



January 2025

A comprehensive and up-to-date overview of Auckland's visitor economy from the latest arrival, accommodation, spend and events data.

Prepared March 2025 By Jaimee Raymond, Research & Insights

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International Guest Nights YE January 2025 +12.3% (to YE Jan 2024)



Key Visitor Data



Domestic Guest Nights YE January 2025 -9.5% (to YE Jan 2024)



6.99ⁿ

Total Guest Nights YE January 2025 -1.7% (to YE Jan 2024)

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International Tourism Spend YE January 2025 +13.2% (to YE Jan 2024)



Domestic Tourism Spend YE January 2025 -2.7% (to YE Jan 2024)



Hotel Occupancy Rate YE January 2025 -7.3% (to YE Jan 2024)

64.8%









INTERNATIONAL

- Monthly international visitors (244.0k) were up 11.4% on January 2024.
- The year to January 2025 saw 2.28m international visitor arrivals, an increase of 9.4% on the previous year.
- There was an increase in Australian visitors in the month of January 2025, with 74.8k visitors, up 23.0% compared to last January. The year to January 2025 saw 759.9k Australian visitor arrivals, up 10.6%.
- Holiday visitors (995.4k) contributed the most to annual visitor numbers and increased 20.1% on the year. Monthly holiday numbers (127.6k) were up 22.5% compared with the month of January 2024.
- VFR visitors (782.6k) were up 4.7% for the year, with monthly numbers (78.0k) up 13.0%.
- 323.7k international guest nights in commercial accommodation for January (down 0.4%) and 2.84m international guest nights for the year (up 12.3%).
- International spend was \$1.19b for the year, up 13.2% on last year and \$140.4m for the month (up 15.2%).

DOMESTIC

- The domestic visitor numbers are no longer available as the Ministry of Business, Innovation, and Employment (MBIE) has cancelled the Monthly Unique Regional Population Estimates (MURPEs) data until further notice.
- There were 444.0k domestic guest nights in commercial accommodation for the month of January (up 12.3%) and 4.14m domestic guest nights for the year (down 9.5%).
- Tourism Electronic Card Transactions (TECTs) has now restarted as an interim replacement to the Monthly Regional tourism Estimates (MRTEs). However, due to a different methodology, the TECT figures are substantially smaller than those of the previous MRTEs, so the two series should not be compared.
- Domestic spend for the year was \$2.38b, down 2.7% on last year and \$209.2m for the month of January (up 3.6% compared to January 2024).
- Wellington visitors spent \$18.6m in January 2025, up 5.5% on the previous year.

OVERALL

- There were 767.7k total guest nights in commercial accommodation in January (up 6.5%) and 6.99m total guest nights for the year (down 1.7%).
- On average, visitors stayed in Auckland for 1.8 nights in January 2025 (down 14.3% to 2024).
- Average hotel Occupancy for the month was 66.8%, up 2.4%. The monthly Average Daily Rate was \$227 (up 2.7%) and RevPAR was \$158 (up 5.8%).
- Average Occupancy for the year was 64.8% (down 7.3% compared to 2024), while ADR was \$214 (down 8.0%) and RevPAR was \$143 (down 12.8%).
- Occupancy (90.1%, up 41.6%), Average Daily Rate (\$330, up 51.1%) and RevPAR (\$298, up 114%) all peaked on Saturday 18th January 2025. The Luke Combs concert at Eden Park and the NZ Sail Grand Prix event in the Waitematā Harbour were on in Auckland during this time.
- Looking forward, Occupancy is set to hit 66% on 29th March 2025, when Synthony is on at the Auckland Domain.
- Occupancy is building in early April when Dua Lipa will perform at Spark Arena, with 15.4k forecast to attend.

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Auckland Tourism – Visitor Arrivals Data

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244.0k International visitor arrivals in January 2025, up 11.4%

- The month of January saw 244.0k international visitors, up 11.4% on January 2024.
- The year to January 2025 saw 2.28m international visitor arrivals, an increase of 9.4% on the previous year.
- Holiday visitors (995.4k) contributed the most to annual visitor numbers and increased 20.1% on the year to January 2024. Monthly holiday numbers (127.6k) were up 22.5% compared with the month of January 2024.
- VFR visitors (782.6k) were up 4.7% for the year, with monthly numbers (78.0k) up 13.0%.
- There were 151.2k business visitors (down 0.2%) in the year to January 2025, and 8.6k for the month (down 4.2%).



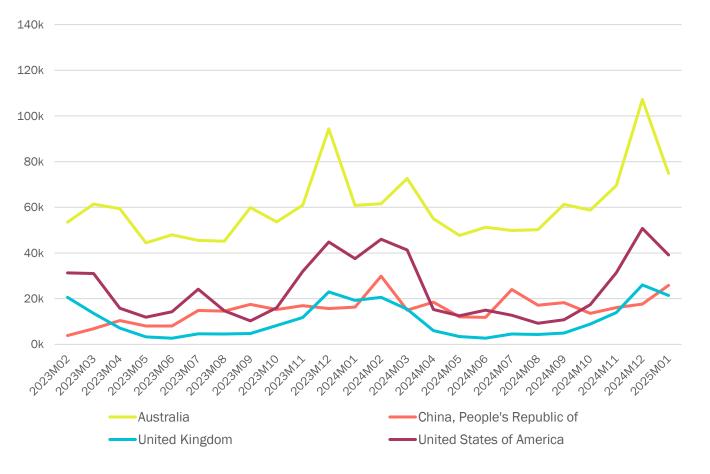




759.9k visitors from Australia for YE January 2025, up 10.6%

- There was an increase in Australian visitors in the month of January 2025, with 74.8k visitors, up 23.0% compared to last January. The year to January 2025 saw 759.9k Australian visitor arrivals, up 10.6% on last year.
- The year to January 2025 saw 301.5k visitors from the US (up 6.2%), with 39.2k visitors for the month (up 4.3%).
- Visitors from China (219.8k) were also up for the year (48.1%), and up (58.8%) for the month of January (25.9k).
- For the year to January 2025, there were 132.3k visitor arrivals from the UK (up 7.1%) and 21.5k visitors for the month (up 11.3%).

