

TRENDS IN THE CANADIAN HOTEL INDUSTRY

# National Market Report

MAY 2022





## Report of rooms operations by location

MONTH OF MAY 2022\*

|   | Occup          | oancy Percenta        | age               | Av                   | erage Daily Ra       | te             | Revenue Per Available Room |                            |                  |  |
|---|----------------|-----------------------|-------------------|----------------------|----------------------|----------------|----------------------------|----------------------------|------------------|--|
| Location                                    | 2022           | 2021                  | **Point<br>Change | 2022                 | 2021                 | Variance       | 2022                       | 2021                       | Variance         |  |
| ATLANTIC CANADA                             | 59.4%          | 22.7%                 | 36.7              | \$139.08             | \$95.34              | 45.9%          | \$82.63                    | \$21.62                    | 282.3%           |  |
| Newfoundland                                | 57.1%          | 30.5%                 | 26.6              | \$127.06             | \$91.77              | 38.4%          | \$72.54                    | \$28.02                    | 158.8%           |  |
| St. John's                                  | 58.6%          | 29.9%                 | 28.8              | \$126.99             | \$88.76              | 43.1%          | \$74.43                    | \$26.50                    | 180.8%           |  |
| Prince Edward Island                        | 50.3%          | 14.6%                 | 35.7              | \$141.59             | \$100.40             | 41.0%          | \$71.25                    | \$14.68                    | 385.4%           |  |
| Nova Scotia                                 | 66.4%          | 18.1%                 | 48.4              | \$149.05             | \$89.05              | 67.4%          | \$99.04                    | \$16.09                    | 515.5%           |  |
| Halifax/Dartmouth                           | 70.7%          | 17.0%                 | 53.7              | \$157.86             | \$86.58              | 82.3%          | \$111.57                   | \$14.74                    | 657.1%           |  |
| Other Nova Scotia                           | 57.6%          | 20.6%                 | 37.1              | \$126.52             | \$93.89              | 34.7%          | \$72.92                    | \$19.30                    | 277.8%           |  |
| New Brunswick                               | 55.1%          | 25.2%                 | 29.9              | \$131.25             | \$100.95             | 30.0%          | \$72.35                    | \$25.45                    | 184.3%           |  |
| Moncton                                     | 52.9%          | 23.2%                 | 29.8              | \$130.72             | \$97.18              | 34.5%          | \$69.20                    | \$22.51                    | 207.4%           |  |
| Other New Brunswick                         | 56.4%          | 26.3%                 | 30.0              | \$131.53             | \$102.79             | 28.0%          | \$74.12                    | \$27.08                    | 173.7%           |  |
| CENTRAL CANADA                              | 64.9%          | 28.5%                 | 36.4              | \$171.71             | \$111.40             | 54.1%          | \$111.43                   | \$31.72                    | 251.2%           |  |
| Quebec                                      | 61.1%          | 22.4%                 | 38.7              | \$184.56             | \$129.36             | 42.7%          | \$112.75                   | \$28.98                    | 289.0%           |  |
| Greater Quebec City                         | 57.5%          | 16.8%                 | 40.8              | \$194.35             | \$107.89             | 80.1%          | \$111.78                   | \$18.07                    | 518.5%           |  |
| Other Quebec                                | 53.6%          | 26.5%                 | 27.0              | \$157.93             | \$120.82             | 30.7%          | \$84.59                    | \$32.06                    | 163.8%           |  |
| Greater Montreal                            | 65.9%          | 22.1%                 | 43.8              | \$192.58             | \$139.22             | 38.3%          | \$126.92                   | \$30.81                    | 311.9%           |  |
| Downtown Montreal<br>Montreal Airport/Laval | 61.1%<br>75.6% | 10.7%<br>39.2%        | 50.4<br>36.4      | \$227.82<br>\$150.21 | \$133.99<br>\$151.05 | 70.0%<br>-0.6% | \$139.17<br>\$113.56       | \$14.31<br>\$59.15         | 872.3%<br>92.0%  |  |
| Ontario                                     | 66.1%          | 30.5%                 | 35.6              | \$167.58             | \$106.91             | 56.7%          | \$110.80                   | \$32.63                    | 239.6%           |  |
| Greater Toronto Area (GTA)                  | 70.7%          | 32.1%                 | 38.6              | \$184.98             | \$114.10             | 62.1%          | \$130.71                   | \$36.64                    | 256.8%           |  |
| Downtown Toronto Toronto Airport            | 66.7%<br>75.0% | 12.8%<br>44.0%        | 53.9<br>31.1      | \$273.48<br>\$145.24 | \$146.05<br>\$146.84 | 87.2%<br>-1.1% | \$182.42<br>\$109.00       | \$18.66<br>\$64.57         | 877.7%<br>68.8%  |  |
| GTA West                                    | 70.7%          | 35.3%                 | 35.4              | \$136.38             | \$98.95              | 37.8%          | \$96.42                    | \$34.93                    | 176.1%           |  |
| GTA East/North                              | 74.0%          | 48.7%                 | 25.2              | \$139.30             | \$91.91              | 51.6%          | \$103.05                   | \$44.79                    | 130.0%           |  |
| Eastern Ontario                             | 60.4%          | 31.4%                 | 29.0              | \$138.75             | \$104.63             | 32.6%          | \$83.85                    | \$32.90                    | 154.9%           |  |
| Kingston                                    | 57.4%          | 23.8%                 | 33.6              | \$154.39             | \$101.27             | 52.4%          | \$88.62                    | \$24.06                    | 268.3%           |  |
| Other Eastern Ontario                       | 61.8%          | 35.2%                 | 26.6              | \$132.15             | \$105.72             | 25.0%          | \$81.68                    | \$37.17                    | 119.7%           |  |
| Ottawa                                      | 68.7%          | 24.9%                 | 43.8              | \$178.98             | \$105.45             | 69.7%          | \$122.95                   | \$26.21                    | 369.0%           |  |
| Downtown Ottawa                             | 68.5%          | 16.9%                 | 51.6              | \$204.71             | \$110.37             | 85.5%          | \$140.28                   | \$18.70                    | 650.2%           |  |
| Ottawa West<br>Ottawa East                  | 69.3%<br>67.8% | 35.6%<br>34.5%        | 33.7<br>33.3      | \$153.41<br>\$139.98 | \$100.76<br>\$109.57 | 52.2%<br>27.8% | \$106.32<br>\$94.89        | \$35.85<br>\$37.75         | 196.6%<br>151.4% |  |
| Southern Ontario                            | 61.4%          | 26.1%                 | 35.3              | \$153.93             | \$93.06              | 65.4%          | \$94.51                    | \$24.29                    | 289.1%           |  |
| London                                      | 67.6%          | <b>26.1%</b><br>34.4% | 33.2              | \$128.53             | \$80.89              | 58.9%          | \$ <b>94.51</b><br>\$86.86 | \$ <b>24.29</b><br>\$27.83 | 212.1%           |  |
| Windsor                                     | 55.4%          | 32.1%                 | 23.3              | \$123.17             | \$98.41              | 25.2%          | \$68.24                    | \$31.64                    | 115.7%           |  |
| Kitchener/Waterloo/Cambridge/Guelph         | 65.1%          | 28.2%                 | 36.9              | \$139.66             | \$86.67              | 61.1%          | \$90.92                    | \$24.41                    | 272.5%           |  |
| Hamilton/Brantford                          | 73.0%          | 40.2%                 | 32.8              | \$137.58             | \$99.19              | 38.7%          | \$100.41                   | \$39.86                    | 151.9%           |  |
| Niagara Falls                               | 56.0%          | 12.3%                 | 43.8              | \$189.02             | \$101.03             | 87.1%          | \$105.91                   | \$12.41                    | 753.5%           |  |
| Other Niagara Region                        | 57.0%          | 31.5%                 | 25.6              | \$150.19             | \$91.44              | 64.2%          | \$85.66                    | \$28.78                    | 197.7%           |  |
| Other Southern Ontario                      | 65.1%          | 37.4%                 | 27.7              | \$131.02             | \$96.82              | 35.3%          | \$85.29                    | \$36.24                    | 135.3%           |  |
| Central Ontario                             | <b>52.2</b> %  | 32.3%                 | 19.9              | \$151.04             | \$105.30             | 43.4%          | \$78.83                    | \$34.02                    | 131.7%           |  |
| North Eastern Ontario                       | 64.1%          | 38.4%                 | 25.7              | \$128.39             | \$103.09             | 24.5%          | \$82.31                    | \$39.55                    | 108.1%           |  |
| North Bay<br>Sudbury                        | 71.2%<br>60.5% | 37.5%<br>36.5%        | 33.7<br>24.1      | \$119.09<br>\$129.54 | \$84.94<br>\$102.47  | 40.2%<br>26.4% | \$84.76<br>\$78.43         | \$31.82<br>\$37.37         | 166.4%<br>109.9% |  |
| North Central Ontario                       |                |                       |                   |                      |                      |                |                            |                            |                  |  |
| Sault Ste. Marie                            | 68.9%          | 31.2%                 | 37.7              | \$117.49             | \$92.22              | 27.4%          | \$80.95                    | \$28.76                    | 181.5%           |  |
| North Western Ontario                       | 79.3%          | 45.3%                 | 34.0              | \$148.53             | \$122.84             | 20.9%          | \$117.74                   | \$55.62                    | 111.7%           |  |
| Thunder Bay                                 | 79.3%          | 38.8%                 | 40.5              | \$149.45             | \$120.25             | 24.3%          | \$118.52                   | \$46.71                    | 153.7%           |  |

