GUAM HOTEL & RESTAURANT ASSOCIATION
SUMMARY STATISTICAL REPORT FEBRUARY 2017 (released)

**Number of Hotels in GHRA**: 26
**Number of Rooms under Construction**: 7
**Number of Existing Hotel Rooms**: 8,228
**Capacity in Room Nights**: 172,732
**Room-Employee Ratio**: 1.65 (Room to 1 Employee)

**Rev Par**
- **2017**: $142.93
- **2016**: $152.92

**Room Nights Available for Sale**
- **2016 YTD**: 358,954
- **2017 YTD**: 191,239
- **YTD Change**: -47%

**Room Nights Sold**
- **2016 Feb**: 181,076
- **2017 Feb**: 172,732
- **Change**: -5%

**HOTEL OCCUPANCY RATES**
- **Low Average**: 58% to 53% (12pts)
- **Mean Average**: 83% to 79% (5pts)
- **Weighted Average**: 85% to 83% (7pts)
- **High Average**: 93% to 94% (1pt)

**HOTEL ROOM RATES**
- **Low Average**: $57.00 to $60.00 (5%)
- **Mean Average**: $161.00 to $175.00 (9%)
- **Weighted Average**: $179.00 to $197.00 (10%)
- **High Average**: $242.00 to $252.00 (4%)

**GROSS RECEIPTS TAX PAID**
- **2016 Feb**: $3,610,174.00
- **2017 Feb**: $1,901,261.00
- **Change**: -47%

**ROOM OCCUPANCY TAX PAID**
- **2016 Feb**: $5,647,571.00
- **2017 Feb**: $3,217,526.00
- **Change**: -43%

**PAX ARRIVAL COUNT - JGTA**
- **2016 Feb**: 134,512
- **2017 Feb**: 111,393
- **Change**: -17%

**PAX ARRIVAL COUNT - KOREA**
- **2016 Feb**: 90,435
- **2017 Feb**: 107,522
- **Change**: 19%

**PAX ARRIVAL COUNT - CHINA, P.R.C**
- **2016 Feb**: 8,518
- **2017 Feb**: 6,436
- **Change**: -24%

**GVB TOTAL ARRIVAL COUNT**
- **2016 Feb**: 271,591
- **2017 Feb**: 269,469
- **Change**: -1%

**ANALYSIS**: The month of February reflected a negative 5% decrease in the number of room nights available for sale and a negative 13% decrease in the number of room nights sold compared to the same period last year, 2016. The Weighted Average Occupancy Rate went down 6 point at 82%. The Weighted Average Room Rate increased at 2% at $177. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease at negative 6% in total arrivals for the month of February. JGTA reflected a negative 24% while the Korean Market rose at 23% with the Taiwan market showing a decrease of negative 25% compared to 2016. The mainland China market decreased at 63% while the Russia market showed a 92% increase for the month of February compared to the same period in 2016.

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