Cape Town Accommodation Performance Review & Forecast Report

In respect of October 2025

Published December 2025

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INTRODUCTION

We are pleased to present this edition of the Accommodation Performance Review & Forecast Report in respect of performance recorded in the month of October 2025. The Report that follows provides insight into the Cape Town Metropole accommodation sector's performance trends over the period and anticipated demand for the coming two months.

In total 27 accommodation members representing accommodation establishments situated within the Cape Town Metropole participated in the survey representing approximately 66 433 available room nights in respect of the month under review. This Report summarizes the outcome of the Cape Town Tourism Accommodation Performance Review and Forecast survey conducted in November 2025 detailing the aggregate result for each indicator.

In addition to the overall aggregate performance, detailed results segmented by accommodation type (Hotel) and in respect of all establishments of a 4-Star standard are presented in this edition of the Accommodation Performance Review & Forecast Report.

Geographic Location

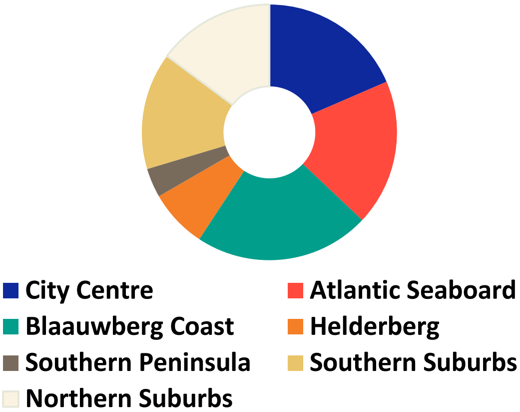
The 27 participants in the November 2025 survey represented establishments from across almost all nodes of the Cape Town Metropolitan area. Approximately 22 percent of participants represented accommodation establishments located along the Blaauwberg Coast, followed by the Atlantic Seaboard and the City Centre (which includes the Foreshore as well as the V&A Waterfront); representing some 19 percent respectively.

A further approximately 15 percent of responses were received from representatives of accommodation establishments situated in the Northern Suburbs and in the Southern Suburbs respectively. The remaining approximately 10 percent of participants represented establishments located in the Helderberg and Southern Peninsula. No responses were received from members situated on the Cape Flats.

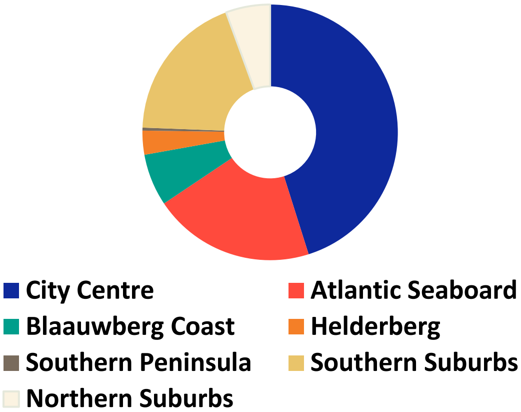
In terms of available room nights, approximately 85 percent the available room nights included in this month's analysis are attributed to establishments located in three of the Cape Town Metropolitan nodes, namely the City Centre (approx. 45 percent), the Atlantic Seaboard (approx. 21 percent), and the Southern Suburbs (approx. 19 percent).

Accommodation establishments located along the Blaauwberg Coast and in the Northern Suburbs combined represent some 13 percent of the available room nights with the remaining approx. 2 percent of available room nights attributed to establishments located in the Helderberg and the Southern Peninsula.

Participation segmented
by Number of Establishments



Participation segmented
by Available Room Nights

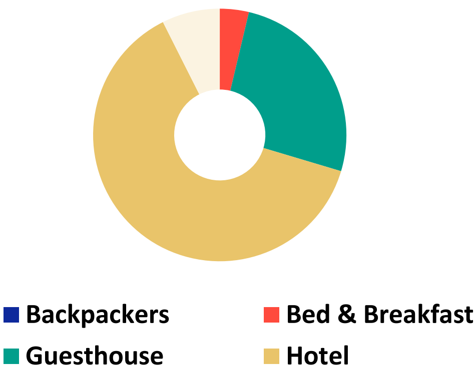


Accommodation Type

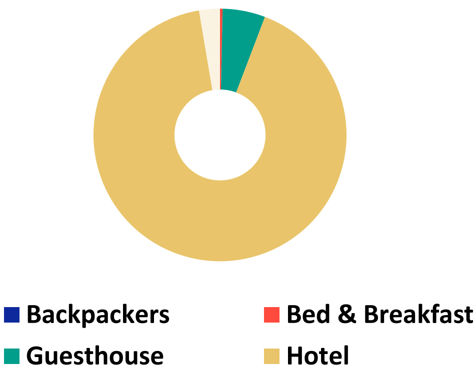
In reference to accommodation type, the majority of the responses received were derived from the Hotel accommodation type (approx. 64 percent) followed by the Guesthouse accommodation type (approx. 26 percent), the Self Catering accommodation type (approx. 7 percent), and the Bed & Breakfast accommodation type (approx. 3 percent of the responses received. No responses were received from representatives of Backpacker establishments and the Lodge accommodation type.

