New Zealand Hotel Performance Focus

Queenstown, Auckland and Christchurch Drive National Hotel RevPAR Growth

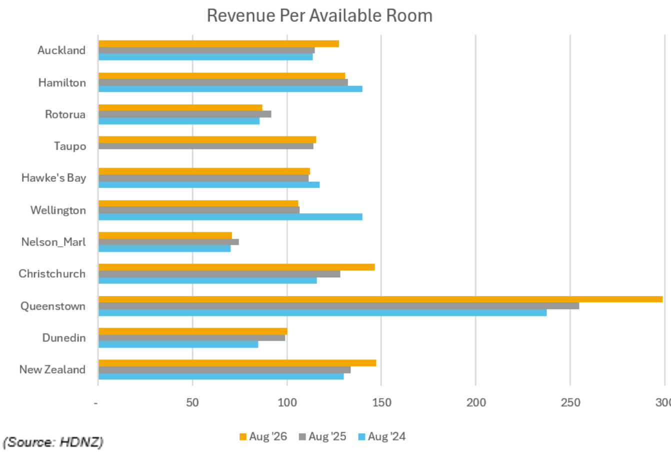
August 2026

HOTEL COUNCIL AOTEAROA

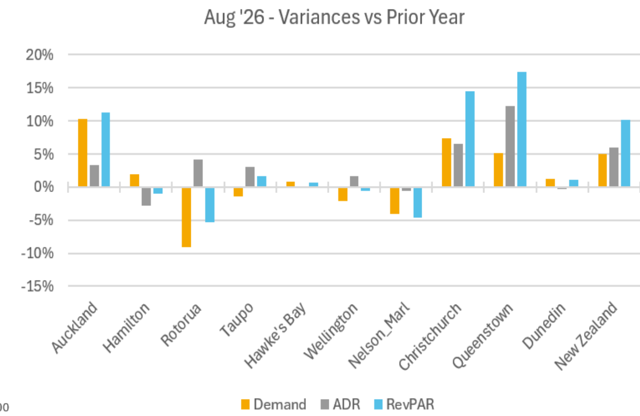
Hotel Data New Zealand's August 2026 results showed mixed hotel performance across the country. National RevPAR increased by 10.2% year-on-year, with growth driven solely by strong performances in Queenstown, Auckland and Christchurch. Other key markets recorded either declining RevPAR or only modest year-on-year growth.

Combining our census supply data with occupancy and nationality data reported by HDNZ, we estimate that occupied room nights increased by approximately 5% year-on-year in August. Growth was driven by a 17% increase in international room nights, partly offset by a 1.5% decline in domestic room nights.

Hotels reported particularly strong growth in room nights from Chinese visitors, up 41% year-on-year, alongside increases from visitors from the United States, Australia and a range of other international markets.



(Source: HDNZ)

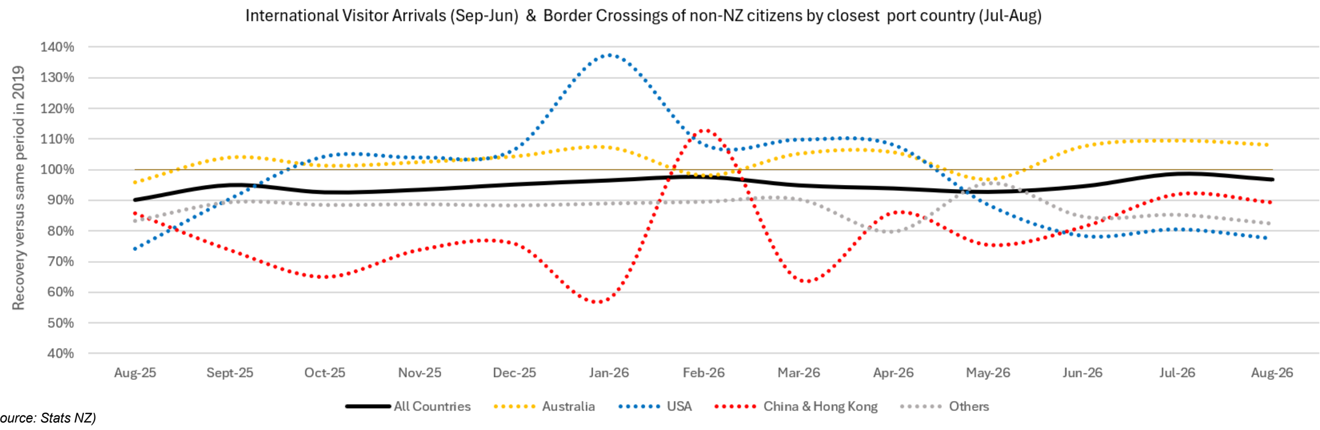


(Source: HDNZ & Horwath HTL)

International visitor arrivals, measured by border crossings of non-New Zealand citizens reported by Stats NZ, increased by 7% year-on-year in August 2026, consistent with the growth recorded in July. Total border crossings were 97% of the August 2019 level.

