



**TRENDS** IN THE CANADIAN  
HOTEL INDUSTRY

# National Market Report

FEBRUARY 2022

## Report of rooms operations by location

MONTH OF FEBRUARY 2022\*

| Location                            | Occupancy Percentage |              |                | Average Daily Rate |                 |              | Revenue Per Available Room |                |               |
|-------------------------------------|----------------------|--------------|----------------|--------------------|-----------------|--------------|----------------------------|----------------|---------------|
|                                     | 2022                 | 2021         | **Point Change | 2022               | 2021            | Variance     | 2022                       | 2021           | Variance      |
| <b>ATLANTIC CANADA</b>              | <b>33.5%</b>         | <b>21.0%</b> | <b>12.4</b>    | <b>\$115.36</b>    | <b>\$97.32</b>  | <b>18.5%</b> | <b>\$38.61</b>             | <b>\$20.47</b> | <b>88.6%</b>  |
| Newfoundland                        | 30.4%                | 14.4%        | 16.0           | \$104.03           | \$92.34         | 12.7%        | \$31.59                    | \$13.30        | 137.5%        |
| St. John's                          | 29.0%                | 13.3%        | 15.7           | \$103.08           | \$87.17         | 18.3%        | \$29.87                    | \$11.58        | 158.0%        |
| Prince Edward Island                | 24.9%                | 18.7%        | 6.2            | \$110.33           | \$101.89        | 8.3%         | \$27.43                    | \$19.01        | 44.3%         |
| Nova Scotia                         | 37.7%                | 28.3%        | 9.3            | \$116.59           | \$97.41         | 19.7%        | \$43.92                    | \$27.60        | 59.1%         |
| Halifax/Dartmouth                   | 38.4%                | 26.0%        | 12.4           | \$117.86           | \$95.53         | 23.4%        | \$45.31                    | \$24.85        | 82.3%         |
| Other Nova Scotia                   | 35.9%                | 33.7%        | 2.2            | \$113.43           | \$100.74        | 12.6%        | \$40.68                    | \$33.94        | 19.9%         |
| New Brunswick                       | 30.9%                | 16.5%        | 14.4           | \$113.17           | \$95.84         | 18.1%        | \$34.99                    | \$15.84        | 121.0%        |
| Moncton                             | 28.9%                | 14.2%        | 14.7           | \$113.14           | \$91.03         | 24.3%        | \$32.65                    | \$12.93        | 152.5%        |
| Other New Brunswick                 | 32.1%                | 17.8%        | 14.3           | \$113.18           | \$97.88         | 15.6%        | \$36.30                    | \$17.38        | 108.9%        |
| <b>CENTRAL CANADA</b>               | <b>41.8%</b>         | <b>26.2%</b> | <b>15.6</b>    | <b>\$140.07</b>    | <b>\$107.78</b> | <b>30.0%</b> | <b>\$58.61</b>             | <b>\$28.29</b> | <b>107.1%</b> |
| Quebec                              | 35.1%                | 19.0%        | 16.1           | \$163.04           | \$127.74        | 27.6%        | \$57.17                    | \$24.21        | 136.1%        |
| <b>Greater Quebec City</b>          | <b>33.4%</b>         | <b>16.1%</b> | <b>17.3</b>    | <b>\$164.34</b>    | <b>\$120.38</b> | <b>36.5%</b> | <b>\$54.97</b>             | <b>\$19.42</b> | <b>183.1%</b> |
| Other Quebec                        | 43.4%                | 28.3%        | 15.1           | \$194.63           | \$138.52        | 40.5%        | \$84.55                    | \$39.20        | 115.7%        |
| <b>Greater Montreal</b>             | <b>31.5%</b>         | <b>15.3%</b> | <b>16.3</b>    | <b>\$141.31</b>    | <b>\$119.65</b> | <b>18.1%</b> | <b>\$44.58</b>             | <b>\$18.26</b> | <b>144.1%</b> |
| Downtown Montreal                   | 22.0%                | 8.8%         | 13.2           | \$154.34           | \$129.25        | 19.4%        | \$33.97                    | \$11.39        | 198.3%        |
| Montreal Airport/Laval              | 48.7%                | 23.7%        | 25.0           | \$133.64           | \$118.94        | 12.4%        | \$65.08                    | \$28.22        | 130.6%        |
| Ontario                             | 44.3%                | 28.7%        | 15.5           | \$134.02           | \$103.48        | 29.5%        | \$59.31                    | \$29.71        | 99.6%         |
| <b>Greater Toronto Area (GTA)</b>   | <b>43.8%</b>         | <b>28.8%</b> | <b>15.1</b>    | <b>\$134.35</b>    | <b>\$102.04</b> | <b>31.7%</b> | <b>\$58.89</b>             | <b>\$29.35</b> | <b>100.6%</b> |
| Downtown Toronto                    | 33.1%                | 12.5%        | 20.6           | \$176.86           | \$144.77        | 22.2%        | \$58.60                    | \$18.16        | 222.6%        |
| Toronto Airport                     | 52.8%                | 28.4%        | 24.4           | \$120.35           | \$112.23        | 7.2%         | \$63.57                    | \$31.89        | 99.4%         |
| GTA West                            | 45.8%                | 35.4%        | 10.4           | \$113.97           | \$86.72         | 31.4%        | \$52.22                    | \$30.73        | 69.9%         |
| GTA East/North                      | 53.5%                | 45.8%        | 7.7            | \$119.21           | \$92.89         | 28.3%        | \$63.72                    | \$42.52        | 49.9%         |
| <b>Eastern Ontario</b>              | <b>40.0%</b>         | <b>32.3%</b> | <b>7.8</b>     | <b>\$118.65</b>    | <b>\$104.53</b> | <b>13.5%</b> | <b>\$47.52</b>             | <b>\$33.76</b> | <b>40.8%</b>  |
| Kingston                            | 37.3%                | 24.6%        | 12.7           | \$120.02           | \$97.83         | 22.7%        | \$44.80                    | \$24.08        | 86.1%         |
| Other Eastern Ontario               | 41.4%                | 36.1%        | 5.2            | \$118.06           | \$106.81        | 10.5%        | \$48.82                    | \$38.59        | 26.5%         |
| <b>Ottawa</b>                       | <b>45.9%</b>         | <b>24.4%</b> | <b>21.5</b>    | <b>\$149.43</b>    | <b>\$111.61</b> | <b>33.9%</b> | <b>\$68.63</b>             | <b>\$27.25</b> | <b>151.8%</b> |
| Downtown Ottawa                     | 28.3%                | 20.0%        | 8.3            | \$174.28           | \$121.90        | 43.0%        | \$49.37                    | \$24.41        | 102.2%        |
| Ottawa West                         | 67.1%                | 32.8%        | 34.3           | \$136.81           | \$103.45        | 32.2%        | \$91.80                    | \$33.97        | 170.2%        |
| Ottawa East                         | 66.2%                | 20.9%        | 45.3           | \$137.16           | \$102.89        | 33.3%        | \$90.81                    | \$21.46        | 323.2%        |
| <b>Southern Ontario</b>             | <b>42.3%</b>         | <b>26.5%</b> | <b>15.8</b>    | <b>\$125.70</b>    | <b>\$94.41</b>  | <b>33.1%</b> | <b>\$53.20</b>             | <b>\$25.02</b> | <b>112.7%</b> |
| London                              | 53.0%                | 36.8%        | 16.2           | \$114.15           | \$84.84         | 34.5%        | \$60.53                    | \$31.23        | 93.8%         |
| Windsor                             | 49.9%                | 35.5%        | 14.5           | \$113.17           | \$95.13         | 19.0%        | \$56.52                    | \$33.74        | 67.5%         |
| Kitchener/Waterloo/Cambridge/Guelph | 45.3%                | 33.9%        | 11.4           | \$112.89           | \$89.82         | 25.7%        | \$51.12                    | \$30.44        | 67.9%         |
| Hamilton/Brantford                  | 63.4%                | 36.3%        | 27.2           | \$122.07           | \$103.62        | 17.8%        | \$77.45                    | \$37.59        | 106.0%        |
| Niagara Falls                       | 30.1%                | 11.9%        | 18.2           | \$154.11           | \$106.07        | 45.3%        | \$46.35                    | \$12.61        | 267.6%        |
| Other Niagara Region                | 42.8%                | 26.5%        | 16.3           | \$108.78           | \$82.54         | 31.8%        | \$46.56                    | \$21.88        | 112.8%        |
| Other Southern Ontario              | 46.1%                | 37.6%        | 8.5            | \$111.87           | \$95.50         | 17.1%        | \$51.56                    | \$35.89        | 43.6%         |
| <b>Central Ontario</b>              | <b>46.7%</b>         | <b>31.4%</b> | <b>15.3</b>    | <b>\$172.15</b>    | <b>\$118.79</b> | <b>44.9%</b> | <b>\$80.44</b>             | <b>\$37.31</b> | <b>115.6%</b> |
| <b>North Eastern Ontario</b>        | <b>49.7%</b>         | <b>30.9%</b> | <b>18.8</b>    | <b>\$120.97</b>    | <b>\$106.29</b> | <b>13.8%</b> | <b>\$60.13</b>             | <b>\$32.84</b> | <b>83.1%</b>  |
| North Bay                           | 50.8%                | 23.9%        | 26.9           | \$111.20           | \$94.78         | 17.3%        | \$56.46                    | \$22.62        | 149.6%        |
| Sudbury                             | 41.9%                | 33.2%        | 8.6            | \$118.68           | \$107.58        | 10.3%        | \$49.70                    | \$35.76        | 39.0%         |
| <b>North Central Ontario</b>        |                      |              |                |                    |                 |              |                            |                |               |
| Sault Ste. Marie                    | 45.4%                | 21.0%        | 24.4           | \$102.44           | \$93.65         | 9.4%         | \$46.47                    | \$19.66        | 136.4%        |
| <b>North Western Ontario</b>        | <b>60.7%</b>         | <b>44.7%</b> | <b>16.1</b>    | <b>\$134.50</b>    | <b>\$122.59</b> | <b>9.7%</b>  | <b>\$81.70</b>             | <b>\$54.76</b> | <b>49.2%</b>  |
| Thunder Bay                         | 57.0%                | 43.5%        | 13.6           | \$133.08           | \$121.44        | 9.6%         | \$75.89                    | \$52.80        | 43.7%         |

