

# Canadian November 2007 Lodging Outlook



## HVS



SMITH TRAVEL RESEARCH

## 2007 Canadian Hotel Transaction Survey

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**A** new level for hotel investment in Canada was set in 2007. The country was coming off a record year in 2006, but the total investment increased almost 70% in 2007. With 165 hotel sales, representing 28,255 guestrooms, the total value reached over \$4.5-billion, which amounts approximately \$162,000 per room.

Two major acquisitions of publicly traded hotel REITs drove the high level of investment. Legacy REIT was purchased by LGY Acquisition LP, a limited partnership formed by InnVest Real Estate Investment Trust, Cadbridge Investors LP (a limited partnership formed by Cadim, a division of the Caisse de dépôt et placement du Québec), and an affiliate of Westmont Hospitality Management. Legacy REIT had a total investment value of \$2.5-billion comprising 25 properties, two of which were in the US. The Canadian portfolio represents roundly \$2.0-billion in assets for 23 hotels. The second largest transaction of the year was bcIMC's acquisition of CHIP REIT, which comprised 32 hotels across Canada with a total value of \$1.2-billion. These two transactions represent 70% of the activity in 2007.

Another notable transaction in 2007 was the sale of ten properties by the

Pomeroy Group to Holloway Lodging REIT. These ten hotels, located in Northern Alberta and British Columbia, comprise six Super 8 Hotels, a Best Western, a Holiday Inn, a Pomeroy Inn, and an independent property. The portfolio sold for \$215-million, or \$199,300 for each of the 1,079 guestrooms.

Adjusting the transaction volume to exclude the three major portfolio transactions yields an investment volume of \$1.1-billion for 2007. This is slightly below the volume for 2006 (adjusted for the portfolio acquisition of the Fairmont Hotels by Oxford Properties). What is notable in 2007 is that the average price per room, excluding the portfolio transactions, was \$125,626, which is 45% higher than the comparable figure in 2006 and a record setting average for the country.

On the provincial level, Alberta recorded the largest number of sales with 67 transacted properties totalling \$1.3-billion in investment or approximately \$163,000 per room. The highest price per room paid in the country was in Fort McMurray, Alberta. The Clearwater Suite Hotel sold for \$376,667 per room, or \$56,500,000 for the 150-room all-suite

property. Winnipeg-based Temple REIT purchased this property at an 8.5% historical cap rate. Following the sale, Atlific Hotels & Resorts took over management of the property.

Looking at the other provinces, Ontario noted 38 transactions yielding



*HVS Canada has not verified all individual hotel sales in this newsletter; however, we collected the information from sources we deemed reliable, and the data is thought to be correct. We cannot warrant its accuracy; it is provided for your convenience only. Use of this information without verification from original sources is at your own risk.*

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over \$1.08-billion in sales volume. Although the number of hotels sold in Ontario in 2007 was similar to the number sold in 2006, the total value almost tripled in 2007. British Columbia had 19 hotel transactions totalling over \$569-million or \$170,111 per room, roughly 25% lower than last year's record of \$707-million or \$215,303 per room. In downtown Vancouver, The Bosman's Hotel was sold for \$270,000 per room, the highest price per room paid in British Columbia in 2007. The property was purchased primarily for its land value, which equates to roundly \$200 per buildable square foot for the downtown site. The hotel will likely be demolished and the site used for the development of high-rise condos. Hotel sales in Quebec climbed up to 16 transactions totalling \$804-million, a twofold increase in investment over 2006. Saskatchewan

recorded nine hotel sales with a total value of \$227-million. This includes the sale of the Delta Regina for \$50-million, or \$182,482 per room.

In terms of buyers in 2007, the REITs dominated the transaction volume in the first half of the year, when Holloway, Temple, and Lakeview all made major acquisitions, primarily in Alberta. With the slowdown in the oil and gas sector in some regions and the uncertainty over royalties in Alberta, the volume of transactions showed a marked decrease in the second half of the year with a variety of buyers, including the REITs as well as private companies.

