New Zealand Hotel Performance Focus

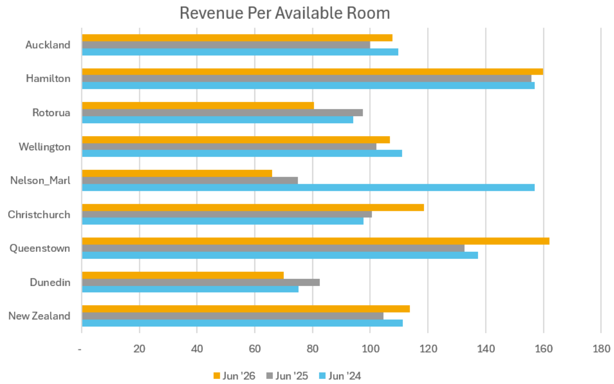
Gateway Gains, Regional Strains

June and Q2 - 2026

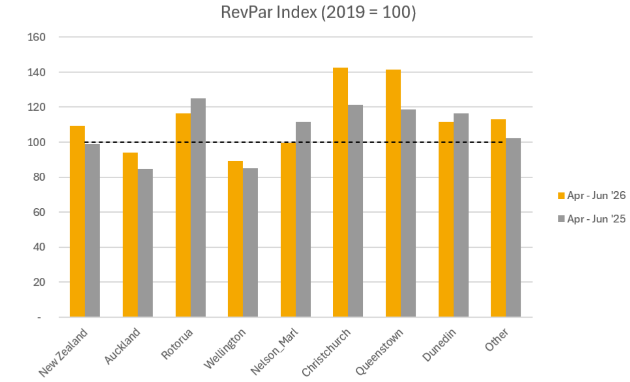
New Zealand hotels reported year-on-year RevPAR growth of 8.6% in June, according to Hotel Data New Zealand (HDNZ). This growth was led by the key gateway markets of Queenstown, Christchurch and Auckland, and was largely underpinned by international visitors, supported by the increased use of Australian airports as transit hubs into New Zealand.

Based on the reported share of room nights occupied, international room nights increased by approximately 22%, with growth recorded across all key source markets. Domestic room nights were slightly down, declining by 0.4% compared with June last year. Tour group business grew strongly, increasing by 43% and accounting for 10% of total room nights for the month, up from 7% a year earlier.

The strong June performance closed out a mixed second quarter. While national RevPAR increased by 10.4% year-on-year, growth remained concentrated in the main gateway cities, with most regional markets reporting quarterly declines. At the national level, RevPAR is only 9% above 2019 levels, and key markets such as Auckland and Wellington still remain below their pre-COVID benchmarks.



(Source: HDNZ)

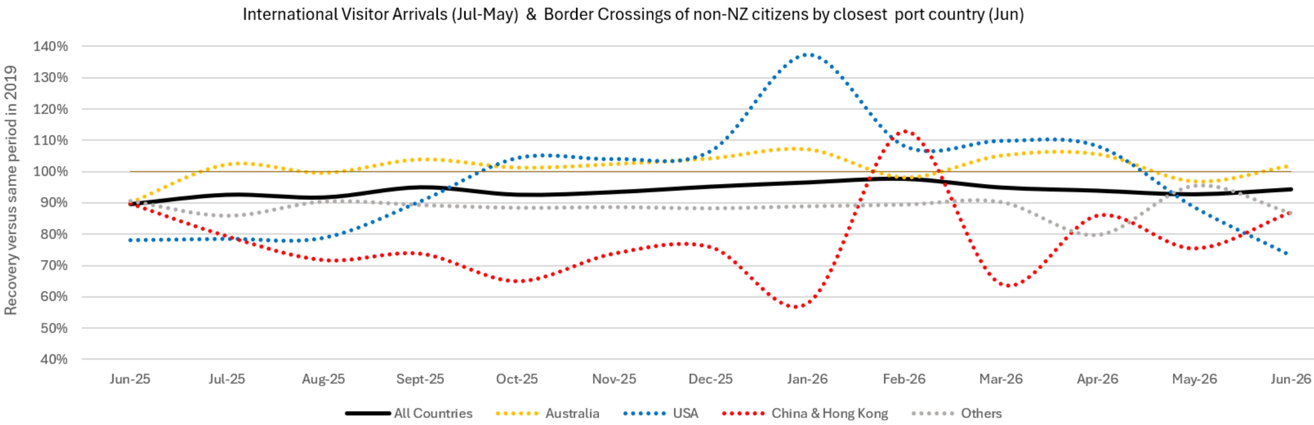


(Source: HDNZ)

International arrivals of non–New Zealand citizens continued to recover in June 2026, with border crossings increasing 5% year-on-year to reach 94% of June 2019 levels. Growth was primarily driven by arrivals from Australia (+13%) and Malaysia (+13%), offsetting declines in arrivals from the United States (-6%), the Middle East (-56%) and China (-3%).

By port of entry, performance varied across the main gateways. Auckland Airport recorded a 1.1% year-on-year decline, reflecting reduced arrivals from the United States, China, and the Middle East, which were only partially offset by growth from Australia and Malaysia. In contrast, Christchurch (+19%) and Queenstown (+29%) experienced strong gains, while Wellington declined 9%.

