



**WELCOME
MEMBERS & GUESTS**



Date	Time	Location
Thursday Sep 15th, 2022	2:30 PM - 3:30 PM with reception to follow	The Westin Harbour Castle Hotel, Metro West ballroom 1 Harbour Square, Toronto, ON M5J 1A6

Hotel Industry Tourism Outlook



Tim Reardon
Chair, GTHA Board of Directors

 GREATER TORONTO
HOTEL ASSOCIATION

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Compliance Policy

The GTHA has adopted a competition compliance policy and is vigilant in ensuring that all of its actions are in compliance with Canadian competition law.

We remind our members that, as competitors, they should not discuss any issues relating to pricing or future individual hotel marketing or strategic plans during this meeting, or at any time.



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CBRE Hotels



Nicole Nguyen

Senior Director, CBRE Limited | CBRE Hotels

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Greater Toronto Hotel Association

2023 Outlook

September 15, 2022



Agenda & Today's Speaker

-
1. Economic & Travel Outlooks for the GTA
 2. Greater Toronto Market Outlooks
 3. Ontario Market Outlook
 4. National Outlook
 5. Q&A



Nicole Nguyen

**Senior Director,
CBRE Hotels**

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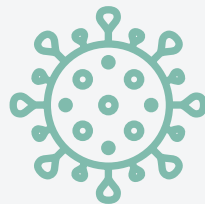
[LinkedIn](#)

Underlying Assumptions

The CBRE Hotels Canadian Accommodation Outlook is based on the following underlying assumptions.



