

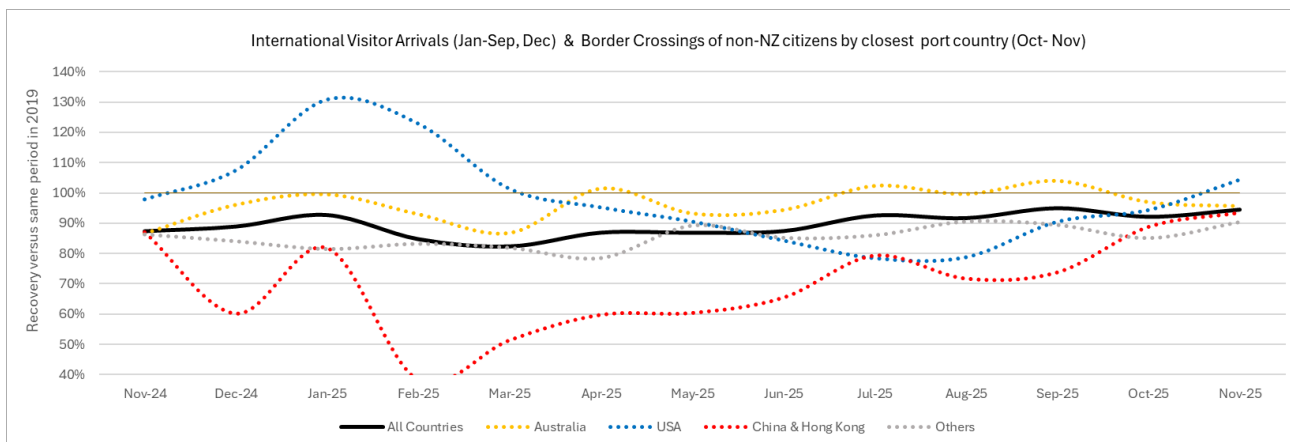
New Zealand Hotel Performance Focus

Tourism Momentum Builds Despite Uneven Market Gains

November 2025

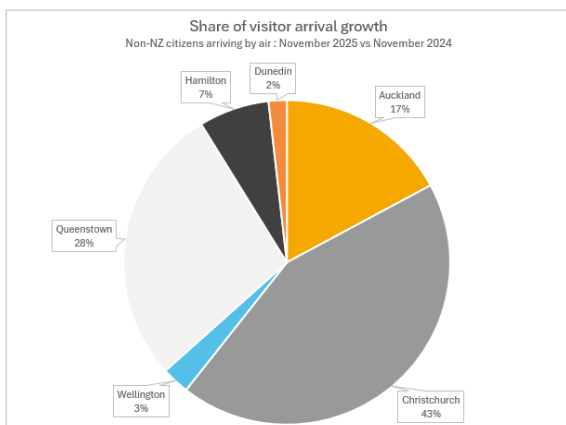


New Zealand's hotel sector delivered one of its strongest months in several years in November 2025, according to Hotel Data New Zealand (HDNZ), with high occupancies and record average rates across the country, supported by solid international arrivals and standout event-driven demand in key centres.

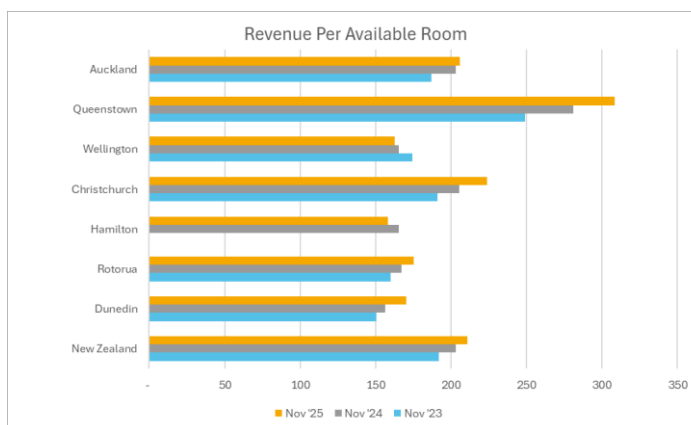


(Source: Stats NZ)

Stats NZ reported 364,479 non New Zealand citizen arrivals in November, up 8% on 2024 and about 94% of November 2019 levels. Arrivals grew across major markets, with visitors from Australia up 10%, China and the US each up 7%, and other countries up 5%. Most of the increase came through Christchurch and Queenstown, while Auckland received circa 17% of the growth, supporting the stronger South Island hotel performance.