\* Based on the operating results of 252,229 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 2022\*

| Location                            | Occupancy Percentage |              |                | Average Daily Rate |                 |              | Revenue Per Available Room |                |               |
|-------------------------------------|----------------------|--------------|----------------|--------------------|-----------------|--------------|----------------------------|----------------|---------------|
|                                     | 2022                 | 2021         | **Point Change | 2022               | 2021            | Variance     | 2022                       | 2021           | Variance      |
| <b>WESTERN CANADA</b>               | <b>47.4%</b>         | <b>29.6%</b> | <b>17.8</b>    | <b>\$147.15</b>    | <b>\$116.04</b> | <b>26.8%</b> | <b>\$69.73</b>             | <b>\$34.38</b> | <b>102.8%</b> |
| <b>Manitoba</b>                     | <b>42.8%</b>         | <b>27.5%</b> | <b>15.3</b>    | <b>\$119.51</b>    | <b>\$109.96</b> | <b>8.7%</b>  | <b>\$51.18</b>             | <b>\$30.29</b> | <b>69.0%</b>  |
| Winnipeg                            | 41.7%                | 25.4%        | 16.2           | \$122.85           | \$111.86        | 9.8%         | \$51.18                    | \$28.45        | 79.9%         |
| Brandon                             | 42.3%                | 24.2%        | 18.1           | \$97.79            | \$92.42         | 5.8%         | \$41.40                    | \$22.37        | 85.1%         |
| Other Manitoba                      | 47.2%                | 36.6%        | 10.6           | \$119.74           | \$112.60        | 6.3%         | \$56.51                    | \$41.19        | 37.2%         |
| <b>Saskatchewan</b>                 | <b>44.0%</b>         | <b>28.8%</b> | <b>15.2</b>    | <b>\$113.30</b>    | <b>\$103.87</b> | <b>9.1%</b>  | <b>\$49.89</b>             | <b>\$29.92</b> | <b>66.7%</b>  |
| Regina                              | 38.3%                | 24.1%        | 14.2           | \$109.16           | \$94.29         | 15.8%        | \$41.83                    | \$22.77        | 83.7%         |
| Saskatoon                           | 44.9%                | 28.1%        | 16.8           | \$116.63           | \$106.57        | 9.4%         | \$52.41                    | \$29.95        | 75.0%         |
| Other Saskatchewan                  | 46.9%                | 32.8%        | 14.1           | \$112.58           | \$106.75        | 5.5%         | \$52.85                    | \$35.02        | 50.9%         |
| <b>Alberta (excl. Alta Resorts)</b> | <b>41.9%</b>         | <b>24.3%</b> | <b>17.5</b>    | <b>\$114.69</b>    | <b>\$100.35</b> | <b>14.3%</b> | <b>\$48.03</b>             | <b>\$24.43</b> | <b>96.7%</b>  |
| <b>Calgary</b>                      | <b>38.0%</b>         | <b>18.6%</b> | <b>19.4</b>    | <b>\$123.81</b>    | <b>\$100.22</b> | <b>23.5%</b> | <b>\$47.02</b>             | <b>\$18.63</b> | <b>152.4%</b> |
| Calgary Airport                     | 43.2%                | 20.4%        | 22.8           | \$113.05           | \$91.60         | 23.4%        | \$48.87                    | \$18.67        | 161.7%        |
| Downtown Calgary                    | 29.0%                | 11.6%        | 17.4           | \$154.46           | \$128.37        | 20.3%        | \$44.72                    | \$14.83        | 201.6%        |
| Calgary Northwest                   | 49.3%                | 35.3%        | 14.0           | \$99.66            | \$85.29         | 16.9%        | \$49.13                    | \$30.09        | 63.3%         |
| Calgary South                       | 38.8%                | 19.9%        | 18.9           | \$119.71           | \$101.80        | 17.6%        | \$46.48                    | \$20.30        | 128.9%        |
| <b>Edmonton</b>                     | <b>39.0%</b>         | <b>22.4%</b> | <b>16.6</b>    | <b>\$107.38</b>    | <b>\$91.00</b>  | <b>18.0%</b> | <b>\$41.86</b>             | <b>\$20.40</b> | <b>105.1%</b> |
| Downtown Edmonton                   | 29.0%                | 14.5%        | 14.4           | \$141.55           | \$126.89        | 11.5%        | \$41.02                    | \$18.45        | 122.3%        |
| Edmonton South                      | 39.9%                | 25.0%        | 14.9           | \$96.42            | \$83.01         | 16.2%        | \$38.50                    | \$20.78        | 85.2%         |
| Edmonton West                       | 45.8%                | 24.0%        | 21.8           | \$108.29           | \$88.79         | 22.0%        | \$49.58                    | \$21.30        | 132.7%        |
| <b>Other Alberta</b>                | <b>46.5%</b>         | <b>29.5%</b> | <b>17.0</b>    | <b>\$113.91</b>    | <b>\$105.23</b> | <b>8.2%</b>  | <b>\$52.98</b>             | <b>\$31.09</b> | <b>70.4%</b>  |
| Lethbridge                          | 51.7%                | 20.7%        | 31.0           | \$112.84           | \$92.03         | 22.6%        | \$58.37                    | \$19.03        | 206.8%        |
| Red Deer                            | 37.7%                | 21.3%        | 16.5           | \$103.08           | \$87.62         | 17.6%        | \$38.88                    | \$18.62        | 108.8%        |
| Other Alberta Communities           | 47.3%                | 32.2%        | 15.1           | \$115.50           | \$107.78        | 7.2%         | \$54.62                    | \$34.73        | 57.3%         |
| <b>Alberta Resorts</b>              | <b>50.1%</b>         | <b>33.0%</b> | <b>17.1</b>    | <b>\$276.46</b>    | <b>\$214.78</b> | <b>28.7%</b> | <b>\$138.52</b>            | <b>\$70.82</b> | <b>95.6%</b>  |
| <b>British Columbia</b>             | <b>54.5%</b>         | <b>35.4%</b> | <b>19.0</b>    | <b>\$174.22</b>    | <b>\$122.71</b> | <b>42.0%</b> | <b>\$94.93</b>             | <b>\$43.50</b> | <b>118.2%</b> |
| <b>Greater Vancouver</b>            | <b>52.2%</b>         | <b>32.5%</b> | <b>19.7</b>    | <b>\$160.30</b>    | <b>\$125.96</b> | <b>27.3%</b> | <b>\$83.69</b>             | <b>\$40.99</b> | <b>104.1%</b> |
| Airport (Richmond)                  | 57.1%                | 42.7%        | 14.5           | \$148.59           | \$128.03        | 16.1%        | \$84.91                    | \$54.62        | 55.5%         |
| Downtown Vancouver                  | 46.0%                | 22.0%        | 24.0           | \$184.22           | \$144.83        | 27.2%        | \$84.70                    | \$31.84        | 166.0%        |
| Langley/Surrey                      | 65.2%                | 49.0%        | 16.2           | \$126.59           | \$101.47        | 24.8%        | \$82.49                    | \$49.72        | 65.9%         |
| Other Vancouver                     | 57.2%                | 42.0%        | 15.3           | \$137.87           | \$110.55        | 24.7%        | \$78.93                    | \$46.41        | 70.1%         |
| <b>Vancouver Island</b>             | <b>56.9%</b>         | <b>42.2%</b> | <b>14.6</b>    | <b>\$157.66</b>    | <b>\$113.65</b> | <b>38.7%</b> | <b>\$89.68</b>             | <b>\$48.00</b> | <b>86.8%</b>  |
| Campbell River                      | 73.3%                | 56.7%        | 16.6           | \$111.76           | \$94.72         | 18.0%        | \$81.96                    | \$53.75        | 52.5%         |
| Greater Victoria                    | 53.5%                | 39.6%        | 13.9           | \$158.02           | \$107.37        | 47.2%        | \$84.57                    | \$42.56        | 98.7%         |
| Nanaimo                             | 53.0%                | 33.4%        | 19.5           | \$141.80           | \$117.83        | 20.4%        | \$75.10                    | \$39.41        | 90.6%         |
| Parksville/Qualicum Beach           | 61.6%                | 47.6%        | 14.0           | \$150.93           | \$121.18        | 24.6%        | \$93.04                    | \$57.74        | 61.1%         |
| Other Vancouver Island              | 63.1%                | 48.1%        | 14.9           | \$182.56           | \$130.02        | 40.4%        | \$115.13                   | \$62.57        | 84.0%         |
| <b>Whistler Resort Area</b>         | <b>71.5%</b>         | <b>24.7%</b> | <b>46.8</b>    | <b>\$483.83</b>    | <b>\$273.18</b> | <b>77.1%</b> | <b>\$346.00</b>            | <b>\$67.51</b> | <b>412.5%</b> |
| <b>Other British Columbia</b>       | <b>53.9%</b>         | <b>38.1%</b> | <b>15.8</b>    | <b>\$136.61</b>    | <b>\$108.80</b> | <b>25.6%</b> | <b>\$73.61</b>             | <b>\$41.40</b> | <b>77.8%</b>  |
| Abbotsford/Chilliwack               | 70.1%                | 51.4%        | 18.7           | \$122.35           | \$86.25         | 41.9%        | \$85.83                    | \$44.33        | 93.6%         |
| Kamloops                            | 61.9%                | 34.3%        | 27.5           | \$109.09           | \$89.91         | 21.3%        | \$67.49                    | \$30.87        | 118.6%        |
| Kelowna                             | 45.8%                | 30.7%        | 15.1           | \$127.69           | \$103.76        | 23.1%        | \$58.44                    | \$31.87        | 83.4%         |
| Penticton                           | 29.6%                | 21.5%        | 8.1            | \$108.99           | \$92.48         | 17.9%        | \$32.27                    | \$19.91        | 62.1%         |
| Prince George                       | 58.0%                | 37.8%        | 20.2           | \$121.16           | \$108.01        | 12.2%        | \$70.26                    | \$40.83        | 72.1%         |
| Other B.C. Communities              | 54.0%                | 40.7%        | 13.3           | \$151.68           | \$118.27        | 28.3%        | \$81.94                    | \$48.13        | 70.3%         |
| <b>Northwest Territories</b>        | <b>24.1%</b>         | <b>37.1%</b> | <b>-13.0</b>   | <b>\$207.95</b>    | <b>\$148.24</b> | <b>40.3%</b> | <b>\$50.19</b>             | <b>\$55.04</b> | <b>-8.8%</b>  |
| <b>Yukon</b>                        | <b>46.2%</b>         | <b>27.1%</b> | <b>19.1</b>    | <b>\$135.71</b>    | <b>\$106.77</b> | <b>27.1%</b> | <b>\$62.64</b>             | <b>\$28.89</b> | <b>116.8%</b> |
| <b>CANADA</b>                       | <b>43.8%</b>         | <b>27.5%</b> | <b>16.3</b>    | <b>\$142.22</b>    | <b>\$111.40</b> | <b>27.7%</b> | <b>\$62.26</b>             | <b>\$30.59</b> | <b>103.6%</b> |

