Number of Hotels in GHRA: 26
Number of Existing Hotel Rooms: 8,399
Number of Rooms under Construction: 0
Capacity in Room Nights: 260,369

Room Employee Ratio: 1.17 (Room to 1 Employee)

Room-Employee Ratio:
- 2019: $163.24
- 2018: $156.28

2018 YTD 2019 YTD YTD CHANGE
Number of Hotels Reporting 13 10 -3
Room Nights Available for Sale 155,496 131,812 -15%
Room Nights Sold 125,749 114,811 -9%

HOTEL OCCUPANCY RATES
- Low Average: 54% 59% 5pts
- Mean Average: 77% 84% 7pts
- Weighted Average: 81% 87% 6pts
- High Average: 93% 96% 3pts

HOTEL ROOM RATES
- Low Average: $75.00 $98.00 31%
- Mean Average: $165.00 $175.00 6%
- Weighted Average: $193.00 $187.00 -3%
- High Average: $246.00 $242.00 -2%

GROSS RECEIPTS TAX PAID $1,498,735.00 $1,685,166.00 12%
ROOM OCCUPANCY TAX PAID $2,475,057.00 $2,150,901.00 -13%
PAX ARRIVAL COUNT - JGTA 41,269 58,021 41%
PAX ARRIVAL COUNT - KOREA 69,249 69,295 0%
PAX ARRIVAL COUNT - TAIWAN 2,263 2,461 9%
PAX ARRIVAL COUNT - CHINA, P.R.C 1,186 1,261 6%
PAX ARRIVAL COUNT - RUSSIA 648 816 26%
GVB TOTAL ARRIVAL COUNT 134,658 147,507 10%

ANALYSIS: The month of January reflected a 15% decrease in the number of room nights available for sale and a negative 9% decrease in the number of room nights sold compared to the same period last year, 2018. The Weighted Average Occupancy Rate went up 6 points at 87%. The Weighted Average Room Rate slightly decreased 3% at $187. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase of 10% in total arrivals for the month of January. JGTA reflected a positive 41% while the Korean Market remained the same with the Taiwan market showing a positive increase to 9% compared to 2018. The mainland China market grew 6% while the Russia market showed an increase of 26% for the month of January, compared to the same period in 2018.

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