<sup>\*</sup> Based on the operating results of 253,061 rooms (unweighted data)

<sup>\*\*</sup> Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.



## Report of rooms operations by location

MONTH OF MAY 2022\*

|                              | Occup | oancy Percent | age               | Av       | erage Daily Rat | te            | Revenue Per Available Room |         |          |  |
|------------------------------|-------|---------------|-------------------|----------|-----------------|---------------|----------------------------|---------|----------|--|
| Location                     | 2022  | 2021          | **Point<br>Change | 2022     | 2021            | Variance      | 2022                       | 2021    | Variance |  |
| WESTERN CANADA               | 62.4% | 29.1%         | 33.3              | \$169.84 | \$116.11        | 46.3%         | \$106.00                   | \$33.78 | 213.8%   |  |
| Manitoba                     | 69.3% | 27.9%         | 41.4              | \$134.81 | \$110.20        | 22.3%         | \$93.38                    | \$30.71 | 204.1%   |  |
| Winnipeg                     | 72.1% | 25.0%         | 47.1              | \$138.61 | \$109.33        | 26.8%         | \$99.90                    | \$27.31 | 265.8%   |  |
| Brandon                      | 67.6% | 28.8%         | 38.7              | \$120.43 | \$94.04         | 28.1%         | \$81.35                    | \$27.13 | 199.9%   |  |
| Other Manitoba               | 60.3% | 36.9%         | 23.5              | \$128.14 | \$119.83        | 6.9%          | \$77.32                    | \$44.18 | 75.0%    |  |
| Saskatchewan                 | 56.8% | 32.3%         | 24.5              | \$122.16 | \$98.68         | 23.8%         | \$69.39                    | \$31.91 | 117.4%   |  |
| Regina                       | 55.1% | 26.2%         | 28.9              | \$118.37 | \$86.93         | 36.2%         | \$65.25                    | \$22.80 | 186.2%   |  |
| Saskatoon                    | 61.2% | 29.5%         | 31.7              | \$129.18 | \$101.54        | 27.2%         | \$79.09                    | \$29.94 | 164.2%   |  |
| Other Saskatchewan           | 53.8% | 39.3%         | 14.6              | \$117.39 | \$102.23        | 14.8%         | \$63.20                    | \$40.15 | 57.4%    |  |
| Alberta (excl. Alta Resorts) | 56.0% | 26.1%         | 29.9              | \$129.21 | \$100.64        | 28.4%         | \$72.39                    | \$26.27 | 175.5%   |  |
| Calgary                      | 62.6% | 20.3%         | 42.4              | \$143.97 | \$111.81        | 28.8%         | \$90.18                    | \$22.65 | 298.1%   |  |
| Calgary Airport              | 66.5% | 26.4%         | 40.2              | \$121.47 | \$116.70        | 4.1%          | \$80.79                    | \$30.76 | 162.7%   |  |
| Downtown Calgary             | 58.9% | 10.3%         | 48.6              | \$184.95 | \$125.12        | 47.8%         | \$109.01                   | \$12.93 | 743.1%   |  |
| Calgary Northwest            | 64.4% | 29.2%         | 35.3              | \$118.32 | \$91.76         | 28.9%         | \$76.21                    | \$26.76 | 184.8%   |  |
| Calgary South                | 60.5% | 21.1%         | 39.5              | \$132.21 | \$99.05         | 33.5%         | \$80.05                    | \$20.86 | 283.7%   |  |
| Edmonton                     | 56.5% | 25.1%         | 31.4              | \$128.64 | \$89.10         | 44.4%         | \$72.68                    | \$22.39 | 224.6%   |  |
| Downtown Edmonton            | 57.6% | 13.2%         | 44.5              | \$175.79 | \$118.94        | 47.8%         | \$101.34                   | \$15.64 | 547.8%   |  |
| Edmonton South               | 55.3% | 30.8%         | 24.5              | \$108.84 | \$84.18         | 29.3%         | \$60.23                    | \$25.93 | 132.3%   |  |
| Edmonton West                | 58.0% | 24.3%         | 33.7              | \$127.31 | \$87.32         | 45.8%         | \$73.84                    | \$21.26 | 247.4%   |  |
| Other Alberta                | 51.2% | 30.7%         | 20.5              | \$117.43 | \$101.90        | 15.2%         | \$60.16                    | \$31.32 | 92.1%    |  |
| Lethbridge                   | 55.7% | 24.0%         | 31.6              | \$114.52 | \$90.11         | 27.1%         | \$63.75                    | \$21.65 | 194.4%   |  |
| Red Deer                     | 51.8% | 21.3%         | 30.6              | \$107.57 | \$86.81         | 23.9%         | \$55.77                    | \$18.46 | 202.1%   |  |
| Other Alberta Communities    | 50.1% | 32.5%         | 17.6              | \$120.44 | \$104.73        | 15.0%         | \$60.32                    | \$34.07 | 77.1%    |  |
| Alberta Resorts              | 54.7% | 17.4%         | 37.3              | \$332.32 | \$218.53        | <b>52.1</b> % | \$181.78                   | \$38.10 | 377.1%   |  |
| British Columbia             | 70.2% | 32.5%         | 37.7              | \$208.74 | \$129.84        | 60.8%         | \$146.46                   | \$42.15 | 247.5%   |  |
| Greater Vancouver            | 77.7% | 31.0%         | 46.7              | \$245.84 | \$151.32        | 62.5%         | \$191.07                   | \$46.94 | 307.1%   |  |
| Airport (Richmond)           | 79.7% | 47.5%         | 32.3              | \$208.34 | \$172.90        | 20.5%         | \$166.13                   | \$82.09 | 102.4%   |  |
| Downtown Vancouver           | 77.5% | 19.7%         | 57.8              | \$290.51 | \$172.64        | 68.3%         | \$225.09                   | \$33.93 | 563.5%   |  |
| Langley/Surrey               | 79.6% | 45.5%         | 34.1              | \$173.20 | \$105.52        | 64.1%         | \$137.81                   | \$48.03 | 186.9%   |  |
| Other Vancouver              | 74.0% | 37.2%         | 36.8              | \$194.77 | \$116.20        | 67.6%         | \$144.12                   | \$43.24 | 233.3%   |  |
| Vancouver Island             | 73.9% | 30.0%         | 43.9              | \$219.60 | \$127.32        | 72.5%         | \$162.25                   | \$38.23 | 324.4%   |  |
| Campbell River               | 85.9% | 51.5%         | 34.4              | \$146.34 | \$107.12        | 36.6%         | \$125.75                   | \$55.17 | 127.9%   |  |
| Greater Victoria             | 74.3% | 23.9%         | 50.3              | \$238.70 | \$122.46        | 94.9%         | \$177.26                   | \$29.28 | 505.4%   |  |
| Nanaimo                      | 71.4% | 32.1%         | 39.3              | \$169.84 | \$125.16        | 35.7%         | \$121.23                   | \$40.14 | 202.0%   |  |
| Parksville/Qualicum Beach    | 73.9% | 34.3%         | 39.6              | \$184.83 | \$144.43        | 28.0%         | \$136.53                   | \$49.54 | 175.6%   |  |
| Other Vancouver Island       | 70.7% | 41.7%         | 29.0              | \$228.60 | \$137.18        | 66.6%         | \$161.69                   | \$57.21 | 182.6%   |  |
| Whistler Resort Area         | 47.3% | 6.7%          | 40.6              | \$249.16 | \$178.50        | 39.6%         | \$117.80                   | \$12.00 | 881.8%   |  |
| Other British Columbia       | 63.6% | 38.3%         | 25.4              | \$150.58 | \$110.90        | 35.8%         | \$95.84                    | \$42.45 | 125.8%   |  |
| Abbotsford/Chilliwack        | 79.0% | 50.5%         | 28.5              | \$143.20 | \$90.94         | 57.5%         | \$113.13                   | \$45.95 | 146.2%   |  |
| Kamloops                     | 83.6% | 49.1%         | 34.4              | \$150.98 | \$96.64         | 56.2%         | \$126.14                   | \$47.48 | 165.7%   |  |
| Kelowna                      | 69.8% | 33.5%         | 36.4              | \$184.48 | \$117.35        | 57.2%         | \$128.81                   | \$39.27 | 228.0%   |  |
| Penticton                    | 61.4% | 23.2%         | 38.2              | \$163.05 | \$115.93        | 40.6%         | \$100.07                   | \$26.87 | 272.4%   |  |
| Prince George                | 65.3% | 42.7%         | 22.6              | \$129.04 | \$108.27        | 19.2%         | \$84.23                    | \$46.18 | 82.4%    |  |
| Other B.C. Communities       | 55.8% | 36.3%         | 19.6              | \$142.81 | \$117.41        | 21.6%         | \$79.74                    | \$42.58 | 87.3%    |  |
| Northwest Territories        | 47.7% | 32.8%         | 15.0              | \$155.84 | \$142.91        | 9.1%          | \$74.37                    | \$46.81 | 58.9%    |  |
| Yukon                        | 45.8% | 34.7%         | 11.1              | \$185.19 | \$125.49        | 47.6%         | \$84.78                    | \$43.49 | 94.9%    |  |
| CANADA                       | 63.3% | 28.3%         | 35.0              | \$168.60 | \$112.75        | 49.5%         | \$106.81                   | \$31.95 | 234.3%   |  |
|                              |       |               |                   |          |                 |               |                            |         |          |  |

<sup>\*</sup> Based on the operating results of 253,061 rooms (unweighted data)

<sup>\*\*</sup> Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.



