GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT DECEMBER 2017 (released)

Number of Hotels in GHRA	22	**Number of Rooms under Construction**		86	
Number of Existing Hotel Rooms	8,136	**Capacity in Room Nights**		226,238	
		Room-Employee Ratio:		1.57(Room to 1 Employee)	
		Rev Par	**2017**	$ 86.75	
		Rev Par	**2016**	$ 102.96	

	2016 YTD	2017 YTD	YTD CHANGE	Dec-16	Dec-17	CHANGE
NUMBER OF HOTELS REPORTING				14	14	**0**
Room Nights Available for Sale	2,225,437	2,530,799	**14%**	161,386	226,238	**40%**
Room Nights Sold	1,736,054	1,613,803	**-7%**	138,566	125,097	**-10%**
HOTEL OCCUPANCY RATES						
Low Average	41%	44%	**3pts**	53%	55%	**(4pts)**
Mean Average	74%	76%	**2pts**	80%	53%	**(4pts)**
Weighted Average	78%	65%	**(13pts)**	86%	55%	**(23pts)**
High Average	93%	92%	**(1pt)**	95%	93%	**(7pts)**
HOTEL ROOM RATES						
Low Average	$ 58.00	$ 55.00	**-5%**	$ 57.00	$ 44.00	**-23%**
Mean Average	$ 149.00	$ 150.00	**1%**	$ 164.00	$ 161.00	**-2%**
Weighted Average	$ 166.00	$ 168.00	**1%**	$ 185.00	$ 186.00	**1%**
High Average	$ 224.00	$ 220.00	**-2%**	$ 238.00	$ 233.00	**-2%**
GROSS RECEIPTS TAX PAID	$ 18,364,896.00	$ 17,787,472.00	**-3%**	$ 1,608,708.00	$ 1,587,760.00	**-1%**
ROOM OCCUPANCY TAX PAID	$ 29,452,209.00	$ 27,173,001.00	**-8%**	$ 2,622,486.00	$ 2,424,777.00	**-8%**
PAX ARRIVAL COUNT - JGTA	679,645	620,547	**-9%**	66,046	48,958	**-26%**
PAX ARRIVAL COUNT - KOREA	489,764	684,443	**40%**	66,190	69,632	**5%**
PAX ARRIVAL COUNT - TAIWAN	39,252	32,505	**-17%**	2,977	2,097	**-30%**
PAX ARRIVAL COUNT - CHINA, P.R.C	25,358	21,856	**-14%**	1,655	1,613	**-3%**
PAX ARRIVAL COUNT - RUSSIA	2,156	3,352	**55%**	432	659	**53%**
GVB TOTAL ARRIVAL COUNT	1,392,763	1,543,990	**11%**	142,647	139,608	**-2%**

ANALYSIS: The month of December reflected a 40% increase in the number of room nights available for sale and a negative 10% decrease in the number of room nights sold compared to the same period last year, 2016. The Weighted Average Occupancy Rate went down 23points at 55%. The Weighted Average Room Rate decreased negative 1% at $186. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of negative 2% in total arrivals for the month of December. JGTA reflected a negative 26% while the Korean Market rose at 5% with the Taiwan market showing an decrease a negative 30% compared to 2016. The mainland China market decreased at negative 3% while the Russia market showed a increase 53% decrease for the month of December, 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.