

**Report for May 2018****All TIA Regions**

## All Regions

Month	Occupancy	ADR	RevPar
May-16	74.10%	\$152.02	\$112.72
May-17	76.10%	\$168.40	\$128.23
May-18	74.80%	\$170.99	\$127.92
<b>2017/2018 month comparison</b>	<b>-1.30%</b>	<b>\$2.59</b>	<b>-\$0.31</b>
May-16	84.60%	\$171.10	\$144.68
May-17	84.40%	\$191.66	\$161.75
May-18	84.00%	\$202.68	\$170.18
<b>2017/2018 YTD Comparison</b>	<b>-0.40%</b>	<b>\$11.02</b>	<b>\$8.43</b>
May-14	73.50%	\$141.86	\$104.25
May-15	77.30%	\$149.92	\$115.93
May-16	80.20%	\$162.82	\$130.56
May-17	80.80%	\$180.74	\$146.05
May-18	81.00%	\$195.36	\$158.31
<b>2017/2018 YE Comparison</b>	<b>0.20%</b>	<b>\$14.62</b>	<b>\$12.26</b>

## Auckland

Month	Occupancy	ADR	RevPar
May-16	83.10%	\$165.24	\$137.26
May-17	87.50%	\$192.21	\$168.23
May-18	82.40%	\$191.72	\$157.94
<b>2017/2018 month comparison</b>	<b>-5.10%</b>	<b>-\$0.49</b>	<b>-\$10.29</b>
May-16	88.30%	\$183.48	\$162.10
May-17	89.40%	\$214.35	\$191.58
May-18	86.00%	\$221.84	\$190.71
<b>2017/2018 YTD Comparison</b>	<b>-3.40%</b>	<b>\$7.49</b>	<b>-\$0.87</b>
May-14	79.70%	\$143.36	\$114.32
May-15	83.00%	\$155.58	\$129.20
May-16	85.20%	\$171.43	\$146.00
May-17	87.00%	\$196.75	\$171.12
May-18	85.10%	\$213.27	\$181.42
<b>2017/2018 YE Comparison</b>	<b>-1.90%</b>	<b>\$16.52</b>	<b>\$10.30</b>

## Central Park

Month	Occupancy	ADR	RevPar
May-16	50.20%	\$148.03	\$74.30
May-17	51.00%	\$159.33	\$81.18
May-18	47.90%	\$159.01	\$76.19
<b>2017/2018 month comparison</b>	<b>-3.10%</b>	<b>-\$0.32</b>	<b>-\$4.99</b>
May-16	67.20%	\$170.44	\$114.45
May-17	72.80%	\$181.37	\$132.02
May-18	70.90%	\$178.35	\$126.44
<b>2017/2018 YTD Comparison</b>	<b>-1.90%</b>	<b>-\$3.02</b>	<b>-\$5.58</b>
May-14	54.50%	\$157.21	\$85.64
May-15	57.80%	\$162.01	\$93.64
May-16	59.90%	\$166.39	\$99.66
May-17	66.00%	\$175.14	\$115.52
May-18	66.10%	\$177.20	\$117.18
<b>2017/2018 YE Comparison</b>	<b>0.10%</b>	<b>\$2.06</b>	<b>\$1.66</b>

## Christchurch

Month	Occupancy	ADR	RevPar
May-16	69.90%	\$146.58	\$102.39
May-17	68.80%	\$147.08	\$101.15
May-18	68.80%	\$145.13	\$99.81
<b>2017/2018 month comparison</b>	<b>0.00%</b>	<b>-\$1.95</b>	<b>-\$1.34</b>
May-16	82.90%	\$157.21	\$130.37
May-17	79.80%	\$162.18	\$129.40
May-18	83.70%	\$167.62	\$140.35
<b>2017/2018 YTD Comparison</b>	<b>3.90%</b>	<b>\$5.44</b>	<b>\$10.95</b>
May-14	72.70%	\$160.23	\$116.46
May-15	76.10%	\$157.06	\$119.46
May-16	78.30%	\$155.14	\$121.44
May-17	75.00%	\$159.77	\$119.77
May-18	77.60%	\$161.43	\$125.25
<b>2017/2018 YE Comparison</b>	<b>2.60%</b>	<b>\$1.66</b>	<b>\$5.48</b>

## Dunedin

Month	Occupancy	ADR	RevPar
May-16	69.30%	\$136.71	\$94.76
May-17	64.10%	\$135.18	\$86.67
May-18	74.10%	\$144.34	\$106.91
<b>2017/2018 month comparison</b>	<b>10.00%</b>	<b>\$9.16</b>	<b>\$20.24</b>
May-16	80.60%	\$139.86	\$112.74
May-17	74.80%	\$141.82	\$106.11
May-18	79.10%	\$157.81	\$124.81
<b>2017/2018 YTD Comparison</b>	<b>4.30%</b>	<b>\$15.99</b>	<b>\$18.70</b>
May-14	72.00%	\$125.22	\$90.21
May-15	76.10%	\$130.75	\$99.46
May-16	75.30%	\$135.94	\$102.30
May-17	69.30%	\$138.20	\$95.81
May-18	71.20%	\$148.32	\$105.56
<b>2017/2018 YE Comparison</b>	<b>1.90%</b>	<b>\$10.12</b>	<b>\$9.75</b>

## Nelson-Marlborough

Month	Occupancy	ADR	RevPar
May-16	60.50%	\$128.09	\$77.49
May-17	62.20%	\$127.69	\$79.46
May-18	68.70%	\$138.99	\$95.48
<b>2017/2018 month comparison</b>	<b>6.50%</b>	<b>\$11.30</b>	<b>\$16.02</b>
May-16	79.20%	\$153.59	\$121.64
May-17	79.60%	\$155.35	\$123.67
May-18	82.10%	\$160.07	\$131.36
<b>2017/2018 YTD Comparison</b>	<b>2.50%</b>	<b>\$4.72</b>	<b>\$7.69</b>
May-14	59.00%	\$140.55	\$82.95
May-15	64.00%	\$146.07	\$93.48
May-16	66.00%	\$147.53	\$97.34
May-17	71.50%	\$146.96	\$105.14
May-18	73.40%	\$149.26	\$109.49
<b>2017/2018 YE Comparison</b>	<b>1.90%</b>	<b>\$2.30</b>	<b>\$4.35</b>

## Queenstown

Month	Occupancy	ADR	RevPar
May-16	66.80%	\$145.50	\$97.14

May-17	66.60%	\$161.46	\$107.61
May-18	69.80%	\$178.10	\$124.24
<b>2017/2018 month comparison</b>	<b>3.20%</b>	<b>\$16.64</b>	<b>\$16.63</b>
May-16	86.70%	\$190.84	\$165.47
May-17	84.40%	\$221.87	\$187.23
May-18	87.30%	\$258.20	\$225.39
<b>2017/2018 YTD Comparison</b>	<b>2.90%</b>	<b>\$36.33</b>	<b>\$38.16</b>
May-14	69.40%	\$147.69	\$102.56
May-15	75.90%	\$155.44	\$117.98
May-16	81.60%	\$177.98	\$145.32
May-17	81.80%	\$207.67	\$169.84
May-18	83.80%	\$241.23	\$202.08
<b>2017/2018 YE Comparison</b>	<b>2.00%</b>	<b>\$33.56</b>	<b>\$32.24</b>

