

HOTEL MARKET UPDATE



26/02

NORDIC
HOTEL
MARKET
TRENDS
AND
ECONOMIC
INDICATORS




Annordia
HOSPITALITY CONSULTING



Annordia advised Hemsö on the letting of a new seaside destination in Trelleborg

Annordia advised Hemsö on the selection of FAB Group as operator of the upcoming Willow Hotel – a new seaside destination in Trelleborg. FAB aims to create a vibrant meeting place, with a strong focus on food, events, culture, and social interaction.

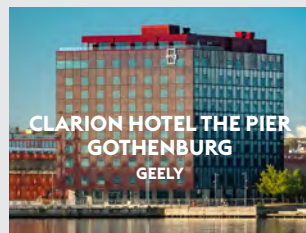
The hotel will feature 111 guest rooms, many with private balconies and sea views, alongside a sky bar, a spa with a cantilevered outdoor pool, and modern conference facilities. The 16-storey building will become a new landmark in Trelleborg and will also house the city’s new city hall. Opening planned for spring 2026.

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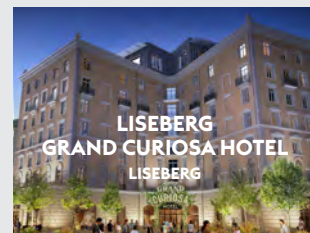
OUR SERVICES



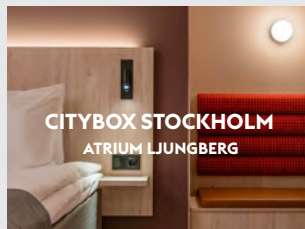
Market analysis
 Establish the feasibility of a potential hotel investment.



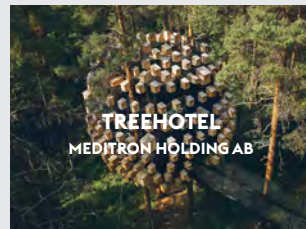
Concept development
 Hotel planning and optimisation based on market characteristics.



Lease advisory
 Adding value in rent review, lease renewals and valuations.



Operator search
 Recruitment of suitable hotel operators on favourable terms.



Valuation
 For acquisitions, year-end accounting and secured lending.



Transaction advisory
 For owners and operators in the hospitality industry.

Welcome to Annordia's Hotel Market Update, our monthly snapshot of the hotel market. Built on extensive market databases, we provide unique insight into current market dynamics, which we are pleased to share with the industry.

KEY MARKET TAKEAWAYS

Swedish Hotel Market

The number of rooms sold in Sweden in December 2025 was significantly higher than in the same month in 2024 (+8.2 percent), with improvements also seen across the other key indicators. The occupancy rate increased from 44.9 to 46.6 percent, and combined with a 3.0-percent increase in ADR, RevPAR increased by 6.8 percent.

Largest Hotel Municipalities

Demand growth was driven primarily by Stockholm and Gothenburg, where the number of rooms sold increased by 13.1 and 10.1 percent respectively. Municipalities near Stockholm, including Solna and Nacka, also recorded notable demand growth. The increased demand led to higher occupancy rates and slightly higher ADR, which increased RevPAR by 11.2 percent in Stockholm and 9.9 percent in Gothenburg. Overall, most key indicators improved across the majority of the 25 largest hotel municipalities in December 2025 compared with the same month in 2024.

Macroeconomic Factors

The Swedish krona continues to strengthen relative to the US dollar and the euro, while the unemployment rate remains high. The preliminary inflation with fixed interest rates was 2.0 percent in January, which is Riksbanken's long-term inflation target.

Nordics

Norway concluded a strong 2025 with a 6.1-percent increase in RevPAR in December compared with the same month in 2024. The driving factor was the ADR, while the occupancy rate increased by less than 1 percentage point. Denmark and Copenhagen saw significant increases in demand and limited capacity growth in December 2025, which increased occupancy rates by 3 and 6 percentage points respectively compared with December 2024. Finland saw weaker demand but a 7.9-percent increase in ADR.

