Alberta Resorts	59.8%	47.5%	12.3	\$364.08	\$270.70	34.5%	\$217.69	\$128.46	69.5%
BRITISH COLUMBIA	66.1%	48.2%	17.8	\$178.14	\$140.88	26.5%	\$117.72	\$67.97	73.2%
Greater Vancouver	64.3%	34.6%	29.7	\$186.72	\$132.99	40.4%	\$120.00	\$45.98	161.0%
Airport (Richmond)	58.7%	36.0%	22.6	\$154.55	\$119.65	29.2%	\$90.66	\$43.11	110.3%
Downtown Vancouver	63.6%	26.8%	36.7	\$217.03	\$156.85	38.4%	\$137.93	\$42.04	228.1%
Langley/Surrey	73.7%	52.8%	20.9	\$148.27	\$110.17	34.6%	\$109.32	\$58.21	87.8%
Other Vancouver	68.4%	45.5%	22.8	\$161.56	\$119.47	35.2%	\$110.48	\$54.41	103.0%
Vancouver Island	75.7%	53.8%	21.9	\$220.89	\$168.91	30.8%	\$167.17	\$90.90	83.9%
Campbell River	91.0%	74.3%	16.7	\$162.44	\$125.16	29.8%	\$147.79	\$92.94	59.0%
Greater Victoria	71.4%	45.7%	25.7	\$227.55	\$158.61	43.5%	\$162.51	\$72.47	124.2%
Nanaimo	82.5%	57.9%	24.6	\$175.29	\$136.55	28.4%	\$144.56	\$79.06	82.8%
Parksville/Qualicum Beach	75.6%	63.6%	12.0	\$212.90	\$178.81	19.1%	\$160.98	\$113.74	41.5%
Other Vancouver Island	81.6%	67.3%	14.3	\$250.63	\$216.59	15.7%	\$204.53	\$145.81	40.3%
Whistler Resort Area	47.9%	42.8%	5.2	\$258.46	\$196.03	31.9%	\$123.89	\$83.83	47.8%
Other British Columbia	67.6%	61.8%	5.8	\$144.79	\$131.55	10.1%	\$97.93	\$81.32	20.4%
Abbotsford/Chilliwack	76.6%	55.1%	21.5	\$129.28	\$97.14	33.1%	\$99.06	\$53.53	85.1%
Kamloops	82.4%	56.8%	25.7	\$129.06	\$103.60	24.6%	\$106.41	\$58.80	81.0%
Kelowna	69.2%	59.9%	9.3	\$175.84	\$158.65	10.8%	\$121.63	\$95.06	28.0%
Penticton	53.5%	58.5%	-5.0	\$173.35	\$163.47	6.0%	\$92.82	\$95.69	-3.0%
Prince George	77.3%	66.8%	10.6	\$116.69	\$104.85	11.3%	\$90.25	\$69.99	28.9%
Other B.C. Communities	62.6%	64.0%	-1.4	\$145.69	\$135.51	7.5%	\$91.24	\$86.71	5.2%
NORTHWEST TERRITORIES	33.8%	37.9%	-4.1	\$142.08	\$153.22	-7.3%	\$47.96	\$58.01	-17.3%
YUKON	53.2%	42.0%	11.2	\$150.13	\$127.02	18.2%	\$79.87	\$53.39	49.6%
CANADA	58.4%	38.4%	19.9	\$148.82	\$124.63	19.4%	\$86.86	\$47.91	81.3%

* Based on the operating results of 249,480 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 2021