### Report of rooms operations by location

FIVE MONTHS ENDED MAY 2022

|  | Occup                 | oancy Percenta        | age               | Av                          | erage Daily Rat             | e                  | Revenue Per Available Room |                           |                         |  |
|--|-----------------------|-----------------------|-------------------|-----------------------------|-----------------------------|--------------------|----------------------------|---------------------------|-------------------------|--|
| Location                                     | 2022                  | 2021                  | **Point<br>Change | 2022                        | 2021                        | Variance           | 2022                       | 2021                      | Variance                |  |
| ATLANTIC CANADA                              | 43.1%                 | 23.0%                 | 20.1              | \$126.68                    | \$95.05                     | 33.3%              | \$54.61                    | \$21.85                   | 149.9%                  |  |
| Newfoundland                                 | 39.3%                 | 22.3%                 | 17.1              | \$115.63                    | \$91.05                     | 27.0%              | \$45.49                    | \$20.27                   | 124.4%                  |  |
| St. John's                                   | 38.9%                 | 21.0%                 | 18.0              | \$115.11                    | \$86.89                     | 32.5%              | \$44.83                    | \$18.21                   | 146.2%                  |  |
| Prince Edward Island                         | 36.9%                 | 19.5%                 | 17.4              | \$126.93                    | \$95.05                     | 33.5%              | \$46.86                    | \$18.53                   | 152.8%                  |  |
| Nova Scotia                                  | 48.8%                 | 25.7%                 | 23.1              | \$132.13                    | \$94.16                     | 40.3%              | \$64.53                    | \$24.23                   | 166.3%                  |  |
| Halifax/Dartmouth                            | 50.6%                 | 23.3%                 | 27.3              | \$136.99                    | \$91.01                     | 50.5%              | \$69.26                    | \$21.18                   | 227.0%                  |  |
| Other Nova Scotia                            | 44.9%                 | 31.6%                 | 13.3              | \$119.62                    | \$99.67                     | 20.0%              | \$53.71                    | \$31.46                   | 70.7%                   |  |
| New Brunswick                                | 39.6%                 | 21.1%                 | 18.6              | \$122.34                    | \$96.75                     | 26.4%              | \$48.47                    | \$20.38                   | 137.8%                  |  |
| Moncton                                      | 38.9%                 | 21.1%                 | 17.8              | \$123.79                    | \$91.73                     | 34.9%              | \$48.18                    | \$19.34                   | 149.1%                  |  |
| Other New Brunswick                          | 40.0%                 | 21.0%                 | 19.0              | \$121.55                    | \$99.53                     | 22.1%              | \$48.63                    | \$20.95                   | 132.1%                  |  |
| CENTRAL CANADA                               | 49.1%                 | 27.1%                 | 22.1              | \$152.05                    | \$110.07                    | 38.1%              | \$74.72                    | \$29.79                   | 150.9%                  |  |
| Quebec                                       | 43.9%                 | 19.8%                 | 24.1              | \$167.28                    | \$129.37                    | 29.3%              | \$73.36                    | \$25.59                   | 186.7%                  |  |
| Greater Quebec City                          | 38.5%                 | 14.9%                 | 23.6              | \$171.03                    | \$114.77                    | 49.0%              | \$65.80                    | \$17.05                   | 285.8%                  |  |
| Other Quebec                                 | 44.3%                 | 26.0%                 | 18.4              | \$170.68                    | \$130.87                    | 30.4%              | \$75.67                    | \$33.99                   | 122.6%                  |  |
| Greater Montreal                             | 45.3%                 | 18.2%                 | 27.0              | \$164.53                    | \$131.70                    | 24.9%              | \$74.47                    | \$23.99                   | 210.4%                  |  |
| Downtown Montreal<br>Montreal Airport/Laval  | 37.3%<br>60.9%        | 9.1%<br>31.7%         | 28.2<br>29.1      | \$190.25<br>\$140.69        | \$133.22<br>\$138.29        | 42.8%<br>1.7%      | \$70.89<br>\$85.64         | \$12.13<br>\$43.90        | 484.6%<br>95.0%         |  |
| Ontario                                      | 51.0%                 | 29.5%                 | 21.4              | \$147.60                    | \$105.75                    | 39.6%              | \$75.21                    | \$31.21                   | 141.0%                  |  |
|  | = 4.40/               | 24.40/                |                   | 44== 01                     | 4400 =0                     |                    | 40==0                      | 40.44                     | 450 50/                 |  |
| Greater Toronto Area (GTA)  Downtown Toronto | <b>54.1%</b><br>46.7% | <b>31.1%</b><br>12.2% | <b>23.1</b> 34.6  | <b>\$157.94</b><br>\$224.72 | <b>\$109.73</b><br>\$143.92 | <b>43.9%</b> 56.1% | <b>\$85.50</b><br>\$105.02 | <b>\$34.11</b><br>\$17.52 | <b>150.7%</b><br>499.5% |  |
| Toronto Airport                              | 62.4%                 | 42.2%                 | 20.3              | \$132.07                    | \$136.28                    | -3.1%              | \$82.45                    | \$57.49                   | 43.4%                   |  |