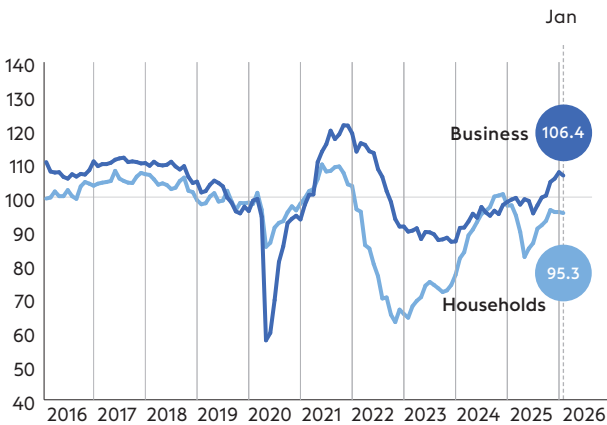


Hotel on the Cover **Hagastrand**

HMU presents a curated image series from hotels where Annordia has provided advisory services to property owners. The cover features Hagastrand in Solna – Autograph Collection by Marriott, Nobis Hospitality Group, a new social wellness destination overlooking the tranquil waters of Brunnsviken in Hagaparken.

MACRO INDICATORS IN SWEDEN

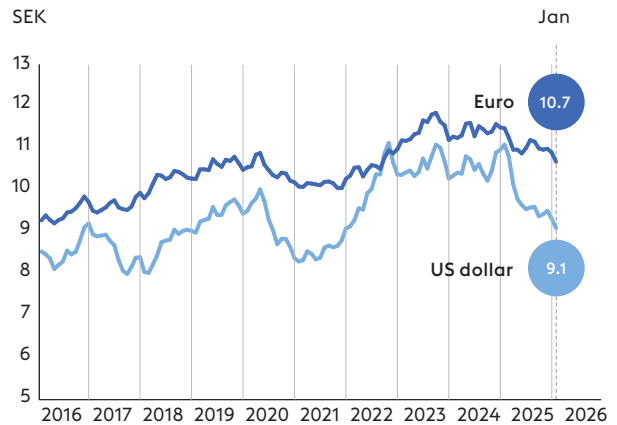
The business confidence indicator decreased from 107.4 in December 2025 to 106.4 in January 2026, remaining above the historical average and thus signaling a positive sentiment. The household confidence indicator remained just above 95 units.



Confidence indicators for business and households in Sweden, up to and including January.

Source: The National Institute of Economic Research
Confidence indicators are an overall measure of the overall perceptions and expectations of business and households.

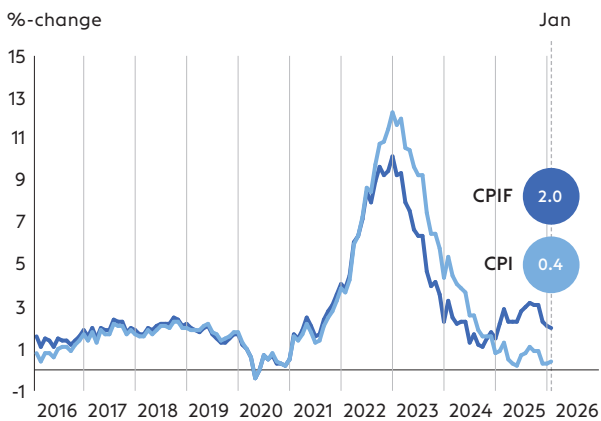
The value of the Swedish krona strengthened significantly relative to the US dollar in January and reached its highest level since December 2021. The same trend was seen for the value of the Swedish krona relative to the euro.



The development of the Swedish krona against the euro and the US dollar, up to and including January.

Source: The Central Bank of Sweden

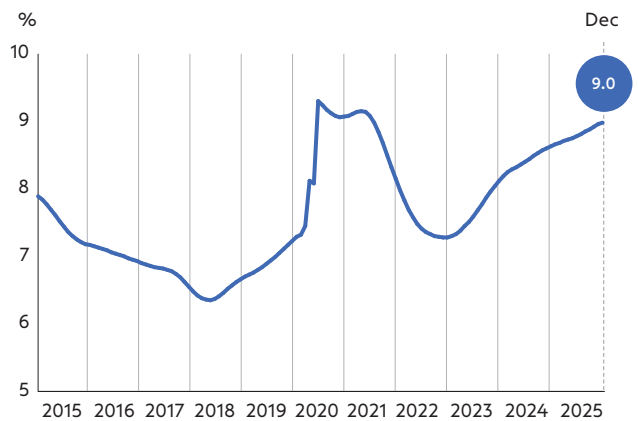
The preliminary Consumer Price Index with Fixed interest rates (CPIF) decreased to 2.0 percent in January. The preliminary Consumer Price Index increased from 0.3 to 0.4 percent.



