



**GUAM HOTEL & RESTAURANT ASSOCIATION**

**SUMMARY STATISTICAL REPORT JUNE 2016 (REVISED August 1, 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>	196	<b>Room-Employee Ratio:</b>	1.65(Room to 1 Employee)
		<b>Rev Par</b>	<b>2016</b>
			\$ 105.51
		<b>Rev Par</b>	<b>2015</b>
			\$ 99.18

	2015 YTD	2016 YTD	YTD CHANGE	Jun-15	Jun-16	CHANGE
<b>NUMBER OF HOTELS REPORTING</b>				17	16	-1
Room Nights Available for Sale	1,145,765	1,120,904	-2%	196,410	187,380	-5%
Room Nights Sold	857,300	846,139	-1%	148,410	137,128	-8%
<b>HOTEL OCCUPANCY RATES</b>						
Low Average	34%	42%	8pts	22%	31%	9pts
Mean Average	72%	72%	0pts	67%	68%	1pt
Weighted Average	75%	76%	1pt	76%	73%	(3pts)
High Average	90%	92%	2pts	82%	100%	18pts
<b>HOTEL ROOM RATES</b>						
Low Average	\$57	\$ 59.00	4%	\$52	\$ 67.00	29%
Mean Average	\$139	\$ 146.00	5%	\$123	\$ 130.00	6%
Weighted Average	\$154	\$ 162.00	5%	\$131	\$ 144.00	10%
High Average	\$207	\$ 219.00	6%	\$196	\$ 198.00	1%
<b>GROSS RECEIPTS TAX PAID</b>	\$9,029,385	\$ 8,906,623.00	-1%	\$1,343,358	\$ 1,332,596.00	-1%
<b>ROOM OCCUPANCY TAX PAID</b>	\$13,109,698	\$ 14,036,725.00	7%	\$1,530,868	\$ 1,924,482.00	26%
<b>PAX ARRIVAL COUNT - JGTA</b>	382,825	364,994	-5%	54,263	53,040	-2%
<b>PAX ARRIVAL COUNT - KOREA</b>	187,402	252,978	35%	31,161	46,078	48%
<b>PAX ARRIVAL COUNT - TAIWAN</b>	20,029	21,671	8%	3,075	3,848	25%
<b>PAX ARRIVAL COUNT - CHINA, P.R.C</b>	11,008	15,664	42%	1,102	1,913	74%
<b>PAX ARRIVAL COUNT - RUSSIA</b>	1,784	1,309	-27%	297	233	-22%
<b>GVB TOTAL ARRIVAL COUNT</b>	671,076	743,675	11%	101,047	118,373	17%

**ANALYSIS:** The month of June reflected a negative 5% in the number of room nights available for sale and showed a negative 8% in the number of room nights sold compared to the same period last year, 2015. The Weighted Average Occupancy Rate decreased by 3 points to reflect a 73%. The Weighted Average Room Rate slightly increased 10% at \$144.00. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase of 17% in total arrivals for the month of June. JGTA reflected a negative 2% while the Korea market showed a steady growth of 48% and the Taiwan market making an increase at 25% compared to 2015. The mainland China market growing increase at 74% but the Russia market continued to drop at negative 22% for the month of June 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.