

Destination News

Calgary Hotel Performance

Hotel room demand returned to a more modest level of growth in the final quarter of 2018, following the record-setting pace in the second and third quarters. Rooms sold reached record monthly highs from May through Sept. 2018. These records can be attributed to the 20per cent increase in room supply over the past five years, competitive room rates and rising numbers of visitors to Calgary. Overall, the number of rooms sold rose by 1.7 per cent in Q4 compared to Q4 2017 - down from growth rates in rooms sold of 7.1 per cent in Q2, 3.3 per cent in Q3 and 3.1 per cent in Q1. Year-to-date, rooms sold improved by 3.9 per cent overall, with occupancy up 2.4 percentage points to reach 61.9 per cent. 2018 revenue increased by 5.9 per cent compared to 2017.

		YEAR-TO-DATE DEC		
		2018	%Change	Difference
Calgary Overall	Occupancy Rate	61.9%	4.0%	2.4
	Rooms Sold	3,259,322	3.9%	122,045
	Room Supply	5,264,979	-0.2%	-7,936
	Daily Room Rate	\$145.47	1.9%	\$2.69
	RevPAR	\$90.06	6.0%	\$5.11
Downtown	Occupancy Rate	63.6%	2.3%	1.5
	Rooms Sold	1,011,266	2.9%	28,310
	Room Supply	1,590,968	0.5%	8,693
	Daily Room Rate	\$194.72	2.3%	\$4.30
	RevPAR	\$123.77	4.6%	\$5.47
Northeast	Occupancy Rate	60.6%	3.9%	2.3
	Rooms Sold	1,305,468	8.7%	105,017
	Room Supply	2,154,344	4.7%	96,724
	Daily Room Rate	\$119.45	0.3%	\$0.36
	RevPAR	\$72.38	4.2%	\$2.90
Northwest	Occupancy Rate	63.3%	-1.0%	-0.6
	Rooms Sold	333,401	-7.8%	-28,037
	Room Supply	526,867	-6.8%	-38,355
	Daily Room Rate	\$117.45	4.5%	\$5.09
	RevPAR	\$74.32	3.4%	\$2.47
South	Occupancy Rate	61.4%	11.9%	6.6
	Rooms Sold	609,208	4.0%	23,686
	Room Supply	992,800	-7.0%	-74,998
	Daily Room Rate	\$132.53	3.9%	\$5.01
	RevPAR	\$81.32	16.3%	\$11.39

% change compared to previous year at the same time; Difference shows the raw change in value (in percentage points or dollars).

Source: Smith Travel Research, Inc. Republication or other re-use of this data without the express written permission of STR is strictly prohibited.

Calgary Airport Authority Passenger Statistics

Passenger traffic through Calgary International Airport increased by 6.6 per cent in 2018 compared to 2017, with domestic traffic up 7.0 per cent, transborder (U.S.) traffic up 6.9 per cent and international passenger traffic up 2.9 per cent year-over-year. International passenger traffic experienced some turbulence in Q3 (July and August 2018 saw the first decline in year-over-year international passenger traffic since November 2015) as overseas direct air capacity to Alberta declined compared to last year. Overall, 17.3 million passengers moved through YYC in 2018 – one million passengers more than 2017, marking another record year.

Passenger Statistics by Sector						
	2016	% Change	2017	% Change	2018	% Change
Domestic						
Q1	2,519,123	4.7%	2,502,221	-0.7%	2,610,413	4.3%
Q2	2,725,876	0.6%	2,813,183	3.2%	3,005,981	6.9%
Q3	3,242,997	1.5%	3,343,318	3.1%	3,693,033	10.5%
Oct	943,406	1.5%	989,893	4.9%	1,053,208	6.4%
Nov	819,518	0.7%	855,304	4.4%	888,069	3.8%
Dec	901,995	-1.8%	932,141	3.3%	985,340	5.7%
Q4	2,664,919	0.1%	2,777,338	4.2%	2,926,617	5.4%
Transborder						
Q1	736,518	-6.6%	761,534	3.4%	811,705	6.6%
Q2	688,533	-6.1%	761,334	10.6%	828,971	8.9%
Q3	821,848	0.9%	848,411	3.2%	888,217	4.7%
Oct	240,156	-1.8%	259,810	8.2%	273,814	5.4%
Nov	220,598	-1.1%	238,087	7.9%	267,490	12.3%
Dec	237,409	-3.1%	255,171	7.5%	271,176	6.3%
Q4	698,163	-2.0%	753,068	7.9%	812,480	7.9%
International						
Q1	450,456	7.0%	485,002	7.7%	547,738	12.9%
Q2	364,619	5.7%	395,988	8.6%	417,362	5.4%
Q3	390,593	9.5%	410,170	5.0%	401,534	-2.1%
Oct	101,090	8.2%	102,162	1.1%	105,201	3.0%
Nov	122,637	14.5%	143,395	16.9%	128,595	-10.3%
Dec	153,244	15.1%	178,738	16.6%	165,555	-7.4%
Q4	376,971	13.0%	424,295	12.6%	399,351	-5.9%
TOTAL – Q1	3,706,097	2.5%	3,748,757	1.2%	3,969,856	5.9%
TOTAL – Q2	3,779,028	-0.2%	3,970,505	5.1%	4,252,314	7.1%
TOTAL – Q3	4,455,438	2.1%	4,601,899	3.3%	4,982,784	8.3%
TOTAL – Q4	3,740,053	0.9%	3,954,701	5.7%	4,138,448	4.6%
TOTAL – YTD	15,680,616	1.32%	16,275,862	3.80%	17,343,402	6.56%

Source: Calgary Airport Authority

Convention Sales

Q4 new lead activity

The “new lead activity report” provides a summary of new leads received in Q4, along with quarter and full-year-to-date (FYTD) comparisons with the previous year.

In Q4 2018, Meetings + Conventions Calgary (MCC) forwarded 38 leads representing 94,549 potential room nights compared to 38 leads representing 47,516 potential room nights in Q4 2017. Of the 38 new leads in Q4, three leads turned definite (299 room nights), 29 remained tentative at the end of Q4 (62,152 room nights) and six leads were lost (32,098 room nights).

TOTAL				
	2018 Q4	2017 Q4	FYTD 2018	FYTD 2017
Leads	38	38	147	147
Attendance	45,147	30,540	99,297	137,235
Room Nights	94,549	47,516	193,253	228,268
Direct Attendee Spending	\$34,794,032	\$17,485,888	\$71,117,104	\$84,002,624

Q4 all lead activity – definite events

The “all leads activity report” summarizes all leads in the MCC pipeline with a status change that occurred within the quarter.

In Q4, 18 events representing 16,556 room nights turned definite versus 14 events representing 10,580 definite room nights in Q4 2017. In 2018, a total of 53 events representing 79,486 room nights turned definite. This year-end total includes the 2025 Rotary International Convention at 44,650 total room nights.

DEFINITE EVENTS				
	2018 Q4	2017 Q4	FYTD 2018	FYTD 2017
Events	18	14	53	55
Attendance	12,222	8,685	63,277	32,174
Room Nights	16,556	10,580	79,486	38,864
Direct Attendee Spending	\$6,092,608	\$3,893,440	\$29,250,848	\$14,301,952

NOTE: Direct Attendee Spending is calculated from an estimate of the average daily spend per delegate per room night, and includes spending on all products/services while in Calgary attending a convention.

Source: Meetings + Conventions Calgary, 2018 Q4 Report