



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT August 2017 (released)

Number of Hotels in GHRA 26
Number of Existing Hotel Rooms 8,167

Number of Rooms under Construction 135
Capacity in Room Nights 219,690
Room-Employee Ratio: 1.54(Room to 1 Employee)
Rev Par 2017 \$ 140.99
Rev Par 2016 \$ 171.21

	2016 YTD	2017 YTD	YTD CHANGE	Aug-16	Aug-17	CHANGE
NUMBER OF HOTELS REPORTING				16	15	-1
Room Nights Available for Sale	1,508,683	1,207,287	-20%	194,215	219,690	13%
Room Nights Sold	1,151,023	866,376	-25%	164,995	157,125	-5%
HOTEL OCCUPANCY RATES						
Low Average	40%	48%	8pts	41%	34%	(2pts)
Mean Average	73%	79%	6pts	81%	83%	2pts
Weighted Average	76%	73%	(3pts)	85%	72%	(13pts)
High Average	92%	94%	2pts	96%	97%	1pt
HOTEL ROOM RATES						
Low Average	\$ 57.00	\$ 54.00	-5%	\$ 58.00	\$ 54.00	-7%
Mean Average	\$ 150.00	\$ 175.00	17%	\$ 179.00	\$ 175.00	-2%
Weighted Average	\$ 168.00	\$ 197.00	17%	\$ 202.00	\$ 197.00	-2%
High Average	\$ 229.00	\$ 282.00	23%	\$ 299.00	\$ 282.00	-6%
GROSS RECEIPTS TAX PAID	\$ 12,318,742.00	\$ 12,817,876.00	4%	\$ 1,928,722.00	\$ 1,789,072.00	-7%
ROOM OCCUPANCY TAX PAID	\$ 19,877,196.00	\$ 19,524,905.00	-2%	\$ 3,413,317.00	\$ 3,165,396.00	-7%
PAX ARRIVAL COUNT - JGTA	498,961	380,533	-24%	79,342	68,351	-14%
PAX ARRIVAL COUNT - KOREA	348,770	380,135	9%	46,909	58,411	25%
PAX ARRIVAL COUNT - TAIWAN	29,018	21,904	-25%	3,464	2,300	-34%
PAX ARRIVAL COUNT - CHINA, P.R.C	19,804	14,721	-26%	2,078	1,776	-15%
PAX ARRIVAL COUNT - RUSSIA	1,575	1,963	25%	108	117	8%
GVB TOTAL ARRIVAL COUNT	1,010,789	907,301	-10%	144,758	143,677	-1%

ANALYSIS: The month of August reflected a 13% 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 13 points at 72%. The Weighted Average Room Rate decreased negative 2% at \$197. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of negative 1% in total arrivals for the month of August. JGTA reflected a negative 14% while the Korean Market rose at 25% with the Taiwan market showing an decrease a negative 34% compared to 2016. The mainland China market decreased at negative 15% while the Russia market showed a 8% increase for the month of August 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.