GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT DEC 2018 (released)

Number of Hotels in GHRA	26	**Number of Rooms under Construction**	10	
Number of Existing Hotel Rooms	8,399	**Capacity in Room Nights**	151,838	
		Room-Employee Ratio:	1.22(Room to 1 Employee)	
		Rev Par 2018	$ 156.63	
		Rev Par 2017	$ 143.80	

	2017 YTD	2018 YTD	YTD CHANGE	Dec-17	Dec-18	CHANGE
NUMBER OF HOTELS REPORTING				13	11	-2
Room Nights Available for Sale	2,086,008	1,447,839	-31%	161,975	151,838	-6%
Room Nights Sold	1,641,094	1,126,974	-31%	125,097	129,781	4%
HOTEL OCCUPANCY RATES						
Low Average	41%	37%	(4pts)	53%	53%	-
Mean Average	75%	72%	(3pts)	72%	83%	11pts
Weighted Average	78%	77%	(1pt)	77%	85%	8pts
High Average	92%	91%	(1pt)	93%	97%	4pts
HOTEL ROOM RATES						
Low Average	$ 54.00	$ 81.00	50%	$ 44.00	$ 101.00	130%
Mean Average	$ 148.00	$ 153.00	3%	$ 161.00	$ 171.00	6%
Weighted Average	$ 167.00	$ 168.00	1%	$ 186.00	$ 183.00	-2%
High Average	$ 221.00	$ 226.00	2%	$ 233.00	$ 230.00	-1%
GROSS RECEIPTS TAX PAID	$ 17,931,333.00	$ 15,032,113.00	-16%	$ 1,587,760.00	$ 1,916,492.00	21%
ROOM OCCUPANCY TAX PAID	$ 27,462,358.00	$ 18,797,712.00	-32%	$ 2,424,777.00	$ 2,342,697.00	-3%
PAX ARRIVAL COUNT - JGTA	620,376	563,386	-9%	48,785	62,037	27%
PAX ARRIVAL COUNT - KOREA	685,228	746,986	9%	70,411	64,127	-9%
PAX ARRIVAL COUNT - TAIWAN	32,505	27,880	-14%	2,099	2,241	7%
PAX ARRIVAL COUNT - CHINA, P.R.C	21,954	16,275	-26%	1,650	1,088	-34%
PAX ARRIVAL COUNT - RUSSIA	3,356	4,584	37%	663	831	25%
GVB TOTAL ARRIVAL COUNT	1,545,392	1,549,007	0%	140,918	146,104	4%

ANALYSIS: The month of December reflected a 6% decrease in the number of room nights available for sale and a 4% increase in the number of room nights sold compared to the same period last year, 2017. The Weighted Average Occupancy Rate went up 8 points at 85%. The Weighted Average Room Rate decreased 2% at $183. Preliminary arrival numbers from the Guam Visitors Bureau showed a increase of 4% in total arrivals for the month of December. JGTA reflected a positive 27% while the Korean Market decreased 9% and the Taiwan market showing a increase of 7% compared to 2017. The mainland China market dropped 34% while the Russia market grew 25% for the month of December 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, 15 hotels have not reported information to the Guam Hotel & Restaurant Association.