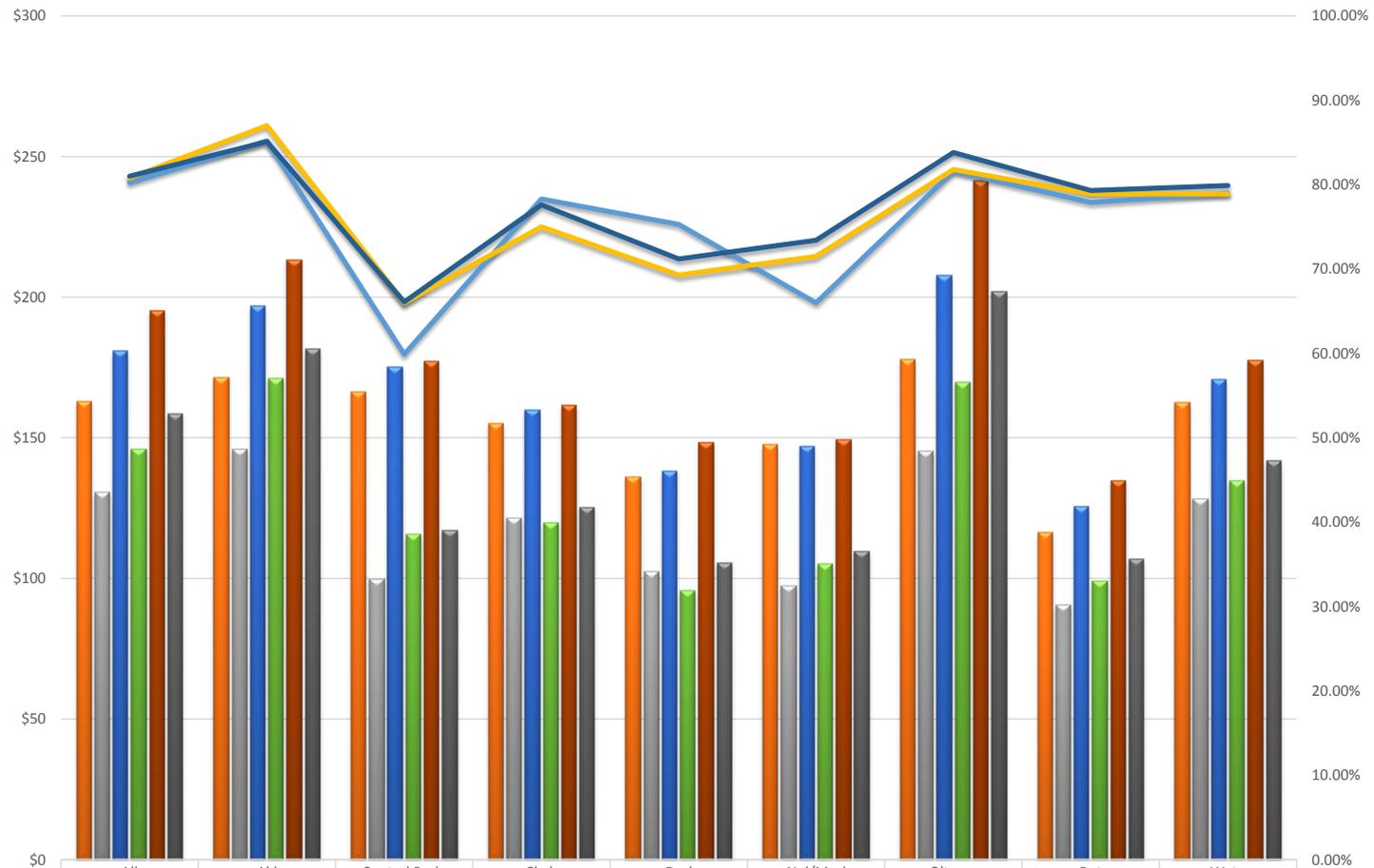
Rotorua

Month	Occupancy	ADR	RevPar
May-16	72.70%	\$107.31	\$78.01
May-17	72.10%	\$110.90	\$79.98
May-18	70.70%	\$116.28	\$82.23
<b>2017/2018 month comparison</b>	<b>-1.40%</b>	<b>\$5.38</b>	<b>\$2.25</b>
May-16	85.00%	\$121.85	\$103.62
May-17	83.60%	\$131.93	\$110.27
May-18	84.90%	\$141.12	\$119.76
<b>2017/2018 YTD Comparison</b>	<b>1.30%</b>	<b>\$9.19</b>	<b>\$9.49</b>
May-14	68.90%	\$100.68	\$69.35
May-15	74.20%	\$104.79	\$77.75
May-16	77.90%	\$116.14	\$90.44
May-17	78.90%	\$125.50	\$99.04
May-18	79.30%	\$134.82	\$106.92
<b>2017/2018 YE Comparison</b>	<b>0.40%</b>	<b>\$9.32</b>	<b>\$7.88</b>

Wellington

Month	Occupancy	ADR	RevPar
May-16	75.30%	\$157.57	\$118.69
May-17	79.90%	\$168.14	\$134.28
May-18	78.10%	\$169.22	\$132.13
<b>2017/2018 month comparison</b>	<b>-1.80%</b>	<b>\$1.08</b>	<b>-\$2.15</b>
May-16	81.60%	\$167.50	\$136.72
May-17	82.80%	\$172.86	\$143.06
May-18	80.50%	\$174.78	\$140.64
<b>2017/2018 YTD Comparison</b>	<b>-2.30%</b>	<b>\$1.92</b>	<b>-\$2.42</b>
May-14	73.80%	\$145.07	\$107.02
May-15	76.00%	\$151.64	\$115.32
May-16	79.00%	\$162.45	\$128.35
May-17	78.90%	\$170.74	\$134.75
May-18	79.90%	\$177.44	\$141.74
<b>2017/2018 YE Comparison</b>	<b>1.00%</b>	<b>\$6.70</b>	<b>\$6.99</b>

### Year Ending May 2018 – TIA NZ Hotels Performance by Region



ADR 2016	\$163	\$171	\$166	\$155	\$136	\$148	\$178	\$116	\$162
REVPAR 2016	\$131	\$146	\$100	\$121	\$102	\$97	\$145	\$90	\$128
ADR 2017	\$181	\$197	\$175	\$160	\$138	\$147	\$208	\$126	\$171
REVPAR 2017	\$146	\$171	\$116	\$120	\$96	\$105	\$170	\$99	\$135
ADR 2018	\$195	\$213	\$177	\$161	\$148	\$149	\$241	\$135	\$177
REVPAR 2018	\$158	\$181	\$117	\$125	\$106	\$109	\$202	\$107	\$142
Occupancy 2016	80.20%	85.20%	59.90%	78.30%	75.30%	66.00%	81.60%	77.90%	79.00%
Occupancy 2017	80.80%	87.00%	66.00%	75.00%	69.30%	71.50%	81.80%	78.90%	78.90%
Occupancy 2018	81.00%	85.10%	66.10%	77.60%	71.20%	73.40%	83.80%	79.30%	79.90%

■ ADR 2016   
 ■ REVPAR 2016   
 ■ ADR 2017   
 ■ REVPAR 2017   
 ■ ADR 2018   
 ■ REVPAR 2018   
 — Occupancy 2016   
 — Occupancy 2017   
 — Occupancy 2018

**TIA Statistics**  
**Report for May 2018**  
All TIA Regions

Occupancy Rate

Month	3.0	3.5	4.0	4.5	5.0	All Hotels
May-14	82.30%	63.00%	63.30%	73.30%	68.50%	68.70%
May-15	78.10%	68.10%	69.50%	75.80%	70.20%	72.30%
May-16	61.10%	70.60%	75.10%	75.70%	74.00%	74.10%
May-17	72.70%	71.60%	74.30%	78.30%	77.40%	76.10%
May-18	69.10%	73.90%	72.90%	76.90%	74.10%	74.80%

Average Daily Rate

Month	3.0	3.5	4.0	4.5	5.0	All Hotels
May-14	\$81.97	\$101.88	\$109.84	\$137.72	\$185.79	\$134.33
May-15	\$86.45	\$104.03	\$116.57	\$143.79	\$201.64	\$141.01
May-16	\$95.23	\$111.89	\$123.75	\$157.12	\$213.68	\$152.02
May-17	\$96.18	\$123.10	\$137.90	\$176.32	\$233.71	\$168.40
May-18	\$96.13	\$122.88	\$137.93	\$177.27	\$233.48	\$170.99

RevPAR

Month	3.0	3.5	4.0	4.5	5.0	All Hotels
May-14	\$67.45	\$64.18	\$69.50	\$100.95	\$127.35	\$92.33
May-15	\$67.55	\$70.88	\$81.03	\$109.05	\$141.64	\$102.01
May-16	\$58.14	\$79.04	\$92.95	\$118.87	\$158.01	\$112.72
May-17	\$69.89	\$88.17	\$102.51	\$138.13	\$180.98	\$128.23
May-18	\$66.41	\$90.84	\$100.59	\$136.36	\$172.97	\$127.92

Occupancy Rate

Quarter Ending	3.0	3.5	4.0	4.5	5.0	All Hotels
May-14	80.40%	71.80%	71.80%	78.20%	74.20%	75.10%
May-15	83.80%	77.90%	77.50%	81.40%	76.50%	79.20%
May-16	73.60%	82.40%	82.90%	83.10%	81.50%	82.40%
May-17	82.10%	79.10%	82.40%	84.50%	84.00%	83.10%
May-18	81.00%	82.00%	81.80%	83.00%	80.40%	82.00%