In terms of the outlook for transaction volume in 2008, it is unlikely that the country will be able to repeat the success of 2007, as there are no major portfolio transactions on the horizon.

Excluding the portfolio transactions, 75% of the transactions in 2007 occurred in the first half of the year. The uncertainty in the credit markets and a gap between vendor and purchaser expectations seemed to put a damper on transactions in the second half of the year. Looking at the fundamentals, there still seems to be a ready supply of debt and equity available for transactions, and hotel operating performance is healthy in most parts of the country; therefore, we anticipate continued activity this year, albeit at a more moderate level than in 2006 and 2007. ▲

#### Canadian Hotels Sales 1992-2007

Year	No. of Properties	No. of Room	Total Investment	Price Per Room
1992	9	1,874	\$91,313,000	\$48,726
1993	27	5,937	221,356,000	37,284
1994	28	4,056	118,802,260	29,290
1995	49	8,455	443,801,820	52,490
1996	77	15,638	825,674,006	52,799
1997	122	25,947	1,981,851,306	76,381
1998	172	24,090	1,361,322,026	56,510
1999	36	4,411	406,284,400	92,107
2000	48	5,760	487,537,000	84,642
2001	40	6,405	650,815,000	101,610
2002	56	6,297	±500,000,000	±80,000
2003	55	7,159	447,216,100	62,469
2004	76	8,221	535,323,675	65,117
2005	111	15,713	1,598,651,075	101,741
2006	120	16,932	2,712,589,484	160,205
2007	165	28,255	4,564,522,690	161,547

Source: HVS

## 2007 Canadian Hotel Sales

Prov.	Date of Sale	Hotel Name	City	Room Count	Price Paid	Price Per Room	Cap Rate (%)
BC	Jan-07	Lakeview Inn & Suites Fort Nelson	Fort Nelson	82	\$9,963,000	\$121,500	n/a
	Jan-07	Travelodge	Merritt	36	\$1,860,000	\$51,667	n/a
	Feb-07	Island View Lodge	Powell River	31	\$1,058,000	\$34,129	n/a
	Feb-07	Riverland Motel Kamloops	Kamloops	58	\$3,325,000	\$57,328	9.7%
	Feb-07	Kings Motor Inn	Kamloops	36	\$1,660,000	\$46,111	11.1%
	Mar-07	Hilton Vancouver Metrotown	Burnaby	283	\$40,448,952	\$142,929	7.6%
	Mar-07	Inn at Westminster Quay	New Westminster	126	\$12,960,000	\$102,857	10.0%
	Apr-07	Bosman's Hotel (5)	Vancouver	100	\$27,000,000	\$270,000	n/a
