



TRENDS IN THE CANADIAN
HOTEL INDUSTRY

National Market Report

AUGUST 2023

Report of rooms operations by location

MONTH OF AUGUST 2023*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2023	2022	**Point Change	2023	2022	Variance	2023	2022	Variance
ATLANTIC CANADA	85.4%	87.1%	-1.7	\$207.44	\$191.06	8.6%	\$177.13	\$166.38	6.5%
Newfoundland	90.6%	86.7%	3.9	\$181.54	\$166.81	8.8%	\$164.43	\$144.57	13.7%
St. John's	90.3%	86.5%	3.8	\$182.82	\$169.37	7.9%	\$165.13	\$146.57	12.7%
Prince Edward Island	86.6%	96.1%	-9.6	\$262.87	\$244.41	7.6%	\$227.62	\$234.99	-3.1%
Nova Scotia	85.9%	88.6%	-2.8	\$235.20	\$208.23	12.9%	\$201.92	\$184.58	9.4%
Halifax/Dartmouth	88.8%	89.8%	-1.0	\$257.74	\$227.48	13.3%	\$228.82	\$204.24	12.0%
Other Nova Scotia	79.7%	86.1%	-6.4	\$182.37	\$163.96	11.2%	\$145.34	\$141.20	2.9%
New Brunswick	82.8%	84.4%	-1.6	\$178.32	\$171.49	4.0%	\$147.66	\$144.76	2.0%
Moncton	83.7%	81.6%	2.1	\$181.43	\$172.79	5.0%	\$151.91	\$141.03	7.7%
Other New Brunswick	82.3%	86.0%	-3.7	\$176.56	\$170.81	3.4%	\$145.30	\$146.83	-1.0%
CENTRAL CANADA	78.3%	78.1%	0.2	\$223.36	\$211.41	5.7%	\$175.00	\$165.11	6.0%
Quebec	77.8%	77.5%	0.4	\$240.70	\$227.38	5.9%	\$187.32	\$176.12	6.4%
Greater Quebec City	82.9%	83.4%	-0.5	\$257.86	\$263.69	-2.2%	\$213.81	\$219.89	-2.8%
Other Quebec	69.7%	72.6%	-2.9	\$198.97	\$199.86	-0.4%	\$138.65	\$145.09	-4.4%
Greater Montreal	80.4%	78.3%	2.1	\$252.16	\$228.52	10.3%	\$202.74	\$178.98	13.3%
Downtown Montreal	80.6%	75.9%	4.7	\$286.31	\$266.38	7.5%	\$230.71	\$202.25	14.1%
Montreal Airport/Laval	80.2%	84.1%	-3.9	\$199.54	\$174.99	14.0%	\$159.97	\$147.11	8.7%
Ontario	78.5%	78.3%	0.2	\$217.36	\$205.93	5.6%	\$170.61	\$161.23	5.8%
Greater Toronto Area (GTA)	80.7%	79.8%	0.8	\$241.62	\$230.35	4.9%	\$194.89	\$183.86	6.0%
Downtown Toronto	78.8%	77.3%	1.5	\$332.20	\$324.60	2.3%	\$261.82	\$250.96	4.3%
Toronto Airport	81.4%	83.1%	-1.7	\$197.63	\$180.95	9.2%	\$160.80	\$150.29	7.0%
GTA West	81.3%	80.4%	0.9	\$183.17	\$175.18	4.6%	\$148.99	\$140.84	5.8%
GTA East/North	82.5%	81.1%	1.4	\$193.30	\$179.21	7.9%	\$159.51	\$145.29	9.8%
Eastern Ontario	77.1%	75.1%	2.0	\$177.27	\$178.14	-0.5%	\$136.71	\$133.82	2.2%
Kingston	80.8%	76.7%	4.1	\$204.77	\$207.27	-1.2%	\$165.43	\$159.04	4.0%
Other Eastern Ontario	75.8%	74.5%	1.3	\$166.40	\$166.64	-0.1%	\$126.06	\$124.14	1.5%
Ottawa	70.5%	78.8%	-8.3	\$187.29	\$186.62	0.4%	\$132.12	\$147.06	-10.2%
Downtown Ottawa	69.8%	77.5%	-7.6	\$203.32	\$214.05	-5.0%	\$141.97	\$165.82	-14.4%
Ottawa West	72.7%	82.3%	-9.6	\$170.20	\$158.50	7.4%	\$123.66	\$130.38	-5.2%
Ottawa East	67.8%	75.2%	-7.5	\$168.45	\$151.50	11.2%	\$114.13	\$113.94	0.2%
Southern Ontario	80.4%	75.6%	4.8	\$215.09	\$194.09	10.8%	\$172.87	\$146.76	17.8%
London	71.7%	73.1%	-1.4	\$153.95	\$133.57	15.3%	\$110.44	\$97.67	13.1%
Windsor	82.3%	58.4%	23.9	\$137.43	\$130.96	4.9%	\$113.16	\$76.52	47.9%
Kitchener/Waterloo/Cambridge/Guelph	73.3%	74.6%	-1.4	\$159.86	\$149.19	7.2%	\$117.10	\$111.32	5.2%
Hamilton/Brantford	75.6%	79.5%	-3.9	\$161.68	\$143.74	12.5%	\$122.17	\$114.23	6.9%
Niagara Falls	89.6%	81.5%	8.2	\$288.29	\$256.27	12.5%	\$258.41	\$208.76	23.8%
Other Niagara Region	85.9%	75.7%	10.2	\$198.63	\$203.61	-2.4%	\$170.62	\$154.05	10.8%
Other Southern Ontario	65.6%	67.9%	-2.3	\$160.85	\$144.30	11.5%	\$105.56	\$98.03	7.7%
Central Ontario	73.0%	74.7%	-1.8	\$223.08	\$232.40	-4.0%	\$162.78	\$173.70	-6.3%
North Eastern Ontario	72.7%	78.8%	-6.1	\$157.28	\$142.98	10.0%	\$114.36	\$112.74	1.4%
North Bay	77.5%	89.8%	-12.3	\$146.19	\$135.55	7.9%	\$113.29	\$121.76	-7.0%
Sudbury	74.5%	76.4%	-1.9	\$152.44	\$145.49	4.8%	\$113.53	\$111.14	2.2%
North Central Ontario									
Sault Ste. Marie	85.4%	89.4%	-4.0	\$160.62	\$152.07	5.6%	\$137.11	\$135.92	0.9%
North Western Ontario	86.5%	88.4%	-1.9	\$196.96	\$178.75	10.2%	\$170.34	\$158.06	7.8%
Thunder Bay	87.2%	90.3%	-3.1	\$203.86	\$181.71	12.2%	\$177.81	\$164.09	8.4%