Average Daily Rate

Quarter Ending	3.0	3.5	4.0	4.5	5.0	All Hotels
May-14	\$90.64	\$106.64	\$117.45	\$141.30	\$198.32	\$140.22
May-15	\$91.71	\$111.87	\$126.49	\$155.03	\$224.83	\$152.94
May-16	\$103.27	\$121.77	\$135.20	\$166.75	\$238.05	\$163.65
May-17	\$109.88	\$131.87	\$155.00	\$190.32	\$265.03	\$185.53
May-18	\$110.13	\$138.35	\$163.09	\$195.19	\$269.27	\$192.60

RevPAR

Quarter Ending	3.0	3.5	4.0	4.5	5.0	All Hotels
May-14	\$72.88	\$76.61	\$84.31	\$110.43	\$147.18	\$105.27
May-15	\$76.83	\$87.10	\$97.98	\$126.23	\$172.04	\$121.15
May-16	\$76.05	\$100.37	\$112.03	\$138.55	\$193.92	\$134.81
May-17	\$90.19	\$104.27	\$127.69	\$160.75	\$222.57	\$154.24
May-18	\$89.23	\$113.50	\$133.47	\$161.93	\$216.61	\$157.97

Occupancy Rate

Year to Date	3.0	3.5	4.0	4.5	5.0	All Hotels
May-14	80.10%	74.80%	74.80%	79.80%	76.60%	77.30%

May-15	85.90%	80.30%	80.00%	82.90%	79.10%	81.30%
May-16	79.20%	84.80%	84.60%	85.00%	84.00%	84.60%
May-17	85.30%	80.20%	84.30%	85.30%	84.70%	84.40%
May-18	83.70%	82.40%	84.30%	84.70%	82.80%	84.00%

Average Daily Rate

Year to Date	3.0	3.5	4.0	4.5	5.0	All Hotels
May-14	\$102.00	\$110.42	\$122.07	\$144.08	\$207.34	\$144.75
May-15	\$95.98	\$116.69	\$130.73	\$158.27	\$233.39	\$157.51
May-16	\$106.19	\$128.37	\$142.31	\$172.85	\$251.72	\$171.10
May-17	\$115.78	\$134.70	\$163.06	\$194.92	\$275.66	\$191.66
May-18	\$113.64	\$143.10	\$174.48	\$203.07	\$287.30	\$202.68

RevPAR

Year to Date	3.0	3.5	4.0	4.5	5.0	All Hotels
May-14	\$81.71	\$82.58	\$91.29	\$114.96	\$158.90	\$111.92
May-15	\$82.44	\$93.71	\$104.58	\$131.25	\$184.56	\$128.03
May-16	\$84.06	\$108.86	\$120.46	\$146.99	\$211.43	\$144.68
May-17	\$98.79	\$108.04	\$137.51	\$166.34	\$233.45	\$161.75
May-18	\$95.08	\$117.89	\$147.08	\$171.97	\$237.99	\$170.18

Occupancy Rate

Year Ending	3.0	3.5	4.0	4.5	5.0	All Hotels
May-14	77.30%	71.60%	70.40%	76.20%	72.30%	73.50%
May-15	81.70%	75.00%	74.90%	79.90%	75.80%	77.30%
May-16	80.00%	79.20%	79.00%	81.50%	79.20%	80.20%
May-17	79.80%	77.80%	80.60%	81.60%	81.20%	80.80%
May-18	82.20%	78.80%	80.80%	81.70%	80.70%	81.00%

Average Daily Rate

Year Ending	3.0	3.5	4.0	4.5	5.0	All Hotels
May-14	\$90.77	\$108.68	\$121.27	\$141.64	\$198.85	\$141.86
May-15	\$93.04	\$113.21	\$125.67	\$151.03	\$215.43	\$149.92
May-16	\$100.48	\$121.92	\$135.99	\$164.16	\$237.45	\$162.82
May-17	\$109.24	\$128.09	\$154.62	\$183.21	\$258.30	\$180.74
May-18	\$110.02	\$139.00	\$167.92	\$197.14	\$278.64	\$195.36

RevPAR

Year Ending	3.0	3.5	4.0	4.5	5.0	All Hotels
May-14	\$70.13	\$77.78	\$85.36	\$107.96	\$143.87	\$104.25
May-15	\$75.99	\$84.86	\$94.07	\$120.64	\$163.26	\$115.93
May-16	\$80.34	\$96.52	\$107.49	\$133.86	\$188.00	\$130.56
May-17	\$87.20	\$99.64	\$124.66	\$149.55	\$209.85	\$146.05
May-18	\$90.40	\$109.56	\$135.69	\$161.12	\$224.99	\$158.31

Average Room Rates by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	\$147.72	\$155.80	\$159.45	\$179.30	\$185.19
Corporate	\$147.31	\$153.16	\$165.49	\$172.67	\$177.90
FIT	\$140.10	\$149.39	\$163.33	\$178.13	\$176.39
Tours	\$107.40	\$111.06	\$118.39	\$136.46	\$139.74
Crew	\$113.97	\$102.92	\$128.99	\$168.56	\$185.86
Other	\$85.17	\$122.35	\$87.98	\$124.18	\$137.10
Total	\$134.33	\$141.01	\$152.02	\$168.40	\$170.99

Share of Room Nights by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	10.00%	10.00%	11.00%	11.00%	11.00%
Corporate	23.00%	21.00%	23.00%	22.00%	20.00%
FIT	44.00%	45.00%	42.00%	43.00%	45.00%
Tours	16.00%	18.00%	18.00%	17.00%	17.00%
Crew	5.00%	4.00%	5.00%	6.00%	6.00%
Other	2.00%	2.00%	2.00%	2.00%	2.00%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

Share of Room Nights by Origin

Month	May-14	May-15	May-16	May-17	May-18
New Zealand	63.60%	61.40%	59.40%	58.30%	57.20%
Australia	10.80%	11.20%	10.30%	12.70%	14.00%
US	3.20%	3.60%	3.70%	4.70%	3.90%
Japan	1.60%	1.40%	1.90%	1.60%	1.10%
South Korea	0.90%	1.20%	1.80%	1.20%	1.20%
China	6.10%	7.50%	9.20%	7.50%	7.80%
Other Asia	5.10%	5.50%	6.30%	6.20%	7.30%
UK	1.30%	1.90%	1.10%	1.10%	1.10%
Germany	0.80%	0.30%	0.30%	0.40%	0.40%
All Other International	6.80%	6.00%	6.00%	6.40%	6.00%

**TIA Statistics**  
**Report for May 2018**  
**Auckland**

Occupancy Rate

Month	3.0-4.0	4.5	5.0	All Hotels
May-14	76.00%	86.00%	82.80%	82.40%
May-15	74.40%	84.20%	81.30%	80.90%
May-16	81.40%	83.40%	84.30%	83.10%
May-17	85.70%	86.50%	91.80%	87.50%
May-18	81.00%	82.70%	83.00%	82.40%

Average Daily Rate

Month	3.0-4.0	4.5	5.0	All Hotels
May-14	\$102.82	\$137.62	\$184.50	\$140.23
May-15	\$108.01	\$144.91	\$199.20	\$149.48
May-16	\$122.52	\$164.52	\$211.15	\$165.24
May-17	\$142.77	\$200.27	\$237.88	\$192.21
May-18	\$135.85	\$197.21	\$230.67	\$191.72

RevPAR

Month	3.0-4.0	4.5	5.0	All Hotels
May-14	\$78.17	\$118.32	\$152.77	\$115.53
May-15	\$80.37	\$121.95	\$161.89	\$120.86
May-16	\$99.70	\$137.13	\$178.10	\$137.26
May-17	\$122.33	\$173.32	\$218.26	\$168.23
May-18	\$110.07	\$163.10	\$191.42	\$157.94

Occupancy Rate

Quarter Ending	3.0-4.0	4.5	5.0	All Hotels
May-14	77.70%	86.50%	82.10%	83.00%
May-15	80.80%	86.90%	84.60%	84.70%
May-16	87.20%	87.80%	87.80%	87.60%
May-17	88.70%	89.10%	92.90%	89.90%
May-18	84.20%	85.50%	84.50%	84.90%

Average Daily Rate

Quarter Ending	3.0-4.0	4.5	5.0	All Hotels
May-14	\$107.70	\$140.26	\$191.51	\$144.47
May-15	\$117.06	\$159.80	\$220.11	\$164.13
May-16	\$129.66	\$174.62	\$230.71	\$176.77
May-17	\$157.07	\$219.62	\$261.01	\$210.66
May-18	\$156.83	\$216.38	\$258.48	\$212.72