(Source: Stats NZ)



(Source: HDNZ)

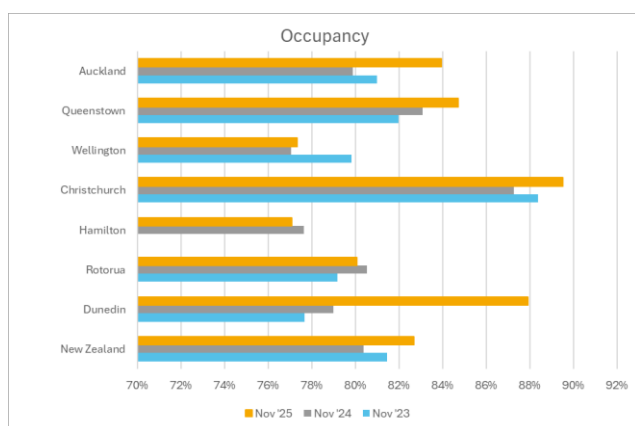
National hotel occupancy reached 83% in November, the highest since February 2020's 87%. The average daily rate rose to NZ\$255, the highest monthly level in a decade. RevPAR increased 3.8% year on year to its strongest point since February 2018, led by Queenstown, Christchurch, and Dunedin. Wellington and Hamilton were the only major markets to record a year on year decline. Nevertheless RevPAR for Auckland and Wellington hotels were still below November 2019 levels, highlighting the uneven recovery.

Auckland hotels still delivered a strong result in November, with RevPAR up 1.3% year-on-year despite hosting fewer major concerts than last year November. Occupancy reached 83.9%, the highest level for November since 2019, while RevPAR of \$206 was the strongest since March 2023.

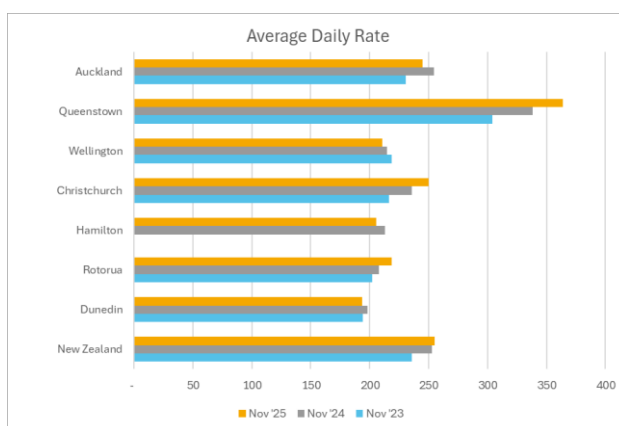
Five-star hotels led performance with 86.8% occupancy, well ahead of three- to four-and-a-half-star properties and marking the segment's best result since January 2020.

Special events supported Auckland's performance. The Metallica concert at Eden Park on 19 November and the World Indigenous Peoples Conference on Education lifted occupancy and rates. According to STR, occupancy on the Metallica concert night peaked at 96%, with average daily rates about 63% higher than the same day a year earlier. The concert night boosted Auckland's monthly RevPAR by roughly 3%. This compares with around 11% last year from November 2024's one Pearl Jam and three Coldplay concerts. Even excluding event days, performance remained firm, according to STR data, with RevPAR up about 8% year-on-year, driven by a 6.3% rise in occupancy supported by wider demand factors.

Cruise activity seem to have tempered overall demand. According to the New Zealand Cruise Association, November saw about 5,700 fewer cruise passengers than a year earlier, down roughly 30% due to four fewer ship calls. As Auckland serves as a key embarkation and disembarkation port, this reduction had a proportionally larger effect on hotel demand than in other markets.



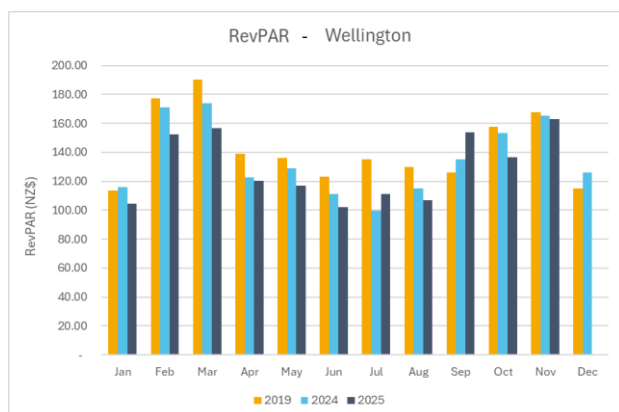
(Source: HDNZ)



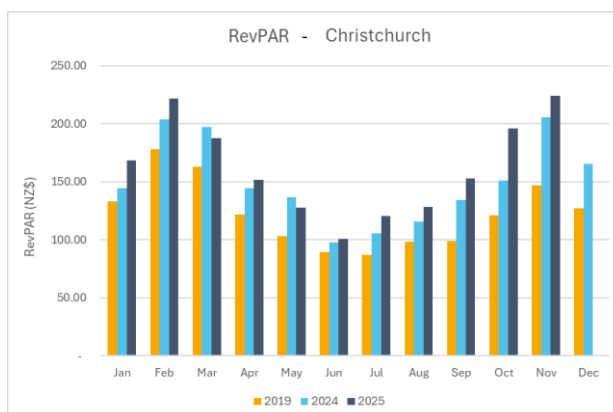
(Source: HDNZ)

Wellington's hotel market was broadly flat in November year-on-year, consistent with the stabilisation seen over the latest quarter. After several periods of notable RevPAR decline, the most recent quarter showed only a 0.2% fall compared with the prior year, a clear improvement on the roughly 6% average decline over the previous three quarters. This suggests the downturn is easing and the market may be moving into a steadier phase after earlier corrections. Conference activity helped support demand, with Tākina Convention and Exhibition Centre hosting six major conferences in November, generating an estimated 6,000 delegate days.