In terms of available room nights, an overwhelming majority of available room nights are attributed to the Hotel accommodation type; accounting for some 92 percent of the total number of available rooms included in the analysis whereas the Guesthouse and Self Catering accommodation types accounted for a significantly lower proportion of the total number of available room nights with some 5 percent attributed to the Guesthouse accommodation type and some 2 percent attributed to the Self Catering accommodation type.

Participation segmented
by Number of Establishments



Participation segmented
by Available Room Nights

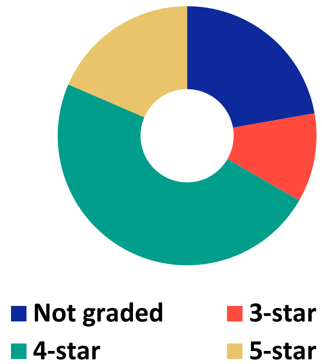


Establishment Standard

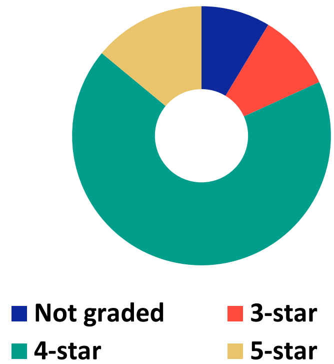
Accommodation establishments of a 4-Star standard registered the highest participation rate accounting for approximately 48 percent of the responses received followed by those establishments not formally graded (approx. 22 percent), and establishments of a 5-Star standard (approx. 19 percent). Establishments of a 3-Star standard accounted for the remaining approximately 11 percent of responses.

With regard to available room nights, accommodation establishments of a 4-Star standard accounted for approximately 68 percent of the total number of available room nights included in the analysis with accommodation establishments of a 5-Star standard accounting for an additional approximately 14 percent. Accommodation establishments not officially graded and accommodation establishments of a 3-Star standard accounted for a further approximately 9 percent of the total number of available room nights respectively.

Participation segmented by Number of Establishments



Participation segmented by Available Room Nights



We would like to thank all the Cape Town Tourism and FEDHASA Cape accommodation members who participated in the survey and look forward to their continued support. As always, we welcome any comments and suggestions that will make the Report more relevant and helpful to the Cape Town accommodation sector.

Sincerely,
Michelè de Witt | Director, Horwath HTL (South Africa)

ACTUAL PERFORMANCE | OCTOBER 2025

	2025 (Actual)	2025 (Forecast)	2024	2023	2022
Occupancy	62.2%	72.5%	68.8%	70.3%	68.6%
Average Room Rate	R2 529	R2 768	R2 184	R2 154	R2 060
RevPAR	R1 572	R2 006	R1 503	R1 513	R1 412

The movement in actual performance recorded in October 2025 when compared to the same month in prior years is depicted below:

	2025 (Forecast)	2024	2023	2022
Occupancy	↓ 10.3%	↓ 6.6%	↓ 8.1%	↓ 6.4%
Average Room Rate	↓ 8.6%	↑ 15.8%	↑ 17.4%	↑ 22.8%
RevPAR	↓ 21.6%	↑ 4.6%	↑ 3.9%	↑ 11.3%

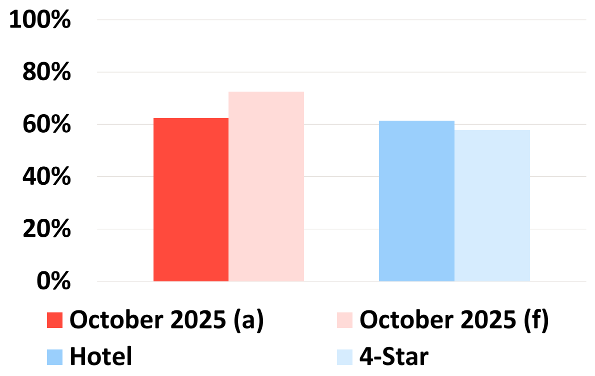
Although actual performance across the Cape Town Metropolitan area in October 2025 was weaker than expected when compared to Revenue per Available Room recorded in October 2024, the hospitality sector has registered positive growth driven by above-inflation growth in Average Room Rate performance.

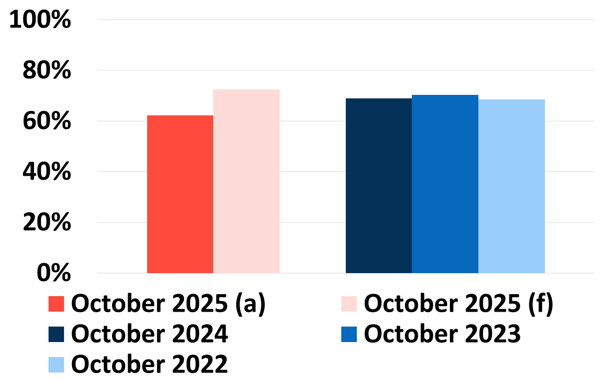
Actual performance registered by participating accommodation establishments is summarized below:

	Occupancy	Average Room Rate	RevPAR
Hotel	61.4%	R2 579	R1 583
All Establishments of a 4-Star Standard	57.8%	R2 355	R1 360
Overall Cape Town Metropolitan	**62.2%**	**R2 529**	**R1 572**
Compared to a forecast of	72.5%	R2 768	R2 006