September 8, 2022



No Lockdowns



No Further Travel Restrictions



Continued Moderate Economic Growth



Corporate & Meeting Conference Travel Returns

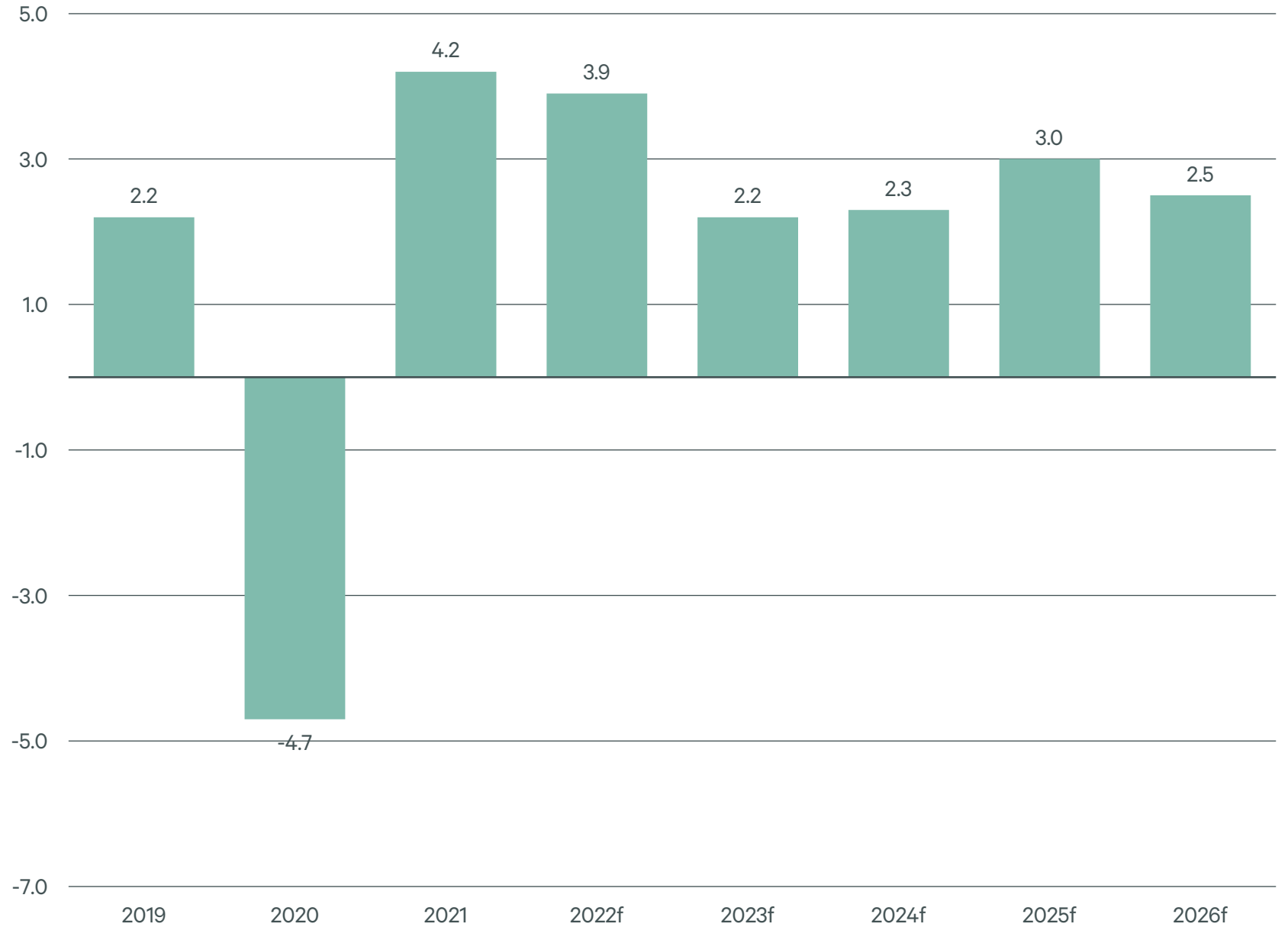
Economic & Travel Outlooks for the GTA

1



Toronto's Projected GDP Growth

Source: Oxford Economics, 2022



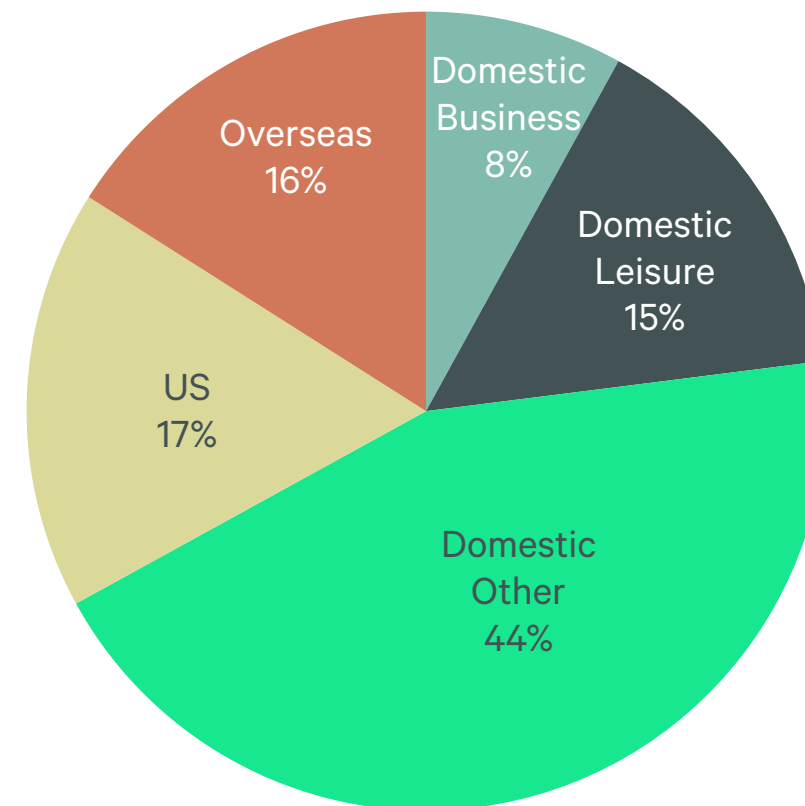
Toronto Travel Indicators

Source: Conference Board of
Canada, Spring 2022

Toronto Overnight Visits, 2022-2024F (000s)

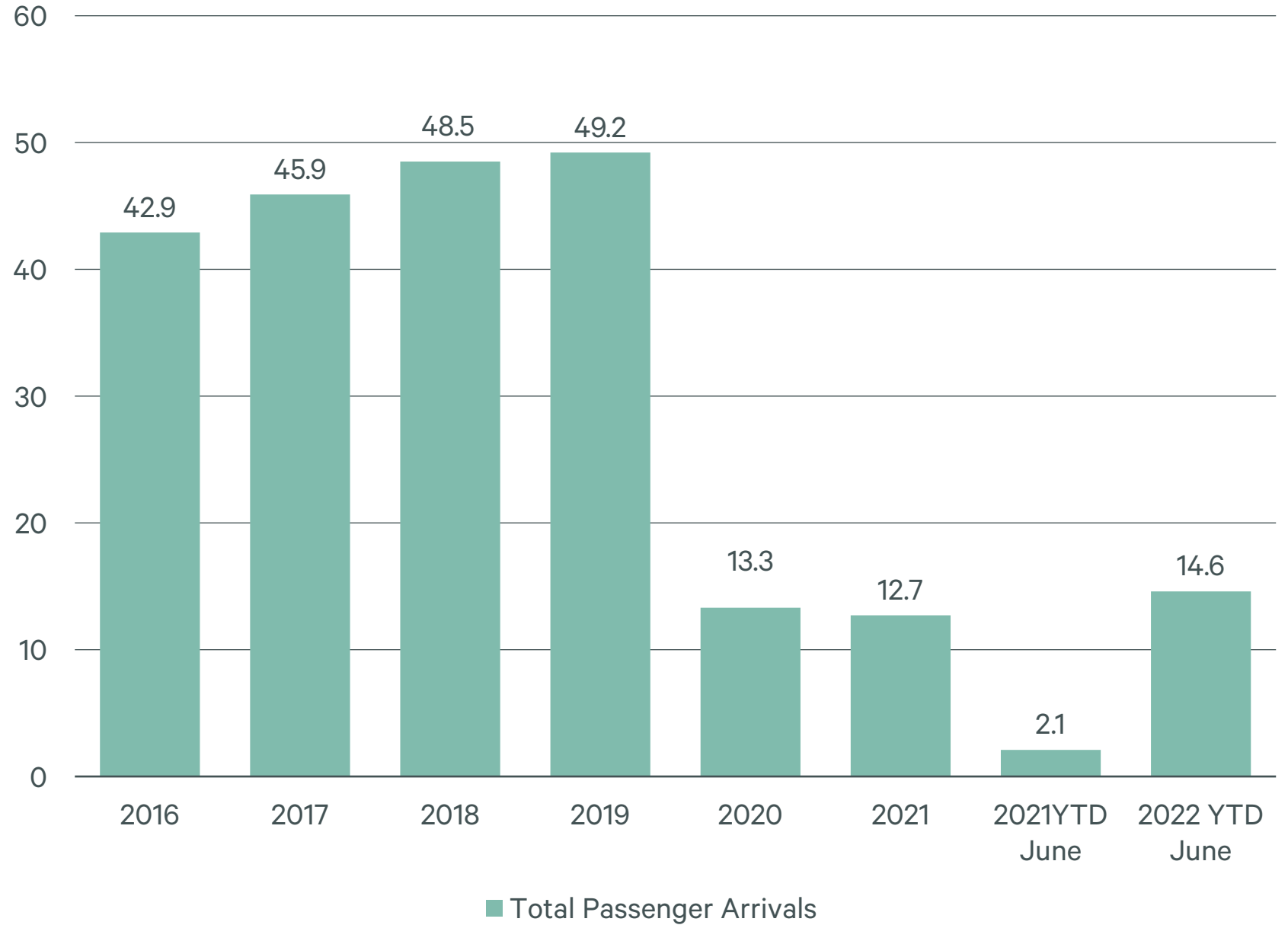
	2022F	2023F	2024F
Domestic – Business	946	1,002	1,088
	87.6%	6.0%	8.5%
Domestic – Leisure	1,577	1,876	1,970
	8.2%	19.0%	5.0%
Domestic – Other	4,810	5,352	5,220
	47.3%	11.3%	-2.5%
US	1,363	2,030	2,398
	118.4%	48.9%	18.1%
Overseas	1,011	1,899	2,193
	209.4%	87.8%	15.4%
Total Overnight Visits	9,707	12,160	12,867
	57.1%	25.3%	5.8%