* Based on the operating results of 253,725 rooms (unweighted data)

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

Source: CBRE Hotels' Trends in the Hotel Industry National Market with reproduction and use of information subject to CBRE Limited Disclaimer | Terms of Use as detailed at:

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Report of rooms operations by location

MONTH OF AUGUST 2023*

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2023	2022	**Point Change	2023	2022	Variance	2023	2022	Variance
WESTERN CANADA	75.4%	73.1%	2.3	\$220.92	\$209.17	5.6%	\$166.51	\$152.94	8.9%
Manitoba	78.8%	77.8%	1.0	\$163.16	\$144.08	13.2%	\$128.63	\$112.15	14.7%
Winnipeg	83.2%	79.4%	3.8	\$172.12	\$148.04	16.3%	\$143.12	\$117.48	21.8%
Brandon	68.2%	74.7%	-6.4	\$126.17	\$124.83	1.1%	\$86.06	\$93.20	-7.7%
Other Manitoba	71.6%	74.5%	-3.0	\$151.49	\$141.52	7.0%	\$108.40	\$105.48	2.8%
Saskatchewan	62.5%	60.6%	1.9	\$132.94	\$125.62	5.8%	\$83.08	\$76.07	9.2%
Regina	61.5%	53.8%	7.7	\$130.06	\$122.94	5.8%	\$79.99	\$66.20	20.8%
Saskatoon	63.3%	63.6%	-0.3	\$139.62	\$130.70	6.8%	\$88.35	\$83.16	6.2%
Other Saskatchewan	63.2%	62.3%	0.9	\$129.33	\$122.70	5.4%	\$81.73	\$76.50	6.8%
Alberta (excl. Alta Resorts)	71.3%	66.1%	5.2	\$148.54	\$139.24	6.7%	\$105.89	\$91.98	15.1%
Calgary	81.8%	74.3%	7.5	\$173.95	\$165.15	5.3%	\$142.35	\$122.69	16.0%
Calgary Airport	85.9%	80.5%	5.3	\$161.25	\$150.80	6.9%	\$138.48	\$121.46	14.0%
Downtown Calgary	77.4%	63.1%	14.3	\$199.66	\$199.41	0.1%	\$154.57	\$125.76	22.9%
Calgary Northwest	82.7%	89.8%	-7.1	\$156.82	\$144.67	8.4%	\$129.66	\$129.86	-0.2%
Calgary South	82.3%	76.9%	5.4	\$162.81	\$149.77	8.7%	\$133.94	\$115.17	16.3%
Edmonton	68.6%	61.2%	7.4	\$131.63	\$125.67	4.7%	\$90.24	\$76.87	17.4%
Downtown Edmonton	59.4%	57.1%	2.2	\$155.15	\$158.71	-2.2%	\$92.13	\$90.68	1.6%
Edmonton South	68.6%	60.3%	8.3	\$119.69	\$111.01	7.8%	\$82.16	\$66.93	22.7%
Edmonton West	76.5%	66.5%	10.0	\$136.72	\$128.53	6.4%	\$104.63	\$85.53	22.3%
Other Alberta	65.7%	63.8%	1.9	\$137.96	\$127.64	8.1%	\$90.58	\$81.44	11.2%
Lethbridge	64.1%	57.8%	6.3	\$124.18	\$122.92	1.0%	\$79.60	\$71.02	12.1%