Christchurch remained one of the strongest performing hotel markets in the country, with November occupancy reaching 89.5%, the highest among major centres, yet still below the city's own peak this year, highlighting the depth of demand. Average daily rate increased by 6.1% for the month and over the latest quarter, signalling sustained pricing power and confidence among operators. Christchurch Airport added 10,851 non-New Zealand citizen arrivals in November, a 23% year-on-year increase driven by earlier seasonal Hong Kong services and higher frequencies on core Australian routes, which helped lift visitation. Demand was further supported by large international and domestic conferences at Te Pae and the New Zealand Cup and Show Week, which attracted visitors from across Canterbury and other regions.



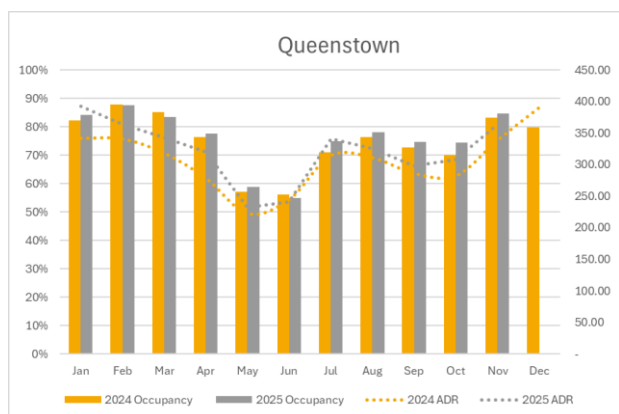
(Source: HDNZ)



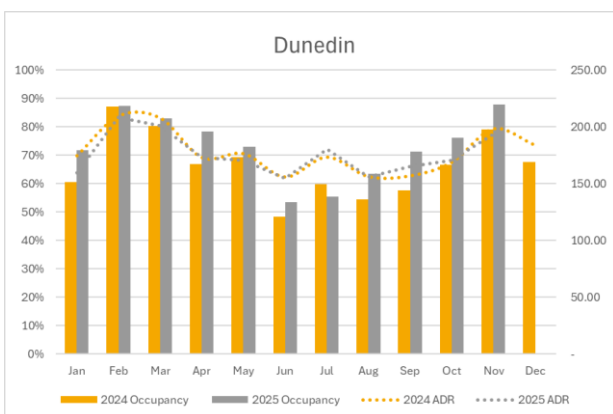
(Source: HDNZ)

Queenstown recorded a 9.8% year-on-year increase in RevPAR in November. RevPAR for 4.5 to 5-star hotels rose by 12%, while 3 to 4-star hotels grew by 7%, showing the destination's continued appeal to higher-spending visitors. A 21% rise in arrivals from Australia, supported by more flight capacity into Queenstown, was a key factor. As in the previous year, the Queenstown Marathon created strong demand and market compression, reportedly lifting the average daily rate to a NZ\$434 and occupancy to 88% on race day.

Dunedin performed strongly in November, recording an occupancy rate of 87.9%, the highest since February 2018. The strong demand was boosted by a range of special events, including a craft beer and food festival, a Black Caps T20 cricket match, a Dave Dobbyn concert, and a busy program at the Regent Theatre. The city also saw more business travel linked to major projects in and around Dunedin, such as the new hospital development. However, despite the strong occupancy, average daily rate declined by 2.2% for the month, an unexpected result given the depth of demand.



(Source: HDNZ)



(Source: HDNZ)

November again highlighted the positive impact that airline capacity, concerts, conferences, and other special events have on hotels and the wider tourism sector. When there is something of interest at a destination and travel options are convenient and affordable, people are keen to travel for a great experience. With encouraging signs across all three factors heading into summer, more positive results are expected over the coming months.



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About Hotel Council Aotearoa (HCA)

Hotel Council Aotearoa (HCA) is New Zealand's dedicated industry body for hotels and hoteliers. HCA currently represents 255 New Zealand hotels; comprising almost 27,350 guest rooms or 9.98 million available room-nights per annum. Alongside airlines, airports and transport infrastructure, hotels are key tourism infrastructure without which New Zealand would be unable to attract high value international travellers. www.hotelcouncilaotearoa.com

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Our clients choose us because we have earned a reputation for impartial advice that will often mean the difference between failure and success. Each project we help is different, so we need all of the experience we have gained over our 100-year history.

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