Visitor arrivals in Auckland by key international markets



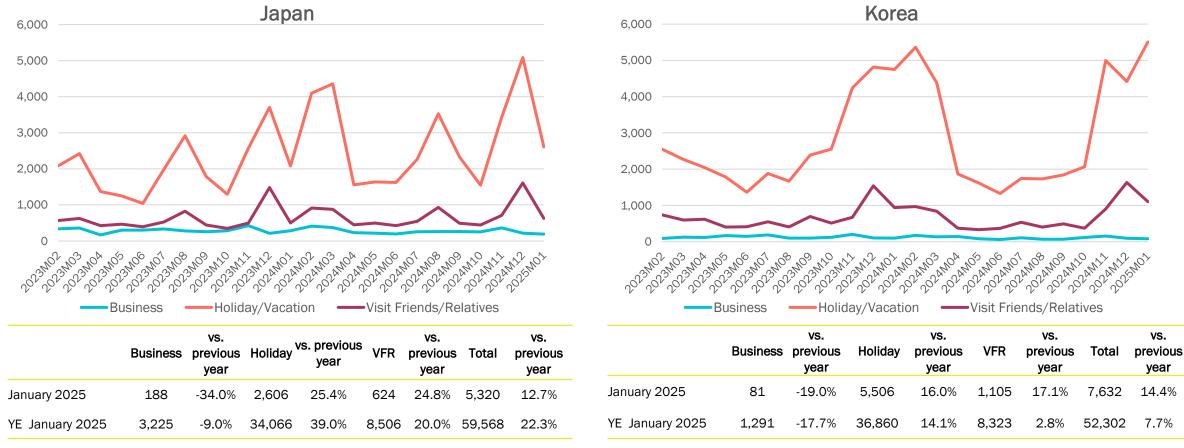


24-month visitor arrivals from individual markets





24-month visitor arrivals from individual markets





-7.1% 52,191 14.7% 66,018

2.8%

132.299

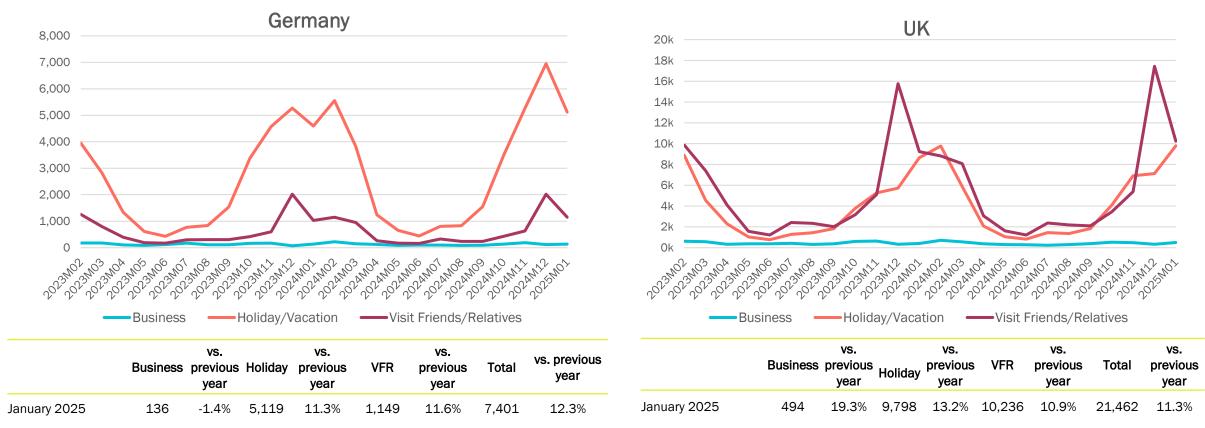
7.1%

24-month visitor arrivals from individual markets

50,249

13.1%

-0.8%



YE January 2025

5.010

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YE January 2025

1,538

35,740

-4.6%

18.6%

7,745



24-month visitor arrivals from individual markets





Auckland has seen a 9.4% increase in international visitor arrivals over the last year

- In the five years preceding the arrival of Covid in 2020, all major airports had seen steady increases in international visitor arrivals.
- The Covid-related travel bans had a clear effect on all ports with the greatest impact seen in Auckland reflecting the largest market share.
- Auckland has seen an 9.4% increase in international visitor arrivals over the last year.
- For the year ending January 2025, all other ports saw growth in international visitor arrivals in comparison to last year. Queenstown saw an increase of 12.5%, Christchurch was up 22.5% and Wellington was up 7.4% compared to last year.

3,000,000 2.500.000 Rolling 12 month arrivals 2.000.000 1,500,000 1,000,000 500,000 0 20201001 20201105 2020,000 202211/02 20211/05 20211009 20221102 20221105 2024,1009 20241101 2024,405 20221109 20231109 -023M01 20231105 20251101 Year End -Auckland airport ——Christchurch airport ——Queenstown airport ——Wellington airport

12 month rolling visitor arrivals

Auckland Tourism – Accommodation Data

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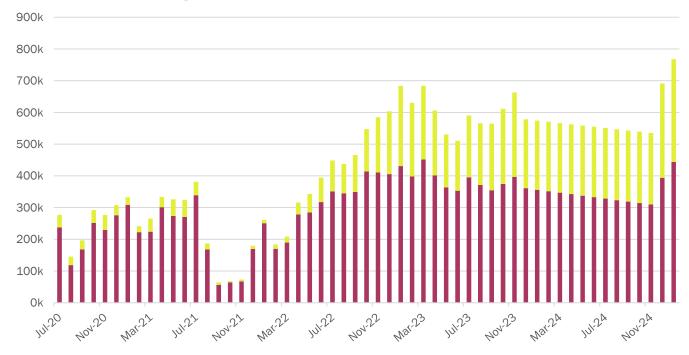


444.0k domestic guest nights in commercial accommodation in January 2025, up 12.3%

- For the month of January 2025, there were 767.7k total guest nights in commercial accommodation in Auckland, up 6.5% on the same month last year.
- There were 444.0k domestic guest nights in commercial accommodation (up 12.3%), and 323.7k international guest nights (down 0.4%) in commercial accommodation in January 2025.
- The year to January 2025 saw 6.99m total guest nights in Auckland (down 1.7%) with 4.14m domestic guest nights (down 9.5%) and 2.84m international guest nights (up 12.3%).
- For New Zealand overall, there were 5.09m guest nights in commercial accommodation in January 2025, up 1.8% compared to January 2024.

