



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT JANUARY 2016 (RELEASED May 9, 2016)

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	8,278	Capacity in Room Nights	177,878
Number of Rooms under Renovation	55	Room-Employee Ratio:	1.75(Room to 1 Employee)
		Rev Par	2016
			\$ 150.62
		Rev Par	2015
			\$ 134.10

	2015 YTD	2016 YTD	YTD CHANGE	Jan-15	Jan-16	CHANGE
NUMBER OF HOTELS REPORTING				15	14	-1
Room Nights Available for Sale	189,627	177,878	-6%	189,627	177,878	-6%
Room Nights Sold	147,877	145,094	-2%	147,877	145,094	-2%
HOTEL OCCUPANCY RATES						
Low Average	43%	45%	2pts	43%	45%	2pts
Mean Average	75%	78%	3pts	75%	78%	3pts
Weighted Average	78%	82%	4pts	78%	82%	4pts
High Average	95%	91%	(4pt)	95%	91%	(4pt)
HOTEL ROOM RATES						
Low Average	\$82	\$ 55.00	-33%	\$82	\$ 55.00	-33%
Mean Average	\$159	\$ 164.00	3%	\$159	\$ 164.00	3%
Weighted Average	\$172	\$ 185.00	8%	\$172	\$ 185.00	8%
High Average	\$225	\$ 239.00	6%	\$225	\$ 239.00	6%
GROSS RECEIPTS TAX PAID	\$1,683,039	\$ 1,779,353.00	6%	\$1,683,039	\$ 1,779,353.00	6%
ROOM OCCUPANCY TAX PAID	\$2,718,783	\$ 2,769,610.00	2%	\$2,718,783	\$ 2,769,610.00	2%
PAX ARRIVAL COUNT - JGTA	64,111	62,716	-2%	64,111	62,716	-2%
PAX ARRIVAL COUNT - KOREA	38,765	48,859	26%	38,765	48,859	26%
PAX ARRIVAL COUNT - TAIWAN	2,602	3,675	41%	2,602	3,675	41%
PAX ARRIVAL COUNT - CHINA, P.R.C	952	2,127	123%	952	2,127	123%
PAX ARRIVAL COUNT - RUSSIA	691	442	-36%	691	442	-36%
GVB TOTAL ARRIVAL COUNT	117,244	129,259	10%	117,244	129,259	10%

ANALYSIS: The month of January reflected a negative 6% in the number of room nights available for sale and also reflected a negative 2% in the number of room nights sold compared to the same period last year, 2015. The Weighted Average Occupancy Rate increased at 4 points to reflect an 82%. The Weighted Average Room Rate slightly increased 8% at \$185.00. Preliminary arrival numbers from the Guam Visitors Bureau showed a slight 10% increase in total arrivals for the month of January. JGTA reflected a negative 2% while the Korea market showed a positive 26% along with the Taiwan market at 41% increase compared to 2015. The mainland China market reflected a jump at 123% increase however the Russia market showed a downfall of negative 36% for the month of January 2016 compared to the same period 2015.

Weighted Average Occupancy = Sum of Room Nights Sold divided by total number of Room Nights Available for sale by reporting hotels.

Weighted Average Room Rate = Sum of all Room Sales divided by sum of all Room Nights Sold by Reporting Hotels.

Room Employee Ratio = (Hotel Rooms/Total Number of Employees from Reporting Hotels).

* As of release date, 12 hotels have not reported information to the Guam Hotel & Restaurant Association.