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
ATLANTIC CANADA	37.4%	30.0%	7.4	\$115.02	\$113.99	0.9%	\$42.97	\$34.14	25.9%
NEWFOUNDLAND	35.9%	25.6%	10.4	\$106.34	\$111.86	-4.9%	\$38.22	\$28.59	33.7%
St. John's	33.6%	23.9%	9.7	\$102.01	\$107.61	-5.2%	\$34.23	\$25.67	33.4%
PRINCE EDWARD ISLAND	34.8%	30.6%	4.2	\$135.50	\$110.80	22.3%	\$47.15	\$33.89	39.1%
NOVA SCOTIA	39.9%	32.1%	7.8	\$112.48	\$114.09	-1.4%	\$44.89	\$36.58	22.7%
Halifax/Dartmouth	37.9%	31.4%	6.5	\$112.16	\$115.61	-3.0%	\$42.51	\$36.28	17.2%
Other Nova Scotia	44.5%	33.7%	10.9	\$113.11	\$110.75	2.1%	\$50.39	\$37.30	35.1%
NEW BRUNSWICK	35.7%	29.3%	6.3	\$117.21	\$112.90	3.8%	\$41.80	\$33.13	26.2%
Moncton	34.1%	32.8%	1.3	\$111.39	\$113.37	-1.8%	\$37.98	\$37.19	2.1%
Other New Brunswick	36.5%	27.7%	8.9	\$120.22	\$112.62	6.7%	\$43.92	\$31.14	41.0%
CENTRAL CANADA	39.1%	35.8%	3.3	\$130.85	\$134.75	-2.9%	\$51.16	\$48.25	6.0%
QUEBEC	32.7%	32.9%	-0.2	\$153.57	\$147.46	4.1%	\$50.17	\$48.52	3.4%
Greater Quebec City	30.5%	33.4%	-2.8	\$160.52	\$143.26	12.1%	\$49.03	\$47.78	2.6%
Other Quebec	41.9%	40.2%	1.7	\$156.46	\$154.52	1.3%	\$65.48	\$62.11	5.4%
Greater Montreal	28.8%	29.3%	-0.5	\$148.97	\$144.05	3.4%	\$42.88	\$42.22	1.6%
Downtown Montreal	20.7%	24.3%	-3.6	\$166.15	\$155.99	6.5%	\$34.43	\$37.98	-9.3%
Montreal Airport/Laval	40.6%	36.7%	4.0	\$143.41	\$137.38	4.4%	\$58.28	\$50.40	15.6%
ONTARIO	41.3%	36.7%	4.6	\$124.74	\$131.26	-5.0%	\$51.56	\$48.22	6.9%
Greater Toronto Area (GTA)	40.1%	34.5%	5.7	\$122.84	\$144.21	-14.8%	\$49.29	\$49.70	-0.8%
Downtown Toronto	23.7%	26.0%	-2.3	\$179.96	\$208.55	-13.7%	\$42.70	\$54.21	-21.2%
Toronto Airport	47.0%	38.8%	8.2	\$130.87	\$139.33	-6.1%	\$61.46	\$54.01	13.8%
GTA West	44.3%	37.9%	6.3	\$100.27	\$112.55	-10.9%	\$44.37	\$42.71	3.9%
GTA East/North	54.7%	41.0%	13.6	\$101.36	\$114.60	-11.6%	\$55.41	\$47.03	17.8%
Eastern Ontario	46.9%	42.0%	4.9	\$127.64	\$117.96	8.2%	\$59.83	\$49.56	20.7%
Kingston	42.7%	38.0%	4.7	\$134.94	\$120.27	12.2%	\$57.69	\$45.73	26.2%
Other Eastern Ontario	48.8%	43.7%	5.1	\$124.57	\$117.10	6.4%	\$60.85	\$51.21	18.8%
Ottawa	37.9%	39.3%	-1.4	\$127.26	\$139.81	-9.0%	\$48.19	\$54.96	-12.3%
Downtown Ottawa	32.2%	38.3%	-6.1	\$142.91	\$155.46	-8.1%	\$45.95	\$59.49	-22.8%
Ottawa West	45.8%	42.7%	3.1	\$113.49	\$124.03	-8.5%	\$52.00	\$53.02	-1.9%
Ottawa East	41.7%	35.3%	6.4	\$113.63	\$118.13	-3.8%	\$47.40	\$41.68	13.7%
Southern Ontario	38.4%	33.7%	4.7	\$118.29	\$110.53	7.0%	\$45.42	\$37.22	22.0%
London	46.6%	42.3%	4.3	\$92.24	\$101.70	-9.3%	\$43.01	\$43.02	0.0%
Windsor	42.7%	33.4%	9.3	\$100.79	\$110.09	-8.4%	\$43.01	\$36.79	16.9%
Kitchener/Waterloo/Cambridge/Guelph	40.3%	35.9%	4.5	\$100.21	\$108.29	-7.5%	\$40.42	\$38.85	4.0%
Hamilton/Brantford	48.0%	38.1%	9.9	\$108.22	\$112.85	-4.1%	\$51.97	\$42.98	20.9%
Niagara Falls	29.1%	29.1%	0.0	\$159.24	\$117.57	35.4%	\$46.39	\$34.22	35.6%
Other Niagara Region	41.3%	30.8%	10.6	\$113.35	\$106.31	6.6%	\$46.87	\$32.73	43.2%
Other Southern Ontario	44.3%	34.7%	9.6	\$104.30	\$106.25	-1.8%	\$46.25	\$36.87	25.5%
Central Ontario	44.7%	42.3%	2.4	\$161.72	\$152.25	6.2%	\$72.24	\$64.35	12.3%
North Eastern Ontario	48.3%	42.0%	6.3	\$113.17	\$113.72	-0.5%	\$54.71	\$47.76	14.6%
North Bay	48.7%	41.2%	7.4	\$102.28	\$105.15	-2.7%	\$49.80	\$43.37	14.8%
Sudbury	48.1%	43.5%	4.5	\$114.67	\$113.85	0.7%	\$55.10	\$49.57	11.2%
North Central Ontario									
Sault Ste. Marie	45.6%	40.4%	5.2	\$112.37	\$106.26	5.8%	\$51.25	\$42.92	19.4%
North Western Ontario	58.9%	53.0%	5.8	\$132.18	\$124.04	6.6%	\$77.79	\$65.78	18.3%
Thunder Bay	56.0%	49.5%	6.5	\$129.22	\$122.25	5.7%	\$72.41	\$60.53	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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REPORT OF ROOMS OPERATIONS BY LOCATION NINE MONTHS ENDED SEPTEMBER 2021