Red Deer	67.0%	72.2%	-5.1	\$116.81	\$107.86	8.3%	\$78.30	\$77.82	0.6%
Other Alberta Communities	65.7%	62.0%	3.6	\$143.72	\$132.07	8.8%	\$94.35	\$81.91	15.2%
Alberta Resorts	82.5%	81.6%	0.9	\$624.70	\$562.79	11.0%	\$515.41	\$459.16	12.2%
British Columbia	81.6%	82.2%	-0.6	\$279.07	\$263.93	5.7%	\$227.76	\$217.01	5.0%
Greater Vancouver	87.8%	87.1%	0.7	\$334.27	\$302.63	10.5%	\$293.44	\$263.68	11.3%
Airport (Richmond)	88.1%	85.9%	2.1	\$284.23	\$251.54	13.0%	\$250.38	\$216.20	15.8%
Downtown Vancouver	89.0%	87.4%	1.6	\$396.84	\$360.61	10.0%	\$353.00	\$315.11	12.0%
Langley/Surrey	84.5%	87.9%	-3.4	\$226.32	\$207.30	9.2%	\$191.20	\$182.26	4.9%
Other Vancouver	85.6%	87.6%	-2.0	\$262.54	\$240.40	9.2%	\$224.69	\$210.48	6.7%
Vancouver Island	85.7%	85.2%	0.5	\$301.31	\$292.04	3.2%	\$258.35	\$248.80	3.8%
Campbell River	91.6%	87.4%	4.2	\$229.05	\$186.21	23.0%	\$209.77	\$162.75	28.9%
Greater Victoria	86.7%	84.3%	2.4	\$303.81	\$300.02	1.3%	\$263.46	\$252.91	4.2%
Nanaimo	79.3%	83.4%	-4.1	\$217.47	\$216.70	0.4%	\$172.48	\$180.69	-4.5%
Parksville/Qualicum Beach	87.0%	87.6%	-0.7	\$333.18	\$305.49	9.1%	\$289.71	\$267.64	8.2%
Other Vancouver Island	84.0%	87.1%	-3.1	\$366.88	\$343.83	6.7%	\$308.34	\$299.64	2.9%
Whistler Resort Area	75.5%	67.9%	7.5	\$332.33	\$331.00	0.4%	\$250.82	\$224.89	11.5%
Other British Columbia	74.3%	77.7%	-3.5	\$195.93	\$197.89	-1.0%	\$145.54	\$153.84	-5.4%
Abbotsford/Chilliwack	85.8%	85.6%	0.3	\$217.90	\$197.42	10.4%	\$187.01	\$168.93	10.7%
Kamloops	85.3%	89.4%	-4.1	\$184.07	\$181.67	1.3%	\$156.98	\$162.42	-3.4%
Kelowna	71.8%	80.5%	-8.7	\$239.85	\$255.91	-6.3%	\$172.24	\$206.04	-16.4%
Penticton	61.0%	78.9%	-17.9	\$251.75	\$269.23	-6.5%	\$153.55	\$212.36	-27.7%
Prince George	75.7%	72.2%	3.5	\$140.07	\$130.54	7.3%	\$106.03	\$94.26	12.5%
Other B.C. Communities	72.3%	74.5%	-2.2	\$188.94	\$188.55	0.2%	\$136.56	\$140.41	-2.7%
Yukon	89.4%	82.7%	6.7	\$206.81	\$213.57	-3.2%	\$184.91	\$176.69	4.7%
CANADA	77.5%	76.5%	1.0	\$220.98	\$208.70	5.9%	\$171.27	\$159.68	7.3%

* Based on the operating results of 253,725 rooms (unweighted data)

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Report of rooms operations by location