The preliminary inflation rate (CPI and CPIF) in the Swedish economy, up to and including January.

Source: Statistics Sweden

The unemployment rate has increased every month since December 2022 and reached 9 percent in December, which is the highest level since July 2021.



Unemployment (trend) as a percentage of the Swedish market up to and including December.

Source: The laborforce survey (Statistics Sweden)

0.4%

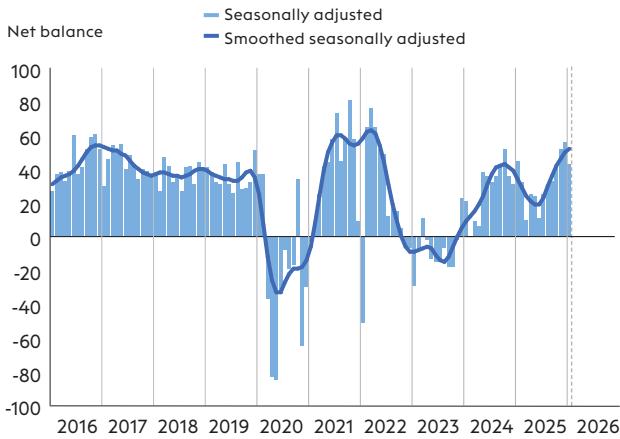
PRELIMINARY JANUARY INFLATION RATE CPI

2.0%

PRELIMINARY JANUARY INFLATION RATE CPIF

SWEDISH HOTEL MARKET SUMMARY

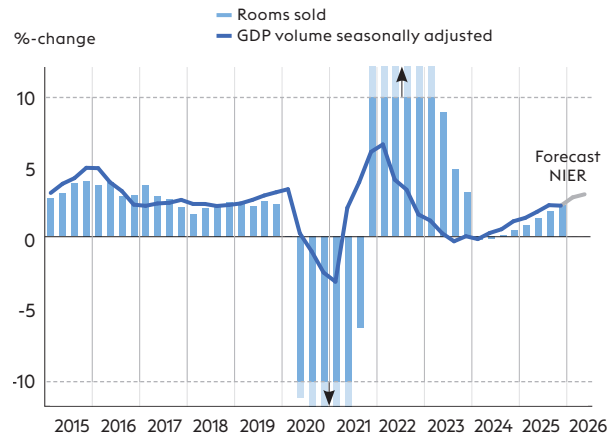
The seasonally adjusted and smoothed expectations of future demand saw a decrease in January after having increased for six consecutive months. The indicator was recorded at 45 units in January, down from 56 units in December.



Swedish hotel companies' expectations of demand for their services in the next 3 months, up to and including January.

Source: The National Institute of Economic Research
Net balance: See definitions on page 8

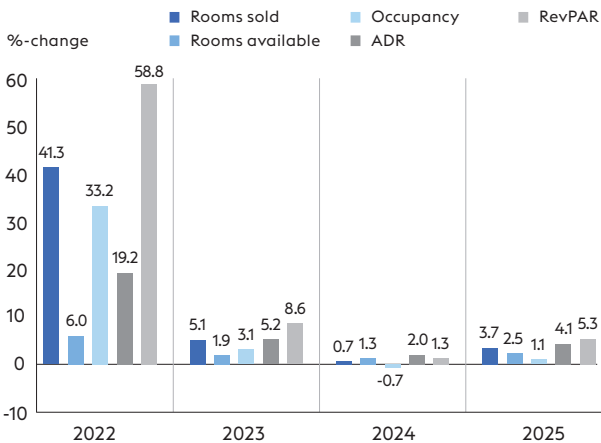
The GDP forecast anticipates a slow positive trend for the coming few quarters. Historically, the connection between GDP and the hotel industry has been strong.



Development of occupied hotel rooms and GDP (volume) in Sweden, 4-quarter rolling averages.