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2021	2020	**Point Change	2021	2020	Variance	2021	2020	Variance
WESTERN CANADA	40.9%	36.6%	4.4	\$138.48	\$135.83	1.9%	\$56.69	\$49.69	14.1%
MANITOBA	39.5%	37.6%	1.9	\$116.43	\$118.77	-2.0%	\$45.97	\$44.64	3.0%
Winnipeg	36.9%	35.5%	1.4	\$115.15	\$119.07	-3.3%	\$42.48	\$42.24	0.6%
Brandon	40.8%	34.9%	5.8	\$100.20	\$104.32	-4.0%	\$40.83	\$36.43	12.1%
Other Manitoba	47.3%	46.7%	0.6	\$128.20	\$124.51	3.0%	\$60.69	\$58.14	4.4%
SASKATCHEWAN	37.8%	34.0%	3.8	\$105.17	\$107.61	-2.3%	\$39.76	\$36.54	8.8%
Regina	31.9%	31.9%	0.0	\$97.56	\$106.06	-8.0%	\$31.08	\$33.82	-8.1%
Saskatoon	36.9%	34.1%	2.8	\$107.00	\$112.57	-4.9%	\$39.50	\$38.41	2.9%
Other Saskatchewan	42.8%	35.3%	7.5	\$107.70	\$104.26	3.3%	\$46.11	\$36.81	25.3%
ALBERTA (excl. Alta Resorts)	35.3%	31.1%	4.2	\$107.93	\$113.11	-4.6%	\$38.12	\$35.23	8.2%
Calgary	32.0%	28.2%	3.8	\$118.70	\$117.75	0.8%	\$37.97	\$33.16	14.5%
Calgary Airport	35.6%	30.3%	5.3	\$109.23	\$102.16	6.9%	\$38.84	\$30.92	25.6%
Calgary Downtown	23.0%	22.9%	0.1	\$146.70	\$162.29	-9.6%	\$33.72	\$37.10	-9.1%
Calgary Northwest	46.2%	33.2%	13.0	\$101.82	\$95.40	6.7%	\$47.01	\$31.66	48.5%
Calgary South	34.6%	29.9%	4.7	\$115.29	\$107.75	7.0%	\$39.86	\$32.23	23.7%
Edmonton	32.7%	30.3%	2.4	\$96.98	\$114.81	-15.5%	\$31.74	\$34.77	-8.7%
Downtown Edmonton	22.3%	27.1%	-4.9	\$126.31	\$147.56	-14.4%	\$28.14	\$40.05	-29.7%
Edmonton South	36.0%	30.3%	5.7	\$88.25	\$99.24	-11.1%	\$31.80	\$30.06	5.8%
Edmonton West	35.3%	32.6%	2.7	\$98.39	\$106.81	-7.9%	\$34.69	\$34.81	-0.3%
Other Alberta	39.3%	33.6%	5.7	\$108.16	\$109.65	-1.4%	\$42.53	\$36.83	15.5%
Lethbridge	34.0%	29.5%	4.5	\$98.94	\$97.86	1.1%	\$33.60	\$28.83	16.6%
Red Deer	32.0%	21.9%	10.1	\$92.32	\$98.56	-6.3%	\$29.56	\$21.60	36.8%
Other Alberta Communities	40.8%	35.6%	5.3	\$111.11	\$112.30	-1.1%	\$45.39	\$39.93	13.7%
