



**GUAM HOTEL & RESTAURANT ASSOCIATION**

**SUMMARY STATISTICAL REPORT APRIL 2016 (RELEASED June 3, 2016)**

<b>Number of Hotels in GHRA</b>	26	<b>Number of Rooms under Construction</b>	0
<b>Number of Existing Hotel Rooms</b>	8,289	<b>Capacity in Room Nights</b>	187,380
<b>Number of Rooms under Renovation</b>	151	<b>Room-Employee Ratio:</b>	1.66(Room to 1 Employee)
		<b>Rev Par</b>	<b>2016</b>
			\$ 99.88
		<b>Rev Par</b>	<b>2015</b>
			\$ 95.86

	2015 YTD	2016 YTD	YTD CHANGE	Apr-15	Apr-16	CHANGE
<b>NUMBER OF HOTELS REPORTING</b>				16	16	<b>0</b>
Room Nights Available for Sale	762,890	739,898	<b>-3%</b>	196,782	187,380	<b>-5%</b>
Room Nights Sold	584,839	579,749	<b>-1%</b>	126,929	123,166	<b>-3%</b>
<b>HOTEL OCCUPANCY RATES</b>						
Low Average	36%	50%	<b>14pts</b>	32%	33%	<b>1pt</b>
Mean Average	76%	76%	<b>0pts</b>	64%	62%	<b>(2pts)</b>
Weighted Average	77%	79%	<b>2pts</b>	65%	66%	<b>1pt</b>
High Average	93%	91%	<b>(2pts)</b>	85%	89%	<b>4pts</b>
<b>HOTEL ROOM RATES</b>						
Low Average	\$55	\$ 57.00	<b>4%</b>	\$33	\$ 59.00	<b>79%</b>
Mean Average	\$144	\$ 152.00	<b>6%</b>	\$136	\$ 137.00	<b>1%</b>
Weighted Average	\$161	\$ 168.00	<b>4%</b>	\$149	\$ 152.00	<b>2%</b>
High Average	\$210	\$ 225.00	<b>7%</b>	\$192	\$ 201.00	<b>5%</b>
<b>GROSS RECEIPTS TAX PAID</b>	\$6,372,689	\$ 6,468,911.00	<b>2%</b>	\$1,309,658	\$ 1,253,622.00	<b>-4%</b>
<b>ROOM OCCUPANCY TAX PAID</b>	\$9,690,067	\$ 10,080,482.00	<b>4%</b>	\$1,999,860	\$ 1,907,476.00	<b>-5%</b>
<b>PAX ARRIVAL COUNT - JGTA</b>	279,292	263,063	<b>-6%</b>	52,393	49,295	<b>-6%</b>
<b>PAX ARRIVAL COUNT - KOREA</b>	126,337	163,546	<b>29%</b>	28,381	38,667	<b>36%</b>
<b>PAX ARRIVAL COUNT - TAIWAN</b>	13,616	14,311	<b>5%</b>	2,959	2,587	<b>-13%</b>
<b>PAX ARRIVAL COUNT - CHINA, P.R.C</b>	8,814	11,731	<b>33%</b>	1,116	1,829	<b>64%</b>
<b>PAX ARRIVAL COUNT - RUSSIA</b>	1,312	908	<b>-31%</b>	218	156	<b>-28%</b>
<b>GVB TOTAL ARRIVAL COUNT</b>	473,171	510,372	<b>8%</b>	96,256	105,446	<b>10%</b>

**ANALYSIS:** The month of April reflected a negative 5% in the number of room nights available for sale and showed a negative 3% in the number of room nights sold compared to the same period last year, 2015. The Weighted Average Occupancy Rate increased a tab bit by 1 point to reflect a 66%. The Weighted Average Room Rate slightly increased just 2% at \$152.00. Preliminary arrival numbers from the Guam Visitors Bureau showed a 10% increase in total arrivals for the month of April. JGTA reflected a negative 6% while the Korea market showed a growing 36% but the Taiwan market shows a negative 13% compared to 2015. The mainland China market reflected a huge jump of 64% increase but the Russia market dropped at negative 28% for the month of April 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.