Toronto Travel Breakdown, 2023



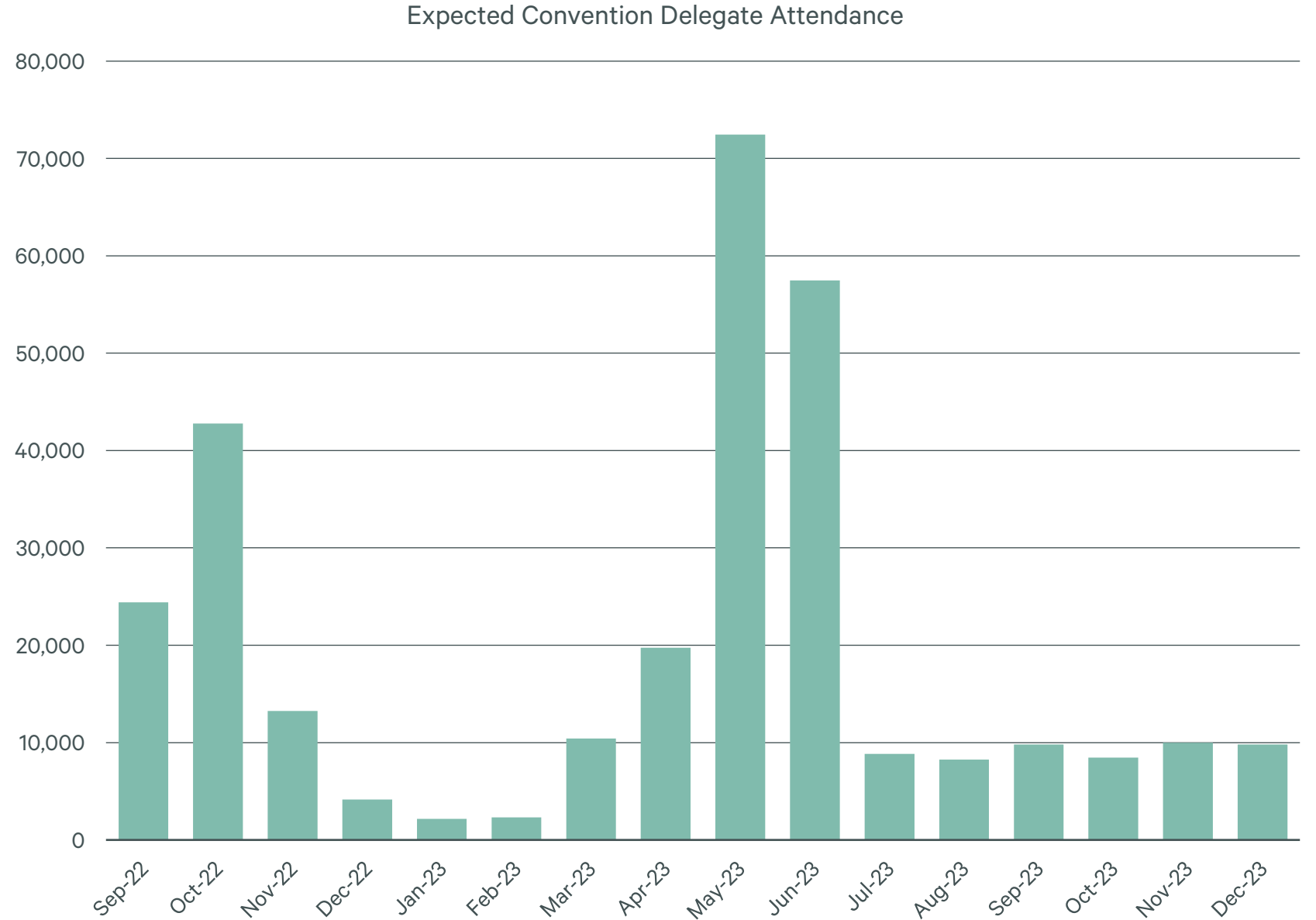
Toronto Pearson Air Passenger Traffic

Source: Statistics Canada, GTAA,
Ports Toronto



Citywide Conventions on the Books

Source: Destination Toronto



Greater Toronto Market Outlooks

2



Downtown Toronto 2022/2023 Supply

1. 1 Hotel Toronto
2. ACE Hotel
3. Canopy by Hilton Toronto Yorkville
4. Drake Hotel Toronto (Expansion)
5. Hampton Inn & Suites Toronto Downtown
6. Hyatt Place on Jarvis
7. Park Hyatt - Toronto
8. King Blue Hotel Toronto
9. Super 8 Toronto - CLOSED
10. W Toronto

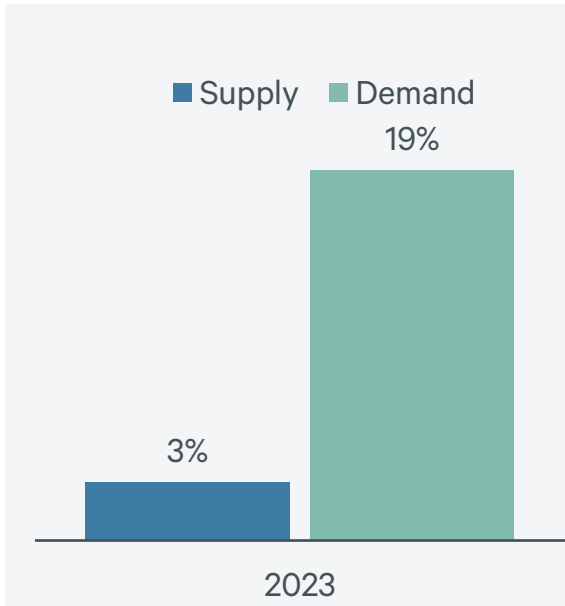


Downtown Toronto

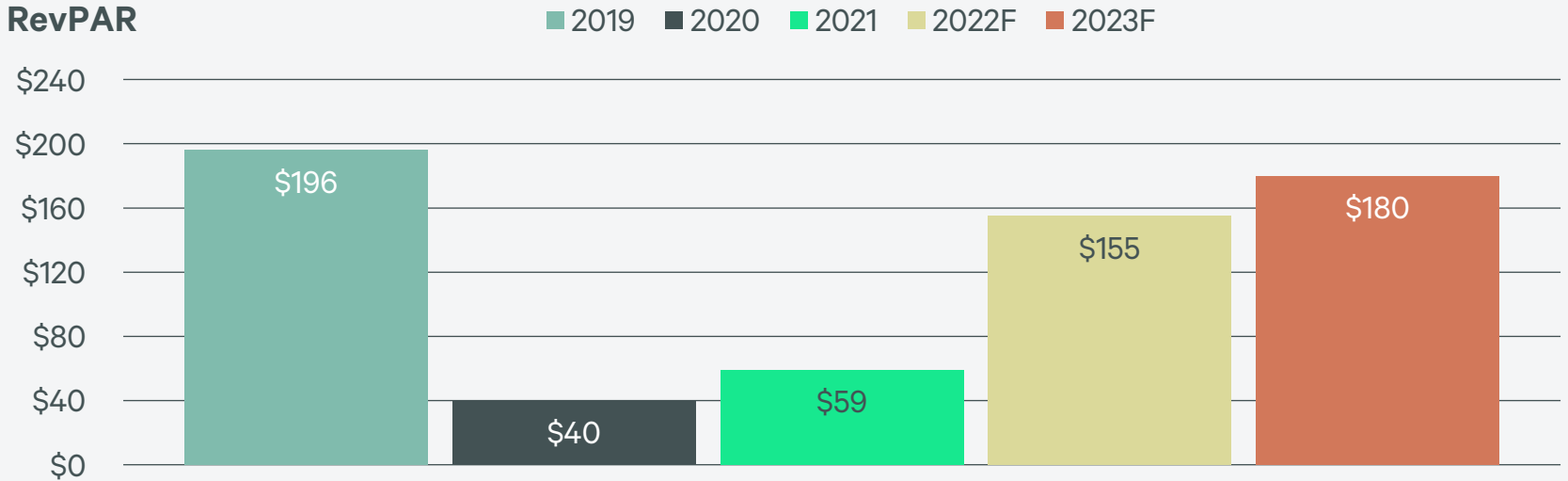
16%

RevPAR Growth vs 2022

	2019	2020	2021	2022F	2023F
Occupancy	78%	20%	31%	59%	68%
ADR	\$252	\$203	\$191	\$264	\$265
RevPAR	\$196	\$40	\$59	\$155	\$180