Alberta Resorts	38.7%	41.4%	-2.7	\$299.96	\$246.71	21.6%	\$116.01	\$102.17	13.5%
BRITISH COLUMBIA	48.2%	42.4%	5.7	\$160.93	\$152.88	5.3%	\$77.49	\$64.83	19.5%
Greater Vancouver	45.2%	39.0%	6.1	\$167.44	\$153.91	8.8%	\$75.65	\$60.08	25.9%
Airport (Richmond)	56.4%	46.1%	10.3	\$165.46	\$142.26	16.3%	\$93.26	\$65.57	42.2%
Downtown Vancouver	35.8%	32.7%	3.1	\$197.02	\$184.58	6.7%	\$70.62	\$60.37	17.0%
Langley/Surrey	58.2%	44.9%	13.3	\$123.69	\$115.55	7.0%	\$72.00	\$51.93	38.7%
Other Vancouver	51.5%	45.0%	6.5	\$135.98	\$126.76	7.3%	\$70.07	\$57.05	22.8%
Vancouver Island	52.9%	42.8%	10.2	\$181.18	\$149.43	21.3%	\$95.92	\$63.94	50.0%
Campbell River	68.6%	56.6%	12.0	\$138.42	\$113.72	21.7%	\$94.95	\$64.37	47.5%
Greater Victoria	48.0%	38.5%	9.6	\$179.59	\$144.58	24.2%	\$86.27	\$55.63	55.1%
Nanaimo	51.6%	46.9%	4.7	\$153.58	\$133.73	14.8%	\$79.19	\$62.66	26.4%
Parksville/Qualicum Beach	60.0%	46.1%	13.9	\$196.88	\$170.27	15.6%	\$118.09	\$78.54	50.4%
Other Vancouver Island	61.3%	49.4%	11.9	\$204.23	\$173.00	18.1%	\$125.19	\$85.53	46.4%
Whistler Resort Area	33.0%	46.1%	-13.1	\$271.52	\$330.27	-17.8%	\$89.54	\$152.11	-41.1%
Other British Columbia	52.1%	45.4%	6.7	\$137.95	\$128.66	7.2%	\$71.85	\$58.37	23.1%
Abbotsford/Chilliwack	60.9%	49.1%	11.9	\$108.67	\$96.77	12.3%	\$66.19	\$47.47	39.4%
Kamloops	59.0%	41.2%	17.9	\$117.08	\$101.06	15.9%	\$69.12	\$41.59	66.2%
Kelowna	50.2%	46.5%	3.7	\$173.60	\$149.93	15.8%	\$87.16	\$69.70	25.1%
Penticton	41.8%	40.6%	1.3	\$179.34	\$168.26	6.6%	\$75.05	\$68.28	9.9%
Prince George	54.7%	47.7%	7.0	\$113.76	\$109.83	3.6%	\$62.27	\$52.41	18.8%
Other B.C. Communities	50.5%	45.6%	4.9	\$139.17	\$132.76	4.8%	\$70.22	\$60.52	16.0%
NORTHWEST TERRITORIES	37.8%	48.1%	-10.3	\$145.31	\$154.54	-6.0%	\$54.96	\$74.38	-26.1%
YUKON	39.1%	37.3%	1.8	\$130.98	\$126.25	3.7%	\$51.28	\$47.13	8.8%
CANADA	39.8%	35.8%	4.1	\$133.43	\$134.06	-0.5%	\$53.15	\$47.95	10.8%

