Yellowknife Hotel Occupancy

| Occupancy |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
| 2017 | 72.4\% | 86.6\% | 81.4\% | 53.9\% | 52.4\% | 66.7\% | 58.4\% | 77.5\% | 91.2\% | 76.5\% | 73.9\% | 69.8\% |
| 2016 | 76.8\% | 79.5\% | 88.3\% | 59.1\% | 57.4\% | 72.3\% | 58.4\% | 73.3\% | 92.2\% | 68.7\% | 68.0\% | 69.5\% |
| \% Change | -5.7\% | 8.9\% | -7.8\% | -8.8\% | -8.7\% | -7.7\% | 0.0\% | 5.7\% | -1.1\% | 11.4\% | 8.8\% | 0.4\% |


| Average Daily Rate (ADR) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
| 2017 | \$164.82 | \$164.23 | \$165.61 | \$167.70 | \$153.96 | \$167.09 | \$160.82 | \$154.54 | \$163.06 | \$162.64 | \$151.51 | \$166.35 |
| 2016 | \$158.30 | \$164.27 | \$165.18 | \$166.20 | \$166.96 | \$167.60 | \$164.19 | \$166.04 | \$167.14 | \$166.69 | \$165.96 | \$166.72 |
| \% Change | 4.1\% | 0.0\% | 0.3\% | 0.9\% | -7.8\% | -0.3\% | -2.1\% | -6.9\% | -2.4\% | -2.4\% | -8.7\% | -0.2\% |


| Revenue Per Available Room (revPAR) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |  |
| $\mathbf{2 0 1 7}$ | $\$ 119.33$ | $\$ 142.17$ | $\$ 134.75$ | $\$ 90.46$ | $\$ 80.74$ | $\$ 111.45$ | $\$ 93.86$ | $\$ 119.84$ | $\$ 148.79$ | $\$ 124.38$ | $\$ 112.02$ | $\$ 116.07$ |  |
| $\mathbf{2 0 1 6}$ | $\$ 121.65$ | $\$ 130.63$ | $\$ 145.82$ | $\$ 98.27$ | $\$ 95.88$ | $\$ 121.21$ | $\$ 95.81$ | $\$ 121.63$ | $\$ 154.02$ | $\$ 114.54$ | $\$ 112.78$ | $\$ 115.83$ |  |
| \% Change | $-1.9 \%$ | $8.8 \%$ | $-7.6 \%$ | $-7.9 \%$ | $-15.8 \%$ | $-8.1 \%$ | $-2.0 \%$ | $-1.5 \%$ | $-3.4 \%$ | $8.6 \%$ | $-0.7 \%$ | $0.2 \%$ |  |


| Occupancy YTD |  |  |
| :---: | :---: | :---: |
| $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ |
| $77.4 \%$ | $72.9 \%$ | $71.6 \%$ |


| ADR YTD |  |  |
| :---: | :---: | :---: |
| $\mathbf{2 0 1 5}$ | 2016 | 2017 |
| $\$ 164.98$ | $\$ 165.05$ | $\$ 161.91$ |


| revPAR YTD |  |  |
| :---: | :---: | :---: |
| $\mathbf{2 0 1 5}$ | 2016 | 2017 |
| $\$ 127.69$ | $\$ 120.37$ | $\$ 115.92$ |

## Methodology notes:

1. Data is collected by STR Inc. Participant Hotels: Coast Fraser Tower, Days Inn \& Suites, Explorer Hotel, Quality Inn \& Suites, Super 8 Yellowknife, Stanton Suites Hotel. Data represents $40 \%$ of available rooms in the City of Yellowknife.
2. Occupancy is the percentage of hotel rooms occupied during a specific time period, omitting rooms not available due to renovations or other reasons.
3. Average Daily Room Rate measures a hotel's pricing scale. It is calculated by dividing total revenue for a period by the total number of occupied room nights during the same period.
4. Revenue Per Available Room calculates the average daily revenue per available room. It is calculated by dividing a hotel's total revenue for a period by the total number of available rooms during the same period. Rooms which are not available due to renovations or other reasons are omitted.
