



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT AUG 2018 (released)

Number of Hotels in GHRA 26
Number of Existing Hotel Rooms 8,399

Number of Rooms under Construction 8
Capacity in Room Nights 92,721
Room-Employee Ratio: 1.17(Room to 1 Employee)
Rev Par 2018 \$ 147.94
Rev Par 2017 \$ 170.04

	2017 YTD	2018 YTD	YTD CHANGE	Aug-17	Aug-18	CHANGE
NUMBER OF HOTELS REPORTING				16	7	-9
Room Nights Available for Sale	1,437,731	1,023,573	-29%	183,510	92,721	-49%
Room Nights Sold	1,168,987	793,830	-32%	159,704	73,402	-54%
HOTEL OCCUPANCY RATES						
Low Average	44%	37%	(7pts)	34%	18%	(16pts)
Mean Average	78%	73%	(4pts)	83%	71%	(12pts)
Weighted Average	81%	77%	(4pts)	87%	79%	(8pts)
High Average	94%	92%	(2pts)	97%	93%	(4pts)
HOTEL ROOM RATES						
Low Average	\$ 56.00	\$ 79.00	41%	\$ 54.00	\$ 85.00	57%
Mean Average	\$ 152.00	\$ 155.00	2%	\$ 169.00	\$ 165.00	-2%
Weighted Average	\$ 170.00	\$ 172.00	1%	\$ 195.00	\$ 187.00	-4%
High Average	\$ 229.00	\$ 236.00	3%	\$ 292.00	\$ 269.00	-8%
GROSS RECEIPTS TAX PAID	\$ 12,960,625.00	\$ 10,603,614.00	-18%	\$ 1,800,189.00	\$ 1,157,940.00	-36%
ROOM OCCUPANCY TAX PAID	\$ 19,811,560.00	\$ 13,484,226.00	-32%	\$ 3,187,792.00	\$ 1,415,328.00	-56%
PAX ARRIVAL COUNT - JGTA	448,886	363,703	-19%	68,351	61,307	-10%
PAX ARRIVAL COUNT - KOREA	438,552	507,151	16%	58,411	64,432	10%
PAX ARRIVAL COUNT - TAIWAN	24,202	19,560	-19%	2,300	2,476	8%
PAX ARRIVAL COUNT - CHINA, P.R.C	16,558	12,034	-27%	1,776	1,306	-26%
PAX ARRIVAL COUNT - RUSSIA	2,080	2,759	33%	117	124	6%
GVB TOTAL ARRIVAL COUNT	1,051,424	1,035,333	-2%	143,981	145,817	1%

ANALYSIS: The month of August reflected a 49% decrease in the number of room nights available for sale and a 54% decrease in the number of room nights sold compared to the same period last year, 2017. The Weighted Average Occupancy Rate went down 8 points at 79%. The Weighted Average Room Rate decreased 4% at \$187. Preliminary arrival numbers from the Guam Visitors Bureau showed a increase of 1% in total arrivals for the month of August. JGTA reflected a negative 10% while the Korean Market increased 10% and the Taiwan market showing a increase of 8% compared to 2017. The mainland China market dropped 24% while the Russia market showed an increase of 6% for the month of August, compared to the same period in 2017.

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