Australia was the main contributor to growth, with arrivals up 12% year-on-year. Arrivals from the PRC and the USA, each increased by 4%, while arrivals from other markets combined declined by 1%. The absence of flights from Qatar (-3,417) appears to have been largely compensated by an increase in arrivals from Malaysia (+2508) and travel through Australia, while arrivals from the UAE were stable.

Queenstown Airport accounted for 51% of the total increase in international border crossings, Christchurch Airport accounted for 25%, and Auckland Airport accounted for 26%. This continues the trend of South Island airports capturing most of the growth.



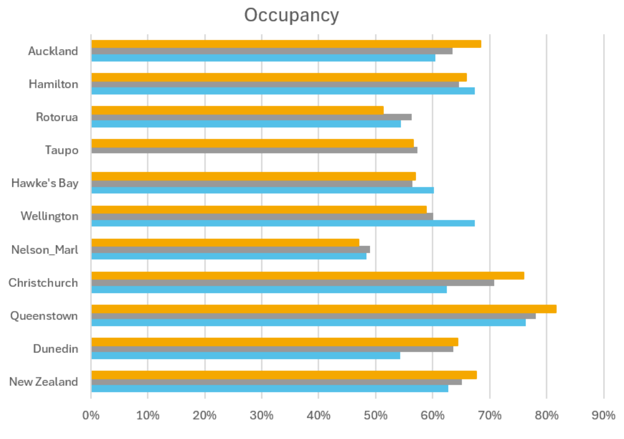
(Source: Stats NZ)

Auckland hotels recorded strong August performance, with RevPAR increasing 11% year-on-year, driven primarily by a 10% increase in occupied rooms. Growth reflected both solid domestic demand and stronger international visitation, particularly from China, Australia and the United States.

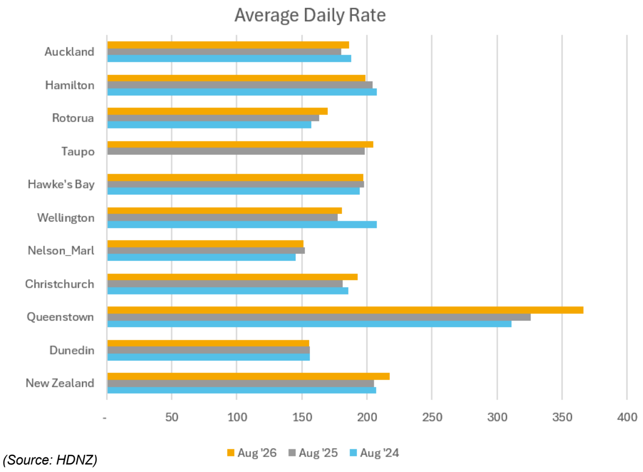
Domestic demand was supported by conferences, events and corporate travel, with the NZICC already contributing positively to citywide hotel demand. The venue hosted 21 events targeting national delegates, generating 12,460 delegate days, alongside one major international conference generating a further 10,200 delegate days.

The city also hosted two Warriors home games during the month, supporting demand from domestic and Australian visitors.

Hotels reported a strong increase in the share of visitors from China, combined with increased tour group activity, a trend also being reported in other New Zealand markets.



(Source: HDNZ)



(Source: HDNZ)

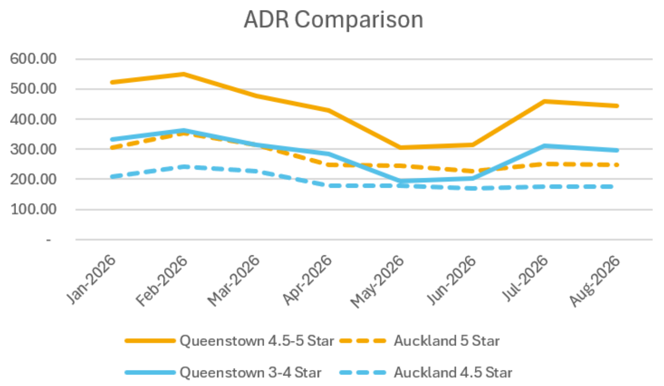
Christchurch continues its strong performance, with RevPAR increasing 14.4% year-on-year, driven by a 7.5% increase in room nights sold and 6.5% growth in ADR. The result was underpinned entirely by international demand, as domestic room nights were relatively unchanged from August 2025.