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Guest nights in commercial accommodation - Auckland



Domestic guest nights

International guest nights

January 2025	Auckland	% change	New Zealand	% change
Total guest nights	767,700	6.5%	5,094,800	1.8%
Domestic guest nights	444,000	12.3%	3,331,100	-1.4%
International guest nights	323,700	-0.4%	1,763,800	8.3%

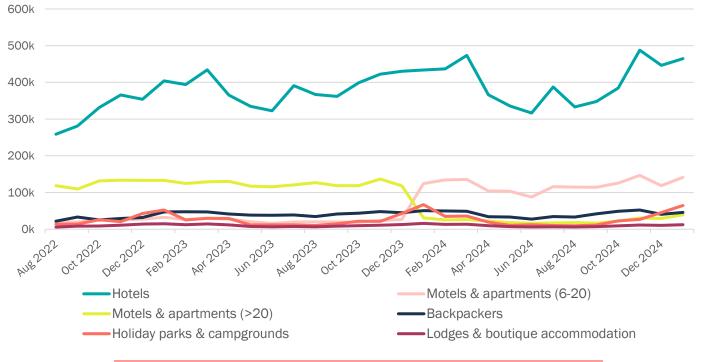


464.6k guest nights in hotels in January 2025, up 7.1%

- For the month of January 2025, there were 464.6k guest nights in hotels in Auckland, up 7.1% compared to January last year.
- There were 141.1k guest nights in motels and apartments (6-20), up 13.4% on the previous year.
- Guest nights in motels and apartments (>20) (39.3k) were also up (26.0%).
- Guest nights in holiday parks and campgrounds (64.7k) were down (3.4%) for the month of January.
- Guest nights in backpacker accommodation January decreased (down 9.6% to 45.9k) in January 2025.
- Guest nights in lodges and boutique accommodation were also down (23.9% to 12.1k) for the month.

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Guest nights by accommodation type (monthly)



Jun-24	Auckland	% change
Hotels	464,600	7.1%
Motels & apartments (6-20)	141,100	13.4%
Motels & apartments (>20)	39,300	26.0%
Backpackers	45,900	-9.6%
Holiday parks & campgrounds	64,700	-3.4%
Lodges & boutique accommodation	12,100	-23.9%

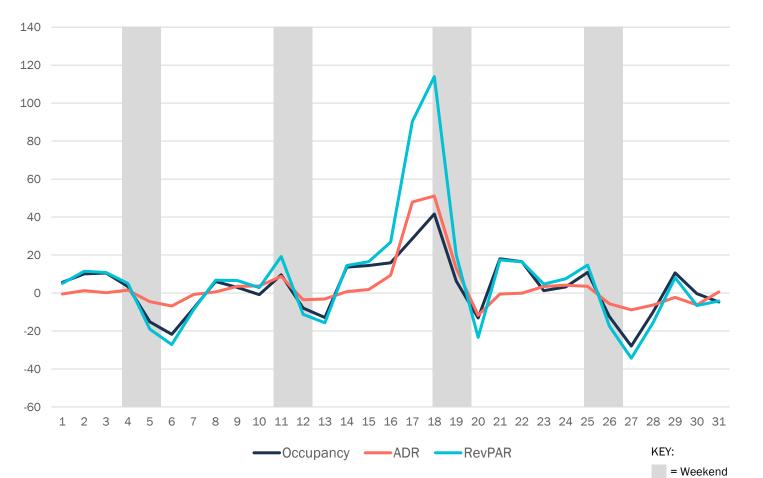
Source: Accommodation Data Programme (ADP). Fresh Info. MBIE.



Average Occupancy for January 2025 was 66.8%, up 2.4%

- For the month of January 2025, the average Occupancy was 66.8%, 2.4% higher compared to January 2024.
- The Average Daily Rate (ADR) for the month was \$227, up 2.7% on last year.
- Monthly Revenue per available room (RevPAR) for January was \$158, 5.8% higher compared to last year.
- Percentage changes for Occupancy, ADR and RevPAR peaked on Saturday 18th January 2025. The Luke Combs concert at Eden Park and the NZ Sail Grand Prix event in the Waitematā Harbour were on in Auckland during this time.
- Average Occupancy for the year to January 2025 was 64.8% (down 7.3% compared to 2024), while ADR was \$214 (down 8.0%) and RevPAR was \$143 (down 12.8%).

Percent Changes for the Month of January

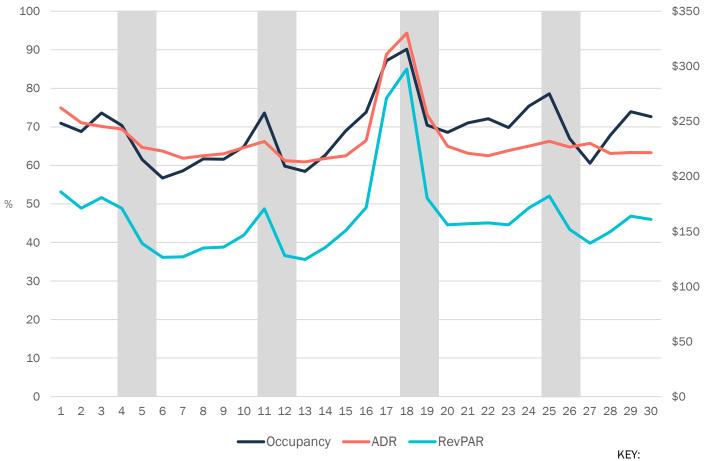




Occupancy, ADR and RevPAR peaked on Saturday 18th January 2025, during Luke Combs & Sail Grand Prix

- Occupancy, average daily rate (ADR) and RevPAR all peaked on Saturday 18th January 2025. The Luke Combs concert at Eden Park and the NZ Sail Grand Prix event in the Waitematā Harbour were on in Auckland during this time.
- The average daily rate (ADR) for hotels in Auckland was the highest for the month on Saturday 18th January 2025 at \$330 (up 51.1% on the previous year).
- Hotel occupancy reached 90.1% on Saturday 18th January 2025 (up 41.6% on the previous year).
- Revenue per available room (RevPAR) peaked to \$298 also on Saturday 18th January 2025. This was up 114.0% in comparison to last year.