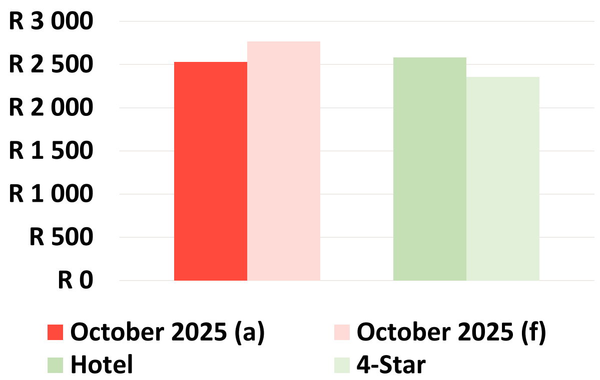
SUMMARY OF RESULTS

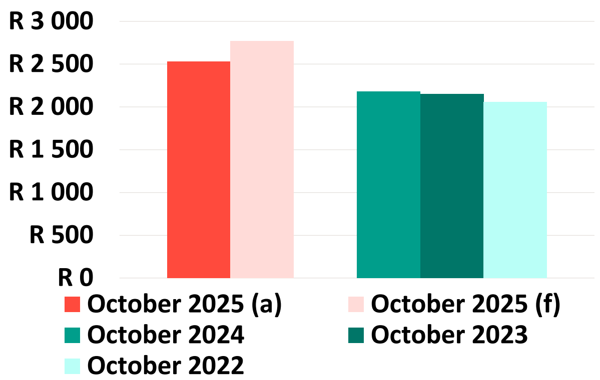
Occupancy



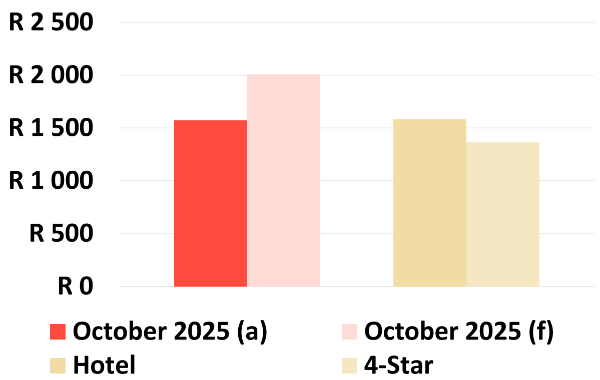


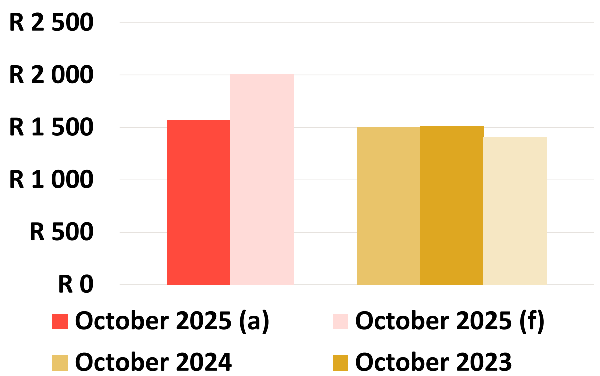
Average Room Rate





Revenue per Available Room





We draw your attention to the fact that the samples used in each of the aforementioned periods are not absolute comparatives in that the participating members in each year were not the exact same set of members. In addition, some samples used for each of the aforementioned years were drawn from members representing accommodation establishments located in the Cape Town Metropolitan area only, whereas other samples included a small number of accommodation establishments located in the Cape Winelands.

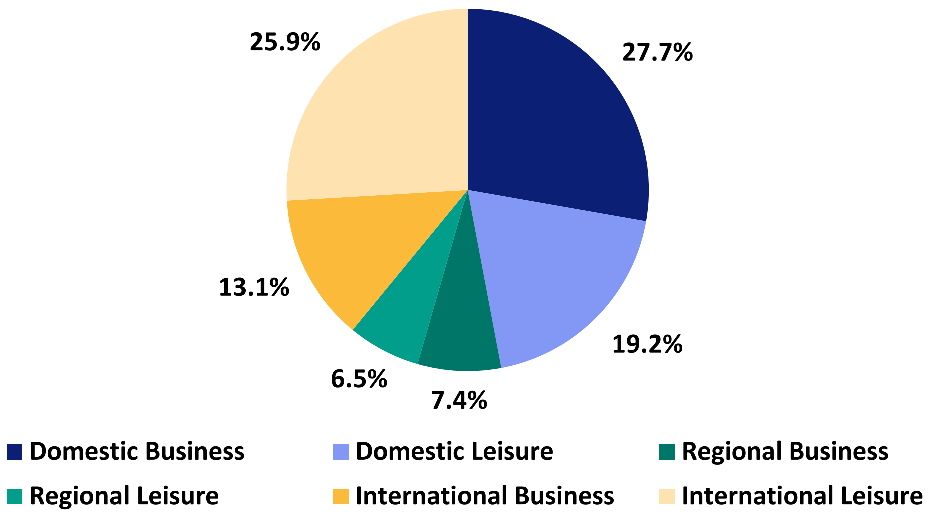
MARKET SEGMENTATION | OCTOBER 2025

Overall, the Domestic market segment remained the key driver of room night demand in October 2025 accounting for approximately 47.0 percent of all room nights sold over the period.