Source: The Swedish Growth Agency/Statistics Sweden & the National Institute of Economic Research

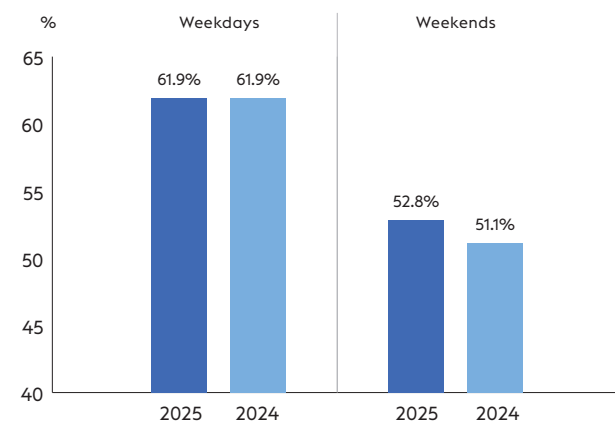
The key indicators for the period January to December 2025 improved compared with the same period in 2024. The number of rooms sold and the ADR increased by 3.7 percent and 4.1 percent respectively, while RevPAR increased by 5.3 percent.



Development of key performance indicators in the Swedish hotel market, compared with the previous year, up to and including December.

Source: The Swedish Growth Agency/Statistics Sweden

The occupancy rate on weekdays for the period January to December 2025 was unchanged compared with the same period in 2024. However, the occupancy rate on weekends increased by almost 2 percentage points.



Occupancy rate on weekdays and weekends in the Swedish hotel market year-to-date in 2025 and 2024, up to and including December.

Source: The Swedish Growth Agency/Statistics Sweden

TRENDS IN SWEDEN'S 25 LARGEST HOTEL MUNICIPALITIES

	MONTH DECEMBER											
	ROOMS SOLD			OCCUPANCY			ADR			REVPAR		
	2025	2024		2025	2024		2025	2024		2025	2024	
	000s		%-CHANGE	%	%	%-CHANGE	SEK	SEK	%-CHANGE	SEK	SEK	%-CHANGE
STOCKHOLM	456	403	13.1	62.4	57.6	8.3	1,418	1,381	2.7	885	795	11.2
GOTHENBURG	203	184	10.1	57.9	54.3	6.7	1,152	1,118	3.0	667	607	9.9
MALMÖ	92	92	-0.5	52.5	56.1	-6.4	922	988	-6.7	484	555	-12.7
SIGTUNA	55	56	-1.6	51.6	50.6	2.1	1,015	980	3.6	524	496	5.7
SOLNA	45	41	8.8	49.8	47.5	4.8	968	960	0.9	482	456	5.7
JÖNKÖPING	25	23	7.3	38.1	35.2	8.2	923	879	5.0	352	309	13.6
HELSINGBORG	30	27	9.3	45.9	43.0	6.8	930	924	0.6	427	397	7.5
UMEÅ	29	30	-3.5	42.8	45.9	-6.8	972	864	12.4	416	397	4.8
UPPSALA	32	28	14.4	50.0	48.2	3.6	977	895	9.2	488	431	13.2
LINKÖPING	28	25	13.8	44.5	39.9	11.4	865	872	-0.8	384	348	10.5
LUND	26	26	0.4	47.7	47.3	1.0	1,044	1,027	1.6	498	486	2.6
KARLSTAD	25	22	14.2	53.6	46.4	15.6	979	968	1.2	525	449	17.0
ÖREBRO	25	23	10.7	49.6	49.2	0.7	1,022	1,031	-0.9	507	508	-0.2
VÄSTERÅS	27	25	6.1	58.4	55.7	4.9	1,044	1,139	-8.4	610	634	-3.9
SUNDSVALL	27	25	7.2	48.1	45.2	6.3	917	949	-3.4	441	429	2.7
NORRKÖPING	21	20	4.2	40.9	41.0	0.0	951	962	-1.2	389	394	-1.2
LULEÅ	23	21	9.4	59.4	54.6	8.8	1,145	1,029	11.2	680	562	21.0
GOTLAND	12	9	38.7	30.1	25.1	19.7	804	758	6.1	242	191	27.0
NACKA	21	20	6.3	59.4	48.7	21.8	1,307	1,306	0.1	776	636	21.9
HALMSTAD	17	15	13.1	37.3	36.1	3.5	1,101	1,044	5.5	411	377	9.1
GÄVLE	17	17	2.3	51.5	51.0	1.1	1,010	997	1.3	520	508	2.4
ÖSTERSUND	16	13	16.4	58.9	50.2	17.3	1,105	990	11.6	651	497	31.0
VÄXJÖ	13	13	1.0	44.4	45.9	-3.4	1,048	1,024	2.4	465	470	-1.1
KALMAR	12	11	8.7	41.2	39.4	4.6	992	991	0.1	409	391	4.7
SÖDERTÄLJE	14	13	11.3	32.1	41.2	-22.0	943	1,036	-8.9	303	426	-28.9
SWEDEN	1,887	1,745	8.2	46.6	44.9	3.6	1,177	1,142	3.0	548	513	6.8