RevPAR

Quarter Ending	3.0-4.0	4.5	5.0	All Hotels
May-14	\$83.69	\$121.26	\$157.30	\$119.85
May-15	\$94.63	\$138.84	\$186.20	\$139.05
May-16	\$113.06	\$153.30	\$202.48	\$154.89

May-17	\$139.28	\$195.61	\$242.60	\$189.34
May-18	\$132.02	\$184.95	\$218.53	\$180.64

Occupancy Rate

Year to Date	3.0-4.0	4.5	5.0	All Hotels
May-14	78.30%	87.10%	83.40%	83.70%
May-15	82.10%	87.40%	85.80%	85.60%
May-16	87.10%	88.40%	89.40%	88.30%
May-17	88.00%	88.90%	92.10%	89.40%
May-18	84.50%	86.50%	86.30%	86.00%

Average Daily Rate

Year to Date	3.0-4.0	4.5	5.0	All Hotels
May-14	\$111.02	\$142.31	\$196.83	\$147.75
May-15	\$118.46	\$161.88	\$226.20	\$166.80
May-16	\$133.74	\$179.43	\$242.54	\$183.48
May-17	\$158.23	\$222.58	\$269.09	\$214.35
May-18	\$163.87	\$225.23	\$270.80	\$221.84

RevPAR

Year to Date	3.0-4.0	4.5	5.0	All Hotels
May-14	\$86.90	\$123.88	\$164.14	\$123.64
May-15	\$97.31	\$141.52	\$194.16	\$142.82
May-16	\$116.56	\$158.70	\$216.90	\$162.10
May-17	\$139.17	\$197.88	\$247.82	\$191.58
May-18	\$138.53	\$194.81	\$233.78	\$190.71

Occupancy Rate

Year Ending	3.0-4.0	4.5	5.0	All Hotels
May-14	73.10%	83.40%	80.30%	79.70%
May-15	77.80%	85.80%	83.50%	83.00%
May-16	82.20%	86.60%	85.50%	85.20%
May-17	84.90%	87.10%	89.30%	87.00%
May-18	83.30%	85.60%	85.90%	85.10%

Average Daily Rate

Year Ending	3.0-4.0	4.5	5.0	All Hotels
May-14	\$108.98	\$138.10	\$187.95	\$143.36
May-15	\$112.52	\$151.96	\$206.83	\$155.58
May-16	\$124.10	\$167.39	\$226.50	\$171.43
May-17	\$146.67	\$199.60	\$248.79	\$196.75
May-18	\$157.67	\$218.85	\$263.97	\$213.27

RevPAR

Year Ending	3.0-4.0	4.5	5.0	All Hotels
May-14	\$79.67	\$115.13	\$150.98	\$114.32
May-15	\$87.49	\$130.42	\$172.61	\$129.20
May-16	\$102.03	\$144.91	\$193.74	\$146.00
May-17	\$124.47	\$173.85	\$222.09	\$171.12
May-18	\$131.41	\$187.36	\$226.83	\$181.42

## Average Room Rates by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	\$157.70	\$176.28	\$173.03	\$196.18	\$206.99
Corporate	\$147.48	\$154.46	\$176.12	\$191.38	\$197.88
FIT	\$149.19	\$160.95	\$179.47	\$205.68	\$193.35
Tours	\$117.85	\$116.77	\$126.20	\$157.30	\$165.06
Crew	\$109.52	\$93.61	\$132.37	\$184.44	\$204.00
Other	\$102.30	\$150.97	\$99.10	\$135.23	\$156.88
Total	\$140.23	\$149.48	\$165.24	\$192.21	\$191.72

## Share of Room Nights by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	9.00%	8.00%	10.00%	12.00%	8.00%
Corporate	25.00%	23.00%	25.00%	23.00%	21.00%
FIT	41.00%	47.00%	42.00%	41.00%	45.00%
Tours	15.00%	14.00%	13.00%	12.00%	13.00%
Crew	8.00%	6.00%	8.00%	10.00%	9.00%
Other	2.00%	1.00%	2.00%	2.00%	3.00%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

## Share of Room Nights by Origin

Month	May-14	May-15	May-16	May-17	May-18
New Zealand	62.30%	62.20%	58.80%	56.70%	52.50%
Australia	11.40%	10.90%	11.30%	13.40%	18.00%
US	2.30%	3.00%	3.00%	5.20%	3.70%
Japan	2.10%	1.30%	1.80%	1.50%	1.00%
South Korea	0.80%	0.80%	1.30%	0.50%	0.60%
China	5.40%	6.60%	8.90%	5.80%	6.70%
Other Asia	4.30%	4.30%	5.00%	5.00%	6.50%
UK	1.30%	3.10%	0.90%	1.20%	1.20%
Germany	1.00%	0.30%	0.30%	0.50%	0.50%
All Other International	9.20%	7.60%	8.80%	10.20%	9.30%

**TIA Statistics**  
**Report for May 2018**  
Central Park

Occupancy Rate

<b>Month</b>	<b>All Hotels</b>
May-14	43.50%
May-15	52.10%
May-16	50.20%
May-17	51.00%
May-18	47.90%

Average Daily Rate

<b>Month</b>	<b>All Hotels</b>
May-14	\$143.99
May-15	\$148.24
May-16	\$148.03
May-17	\$159.33
May-18	\$159.01

RevPAR

<b>Month</b>	<b>All Hotels</b>
May-14	\$62.57
May-15	\$77.19
May-16	\$74.30
May-17	\$81.18
May-18	\$76.19

Occupancy Rate

<b>Quarter Ending</b>	<b>All Hotels</b>
May-14	54.10%
May-15	58.40%
May-16	60.70%
May-17	66.10%
May-18	64.40%

Average Daily Rate

<b>Quarter Ending</b>	<b>All Hotels</b>
May-14	\$153.43
May-15	\$158.18
May-16	\$162.14
May-17	\$174.75
May-18	\$170.85

RevPAR

<b>Quarter Ending</b>	<b>All Hotels</b>
May-14	\$83.07
May-15	\$92.37
May-16	\$98.48

May-17	\$115.49
May-18	\$110.04

Occupancy Rate

Year to Date	All Hotels
May-14	59.40%
May-15	64.00%
May-16	67.20%
May-17	72.80%
May-18	70.90%

Average Daily Rate

Year to Date	All Hotels
May-14	\$161.09
May-15	\$165.20
May-16	\$170.44
May-17	\$181.37
May-18	\$178.35

RevPAR

Year to Date	All Hotels
May-14	\$95.66
May-15	\$105.69
May-16	\$114.45
May-17	\$132.02
May-18	\$126.44

Occupancy Rate

Year Ending	All Hotels
May-14	54.50%
May-15	57.80%
May-16	59.90%
May-17	66.00%
May-18	66.10%

Average Daily Rate

Year Ending	All Hotels
May-14	\$157.21
May-15	\$162.01
May-16	\$166.39
May-17	\$175.14
May-18	\$177.20

RevPAR

Year Ending	All Hotels
May-14	\$85.64
May-15	\$93.64
May-16	\$99.66
May-17	\$115.52
May-18	\$117.18

## Average Room Rates by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	\$130.28	\$136.34	\$140.00	\$156.87	\$152.87
Corporate	\$135.67	\$140.44	\$138.47	\$154.41	\$161.42
FIT	\$161.91	\$168.45	\$165.68	\$168.96	\$172.88
Tours	\$130.06	\$128.83	\$147.57	\$147.98	\$115.97
Crew	\$110.86	\$114.57	\$124.21	\$97.51	\$198.25
Other	\$43.34	\$41.68	\$57.46	\$229.53	\$75.45
Total	\$143.99	\$148.24	\$148.03	\$159.33	\$159.01

## Share of Room Nights by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	23.00%	30.00%	22.00%	19.00%	24.00%
Corporate	22.00%	18.00%	20.00%	17.00%	13.00%
FIT	46.00%	42.00%	38.00%	46.00%	51.00%
Tours	6.00%	7.00%	16.00%	12.00%	10.00%
Crew	2.00%	2.00%	1.00%	5.00%	0.00%
Other	2.00%	1.00%	3.00%	2.00%	2.00%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

## Share of Room Nights by Origin

Month	May-14	May-15	May-16	May-17	May-18
New Zealand	88.30%	81.50%	76.40%	79.00%	82.30%
Australia	4.80%	7.30%	6.30%	6.60%	5.90%
US	1.80%	3.30%	2.40%	2.50%	2.90%
Japan	0.30%	0.50%	0.80%	0.30%	0.50%
South Korea	0.20%	0.60%	0.40%	0.40%	0.50%
China	0.70%	1.70%	5.20%	2.30%	1.90%
Other Asia	1.30%	1.20%	2.90%	1.60%	2.00%
UK	0.80%	0.80%	0.80%	1.10%	0.90%
Germany	0.30%	0.20%	0.40%	0.60%	0.50%
All Other International	1.70%	2.80%	4.50%	5.60%	2.70%