** 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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REGIONAL REPORT OF ROOMS OPERATIONS BY PROPERTY SIZE, PROPERTY TYPE AND PRICE LEVEL MONTH OF SEPTEMBER 2021*

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	65.1%	34.7%	30.3	\$124.09	\$109.56	13.3%
50-75 rooms	67.5%	41.1%	26.5	\$116.66	\$100.27	16.3%
76-125 rooms	68.6%	35.5%	33.1	\$125.17	\$106.24	17.8%
126-200 rooms	62.2%	33.7%	28.5	\$130.85	\$107.08	22.2%
201-500 rooms	59.0%	26.7%	32.3	\$157.78	\$119.88	31.6%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	64.7%	34.2%	30.5	\$131.35	\$107.34	22.4%
Property Type						
Limited Service	66.1%	37.2%	28.9	\$123.25	\$105.09	17.3%
Full Service	62.3%	29.1%	33.2	\$134.97	\$104.30	29.4%
Suite Hotel	77.0%	39.0%	38.0	\$138.96	\$115.77	20.0%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	64.7%	34.2%	30.5	\$131.35	\$107.34	22.4%
Price Level						
Budget	57.4%	32.4%	25.0	\$106.38	\$93.32	14.0%
Mid-Price	65.7%	34.4%	31.2	\$132.09	\$106.85	23.6%
Upscale	64.0%	35.2%	28.8	\$190.61	\$163.41	16.6%
Total	64.7%	34.2%	30.5	\$131.35	\$107.34	22.4%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	64.5%	47.1%	17.3	\$135.26	\$114.21	18.4%
50-75 rooms	69.6%	55.6%	13.9	\$126.01	\$112.16	12.4%
76-125 rooms	67.6%	47.3%	20.3	\$132.00	\$111.87	18.0%
126-200 rooms	60.5%	36.9%	23.6	\$137.46	\$116.11	18.4%
201-500 rooms	50.1%	25.9%	24.2	\$175.64	\$142.66	23.1%
Over 500 rooms	46.5%	19.3%	27.2	\$190.45	\$158.29	20.3%
Total	58.9%	36.5%	22.4	\$147.95	\$121.78	21.5%
Property Type						
Limited Service	66.0%	48.2%	17.8	\$122.04	\$104.48	16.8%
Full Service	53.4%	27.7%	25.7	\$161.36	\$128.09	26.0%
Suite Hotel	70.7%	47.6%	23.1	\$140.77	\$123.99	13.5%
Resort	46.8%	40.3%	6.5	\$267.66	\$239.20	11.9%
Total	58.9%	36.5%	22.4	\$147.95	\$121.78	21.5%
Price Level						
Budget	59.9%	46.3%	13.6	\$106.70	\$92.92	14.8%
Mid-Price	61.5%	37.8%	23.7	\$135.38	\$115.16	17.6%
Upscale	47.3%	23.3%	24.0	\$259.28	\$215.22	20.5%
Total	58.9%	36.5%	22.4	\$147.95	\$121.78	21.5%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	60.9%	52.5%	8.4	\$118.48	\$105.97	11.8%
50-75 rooms	62.6%	53.8%	8.8	\$134.32	\$115.20	16.6%
76-125 rooms	62.1%	47.8%	14.3	\$133.96	\$119.79	11.8%
126-200 rooms	54.4%	38.4%	16.0	\$141.68	\$123.38	14.8%
201-500 rooms	49.0%	28.7%	20.3	\$185.25	\$158.23	17.1%
Over 500 rooms	49.7%	21.6%	28.1	\$324.91	\$284.19	14.3%
Total	56.8%	40.9%	15.8	\$152.92	\$129.35	18.2%
Property Type						
Limited Service	59.5%	47.7%	11.8	\$120.38	\$107.51	12.0%
Full Service	52.8%	32.6%	20.2	\$159.47	\$129.64	23.0%
Suite Hotel	66.2%	43.2%	23.0	\$144.07	\$121.23	18.8%
Resort	58.0%	50.7%	7.3	\$315.91	\$247.57	27.6%
Total	56.8%	40.9%	15.8	\$152.92	\$129.35	18.2%
Price Level						
Budget	57.4%	49.0%	8.4	\$112.66	\$97.09	16.0%
Mid-Price	58.3%	41.0%	17.3	\$139.00	\$122.49	13.5%
Upscale	48.2%	31.3%	16.9	\$294.80	\$233.56	26.2%
Total	56.8%	40.9%	15.8	\$152.92	\$129.35	18.2%