The most positive rate of change for each variable is highlighted in grey.

Source: The Swedish Agency for Economic and Regional Growth/Statistics Sweden



YEAR-TO-DATE JANUARY - DECEMBER

	ROOMS SOLD			OCCUPANCY			ADR			REVPAR		
	2025	2024		2025	2024		2025	2024		2025	2024	
	000s		%-CHANGE	%	%	%-CHANGE	SEK	SEK	%-CHANGE	SEK	SEK	%-CHANGE
STOCKHOLM	6,021	5,748	4.7	70.3	69.9	0.5	1,552	1,535	1.1	1,091	1,073	1.7
GOTHENBURG	2,831	2,653	6.7	67.4	65.7	2.6	1,244	1,197	3.9	839	787	6.7
MALMÖ	1,367	1,305	4.8	67.7	67.0	1.1	1,039	1,058	-1.8	703	708	-0.7
SIGTUNA	778	787	-1.2	61.1	60.7	0.6	1,075	1,025	4.8	657	623	5.5
SOLNA	626	621	0.8	58.8	59.4	-1.1	1,066	1,080	-1.3	627	642	-2.4
JÖNKÖPING	447	464	-3.6	55.2	56.2	-1.8	1,069	1,066	0.3	590	599	-1.5
HELSINGBORG	464	439	5.7	59.9	57.1	5.0	1,095	1,090	0.5	656	622	5.5
UMEÅ	467	458	2.0	58.7	59.1	-0.7	944	926	1.9	554	547	1.3
UPPSALA	461	447	3.1	64.5	63.4	1.7	1,038	981	5.9	670	622	7.7
LINKÖPING	463	441	5.0	61.5	59.1	4.1	961	944	1.8	591	558	6.0
LUND	392	388	1.0	60.2	59.5	1.2	1,095	1,068	2.5	659	636	3.7
KARLSTAD	368	354	4.0	65.2	64.7	0.7	1,052	1,078	-2.4	686	697	-1.7
ÖREBRO	363	368	-1.4	60.1	61.7	-2.5	1,091	1,095	-0.4	655	675	-2.9
VÄSTERÅS	369	356	3.4	68.8	66.8	2.9	1,128	1,149	-1.8	776	768	1.1
SUNDSVALL	348	347	0.3	53.2	53.6	-0.7	941	949	-0.8	501	508	-1.5
NORRKÖPING	353	339	4.3	59.8	57.8	3.5	1,141	1,103	3.4	683	638	7.0
LULEÅ	296	295	0.6	65.5	65.6	-0.1	1,154	1,063	8.6	755	697	8.4
GOTLAND	290	258	12.5	51.1	47.6	7.3	1,322	1,312	0.8	676	624	8.2
NACKA	282	300	-6.2	60.2	62.2	-3.3	1,442	1,330	8.4	868	828	4.9
HALMSTAD	308	288	7.0	55.0	54.5	0.9	1,200	1,189	0.9	659	648	1.8
GÄVLE	266	238	11.6	68.1	63.3	7.5	1,075	1,061	1.3	732	672	8.9
ÖSTERSUND	212	216	-1.8	64.7	65.4	-1.0	1,036	978	5.9	670	640	4.8
VÄXJÖ	198	199	-0.4	57.5	58.5	-1.8	1,112	1,067	4.2	639	624	2.4
KALMAR	202	202	0.0	60.0	61.6	-2.5	1,165	1,157	0.7	699	713	-1.9
SÖDERTÄLJE	213	185	15.2	46.8	50.1	-6.5	998	1,051	-5.1	467	526	-11.3
SWEDEN	27,937	26,950	3.7	57.7	57.1	1.1	1,256	1,206	4.1	725	688	5.3

The most positive rate of change for each variable is highlighted in grey.