Daily hotel rates for the Month of January



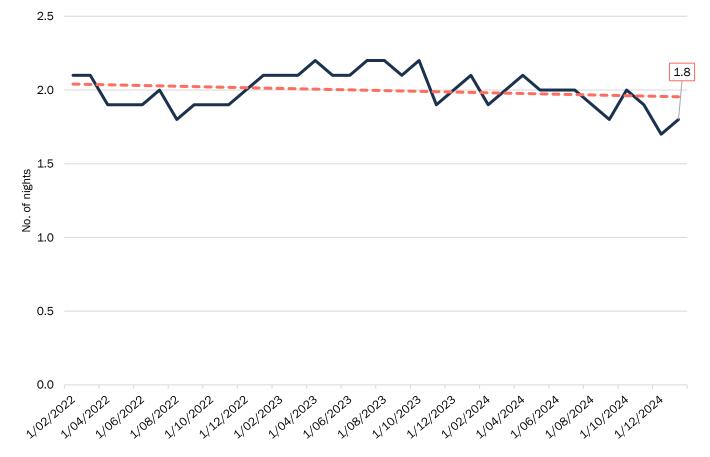
= Weekend



On average, visitors stayed 1.8 nights in Auckland for the month of January 2025

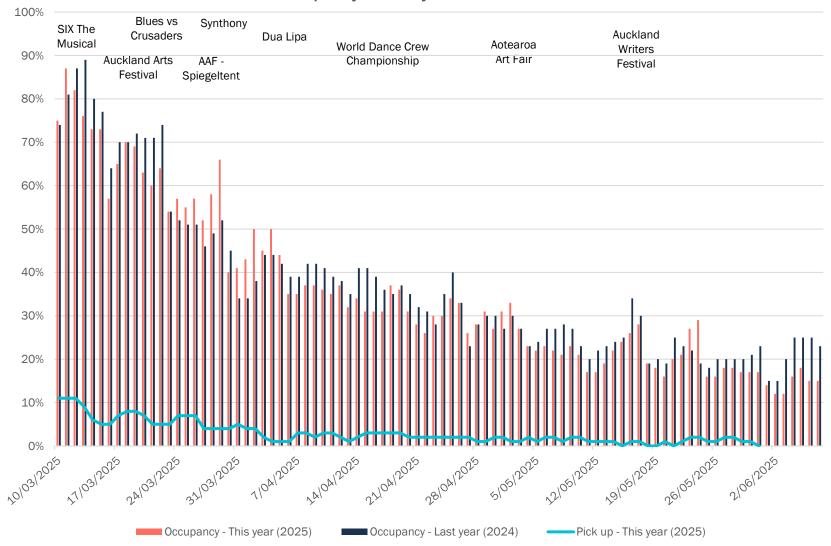
- On average, visitors stayed in Auckland for 1.8 nights for the month of January 2025 (down 14.3% on the previous year).
- There has been a slight downward trend in average length of stay for visitors to Auckland over the last three years.

Average length of stay for visitors to Auckland



90-Day Forward Booking Occupancy Data

- Over the next 90 days, overall Occupancy rates fluctuate and show similar levels to last year. There is some pick up in March 2025.
- Occupancy peaked at 87% on Tuesday 11th March 2025. Slipknot played at Spark Arena on this date.
- Looking forward, Occupancy is set to hit 66% on Saturday 29th March, which is when Synthony is on at the Auckland Domain.
- Occupancy is building in early April when Dua Lipa will perform at Spark Arena, with 15.4k forecast to attend.
- Pick-up refers to the number of reservations made in a recent period for future guest stays. In this context Pick-up reflects the % change in occupancy from the last reported period. For the next 90 days that is the previous Monday. For the 365-day view, from the first Monday of the prior month.



Occupancy - 90 Day Forward Outlook

Source: STR Global

Longer term projections

- In addition to the STR Global 90 Day Forward Booking data we receive, we also receive a longer-term outlook, with forecast data for the next four years until 2027. This data is provided by STR Global in collaboration with Oxford Tourism Economics.
- In 2024 Q4 supply expanded 8.6%. Demand expanded 4.4%, resulting in an occupancy decline of -3.9%. Occupancy is expected to grow by 1.5% in 2025 Q1, with supply expanding 6.4% and demand expanding 8.1%.
- After declining -6.1% in 2024, occupancy is expected to expand 2.9% in 2025. ADR is expected to decrease -0.3%, resulting in RevPAR growth of 2.6% in 2025. RevPAR is expected to grow by 5.7% in 2026.
- Over the next three years, occupancy is expected to expand at an average annual rate of 2.5%, while ADR is expected to expand at an average annual rate of 0.8%.

Supply and Demand Growth









17.1k average daily rooms available in 2025, with 17.4k rooms forecast for 2026

- In 2025, on average there were 17.1k daily rooms available in Auckland. The number of average daily rooms available is set to increase by 3.8%, which will supply an additional 632 rooms (compared to 2024).
- Looking to 2026, average room supply is expected to expand 1.7%, supplying 286 new rooms and bringing the total number of rooms to 17.4k.
- Observing rooms by phase data, there was a total of 17.6k rooms (from 222 properties) in the pipeline.
- This comprised of 16.2k existing rooms (from 214 properties, 805 rooms under construction (from 5 properties), and 585 rooms in the planning stages (from 3 properties).

Average Supply (Avg. daily rooms during year)						
	Year	Rooms	% Chg.	Chg.		
	2021	14,932	5.4%	759		
	2022	15,371	2.9%	439		
Actual	2023	15,433	0.4%	62		
	2024	16,436	6.5%	1,003		
	2025	17,068	3.8%	632		
	2026	17,354	1.7%	286		
Forecast	2027	17,524	1.0%	170		
	2028	17,793	1.5%	269		
	2029	17,816	0.1%	23		





In total, 3.73m visitors are projected to visit New Zealand in YE January 2028

- International overnight visitor arrival projections until 2028 are available for New Zealand overall – of which Auckland receives the largest share.
- International visitor growth to New Zealand is forecast with a Compound Annual Growth Rate (CAGR) of 13.5% from 2024 to 2029 (for Q4 2025), resulting in a possible 3.73m international visitors by YE January 2029.
- When calculated against the 2022 baseline a clear recovery trend in visitor arrivals is visible overall – as well as for our key markets.
- Visitor arrivals from Australia are expected to grow at an average annual rate of 2.6%. 1.56m Australian visitors are expected to visit New Zealand in the year to January 2029.

4.000k 3.500k 3.000k Australia 2,500k China -Japan -----Korea 2.000k Germany -UK Canada 1,500k -US Total 1.000k 500k 0k 2022 2023 2024 2021 2025 2026 2027 2028

International visitor growth - New Zealand

* International visitation by city is based on the Global City Travel (GCT) database maintained by Tourism Economics. GCT tracks overnight visits by international visitors to 300 global cities. The data is tracked by country of origin on an annual basis, including historical and forecast years. The data shown here for the country is taken from the Global Travel Service (GTS) database, also maintained by Tourism Economics. This reflects international visitation by origin market, including historical and forecast years.