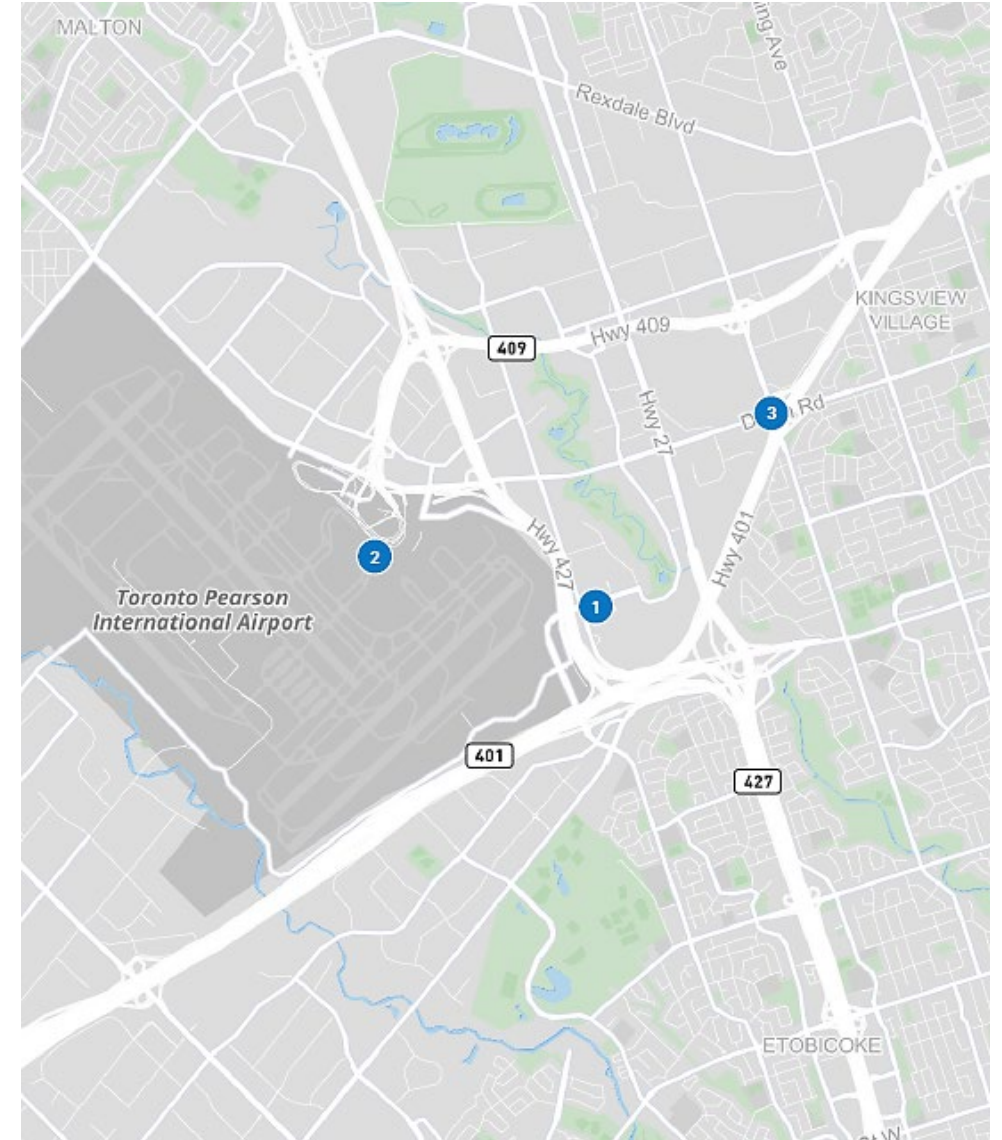


RevPAR



Toronto Airport 2022/2023 Supply

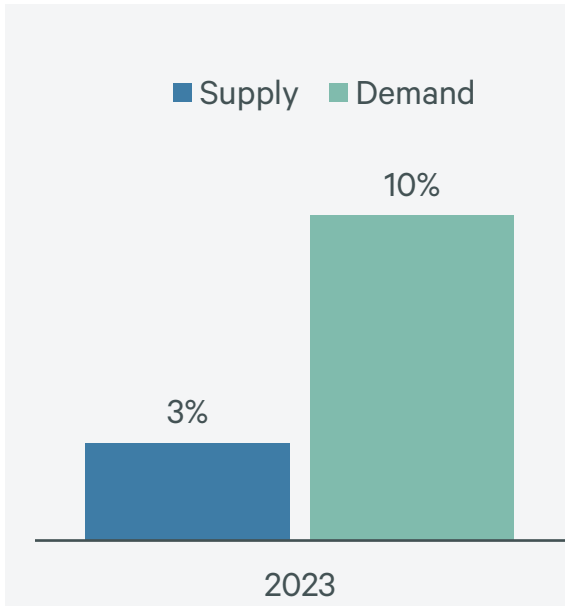
1. Holiday Inn Express & Suites
Toronto Airport South
2. Sheraton Gateway Hotel -
Toronto Airport
3. Staybridge Suites Toronto
Airport East



