



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT DECEMBER 2015 (RELEASED February 2, 2016)

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,857	Capacity in Room Nights	189,751
Number of Rooms under Renovation	61	Room-Employee Ratio:	1.58(Room to 1 Employee)
		Rev Par	2015
			\$ 142.57
		Rev Par	2014
			\$ 100.37

	2014 YTD	2015 YTD	YTD CHANGE	Dec-14	Dec-15	CHANGE
NUMBER OF HOTELS REPORTING				13	15	2
Room Nights Available for Sale	2,253,576	2,260,180	0%	226,920	189,751	-16%
Room Nights Sold	1,676,950	1,723,453	3%	132,052	150,710	14%
HOTEL OCCUPANCY RATES						
Low Average	45%	35%	(10pts)	39%	52%	13pts
Mean Average	76%	73%	(3pts.)	72%	76%	4pts
Weighted Average	75%	76%	1pt	58%	79%	21pts
High Average	92%	90%	(2pt)	93%	92%	(1pt)
HOTEL ROOM RATES						
Low Average	\$53	\$ 57.00	8%	\$67	\$ 56.00	-16%
Mean Average	\$134	\$ 144.00	7%	\$158	\$ 165.00	4%
Weighted Average	\$149	\$ 159.00	7%	\$172	\$ 180.00	5%
High Average	\$201	\$ 216.00	7%	\$224	\$ 244.00	9%
GROSS RECEIPTS TAX PAID	\$17,785,982	\$ 18,382,891.00	3%	\$1,601,411	\$ 1,788,175.00	12%
ROOM OCCUPANCY TAX PAID	\$25,467,308	\$ 27,402,958.00	8%	\$2,360,957	\$ 2,709,233.00	15%
PAX ARRIVAL COUNT - JGTA	810,253	773,019	-5%	69,463	67,876	-2%
PAX ARRIVAL COUNT - KOREA	307,939	427,900	39%	32,335	46,139	43%
PAX ARRIVAL COUNT - TAIWAN	49,135	42,205	-14%	3,070	3,134	2%
PAX ARRIVAL COUNT - CHINA, P.R.C	16,279	23,698	46%	1,529	1,094	-28%
PAX ARRIVAL COUNT - RUSSIA	16,293	3,081	-81%	503	404	-20%
GVB TOTAL ARRIVAL COUNT	1,342,377	1,409,033	5%	119,829	132,418	11%

ANALYSIS: The month of December reflected a negative 16% in the number of room nights available for sale however increased 14% in the number of room nights sold compared to the same period last year, 2014. The Weighted Average Occupancy Rate bumped up 21 points to reflect a 79%. The Weighted Average Room Rate slightly increased 5% at \$180.00. Preliminary arrival numbers from the Guam Visitors Bureau showed a positive 11% increase in total arrivals for the month of December. JGTA reflected a -2% decrease while the Korea market increased at 43% and the Taiwan market increased a pinch at 2% compared to 2014. The mainland China market reflects a -28% decrease as well as the Russia market showing a -20% for the month of December 2015 as compared to the same period 2014.

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, 8 hotels have not reported information to the Guam Hotel & Restaurant Association.