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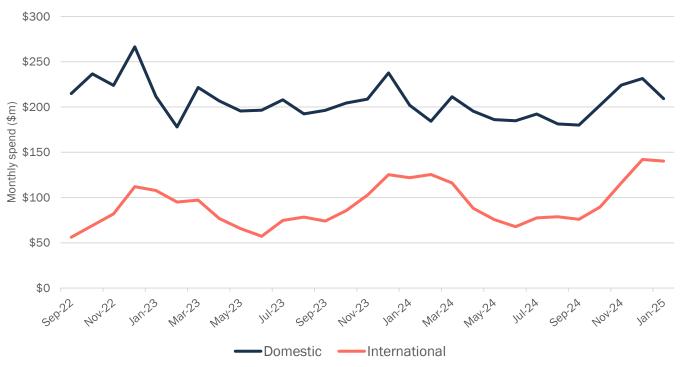
Auckland Tourism – Spend Data



\$1.19b in International tourism spend for yearend January 2025, up 13.2%

- Tourism Electronic Card Transactions (TECTs) restarted as an interim replacement to the Monthly Regional Tourism Estimates (MRTEs) in April 2025.
- As a result of a different methodology, the TECT figures are substantially smaller than those of the previous MRTEs, so the two series should not be compared. More information on (TECTs) can be found <u>here</u>.
- Due to limitations of the new data collection method, domestic and international market totals should not be added together and should be used separately. Additionally, only data dating back to January 2022 has been used for this purpose.
- In the year to January 2025, domestic tourism spend in Auckland was \$2.38b, down 2.7% on last year.
- International tourism spend was \$1.19b, up 13.2% for the year.





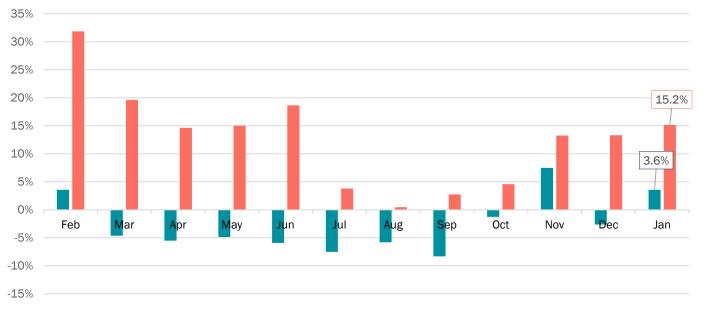
Tourism Transactions	YE January 2025 (\$b)	YE % change	
Domestic	2.382	-2.7%	
International	1.194	13.2%	



International tourism spend was \$140.4m for January 2025, up 15.2%

- For the month of January 2025, domestic tourism spend (TECTs) was **\$209.2m**, up **3.6**% compared to the same month in 2024.
- International tourism spend in January 2025 was \$140.4m, up 15.2% compared to January 2024.

Monthly % change in tourism transactions in Auckland



Domestic International

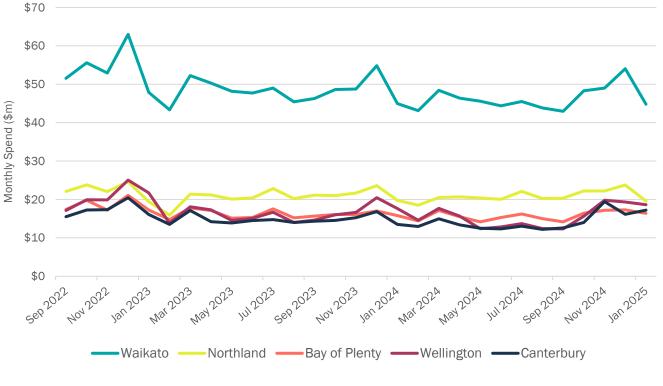
Tourism Transactions	January 2025 (\$m)	% change
Domestic	209.2	3.6%
International	140.4	15.2%



Wellington visitors spent \$18.6m in January 2025, up 5.5% on the previous year

- Tourism spend from Waikato-based visitors \$44.8m was down slightly 0.4% compared to the previous year.
- Wellington visitors spent \$18.6m in January 2025, up 5.5% on the previous year.
- Spend from the **Bay of Plenty (\$16.4m) was also up (3.8%).**
- Spend from Northland (\$19.6m) was down (0.8%) while Canterbury visitor spend (\$17.2m) was up (27.2%) in January 2025, compared to last year.

Monthly tourism domestic spend in Auckland, by market



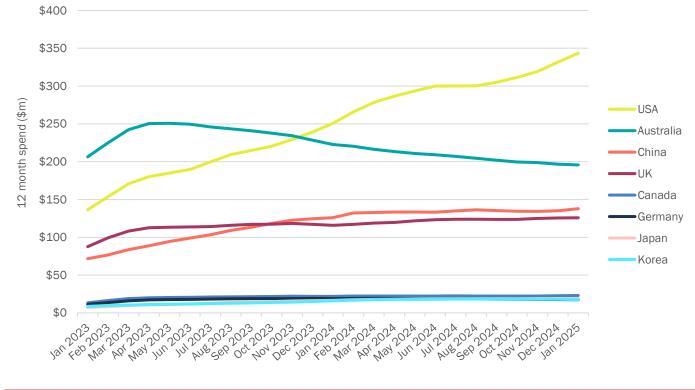
	Waikato	vs. previous year	Northland	vs. previous year	Bay of Plenty	vs. previous year	Wellington	vs. previous year	Canterbury	vs. previous year
January 2025	44.8	-0.4%	19.6	-0.8%	16.4	3.8%	18.6	5.5%	17.2	27.2%



Visitors from the US spent \$343m in the year to January 2025, up 37.0% on the previous year

- In the year to January 2025, tourism spend from the US was \$343m, up 37.0% on the previous year.
- Chinese visitors spent \$138m in the year to January 2025, up 9.4% on the previous year.
- Spend from the UK was \$126m, also up 8.6% for the year to January 2025.
- Australian tourism spend (\$196m) was down 12.1%.
- Spend from Japan (up 14.9% to \$19.1m), Korea (up 10.6% to \$17.7m), and Canada (up 4.9% to \$23.0m) was up on the previous year.
- Spend from German visitors (\$17.0m) was down (8.1%).

Year-end tourism expenditure in Auckland, by market



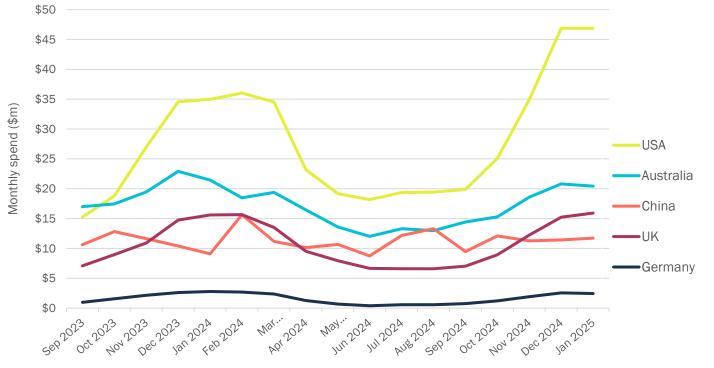
	Australia (\$m)	vs. previous year / YE	China (\$m)	vs. previous year / YE	UK (\$m)	vs. previous year / YE	US (\$m)	vs. previous year / YE	Germany (\$m)	vs. previous year / YE
YE January 2025	196	-12.1%	138	9.4%	126	8.6%	343	37.0%	17	-8.1%



Visitors from the US spent \$46.9m in January 2025, up 34.0% on the previous year

- For the month of January 2025, tourism spend from the US (\$46.9m) was up 34.0% compared to last January.
- Visitors from Australia spent \$20.4m in January, down 4.7% on the previous year.
- Visitors from China spent \$11.7m in January, up 28.7% compared to last year.
- There was an increase in tourism spend from UK visitors (up 2.0% to \$15.9m) but spend from German visitors (\$2.5m) was down (11.7%) for the month of January 2025.