EIGHT MONTHS ENDED AUGUST 2023

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2023	2022	**Point Change	2023	2022	Variance	2023	2022	Variance
ATLANTIC CANADA	65.5%	57.7%	7.8	\$172.94	\$155.37	11.3%	\$113.35	\$89.72	26.3%
Newfoundland	74.1%	56.3%	17.9	\$156.16	\$142.39	9.7%	\$115.75	\$80.11	44.5%
St. John's	76.5%	56.2%	20.3	\$156.80	\$143.72	9.1%	\$119.95	\$80.77	48.5%
Prince Edward Island	62.1%	58.5%	3.6	\$205.82	\$186.05	10.6%	\$127.86	\$108.93	17.4%
Nova Scotia	67.7%	62.0%	5.8	\$191.78	\$164.71	16.4%	\$129.89	\$102.05	27.3%
Halifax/Dartmouth	71.1%	63.9%	7.2	\$207.50	\$175.39	18.3%	\$147.52	\$112.00	31.7%
Other Nova Scotia	60.4%	57.6%	2.8	\$151.72	\$137.71	10.2%	\$91.70	\$79.36	15.5%
New Brunswick	60.1%	53.8%	6.2	\$151.99	\$143.46	5.9%	\$91.29	\$77.25	18.2%
Moncton	63.1%	52.4%	10.7	\$153.34	\$142.21	7.8%	\$96.81	\$74.56	29.8%
Other New Brunswick	58.4%	54.6%	3.7	\$151.18	\$144.13	4.9%	\$88.25	\$78.75	12.1%
CENTRAL CANADA	67.9%	59.6%	8.4	\$202.51	\$179.89	12.6%	\$137.55	\$107.14	28.4%
Quebec	66.3%	55.8%	10.5	\$218.99	\$200.11	9.4%	\$145.12	\$111.57	30.1%
Greater Quebec City	66.7%	53.4%	13.3	\$218.74	\$214.21	2.1%	\$145.83	\$114.30	27.6%
Other Quebec	59.0%	53.3%	5.7	\$194.51	\$180.47	7.8%	\$114.70	\$96.13	19.3%
Greater Montreal	69.9%	57.7%	12.2	\$229.06	\$204.89	11.8%	\$160.12	\$118.28	35.4%
Downtown Montreal	68.4%	51.8%	16.6	\$255.26	\$244.41	4.4%	\$174.57	\$126.64	37.9%
Montreal Airport/Laval	74.1%	70.4%	3.7	\$194.94	\$158.63	22.9%	\$144.36	\$111.62	29.3%
Ontario	68.5%	60.9%	7.6	\$196.93	\$173.43	13.5%	\$134.80	\$105.56	27.7%
Greater Toronto Area (GTA)	73.9%	64.4%	9.5	\$224.71	\$191.17	17.5%	\$166.17	\$123.13	35.0%
Downtown Toronto	69.7%	58.7%	10.9	\$318.37	\$276.49	15.1%	\$221.85	\$162.43	36.6%
Toronto Airport	81.8%	71.2%	10.6	\$189.61	\$154.50	22.7%	\$155.15	\$109.98	41.1%
GTA West	74.9%	65.2%	9.8	\$168.04	\$145.82	15.2%	\$125.90	\$95.02	32.5%
GTA East/North	74.1%	68.1%	6.0	\$169.65	\$147.12	15.3%	\$125.78	\$100.20	25.5%
Eastern Ontario	61.9%	56.9%	5.0	\$155.09	\$148.50	4.4%	\$96.06	\$84.51	13.7%
Kingston	62.8%	55.1%	7.7	\$170.88	\$164.12	4.1%	\$107.36	\$90.47	18.7%
Other Eastern Ontario	61.6%	57.7%	3.9	\$148.90	\$141.91	4.9%	\$91.71	\$81.87	12.0%
Ottawa	68.1%	58.2%	9.9	\$192.13	\$169.44	13.4%	\$130.79	\$98.57	32.7%
Downtown Ottawa	68.3%	53.0%	15.3	\$215.95	\$195.43	10.5%	\$147.46	\$103.51	42.5%
Ottawa West	69.8%	65.3%	4.5	\$165.61	\$147.09	12.6%	\$115.52	\$96.03	20.3%
Ottawa East	62.6%	61.0%	1.6	\$164.95	\$138.99	18.7%	\$103.21	\$84.81	21.7%
Southern Ontario	66.5%	57.5%	8.9	\$174.65	\$161.31	8.3%	\$116.09	\$92.81	25.1%
London	66.1%	63.2%	2.8	\$149.67	\$126.06	18.7%	\$98.87	\$79.69	24.1%
Windsor	72.4%	50.6%	21.7	\$133.56	\$124.53	7.3%	\$96.67	\$63.07	53.3%
Kitchener/Waterloo/Cambridge/Guelph	64.9%	61.0%	3.9	\$154.67	\$135.75	13.9%	\$100.39	\$82.81	21.2%
Hamilton/Brantford	64.2%	69.0%	-4.8	\$157.02	\$138.76	13.2%	\$100.82	\$95.71	5.3%
Niagara Falls	70.1%	52.9%	17.2	\$209.63	\$209.16	0.2%	\$146.91	\$110.54	32.9%
Other Niagara Region	64.4%	57.1%	7.3	\$164.11	\$157.35	4.3%	\$105.67	\$89.77	17.7%
Other Southern Ontario	54.5%	58.2%	-3.7	\$146.73	\$130.25	12.7%	\$79.96	\$75.85	5.4%
Central Ontario	54.9%	54.1%	0.7	\$187.32	\$184.50	1.5%	\$102.79	\$99.88	2.9%
North Eastern Ontario	61.1%	60.6%	0.5	\$148.81	\$130.39	14.1%	\$90.98	\$79.06	15.1%
North Bay	63.0%	63.8%	-0.9	\$130.16	\$120.89	7.7%	\$81.94	\$77.13	6.2%
Sudbury	59.8%	57.9%	1.9	\$148.09	\$131.72	12.4%	\$88.62	\$76.29	16.2%
North Central Ontario									
Sault Ste. Marie	64.0%	63.4%	0.6	\$136.36	\$124.14	9.8%	\$87.29	\$78.67	11.0%
North Western Ontario	70.5%	73.7%	-3.3	\$177.09	\$152.58	16.1%	\$124.78	\$112.48	10.9%
Thunder Bay	70.8%	72.4%	-1.6	\$182.17	\$153.16	18.9%	\$129.04	\$110.87	16.4%