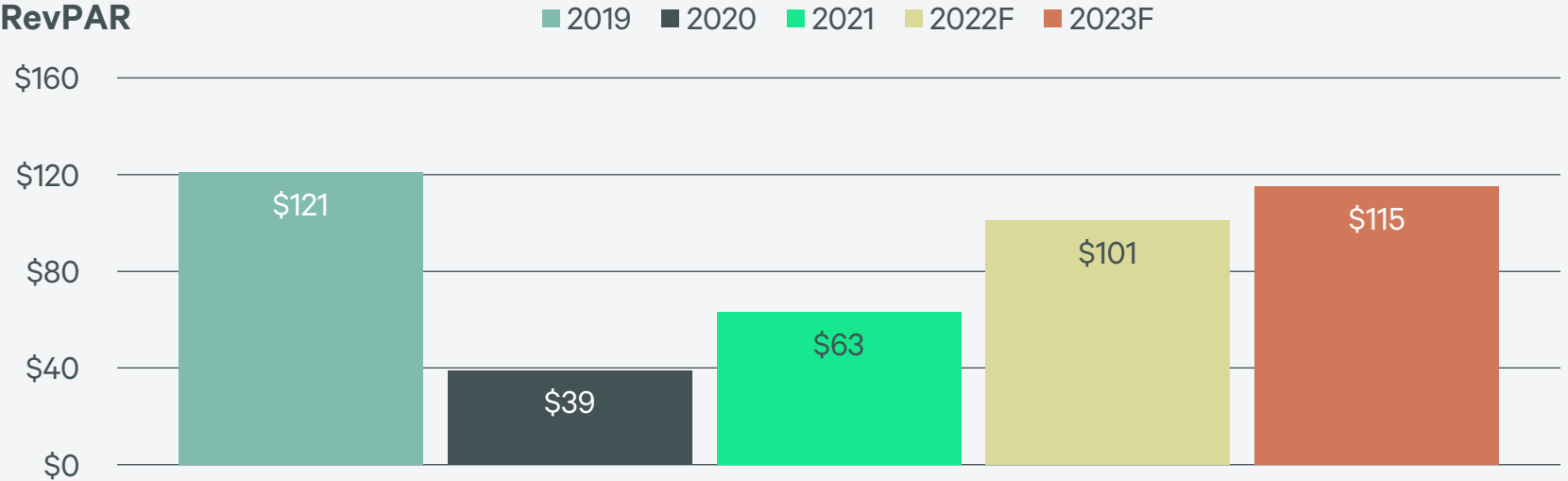
Toronto Airport 13%

RevPAR Growth vs 2022

	2019	2020	2021	2022F	2023F
Occupancy	78%	29%	49%	68%	72%
ADR	\$156	\$132	\$128	\$150	\$159
RevPAR	\$121	\$39	\$63	\$101	\$115

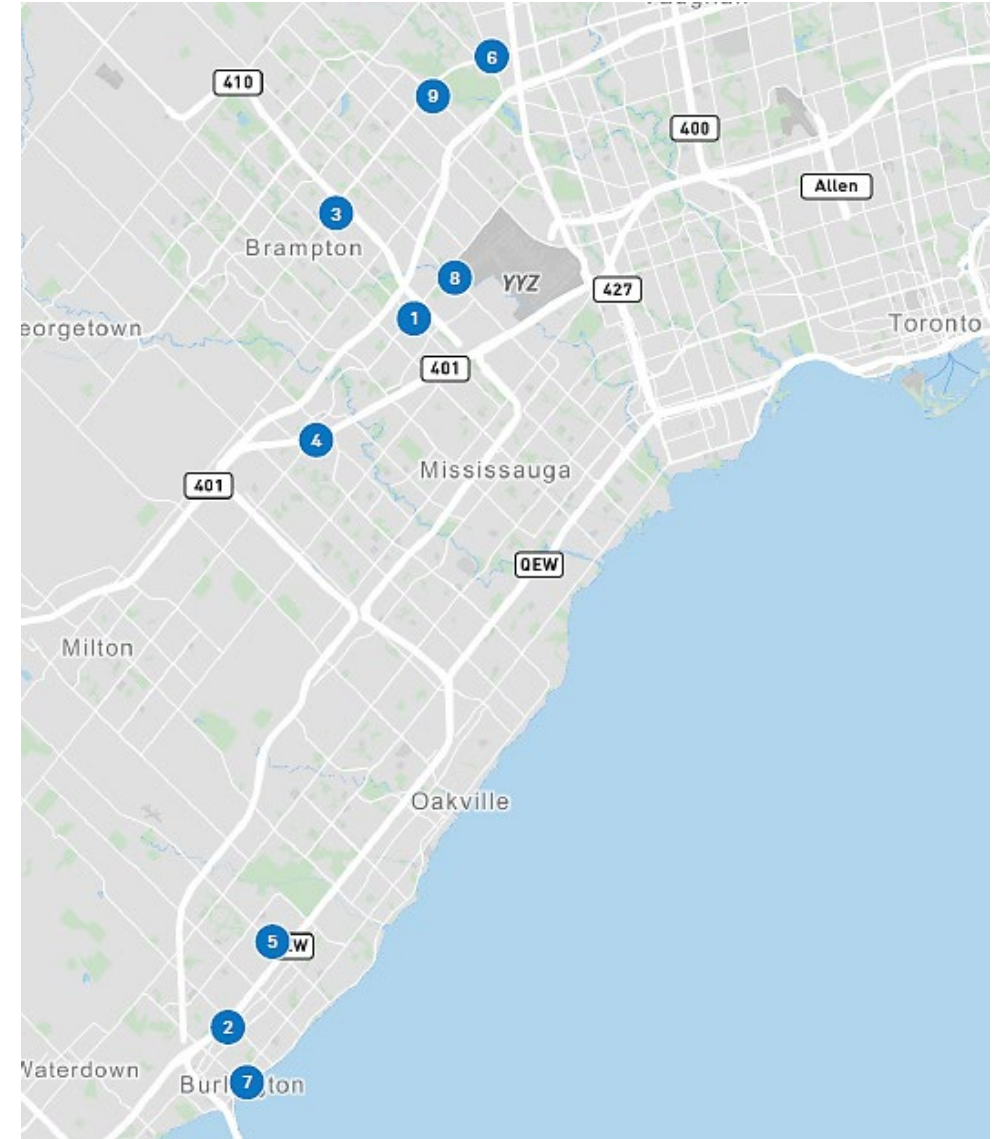


RevPAR



GTA West 2022/2023 Supply

1. Bloom Mississauga, Tapestry Collection by Hilton
2. Canada's Best Value Inn - Burlington/Hamilton - CLOSED
3. Comfort Inn - Brampton - CLOSED
4. Courtyard by Marriott - Toronto Mississauga/Meadowvale
5. Hampton Inn & Suites - Burlington
6. Hyatt Place Toronto/Brampton
7. The Pearle Hotel & Spa, Autograph Collection
8. Tru by Hilton Toronto Airport West
9. TownePlace Suites Brampton