**TIA Statistics**  
**Report for May 2018**  
 Christchurch

Occupancy Rate

Month	3.0-4.0	4.5-5.0	All Hotels
May-14	55.50%	68.00%	60.70%
May-15	66.80%	71.90%	68.80%
May-16	64.70%	75.90%	69.90%
May-17	64.10%	73.20%	68.80%
May-18	67.80%	69.40%	68.80%

Average Daily Rate

Month	3.0-4.0	4.5-5.0	All Hotels
May-14	\$132.71	\$173.41	\$151.75
May-15	\$123.69	\$180.11	\$146.70
May-16	\$124.60	\$168.63	\$146.58
May-17	\$119.46	\$169.99	\$147.08
May-18	\$113.45	\$164.96	\$145.13

RevPAR

Month	3.0-4.0	4.5-5.0	All Hotels
May-14	\$73.66	\$117.87	\$92.14
May-15	\$82.58	\$129.54	\$100.90
May-16	\$80.67	\$127.93	\$102.39
May-17	\$76.61	\$124.38	\$101.15
May-18	\$76.92	\$114.48	\$99.81

Occupancy Rate

Quarter Ending	3.0-4.0	4.5-5.0	All Hotels
May-14	68.70%	74.10%	71.00%
May-15	77.00%	80.50%	78.40%
May-16	77.70%	81.00%	79.00%
May-17	74.50%	79.50%	77.10%
May-18	81.40%	79.30%	80.20%

Average Daily Rate

Quarter Ending	3.0-4.0	4.5-5.0	All Hotels
May-14	\$138.82	\$181.18	\$157.47
May-15	\$133.33	\$184.88	\$154.02
May-16	\$132.39	\$186.92	\$153.39
May-17	\$127.92	\$179.10	\$155.01
May-18	\$128.46	\$183.74	\$160.72

RevPAR

Quarter Ending	3.0-4.0	4.5-5.0	All Hotels
May-14	\$95.35	\$134.34	\$111.79
May-15	\$102.69	\$148.87	\$120.73
May-16	\$102.92	\$151.46	\$121.14

May-17	\$95.30	\$142.40	\$119.47
May-18	\$104.62	\$145.66	\$128.84

Occupancy Rate

Year to Date	3.0-4.0	4.5-5.0	All Hotels
May-14	72.80%	75.20%	73.80%
May-15	79.80%	82.70%	81.00%
May-16	82.20%	84.30%	82.90%
May-17	78.50%	81.00%	79.80%
May-18	85.00%	82.80%	83.70%

Average Daily Rate

Year to Date	3.0-4.0	4.5-5.0	All Hotels
May-14	\$143.22	\$183.08	\$160.46
May-15	\$140.20	\$191.00	\$160.59
May-16	\$136.65	\$193.26	\$157.21
May-17	\$134.69	\$187.46	\$162.18
May-18	\$134.06	\$191.97	\$167.62

RevPAR

Year to Date	3.0-4.0	4.5-5.0	All Hotels
May-14	\$104.24	\$137.63	\$118.42
May-15	\$111.92	\$157.91	\$130.00
May-16	\$112.31	\$162.82	\$130.37
May-17	\$105.76	\$151.82	\$129.40
May-18	\$114.00	\$158.96	\$140.35

Occupancy Rate

Year Ending	3.0-4.0	4.5-5.0	All Hotels
May-14	71.40%	74.70%	72.70%
May-15	74.10%	79.00%	76.10%
May-16	76.80%	80.80%	78.30%
May-17	72.80%	77.20%	75.00%
May-18	77.50%	77.60%	77.60%

Average Daily Rate

Year Ending	3.0-4.0	4.5-5.0	All Hotels
May-14	\$144.04	\$184.01	\$160.23
May-15	\$137.20	\$185.27	\$157.06
May-16	\$134.02	\$190.25	\$155.14
May-17	\$132.82	\$185.30	\$159.77
May-18	\$129.63	\$184.46	\$161.43

RevPAR

Year Ending	3.0-4.0	4.5-5.0	All Hotels
May-14	\$102.81	\$137.42	\$116.46
May-15	\$101.72	\$146.31	\$119.46
May-16	\$102.96	\$153.74	\$121.44
May-17	\$96.66	\$142.98	\$119.77
May-18	\$100.49	\$143.22	\$125.25

## Average Room Rates by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	\$151.67	\$158.41	\$151.52	\$163.38	\$159.42
Corporate	\$158.83	\$159.17	\$160.33	\$158.33	\$159.06
FIT	\$155.68	\$145.25	\$146.79	\$137.37	\$139.97
Tours	\$140.09	\$131.89	\$122.81	\$151.37	\$125.33
Crew	\$148.61	\$150.23	\$148.44	\$140.85	\$151.60
Other	\$79.67	\$130.25	\$100.60	\$209.55	\$110.65
Total	\$151.75	\$146.70	\$146.58	\$147.08	\$145.13

## Share of Room Nights by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	8.00%	5.00%	8.00%	6.00%	9.00%
Corporate	31.00%	29.00%	29.00%	27.00%	22.00%
FIT	39.00%	39.00%	41.00%	45.00%	46.00%
Tours	13.00%	17.00%	17.00%	14.00%	16.00%
Crew	7.00%	6.00%	4.00%	8.00%	7.00%
Other	2.00%	4.00%	2.00%	0.00%	1.00%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

## Share of Room Nights by Origin

Month	May-14	May-15	May-16	May-17	May-18
New Zealand	55.00%	53.10%	53.30%	61.40%	60.10%
Australia	15.30%	16.70%	16.20%	14.10%	16.40%
US	6.20%	4.00%	4.30%	3.20%	3.80%
Japan	1.30%	0.80%	2.10%	0.70%	0.90%
South Korea	0.30%	0.90%	0.90%	1.20%	0.60%
China	1.60%	4.10%	6.10%	5.00%	3.70%
Other Asia	8.40%	10.50%	7.10%	10.00%	9.00%
UK	2.10%	1.60%	1.50%	1.00%	1.30%
Germany	0.70%	0.70%	0.60%	0.50%	0.50%
All Other International	9.20%	7.60%	7.80%	2.90%	3.70%

**TIA Statistics**  
**Report for May 2018**  
Dunedin

Occupancy Rate

<b>Month</b>	<b>All Hotels</b>
May-14	74.30%
May-15	76.40%
May-16	69.30%
May-17	64.10%
May-18	74.10%

Average Daily Rate

<b>Month</b>	<b>All Hotels</b>
May-14	\$124.61
May-15	\$130.82
May-16	\$136.71
May-17	\$135.18
May-18	\$144.34

RevPAR

<b>Month</b>	<b>All Hotels</b>
May-14	\$92.56
May-15	\$99.92
May-16	\$94.76
May-17	\$86.67
May-18	\$106.91

Occupancy Rate

<b>Quarter Ending</b>	<b>All Hotels</b>
May-14	76.80%
May-15	81.30%
May-16	79.60%
May-17	74.60%
May-18	79.00%

Average Daily Rate

<b>Quarter Ending</b>	<b>All Hotels</b>
May-14	\$125.99
May-15	\$132.59
May-16	\$139.24
May-17	\$140.38
May-18	\$156.05

RevPAR

<b>Quarter Ending</b>	<b>All Hotels</b>
May-14	\$96.82
May-15	\$107.81
May-16	\$110.83

May-17	\$104.76
May-18	\$123.21

Occupancy Rate

Year to Date	All Hotels
May-14	76.10%
May-15	80.50%
May-16	80.60%
May-17	74.80%
May-18	79.10%

Average Daily Rate

Year to Date	All Hotels
May-14	\$126.62
May-15	\$135.90
May-16	\$139.86
May-17	\$141.82
May-18	\$157.81

RevPAR

Year to Date	All Hotels
May-14	\$96.42
May-15	\$109.43
May-16	\$112.74
May-17	\$106.11
May-18	\$124.81

Occupancy Rate

Year Ending	All Hotels
May-14	72.00%
May-15	76.10%
May-16	75.30%
May-17	69.30%
May-18	71.20%