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Manitoba	73.1%	60.7%	12.4	\$156.58	\$133.09	17.6%	\$114.52	\$80.83	41.7%
Winnipeg	79.0%	62.2%	16.8	\$164.30	\$136.82	20.1%	\$129.80	\$85.07	52.6%
Brandon	58.9%	57.8%	1.2	\$126.42	\$114.06	10.8%	\$74.49	\$65.89	13.1%
Other Manitoba	61.8%	57.6%	4.3	\$140.44	\$130.94	7.3%	\$86.80	\$75.36	15.2%
Saskatchewan	56.8%	53.0%	3.8	\$132.94	\$121.81	9.1%	\$75.49	\$64.55	17.0%
Regina	54.2%	50.4%	3.8	\$131.39	\$119.52	9.9%	\$71.24	\$60.24	18.3%
Saskatoon	62.5%	55.2%	7.3	\$141.40	\$126.43	11.8%	\$88.36	\$69.76	26.7%
Other Saskatchewan	53.8%	52.7%	1.1	\$125.33	\$118.88	5.4%	\$67.43	\$62.66	7.6%
Alberta (excl. Alta Resorts)	59.2%	53.7%	5.5	\$146.43	\$131.47	11.4%	\$86.71	\$70.63	22.8%
Calgary	65.2%	58.1%	7.1	\$177.68	\$155.62	14.2%	\$115.87	\$90.40	28.2%
Calgary Airport	68.4%	63.2%	5.2	\$153.67	\$134.96	13.9%	\$105.13	\$85.33	23.2%
Downtown Calgary	60.6%	50.7%	9.9	\$224.15	\$199.49	12.4%	\$135.83	\$101.19	34.2%
Calgary Northwest	70.5%	65.2%	5.3	\$145.92	\$129.47	12.7%	\$102.92	\$84.44	21.9%
Calgary South	64.7%	58.1%	6.7	\$162.58	\$142.24	14.3%	\$105.24	\$82.61	27.4%
Edmonton	58.2%	51.5%	6.7	\$133.85	\$121.71	10.0%	\$77.92	\$62.68	24.3%
Downtown Edmonton	54.1%	45.7%	8.4	\$171.75	\$161.83	6.1%	\$92.94	\$73.98	25.6%
Edmonton South	57.8%	52.1%	5.7	\$117.78	\$106.35	10.7%	\$68.04	\$55.37	22.9%
Edmonton West	62.8%	55.4%	7.4	\$135.46	\$122.99	10.1%	\$85.03	\$68.08	24.9%
Other Alberta	55.7%	52.3%	3.3	\$129.47	\$120.06	7.8%	\$72.07	\$62.82	14.7%
Lethbridge	52.4%	54.0%	-1.6	\$124.32	\$117.76	5.6%	\$65.16	\$63.57	2.5%
Red Deer	57.1%	49.2%	7.9	\$115.77	\$106.22	9.0%	\$66.14	\$52.25	26.6%
Other Alberta Communities	55.6%	51.7%	3.9	\$132.82	\$122.86	8.1%	\$73.85	\$63.54	16.2%
Alberta Resorts	65.9%	60.0%	5.9	\$448.34	\$406.42	10.3%	\$295.36	\$243.80	21.1%
British Columbia	72.3%	67.7%	4.6	\$238.32	\$215.72	10.5%	\$172.38	\$146.14	18.0%
Greater Vancouver	80.2%	71.4%	8.7	\$271.30	\$241.26	12.4%	\$217.45	\$172.34	26.2%
Airport (Richmond)	83.3%	74.3%	9.0	\$232.40	\$205.98	12.8%	\$193.70	\$153.09	26.5%
Downtown Vancouver	79.4%	69.4%	9.9	\$320.17	\$286.48	11.8%	\$254.07	\$198.86	27.8%
Langley/Surrey	79.2%	75.9%	3.2	\$190.59	\$169.38	12.5%	\$150.91	\$128.64	17.3%
Other Vancouver	78.6%	70.8%	7.9	\$219.15	\$194.79	12.5%	\$172.33	\$137.88	25.0%
Vancouver Island	69.1%	70.6%	-1.5	\$234.86	\$224.18	4.8%	\$162.23	\$158.18	2.6%
Campbell River	76.4%	81.6%	-5.3	\$169.15	\$150.38	12.5%	\$129.15	\$122.74	5.2%
Greater Victoria	70.3%	69.6%	0.7	\$244.41	\$234.88	4.1%	\$171.81	\$163.52	5.1%
Nanaimo	65.4%	68.3%	-2.9	\$185.05	\$177.17	4.4%	\$121.02	\$120.94	0.1%
Parksville/Qualicum Beach	64.2%	72.6%	-8.4	\$224.70	\$211.84	6.1%	\$144.18	\$153.74	-6.2%
Other Vancouver Island	67.6%	70.5%	-2.9	\$268.15	\$249.58	7.4%	\$181.30	\$175.99	3.0%
Whistler Resort Area	73.3%	61.8%	11.5	\$417.32	\$365.21	14.3%	\$305.93	\$225.72	35.5%
Other British Columbia	64.8%	63.6%	1.2	\$169.59	\$160.65	5.6%	\$109.93	\$102.14	7.6%
Abbotsford/Chilliwack	83.0%	78.5%	4.5	\$192.91	\$153.33	25.8%	\$160.03	\$120.31	33.0%
Kamloops	73.8%	76.9%	-3.2	\$157.61	\$144.55	9.0%	\$116.24	\$111.20	4.5%
Kelowna	64.2%	64.7%	-0.5	\$191.10	\$192.90	-0.9%	\$122.72	\$124.83	-1.7%
Penticton	51.9%	54.0%	-2.1	\$192.28	\$195.21	-1.5%	\$99.83	\$105.47	-5.3%
Prince George	68.4%	65.7%	2.7	\$138.51	\$128.78	7.6%	\$94.78	\$84.58	12.1%
Other B.C. Communities	61.6%	59.3%	2.3	\$166.64	\$159.31	4.6%	\$102.70	\$94.44	8.7%
Yukon	65.0%	55.4%	9.6	\$187.12	\$180.89	3.4%	\$121.69	\$100.22	21.4%
CANADA	66.5%	59.5%	7.0	\$197.35	\$176.93	11.5%	\$131.31	\$105.32	24.7%