Source: The Swedish Agency for Economic and Regional Growth/Statistics Sweden



12-MONTH ROLLING AVERAGE JANUARY - DECEMBER

	ROOMS SOLD			OCCUPANCY			ADR			REVPAR		
	2025	2024		2025	2024		2025	2024		2025	2024	
	000s		%-CHANGE	%	%	%-CHANGE	SEK	SEK	%-CHANGE	SEK	SEK	%-CHANGE
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GOTHENBURG	2,831	2,653	6.7	67.4	65.7	2.6	1,244	1,197	3.9	839	787	6.7
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HELSINGBORG	464	439	5.7	59.9	57.1	5.0	1,095	1,090	0.5	656	622	5.5
UMEÅ	467	458	2.0	58.7	59.1	-0.7	944	926	1.9	554	547	1.3
UPPSALA	461	447	3.1	64.5	63.4	1.7	1,038	981	5.9	670	622	7.7
LINKÖPING	463	441	5.0	61.5	59.1	4.1	961	944	1.8	591	558	6.0
LUND	392	388	1.0	60.2	59.5	1.2	1,095	1,068	2.5	659	636	3.7
KARLSTAD	368	354	4.0	65.2	64.7	0.7	1,052	1,078	-2.4	686	697	-1.7
ÖREBRO	363	368	-1.4	60.1	61.7	-2.5	1,091	1,095	-0.4	655	675	-2.9
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SUNDSVALL	348	347	0.3	53.2	53.6	-0.7	941	949	-0.8	501	508	-1.5
NORRKÖPING	353	339	4.3	59.8	57.8	3.5	1,141	1,103	3.4	683	638	7.0
LULEÅ	296	295	0.6	65.5	65.6	-0.1	1,154	1,063	8.6	755	697	8.4
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NACKA	282	300	-6.2	60.2	62.2	-3.3	1,442	1,330	8.4	868	828	4.9
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SWEDEN	27,937	26,950	3.7	57.7	57.1	1.1	1,256	1,206	4.1	725	688	5.3

The most positive rate of change for each variable is highlighted in grey.

Source: The Swedish Agency for Economic and Regional Growth/Statistics Sweden

NORDIC HOTEL MARKET – COUNTRIES AND CAPITAL CITIES

MONTH DECEMBER

	ROOMS SOLD			OCCUPANCY			ADR			REVPAR		
	2025	2024		2025	2024		2025	2024		2025	2024	
	000s		%-CHANGE	%	%	%-CHANGE	SEK	SEK	%-CHANGE*	SEK	SEK	%-CHANGE*
SWEDEN	1,887	1,745	8.2	46.6	44.9	3.6	1,177	1,142	3.0	548	513	6.8
DENMARK	955	872	9.5	47.0	44.0	6.8	N/A	N/A	N/A	N/A	N/A	N/A
FINLAND	860	877	-2.0	47.5	49.1	-3.3	1,609	1,574	7.9	764	773	4.4
NORWAY	1,070	1,027	4.2	42.4	41.7	1.8	1,340	1,369	4.2	568	570	6.1
STOCKHOLM	456	403	13.1	62.4	57.6	8.3	1,418	1,381	2.7	885	795	11.2
COPENHAGEN	516	471	9.4	68.0	62.0	9.7	N/A	N/A	N/A	N/A	N/A	N/A
HELSINKI	220	203	8.4	54.6	50.8	7.5	1,182	1,301	-4.2	645	661	3.0
OSLO	258	250	3.2	59.0	59.3	-0.4	1,344	1,437	-0.4	793	852	-0.8

Source: The Swedish Agency for Economic and Regional Growth/Statistics Sweden, Statistics Norway, Statistics Denmark, Statistics Finland
 *Changes in ADR and RevPAR are as per the respective changes in local currencies

