**GUAM HOTEL & RESTAURANT ASSOCIATION**

**SUMMARY STATISTICAL REPORT June 2017 (released)**

<table>
<thead>
<tr>
<th>Number of Hotels in GHRA</th>
<th>26</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Existing Hotel Rooms</td>
<td>8,237</td>
</tr>
<tr>
<td>Number of Rooms under Construction</td>
<td>135</td>
</tr>
<tr>
<td>Capacity in Room Nights</td>
<td>224,533</td>
</tr>
<tr>
<td>Room-Employee Ratio: Room to 1 Employee</td>
<td>1.53</td>
</tr>
</tbody>
</table>

**Rev Par**

<table>
<thead>
<tr>
<th>Rev Par</th>
<th>2017</th>
<th>Rev Par</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>$</td>
<td>105.51</td>
<td>$</td>
<td>2016 YTD</td>
</tr>
<tr>
<td>$</td>
<td>67.00</td>
<td>$</td>
<td>16</td>
</tr>
<tr>
<td>$</td>
<td>130.00</td>
<td>$</td>
<td>137,128</td>
</tr>
</tbody>
</table>

**HOTEL OCCUPANCY RATES**

- **Low Average**: 42% (2016) - 48% (2017) **6pts**
- **Mean Average**: 72% (2016) - 79% (2017) **7pts**
- **Weighted Average**: 76% (2016) - 73% (2017) **3pts**
- **High Average**: 92% (2016) - 94% (2017) **2pts**

**HOTEL ROOM RATES**

- **Low Average**: $59.00 (2016) - $57.00 (2017) **-3%**
- **Mean Average**: $146.00 (2016) - $153.00 (2017) **5%**
- **Weighted Average**: $162.00 (2016) - $169.00 (2017) **4%**
- **High Average**: $219.00 (2016) - $222.00 (2017) **1%**

**GROSS RECEIPTS TAX PAID**

- **$8,906,623.00 (2016)** - **$9,767,704.00 (2017)** **10%**
- **$1,322,596.00 (2016)** - **$1,322,876.00 (2017)** **-1%**

**ROOM OCCUPANCY TAX PAID**

- **$14,036,725.00 (2016)** - **$14,393,084.00 (2017)** **3%**
- **$1,924,822.00 (2016)** - **$1,999,515.00 (2017)** **4%**

**PAX ARRIVAL COUNT - JGTA**

- **364,994 (2016)** - **328,722 (2017)** **-10%**
- **5,040 (2016)** - **48,971 (2017)** **8%**

**PAX ARRIVAL COUNT - KOREA**

- **252,978 (2016)** - **319,038 (2017)** **26%**
- **46,078 (2016)** - **55,033 (2017)** **19%**

**PAX ARRIVAL COUNT - TAIWAN**

- **21,671 (2016)** - **19,461 (2017)** **-10%**
- **3,848 (2016)** - **2,545 (2017)** **-34%**

**PAX ARRIVAL COUNT - CHINA, P.R.C**

- **15,664 (2016)** - **12,706 (2017)** **-19%**
- **1,913 (2016)** - **1,582 (2017)** **-17%**

**PAX ARRIVAL COUNT - RUSSIA**

- **1,309 (2016)** - **1,715 (2017)** **31%**
- **233 (2016)** - **285 (2017)** **22%**

**GVB TOTAL ARRIVAL COUNT**

- **743,675 (2016)** - **774,355 (2017)** **4%**
- **118,373 (2016)** - **122,749 (2017)** **4%**

**ANALYSIS:**

The month of June reflected a 15% increase in the number of room nights available for sale and a negative 5% 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 62%. The Weighted Average Room Rate increased 6% at $153. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase 4% in total arrivals for the month of June. JGTA reflected a negative 8% while the Korean Market rose at 19% with the Taiwan market showing an decrease a negative 34% compared to 2016. The mainland China market decreased at negative 17% while the Russia market showed a 22% increase for the month of June 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, 13 hotels have not reported information to the Guam Hotel & Restaurant Association.*