** 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 AUGUST 2023*

ATLANTIC							CENTRAL						
	Occupancy Percentage			Average Daily Rates				Occupancy Percentage			Average Daily Rates		
	2023	2022	**Point Change	2023	2022	Variance		2023	2022	**Point Change	2023	2022	Variance
Property Size													
Under 50 rooms	82.1%	87.3%	-5.3	\$160.10	\$154.37	3.7%		74.5%	78.2%	-3.6	\$185.66	\$179.12	3.7%
50-75 rooms	83.6%	87.5%	-3.9	\$173.07	\$153.97	12.4%		77.2%	79.4%	-2.2	\$170.95	\$163.73	4.4%
76-125 rooms	86.4%	88.6%	-2.2	\$206.58	\$187.29	10.3%		79.3%	80.3%	-1.0	\$188.79	\$178.73	5.6%
126-200 rooms	85.2%	87.4%	-2.2	\$210.26	\$193.93	8.4%		79.4%	78.9%	0.5	\$203.56	\$190.50	6.9%
201-500 rooms	85.3%	83.5%	1.7	\$231.82	\$225.94	2.6%		75.9%	75.5%	0.5	\$250.55	\$240.61	4.1%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A		80.9%	76.6%	4.3	\$323.07	\$302.04	7.0%
Total	85.4%	87.1%	-1.7	\$207.44	\$191.06	8.6%		78.3%	78.1%	0.2	\$223.36	\$211.41	5.7%
Property Type													
Limited Service	85.1%	88.0%	-2.8	\$189.95	\$173.25	9.6%		78.0%	79.8%	-1.9	\$175.88	\$164.28	7.1%
Full Service	85.6%	85.5%	0.1	\$217.98	\$202.54	7.6%		78.1%	76.6%	1.5	\$245.26	\$233.76	4.9%
Suite Hotel	88.1%	94.7%	-6.6	\$233.29	\$211.78	10.2%		85.2%	84.4%	0.7	\$232.90	\$212.44	9.6%
Resort	N/A	N/A	N/A	N/A	N/A	N/A		67.5%	70.2%	-2.7	\$321.12	\$308.27	4.2%
Total	85.4%	87.1%	-1.7	\$207.44	\$191.06	8.6%		78.3%	78.1%	0.2	\$223.36	\$211.41	5.7%
Price Level													
Budget	79.1%	81.0%	-1.9	\$157.49	\$143.97	9.4%		73.7%	73.1%	0.6	\$149.51	\$142.26	5.1%
Mid-Price	86.4%	87.9%	-1.5	\$209.94	\$192.89	8.8%		79.4%	79.7%	-0.3	\$206.48	\$192.93	7.0%
Upscale	83.0%	85.6%	-2.6	\$302.26	\$278.99	8.3%		77.3%	74.7%	2.5	\$351.81	\$346.39	1.6%
Total	85.4%	87.1%	-1.7	\$207.44	\$191.06	8.6%		78.3%	78.1%	0.2	\$223.36	\$211.41	5.7%