Monthly tourism expenditure in Auckland, by market



	Australia (\$m)	vs. previous year	China (\$m)	vs. previous year	UK (\$m)	vs. previous year	US (\$m)	vs. previous year	Germany (\$m)	vs. previous year
January 2025	20.4	-4.7%	11.7	28.7%	15.9	2.0%	46.9	34.0%	2.5	-11.7%

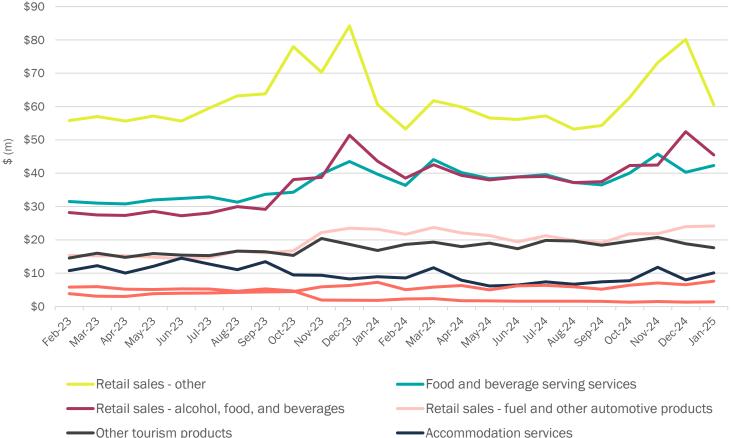


\$60.6m spent in retail sales (other) by **Domestic visitors in** January 2025

	Spend (\$m)	% change
Accommodation services	10.1	12.6%
Cultural, recreation, and gambling services	7.6	4.9%
Food and beverage serving services	42.3	6.5%
Other passenger transport	1.4	-22.1%
Other tourism products	17.6	4.7%
Retail sales - alcohol, food, and beverages	45.5	4.2%
Retail sales - fuel and other automotive products	24.2	4.2%
Retail sales - other	60.6	-0.1%
Grand Total	209.2	3.6%

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Domestic monthly tourism transactions in Auckland, by product



- ----Other tourism products
- -----Cultural, recreation, and gambling services
- Other passenger transport



International visitors spent \$44.6m in Retail sales (other) in January 2025, up 15.2%

	Spend (\$m)	% change
Accommodation services	7.6	-30.6%
Cultural, recreation, and gambling services	4.3	25.4%
Food and beverage serving services	36.5	13.7%
Other passenger transport	4.6	30.6%
Other tourism products	7.5	28.7%
Retail sales - alcohol, food, and beverages	28.1	26.4%
Retail sales - fuel and other automotive products	7.2	22.7%
Retail sales - other	44.6	17.3%
Grand Total	140.4	15.2%

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product \$60 \$50 \$40 (E) \$30 \$20 \$10 \$0 Decila

International monthly tourism transactions in Auckland, by

- Retail sales other
 Food and
 Retail sales alcohol, food, and beverages
 Accommo
- Other tourism products
- -----Cultural, recreation, and gambling services

- Food and beverage serving services
- Accommodation services
- ------Retail sales fuel and other automotive products
- -----Other passenger transport

Auckland – Major Events Data

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Major Events Insights – January 2025



Event	Date(s)	Venue	Interesting Findings
Luke Combs	17-18 January 2025	Eden Park	 The month of January saw 244.0k international visitors, up 11.4% on
NZ Sail Grand Prix	18-19 January 2025	Waitematā Harbour	January 2024.
Dionne Warwick	21 January 2025	Aotea Centre	 There were 444.0k domestic guest nights in commercial accommodation (up 12.3%).
The Cat in the Hat	23 January 2025	Aotea Centre	 Occupancy (90.1%, up 41.6%), Average Daily Rate (\$330, up 51.1%) and RevPAR (\$298, up 114%) all peaked on Saturday
Fat Freddy's Drop	26 January 2025	Go Media Mount Smart Stadium	18 th January 2025. The Luke Combs concert at Eden Park and the NZ Sail Grand Prix event in the Waitematā Harbour were on in Auckland during this time.
Vengaboys	29 January 2025	Auckland Town Hall	 For the month of January 2025, domestic tourism spend (TECTs) was \$209.2m, up 3.6% compared
Summer in Aotea Square	31 January – 1 March 2025	Aotea Square	to the same month in 2024.
2025 ASB Classic	30 December 2024 – 11 January 2025	ASB Tennis Arena	 International tourism spend in January 2025 was \$140.4m, up 15.2% compared to January 2024



Luke Combs

Date(s): 17-18 January 2025 Venue: Eden Park



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Of attendees outside of AKL







Spend per visitor per night (higher than any other concert)





GDP

Visitor nights





Auckland – Business Events Data



Business Events Insights Q4 2024



Business events in Auckland



Delegates hosted in Auckland



Delegate days hosted in Auckland





Auckland's market share of business events







Auckland's market share of delegates



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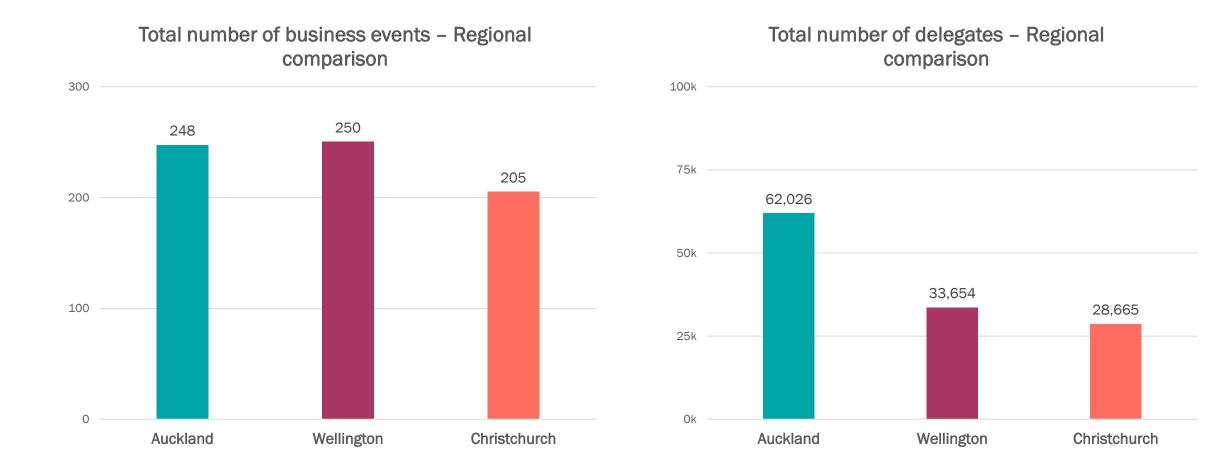


