



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT FEB 2018 (released)

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

Number of Rooms under Construction 7
Capacity in Room Nights 156,798
Room-Employee Ratio: 1.24(Room to 1 Employee)
Rev Par 2018 \$ 142.55
Rev Par 2017 \$ 158.33

	2017 YTD	2018 YTD	YTD CHANGE	Feb-17	Feb-18	CHANGE
NUMBER OF HOTELS REPORTING				15	13	-2
Room Nights Available for Sale	347,171	312,294	-10%	155,932	156,798	1%
Room Nights Sold	298,571	248,386	-17%	139,143	122,637	-12%
HOTEL OCCUPANCY RATES						
Low Average	63%	53%	(10pts)	72%	51%	(21pts)
Mean Average	83%	77%	(6pts)	87%	76%	(11pts)
Weighted Average	83%	80%	(3pts)	89%	78%	(11pts)
High Average	94%	90%	(3pts)	94%	87%	(7pts)
HOTEL ROOM RATES						
Low Average	\$ 60.00	\$ 67.00	12%	\$ 59.00	\$ 58.00	-2%
Mean Average	\$ 169.00	\$ 162.00	-4%	\$ 175.00	\$ 159.00	-9%
Weighted Average	\$ 187.00	\$ 188.00	1%	\$ 197.00	\$ 182.00	-8%
High Average	\$ 244.00	\$ 245.00	0%	\$ 252.00	\$ 243.00	-4%
GROSS RECEIPTS TAX PAID	\$ 3,562,023.00	\$ 2,821,886.00	-21%	\$ 1,660,762.00	\$ 1,323,151.00	-20%
ROOM OCCUPANCY TAX PAID	\$ 5,727,949.00	\$ 4,718,007.00	-18%	\$ 2,510,423.00	\$ 2,242,950.00	-11%
PAX ARRIVAL COUNT - JGTA	111,395	88,372	-21%	54,354	46,937	-14%
PAX ARRIVAL COUNT - KOREA	107,524	130,188	21%	51,184	60,939	19%
PAX ARRIVAL COUNT - TAIWAN	7,458	4,947	-34%	3,610	2,684	-26%
PAX ARRIVAL COUNT - CHINA, P.R.C	6,497	5,138	-21%	2,393	3,944	65%
PAX ARRIVAL COUNT - RUSSIA	649	920	42%	233	250	7%
GVB TOTAL ARRIVAL COUNT	269,616	262,124	-3%	133,553	127,185	-5%

ANALYSIS: The month of February reflected a 1% increase in the number of room nights available for sale and a negative 12% decrease in the number of room nights sold compared to the same period last year, 2017. The Weighted Average Occupancy Rate went down 11 points at 78%. The Weighted Average Room Rate decreased 8% at \$182. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of 5% in total arrivals for the month of February. JGTA reflected a negative 14% while the Korean Market increased 19% and the Taiwan market showing a decrease to 26% compared to 2017. The mainland China market grew 65% while the Russia market showed an increase of 7% for the month of February, 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, 16 hotels have not reported information to the Guam Hotel & Restaurant Association.