	Jun-07	Helm's Inn Hotel	Victoria	42	\$5,750,000	\$136,905	7.0%
	Jun-07	Super 8 Fort Nelson (3)	Fort Nelson	142	\$28,300,600	\$199,300	n/a
	Jun-07	Super 8 Fort St. John (3)	Fort St. John	93	\$18,534,900	\$199,300	n/a
	Aug-07	Grouse Inn (4)	North Vancouver	80	\$12,500,000	\$156,250	n/a
	Sep-07	The Fairmont Empress (1)	Victoria	477	\$92,837,556	\$194,628	n/a
	Sep-07	The Fairmont Hotel Vancouver (1)	Vancouver	556	\$108,213,168	\$194,628	n/a
	Sep-07	The Fairmont Waterfront (1)	Vancouver	489	\$95,173,092	\$194,628	n/a
	Sep-07	Holiday Inn Express Kamloops	Kamloops	80	\$11,300,000	\$141,250	n/a
	Dec-07	Residence Inn by Marriott Vancouver Downtown (2)	Vancouver	202	\$31,277,478	\$154,839	n/a
	Dec-07	Delta Victoria Ocean Pointe Resort and Spa (2)	Victoria	239	\$37,006,521	\$154,839	n/a
	Dec-07	Harbour Towers Hotel and Suites (2)	Victoria	195	\$30,193,605	\$154,839	n/a
		<b>19 Sales</b>		<b>3,347</b>	<b>\$569,361,872</b>	<b>\$170,111</b>	
AB	Jan-07	Super 8 Strathmore	Strathmore	49	\$4,000,000	\$81,633	n/a
	Jan-07	Day's Motel Wainwright	Wainwright	32	\$2,050,000	\$64,063	n/a
	Jan-07	Peter Pond Hotel	Fort McMurray	92	\$27,825,600	\$302,452	n/a
	Feb-07	Travelodge Whitecourt	Whitecourt	74	\$4,300,000	\$58,108	18.0%
	Feb-07	Dominion Hotel	Carstairs	8	\$1,100,000	\$137,500	n/a
	Feb-07	Canmore Hotel	Canmore	22	\$2,400,000	\$109,091	n/a
	Feb-07	Nisku Inn & Conference Center	Nisku	156	\$14,000,000	\$89,744	n/a
	Feb-07	Radisson Hotel & Suites Fort McMurray	Fort McMurray	134	\$22,750,000	\$169,776	9.5%
	Feb-07	Alamo Motel	Edmonton	38	\$2,200,000	\$57,895	n/a
	Feb-07	Royal Star Motor Inn	Smoky Lake	46	\$1,625,000	\$35,326	16.4%
	Feb-07	Travelodge Cochrane	Cochrane	61	\$6,375,000	\$104,508	n/a
	Mar-07	Commodore Hotel	Edson	28	\$1,550,000	\$55,357	n/a
	Mar-07	The Honeycomb Inn	Falher	16	\$1,050,000	\$65,625	n/a
	Mar-07	Parkland Motel	Rimbey	30	\$1,137,000	\$37,900	n/a
	Mar-07	Hampshire Inn	Canmore	29	\$2,500,000	\$86,207	n/a
	Mar-07	Howard Johnson Express Inn Calgary	South Calgary	50	\$4,385,000	\$87,700	n/a
	Mar-07	Days Inn Downtown	Edmonton	76	\$5,200,000	\$68,421	13.3%