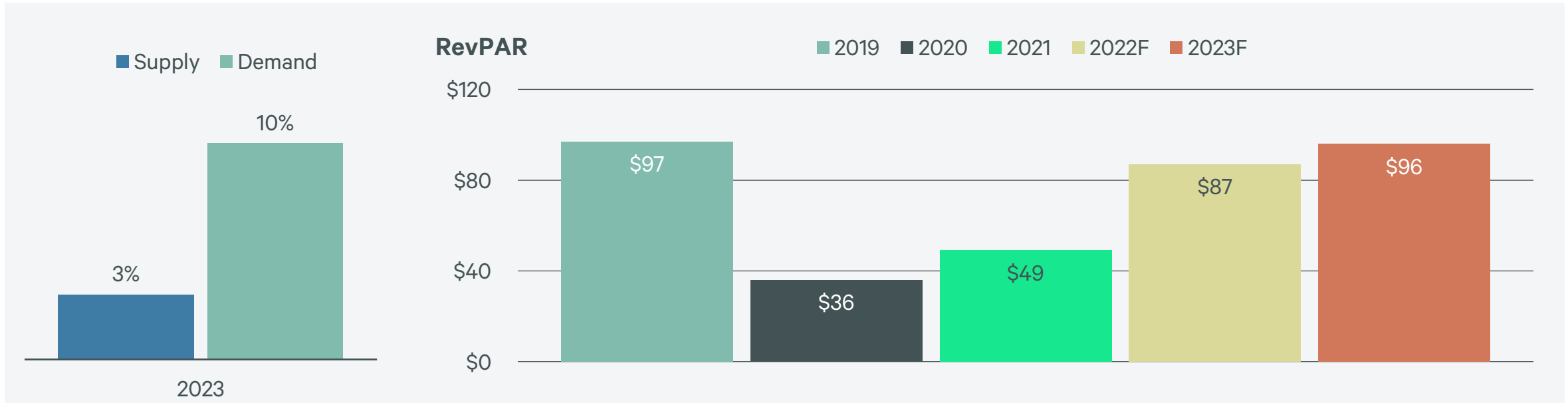


GTA West

10%

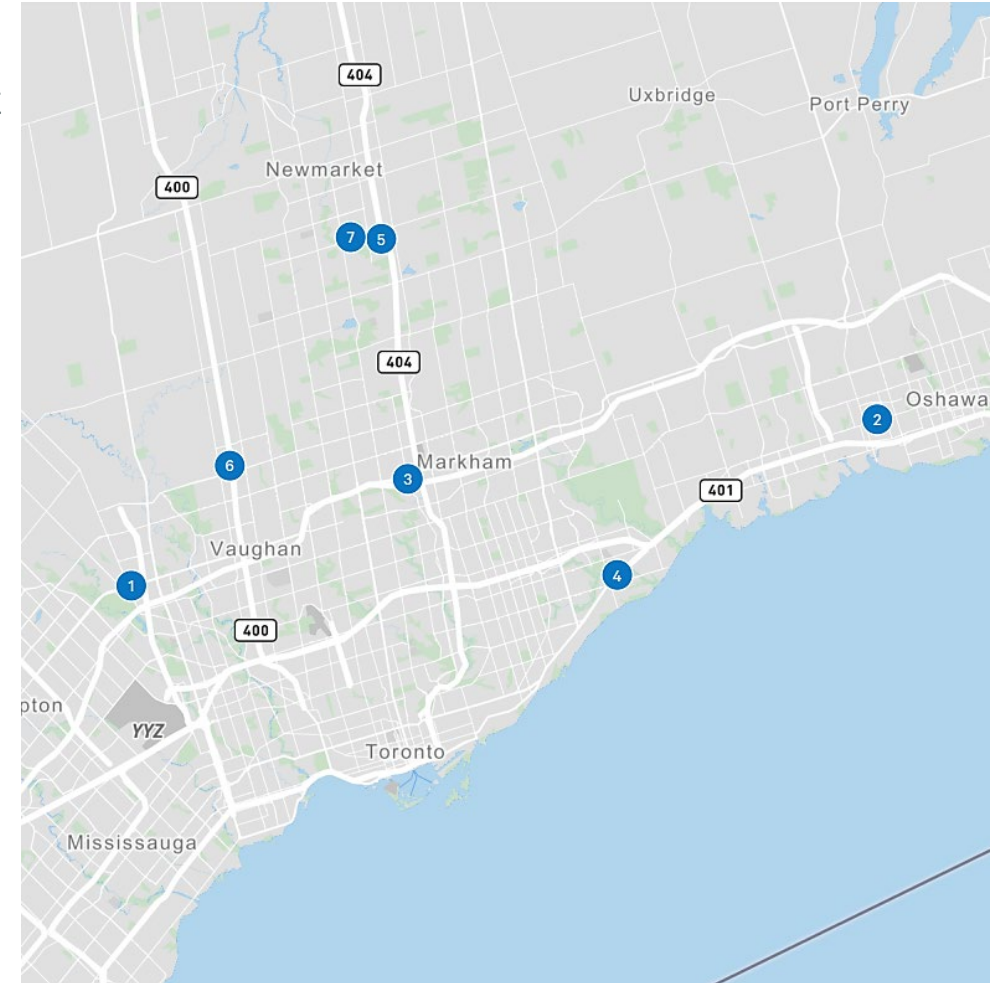
RevPAR Growth vs 2022

	2019	2020	2021	2022F	2023F
Occupancy	72%	34%	47%	64%	68%
ADR	\$134	\$107	\$104	\$136	\$140
RevPAR	\$97	\$36	\$49	\$87	\$96



GTA East/North 2022/2023 Supply

1. Avid Toronto Vaughan Southwest
2. Canadiana Inn - Whitby -
CLOSED
3. Courtyard by Marriott - Toronto
Markham (Renovations)
4. Grand Motel - Scarborough -
CLOSED
5. Holiday Inn Express - Aurora
6. Holiday Inn Express &
Suites/Candlewood Toronto-
Vaughan North
7. Microtel Inn & Suites - Aurora