Average Daily Rate

Year Ending	All Hotels
May-14	\$125.22
May-15	\$130.75
May-16	\$135.94
May-17	\$138.20
May-18	\$148.32

RevPAR

Year Ending	All Hotels
May-14	\$90.21
May-15	\$99.46
May-16	\$102.30
May-17	\$95.81
May-18	\$105.56

## Average Room Rates by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	\$135.91	\$124.49	\$152.87	\$149.44	\$137.71
Corporate	\$137.51	\$139.05	\$145.77	\$146.13	\$157.81
FIT	\$124.57	\$132.60	\$133.67	\$134.11	\$150.53
Tours	\$90.92	\$102.51	\$119.71	\$107.81	\$119.81
Crew	\$94.87	\$97.58	\$220.00	\$28.51	\$118.43
Other	\$86.03	\$138.79	\$106.18	\$71.02	\$98.81
Total	\$124.61	\$130.82	\$136.71	\$135.18	\$144.34

## Share of Room Nights by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	6.00%	3.00%	7.00%	3.00%	16.00%
Corporate	30.00%	28.00%	32.00%	34.00%	26.00%
FIT	50.00%	49.00%	47.00%	52.00%	41.00%
Tours	9.00%	9.00%	13.00%	10.00%	13.00%
Crew	2.00%	3.00%	0.00%	0.00%	0.00%
Other	2.00%	7.00%	2.00%	1.00%	4.00%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

## Share of Room Nights by Origin

Month	May-14	May-15	May-16	May-17	May-18
New Zealand	80.90%	71.80%	72.90%	74.60%	66.40%
Australia	8.80%	9.90%	8.20%	9.50%	8.30%
US	1.80%	3.00%	3.00%	2.30%	2.90%
Japan	0.70%	0.30%	0.30%	0.80%	0.50%
South Korea	0.00%	0.00%	0.10%	0.00%	0.30%
China	3.30%	4.00%	5.90%	4.40%	6.00%
Other Asia	1.30%	2.30%	3.30%	2.80%	3.60%
UK	1.40%	0.70%	0.70%	0.60%	0.90%
Germany	0.60%	0.40%	0.10%	0.20%	0.20%
All Other International	1.20%	7.60%	5.50%	4.80%	11.00%

**TIA Statistics**  
**Report for May 2018**  
 Nelson-Marlborough

Occupancy Rate

<b>Month</b>	<b>All Hotels</b>
May-14	55.10%
May-15	52.40%
May-16	60.50%
May-17	62.20%
May-18	68.70%

Average Daily Rate

<b>Month</b>	<b>All Hotels</b>
May-14	\$125.83
May-15	\$133.40
May-16	\$128.09
May-17	\$127.69
May-18	\$138.99

RevPAR

<b>Month</b>	<b>All Hotels</b>
May-14	\$69.39
May-15	\$69.90
May-16	\$77.49
May-17	\$79.46
May-18	\$95.48

Occupancy Rate

<b>Quarter Ending</b>	<b>All Hotels</b>
May-14	66.10%
May-15	65.30%
May-16	73.10%
May-17	74.20%
May-18	77.50%

Average Daily Rate

<b>Quarter Ending</b>	<b>All Hotels</b>
May-14	\$136.59
May-15	\$146.54
May-16	\$142.42
May-17	\$145.32
May-18	\$152.65

RevPAR

<b>Quarter Ending</b>	<b>All Hotels</b>
May-14	\$90.29
May-15	\$95.68
May-16	\$104.06

May-17	\$107.86
May-18	\$118.28

Occupancy Rate

Year to Date	All Hotels
May-14	71.00%
May-15	71.40%
May-16	79.20%
May-17	79.60%
May-18	82.10%

Average Daily Rate

Year to Date	All Hotels
May-14	\$145.54
May-15	\$156.27
May-16	\$153.59
May-17	\$155.35
May-18	\$160.07

RevPAR

Year to Date	All Hotels
May-14	\$103.32
May-15	\$111.60
May-16	\$121.64
May-17	\$123.67
May-18	\$131.36

Occupancy Rate

Year Ending	All Hotels
May-14	59.00%
May-15	64.00%
May-16	66.00%
May-17	71.50%
May-18	73.40%

Average Daily Rate

Year Ending	All Hotels
May-14	\$140.55
May-15	\$146.07
May-16	\$147.53
May-17	\$146.96
May-18	\$149.26

RevPAR

Year Ending	All Hotels
May-14	\$82.95
May-15	\$93.48
May-16	\$97.34
May-17	\$105.14
May-18	\$109.49

## Average Room Rates by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	\$143.12	\$141.79	\$164.25	\$167.47	\$154.53
Corporate	\$130.69	\$152.52	\$130.73	\$125.19	\$144.43
FIT	\$120.93	\$121.98	\$121.84	\$124.50	\$128.83
Tours	\$117.12	\$122.75	\$118.26	\$140.96	\$129.73
Crew	\$109.68	\$114.73	\$115.29	\$121.50	\$150.37
Other	\$153.34	\$42.61	\$100.60	\$69.33	\$114.61
Total	\$125.83	\$133.40	\$128.09	\$127.69	\$138.99

## Share of Room Nights by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	7.00%	14.00%	8.00%	7.00%	15.00%
Corporate	32.00%	32.00%	36.00%	40.00%	32.00%
FIT	49.00%	43.00%	47.00%	43.00%	42.00%
Tours	6.00%	4.00%	3.00%	3.00%	4.00%
Crew	3.00%	6.00%	5.00%	5.00%	7.00%
Other	2.00%	1.00%	0.00%	1.00%	1.00%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

## Share of Room Nights by Origin

Month	May-14	May-15	May-16	May-17	May-18
New Zealand	80.40%	83.20%	83.00%	80.90%	76.60%
Australia	8.10%	7.90%	5.90%	7.70%	7.80%
US	3.00%	2.30%	4.10%	2.50%	4.10%
Japan	0.40%	0.50%	0.40%	0.60%	0.30%
South Korea	0.10%	0.30%	0.00%	0.20%	0.10%
China	0.10%	0.40%	0.80%	0.40%	0.80%
Other Asia	1.90%	1.40%	1.00%	1.80%	1.30%
UK	1.30%	0.80%	1.60%	1.10%	1.80%
Germany	1.00%	1.30%	1.20%	2.30%	0.90%
All Other International	3.90%	1.90%	2.10%	2.60%	6.40%

**TIA Statistics**  
**Report for May 2018**  
**Queenstown**

Occupancy Rate

Month	3.0-3.5	4.0	4.5	5.0	All Hotels
May-14	51.10%	66.20%	40.30%	41.40%	49.30%
May-15	60.80%	79.10%	50.80%	49.10%	59.10%
May-16	66.20%	79.20%	63.60%	55.80%	66.80%
May-17	70.80%	70.90%	68.60%	57.70%	66.60%
May-18	74.60%	74.10%	73.70%	60.10%	69.80%

Average Daily Rate

Month	3.0-3.5	4.0	4.5	5.0	All Hotels
May-14	\$88.71	\$105.33	\$113.85	\$171.76	\$116.49
May-15	\$92.44	\$115.72	\$126.68	\$210.59	\$131.83
May-16	\$106.96	\$123.11	\$139.18	\$221.71	\$145.50
May-17	\$124.38	\$139.39	\$151.34	\$226.08	\$161.46
May-18	\$137.09	\$151.80	\$164.48	\$247.31	\$178.10

RevPAR

Month	3.0-3.5	4.0	4.5	5.0	All Hotels
May-14	\$45.34	\$69.71	\$45.90	\$71.10	\$57.38
May-15	\$56.23	\$91.56	\$64.36	\$103.45	\$77.86
May-16	\$70.82	\$97.56	\$88.52	\$123.73	\$97.14
May-17	\$88.06	\$98.77	\$103.86	\$130.53	\$107.61
May-18	\$102.25	\$112.44	\$121.21	\$148.64	\$124.24

Occupancy Rate

Quarter Ending	3.0-3.5	4.0	4.5	5.0	All Hotels
May-14	68.10%	83.10%	61.10%	58.80%	67.30%
May-15	78.80%	88.30%	69.10%	61.30%	73.90%
May-16	85.00%	89.90%	81.50%	72.20%	82.30%
May-17	85.70%	83.20%	84.00%	73.20%	80.90%
May-18	88.30%	85.90%	86.50%	75.40%	83.10%

