GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT MAR 2019 (released)

| Number of Hotels in GHRA | 26
| Number of Existing Hotel Rooms | 8,269
| Capacity in Room Nights | 256,339
| Room-Employee Ratio: | 1.12 (Room to 1 Employee)

**ANALYSIS:**

The month of March reflected a 33% decrease in the number of room nights available for sale and a negative 29% decrease in the number of room nights sold compared to the same period last year, 2018. The Weighted Average Occupancy Rate went up 7 points at 88%. The Weighted Average Room Rate decreased 5% at $156. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase of 6% in total arrivals for the month of March. JGTA reflected a positive 18% while the Korean Market increased slightly and the Taiwan market showed a decrease to 20% compared to 2018. The mainland China market declined 41% while the Russia market showed an increase of 19% for the month of March, 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.