



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT APR 2019 (released)

Number of Hotels in GHRA 26
Number of Existing Hotel Rooms 8,269

Number of Rooms under Construction 0
Capacity in Room Nights 248,070
Room-Employee Ratio: 1.22(Room to 1 Employee)
Rev Par 2019 \$ 104.85
Rev Par 2018 \$ 119.03

	2018 YTD	2019 YTD	YTD CHANGE	Apr-18	Apr-19	CHANGE
NUMBER OF HOTELS REPORTING	13	9	-4	10	9	-1
Room Nights Available for Sale	571,020	427,180	-25%	131,936	110,856	-16%
Room Nights Sold	445,873	338,102	-24%	92,493	79,287	-14%
HOTEL OCCUPANCY RATES						
Low Average	47%	43%	(4pts)	33%	39%	6pts
Mean Average	74%	78%	4pts	66%	69%	3pts
Weighted Average	78%	79%	1pt	70%	72%	2pts
High Average	89%	92%	3pts	85%	80%	(5pts)
HOTEL ROOM RATES						
Low Average	\$ 75.00	\$ 82.00	9%	\$ 82.00	\$ 79.00	-4%
Mean Average	\$ 157.00	\$ 146.00	-7%	\$ 155.00	\$ 109.00	-30%
Weighted Average	\$ 178.00	\$ 163.00	-8%	\$ 170.00	\$ 147.00	-14%
High Average	\$ 238.00	\$ 211.00	-11%	\$ 242.00	\$ 193.00	-20%
GROSS RECEIPTS TAX PAID	\$ 5,076,762.00	\$ 4,956,528.00	-2%	\$ 1,191,888.00	\$ 988,112.00	-17%
ROOM OCCUPANCY TAX PAID	\$ 7,785,042.00	\$ 5,864,639.00	-25%	\$ 1,307,722.00	\$ 1,154,684.00	-12%
PAX ARRIVAL COUNT - JGTA	189,919	237,494	25%	39,934	47,725	20%
PAX ARRIVAL COUNT - KOREA	243,585	236,972	-3%	60,265	54,161	-10%
PAX ARRIVAL COUNT - TAIWAN	9,641	9,233	-4%	2,241	2,275	2%
PAX ARRIVAL COUNT - CHINA, P.R.C	7,358	5,345	-27%	1,046	738	-29%
PAX ARRIVAL COUNT - RUSSIA	1,775	2,138	20%	315	337	7%
GVB TOTAL ARRIVAL COUNT	517,536	551,862	7%	117,678	120,779	3%

ANALYSIS: The month of April reflected a 16% decrease in the number of room nights available for sale and a negative 14% decrease in the number of room nights sold compared to the same period last year, 2018. The Weighted Average Occupancy Rate went up 2 points at 72%. The Weighted Average Room Rate decreased 14% at \$147. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase of 3% in total arrivals for the month of April. JGTA reflected a positive 20% while the Korean Market decreased by 10% and the Taiwan market showing a slight growth by 2% compared to 2018. The mainland China market declined 29% while the Russia market showed an increase of 7% for the month of April, 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.