



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT MAY 2016 (RELEASED July 25, 2016)

Number of Hotels in GHRA 26
 Number of Existing Hotel Rooms 8,289
 Number of Rooms under Renovation 177

Number of Rooms under Construction 0
 Capacity in Room Nights 193,626
 Room-Employee Ratio: 1.66(Room to 1 Employee)
 Rev Par 2016 \$ 105.29
 Rev Par 2015 \$ 100.55

	2015 YTD	2016 YTD	YTD CHANGE	May-15	May-16	CHANGE
NUMBER OF HOTELS REPORTING				15	16	1
Room Nights Available for Sale	949,355	933,524	-2%	186,465	193,626	4%
Room Nights Sold	708,475	709,011	0%	123,636	129,262	5%
HOTEL OCCUPANCY RATES						
Low Average	36%	44%	8pts	37%	18%	(19pts)
Mean Average	73%	73%	0pts	64%	62%	(2pts)
Weighted Average	75%	76%	1pt	66%	67%	1pt
High Average	92%	90%	(2pts)	89%	84%	(5pts)
HOTEL ROOM RATES						
Low Average	\$58	\$ 57.00	-2%	\$67	\$ 58.00	-13%
Mean Average	\$142	\$ 149.00	5%	\$134	\$ 140.00	4%
Weighted Average	\$159	\$ 166.00	4%	\$152	\$ 158.00	4%
High Average	\$209	\$ 223.00	7%	\$206	\$ 218.00	6%
GROSS RECEIPTS TAX PAID	\$7,686,027	\$ 7,574,027.00	-1%	\$1,313,338	\$ 1,105,036.00	-16%
ROOM OCCUPANCY TAX PAID	\$11,578,835	\$ 12,112,243.00	5%	\$1,888,768	\$ 2,031,761.00	8%
PAX ARRIVAL COUNT - JGTA	328,562	311,954	-5%	49,270	48,891	-1%
PAX ARRIVAL COUNT - KOREA	156,241	206,900	32%	29,904	43,354	45%
PAX ARRIVAL COUNT - TAIWAN	16,954	17,823	5%	3,338	3,512	5%
PAX ARRIVAL COUNT - CHINA, P.R.C	9,906	13,751	39%	1,092	2,020	85%
PAX ARRIVAL COUNT - RUSSIA	1,487	1,076	-28%	175	168	-4%
GVB TOTAL ARRIVAL COUNT	570,029	625,302	10%	96,873	114,930	19%

ANALYSIS: The month of May reflected a small increase of 4% in the number of room nights available for sale and showed a 5% in the number of room nights sold compared to the same period last year, 2015. The Weighted Average Occupancy Rate increased by 1 point to reflect a 67%. The Weighted Average Room Rate slightly increased 4% at \$158.00. Preliminary arrival numbers from the Guam Visitors Bureau showed a promising increase at 19% in total arrivals for the month of May. JGTA reflected a negative 1% while the Korea market showed a growing 45% but the Taiwan market showed a small increase at 5% compared to 2015. The mainland China market reflected a increase of 45% but the Russia market dropped a bit at negative 4% for the month of May 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, 8 hotels have not reported information to the Guam Hotel & Restaurant Association.