Average Daily Rate

Quarter Ending	3.0-3.5	4.0	4.5	5.0	All Hotels
May-14	\$100.73	\$123.12	\$129.15	\$208.62	\$137.83
May-15	\$107.10	\$134.69	\$146.44	\$244.36	\$152.78
May-16	\$123.99	\$147.59	\$167.23	\$263.37	\$174.42
May-17	\$144.28	\$174.47	\$183.23	\$300.68	\$204.56
May-18	\$166.43	\$199.09	\$209.85	\$321.79	\$231.37

RevPAR

Quarter Ending	3.0-3.5	4.0	4.5	5.0	All Hotels
May-14	\$68.61	\$102.27	\$78.91	\$122.73	\$92.76
May-15	\$84.43	\$118.90	\$101.12	\$149.82	\$112.84
May-16	\$105.42	\$132.73	\$136.32	\$190.02	\$143.50

May-17	\$123.66	\$145.20	\$153.93	\$219.96	\$165.44
May-18	\$146.92	\$170.99	\$181.51	\$242.74	\$192.27

Occupancy Rate

Year to Date	3.0-3.5	4.0	4.5	5.0	All Hotels
May-14	75.60%	87.60%	69.70%	64.20%	73.80%
May-15	84.80%	91.20%	76.40%	68.40%	79.80%
May-16	90.00%	92.70%	86.20%	77.80%	86.70%
May-17	88.90%	86.60%	87.80%	76.30%	84.40%
May-18	91.50%	89.50%	89.90%	81.10%	87.30%

Average Daily Rate

Year to Date	3.0-3.5	4.0	4.5	5.0	All Hotels
May-14	\$107.69	\$131.72	\$139.00	\$230.82	\$149.90
May-15	\$116.34	\$144.14	\$155.51	\$259.88	\$164.06
May-16	\$134.22	\$162.49	\$186.41	\$282.51	\$190.84
May-17	\$154.67	\$195.16	\$199.79	\$324.48	\$221.87
May-18	\$179.36	\$223.56	\$231.03	\$360.79	\$258.20

RevPAR

Year to Date	3.0-3.5	4.0	4.5	5.0	All Hotels
May-14	\$81.38	\$115.34	\$96.91	\$148.15	\$110.60
May-15	\$98.71	\$131.41	\$118.78	\$177.71	\$130.99
May-16	\$120.80	\$150.70	\$160.72	\$219.67	\$165.47
May-17	\$137.50	\$168.95	\$175.35	\$247.45	\$187.23
May-18	\$164.16	\$200.06	\$207.69	\$292.77	\$225.39

Occupancy Rate

Year Ending	3.0-3.5	4.0	4.5	5.0	All Hotels
May-14	71.50%	84.10%	66.10%	58.70%	69.40%
May-15	79.50%	87.70%	73.50%	63.80%	75.90%
May-16	84.60%	90.90%	79.80%	71.40%	81.60%
May-17	85.30%	85.90%	83.50%	72.70%	81.80%
May-18	87.40%	86.10%	86.50%	77.20%	83.80%

Average Daily Rate

Year Ending	3.0-3.5	4.0	4.5	5.0	All Hotels
May-14	\$104.22	\$129.82	\$141.92	\$222.65	\$147.69
May-15	\$112.81	\$139.18	\$149.21	\$238.82	\$155.44
May-16	\$124.51	\$156.82	\$171.62	\$268.53	\$177.98
May-17	\$144.79	\$183.08	\$192.57	\$303.17	\$207.67
May-18	\$170.91	\$209.14	\$217.10	\$341.84	\$241.23

RevPAR

Year Ending	3.0-3.5	4.0	4.5	5.0	All Hotels
May-14	\$74.49	\$109.17	\$93.84	\$130.73	\$102.56
May-15	\$89.66	\$122.09	\$109.65	\$152.32	\$117.98
May-16	\$105.33	\$142.60	\$136.99	\$191.68	\$145.32
May-17	\$123.46	\$157.25	\$160.77	\$220.36	\$169.84
May-18	\$149.41	\$179.99	\$187.77	\$263.93	\$202.08

## Average Room Rates by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	\$144.72	\$163.72	\$169.73	\$176.49	\$207.15
Corporate	\$117.24	\$125.24	\$148.98	\$144.73	\$162.13
FIT	\$124.23	\$141.69	\$162.02	\$178.27	\$191.36
Tours	\$97.50	\$109.53	\$117.94	\$134.91	\$145.48
Crew	\$92.39	\$92.79	\$108.83	\$106.60	\$110.59
Other	\$21.04	\$68.80	\$46.96	\$111.71	\$120.56
Total	\$116.49	\$131.83	\$145.50	\$161.46	\$178.10

## Share of Room Nights by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	10.00%	13.00%	11.00%	11.00%	18.00%
Corporate	2.00%	3.00%	6.00%	3.00%	3.00%
FIT	56.00%	51.00%	47.00%	51.00%	48.00%
Tours	30.00%	30.00%	35.00%	31.00%	28.00%
Crew	0.00%	0.00%	0.00%	1.00%	2.00%
Other	1.00%	2.00%	1.00%	2.00%	2.00%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

## Share of Room Nights by Origin

Month	May-14	May-15	May-16	May-17	May-18
New Zealand	44.80%	39.60%	37.20%	36.30%	38.60%
Australia	11.90%	16.20%	12.20%	16.50%	14.50%
US	7.40%	6.40%	6.30%	7.40%	5.90%
Japan	2.30%	3.90%	4.50%	3.50%	2.70%
South Korea	1.90%	3.30%	5.30%	3.30%	3.10%
China	12.80%	12.50%	14.90%	14.50%	14.80%
Other Asia	11.00%	12.10%	14.00%	12.20%	14.40%
UK	1.00%	0.90%	1.70%	1.40%	1.40%
Germany	0.50%	0.20%	0.20%	0.30%	0.30%
All Other International	6.50%	4.70%	3.60%	4.80%	4.50%

**TIA Statistics**  
**Report for May 2018**  
 Rotorua

Occupancy Rate

<b>Month</b>	<b>All Hotels</b>
May-14	61.80%
May-15	71.80%
May-16	72.70%
May-17	72.10%
May-18	70.70%

Average Daily Rate

<b>Month</b>	<b>All Hotels</b>
May-14	\$95.31
May-15	\$104.85
May-16	\$107.31
May-17	\$110.90
May-18	\$116.28

RevPAR

<b>Month</b>	<b>All Hotels</b>
May-14	\$58.95
May-15	\$75.27
May-16	\$78.01
May-17	\$79.98
May-18	\$82.23

Occupancy Rate

<b>Quarter Ending</b>	<b>All Hotels</b>
May-14	71.00%
May-15	80.60%
May-16	82.20%
May-17	81.60%
May-18	82.40%

Average Daily Rate

<b>Quarter Ending</b>	<b>All Hotels</b>
May-14	\$98.69
May-15	\$108.61
May-16	\$114.60
May-17	\$123.94
May-18	\$131.39

RevPAR

<b>Quarter Ending</b>	<b>All Hotels</b>
May-14	\$70.07
May-15	\$87.52
May-16	\$94.16

May-17	\$101.14
May-18	\$108.30

Occupancy Rate

Year to Date	All Hotels
May-14	75.30%
May-15	82.90%
May-16	85.00%
May-17	83.60%
May-18	84.90%

Average Daily Rate

Year to Date	All Hotels
May-14	\$102.27
May-15	\$110.53
May-16	\$121.85
May-17	\$131.93
May-18	\$141.12

RevPAR

Year to Date	All Hotels
May-14	\$77.06
May-15	\$91.59
May-16	\$103.62
May-17	\$110.27
May-18	\$119.76

Occupancy Rate

Year Ending	All Hotels
May-14	68.90%
May-15	74.20%
May-16	77.90%
May-17	78.90%
May-18	79.30%

Average Daily Rate

Year Ending	All Hotels
May-14	\$100.68
May-15	\$104.79
May-16	\$116.14
May-17	\$125.50
May-18	\$134.82

RevPAR

Year Ending	All Hotels
May-14	\$69.35
May-15	\$77.75
May-16	\$90.44
May-17	\$99.04
May-18	\$106.92

## Average Room Rates by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	\$104.84	\$107.68	\$116.20	\$121.88	\$126.52
Corporate	\$104.85	\$120.18	\$132.90	\$118.85	\$130.49
FIT	\$107.55	\$121.34	\$126.88	\$132.31	\$135.14
Tours	\$81.65	\$88.68	\$93.01	\$100.08	\$104.55
Crew	\$94.83	\$54.69	\$68.84	\$76.08	\$106.50
Other	\$31.59	\$128.90	\$42.61	\$30.46	\$35.57
Total	\$95.31	\$104.85	\$107.31	\$110.90	\$116.28