WESTERN							CANADA						
	Occupancy Percentage			Average Daily Rates				Occupancy Percentage			Average Daily Rates		
	2023	2022	**Point Change	2023	2022	Variance		2023	2022	**Point Change	2023	2022	Variance
Property Size													
Under 50 rooms	68.4%	70.8%	-2.4	\$157.16	\$150.60	4.4%		71.0%	74.1%	-3.0	\$167.85	\$161.43	4.0%
50-75 rooms	73.8%	74.5%	-0.7	\$181.15	\$176.27	2.8%		76.0%	77.7%	-1.7	\$176.23	\$168.79	4.4%
76-125 rooms	76.2%	75.3%	0.9	\$181.36	\$170.99	6.1%		78.4%	78.6%	-0.1	\$187.01	\$175.90	6.3%
126-200 rooms	75.9%	71.0%	5.0	\$200.64	\$189.53	5.9%		78.4%	76.2%	2.2	\$202.94	\$190.46	6.6%
201-500 rooms	74.7%	70.1%	4.5	\$265.35	\$255.56	3.8%		76.0%	73.6%	2.3	\$255.71	\$245.77	4.0%
Over 500 rooms	82.1%	80.9%	1.2	\$519.30	\$481.02	8.0%		81.2%	77.7%	3.5	\$374.49	\$348.81	7.4%
Total	75.4%	73.1%	2.3	\$220.89	\$209.17	5.6%		77.5%	76.5%	1.0	\$220.98	\$208.70	5.9%
Property Type													
Limited Service	73.4%	72.4%	1.1	\$161.87	\$152.34	6.3%		76.3%	76.8%	-0.5	\$170.37	\$159.44	6.9%
Full Service	76.3%	72.2%	4.1	\$236.63	\$222.86	6.2%		77.9%	75.4%	2.4	\$239.72	\$227.01	5.6%
Suite Hotel	82.9%	81.5%	1.4	\$209.40	\$196.70	6.5%		84.5%	83.9%	0.6	\$225.26	\$207.24	8.7%
Resort	76.3%	77.2%	-0.9	\$479.08	\$444.34	7.8%		73.9%	75.2%	-1.3	\$423.66	\$393.09	7.8%
Total	75.4%	73.1%	2.3	\$220.89	\$209.17	5.6%		77.5%	76.5%	1.0	\$220.98	\$208.70	5.9%
Price Level													
Budget	70.3%	68.9%	1.4	\$155.81	\$142.78	9.1%		72.3%	71.4%	0.9	\$153.22	\$142.64	7.4%
Mid-Price	76.2%	74.1%	2.0	\$195.14	\$184.33	5.9%		78.6%	77.9%	0.6	\$201.86	\$189.28	6.6%
Upscale	76.9%	72.5%	4.4	\$416.38	\$403.78	3.1%		77.2%	73.9%	3.3	\$379.38	\$369.93	2.6%
Total	75.4%	73.1%	2.3	\$220.89	\$209.17	5.6%		77.5%	76.5%	1.0	\$220.98	\$208.70	5.9%

* Based on the operating results of 253,725 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

EIGHT MONTHS ENDED AUGUST 2023

ATLANTIC

	Occupancy Percentage			Average Daily Rates		
	2023	2022	**Point Change	2023	2022	Variance
Property Size						
Under 50 rooms	53.5%	53.3%	0.1	\$146.94	\$134.70	9.1%
50-75 rooms	58.5%	56.0%	2.6	\$143.31	\$130.20	10.1%
76-125 rooms	67.2%	60.2%	7.0	\$169.94	\$149.97	13.3%
126-200 rooms	68.3%	59.8%	8.5	\$174.66	\$158.35	10.3%
201-500 rooms	64.8%	52.2%	12.6	\$197.09	\$182.83	7.8%
Over 500 rooms	N/A	N/A	N/A	N/A	N/A	N/A
Total	65.5%	57.7%	7.8	\$172.94	\$155.37	11.3%
Property Type						
Limited Service	65.3%	58.8%	6.5	\$159.17	\$142.50	11.7%
Full Service	66.1%	55.8%	10.3	\$182.07	\$163.79	11.2%
Suite Hotel	74.1%	69.1%	5.1	\$195.15	\$170.54	14.4%
Resort	N/A	N/A	N/A	N/A	N/A	N/A
Total	65.5%	57.7%	7.8	\$172.94	\$155.37	11.3%
Price Level						
Budget	54.5%	48.9%	5.5	\$133.36	\$121.95	9.4%
Mid-Price	67.3%	59.1%	8.3	\$174.44	\$155.87	11.9%
Upscale	58.8%	53.8%	5.1	\$247.08	\$231.96	6.5%
Total	65.5%	57.7%	7.8	\$172.94	\$155.37	11.3%