As the year progresses to the Summer Season, the proportion of room nights sold to the International market demand segment continues to make incremental gains each month and accounted for approximately 39.1 percent of the room nights sold over the month.

Interestingly, the proportion of room nights sold to Regional travelers originating from within the African Continent increased from approximately 9.2 percent of the room nights sold in September 2025 to approximately 13.9 percent of the room nights sold in October 2025.

SUMMARY OF RESULTS | PROPORTION OF ROOM NIGHTS SOLD

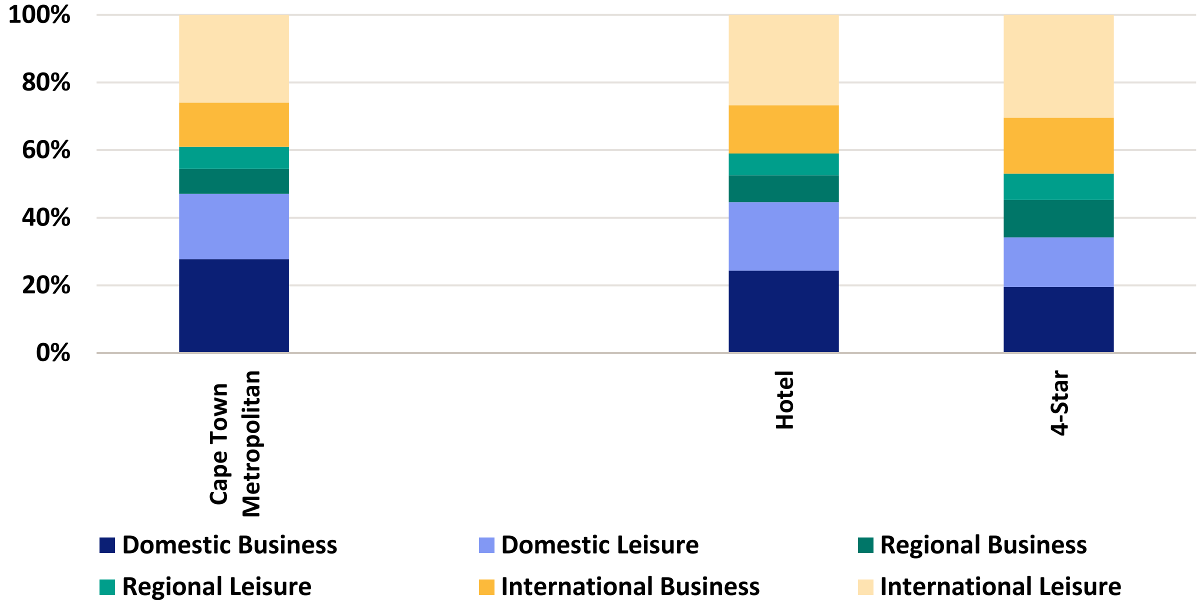


In terms of purpose of travel, feedback from participants suggests demand remained stronger among South African business travelers in October 2025 with approximately 59 percent of all room nights sold to the Domestic market demand segment sold to guests travelling for business purposes.

This trend was also evident among Regional travelers where demand from Regional business travelers outpaced demand from Regional leisure travelers. Feedback received from participants indicates approximately 53 percent of all room nights sold to the Regional market demand segment in October 2025 were sold to guests travelling for Business purposes.

However, in respect of International travelers, demand from international leisure travelers outpaced demand from international business travelers with approximately 66 percent of room nights sold to International leisure guests.

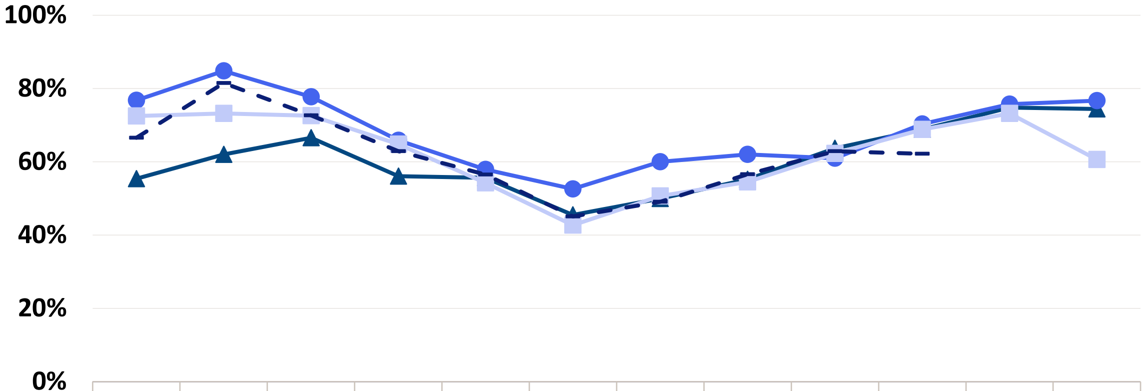
Demand for room nights segmented by market demand segment is illustrated below:



ANNUAL PERFORMANCE TRENDS

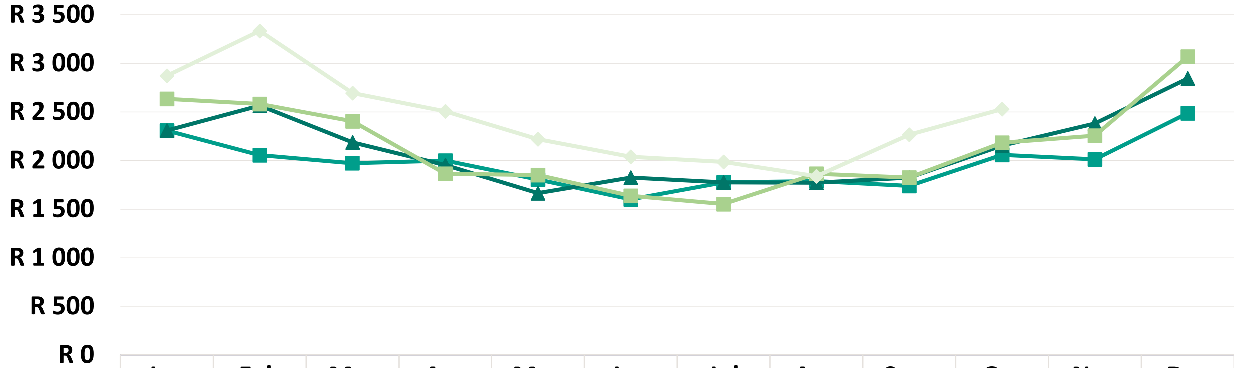
The charts below illustrate actual performance registered in each month over the full calendar years of 2022, 2023, and 2024 compared to year-to-date actual performance recorded in 2025.

Occupancy



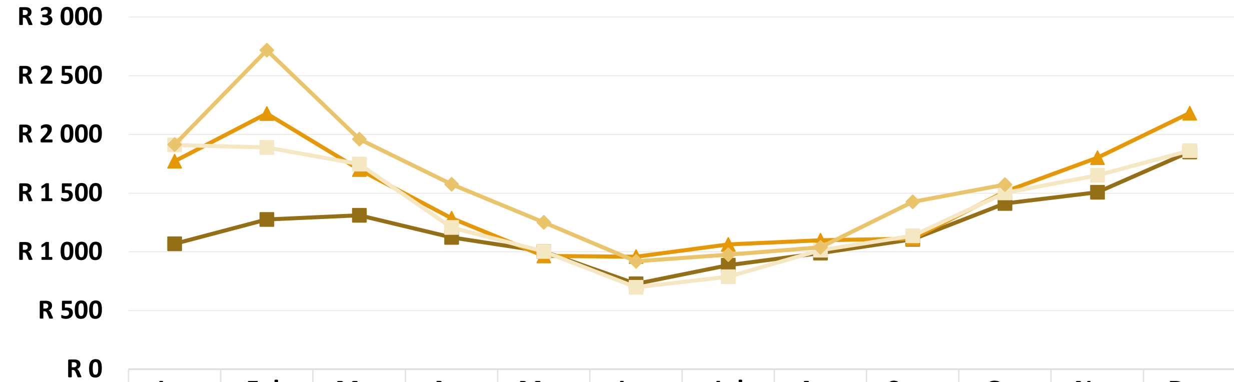
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
2022	55.4%	62.0%	66.6%	56.1%	55.6%	45.5%	50.0%	55.2%	63.7%	68.8%	74.8%	74.4%
2023	76.8%	84.8%	77.7%	65.9%	57.9%	52.6%	60.0%	62.0%	61.0%	70.3%	75.7%	76.7%
2024	72.5%	73.2%	72.6%	64.8%	54.2%	42.7%	50.7%	54.5%	62.3%	68.8%	73.2%	60.6%
2025	66.6%	81.5%	72.7%	62.9%	56.5%	45.1%	49.1%	56.6%	62.9%	62.2%		

Average Room Rate



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
2022	R2 308	R2 056	R1 972	R2 000	R1 806	R1 601	R1 774	R1 790	R1 740	R2 060	R2 013	R2 488
2023	R2 308	R2 567	R2 188	R1 952	R1 665	R1 824	R1 774	R1 773	R1 824	R2 154	R2 382	R2 845
2024	R2 635	R2 583	R2 404	R1 863	R1 850	R1 638	R1 553	R1 864	R1 824	R2 184	R2 256	R3 071
2025	R2 872	R3 334	R2 694	R2 507	R2 219	R2 039	R1 986	R1 839	R2 267	R2 529		