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## 2007 Canadian Hotel Sales

Prov.	Date of Sale	Hotel Name	City	Room Count	Price Paid	Price Per Room	Cap Rate (%)
AB	Apr-07	Clearwater Suite Hotel Fort McMurray	Fort McMurray	150	\$56,500,000	\$376,667	8.5%
	Apr-07	Super 8 Three Hills	Three Hills	82	\$10,000,000	\$121,951	1.8%
	Apr-07	Best Western Grande Mountain Getaways & Hotel	Grande Cache	81	\$12,500,000	\$154,321	14.0%
	Apr-07	Lakeview Inn & Suites Edson Airport West	Edson	69	\$7,800,000	\$113,043	n/a
	Apr-07	Roadking Inns	Sherwood Park	88	\$18,400,000	\$209,091	10.8%
	Apr-07	Lodge Motor Inn	Edmonton	54	\$4,600,000	\$85,185	n/a
	May-07	Merit Hotel	Fort McMurray	92	\$16,000,000	\$173,913	8.9%
	May-07	Merit Inn & Suites	Fort McMurray	75	\$18,800,000	\$250,667	8.2%
	May-07	Chateau Jasper	Jasper	119	\$16,000,000	\$134,454	n/a
	May-07	Nomad Inn	Fort McMurray	139	\$23,700,000	\$170,504	7.3%
	May-07	Nomad Suites	Fort McMurray	27	\$10,000,000	\$370,370	8.3%
	May-07	Holiday Inn Express Brooks	Brooks	78	\$10,250,000	\$131,410	10.4%
	May-07	Best Western Athabasca	Athabasca	65	\$12,057,760	\$185,504	9.7%
	May-07	Best Western Pocaterra Inn	Canmore	83	\$11,632,000	\$140,145	n/a
	May-07	Stony Convention Inn	Stone Pain	48	\$2,600,000	\$54,167	n/a
	Jun-07	Lakeview Inn & Suites Calgary	Calgary	120	\$26,500,000	\$220,833	8.4%
	Jun-07	Super 8 Whitecourt (3)	Whitecourt	81	\$16,143,300	\$199,300	n/a
	Jun-07	Super 8 High Level (3)	High Level	100	\$11,758,700	\$199,300	n/a
	Jun-07	Super 8 Slave Lake (3)	Slave Lake	58	\$11,559,400	\$199,300	n/a
	Jun-07	Northwest Inn (3)	Slave Lake	99	\$19,730,700	\$199,300	n/a
	Jun-07	Super 8 Grande Prairie (3)	Grande Prairie	149	\$29,695,700	\$199,300	n/a
	Jun-07	Pomeroy Inn & Suites Grande Prairie (3)	Grande Prairie	152	\$30,293,600	\$199,300	n/a
	Jun-07	Holiday Inn Grande Prairie (3)	Grande Prairie	146	\$29,097,800	\$199,300	n/a
	Jun-07	Best Western Grande Prairie (3)	Grande Prairie	100	\$19,930,000	\$199,300	n/a
	Jul-07	Black Bear Inn Hinton	Hinton	87	\$12,140,000	\$139,540	n/a
	Jul-07	Days Inn Calgary South	Calgary	134	\$12,250,000	\$91,418	n/a
	Aug-07	Best Western Cedar Park Inn	Edmonton	190	\$22,000,000	\$115,789	10.4%
	Aug-07	Prairie Haven Motel	Grande Prairie	66	\$4,050,000	\$61,364	16.7%
	Aug-07	Best Western	Strathmore	81	\$7,700,000	\$95,062	9.3%
	Sep-07	Days Inn Hinton (1)	Hinton	48	\$7,330,000	\$152,708	n/a
	Sep-07	Delta Calgary Airport (1)	Calgary	296	\$57,609,888	\$194,628	n/a
	Sep-07	Fairmont Hotel Macdonald (1)	Edmonton	199	\$38,730,972	\$194,628	n/a
	Sep-07	Sheraton Suites Calgary Eau Claire (1)	Calgary	323	\$62,864,844	\$194,628	n/a
	Sep-07	The Fairmont Palliser (1)	Calgary	405	\$78,824,340	\$194,628	n/a
	Sep-07	Delta Bow Valley (1)	Calgary	398	\$77,461,944	\$194,628	n/a
	Oct-07	Kensington Riverside Inn	Calgary	19	\$6,000,000	\$315,789	8.4%
	Oct-07	Garden Court Motel	Manning	31	\$1,860,000	\$60,000	n/a
	Nov-07	Rest E-Z Inn	Edmonton	40	\$3,250,000	\$81,250	n/a
	Nov-07	Best Western Slave Lake Inn & Suites	Slave Lake	68	\$10,300,000	\$151,471	9.7%

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## 2007 Canadian Hotel Sales