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TWO MONTHS ENDED FEBRUARY 2022

| Location                            | Occupancy Percentage |              |                | Average Daily Rate |                 |              | Revenue Per Available Room |                |               |
|-------------------------------------|----------------------|--------------|----------------|--------------------|-----------------|--------------|----------------------------|----------------|---------------|
|                                     | 2022                 | 2021         | **Point Change | 2022               | 2021            | Variance     | 2022                       | 2021           | Variance      |
| <b>ATLANTIC CANADA</b>              | <b>27.8%</b>         | <b>19.5%</b> | <b>8.3</b>     | <b>\$112.11</b>    | <b>\$94.58</b>  | <b>18.5%</b> | <b>\$31.13</b>             | <b>\$18.44</b> | <b>68.8%</b>  |
| Newfoundland                        | 26.8%                | 16.9%        | 9.9            | \$104.12           | \$93.42         | 11.5%        | \$27.89                    | \$15.78        | 76.7%         |
| St. John's                          | 25.8%                | 16.0%        | 9.8            | \$103.57           | \$89.01         | 16.4%        | \$26.73                    | \$14.22        | 88.0%         |
| Prince Edward Island                | 21.8%                | 19.2%        | 2.7            | \$107.18           | \$94.94         | 12.9%        | \$23.41                    | \$18.22        | 28.5%         |
| Nova Scotia                         | 31.7%                | 25.3%        | 6.5            | \$113.39           | \$94.58         | 19.9%        | \$35.99                    | \$23.88        | 50.7%         |
| Halifax/Dartmouth                   | 32.0%                | 22.7%        | 9.3            | \$114.33           | \$92.42         | 23.7%        | \$36.60                    | \$21.02        | 74.1%         |
| Other Nova Scotia                   | 31.1%                | 31.2%        | -0.1           | \$111.11           | \$98.31         | 13.0%        | \$34.53                    | \$30.68        | 12.5%         |
| New Brunswick                       | 24.3%                | 14.8%        | 9.6            | \$109.78           | \$93.21         | 17.8%        | \$26.71                    | \$13.75        | 94.2%         |
| Moncton                             | 21.8%                | 12.9%        | 8.9            | \$109.88           | \$87.52         | 25.6%        | \$23.99                    | \$11.31        | 112.2%        |
| Other New Brunswick                 | 25.7%                | 15.8%        | 10.0           | \$109.73           | \$95.75         | 14.6%        | \$28.23                    | \$15.09        | 87.1%         |
| <b>CENTRAL CANADA</b>               | <b>35.5%</b>         | <b>23.6%</b> | <b>11.9</b>    | <b>\$133.16</b>    | <b>\$104.18</b> | <b>27.8%</b> | <b>\$47.27</b>             | <b>\$24.58</b> | <b>92.3%</b>  |
| Quebec                              | 28.2%                | 16.2%        | 12.0           | \$154.21           | \$123.97        | 24.4%        | \$43.53                    | \$20.13        | 116.3%        |
| Greater Quebec City                 | <b>22.8%</b>         | <b>12.8%</b> | <b>10.0</b>    | <b>\$156.33</b>    | <b>\$117.56</b> | <b>33.0%</b> | <b>\$35.72</b>             | <b>\$15.09</b> | <b>136.6%</b> |
| Other Quebec                        | 33.5%                | 23.3%        | 10.2           | \$180.42           | \$135.28        | 33.4%        | \$60.35                    | \$31.51        | 91.5%         |
| Greater Montreal                    | <b>27.2%</b>         | <b>13.8%</b> | <b>13.4</b>    | <b>\$137.25</b>    | <b>\$116.10</b> | <b>18.2%</b> | <b>\$37.38</b>             | <b>\$16.05</b> | <b>132.8%</b> |
| Downtown Montreal                   | 17.6%                | 7.7%         | 9.8            | \$148.92           | \$124.34        | 19.8%        | \$26.15                    | \$9.59         | 172.6%        |
| Montreal Airport/Laval              | 46.1%                | 22.4%        | 23.7           | \$131.41           | \$115.04        | 14.2%        | \$60.63                    | \$25.82        | 134.8%        |
| Ontario                             | 38.0%                | 26.1%        | 11.9           | \$128.01           | \$100.11        | 27.9%        | \$48.68                    | \$26.11        | 86.4%         |
| Greater Toronto Area (GTA)          | <b>39.0%</b>         | <b>26.4%</b> | <b>12.6</b>    | <b>\$128.91</b>    | <b>\$98.49</b>  | <b>30.9%</b> | <b>\$50.28</b>             | <b>\$26.01</b> | <b>93.3%</b>  |
| Downtown Toronto                    | 26.9%                | 11.7%        | 15.2           | \$169.27           | \$138.44        | 22.3%        | \$45.55                    | \$16.19        | 181.3%        |
| Toronto Airport                     | 50.2%                | 26.4%        | 23.8           | \$118.83           | \$103.05        | 15.3%        | \$59.69                    | \$27.23        | 119.2%        |
| GTA West                            | 42.3%                | 32.0%        | 10.3           | \$112.11           | \$85.28         | 31.5%        | \$47.44                    | \$27.29        | 73.9%         |
| GTA East/North                      | 47.7%                | 42.2%        | 5.5            | \$114.94           | \$90.99         | 26.3%        | \$54.82                    | \$38.37        | 42.9%         |
| Eastern Ontario                     | <b>33.9%</b>         | <b>29.5%</b> | <b>4.3</b>     | <b>\$114.35</b>    | <b>\$99.45</b>  | <b>15.0%</b> | <b>\$38.74</b>             | <b>\$29.37</b> | <b>31.9%</b>  |
| Kingston                            | 29.0%                | 26.6%        | 2.4            | \$114.90           | \$85.49         | 34.4%        | \$33.32                    | \$22.76        | 46.4%         |
| Other Eastern Ontario               | 36.2%                | 31.0%        | 5.2            | \$114.14           | \$105.44        | 8.3%         | \$41.34                    | \$32.66        | 26.6%         |
| Ottawa                              | <b>36.7%</b>         | <b>22.2%</b> | <b>14.5</b>    | <b>\$140.09</b>    | <b>\$107.62</b> | <b>30.2%</b> | <b>\$51.47</b>             | <b>\$23.94</b> | <b>115.0%</b> |
| Downtown Ottawa                     | 25.3%                | 18.9%        | 6.4            | \$159.39           | \$113.33        | 40.6%        | \$40.32                    | \$21.44        | 88.0%         |
| Ottawa West                         | 50.3%                | 28.6%        | 21.7           | \$128.37           | \$102.82        | 24.9%        | \$64.55                    | \$29.41        | 119.5%        |
| Ottawa East                         | 49.3%                | 19.8%        | 29.5           | \$129.86           | \$102.07        | 27.2%        | \$63.99                    | \$20.23        | 216.3%        |
| Southern Ontario                    | <b>34.6%</b>         | <b>24.2%</b> | <b>10.4</b>    | <b>\$120.39</b>    | <b>\$93.25</b>  | <b>29.1%</b> | <b>\$41.65</b>             | <b>\$22.53</b> | <b>84.9%</b>  |
| London                              | 44.6%                | 34.0%        | 10.6           | \$107.88           | \$82.75         | 30.4%        | \$48.10                    | \$28.15        | 70.9%         |
| Windsor                             | 38.2%                | 36.0%        | 2.2            | \$110.57           | \$96.06         | 15.1%        | \$42.22                    | \$34.60        | 22.0%         |
| Kitchener/Waterloo/Cambridge/Guelph | 41.0%                | 31.2%        | 9.7            | \$111.42           | \$88.38         | 26.1%        | \$45.68                    | \$27.62        | 65.4%         |
| Hamilton/Brantford                  | 54.5%                | 35.5%        | 19.0           | \$124.40           | \$103.37        | 20.4%        | \$67.83                    | \$36.72        | 84.7%         |
| Niagara Falls                       | 21.7%                | 9.7%         | 12.0           | \$144.08           | \$101.00        | 42.7%        | \$31.27                    | \$9.84         | 217.8%        |
| Other Niagara Region                | 35.0%                | 23.5%        | 11.5           | \$110.12           | \$86.00         | 28.0%        | \$38.59                    | \$20.22        | 90.9%         |
| Other Southern Ontario              | 40.8%                | 33.7%        | 7.1            | \$108.32           | \$95.97         | 12.9%        | \$44.19                    | \$32.38        | 36.5%         |
| Central Ontario                     | <b>40.0%</b>         | <b>26.0%</b> | <b>14.0</b>    | <b>\$160.77</b>    | <b>\$108.46</b> | <b>48.2%</b> | <b>\$64.32</b>             | <b>\$28.21</b> | <b>128.0%</b> |
| North Eastern Ontario               | <b>44.2%</b>         | <b>27.9%</b> | <b>16.2</b>    | <b>\$114.94</b>    | <b>\$105.57</b> | <b>8.9%</b>  | <b>\$50.78</b>             | <b>\$29.49</b> | <b>72.2%</b>  |
| North Bay                           | 45.4%                | 22.9%        | 22.5           | \$96.78            | \$93.91         | 3.1%         | \$43.92                    | \$21.47        | 104.6%        |
| Sudbury                             | 36.0%                | 30.0%        | 6.0            | \$116.32           | \$106.81        | 8.9%         | \$41.86                    | \$32.00        | 30.8%         |
| North Central Ontario               |                      |              |                |                    |                 |              |                            |                |               |
| Sault Ste. Marie                    | 40.5%                | 19.7%        | 20.8           | \$100.34           | \$91.41         | 9.8%         | \$40.67                    | \$18.03        | 125.5%        |
| North Western Ontario               | <b>56.2%</b>         | <b>39.8%</b> | <b>16.4</b>    | <b>\$132.32</b>    | <b>\$121.13</b> | <b>9.2%</b>  | <b>\$74.36</b>             | <b>\$48.15</b> | <b>54.4%</b>  |
| Thunder Bay                         | 52.9%                | 38.8%        | 14.1           | \$130.96           | \$120.49        | 8.7%         | \$69.22                    | \$46.74        | 48.1%         |

\*\* 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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## Report of rooms operations by location