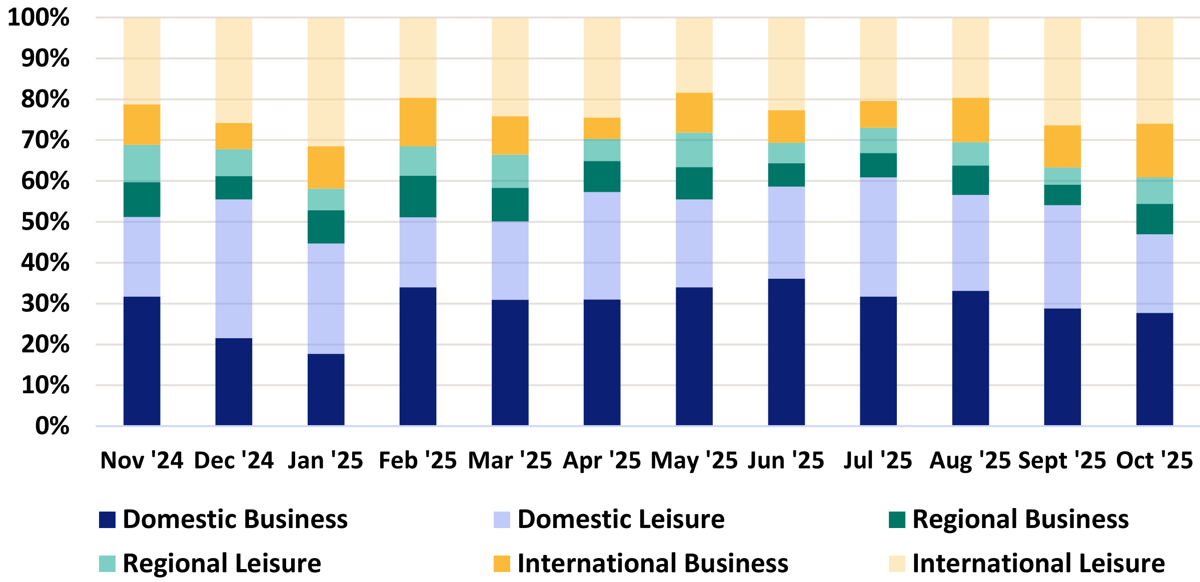
Revenue per Available Room



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
2022	R1 069	R1 275	R1 313	R1 123	R1 004	R728	R887	R989	R1 108	R1 412	R1 507	R1 852
2023	R1 773	R2 178	R1 700	R1 286	R965	R959	R1 065	R1 099	R1 113	R1 513	R1 802	R2 182
2024	R1 910	R1 890	R1 747	R1 207	R1 003	R699	R788	R1 015	R1 136	R1 503	R1 651	R1 862
2025	R1 913	R2 718	R1 959	R1 576	R1 253	R920	R976	R1 040	R1 427	R1 572		

The chart below illustrates actual performance segmented by market demand segment registered in each month over the rolling twelve month period.

Market Segmentation



OUTLOOK FOR NOVEMBER 2025 AND DECEMBER 2025

Anticipated performance for the two-month period of November 2025 and December 2025 is summarized below:

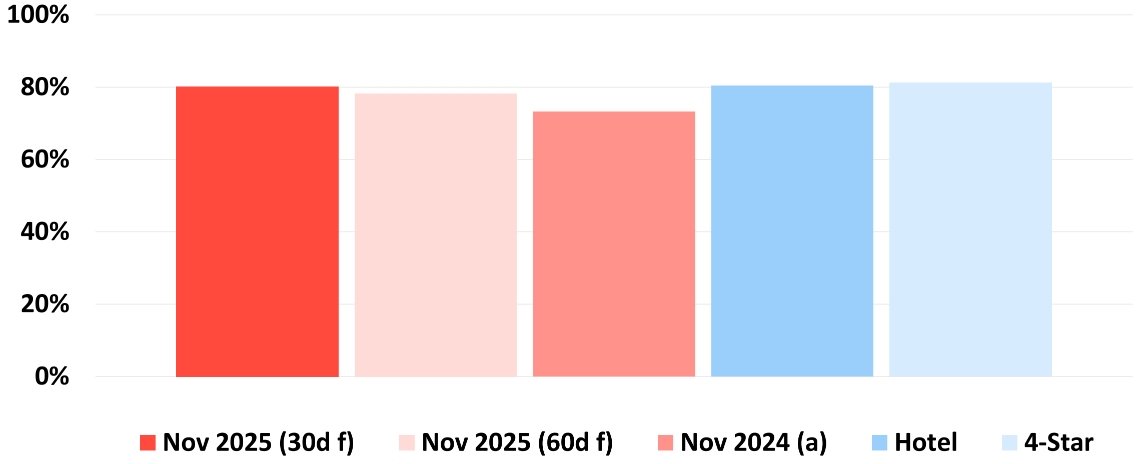
	Nov 2025 (Forecast – 30 days Prior)	Nov 2025 (Forecast - 60 days prior)	Nov 2024 (Actual)	Dec 2025 (Forecast – 60 days prior)
Occupancy	80.2%	78.2%	73.2%	65.9%
Average Room Rate	R2 553	R3 038	R2 2564	R3 135
RevPAR	R2 047	R2 375	R1 651	R2 065

NOVEMBER 2025	Occupancy	Average Room Rate	RevPAR
Hotel	80.4%	R2 583	R2 077
All Establishments of a 4-Star Standard	81.2%	R2 258	R1 834
Overall Cape Town Metropolitan	**80.2%**	**R2 553**	**R2 047**
Compared to 2024 Actual	73.2%	R2 256	R1 651

