



GUAM HOTEL & RESTAURANT ASSOCIATION

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

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	8,287	Capacity in Room Nights	181,076
Number of Rooms under Renovation	59	Room-Employee Ratio:	1.63(Room to 1 Employee)
		Rev Par	2016
			\$ 152.92
		Rev Par	2015
			\$ 134.68

	2015 YTD	2016 YTD	YTD CHANGE	Feb-15	Feb-16	CHANGE
NUMBER OF HOTELS REPORTING				17	16	-1
Room Nights Available for Sale	376,667	358,954	-5%	187,914	181,076	-4%
Room Nights Sold	302,791	304,898	1%	154,914	159,804	3%
HOTEL OCCUPANCY RATES						
Low Average	40%	58%	18pts	36%	71%	35pts
Mean Average	80%	83%	3pts	85%	87%	2pts
Weighted Average	81%	85%	4pts	83%	88%	5pts
High Average	97%	93%	(4pt)	98%	95%	(3pt)
HOTEL ROOM RATES						
Low Average	\$65	\$ 57.00	-12%	\$47	\$ 59.00	26%
Mean Average	\$151	\$ 161.00	7%	\$143	\$ 158.00	10%
Weighted Average	\$168	\$ 179.00	7%	\$163	\$ 173.00	6%
High Average	\$220	\$ 242.00	10%	\$214	\$ 245.00	14%
GROSS RECEIPTS TAX PAID	\$3,423,719	\$ 3,610,174.00	5%	\$1,740,680	\$ 1,830,821.00	5%
ROOM OCCUPANCY TAX PAID	\$5,306,881	\$ 5,647,571.00	6%	\$2,588,098	\$ 2,877,961.00	11%
PAX ARRIVAL COUNT - JGTA	139,164	134,512	-3%	74,153	71,796	-3%
PAX ARRIVAL COUNT - KOREA	70,522	90,435	28%	31,677	41,576	31%
PAX ARRIVAL COUNT - TAIWAN	7,378	8,471	15%	4,776	4,796	0%
PAX ARRIVAL COUNT - CHINA, P.R.C	6,255	8,518	36%	5,259	6,391	22%
PAX ARRIVAL COUNT - RUSSIA	840	561	-33%	142	119	-16%
GVB TOTAL ARRIVAL COUNT	244,581	271,591	11%	126,080	142,332	13%

ANALYSIS: The month of February reflected a negative 4% in the number of room nights available for sale but showed a slight 3% increase in the number of room nights sold compared to the same period last year, 2015. The Weighted Average Occupancy Rate increased by 5 points to reflect an 88%. The Weighted Average Room Rate slightly increased 6% at \$173.00. Preliminary arrival numbers from the Guam Visitors Bureau showed a 13% increase in total arrivals for the month of February. JGTA reflected a negative 3% while the Korea market showed a growing 31% leaving the Taiwan market with no change at 0% compared to 2015. The mainland China market reflected a considerable 22% increase with the Russia market dropping at a negative 16% for the month of February 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, 10 hotels have not reported information to the Guam Hotel & Restaurant Association.