TWO MONTHS ENDED FEBRUARY 2022

| Location                            | Occupancy Percentage |              |                | Average Daily Rate |                 |              | Revenue Per Available Room |                |               |
|-------------------------------------|----------------------|--------------|----------------|--------------------|-----------------|--------------|----------------------------|----------------|---------------|
|                                     | 2022                 | 2021         | **Point Change | 2022               | 2021            | Variance     | 2022                       | 2021           | Variance      |
| <b>WESTERN CANADA</b>               | <b>42.0%</b>         | <b>26.9%</b> | <b>15.1</b>    | <b>\$142.40</b>    | <b>\$113.92</b> | <b>25.0%</b> | <b>\$59.85</b>             | <b>\$30.62</b> | <b>95.4%</b>  |
| <b>Manitoba</b>                     | <b>36.3%</b>         | <b>25.7%</b> | <b>10.6</b>    | <b>\$118.14</b>    | <b>\$108.68</b> | <b>8.7%</b>  | <b>\$42.89</b>             | <b>\$27.88</b> | <b>53.8%</b>  |
| Winnipeg                            | 35.4%                | 23.6%        | 11.8           | \$121.42           | \$110.14        | 10.2%        | \$42.97                    | \$25.99        | 65.3%         |
| Brandon                             | 36.2%                | 23.0%        | 13.2           | \$94.96            | \$91.00         | 4.4%         | \$34.33                    | \$20.88        | 64.4%         |
| Other Manitoba                      | 39.5%                | 34.6%        | 5.0            | \$120.31           | \$112.70        | 6.7%         | \$47.52                    | \$38.94        | 22.0%         |
| <b>Saskatchewan</b>                 | <b>39.7%</b>         | <b>26.4%</b> | <b>13.2</b>    | <b>\$112.63</b>    | <b>\$102.18</b> | <b>10.2%</b> | <b>\$44.69</b>             | <b>\$27.02</b> | <b>65.4%</b>  |
| Regina                              | 34.6%                | 23.3%        | 11.4           | \$106.85           | \$92.98         | 14.9%        | \$36.98                    | \$21.63        | 71.0%         |
| Saskatoon                           | 39.8%                | 25.2%        | 14.6           | \$116.52           | \$104.67        | 11.3%        | \$46.40                    | \$26.41        | 75.7%         |
| Other Saskatchewan                  | 42.9%                | 29.9%        | 12.9           | \$112.38           | \$105.42        | 6.6%         | \$48.16                    | \$31.52        | 52.8%         |
| <b>Alberta (excl. Alta Resorts)</b> | <b>37.3%</b>         | <b>22.0%</b> | <b>15.3</b>    | <b>\$112.81</b>    | <b>\$98.85</b>  | <b>14.1%</b> | <b>\$42.05</b>             | <b>\$21.72</b> | <b>93.6%</b>  |
| <b>Calgary</b>                      | <b>32.8%</b>         | <b>16.4%</b> | <b>16.4</b>    | <b>\$120.73</b>    | <b>\$96.91</b>  | <b>24.6%</b> | <b>\$39.60</b>             | <b>\$15.86</b> | <b>149.7%</b> |
| Calgary Airport                     | 39.1%                | 18.7%        | 20.3           | \$111.95           | \$89.52         | 25.1%        | \$43.72                    | \$16.77        | 160.8%        |
| Downtown Calgary                    | 23.7%                | 9.1%         | 14.6           | \$149.52           | \$126.47        | 18.2%        | \$35.37                    | \$11.45        | 208.9%        |
| Calgary Northwest                   | 40.0%                | 30.4%        | 9.5            | \$96.49            | \$81.72         | 18.1%        | \$38.56                    | \$24.87        | 55.1%         |
| Calgary South                       | 33.7%                | 18.2%        | 15.5           | \$116.89           | \$98.37         | 18.8%        | \$39.44                    | \$17.90        | 120.4%        |
| <b>Edmonton</b>                     | <b>34.7%</b>         | <b>20.7%</b> | <b>14.1</b>    | <b>\$105.27</b>    | <b>\$90.31</b>  | <b>16.6%</b> | <b>\$36.57</b>             | <b>\$18.67</b> | <b>95.9%</b>  |
| Downtown Edmonton                   | 25.2%                | 13.3%        | 11.9           | \$141.07           | \$127.05        | 11.0%        | \$35.55                    | \$16.86        | 110.9%        |
| Edmonton South                      | 36.9%                | 23.4%        | 13.5           | \$94.58            | \$83.17         | 13.7%        | \$34.89                    | \$19.43        | 79.6%         |
| Edmonton West                       | 38.6%                | 21.7%        | 16.9           | \$105.96           | \$86.17         | 23.0%        | \$40.92                    | \$18.71        | 118.7%        |
| <b>Other Alberta</b>                | <b>42.1%</b>         | <b>26.7%</b> | <b>15.4</b>    | <b>\$112.95</b>    | <b>\$104.17</b> | <b>8.4%</b>  | <b>\$47.51</b>             | <b>\$27.82</b> | <b>70.8%</b>  |
| Lethbridge                          | 41.5%                | 18.5%        | 23.0           | \$109.80           | \$89.92         | 22.1%        | \$45.61                    | \$16.67        | 173.6%        |
| Red Deer                            | 34.8%                | 18.9%        | 15.9           | \$102.96           | \$87.70         | 17.4%        | \$35.84                    | \$16.55        | 116.6%        |