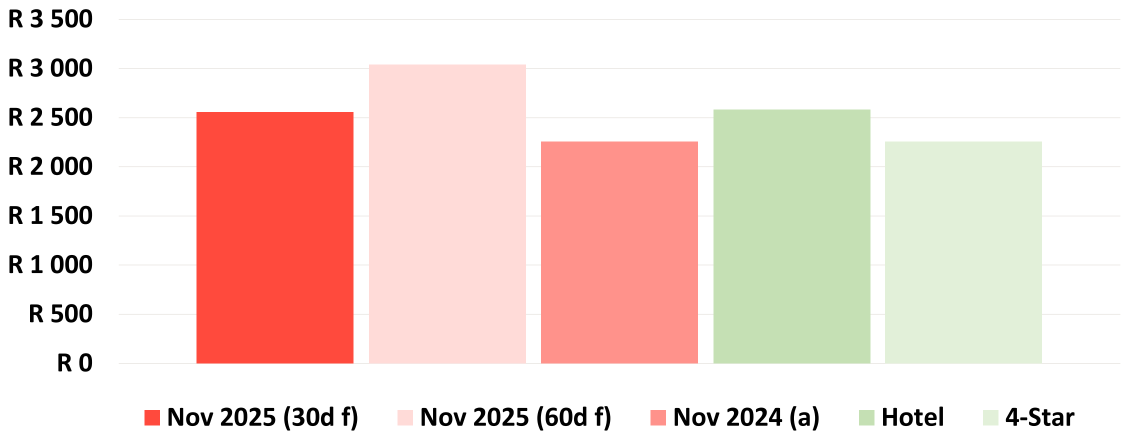
DECEMBER 2025	Occupancy	Average Room Rate	RevPAR
Hotel	65.1%	R3 171	R2 065
All Establishments of a 4-Star Standard	64.6%	R2 767	R1 787
Overall Cape Town Metropolitan	**65.9%**	**R3 135**	**R2 065**
Compared to 2024 Actual	60.6%	R3 071	R1 862