| GTA West                                     | 54.9%                 | 35.6%                 | 19.2              | \$124.54                    | \$92.91                     | 34.0%              | \$68.32                    | \$33.10                   | 106.4%                  |  |
| GTA East/North                               | 59.6%                 | 45.6%                 | 13.9              | \$127.14                    | \$91.93                     | 38.3%              | \$75.72                    | \$41.96                   | 80.5%                   |  |
| Eastern Ontario                              | 46.3%                 | 31.4%                 | 14.8              | \$125.96                    | \$103.96                    | 21.2%              | \$58.27                    | \$32.68                   | 78.3%                   |  |
| Kingston                                     | 44.9%                 | 26.1%                 | 18.8              | \$134.09                    | \$95.27                     | 40.7%              | \$60.18                    | \$24.82                   | 142.4%                  |  |
| Other Eastern Ontario                        | 46.9%                 | 34.1%                 | 12.8              | \$122.30                    | \$107.21                    | 14.1%              | \$57.37                    | \$36.52                   | 57.1%                   |  |
| Ottawa                                       | 48.2%                 | 25.1%                 | 23.1              | \$156.44                    | \$108.54                    | 44.1%              | \$75.39                    | \$27.26                   | 176.6%                  |  |
| Downtown Ottawa                              | 41.3%                 | 19.7%                 | 21.5              | \$181.03                    | \$117.18                    | 54.5%              | \$74.74                    | \$23.13                   | 223.1%                  |  |
| Ottawa West                                  | 56.9%                 | 33.3%                 | 23.6              | \$137.58                    | \$101.22                    | 35.9%              | \$78.32                    | \$33.69                   | 132.5%                  |  |
| Ottawa East                                  | 53.9%                 | 27.4%                 | 26.5              | \$130.51                    | \$103.82                    | 25.7%              | \$70.33                    | \$28.45                   | 147.2%                  |  |
| Southern Ontario                             | 47.9%                 | 26.1%                 | 21.8              | \$138.19                    | \$93.86                     | 47.2%              | \$66.22                    | \$24.51                   | 170.1%                  |  |
| London                                       | 56.6%                 | 35.6%                 | 20.9              | \$119.25                    | \$82.69                     | 44.2%              | \$67.46                    | \$29.47                   | 128.9%                  |  |
| Windsor                                      | 45.7%                 | 34.5%                 | 11.2              | \$119.34                    | \$98.59                     | 21.0%              | \$54.57                    | \$34.03                   | 60.3%                   |  |
| Kitchener/Waterloo/Cambridge/Guelph          | 54.5%                 | 30.3%                 | 24.2              | \$128.53                    | \$89.17                     | 44.1%              | \$70.01                    | \$27.02                   | 159.1%                  |  |
| Hamilton/Brantford<br>Niagara Falls          | 63.3%<br>38.1%        | 38.9%                 | 24.5              | \$132.47<br>\$166.23        | \$101.36                    | 30.7%              | \$83.89<br>\$63.35         | \$39.38                   | 113.0%<br>415.5%        |  |
| Other Niagara Region                         | 47.4%                 | 11.9%<br>29.5%        | 26.2<br>17.9      | \$130.64                    | \$102.85<br>\$87.03         | 61.6%<br>50.1%     | \$61.95                    | \$12.29<br>\$25.70        | 141.0%                  |  |
| Other Southern Ontario                       | 52.8%                 | 37.2%                 | 15.6              | \$122.35                    | \$95.75                     | 27.8%              | \$64.57                    | \$35.60                   | 81.4%                   |  |
| Central Ontario                              | 44.1%                 | 28.9%                 | 15.2              | \$154.81                    | \$111.84                    | 38.4%              | \$68.20                    | \$32.27                   | 111.3%                  |  |
| North Eastern Ontario                        | 53.5%                 | 32.6%                 | 20.9              | \$122.38                    | \$104.65                    | 16.9%              | \$65.50                    | \$34.12                   | 92.0%                   |  |
| North Bay<br>Sudbury                         | 54.2%<br>49.3%        | 28.6%<br>32.0%        | 25.6<br>17.3      | \$110.43<br>\$123.65        | \$90.51<br>\$105.55         | 22.0%<br>17.1%     | \$59.81<br>\$61.00         | \$25.86<br>\$33.83        | 131.3%<br>80.3%         |  |
| ,  |                       |                       |                   |                             |                             |                    |                            |                           |                         |  |
| North Central Ontario<br>Sault Ste. Marie    | 51.5%                 | 25.5%                 | 26.0              | \$108.27                    | \$92.77                     | 16.7%              | \$55.71                    | \$23.66                   | 135.4%                  |  |
| North Western Ontario                        | 66.3%                 | 43.0%                 | 23.2              | \$138.16                    | \$121.04                    | 14.1%              | \$91.57                    | \$52.10                   | 75.8%                   |  |
| Thunder Bay                                  | 63.9%                 | 39.5%                 | 24.4              | \$137.60                    | \$119.70                    | 15.0%              | \$87.99                    | \$47.30                   | 86.0%                   |  |

<sup>\*\*</sup> Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.