## Share of Room Nights by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	12.00%	16.00%	17.00%	12.00%	10.00%
Corporate	5.00%	4.00%	5.00%	7.00%	4.00%
FIT	39.00%	33.00%	28.00%	30.00%	34.00%
Tours	43.00%	43.00%	47.00%	48.00%	48.00%
Crew	0.00%	1.00%	2.00%	3.00%	3.00%
Other	1.00%	3.00%	1.00%	1.00%	1.00%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

## Share of Room Nights by Origin

Month	May-14	May-15	May-16	May-17	May-18
New Zealand	48.90%	45.90%	41.50%	48.40%	46.50%
Australia	6.10%	5.20%	4.90%	5.70%	3.50%
US	4.10%	4.30%	4.60%	4.00%	3.80%
Japan	1.50%	2.10%	2.80%	2.20%	1.10%
South Korea	3.80%	4.00%	4.30%	3.40%	4.40%
China	19.30%	24.60%	23.60%	22.30%	23.30%
Other Asia	11.20%	10.10%	11.90%	10.10%	13.90%
UK	0.80%	0.80%	1.00%	0.60%	0.90%
Germany	1.20%	0.40%	0.40%	0.20%	0.30%
All Other International	3.20%	2.50%	5.00%	3.30%	2.30%

**TIA Statistics**  
**Report for May 2018**  
Wellington

Occupancy Rate

Month	3.0-3.5	4.0	4.5-5.0	All Hotels
May-14	68.20%	76.10%	74.10%	72.50%
May-15	76.10%	82.30%	78.00%	77.80%
May-16	72.90%	80.60%	75.70%	75.30%
May-17	76.30%	82.80%	81.30%	79.90%
May-18	78.30%	85.80%	76.80%	78.10%

Average Daily Rate

Month	3.0-3.5	4.0	4.5-5.0	All Hotels
May-14	\$103.47	\$116.76	\$164.87	\$142.43
May-15	\$107.69	\$122.77	\$167.64	\$143.94
May-16	\$112.71	\$127.08	\$184.66	\$157.57
May-17	\$125.07	\$138.15	\$195.44	\$168.14
May-18	\$120.35	\$139.71	\$195.74	\$169.22

RevPAR

Month	3.0-3.5	4.0	4.5-5.0	All Hotels
May-14	\$70.59	\$88.88	\$122.20	\$103.28
May-15	\$81.93	\$101.08	\$130.74	\$112.00
May-16	\$82.22	\$102.37	\$139.78	\$118.69
May-17	\$95.38	\$114.39	\$158.93	\$134.28
May-18	\$94.25	\$119.93	\$150.29	\$132.13

Occupancy Rate

Quarter Ending	3.0-3.5	4.0	4.5-5.0	All Hotels
May-14	72.00%	81.00%	78.10%	76.50%
May-15	78.30%	84.00%	80.50%	80.10%
May-16	81.90%	85.50%	81.10%	81.70%
May-17	80.10%	84.10%	85.30%	83.50%
May-18	82.20%	86.30%	80.90%	81.80%

Average Daily Rate

Quarter Ending	3.0-3.5	4.0	4.5-5.0	All Hotels
May-14	\$106.25	\$115.93	\$168.23	\$144.93
May-15	\$112.78	\$128.86	\$179.71	\$153.73
May-16	\$119.07	\$133.46	\$190.55	\$163.05
May-17	\$129.85	\$142.20	\$199.35	\$172.68
May-18	\$132.77	\$145.61	\$203.12	\$176.18

RevPAR

Quarter Ending	3.0-3.5	4.0	4.5-5.0	All Hotels
May-14	\$76.46	\$93.88	\$131.34	\$110.84
May-15	\$88.34	\$108.23	\$144.58	\$123.19
May-16	\$97.51	\$114.08	\$154.47	\$133.28

May-17	\$104.02	\$119.58	\$170.04	\$144.27
May-18	\$109.13	\$125.61	\$164.42	\$144.18

Occupancy Rate

Year to Date	3.0-3.5	4.0	4.5-5.0	All Hotels
May-14	72.10%	79.50%	77.20%	75.90%
May-15	77.40%	83.50%	79.60%	79.30%
May-16	82.10%	84.40%	81.00%	81.60%
May-17	80.00%	84.10%	83.90%	82.80%
May-18	79.60%	85.40%	80.10%	80.50%

Average Daily Rate

Year to Date	3.0-3.5	4.0	4.5-5.0	All Hotels
May-14	\$109.60	\$116.46	\$170.26	\$146.98
May-15	\$115.12	\$126.92	\$181.36	\$155.64
May-16	\$124.73	\$134.68	\$194.88	\$167.50
May-17	\$129.44	\$139.26	\$199.96	\$172.86
May-18	\$131.80	\$142.34	\$201.74	\$174.78

RevPAR

Year to Date	3.0-3.5	4.0	4.5-5.0	All Hotels
May-14	\$79.01	\$92.62	\$131.50	\$111.52
May-15	\$89.09	\$105.97	\$144.35	\$123.41
May-16	\$102.36	\$113.70	\$157.76	\$136.72
May-17	\$103.59	\$117.10	\$167.84	\$143.06
May-18	\$104.94	\$121.57	\$161.55	\$140.64

Occupancy Rate

Year Ending	3.0-3.5	4.0	4.5-5.0	All Hotels
May-14	71.30%	76.70%	74.60%	73.80%
May-15	73.40%	78.10%	77.10%	76.00%
May-16	78.50%	82.60%	78.70%	79.00%
May-17	78.10%	81.70%	78.90%	78.90%
May-18	78.80%	82.90%	79.90%	79.90%

Average Daily Rate

Year Ending	3.0-3.5	4.0	4.5-5.0	All Hotels
May-14	\$107.53	\$120.50	\$167.52	\$145.07
May-15	\$111.96	\$124.62	\$175.52	\$151.64
May-16	\$120.39	\$132.57	\$189.75	\$162.45
May-17	\$125.16	\$141.71	\$197.28	\$170.74
May-18	\$133.12	\$147.23	\$205.77	\$177.44

RevPAR

Year Ending	3.0-3.5	4.0	4.5-5.0	All Hotels
May-14	\$76.66	\$92.46	\$124.90	\$107.02
May-15	\$82.15	\$97.27	\$135.30	\$115.32
May-16	\$94.54	\$109.47	\$149.27	\$128.35
May-17	\$97.74	\$115.77	\$155.59	\$134.75
May-18	\$104.95	\$122.06	\$164.43	\$141.74

## Average Room Rates by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	\$154.62	\$156.17	\$166.12	\$179.76	\$180.68
Corporate	\$152.75	\$156.80	\$164.44	\$169.01	\$168.75
FIT	\$140.86	\$141.93	\$157.40	\$168.63	\$170.93
Tours	\$129.67	\$128.31	\$166.76	\$161.41	\$153.41
Crew	\$118.28	\$113.14	\$122.19	\$156.00	\$174.57
Other	\$90.30	\$103.71	\$111.98	\$121.50	\$127.24
Total	\$142.43	\$143.94	\$157.57	\$168.14	\$169.22

## Share of Room Nights by Market Segment

Month	May-14	May-15	May-16	May-17	May-18
C&I	11.00%	9.00%	9.00%	10.00%	8.00%
Corporate	35.00%	35.00%	37.00%	37.00%	35.00%
FIT	45.00%	45.00%	44.00%	42.00%	47.00%
Tours	5.00%	7.00%	5.00%	6.00%	6.00%
Crew	2.00%	2.00%	3.00%	4.00%	3.00%
Other	2.00%	1.00%	2.00%	2.00%	2.00%
Total	100.00%	100.00%	100.00%	100.00%	100.00%

## Share of Room Nights by Origin

Month	May-14	May-15	May-16	May-17	May-18
New Zealand	79.70%	78.20%	82.80%	78.20%	81.40%
Australia	10.90%	11.00%	8.70%	12.40%	11.40%
US	2.20%	3.00%	2.60%	2.90%	2.70%
Japan	0.30%	0.30%	0.30%	0.40%	0.30%
South Korea	0.00%	0.10%	0.10%	0.00%	0.10%
China	1.00%	0.60%	0.60%	0.50%	0.70%
Other Asia	1.00%	1.10%	1.40%	1.40%	1.00%
UK	1.20%	0.90%	0.90%	1.20%	0.70%
Germany	0.30%	0.30%	0.20%	0.30%	0.30%
All Other International	3.30%	4.70%	2.50%	2.80%	1.60%