| Other Alberta Communities           | 43.4%                | 29.1%        | 14.3           | \$114.54           | \$106.97        | 7.1%         | \$49.73                    | \$31.15        | 59.6%         |
| <b>Alberta Resorts</b>              | <b>41.6%</b>         | <b>26.4%</b> | <b>15.2</b>    | <b>\$264.83</b>    | <b>\$204.67</b> | <b>29.4%</b> | <b>\$110.19</b>            | <b>\$54.01</b> | <b>104.0%</b> |
| <b>British Columbia</b>             | <b>48.5%</b>         | <b>32.4%</b> | <b>16.1</b>    | <b>\$166.93</b>    | <b>\$121.36</b> | <b>37.5%</b> | <b>\$80.98</b>             | <b>\$39.28</b> | <b>106.2%</b> |
| <b>Greater Vancouver</b>            | <b>45.8%</b>         | <b>29.6%</b> | <b>16.2</b>    | <b>\$155.84</b>    | <b>\$121.10</b> | <b>28.7%</b> | <b>\$71.35</b>             | <b>\$35.88</b> | <b>98.9%</b>  |
| Airport (Richmond)                  | 55.7%                | 39.6%        | 16.1           | \$145.70           | \$120.73        | 20.7%        | \$81.15                    | \$47.83        | 69.7%         |
| Downtown Vancouver                  | 37.8%                | 19.3%        | 18.5           | \$179.25           | \$140.96        | 27.2%        | \$67.78                    | \$27.17        | 149.5%        |
| Langley/Surrey                      | 56.8%                | 45.3%        | 11.5           | \$125.12           | \$100.02        | 25.1%        | \$71.02                    | \$45.27        | 56.9%         |
| Other Vancouver                     | 51.2%                | 39.2%        | 12.0           | \$135.60           | \$106.48        | 27.3%        | \$69.37                    | \$41.74        | 66.2%         |
| <b>Vancouver Island</b>             | <b>49.8%</b>         | <b>37.7%</b> | <b>12.2</b>    | <b>\$147.91</b>    | <b>\$110.78</b> | <b>33.5%</b> | <b>\$73.69</b>             | <b>\$41.72</b> | <b>76.6%</b>  |
| Campbell River                      | 69.1%                | 50.7%        | 18.4           | \$108.89           | \$93.10         | 17.0%        | \$75.21                    | \$47.16        | 59.5%         |
| Greater Victoria                    | 46.7%                | 34.5%        | 12.2           | \$148.52           | \$104.94        | 41.5%        | \$69.43                    | \$36.21        | 91.8%         |
| Nanaimo                             | 45.7%                | 31.8%        | 13.9           | \$139.55           | \$116.72        | 19.6%        | \$63.78                    | \$37.16        | 71.7%         |
| Parksville/Qualicum Beach           | 52.0%                | 43.2%        | 8.9            | \$143.21           | \$115.04        | 24.5%        | \$74.54                    | \$49.69        | 50.0%         |
| Other Vancouver Island              | 55.8%                | 44.3%        | 11.5           | \$166.00           | \$126.48        | 31.2%        | \$92.68                    | \$56.07        | 65.3%         |
| <b>Whistler Resort Area</b>         | <b>61.3%</b>         | <b>25.7%</b> | <b>35.7</b>    | <b>\$459.66</b>    | <b>\$284.47</b> | <b>61.6%</b> | <b>\$281.98</b>            | <b>\$73.04</b> | <b>286.1%</b> |
| <b>Other British Columbia</b>       | <b>49.4%</b>         | <b>34.7%</b> | <b>14.7</b>    | <b>\$132.54</b>    | <b>\$107.70</b> | <b>23.1%</b> | <b>\$65.43</b>             | <b>\$37.37</b> | <b>75.1%</b>  |
| Abbotsford/Chilliwack               | 65.9%                | 44.0%        | 21.9           | \$120.91           | \$85.39         | 41.6%        | \$79.62                    | \$37.55        | 112.0%        |
| Kamloops                            | 60.7%                | 31.0%        | 29.6           | \$107.46           | \$90.59         | 18.6%        | \$65.18                    | \$28.09        | 132.0%        |
| Kelowna                             | 41.9%                | 28.2%        | 13.7           | \$124.58           | \$101.71        | 22.5%        | \$52.14                    | \$28.64        | 82.1%         |
| Penticton                           | 24.8%                | 18.0%        | 6.9            | \$110.10           | \$94.07         | 17.0%        | \$27.33                    | \$16.89        | 61.8%         |
| Prince George                       | 50.6%                | 35.6%        | 15.0           | \$120.75           | \$107.32        | 12.5%        | \$61.10                    | \$38.18        | 60.0%         |
| Other B.C. Communities              | 49.3%                | 37.5%        | 11.7           | \$145.72           | \$116.41        | 25.2%        | \$71.79                    | \$43.68        | 64.4%         |
| <b>Northwest Territories</b>        | <b>33.1%</b>         | <b>32.6%</b> | <b>0.4</b>     | <b>\$164.67</b>    | <b>\$148.91</b> | <b>10.6%</b> | <b>\$54.42</b>             | <b>\$48.59</b> | <b>12.0%</b>  |
| <b>Yukon</b>                        | <b>41.5%</b>         | <b>24.0%</b> | <b>17.5</b>    | <b>\$132.36</b>    | <b>\$104.40</b> | <b>26.8%</b> | <b>\$54.88</b>             | <b>\$25.05</b> | <b>119.1%</b> |
| <b>CANADA</b>                       | <b>37.9%</b>         | <b>24.8%</b> | <b>13.1</b>    | <b>\$136.74</b>    | <b>\$108.60</b> | <b>25.9%</b> | <b>\$51.88</b>             | <b>\$26.98</b> | <b>92.3%</b>  |

