



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT May 2017 (released)

Number of Hotels in GHRA 26
Number of Existing Hotel Rooms 8,237

Number of Rooms under Construction 135
Capacity in Room Nights 224,533
Room-Employee Ratio: 1.53(Room to 1 Employee)
Rev Par 2017 \$ 90.31
Rev Par 2016 \$ 105.29

	2016 YTD	2017 YTD	YTD CHANGE	May-16	May-17	CHANGE
NUMBER OF HOTELS REPORTING				16	16	0
Room Nights Available for Sale	933,524	991,617	6%	193,626	224,533	16%
Room Nights Sold	709,011	733,215	3%	129,262	124,727	-4%
HOTEL OCCUPANCY RATES						
Low Average	44%	53%	5pts	18%	27%	8pts
Mean Average	73%	79%	6pts	62%	70%	8pt
Weighted Average	76%	83%	1pt	67%	56%	11pts
High Average	90%	94%	2pts	84%	94%	10pt
HOTEL ROOM RATES						
Low Average	\$ 57.00	\$ 57.00	0%	\$ 58.00	\$ 57.00	-2%
Mean Average	\$ 149.00	\$ 156.00	5%	\$ 140.00	\$ 145.00	4%
Weighted Average	\$ 166.00	\$ 172.00	4%	\$ 158.00	\$ 159.00	1%
High Average	\$ 223.00	\$ 227.00	2%	\$ 218.00	\$ 218.00	0%
GROSS RECEIPTS TAX PAID	\$ 7,574,027.00	\$ 8,444,828.00	11%	\$ 1,105,036.00	\$ 1,305,547.00	18%
ROOM OCCUPANCY TAX PAID	\$ 12,112,243.00	\$ 12,393,569.00	2%	\$ 2,031,761.00	\$ 1,977,377.00	-3%
PAX ARRIVAL COUNT - JGTA	311,954	232,611	-25%	48,891	47,140	-4%
PAX ARRIVAL COUNT - KOREA	206,900	212,429	3%	43,354	51,576	19%
PAX ARRIVAL COUNT - TAIWAN	17,823	13,521	-24%	3,512	3,395	-3%
PAX ARRIVAL COUNT - CHINA, P.R.C	13,751	9,486	-31%	2,020	1,638	-19%
PAX ARRIVAL COUNT - RUSSIA	1,076	1,255	17%	168	175	4%
GVB TOTAL ARRIVAL COUNT	625,302	532,753	-15%	114,930	118,853	3%

ANALYSIS: The month of May reflected a 16% increase in the number of room nights available for sale and a negative 4% decrease in the number of room nights sold compared to the same period last year, 2016. The Weighted Average Occupancy Rate went down 11 points at 56%. The Weighted Average Room Rate increased 1% at \$159. Preliminary arrival numbers from the Guam Visitors Bureau showed a increase 3% in total arrivals for the month of May. JGTA reflected a negative 4% while the Korean Market rose at 19% with the Taiwan market showing an decrease a negative 3% compared to 2016. The mainland China market decreased at negative 19% while the Russia market showed a 4% increase for the month of May 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, 9 hotels have not reported information to the Guam Hotel & Restaurant Association.