# Report of rooms operations **by location**FIVE MONTHS ENDED MAY 2022

|                              | Occup | oancy Percent | age               | Av       | verage Daily Ra | te       | Revenu   | e Per Available | Room     |
|------------------------------|-------|---------------|-------------------|----------|-----------------|----------|----------|-----------------|----------|
| Location                     | 2022  | 2021          | **Point<br>Change | 2022     | 2021            | Variance | 2022     | 2021            | Variance |
| WESTERN CANADA               | 52.4% | 29.8%         | 22.6              | \$153.43 | \$116.80        | 31.4%    | \$80.42  | \$34.85         | 130.8%   |
| Manitoba                     | 51.1% | 28.5%         | 22.7              | \$126.73 | \$110.16        | 15.0%    | \$64.77  | \$31.35         | 106.6%   |
| Winnipeg                     | 52.1% | 26.0%         | 26.1              | \$130.20 | \$110.49        | 17.8%    | \$67.81  | \$28.75         | 135.9%   |
| Brandon                      | 49.5% | 26.3%         | 23.2              | \$109.61 | \$92.69         | 18.3%    | \$54.30  | \$24.41         | 122.4%   |
| Other Manitoba               | 48.7% | 38.0%         | 10.7              | \$124.29 | \$116.87        | 6.3%     | \$60.50  | \$44.43         | 36.2%    |
| Saskatchewan                 | 47.8% | 28.8%         | 19.0              | \$117.71 | \$100.13        | 17.6%    | \$56.22  | \$28.79         | 95.3%    |
| Regina                       | 45.3% | 23.9%         | 21.4              | \$114.33 | \$89.24         | 28.1%    | \$51.81  | \$21.33         | 142.9%   |
| Saskatoon                    | 50.1% | 27.7%         | 22.4              | \$122.75 | \$102.51        | 19.7%    | \$61.49  | \$28.43         | 116.3%   |
| Other Saskatchewan           | 47.2% | 33.2%         | 14.0              | \$114.95 | \$103.94        | 10.6%    | \$54.28  | \$34.53         | 57.2%    |
| Alberta (excl. Alta Resorts) | 46.8% | 25.3%         | 21.5              | \$120.69 | \$100.18        | 20.5%    | \$56.47  | \$25.36         | 122.7%   |
| Calgary                      | 46.8% | 19.8%         | 27.0              | \$132.62 | \$104.31        | 27.1%    | \$62.06  | \$20.70         | 199.8%   |
| Calgary Airport              | 52.0% | 23.2%         | 28.8              | \$117.40 | \$101.74        | 15.4%    | \$61.10  | \$23.60         | 158.9%   |
| Downtown Calgary             | 39.2% | 10.9%         | 28.2              | \$167.34 | \$126.73        | 32.0%    | \$65.56  | \$13.87         | 372.7%   |
| Calgary Northwest            | 53.1% | 35.4%         | 17.7              | \$108.21 | \$88.91         | 21.7%    | \$57.47  | \$31.47         | 82.6%    |
| Calgary South                | 47.3% | 21.7%         | 25.5              | \$125.67 | \$101.06        | 24.3%    | \$59.42  | \$21.98         | 170.3%   |
| Edmonton                     | 46.8% | 24.0%         | 22.8              | \$117.39 | \$90.46         | 29.8%    | \$54.96  | \$21.71         | 153.2%   |
| Downtown Edmonton            | 41.1% | 14.2%         | 26.9              | \$157.16 | \$123.93        | 26.8%    | \$64.66  | \$17.66         | 266.2%   |
| Edmonton South               | 47.6% | 27.8%         | 19.8              | \$102.19 | \$83.87         | 21.8%    | \$48.61  | \$23.33         | 108.4%   |
| Edmonton West                | 50.2% | 24.9%         | 25.3              | \$102.19 | \$88.41         | 34.4%    | \$59.63  | \$23.03         | 170.8%   |
|                              |       |               |                   |          |                 |          |          |                 |          |
| Other Alberta                | 46.8% | 29.9%         | 16.8              | \$114.91 | \$103.61        | 10.9%    | \$53.75  | \$31.00         | 73.4%    |
| Lethbridge                   | 51.7% | 23.0%         | 28.7              | \$115.87 | \$91.86         | 26.1%    | \$59.91  | \$21.14         | 183.4%   |
| Red Deer                     | 41.9% | 21.9%         | 19.9              | \$104.61 | \$87.86         | 19.1%    | \$43.79  | \$19.28         | 127.2%   |
| Other Alberta Communities    | 46.6% | 31.8%         | 14.8              | \$116.73 | \$106.41        | 9.7%     | \$54.45  | \$33.88         | 60.7%    |
| Alberta Resorts              | 49.0% | 27.8%         | 21.2              | \$282.34 | \$210.17        | 34.3%    | \$138.48 | \$58.51         | 136.7%   |
| British Columbia             | 60.1% | 35.3%         | 24.8              | \$182.59 | \$127.41        | 43.3%    | \$109.71 | \$44.93         | 144.2%   |
| Greater Vancouver            | 62.6% | 33.1%         | 29.5              | \$193.56 | \$140.07        | 38.2%    | \$121.11 | \$46.30         | 161.6%   |
| Airport (Richmond)           | 67.6% | 48.4%         | 19.2              | \$169.96 | \$158.09        | 7.5%     | \$114.85 | \$76.55         | 50.0%    |
| Downtown Vancouver           | 58.8% | 21.3%         | 37.5              | \$226.48 | \$158.35        | 43.0%    | \$133.21 | \$33.72         | 295.0%   |
| Langley/Surrey               | 69.8% | 47.6%         | 22.1              | \$146.41 | \$102.04        | 43.5%    | \$102.14 | \$48.58         | 110.2%   |
| Other Vancouver              | 63.0% | 41.2%         | 21.8              | \$160.24 | \$111.00        | 44.4%    | \$100.93 | \$45.76         | 120.6%   |
| Vancouver Island             | 63.3% | 38.6%         | 24.7              | \$180.94 | \$118.16        | 53.1%    | \$114.58 | \$45.65         | 151.0%   |
| Campbell River               | 76.8% | 54.6%         | 22.2              | \$125.39 | \$99.22         | 26.4%    | \$96.35  | \$54.17         | 77.9%    |
| Greater Victoria             | 62.2% | 34.5%         | 27.6              | \$190.43 | \$112.33        | 69.5%    | \$118.38 | \$38.78         | 205.3%   |
| Nanaimo                      | 60.0% | 33.7%         | 26.3              | \$152.84 | \$121.04        | 26.3%    | \$91.70  | \$40.81         | 124.7%   |
| Parksville/Qualicum Beach    | 66.0% | 44.8%         | 21.2              | \$163.28 | \$128.64        | 26.9%    | \$107.73 | \$57.62         | 87.0%    |
| Other Vancouver Island       | 63.8% | 46.8%         | 16.9              | \$194.77 | \$131.33        | 48.3%    | \$124.22 | \$61.51         | 102.0%   |
| Whistler Resort Area         | 60.3% | 19.3%         | 41.0              | \$393.29 | \$265.17        | 48.3%    | \$236.98 | \$51.13         | 363.5%   |
| Other British Columbia       | 56.3% | 38.9%         | 17.4              | \$137.99 | \$109.22        | 26.3%    | \$77.65  | \$42.50         | 82.7%    |
| Abbotsford/Chilliwack        | 74.9% | 51.4%         | 23.4              | \$130.52 | \$88.64         | 47.3%    | \$97.72  | \$45.60         | 114.3%   |
| Kamloops                     | 70.8% | 43.0%         | 27.8              | \$124.06 | \$94.02         | 32.0%    | \$87.82  | \$40.39         | 117.4%   |
| Kelowna                      | 55.8% | 34.0%         | 21.8              | \$148.11 | \$108.11        | 37.0%    | \$82.64  | \$36.79         | 124.6%   |
| Penticton                    | 40.8% | 24.3%         | 16.5              | \$136.13 | \$102.33        | 33.0%    | \$55.57  | \$24.86         | 123.5%   |
| Prince George                | 60.4% | 40.2%         | 20.2              | \$125.33 | \$108.14        | 15.9%    | \$75.72  | \$43.50         | 74.0%    |
| Other B.C. Communities       | 51.9% | 38.8%         | 13.1              | \$142.73 | \$117.55        | 21.4%    | \$74.08  | \$45.62         | 62.4%    |
| Northwest Territories        | 35.8% | 35.9%         | -0.1              | \$169.77 | \$148.48        | 14.3%    | \$60.73  | \$53.24         | 14.0%    |
| Yukon                        | 41.8% | 29.5%         | 12.2              | \$148.94 | \$111.52        | 33.6%    | \$62.20  | \$32.94         | 88.8%    |
| CANADA                       | 50.2% | 28.1%         | 22.1              | \$151.11 | \$112.55        | 34.3%    | \$75.87  | \$31.60         | 140.1%   |
|                              |       |               |                   |          |                 |          |          |                 |          |