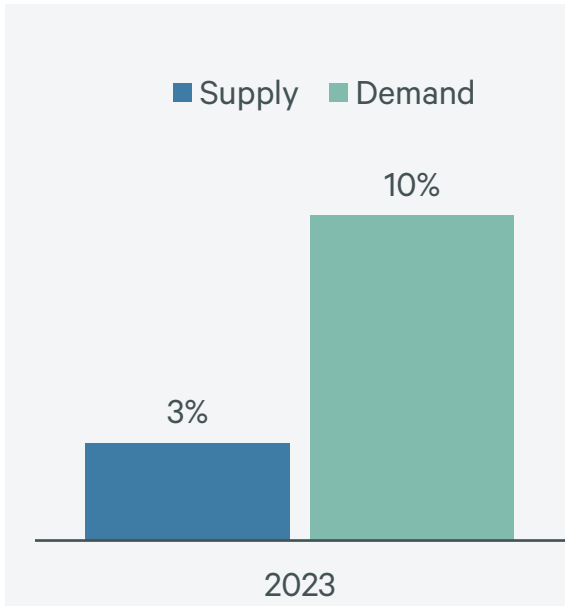


GTA East/North

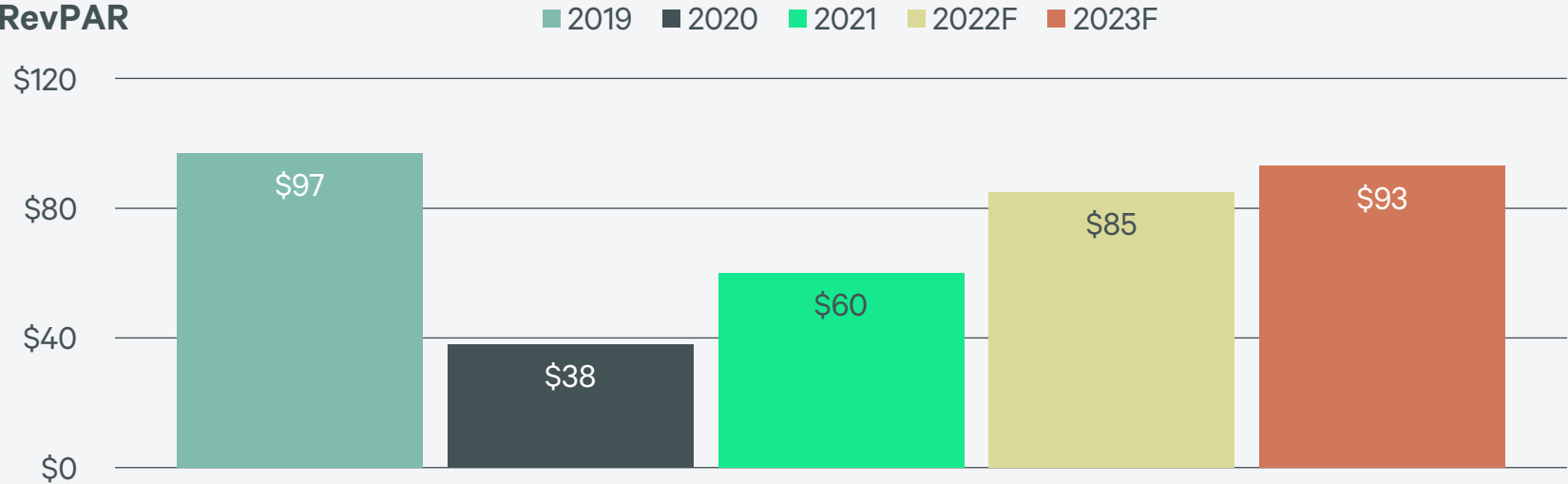
9%

RevPAR Growth vs 2022

	2019	2020	2021	2022F	2023F
Occupancy	70%	34%	57%	60%	64%
ADR	\$139	\$110	\$106	\$142	\$144
RevPAR	\$97	\$38	\$60	\$85	\$93



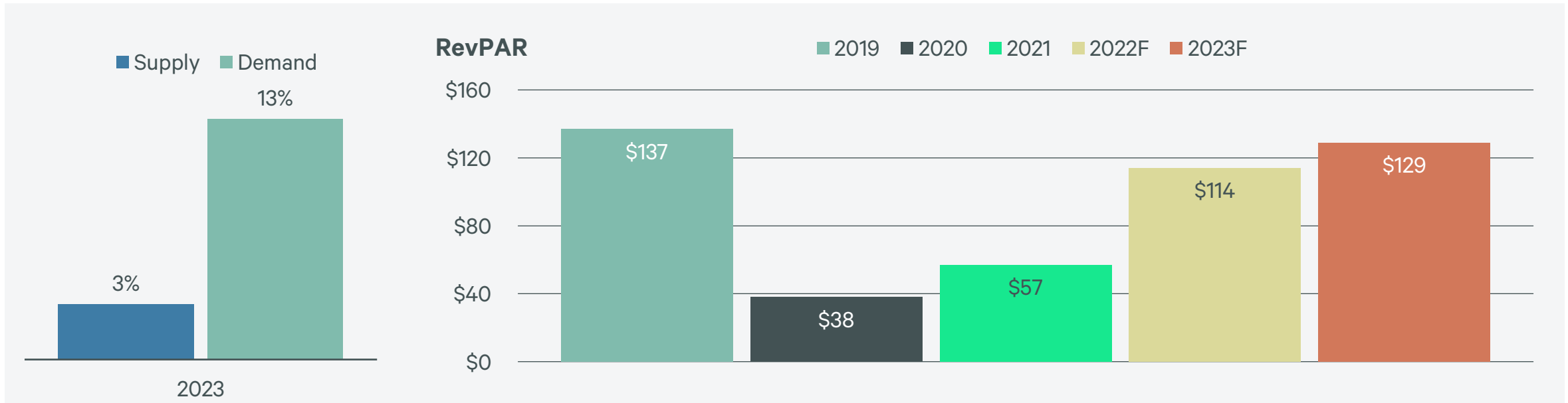
RevPAR



Overall Toronto 13%

RevPAR Growth vs 2022

	2019	2020	2021	2022F	2023F
Occupancy	74%	28%	44%	62%	68%
ADR	\$184	\$138	\$130	\$182	\$188
RevPAR	\$137	\$38	\$57	\$114	\$129



North American Major City Comparison 2023

Toronto = GTA Overall Market

Source: CBRE Hotels

* Currency Exchange based on Bank
of Canada rate \$1.2535

	Occ %	%Change	ADR (USD)	% Change	RevPAR (USD)	% Change
New York	78%	9%	\$265	3%	\$207	12%
Boston	70%	6%	\$208	5%	\$146	11%
Chicago	66%	10%	\$151	4%	\$99	14%
Toronto	68%	6%	*\$150	3%	*\$103	13%
Toronto \$CAD	68%	6%	\$188	3%	\$129	13%

Ontario Market Outlook

3



Ontario Hotel Supply

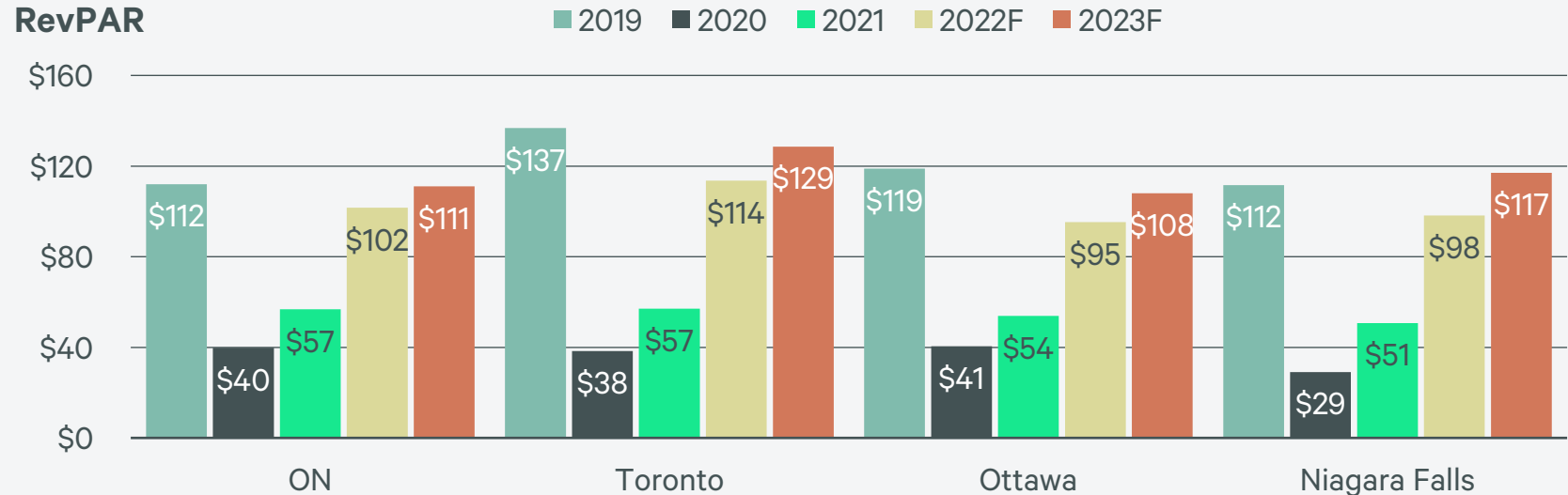
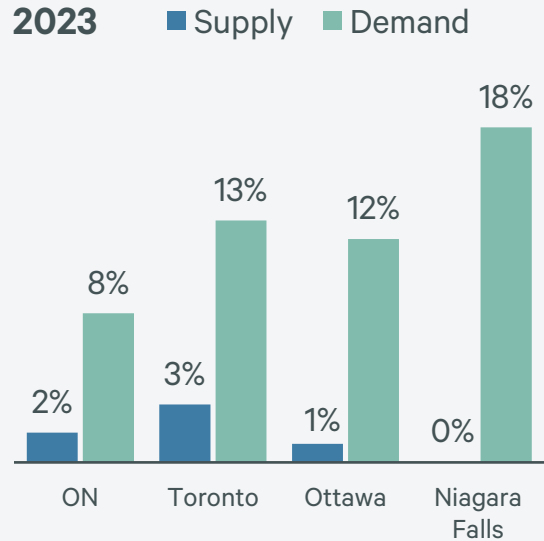