International arrivals through Christchurch Airport increased by close to 19% year-on-year, supporting higher FIT and tour-group demand at hotels. This demand reflects Christchurch's role as a key South Island gateway during the winter season, with visitors either travelling onward to Queenstown and other ski destinations or staying to experience the revitalized city and wider Canterbury region.

In contrast, hotels reported a decline in room nights associated with conferences and events. While it is too early to draw firm conclusions, this may indicate some diversion of national meetings demand towards Auckland as NZICC activity expands. The August result nevertheless demonstrates that the Christchurch market continues to benefit from sustained international visitor growth, even as domestic and event-related demand remains comparatively soft.

Queenstown continued to demonstrate strong pricing power in August, with RevPAR increasing 17% year-on-year. ADR rose 12% to $366, consistent with the year-to-date average, while occupancy reached 81.6%, the first August occupancy above 80% since 2019, after a 25% increase in hotel supply over the period. The result reflects sustained winter demand and the market's ability to convert high occupancy into rate growth.

Demand was driven by international visitors, which increased an estimated 14% year-on-year, while domestic demand declined by approximately 9%. This international mix continues to support pricing, particularly as the weaker New Zealand dollar enhances the destination's relative value for overseas travellers.

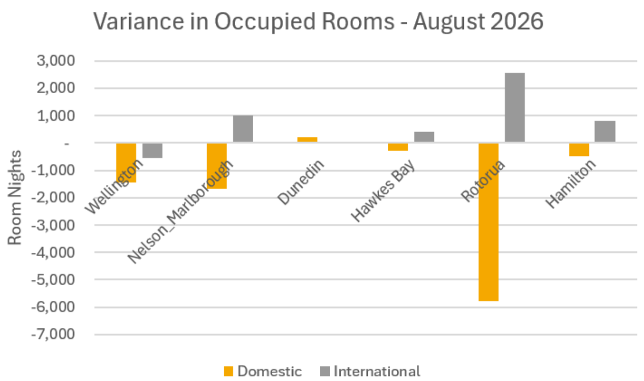


(Source: HDNZ)

For the eight months to August, Queenstown ADR averaged $366, up 11.9% year-on-year.

The market's rate premium remains pronounced: 4.5- to 5-star Queenstown hotels achieved ADR approximately 60% above Auckland's 5-star hotels, while Queenstown's 3- to 4-star segment achieved ADR 6% above Auckland's 5-star market.

Guest satisfaction appears to be robust, with weighted Booking.com guest review scores averaging 8.1 for 3- to 4-star hotels and 8.5 for 4.5- to 5-star hotels that report to HDNZ, compared with 8.8 for Auckland's 5-star hotels.



(Source: HDNZ & Horwath HTL)

Outside Queenstown, Christchurch and Auckland, hotel markets remain heavily reliant on domestic visitors during the winter months, with domestic travellers accounting for approximately 82% of occupied room nights. Based on hotel data reported to HDNZ, domestic demand across these markets is estimated to have declined by approximately 6% year-on-year in August. This reduction placed material pressure on occupancy, particularly in domestic-dependent leisure markets such as Rotorua and Nelson/Marlborough. While international demand increased, it was insufficient to offset weaker domestic visitation across these regional markets.

Domestic demand in Rotorua may have been affected by fewer event-related room nights, including the absence of the 21U National Water Polo Championships, which brought 11 New Zealand and Australian teams to Rotorua in August 2025 but moved to Auckland in July 2026.

The timing of Secondary Schools Winter Tournament Week also shifted from the week commencing 25 August in 2025 to 31 August–4 September in 2026, transferring most team, official and family accommodation demand into September. This calendar effect may have contributed to weaker August comparisons in Rotorua and other tournament host markets, including Wellington, Dunedin and Nelson/Marlborough.

Rotorua, along with other regional markets, also continues to experience the effect of higher fuel prices, likely to dampen some discretionary drive-market demand.

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