CENTRAL

	Occupancy Percentage			Average Daily Rates		
	2023	2022	**Point Change	2023	2022	Variance
Property Size						
Under 50 rooms	59.7%	57.6%	2.2	\$160.82	\$151.51	6.1%
50-75 rooms	62.2%	61.4%	0.7	\$151.60	\$138.74	9.3%
76-125 rooms	67.9%	63.7%	4.2	\$169.35	\$151.40	11.9%
126-200 rooms	69.9%	61.0%	8.9	\$185.08	\$163.29	13.3%
201-500 rooms	68.7%	55.8%	12.8	\$231.81	\$210.74	10.0%
Over 500 rooms	69.1%	55.2%	13.9	\$282.59	\$254.14	11.2%
Total	67.9%	59.6%	8.4	\$202.51	\$179.89	12.6%
Property Type						
Limited Service	65.4%	62.3%	3.2	\$157.23	\$139.02	13.1%
Full Service	69.3%	57.4%	11.9	\$223.79	\$201.29	11.2%
Suite Hotel	75.2%	68.8%	6.4	\$204.06	\$176.16	15.8%
Resort	52.7%	46.5%	6.2	\$276.89	\$270.17	2.5%
Total	67.9%	59.6%	8.4	\$202.51	\$179.89	12.6%
Price Level						
Budget	60.1%	55.3%	4.8	\$131.30	\$119.38	10.0%
Mid-Price	69.9%	61.9%	8.0	\$187.80	\$164.89	13.9%
Upscale	65.1%	52.2%	12.9	\$320.02	\$304.84	5.0%
Total	67.9%	59.6%	8.4	\$202.51	\$179.89	12.6%

WESTERN

	Occupancy Percentage			Average Daily Rates		
	2023	2022	**Point Change	2023	2022	Variance
Property Size						
Under 50 rooms	56.3%	55.5%	0.8	\$135.81	\$127.88	6.2%
50-75 rooms	63.3%	60.9%	2.3	\$155.03	\$144.62	7.2%
76-125 rooms	65.8%	62.0%	3.8	\$160.96	\$148.22	8.6%
126-200 rooms	66.0%	59.4%	6.6	\$183.08	\$164.25	11.5%
201-500 rooms	65.2%	57.0%	8.2	\$241.14	\$219.63	9.8%
Over 500 rooms	73.1%	61.4%	11.7	\$412.37	\$381.93	8.0%
Total	65.3%	59.8%	5.5	\$195.81	\$177.30	10.4%
Property Type						
Limited Service	63.1%	59.5%	3.6	\$145.92	\$132.63	10.0%
Full Service	66.3%	58.8%	7.5	\$210.72	\$190.60	10.6%
Suite Hotel	75.0%	68.2%	6.8	\$197.41	\$174.28	13.3%
Resort	64.9%	61.4%	3.5	\$393.33	\$353.73	11.2%
Total	65.3%	59.8%	5.5	\$195.81	\$177.30	10.4%
Price Level						
Budget	59.9%	57.1%	2.8	\$134.86	\$120.42	12.0%
Mid-Price	66.0%	60.9%	5.1	\$174.93	\$158.92	10.1%
Upscale	67.7%	57.2%	10.5	\$359.41	\$339.93	5.7%
Total	65.3%	59.8%	5.5	\$195.81	\$177.30	10.4%

CANADA

	Occupancy Percentage			Average Daily Rates		
	2023	2022	**Point Change	2023	2022	Variance
Property Size						
Under 50 rooms	57.4%	56.2%	1.3	\$145.45	\$136.64	6.5%
50-75 rooms	62.4%	60.7%	1.7	\$152.60	\$141.01	8.2%
76-125 rooms	66.8%	62.5%	4.3	\$165.29	\$149.69	10.4%
126-200 rooms	68.0%	60.2%	7.8	\$183.28	\$163.27	12.3%
201-500 rooms	66.9%	56.1%	10.7	\$233.82	\$213.13	9.7%
Over 500 rooms	70.1%	56.8%	13.3	\$316.69	\$289.00	9.6%
Total	66.5%	59.5%	7.0	\$197.35	\$176.93	11.5%
Property Type						
Limited Service	64.2%	60.5%	3.7	\$151.70	\$136.08	11.5%
Full Service	67.8%	57.9%	10.0	\$215.67	\$194.24	11.0%
Suite Hotel	75.1%	68.6%	6.5	\$201.41	\$175.28	14.9%
Resort	60.0%	55.9%	4.0	\$352.51	\$325.71	8.2%
Total	66.5%	59.5%	7.0	\$197.35	\$176.93	11.5%
Price Level						
Budget	59.6%	55.8%	3.8	\$133.27	\$120.08	11.0%
Mid-Price	67.9%	61.2%	6.7	\$181.02	\$161.46	12.1%
Upscale	66.1%	54.5%	11.7	\$336.69	\$319.90	5.3%
Total	66.5%	59.5%	7.0	\$197.35	\$176.93	11.5%

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