<sup>\*\*</sup> Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.



# Regional report of rooms operations by **property size**, **type and price level**

MONTH OF MAY 2022\*

|                 | ATLANTIC |                      |        |          |              |          | CENTRAL              |       |        |                     |          |          |
|-----------------|----------|----------------------|--------|----------|--------------|----------|----------------------|-------|--------|---------------------|----------|----------|
|                 | Occu     | Occupancy Percentage |        |          | verage Daily | Rates    | Occupancy Percentage |       |        | Average Daily Rates |          |          |
|                 | 2022     | 2021                 | Change | 2022     | 2021         | Variance | 2022                 | 2021  | Change | 2022                | 2021     | Variance |
| Property Size   |          |                      |        |          |              |          |                      |       |        |                     |          |          |
| Under 50 rooms  | 54.7%    | 21.8%                | 32.9   | \$124.73 | \$99.34      | 25.6%    | 59.1%                | 33.2% | 25.9   | \$134.22            | \$96.30  | 39.4%    |
| 50-75 rooms     | 55.8%    | 26.2%                | 29.6   | \$119.36 | \$92.38      | 29.2%    | 64.4%                | 39.1% | 25.3   | \$131.68            | \$98.60  | 33.5%    |
| 76-125 rooms    | 61.6%    | 27.5%                | 34.1   | \$132.06 | \$92.61      | 42.6%    | 68.9%                | 37.0% | 31.8   | \$143.33            | \$105.88 | 35.4%    |
| 126-200 rooms   | 59.4%    | 19.1%                | 40.3   | \$143.37 | \$96.74      | 48.2%    | 66.5%                | 30.2% | 36.3   | \$155.84            | \$107.28 | 45.3%    |
| 201-500 rooms   | 58.6%    | 16.2%                | 42.4   | \$160.89 | \$104.45     | 54.0%    | 63.4%                | 21.3% | 42.1   | \$201.31            | \$136.87 | 47.1%    |
| Over 500 rooms  | N/A      | N/A                  | N/A    | N/A      | N/A          | N/A      | 58.9%                | 11.5% | 47.5   | \$242.52            | \$121.14 | 100.2%   |
| Total           | 59.4%    | 22.7%                | 36.7   | \$139.08 | \$95.34      | 45.9%    | 64.9%                | 28.5% | 36.4   | \$171.71            | \$111.40 | 54.1%    |
| Property Type   |          |                      |        |          |              |          |                      |       |        |                     |          |          |
| Limited Service | 58.9%    | 27.2%                | 31.7   | \$127.83 | \$94.40      | 35.4%    | 66.9%                | 36.4% | 30.5   | \$132.02            | \$96.67  | 36.6%    |
| Full Service    | 59.9%    | 16.8%                | 43.1   | \$145.72 | \$92.43      | 57.6%    | 64.3%                | 22.1% | 42.2   | \$193.70            | \$124.41 | 55.7%    |
| Suite Hotel     | 73.9%    | 29.5%                | 44.4   | \$164.19 | \$95.49      | 71.9%    | 72.7%                | 41.7% | 31.0   | \$167.97            | \$111.78 | 50.3%    |
| Resort          | N/A      | N/A                  | N/A    | N/A      | N/A          | N/A      | 38.5%                | 11.5% | 27.0   | \$239.98            | \$171.61 | 39.8%    |
| Total           | 59.4%    | 22.7%                | 36.7   | \$139.08 | \$95.34      | 45.9%    | 64.9%                | 28.5% | 36.4   | \$171.71            | \$111.40 | 54.1%    |
| Price Level     |          |                      |        |          |              |          |                      |       |        |                     |          |          |
| Budget          | 46.2%    | 22.9%                | 23.3   | \$108.99 | \$87.28      | 24.9%    | 56.8%                | 33.4% | 23.4   | \$111.29            | \$87.09  | 27.8%    |
| Mid-Price       | 61.1%    | 22.5%                | 38.6   | \$140.36 | \$94.00      | 49.3%    | 67.1%                | 31.7% | 35.4   | \$157.32            | \$110.17 | 42.8%    |
| Upscale         | 56.3%    | 26.4%                | 29.9   | \$180.06 | \$148.33     | 21.4%    | 61.0%                | 10.8% | 50.2   | \$283.35            | \$184.19 | 53.8%    |
| Total           | 59.4%    | 22.7%                | 36.7   | \$139.08 | \$95.34      | 45.9%    | 64.9%                | 28.5% | 36.4   | \$171.71            | \$111.40 | 54.1%    |