Prov.	Date of Sale	Hotel Name	City	Room Count	Price Paid	Price Per Room	Cap Rate (%)
AB	Dec-07	Lethbridge Lodge Hotel & Conference Centre (2)	Lethbridge	191	\$29,574,249	\$154,839	n/a
	Dec-07	Radisson Hotel Calgary Airport (2)	Calgary	185	\$28,645,215	\$154,839	n/a
	Dec-07	Radisson Hotel & Conference Centre Canmore (2)	Canmore	224	\$34,683,936	\$154,839	n/a
	Dec-07	Red Deer Lodge Hotel & Conference Centre (2)	Red Deer	240	\$37,161,360	\$154,839	n/a
	Dec-07	Delta Edmonton South Hotel & Conference Centre (2)	Edmonton	237	\$36,696,843	\$154,839	n/a
	Dec-07	Coast Terrace Inn (2)	Edmonton	235	\$36,387,165	\$154,839	n/a
	Dec-07	Ramada Hotel & Conference Centre (2)	Edmonton	431	\$66,735,609	\$154,839	n/a
	Dec-07	Edmonton Inn Hotel & Conference Centre (2)	Edmonton	431	\$66,735,609	\$154,839	n/a
	Dec-07	Mayfield Inn & Suites at West Edmonton (2)	Edmonton	327	\$50,632,353	\$154,839	n/a
	Dec-07	Quality Hotel & Conference Centre (2)	Grande Prairie	102	\$15,793,578	\$154,839	n/a
	Dec-07	Quality Hotel & Conference Centre (2)	Fort McMurray	157	\$24,309,723	\$154,839	n/a
			<b>67 Sales</b>		<b>8,341</b>	<b>\$1,359,724,188</b>	<b>\$163,017</b>
SK	Jan-07	Days Inn Yorkton	Yorkton	74	\$4,600,000	\$62,162	12.4%
	Jan-07	Rodeway Inn Motel	Swift Current	28	\$1,200,000	\$42,857	13.4%
	Feb-07	Comfort Inn & Suites Yorkton	Yorkton	80	\$4,725,000	\$59,062	12.1%
	Apr-07	Super 8 Hotel	Moose Jaw	60	\$3,479,000	\$57,983	12.2%
	Aug-07	Delta Regina Hotel	Regina	274	\$50,000,000	\$182,482	n/a
	Sep-07	Delta Bessborough (1)	Saskatoon	225	\$43,791,300	\$194,628	n/a
	Dec-07	Regina Inn Hotel & Conference Centre (2)	Regina	235	\$36,387,165	\$154,839	n/a
	Dec-07	Saskatoon Inn Hotel & Conference Centre (2)	Saskatoon	250	\$38,709,750	\$154,839	n/a
	Dec-07	Radisson Hotel Saskatoon Downtown (2)	Saskatoon	291	\$45,058,149	\$154,839	n/a
		<b>9 Sales</b>		<b>1,517</b>	<b>\$227,950,364</b>	<b>\$150,264</b>	
MB	Sep-07	Delta Winnipeg (1)	Winnipeg	393	\$76,488,804	\$194,628	n/a
	Sep-07	The Fairmont Winnipeg (1)	Winnipeg	340	\$66,173,520	\$194,628	n/a
		<b>2 Sales</b>		<b>733</b>	<b>\$142,662,324</b>	<b>\$194,628</b>	
ON	Jan-07	Days Inn Toronto East Lakeview	Toronto	61	\$4,100,000	\$67,213	n/a
	Jan-07	Days Inn	Mississauga	61	\$4,100,000	\$67,213	n/a
	Jan-07	Shore Breeze Motel	Etobicoke	17	\$5,000,000	\$294,118	n/a
	Feb-07	Red Carpet Inn	Midland	41	\$1,630,000	\$39,756	n/a
	Feb-07	The Queensway Manor	Burlington	45	\$1,280,000	\$28,444	n/a
	Feb-07	Niagara Family Inn	Niagara Falls	36	\$1,800,000	\$50,000	n/a
	Feb-07	Pinewood Park Motor Inn	North Bay	118	\$4,630,000	\$39,237	n/a
	Mar-07	Comfort Inn Fort Erie	Fort Erie	71	\$2,215,100	\$31,199	n/a
	Mar-07	Pilgrim Motor Inn	Niagara Falls	40	\$3,850,000	\$96,250	n/a
	Mar-07	Days Inn Near the Falls	Niagara Falls	117	\$8,980,000	\$76,752	n/a

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## 2007 Canadian Hotel Sales