CANADA *

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	62.3%	49.9%	12.4	\$124.88	\$108.87	14.7%
50-75 rooms	65.8%	53.3%	12.5	\$129.13	\$112.88	14.4%
76-125 rooms	64.9%	46.5%	18.4	\$132.31	\$115.60	14.5%
126-200 rooms	57.9%	37.3%	20.6	\$138.61	\$118.81	16.7%
201-500 rooms	50.1%	27.2%	22.9	\$178.51	\$149.00	19.8%
Over 500 rooms	47.4%	19.9%	27.5	\$229.50	\$194.40	18.1%
Total	58.4%	38.4%	19.9	\$148.82	\$124.63	19.4%
Property Type						
Limited Service	62.7%	46.9%	15.7	\$121.34	\$106.13	14.3%
Full Service	53.8%	29.9%	23.9	\$158.38	\$127.32	24.4%
Suite Hotel	69.5%	45.7%	23.8	\$141.71	\$122.79	15.4%
Resort	54.3%	47.8%	6.4	\$299.37	\$240.64	24.4%
Total	58.4%	38.4%	19.9	\$148.82	\$124.63	19.4%
Price Level						
Budget	58.5%	47.0%	11.5	\$109.77	\$95.26	15.2%
Mid-Price	60.4%	39.0%	21.4	\$136.65	\$118.05	15.8%
Upscale	48.0%	27.2%	20.8	\$273.89	\$223.88	22.3%
Total	58.4%	38.4%	19.9	\$148.82	\$124.63	19.4%

* Based on the operating results of 249,480 rooms (unweighted data)

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REGIONAL REPORT OF ROOMS OPERATIONS BY PROPERTY SIZE, PROPERTY TYPE AND PRICE LEVEL NINE MONTHS ENDED SEPTEMBER 2021

ATLANTIC

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	35.6%	26.7%	8.9	\$115.02	\$109.91	4.7%
50-75 rooms	40.7%	31.6%	9.1	\$105.86	\$101.11	4.7%
76-125 rooms	41.0%	31.1%	9.9	\$111.34	\$111.14	0.2%
126-200 rooms	35.9%	31.1%	4.9	\$117.19	\$117.89	-0.6%
201-500 rooms	30.5%	24.9%	5.6	\$129.35	\$128.43	0.7%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	37.4%	30.0%	7.4	\$115.02	\$113.99	0.9%
Property Type						
Limited Service	39.9%	31.8%	8.2	\$111.04	\$110.15	0.8%
Full Service	33.2%	27.0%	6.3	\$114.69	\$114.81	-0.1%
Suite Hotel	49.9%	35.6%	14.3	\$114.06	\$123.41	-7.6%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	37.4%	30.0%	7.4	\$115.02	\$113.99	0.9%
Price Level						
Budget	35.1%	25.8%	9.4	\$98.46	\$95.99	2.6%
Mid-Price	37.7%	30.5%	7.2	\$114.84	\$114.46	0.3%
Upscale	36.9%	32.2%	4.7	\$173.92	\$159.86	8.8%
Total	37.4%	30.0%	7.4	\$115.02	\$113.99	0.9%

CENTRAL

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	45.9%	39.7%	6.3	\$121.42	\$112.93	7.5%
50-75 rooms	50.4%	43.7%	6.6	\$114.03	\$111.13	2.6%
76-125 rooms	47.0%	40.8%	6.3	\$118.59	\$116.33	1.9%
126-200 rooms	41.0%	36.8%	4.2	\$121.67	\$126.44	-3.8%
201-500 rooms	31.5%	32.0%	-0.5	\$158.87	\$162.70	-2.4%
Over 500 rooms	23.5%	24.9%	-1.4	\$169.52	\$185.29	-8.5%
Total	39.1%	35.8%	3.3	\$130.85	\$134.75	-2.9%
Property Type						
Limited Service	47.1%	41.4%	5.6	\$110.47	\$107.03	3.2%
Full Service	32.3%	30.9%	1.4	\$141.17	\$149.14	-5.3%
Suite Hotel	51.5%	42.7%	8.8	\$124.89	\$135.21	-7.6%
Resort	33.5%	40.8%	-7.4	\$270.12	\$241.48	11.9%
Total	39.1%	35.8%	3.3	\$130.85	\$134.75	-2.9%
Price Level						
Budget	43.2%	40.4%	2.8	\$99.07	\$93.31	6.2%
Mid-Price	41.8%	36.4%	5.4	\$122.50	\$128.41	-4.6%
Upscale	24.0%	29.0%	-5.0	\$237.36	\$220.68	7.6%
Total	39.1%	35.8%	3.3	\$130.85	\$134.75	-2.9%