Auckland's market share of delegate days





Auckland attracted the highest number of business delegates (62.0k) in New Zealand in Q4 2024



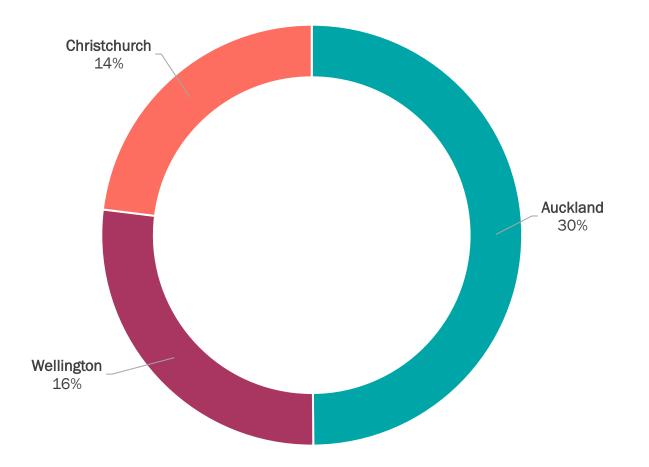


Auckland had 30% of all business events in New Zealand in Q4 2024



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Business Event Market Share - Regional Comparison

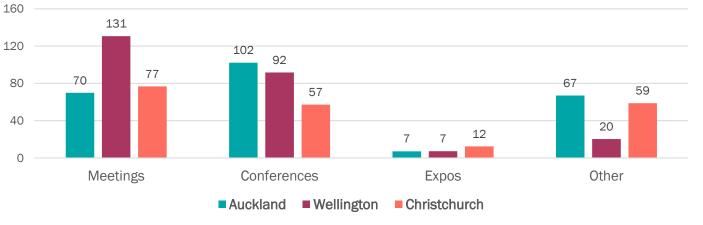


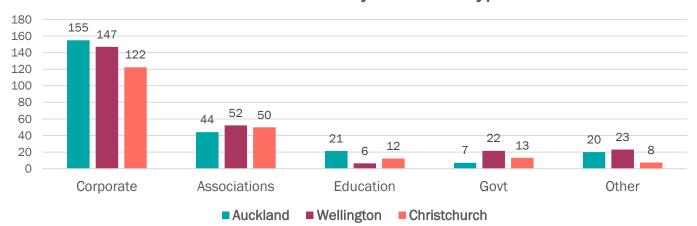


Auckland hosted the most conferences and other business events in NZ Q4 2024

- Looking at business event type, Auckland hosted the most conferences (102), and other business events like social functions and Gala dinners (67) out of the three featured regions in Q4 2024.
- However, Wellington held the highest number of meetings (131), followed by Christchurch (77) and then Auckland (70).
- The majority of business events in Auckland were for Corporate customers (155), followed by Associations (44), Education customers (21) and Other customers (20).
- Among the three regions, Wellington recorded the most Government-related business events (22). This can be attributed to the fact that Wellington is home to New Zealand's Parliament.

Business Events By Event Type





Business Events By Customer Type



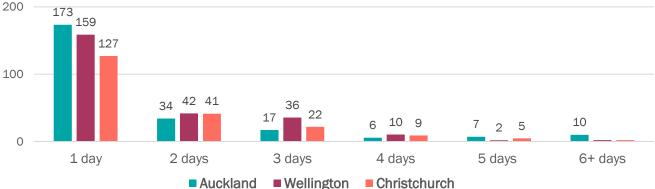
30% of all business events in Auckland were multi-day events in Q4 2024

- In Q4 2024, 39% of all business events held in Auckland were small to medium-size events hosting between 50-100 delegates (97 events). In comparison to other regions, Wellington hosted most small business events (138 events).
- 26% of business events in Auckland were medium-sized events with 64 events that hosted between 101-250 delegates.
- 21% of business events (53) in Auckland hosted between 251-500 delegates.
- Auckland had 34 large-scale events that hosted 500+delegates in Q4 2024.
- In Q4 2024, 70% of all business events in Auckland were one day events (173), while 30% were multi-day events. 14% were held for a duration of two days (34), and 7% ran over the course of three days (17).