|                 | WESTERN |             |         |          |               |          | CANADA   |             |        |          |               |          |
|-----------------|---------|-------------|---------|----------|---------------|----------|----------|-------------|--------|----------|---------------|----------|
|                 | Occu    | pancy Perce | entage  | Ave      | erage Daily R | ates     | Occu     | pancy Perce | ntage  | Ave      | erage Daily R | Rates    |
|                 | ,       | ,           | **Point |          | ,             |          |          |             |        |          | ,             |          |
|                 | 2022    | 2021        | Change  | 2022     | 2021          | Variance | <br>2022 | 2021        | Change | 2022     | 2021          | Variance |
| Property Size   |         |             |         |          |               |          |          |             |        |          |               |          |
| Under 50 rooms  | 54.3%   | 36.8%       | 17.5    | \$119.05 | \$96.11       | 23.9%    | 56.0%    | 35.0%       | 20.9   | \$124.84 | \$96.24       | 29.7%    |
| 50-75 rooms     | 61.5%   | 35.5%       | 26.0    | \$135.48 | \$101.52      | 33.5%    | 62.1%    | 36.0%       | 26.1   | \$132.57 | \$99.67       | 33.0%    |
| 76-125 rooms    | 63.2%   | 34.5%       | 28.6    | \$142.83 | \$106.67      | 33.9%    | 65.4%    | 34.9%       | 30.4   | \$142.13 | \$105.35      | 34.9%    |
| 126-200 rooms   | 63.3%   | 28.2%       | 35.1    | \$160.95 | \$117.16      | 37.4%    | 64.4%    | 28.3%       | 36.1   | \$157.04 | \$111.27      | 41.1%    |
| 201-500 rooms   | 61.7%   | 21.3%       | 40.4    | \$210.07 | \$149.23      | 40.8%    | 62.3%    | 21.0%       | 41.4   | \$202.84 | \$141.02      | 43.8%    |
| Over 500 rooms  | 67.1%   | 7.9%        | 59.2    | \$329.30 | \$221.30      | 48.8%    | 61.0%    | 10.5%       | 50.5   | \$266.51 | \$142.16      | 87.5%    |
| Total           | 62.4%   | 29.1%       | 33.3    | \$169.84 | \$116.11      | 46.3%    | 63.3%    | 28.3%       | 35.0   | \$168.60 | \$112.75      | 49.5%    |
| Property Type   |         |             |         |          |               |          |          |             |        |          |               |          |
| Limited Service | 60.5%   | 34.9%       | 25.6    | \$128.87 | \$101.07      | 27.5%    | 62.9%    | 34.8%       | 28.1   | \$130.10 | \$98.82       | 31.6%    |
| Full Service    | 64.1%   | 24.6%       | 39.5    | \$190.20 | \$127.23      | 49.5%    | 63.9%    | 22.8%       | 41.1   | \$189.16 | \$124.11      | 52.4%    |
| Suite Hotel     | 73.0%   | 35.2%       | 37.8    | \$168.54 | \$113.63      | 48.3%    | 72.9%    | 39.0%       | 33.9   | \$167.99 | \$111.79      | 50.3%    |
| Resort          | 56.0%   | 17.9%       | 38.1    | \$289.92 | \$200.48      | 44.6%    | 49.3%    | 16.3%       | 33.0   | \$272.97 | \$192.95      | 41.5%    |
| Total           | 62.4%   | 29.1%       | 33.3    | \$169.84 | \$116.11      | 46.3%    | 63.3%    | 28.3%       | 35.0   | \$168.60 | \$112.75      | 49.5%    |
| Price Level     |         |             |         |          |               |          |          |             |        |          |               |          |
| Budget          | 58.3%   | 34.7%       | 23.6    | \$119.86 | \$95.25       | 25.8%    | 57.0%    | 33.5%       | 23.5   | \$115.89 | \$91.68       | 26.4%    |
| Mid-Price       | 63.7%   | 30.4%       | 33.3    | \$154.76 | \$113.62      | 36.2%    | 65.0%    | 30.3%       | 34.7   | \$154.79 | \$110.72      | 39.8%    |
| Upscale         | 60.6%   | 15.4%       | 45.3    | \$304.92 | \$198.29      | 53.8%    | 60.7%    | 13.1%       | 47.6   | \$291.46 | \$190.43      | 53.1%    |
| Total           | 62.4%   | 29.1%       | 33.3    | \$169.84 | \$116.11      | 46.3%    | 63.3%    | 28.3%       | 35.0   | \$168.60 | \$112.75      | 49.5%    |

<sup>\*</sup> Based on the operating results of 253,061 rooms (unweighted data)

WESTERN

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<sup>\*\*</sup> Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.