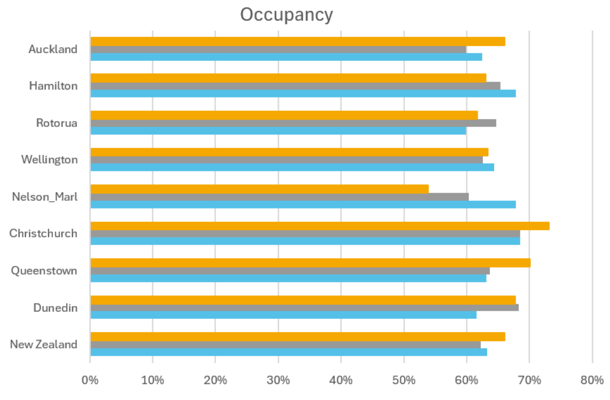
Over the second quarter (April–June 2026), non-citizen border crossings increased 7% year-on-year. While Auckland continues to account for approximately 70% of total international arrivals, the majority of incremental growth was captured by Christchurch and Queenstown, which together contributed around 75% of the national increase.



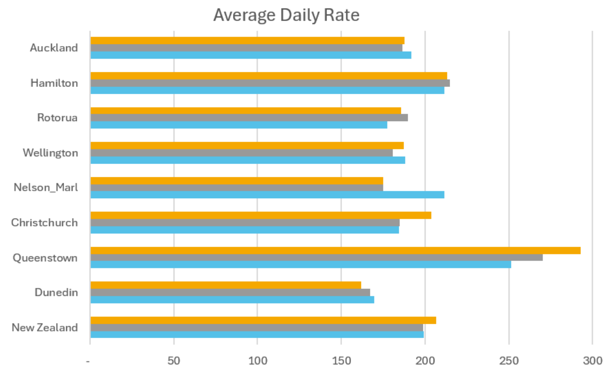
(Source: Stats NZ)

Comparison with the latest International Visitor Arrivals (IVA) data, which measures non-resident arrivals to NZ, suggest that, during the first five months of 2026 around 40% of non-NZ citizens arriving on flights from Australia were not Australian residents, indicating Australia's important role as a transit hub.

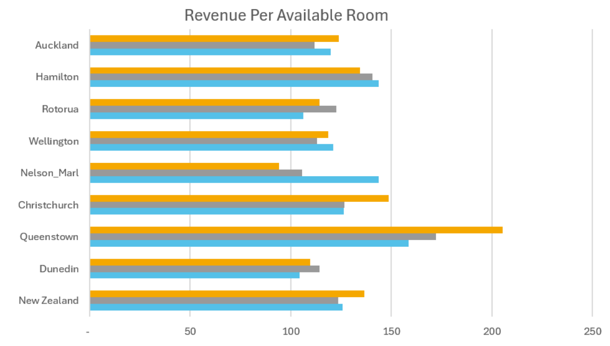
The latest IVA data shows a strong recovery in Chinese residents visiting New Zealand for holiday purposes. Year-on-year holiday arrivals from China were up 41% in May, and 56% over the first five months of the year, leaving volumes only 16% below 2019 levels. This growth is likely being supported largely by improved access via Australia, including the use of Australian visas as entry pathways into New Zealand.



(Source: HDNZ)



(Source: HDNZ)



(Source: HDNZ)

Auckland hotels recorded a solid performance in June 2026, with occupancy increasing 5 percentage points year-on-year to 60.3%. Average daily rate remained stable at $179. Demand was supported by activity at the New Zealand International Convention Centre, which reported nine major events generating approximately 14,000 delegate days from outside the region. During the second quarter, Auckland achieved the strongest growth in room nights occupied across all key markets, up 13.4% year-on-year, with occupancy rising 6 percentage points to 66% against a 2.8% increase in supply.

Christchurch and Queenstown continued to deliver strong performances in both June and across the quarter.

In contrast, Wellington hotels remained under pressure. Despite hosting three major Super Rugby matches and eight large conferences generating around 6,300 delegate days, occupancy levels did not improve in June, although ADR recorded a modest 4% increase.

Rotorua experienced a significant decline, with occupancy falling 8 percentage points year-on-year to 48%, the lowest level since 2022. The downturn was driven entirely by reduced domestic demand, alongside weaker conference and convention activity. Industry feedback suggests that higher fuel prices have materially impacted domestic travel, including the postponement of a major June conference to October due to increased travel costs for delegates.

A similar pattern of weakened domestic demand was observed across regional markets including Dunedin, Hamilton, and Nelson/Marlborough. These destinations, which are more reliant on domestic visitation during the winter low season, recorded declines in visitation and were the only markets to report year-on-year RevPAR decreases for the quarter.

Horwath HTL New Zealand
PO Box 628
Shortland Street
Auckland 1140
New Zealand

Contact:
Wim Ruepert
+64 21 371 653
wruepert@horwathhtl.com

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

About Horwath HTL

At Horwath HTL, our focus is one hundred percent on hospitality, tourism and leisure consulting. Our services cover every aspect of hotel real estate, tourism and leisure development.

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.

We are a global brand with 52 offices in 38 countries, who have successfully carried out over 50,000 assignments for private and public clients.

We are part of the Crowe Global network, a top 10 accounting and financial services network. We are the number one choice for companies and financial institutions looking to invest and develop in the industry.

We are Horwath HTL, the global leader in hospitality, tourism and leisure consulting.

Horwath HTL Global Offices

AFRICA
Rwanda
South Africa

ASIA PACIFIC
Australia
China
India
Indonesia
Japan
Malaysia
New Zealand
Singapore
Thailand

EUROPE
Albania
Andorra
Austria
Croatia
Cyprus
Germany
Greece
Hungary
Ireland
Italy
Netherlands
Norway
Poland
Portugal
Serbia
Spain
Switzerland
Turkey
United Kingdom

LATIN AMERICA
Argentina
Brazil
Chile
Dominican Republic
Mexico

MIDDLE EAST
UAE & Oman

NORTH AMERICA
Atlanta, GA
Denver, CO
Los Angeles, CA
New York, NY
Oregon, OR
Orlando, FL
Scottsdale, AZ
Montréal, Canada
Toronto, Canada

www.horwathhtl.co.nz