No. of business events - Regional comparison

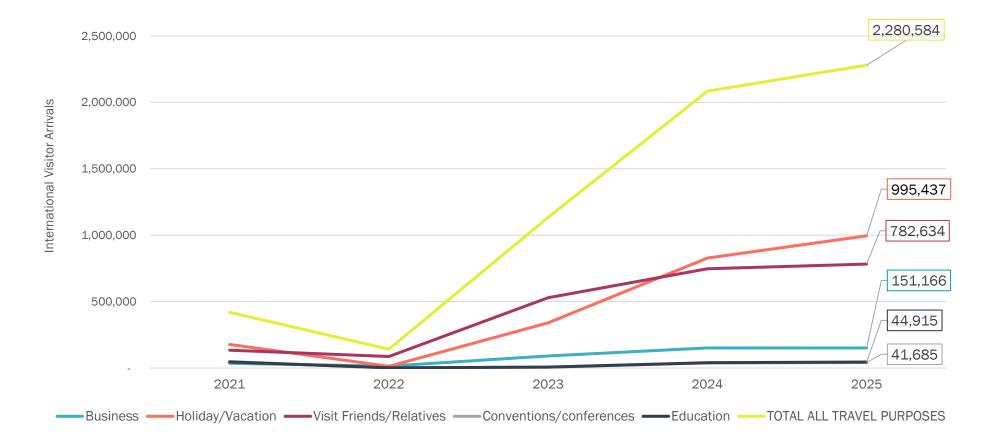




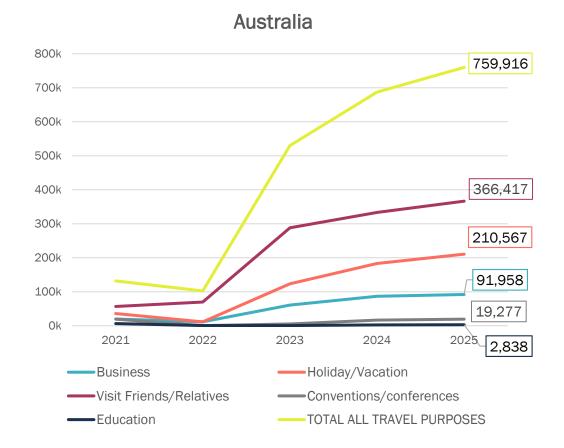


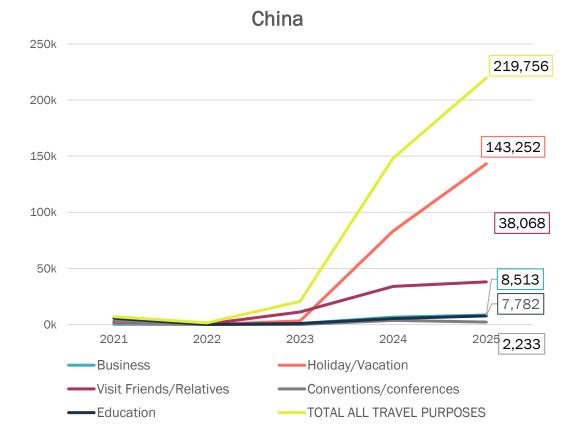




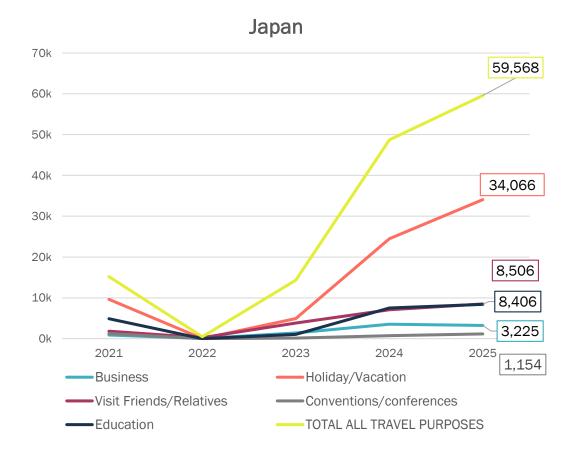


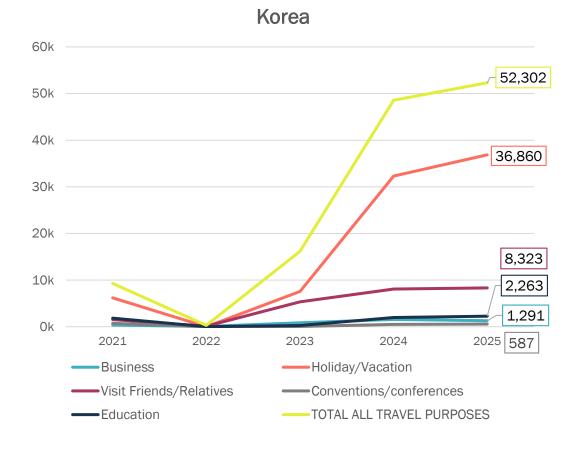




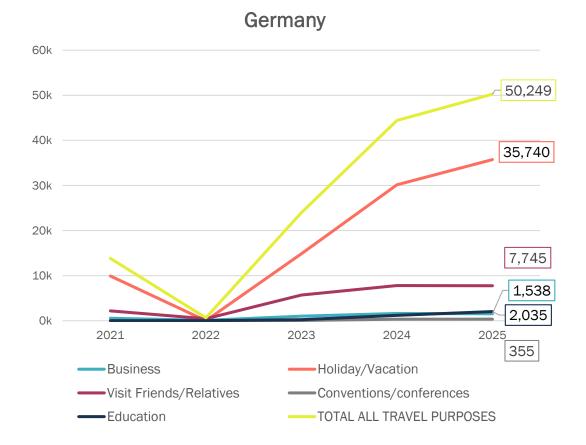


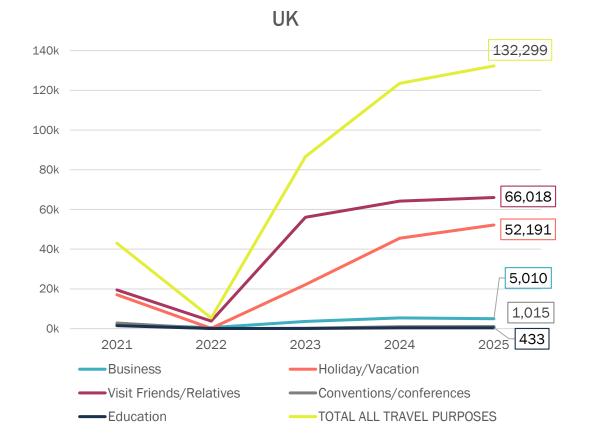




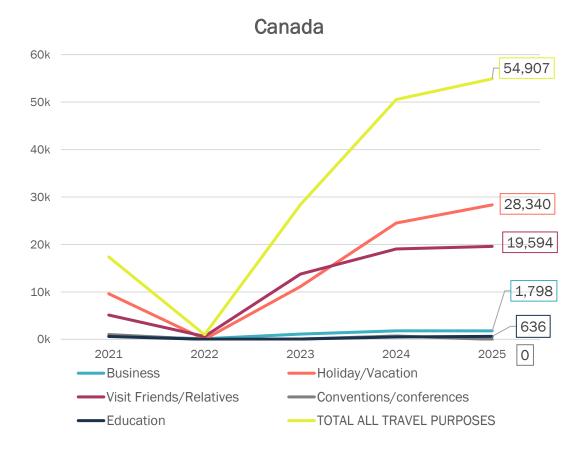


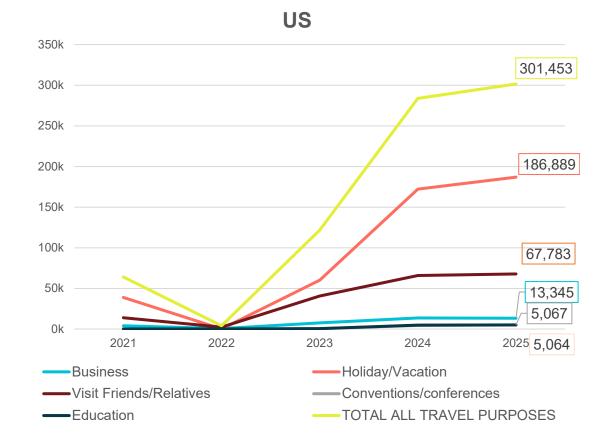












Ngā mihi Thank you

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