SUMMARY OF RESULTS | OUTLOOK FOR NOVEMBER 2025

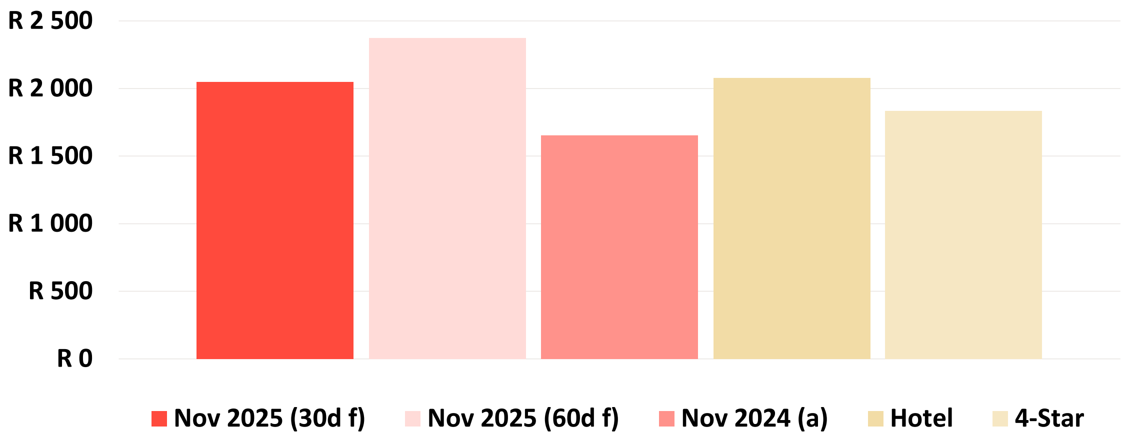
Occupancy



Average Room Rate

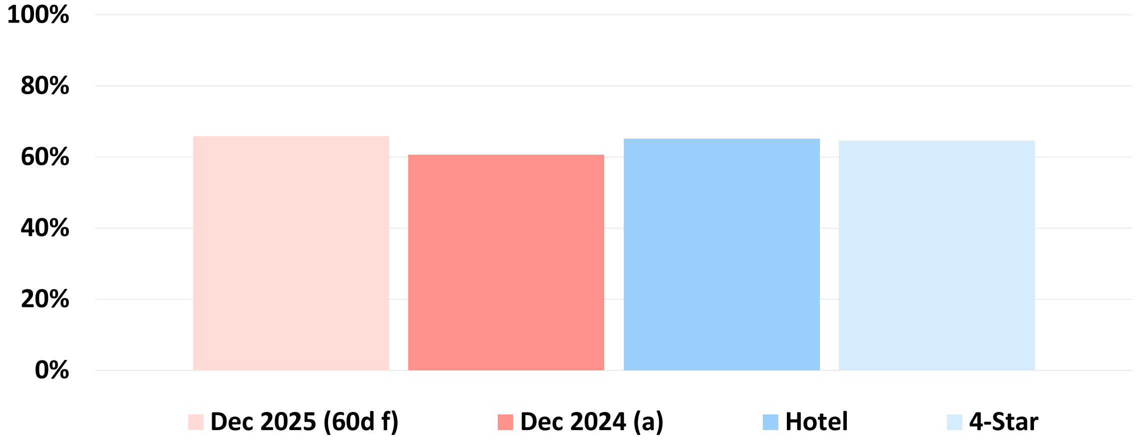


Revenue per Available Room

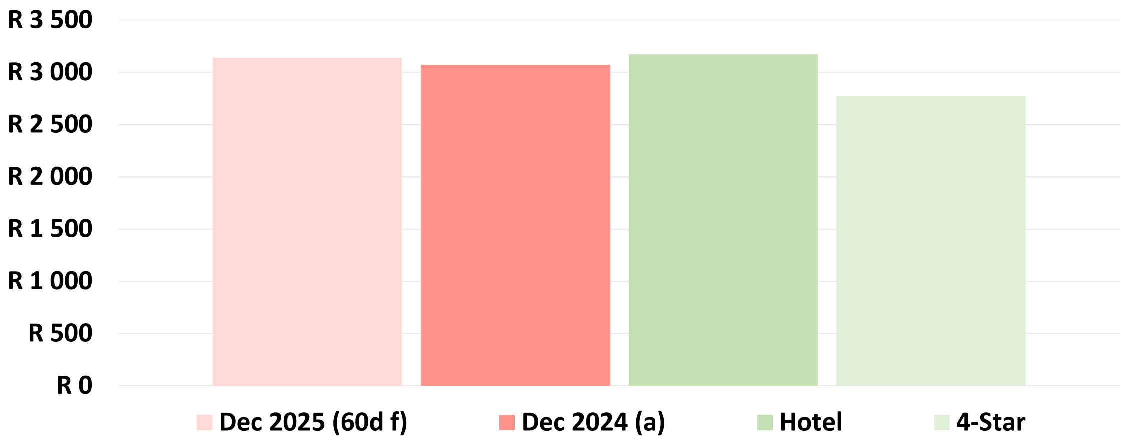


SUMMARY OF RESULTS | OUTLOOK FOR DECEMBER 2025

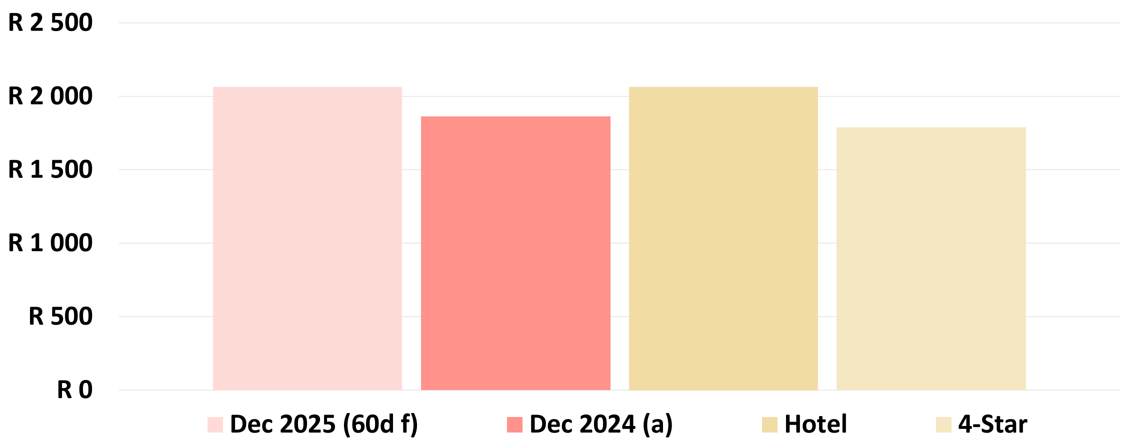
Occupancy



Average Room Rate



Revenue per Available Room



EXPLANATION OF TERMS

Occupancy

The term Occupancy refers to the number of room nights sold, divided by the number of room nights available in respect of a defined period in time, expressed as a percentage.

Average Room Rate

The term Average Room Rate is an accommodation establishment's net accommodation revenue per room night sold. The Average Room Rate excludes meals and any other items that may be included in the Rack Rate and accounts for all discounts and the incidence of multiple occupancy.

RevPAR

Revenue per Available Room (RevPAR) is a conceptual link between average occupancy rates and Average Room Rates; it is the net accommodation revenue per day, per available room.

Domestic Source Market

Domestic tourism refers to residents of South Africa travelling within South Africa.

Regional/African Source Market

Regional/ African tourism refers to residents from a country on the African Continent travelling to South Africa.

International Source Market

International tourism refers to residents from a country in one region of the world (e.g.: Europe), excluding Africa, travelling to South Africa.

SURVEY METHODOLOGY

As with all studies of this kind, a random sample of data collection methodology was used to enlist participants for this report. Therefore, while we believe the results to be among the most accurate available, they are still subject to non-sampling errors. In addition, although the information in this report has been obtained from sources which we believe to be reliable and accurate, we do not guarantee its accuracy since it is submitted by third parties.

The values presented in the report, both for the current month(s) and in respect of forecast period(s), are averages of the responding establishments' data. We feel this calculation to be most reflective of the industry segments.

This report is not intended to represent the rendering of legal, accounting, or professional services. The values presented should not be considered a standard for any accommodation type or geographic location, where such segmentation of data was possible, but only as a guideline for comparison with the performance results of your establishment. They are not an attempt by the publisher of this report to set or conform prices or operating standards for the accommodation sector within the Cape Town metropole.

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