# Regional report of rooms operations by **property size, type and price level** FIVE MONTHS ENDED MAY 2022

ATLANTIC

|                      | 7112711111 |                              |        |          |              |          | CEITITOTE |             |                  |                     |          |          |
|----------------------|------------|------------------------------|--------|----------|--------------|----------|-----------|-------------|------------------|---------------------|----------|----------|
|                      | Оссі       | Occupancy Percentage **Point |        |          | verage Daily | Rates    | Occu      | pancy Perce | ntage<br>**Point | Average Daily Rates |          |          |
|                      | 2022       | 2021                         | Change | 2022     | 2021         | Variance | 2022      | 2021        | Change           | 2022                | 2021     | Variance |
| <b>Property Size</b> |            |                              |        |          |              |          |           |             |                  |                     |          |          |
| Under 50 rooms       | 35.7%      | 18.0%                        | 17.7   | \$119.80 | \$100.17     | 19.6%    | 48.4%     | 31.2%       | 17.2             | \$125.12            | \$97.61  | 28.2%    |
| 50-75 rooms          | 41.5%      | 26.0%                        | 15.5   | \$112.15 | \$91.10      | 23.1%    | 52.4%     | 36.6%       | 15.9             | \$121.69            | \$97.39  | 25.0%    |
| 76-125 rooms         | 46.5%      | 25.5%                        | 21.0   | \$120.93 | \$93.93      | 28.7%    | 54.7%     | 34.2%       | 20.5             | \$131.42            | \$103.03 | 27.6%    |
| 126-200 rooms        | 45.5%      | 22.6%                        | 22.9   | \$131.92 | \$98.97      | 33.3%    | 50.9%     | 29.6%       | 21.3             | \$140.22            | \$105.84 | 32.5%    |
| 201-500 rooms        | 35.8%      | 17.2%                        | 18.6   | \$143.34 | \$95.50      | 50.1%    | 44.4%     | 20.3%       | 24.2             | \$180.63            | \$134.19 | 34.6%    |
| Over 500 rooms       | N/A        | N/A                          | N/A    | N/A      | N/A          | N/A      | 42.2%     | 12.1%       | 30.1             | \$203.10            | \$127.83 | 58.9%    |
| Total                | 43.1%      | 23.0%                        | 20.1   | \$126.68 | \$95.05      | 33.3%    | 49.1%     | 27.1%       | 22.1             | \$152.05            | \$110.07 | 38.1%    |
| Property Type        |            |                              |        |          |              |          |           |             |                  |                     |          |          |
| Limited Service      | 45.1%      | 25.3%                        | 19.8   | \$121.21 | \$95.41      | 27.0%    | 53.1%     | 34.3%       | 18.7             | \$120.37            | \$95.79  | 25.7%    |
| Full Service         | 40.5%      | 19.2%                        | 21.3   | \$129.73 | \$92.62      | 40.1%    | 45.9%     | 20.9%       | 25.0             | \$167.77            | \$119.75 | 40.1%    |
| Suite Hotel          | 56.3%      | 36.3%                        | 20.0   | \$142.63 | \$97.21      | 46.7%    | 60.2%     | 40.6%       | 19.5             | \$151.54            | \$110.00 | 37.8%    |
| Resort               | N/A        | N/A                          | N/A    | N/A      | N/A          | N/A      | 36.1%     | 15.6%       | 20.5             | \$254.99            | \$206.86 | 23.3%    |
| Total                | 43.1%      | 23.0%                        | 20.1   | \$126.68 | \$95.05      | 33.3%    | 49.1%     | 27.1%       | 22.1             | \$152.05            | \$110.07 | 38.1%    |
| Price Level          |            |                              |        |          |              |          |           |             |                  |                     |          |          |
| Budget               | 33.9%      | 22.1%                        | 11.8   | \$103.29 | \$83.75      | 23.3%    | 46.1%     | 31.6%       | 14.5             | \$102.75            | \$84.30  | 21.9%    |
| Mid-Price            | 44.5%      | 23.2%                        | 21.3   | \$127.78 | \$95.08      | 34.4%    | 51.9%     | 30.0%       | 21.9             | \$141.07            | \$108.19 | 30.4%    |
| Upscale              | 35.6%      | 20.4%                        | 15.3   | \$160.28 | \$134.08     | 19.5%    | 39.3%     | 10.8%       | 28.4             | \$259.11            | \$188.60 | 37.4%    |
| Total                | 43.1%      | 23.0%                        | 20.1   | \$126.68 | \$95.05      | 33.3%    | 49.1%     | 27.1%       | 22.1             | \$152.05            | \$110.07 | 38.1%    |

|                      | WESTERN |             |                   |          |                     |          | CANADA |                              |        |          |                     |          |  |
|----------------------|---------|-------------|-------------------|----------|---------------------|----------|--------|------------------------------|--------|----------|---------------------|----------|--|
|                      |         |             |                   |          |                     |          |        |                              |        | ı        |                     |          |  |
|                      | Occu    | pancy Perce | entage<br>**Point | Ave      | Average Daily Rates |          |        | Occupancy Percentage **Point |        |          | Average Daily Rates |          |  |
|                      | 2022    | 2021        | Change            | 2022     | 2021                | Variance | 2022   | 2021                         | Change | 2022     | 2021                | Variance |  |
| <b>Property Size</b> |         |             |                   |          |                     |          |        |                              |        |          |                     |          |  |
| Under 50 rooms       | 47.9%   | 36.3%       | 11.6              | \$112.49 | \$95.10             | 18.3%    | 47.6%  | 33.9%                        | 13.7   | \$117.18 | \$95.99             | 22.1%    |  |
| 50-75 rooms          | 54.2%   | 36.6%       | 17.5              | \$123.15 | \$100.17            | 22.9%    | 52.3%  | 35.6%                        | 16.8   | \$121.76 | \$98.44             | 23.7%    |  |
| 76-125 rooms         | 55.0%   | 34.2%       | 20.7              | \$131.25 | \$105.77            | 24.1%    | 54.1%  | 33.5%                        | 20.6   | \$130.53 | \$103.84            | 25.7%    |  |
| 126-200 rooms        | 52.6%   | 29.6%       | 23.0              | \$145.13 | \$116.88            | 24.2%    | 51.2%  | 29.0%                        | 22.2   | \$141.83 | \$110.63            | 28.2%    |  |
| 201-500 rooms        | 49.3%   | 22.4%       | 26.8              | \$192.09 | \$147.30            | 30.4%    | 46.0%  | 21.1%                        | 25.0   | \$184.28 | \$138.54            | 33.0%    |  |
| Over 500 rooms       | 49.6%   | 12.1%       | 37.6              | \$304.58 | \$256.85            | 18.6%    | 44.1%  | 12.1%                        | 32.0   | \$231.99 | \$163.54            | 41.8%    |  |
| Total                | 52.4%   | 29.8%       | 22.6              | \$153.43 | \$116.80            | 31.4%    | 50.2%  | 28.1%                        | 22.1   | \$151.11 | \$112.55            | 34.3%    |  |
| Property Type        |         |             |                   |          |                     |          |        |                              |        |          |                     |          |  |
| Limited Service      | 52.7%   | 34.3%       | 18.4              | \$118.36 | \$98.71             | 19.9%    | 52.1%  | 33.4%                        | 18.7   | \$119.38 | \$97.34             | 22.6%    |  |
| Full Service         | 51.0%   | 25.3%       | 25.7              | \$164.10 | \$125.21            | 31.1%    | 47.6%  | 22.7%                        | 25.0   | \$163.88 | \$120.79            | 35.7%    |  |
| Suite Hotel          | 61.0%   | 35.3%       | 25.6              | \$154.52 | \$113.85            | 35.7%    | 60.3%  | 38.7%                        | 21.6   | \$152.16 | \$110.65            | 37.5%    |  |
| Resort               | 53.7%   | 27.6%       | 26.1              | \$294.10 | \$203.36            | 44.6%    | 46.9%  | 24.0%                        | 22.9   | \$281.98 | \$202.45            | 39.3%    |  |
| Total                | 52.4%   | 29.8%       | 22.6              | \$153.43 | \$116.80            | 31.4%    | 50.2%  | 28.1%                        | 22.1   | \$151.11 | \$112.55            | 34.3%    |  |
| Price Level          |         |             |                   |          |                     |          |        |                              |        |          |                     |          |  |
| Budget               | 51.2%   | 35.5%       | 15.7              | \$106.56 | \$91.15             | 16.9%    | 48.1%  | 33.1%                        | 15.0   | \$104.93 | \$88.26             | 18.9%    |  |
| Mid-Price            | 53.5%   | 30.5%       | 23.0              | \$139.54 | \$112.34            | 24.2%    | 52.0%  | 29.7%                        | 22.3   | \$139.36 | \$109.27            | 27.5%    |  |
| Upscale              | 48.2%   | 19.5%       | 28.7              | \$288.91 | \$210.05            | 37.5%    | 43.2%  | 14.9%                        | 28.3   | \$272.59 | \$199.89            | 36.4%    |  |
| Total                | 52.4%   | 29.8%       | 22.6              | \$153.43 | \$116.80            | 31.4%    | 50.2%  | 28.1%                        | 22.1   | \$151.11 | \$112.55            | 34.3%    |  |

<sup>\*\*</sup> Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.

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