\*\* 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, type and price level

MONTH OF FEBRUARY 2022\*

## ATLANTIC

|                      | Occupancy Percentage |              |                | Average Daily Rates |                |              |
|----------------------|----------------------|--------------|----------------|---------------------|----------------|--------------|
|                      | 2022                 | 2021         | **Point Change | 2022                | 2021           | Variance     |
| <b>Property Size</b> |                      |              |                |                     |                |              |
| Under 50 rooms       | 28.7%                | 17.7%        | 10.9           | \$116.10            | \$106.51       | 9.0%         |
| 50-75 rooms          | 33.5%                | 24.0%        | 9.5            | \$106.10            | \$91.49        | 16.0%        |
| 76-125 rooms         | 37.3%                | 22.5%        | 14.8           | \$109.37            | \$95.79        | 14.2%        |
| 126-200 rooms        | 36.9%                | 22.0%        | 14.9           | \$123.07            | \$103.18       | 19.3%        |
| 201-500 rooms        | 22.8%                | 15.5%        | 7.3            | \$125.43            | \$96.84        | 29.5%        |
| Over 500 rooms       | N/A                  | N/A          | N/A            | N/A                 | N/A            | N/A          |
| <b>Total</b>         | <b>33.5%</b>         | <b>21.0%</b> | <b>12.4</b>    | <b>\$115.36</b>     | <b>\$97.32</b> | <b>18.5%</b> |
| <b>Property Type</b> |                      |              |                |                     |                |              |
| Limited Service      | 37.0%                | 21.9%        | 15.1           | \$114.69            | \$97.77        | 17.3%        |
| Full Service         | 29.2%                | 18.7%        | 10.5           | \$113.44            | \$95.97        | 18.2%        |
| Suite Hotel          | 46.4%                | 38.0%        | 8.4            | \$128.73            | \$96.87        | 32.9%        |
| Resort               | N/A                  | N/A          | N/A            | N/A                 | N/A            | N/A          |
| <b>Total</b>         | <b>33.5%</b>         | <b>21.0%</b> | <b>12.4</b>    | <b>\$115.36</b>     | <b>\$97.32</b> | <b>18.5%</b> |
| <b>Price Level</b>   |                      |              |                |                     |                |              |
| Budget               | 27.0%                | 20.3%        | 6.8            | \$98.53             | \$82.50        | 19.4%        |
| Mid-Price            | 34.5%                | 21.3%        | 13.2           | \$116.15            | \$98.27        | 18.2%        |
| Upscale              | 26.7%                | 16.6%        | 10.1           | \$149.26            | \$132.82       | 12.4%        |
| <b>Total</b>         | <b>33.5%</b>         | <b>21.0%</b> | <b>12.4</b>    | <b>\$115.36</b>     | <b>\$97.32</b> | <b>18.5%</b> |

## CENTRAL

|                      | Occupancy Percentage |              |                | Average Daily Rates |                 |              |
|----------------------|----------------------|--------------|----------------|---------------------|-----------------|--------------|
|                      | 2022                 | 2021         | **Point Change | 2022                | 2021            | Variance     |
| <b>Property Size</b> |                      |              |                |                     |                 |              |
| Under 50 rooms       | 45.1%                | 32.4%        | 12.7           | \$127.50            | \$97.42         | 30.9%        |
| 50-75 rooms          | 49.0%                | 37.6%        | 11.3           | \$116.94            | \$96.36         | 21.4%        |
| 76-125 rooms         | 49.0%                | 33.5%        | 15.5           | \$124.58            | \$100.66        | 23.8%        |
| 126-200 rooms        | 44.2%                | 28.9%        | 15.3           | \$130.20            | \$103.55        | 25.7%        |
| 201-500 rooms        | 35.2%                | 18.4%        | 16.8           | \$169.13            | \$129.23        | 30.9%        |
| Over 500 rooms       | 31.1%                | 11.2%        | 19.9           | \$176.58            | \$139.49        | 26.6%        |
| <b>Total</b>         | <b>41.8%</b>         | <b>26.2%</b> | <b>15.6</b>    | <b>\$140.07</b>     | <b>\$107.78</b> | <b>30.0%</b> |
| <b>Property Type</b> |                      |              |                |                     |                 |              |
| Limited Service      | 47.8%                | 33.8%        | 14.0           | \$113.96            | \$93.79         | 21.5%        |
| Full Service         | 35.9%                | 19.3%        | 16.5           | \$146.57            | \$115.00        | 27.4%        |
| Suite Hotel          | 56.4%                | 40.2%        | 16.2           | \$141.56            | \$108.83        | 30.1%        |
| Resort               | 41.7%                | 21.5%        | 20.2           | \$296.73            | \$214.89        | 38.1%        |
| <b>Total</b>         | <b>41.8%</b>         | <b>26.2%</b> | <b>15.6</b>    | <b>\$140.07</b>     | <b>\$107.78</b> | <b>30.0%</b> |
| <b>Price Level</b>   |                      |              |                |                     |                 |              |
| Budget               | 42.0%                | 31.5%        | 10.5           | \$98.41             | \$82.94         | 18.7%        |
| Mid-Price            | 44.9%                | 28.6%        | 16.3           | \$131.09            | \$104.01        | 26.0%        |
| Upscale              | 28.7%                | 11.8%        | 16.9           | \$244.22            | \$199.27        | 22.6%        |
| <b>Total</b>         | <b>41.8%</b>         | <b>26.2%</b> | <b>15.6</b>    | <b>\$140.07</b>     | <b>\$107.78</b> | <b>30.0%</b> |

## WESTERN

|                      | Occupancy Percentage |              |                | Average Daily Rates |                 |              |
|----------------------|----------------------|--------------|----------------|---------------------|-----------------|--------------|
|                      | 2022                 | 2021         | **Point Change | 2022                | 2021            | Variance     |
| <b>Property Size</b> |                      |              |                |                     |                 |              |
| Under 50 rooms       | 47.5%                | 36.4%        | 11.1           | \$109.99            | \$95.91         | 14.7%        |
| 50-75 rooms          | 51.8%                | 36.9%        | 14.9           | \$116.82            | \$99.04         | 17.9%        |
| 76-125 rooms         | 51.4%                | 33.5%        | 17.8           | \$126.21            | \$104.62        | 20.6%        |
| 126-200 rooms        | 46.6%                | 29.1%        | 17.6           | \$139.11            | \$116.70        | 19.2%        |
| 201-500 rooms        | 41.9%                | 22.3%        | 19.6           | \$187.54            | \$142.21        | 31.9%        |
| Over 500 rooms       | 38.8%                | 14.4%        | 24.4           | \$325.34            | \$268.52        | 21.2%        |
| <b>Total</b>         | <b>47.4%</b>         | <b>29.6%</b> | <b>17.8</b>    | <b>\$147.15</b>     | <b>\$116.04</b> | <b>26.8%</b> |
| <b>Property Type</b> |                      |              |                |                     |                 |              |
| Limited Service      | 49.7%                | 33.8%        | 15.9           | \$112.57            | \$97.48         | 15.5%        |
| Full Service         | 43.2%                | 24.8%        | 18.4           | \$147.63            | \$121.16        | 21.8%        |
| Suite Hotel          | 52.1%                | 33.8%        | 18.3           | \$155.64            | \$114.05        | 36.5%        |
| Resort               | 55.7%                | 31.3%        | 24.5           | \$322.07            | \$208.82        | 54.2%        |
| <b>Total</b>         | <b>47.4%</b>         | <b>29.6%</b> | <b>17.8</b>    | <b>\$147.15</b>     | <b>\$116.04</b> | <b>26.8%</b> |
| <b>Price Level</b>   |                      |              |                |                     |                 |              |
| Budget               | 48.2%                | 35.4%        | 12.8           | \$99.18             | \$87.09         | 13.9%        |
| Mid-Price            | 48.3%                | 29.9%        | 18.4           | \$131.60            | \$110.93        | 18.6%        |
| Upscale              | 42.0%                | 21.1%        | 20.9           | \$302.32            | \$215.10        | 40.6%        |
| <b>Total</b>         | <b>47.4%</b>         | <b>29.6%</b> | <b>17.8</b>    | <b>\$147.15</b>     | <b>\$116.04</b> | <b>26.8%</b> |