WESTERN

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	46.3%	41.1%	5.1	\$109.54	\$104.30	5.0%
50-75 rooms	47.4%	41.9%	5.5	\$121.66	\$112.03	8.6%
76-125 rooms	46.1%	39.2%	6.9	\$123.80	\$120.15	3.0%
126-200 rooms	39.9%	34.5%	5.4	\$131.65	\$128.17	2.7%
201-500 rooms	33.3%	32.1%	1.3	\$172.04	\$172.87	-0.5%
Over 500 rooms	24.2%	30.1%	-5.9	\$303.49	\$280.91	8.0%
Total	40.9%	36.6%	4.4	\$138.48	\$135.83	1.9%
Property Type						
Limited Service	45.1%	38.6%	6.5	\$112.40	\$107.67	4.4%
Full Service	36.2%	32.9%	3.2	\$145.08	\$140.73	3.1%
Suite Hotel	47.8%	40.8%	7.0	\$130.64	\$137.93	-5.3%
Resort	40.3%	43.5%	-3.2	\$278.18	\$260.62	6.7%
Total	40.9%	36.6%	4.4	\$138.48	\$135.83	1.9%
Price Level						
Budget	44.8%	39.4%	5.4	\$105.29	\$96.27	9.4%
Mid-Price	42.1%	36.1%	6.0	\$129.31	\$125.60	3.0%
Upscale	30.4%	35.5%	-5.1	\$263.52	\$251.63	4.7%
Total	40.9%	36.6%	4.4	\$138.48	\$135.83	1.9%

CANADA

	Occupancy Percentage			Average Daily Rate		
	2021	2020	**Point Change	2021	2020	Variance
Property Size						
Under 50 rooms	45.8%	40.1%	5.7	\$113.85	\$107.35	6.0%
50-75 rooms	47.9%	41.6%	6.3	\$117.28	\$110.87	5.8%
76-125 rooms	46.1%	39.2%	6.9	\$120.65	\$117.95	2.3%
126-200 rooms	40.1%	35.2%	4.9	\$125.89	\$126.59	-0.6%
201-500 rooms	32.3%	31.6%	0.7	\$163.30	\$165.98	-1.6%
Over 500 rooms	23.7%	26.2%	-2.5	\$206.89	\$212.17	-2.5%
Total	39.8%	35.8%	4.1	\$133.43	\$134.06	-0.5%
Property Type						
Limited Service	45.4%	39.1%	6.3	\$111.52	\$107.60	3.6%
Full Service	34.0%	31.5%	2.5	\$141.14	\$143.53	-1.7%
Suite Hotel	50.2%	41.8%	8.4	\$126.23	\$135.64	-6.9%
Resort	38.2%	42.6%	-4.3	\$273.63	\$254.00	7.7%
Total	39.8%	35.8%	4.1	\$133.43	\$134.06	-0.5%
Price Level						
Budget	43.6%	39.0%	4.5	\$102.48	\$95.03	7.8%
Mid-Price	41.6%	35.8%	5.8	\$125.06	\$126.09	-0.8%
Upscale	27.1%	32.0%	-4.9	\$249.11	\$235.44	5.8%
Total	39.8%	35.8%	4.1	\$133.43	\$134.06	-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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CBRE Hotels Valuation & Advisory Services

Nicole Nguyen

Director
647.943.3745
nicole.nguyen@cbre.com

Kirstin Hallett

Director
778.372.1942
kirstin.hallett@cbre.com

David Ferguson

Director
778.372.1941
david.ferguson@cbre.com

Cailin Sully-Daniels

Associate Director
778.372.4414
cailin.sullydaniels@cbre.com

Carol Lopes

Senior Analyst
778.372.1940
carol.lopes@cbre.com

Jamie Mills

Analyst
647.943.3747
jamie.mills@cbre.com

CBRE Tourism & Leisure Group

Fran Hohol

Senior Director
647.943.3743
fran.hohol@cbre.com

Hildegard Snelgrove

Senior Analyst
647.943.3748
hildegard.snelgrove@cbre.com

CBRE Hotels Brokerage

Mark Sparrow**

Executive Vice President
647.943.3666
mark.sparrow@cbre.com

Luke Scheer**

Executive Vice President
647.943.3673
luke.scheer@cbre.com

Greg Kwong*

Executive Vice President
403.750.0514
greg.kwong@cbre.com

Ryan Tran**

Vice President
647.943.3674
ryan.tran@cbre.com

* Broker

** Sales Representative