Prov.	Date of Sale	Hotel Name	City	Room Count	Price Paid	Price Per Room	Cap Rate (%)	
ON	Apr-07	Eastcourt London Motel	London	26	\$1,067,000	\$41,038	n/a	
	Apr-07	Super 7 Motel	London	43	\$2,190,000	\$50,930	n/a	
	Apr-07	Super 8 Motel Woodstock	Woodstock	72	\$3,800,000	\$52,778	n/a	
	Apr-07	Travelodge Burlington	Burlington	116	\$4,650,000	\$40,086	7.1%	
	Apr-07	Westin Prince Toronto	Toronto	384	\$45,000,000	\$117,188	5.0%	
	Apr-07	Renaissance Fallsview	Niagara Falls	262	\$50,000,000	\$190,840	n/a	
	May-07	Best Western Inn On The Bay	Owen Sound	100	\$8,325,000	\$83,250	11.8%	
	May-07	Flamingo Inn & Suites	Niagara Falls	95	\$2,300,000	\$24,211	n/a	
	May-07	Valhalla Inn	Thunder Bay	267	\$13,400,000	\$50,187	n/a	
	Jun-07	New Plaza Motel	Scarborough	30	\$1,700,000	\$56,667	n/a	
	Jul-07	Emerald Isle Motel	Richmond Hill	53	\$6,000,000	\$113,208	n/a	
	Jul-07	Holiday Inn Express Hotel & Suites Belleville	Belleville	80	\$11,600,000	\$145,000	n/a	
	Jul-07	Staybridge Suites London	London	117	\$17,000,000	\$145,299	n/a	
	Sep-07	Holiday Inn Express Hotel & Suites	North Bay	116	\$14,500,000	\$125,000	n/a	
	Sep-07	Hampton Inn Napanee	Napanee	58	\$6,300,000	\$108,621	n/a	
	Sep-07	Delta Ottawa Hotel & Suites (1)	Ottawa	328	\$63,837,984	\$194,628	n/a	
	Sep-07	Delta Toronto Airport West (1)	Mississauga	297	\$57,804,516	\$194,628	n/a	
	Sep-07	Delta Toronto East (1)	Toronto	371	\$72,206,988	\$194,628	n/a	
	Sep-07	The Fairmont Royal York (1)	Toronto	1,365	\$265,667,220	\$194,628	n/a	
	Sep-07	Fairmont Chateau Laurier (1)	Ottawa	429	\$83,495,412	\$194,628	n/a	
	Oct-07	Comfort Inn Scarborough	Scarborough	82	\$4,400,000	\$53,659	n/a	
	Dec-07	Sheraton Fallsview Hotel & Conference Center	Niagara Falls	402	\$70,000,000	\$174,129	n/a	
	Dec-07	Delta Ottawa Hotel & Suites (6)	Ottawa	328	\$75,280,000	\$229,512	n/a	
	Dec-07	Best Western Great Northern (2)	Sault Ste. Marie	111	\$17,187,129	\$154,839	n/a	
	Dec-07	Crowne Plaza (2)	Ottawa	411	\$63,638,829	\$154,839	n/a	
	Dec-07	Sandalwood Suites Hotel (2)	Mississauga	185	\$28,645,215	\$154,839	n/a	
	Dec-07	Festival Inn (2)	Stratford	182	\$28,180,698	\$154,839	n/a	
	Dec-07	Delta Kitchener-Waterloo (2)	Kitchener	201	\$31,122,639	\$154,839	n/a	
			<b>38 Sales</b>		<b>7,118</b>	<b>\$1,086,883,730</b>	<b>\$152,695</b>	
	QC	Mar-07	Motel Chez-Nous	Laval	43	\$1,300,000	\$30,233	n/a
		Apr-07	Hyatt Regency Montreal	Montreal	605	n/a	n/a	n/a
		Apr-07	Hotel Manoir de la Tour	Quebec	13	\$1,300,000	\$100,000	n/a
		Jun-07	Hotel le Bristol	Montreal	26	\$1,370,000	\$52,692	n/a
		Jul-07	Hotel Godin	Montreal	136	\$25,000,000	\$183,824	n/a
		Jul-07	InterContinental Montreal	Montreal	357	\$49,000,000	\$137,255	3.5%
		Aug-07	Hotel Olympique	Longueuil	65	\$4,700,000	\$72,308	n/a
		Sep-07	Fairmont The Queen Elizabeth (1)	Montreal	1,039	\$202,218,492	\$194,628	n/a
		Sep-07	Delta Centre-Ville (1)	Montreal	711	\$138,380,508	\$194,628	n/a
Sep-07		Fairmont Le Chateau Frontenac (1)	Quebec City	618	\$120,280,104	\$194,628	n/a	

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## 2007 Canadian Hotel Sales