## CANADA

|                      | Occupancy Percentage |              |                | Average Daily Rates |                 |              |
|----------------------|----------------------|--------------|----------------|---------------------|-----------------|--------------|
|                      | 2022                 | 2021         | **Point Change | 2022                | 2021            | Variance     |
| <b>Property Size</b> |                      |              |                |                     |                 |              |
| Under 50 rooms       | 45.9%                | 34.4%        | 11.6           | \$116.12            | \$96.61         | 20.2%        |
| 50-75 rooms          | 49.0%                | 35.9%        | 13.1           | \$116.18            | \$97.48         | 19.2%        |
| 76-125 rooms         | 49.2%                | 32.6%        | 16.6           | \$124.42            | \$102.43        | 21.5%        |
| 126-200 rooms        | 44.6%                | 28.4%        | 16.2           | \$133.86            | \$109.79        | 21.9%        |
| 201-500 rooms        | 37.4%                | 20.0%        | 17.4           | \$176.62            | \$134.15        | 31.7%        |
| Over 500 rooms       | 33.0%                | 12.1%        | 21.0           | \$220.48            | \$181.97        | 21.2%        |
| <b>Total</b>         | <b>43.8%</b>         | <b>27.5%</b> | <b>16.3</b>    | <b>\$142.22</b>     | <b>\$111.40</b> | <b>27.7%</b> |
| <b>Property Type</b> |                      |              |                |                     |                 |              |
| Limited Service      | 47.8%                | 32.7%        | 15.1           | \$113.26            | \$96.03         | 17.9%        |
| Full Service         | 38.5%                | 21.6%        | 16.8           | \$145.31            | \$116.91        | 24.3%        |
| Suite Hotel          | 54.5%                | 38.0%        | 16.5           | \$145.49            | \$109.86        | 32.4%        |
| Resort               | 50.1%                | 28.1%        | 22.1           | \$313.63            | \$209.62        | 49.6%        |
| <b>Total</b>         | <b>43.8%</b>         | <b>27.5%</b> | <b>16.3</b>    | <b>\$142.22</b>     | <b>\$111.40</b> | <b>27.7%</b> |
| <b>Price Level</b>   |                      |              |                |                     |                 |              |
| Budget               | 44.4%                | 33.0%        | 11.5           | \$98.86             | \$85.31         | 15.9%        |
| Mid-Price            | 45.5%                | 28.5%        | 16.9           | \$130.33            | \$106.99        | 21.8%        |
| Upscale              | 34.6%                | 16.1%        | 18.5           | \$274.47            | \$207.59        | 32.2%        |
| <b>Total</b>         | <b>43.8%</b>         | <b>27.5%</b> | <b>16.3</b>    | <b>\$142.22</b>     | <b>\$111.40</b> | <b>27.7%</b> |

\* Based on the operating results of 252,229 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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Regional report of rooms operations by property size, type and price level  
TWO MONTHS ENDED FEBRUARY 2022

ATLANTIC

|                      | Occupancy Percentage |              |                | Average Daily Rates |                |              |
|----------------------|----------------------|--------------|----------------|---------------------|----------------|--------------|
|                      | 2022                 | 2021         | **Point Change | 2022                | 2021           | Variance     |
| <b>Property Size</b> |                      |              |                |                     |                |              |
| Under 50 rooms       | 24.7%                | 18.4%        | 6.3            | \$114.31            | \$101.44       | 12.7%        |
| 50-75 rooms          | 30.1%                | 23.2%        | 6.9            | \$103.76            | \$88.05        | 17.8%        |
| 76-125 rooms         | 30.8%                | 20.5%        | 10.3           | \$107.58            | \$95.24        | 13.0%        |
| 126-200 rooms        | 30.5%                | 20.3%        | 10.2           | \$119.68            | \$99.29        | 20.5%        |
| 201-500 rooms        | 17.5%                | 14.2%        | 3.3            | \$118.41            | \$91.94        | 28.8%        |
| Over 500 rooms       | N/A                  | N/A          | N/A            | N/A                 | N/A            | N/A          |
| <b>Total</b>         | <b>27.8%</b>         | <b>19.5%</b> | <b>8.3</b>     | <b>\$112.11</b>     | <b>\$94.58</b> | <b>18.5%</b> |
| <b>Property Type</b> |                      |              |                |                     |                |              |
| Limited Service      | 31.8%                | 21.3%        | 10.5           | \$112.14            | \$95.36        | 17.6%        |
| Full Service         | 23.4%                | 16.5%        | 6.8            | \$109.73            | \$92.63        | 18.5%        |
| Suite Hotel          | 37.6%                | 33.3%        | 4.2            | \$123.93            | \$96.05        | 29.0%        |
| Resort               | N/A                  | N/A          | N/A            | N/A                 | N/A            | N/A          |
| <b>Total</b>         | <b>27.8%</b>         | <b>19.5%</b> | <b>8.3</b>     | <b>\$112.11</b>     | <b>\$94.58</b> | <b>18.5%</b> |
| <b>Price Level</b>   |                      |              |                |                     |                |              |
| Budget               | 24.1%                | 20.0%        | 4.2            | \$95.98             | \$80.45        | 19.3%        |
| Mid-Price            | 28.6%                | 19.7%        | 8.9            | \$112.79            | \$95.79        | 17.7%        |
| Upscale              | 17.3%                | 10.8%        | 6.6            | \$158.92            | \$130.22       | 22.0%        |
| <b>Total</b>         | <b>27.8%</b>         | <b>19.5%</b> | <b>8.3</b>     | <b>\$112.11</b>     | <b>\$94.58</b> | <b>18.5%</b> |

CENTRAL

|                      | Occupancy Percentage |              |                | Average Daily Rates |                 |              |
|----------------------|----------------------|--------------|----------------|---------------------|-----------------|--------------|
|                      | 2022                 | 2021         | **Point Change | 2022                | 2021            | Variance     |
| <b>Property Size</b> |                      |              |                |                     |                 |              |
| Under 50 rooms       | 39.5%                | 29.7%        | 9.7            | \$120.18            | \$94.90         | 26.6%        |
| 50-75 rooms          | 42.8%                | 32.3%        | 10.5           | \$113.59            | \$96.28         | 18.0%        |
| 76-125 rooms         | 42.5%                | 30.4%        | 12.1           | \$119.65            | \$98.31         | 21.7%        |
| 126-200 rooms        | 37.5%                | 26.9%        | 10.6           | \$125.29            | \$99.86         | 25.5%        |
| 201-500 rooms        | 28.8%                | 16.0%        | 12.7           | \$161.02            | \$121.69        | 32.3%        |
| Over 500 rooms       | 25.3%                | 10.3%        | 15.0           | \$163.94            | \$131.15        | 25.0%        |
| <b>Total</b>         | <b>35.5%</b>         | <b>23.6%</b> | <b>11.9</b>    | <b>\$133.16</b>     | <b>\$104.18</b> | <b>27.8%</b> |
| <b>Property Type</b> |                      |              |                |                     |                 |              |
| Limited Service      | 41.6%                | 30.9%        | 10.7           | \$110.10            | \$92.20         | 19.4%        |
| Full Service         | 29.9%                | 17.2%        | 12.7           | \$140.13            | \$110.32        | 27.0%        |
| Suite Hotel          | 48.9%                | 37.7%        | 11.1           | \$136.86            | \$106.42        | 28.6%        |
| Resort               | 30.8%                | 15.4%        | 15.4           | \$274.57            | \$207.80        | 32.1%        |
| <b>Total</b>         | <b>35.5%</b>         | <b>23.6%</b> | <b>11.9</b>    | <b>\$133.16</b>     | <b>\$104.18</b> | <b>27.8%</b> |
| <b>Price Level</b>   |                      |              |                |                     |                 |              |
| Budget               | 37.7%                | 29.1%        | 8.5            | \$95.98             | \$82.61         | 16.2%        |
| Mid-Price            | 38.5%                | 25.9%        | 12.6           | \$126.00            | \$101.28        | 24.4%        |
| Upscale              | 20.9%                | 9.5%         | 11.4           | \$239.14            | \$187.81        | 27.3%        |
| <b>Total</b>         | <b>35.5%</b>         | <b>23.6%</b> | <b>11.9</b>    | <b>\$133.16</b>     | <b>\$104.18</b> | <b>27.8%</b> |