Ontario

9%

RevPAR Growth vs 2022

	2019	2020	2021	2022F	2023F
Occupancy	69%	32%	44%	62%	65%
ADR	\$163	\$126	\$129	\$165	\$170
RevPAR	\$112	\$40	\$57	\$102	\$111



ON Major Market Outlooks

		2019	2020	2021	2022F	2023 F
Toronto	Occupancy	74%	28%	44%	62%	68%
	ADR	\$184	\$138	\$130	\$182	\$188
	RevPAR	\$137	\$38	\$57	\$114	\$129
Ottawa	Occupancy	71%	30%	41%	59%	65%
	ADR	\$167	\$136	\$131	\$163	\$167
	RevPAR	\$119	\$41	\$54	\$95	\$108
Niagara Falls	Occupancy	67%	25%	33%	52%	61%
	ADR	\$168	\$116	\$156	\$189	\$191
	RevPAR	\$112	\$29	\$51	\$98	\$117

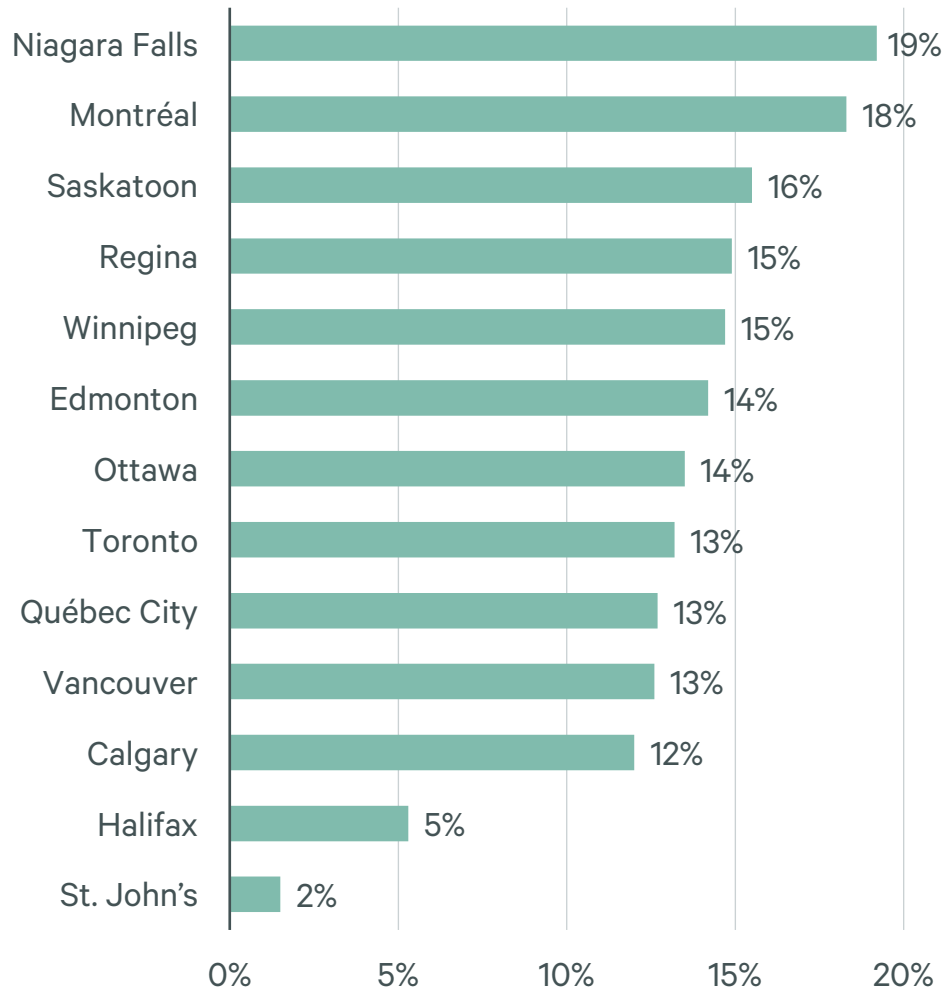
National Outlook

4



2023 Major Market Outlooks RevPAR Projection

2023 RevPAR Growth over 2022



2023 RevPAR Projection Ranking

	RevPAR \$
Vancouver	\$182
Montréal	\$135
Toronto	\$129
Québec City	\$128
Niagara Falls	\$117
Ottawa	\$108
Halifax	\$108
Winnipeg	\$96
Calgary	\$91
Saskatoon	\$78
St. John's	\$76
Edmonton	\$72
Regina	\$70

2023 to 2025 Canadian Outlook

	Indicator			Year Over Year Change				
	Occ	ADR	RevPAR	Supply	Demand	Occ	ADR	RevPAR
HISTORIC								
2019	65%	\$163	\$106	1.4%	0.8%	-1 pt	5%	5%
2020	30%	\$128	\$39	0.7%	-53%	-35 pts	-21%	-64%
2021	42%	\$135	\$57	0.5%	40%	12 pts	6%	47%
OUTLOOK								
2022	58%	\$165	\$97	0.6%	40%	16 pts	22%	70%
2023	63%	\$171	\$107	1.2%	8%	5 pts	4%	11%
2024	64%	\$176	\$113	0.8%	3%	1 pt	3%	5%
2025	65%	\$181	\$118	0.6%	2%	1 pt	3%	4%



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