Prov.	Date of Sale	Hotel Name	City	Room Count	Price Paid	Price Per Room	Cap Rate (%)
QC	Dec-07	Hôtels des Seigneurs Saint-Hyacinthe (2)	Saint-Hyacinthe	290	\$44,903,310	\$154,839	n/a
	Dec-07	Delta Montréal (2)	Montreal	153	\$23,690,367	\$154,839	n/a
	Dec-07	Hilton Montréal Bonaventure (2)	Montreal	395	\$61,161,405	\$154,839	n/a
	Dec-07	Delta Québec (2)	Quebec	377	\$58,374,303	\$154,839	n/a
	Dec-07	Hôtel Gouverneur Québec (2)	Sainte-Foy	320	\$49,548,480	\$154,839	n/a
	Dec-07	Hôtel Tadoussac (2)	Tadoussac	149	\$23,071,011	\$154,839	n/a
			<b>16 Sales</b>		<b>4,692</b>	<b>\$804,297,980</b>	<b>\$171,419</b>
NB	Feb-07	Delta Beausejour	Moncton	311	\$21,150,000	\$68,006	8.4%
	Mar-07	Comfort Inn Miramichi	Newcastle (Miramichi)	69	\$2,350,000	\$34,058	9.5%
	Sep-07	Delta Beausejour (1)	Moncton	310	\$60,334,680	\$194,628	n/a
	Dec-07	Delta Fredericton (2)	Fredericton	223	\$34,529,097	\$154,839	n/a
	Dec-07	Holiday Inn Hotel & Resort (2)	Fredericton	82	\$12,696,798	\$154,839	n/a
		<b>5 Sales</b>		<b>995</b>	<b>\$131,060,575</b>	<b>\$131,719</b>	
NS	Mar-07	Future Motor Inn	Halifax	120	\$7,600,000	\$63,333	n/a
	Sep-07	Delta Barrinton (1)	Halifax	200	\$38,925,600	\$194,628	n/a
	Sep-07	Delta Halifax (1)	Halifax	296	\$57,609,888	\$194,628	n/a
	Sep-07	Citadel Halifax Hotel (2)	Halifax	268	\$41,496,852	\$154,839	n/a
		<b>4 Sales</b>		<b>884</b>	<b>\$145,632,340</b>	<b>\$164,742</b>	
PEI	Sep-07	Delta Price Edward (1)	Charlottetown	211	\$41,066,508	\$194,628	n/a
	Dec-07	Best Western Charlottetown (2)	Charlottetown	143	\$22,141,977	\$154,839	n/a
		<b>2 Sales</b>		<b>354</b>	<b>\$63,208,485</b>	<b>\$178,555</b>	
NFL	Dec-07	Travellers Inn St. John's (2)	St. John's	88	\$13,625,832	\$154,839	n/a
NWT	Mar-07	Chateau Nova Yellowknife	Yellowknife	80	\$13,000,000	\$162,500	11.0%
YK	Jul-07	Best Western Gold Rush Inn	Whitehorse	106	\$7,115,000	\$67,123	n/a
		<b>165 Total Hotel Sales</b>		<b>28,255</b>	<b>\$4,564,522,690</b>	<b>\$161,547</b>	

## FOOTNOTES:

- (1) Sale price is based on a per room allocation for the portfolio of 23 hotels
- (2) Sale price is based on a per room allocation for the portfolio of 32 hotels
- (3) Sale price is based on a per room allocation for the portfolio of 10 hotels
- (4) Purchased for planned redevelopment of the site
- (5) Purchased for land value at \$200 per buildable square foot for 135,000 square feet of buildable area
- (6) Sale Price include significant office and retail space

**DEFINITIONS**

Occupancy:	Rooms sold divided by rooms available.
Room Revenue:	Total room revenue generated from the sale or rental of rooms.
Average Daily Rate (ADR):	Room revenue divided by rooms sold.
Room Revenue Per Available Room (RevPAR):	Room revenue divided by rooms available (occupancy times average room rate will closely approximate RevPAR).

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