WESTERN

|                      | Occupancy Percentage |              |                | Average Daily Rates |                 |              |
|----------------------|----------------------|--------------|----------------|---------------------|-----------------|--------------|
|                      | 2022                 | 2021         | **Point Change | 2022                | 2021            | Variance     |
| <b>Property Size</b> |                      |              |                |                     |                 |              |
| Under 50 rooms       | 43.4%                | 33.6%        | 9.8            | \$108.58            | \$95.42         | 13.8%        |
| 50-75 rooms          | 47.1%                | 34.3%        | 12.8           | \$114.67            | \$97.11         | 18.1%        |
| 76-125 rooms         | 46.1%                | 30.6%        | 15.5           | \$123.57            | \$103.65        | 19.2%        |
| 126-200 rooms        | 41.2%                | 26.2%        | 15.0           | \$135.44            | \$113.48        | 19.4%        |
| 201-500 rooms        | 36.4%                | 20.1%        | 16.4           | \$180.75            | \$140.09        | 29.0%        |
| Over 500 rooms       | 30.3%                | 11.6%        | 18.8           | \$322.84            | \$271.14        | 19.1%        |
| <b>Total</b>         | <b>42.0%</b>         | <b>26.9%</b> | <b>15.1</b>    | <b>\$142.40</b>     | <b>\$113.92</b> | <b>25.0%</b> |
| <b>Property Type</b> |                      |              |                |                     |                 |              |
| Limited Service      | 45.1%                | 31.2%        | 13.9           | \$110.99            | \$96.25         | 15.3%        |
| Full Service         | 37.8%                | 22.1%        | 15.7           | \$143.69            | \$118.37        | 21.4%        |
| Suite Hotel          | 46.0%                | 30.3%        | 15.7           | \$149.03            | \$113.04        | 31.8%        |
| Resort               | 46.6%                | 27.8%        | 18.8           | \$309.50            | \$206.32        | 50.0%        |
| <b>Total</b>         | <b>42.0%</b>         | <b>26.9%</b> | <b>15.1</b>    | <b>\$142.40</b>     | <b>\$113.92</b> | <b>25.0%</b> |
| <b>Price Level</b>   |                      |              |                |                     |                 |              |
| Budget               | 44.8%                | 33.5%        | 11.3           | \$97.95             | \$85.41         | 14.7%        |
| Mid-Price            | 42.9%                | 27.0%        | 15.9           | \$128.77            | \$109.36        | 17.8%        |
| Upscale              | 34.3%                | 18.2%        | 16.0           | \$295.85            | \$212.52        | 39.2%        |
| <b>Total</b>         | <b>42.0%</b>         | <b>26.9%</b> | <b>15.1</b>    | <b>\$142.40</b>     | <b>\$113.92</b> | <b>25.0%</b> |

CANADA

|                      | Occupancy Percentage |              |                | Average Daily Rates |                 |              |
|----------------------|----------------------|--------------|----------------|---------------------|-----------------|--------------|
|                      | 2022                 | 2021         | **Point Change | 2022                | 2021            | Variance     |
| <b>Property Size</b> |                      |              |                |                     |                 |              |
| Under 50 rooms       | 41.3%                | 31.7%        | 9.5            | \$112.60            | \$95.38         | 18.1%        |
| 50-75 rooms          | 43.9%                | 32.5%        | 11.4           | \$113.56            | \$96.15         | 18.1%        |
| 76-125 rooms         | 43.3%                | 29.7%        | 13.6           | \$120.99            | \$100.90        | 19.9%        |
| 126-200 rooms        | 38.5%                | 26.0%        | 12.5           | \$129.76            | \$106.20        | 22.2%        |
| 201-500 rooms        | 31.5%                | 17.8%        | 13.7           | \$169.70            | \$129.59        | 31.0%        |
| Over 500 rooms       | 26.6%                | 10.6%        | 15.9           | \$210.23            | \$173.11        | 21.4%        |
| <b>Total</b>         | <b>37.9%</b>         | <b>24.8%</b> | <b>13.1</b>    | <b>\$136.74</b>     | <b>\$108.60</b> | <b>25.9%</b> |
| <b>Property Type</b> |                      |              |                |                     |                 |              |
| Limited Service      | 42.5%                | 30.2%        | 12.4           | \$110.73            | \$94.61         | 17.0%        |
| Full Service         | 32.7%                | 19.3%        | 13.5           | \$140.31            | \$113.25        | 23.9%        |
| Suite Hotel          | 47.4%                | 35.0%        | 12.4           | \$140.29            | \$107.90        | 30.0%        |
| Resort               | 40.4%                | 23.8%        | 16.6           | \$299.55            | \$206.21        | 45.3%        |
| <b>Total</b>         | <b>37.9%</b>         | <b>24.8%</b> | <b>13.1</b>    | <b>\$136.74</b>     | <b>\$108.60</b> | <b>25.9%</b> |
| <b>Price Level</b>   |                      |              |                |                     |                 |              |
| Budget               | 40.7%                | 31.0%        | 9.7            | \$97.13             | \$84.17         | 15.4%        |
| Mid-Price            | 39.6%                | 25.9%        | 13.7           | \$126.51            | \$104.82        | 20.7%        |
| Upscale              | 26.8%                | 13.4%        | 13.4           | \$270.69            | \$202.23        | 33.9%        |
| <b>Total</b>         | <b>37.9%</b>         | <b>24.8%</b> | <b>13.1</b>    | <b>\$136.74</b>     | <b>\$108.60</b> | <b>25.9%</b> |

\*\* 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

### TORONTO

**Nicole Nguyen**

Director  
647.943.3745  
[nicole.nguyen@cbre.com](mailto:nicole.nguyen@cbre.com)

**Jamie Mills**

Analyst  
647.943.3747  
[jamie.mills@cbre.com](mailto:jamie.mills@cbre.com)

### VANCOUVER

**David Ferguson**

Director  
778.372.1941  
[david.ferguson@cbre.com](mailto:david.ferguson@cbre.com)

**Kirstin Hallett**

Director  
778.372.1942  
[kirstin.hallett@cbre.com](mailto:kirstin.hallett@cbre.com)

**Cailin Sully-Daniels**

Associate Director  
778.372.4414  
[cailin.sullydaniels@cbre.com](mailto:cailin.sullydaniels@cbre.com)

**Carol Lopes**

Senior Analyst  
778.372.1940  
[carol.lopes@cbre.com](mailto:carol.lopes@cbre.com)

### TOURISM & LEISURE GROUP

**Fran Hohol**

Senior Director  
647.943.3743  
[fran.hohol@cbre.com](mailto:fran.hohol@cbre.com)

**Hildegard Snelgrove**

Associate Director  
647.943.3748  
[hildegard.snelgrove@cbre.com](mailto:hildegard.snelgrove@cbre.com)

## CBRE Hotels Brokerage

### TORONTO

**Mark Sparrow\*\***

Executive Vice President  
416.943.3666  
[mark.sparrow@cbre.com](mailto:mark.sparrow@cbre.com)

**Ryan Tran\*\***

Vice President  
647.943.3674  
[ryan.tran@cbre.com](mailto:ryan.tran@cbre.com)

**Luke Scheer\*\***

Executive Vice President  
647.943.3673  
[luke.scheer@cbre.com](mailto:luke.scheer@cbre.com)

**Simran Hora**

Financial Analyst  
647.943.4200  
[simran.hora@cbre.com](mailto:simran.hora@cbre.com)

### CALGARY

**Greg Kwong\***

Executive Vice President  
403.750.0514  
[greg.kwong@cbre.com](mailto:greg.kwong@cbre.com)

\* Broker

\*\* Sales Representative

CBRE Limited,  
Real Estate Brokerage

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