



**GUAM HOTEL & RESTAURANT ASSOCIATION
SUMMARY STATISTICAL REPORT AUGUST 2019**

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	8,399	Capacity in Room Nights	90,427
		Room-Employee Ratio:	1.12(Room to 1 Employee)
		Rev Par	2019 \$ 158.54
		Rev Par	2018 \$ 147.94

	2018 YTD	2019 YTD	YTD CHANGE	Aug-18	Aug-19	CHANGE
NUMBER OF HOTELS REPORTING				7	7	0
Room Nights Available for Sale	1,032,145	768,025	-26%	92,721	90,427	-2%
Room Nights Sold	796,434	608,364	-24%	73,402	78,709	7%
HOTEL OCCUPANCY RATES						
Low Average	37%	36%	(1pt)	18%	35%	17pts
Mean Average	72%	76%	4pts	71%	81%	10pts
Weighted Average	77%	79%	2pts	79%	87%	8pts
High Average	92%	93%	1pt	93%	97%	4pts
HOTEL ROOM RATES						
Low Average	\$ 77.00	\$ 85.00	10%	\$ 85.00	\$ 99.00	16%
Mean Average	\$ 172.00	\$ 145.00	-16%	\$ 165.00	\$ 163.00	-1%
Weighted Average	\$ 196.00	\$ 162.00	-17%	\$ 187.00	\$ 182.00	-3%
High Average	\$ 353.00	\$ 208.00	-41%	\$ 269.00	\$ 245.00	-9%
GROSS RECEIPTS TAX PAID	\$ 9,735,550.00	\$ 8,876,489.00	-9%	\$ 1,157,940.00	\$ 1,263,015.00	9%
ROOM OCCUPANCY TAX PAID	\$ 13,502,573.00	\$ 10,177,102.00	-25%	\$ 1,415,328.00	\$ 1,469,225.00	4%
PAX ARRIVAL COUNT - JGTA	363,703	444,243	22%	61,307	75,630	23%
PAX ARRIVAL COUNT - KOREA	507,151	490,860	-3%	64,432	65,333	1%
PAX ARRIVAL COUNT - TAIWAN	19,560	19,913	2%	2,476	2,730	10%
PAX ARRIVAL COUNT - CHINA, P.R.C	12,034	8,419	-30%	1,306	976	-25%
PAX ARRIVAL COUNT - RUSSIA	2,759	3,269	18%	124	191	54%
GVB TOTAL ARRIVAL COUNT	1,035,333	1,092,760	6%	145,817	159,856	10%

ANALYSIS: The month of August reflected a 2% decrease in the number of room nights available for sale and 7% increase in the number of room nights sold compared to the same period last year, 2018. The Weighted Average Occupancy Rate went up 8 points at 87%. The Weighted Average Room Rate slightly decreased 3% at \$182. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase of 10% in total arrivals for the month of August. JGTA reflected a positive 23% increase, the Korean Market increased 1%, the Taiwan market shows an increase to 10% compared to 2018. The mainland China market decreased 25% while the Russia market showed an increase of 54% for the month of August, 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.

* As of release date, 16 hotels have not reported information to the Guam Hotel & Restaurant Association.