YEAR-TO-DATE JANUARY – DECEMBER

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	000s		%-CHANGE	%	%	%-CHANGE	SEK	SEK	%-CHANGE*	SEK	SEK	%-CHANGE*
SWEDEN	27,937	26,950	3.7	57.7	57.1	1.1	1,256	1,206	4.1	725	688	5.3
DENMARK	14,806	14,139	4.7	60.7	59.4	2.2	N/A	N/A	N/A	N/A	N/A	N/A
FINLAND	11,303	11,150	1.4	54.0	52.9	2.0	1,207	1,284	-0.9	652	680	1.2
NORWAY	18,456	17,822	3.6	57.2	56.1	2.0	1,354	1,350	6.8	775	757	9.0
STOCKHOLM	6,021	5,748	4.7	70.3	69.9	0.5	1,552	1,535	1.1	1,091	1,073	1.7
COPENHAGEN	6,672	6,355	5.0	74.5	71.6	4.1	N/A	N/A	N/A	N/A	N/A	N/A
HELSINKI	2,990	2,768	8.0	63.4	59.2	7.1	1,205	1,324	-4.0	764	783	2.8
OSLO	3,823	3,732	2.5	71.7	68.9	4.1	1,502	1,469	8.9	1,077	1,012	13.3

Source: The Swedish Agency for Economic and Regional Growth/Statistics Sweden, Statistics Norway, Statistics Denmark, Statistics Finland
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FINLAND	11,303	11,150	1.4	54.0	52.9	2.0	1,207	1,284	-0.9	652	680	1.2
NORWAY	18,456	17,822	3.6	57.2	56.1	2.0	1,354	1,350	6.8	775	757	9.0
STOCKHOLM	6,021	5,748	4.7	70.3	69.9	0.5	1,552	1,535	1.1	1,091	1,073	1.7
COPENHAGEN	6,672	6,355	5.0	74.5	71.6	4.1	N/A	N/A	N/A	N/A	N/A	N/A
HELSINKI	2,990	2,768	8.0	63.4	59.2	7.1	1,205	1,324	-4.0	764	783	2.8
OSLO	3,823	3,732	2.5	71.7	68.9	4.1	1,502	1,469	8.9	1,077	1,012	13.3

Source: The Swedish Agency for Economic and Regional Growth/Statistics Sweden, Statistics Norway, Statistics Denmark, Statistics Finland
 *Changes in ADR and RevPAR are as per the respective changes in local currencies

DEFINITIONS

Net balance: Net balance is the difference between the number of positive versus negative responses received from hotels regarding their demand expectations for their services.

Occupancy: Rooms sold/Available rooms.

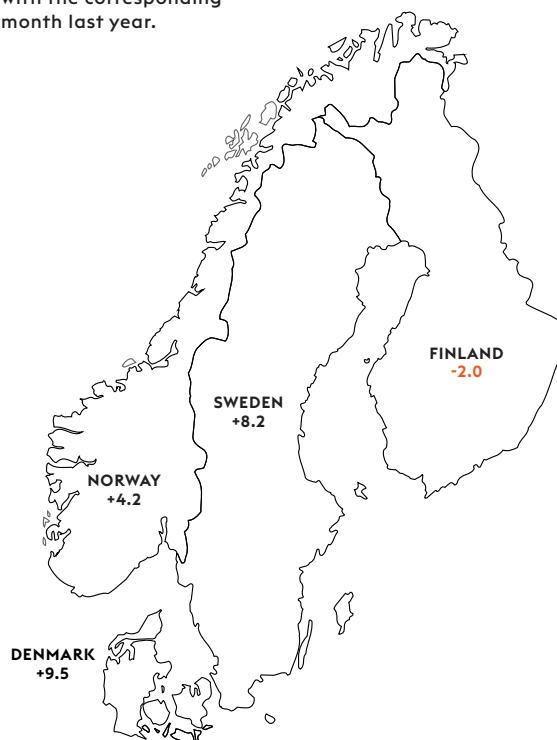
ADR: Accommodation revenue/Rooms sold.

RevPAR: Occupancy x ADR.

N/A: Not available.

ROOMS SOLD IN THE NORDICS IN DECEMBER

%-change compared with the corresponding month last year.



7.9%

INCREASE IN ADR IN FINLAND,
DECEMBER 2025

Annordia was born from a passion for hotels. Thirty years on, we're proud to be one of the Nordic region's leading hotel investment and development consultancies. We are a full-service advisor that assists clients across the Nordics through every phase of the investment cycle – from market analysis, concept development and operator search to valuations as well as lease and transaction advisory.

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