



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT FEB 2019 (released)

Number of Hotels in GHRA 26
Number of Existing Hotel Rooms 8,269

Number of Rooms under Construction 8
Capacity in Room Nights 231,532
Room-Employee Ratio: 1.15(Room to 1 Employee)
Rev Par 2019 \$ 112.29
Rev Par 2018 \$ 142.55

	2018 YTD	2019 YTD	YTD CHANGE	Feb-18	Feb-19	CHANGE
NUMBER OF HOTELS REPORTING	13	10	-3	13	8	-5
Room Nights Available for Sale	312,294	231,353	-26%	156,798	99,541	-37%
Room Nights Sold	122,637	184,302	50%	122,637	69,491	-43%
HOTEL OCCUPANCY RATES						
Low Average	51%	34%	(17pts)	51%	9%	(42pts)
Mean Average	76%	78%	2pts	76%	71%	(5pts)
Weighted Average	78%	79%	1pt	78%	70%	(8pts)
High Average	87%	93%	6pts	87%	90%	3pts
HOTEL ROOM RATES						
Low Average	\$ 67.00	\$ 76.00	13%	\$ 58.00	\$ 53.00	-9%
Mean Average	\$ 162.00	\$ 163.00	1%	\$ 159.00	\$ 151.00	-5%
Weighted Average	\$ 188.00	\$ 174.00	-7%	\$ 182.00	\$ 161.00	-12%
High Average	\$ 245.00	\$ 231.00	-6%	\$ 243.00	\$ 219.00	-10%
GROSS RECEIPTS TAX PAID	\$ 2,821,886.00	\$ 2,923,625.00	4%	\$ 1,323,151.00	\$ 1,238,459.00	-6%
ROOM OCCUPANCY TAX PAID	\$ 4,717,901.00	\$ 3,566,574.00	-24%	\$ 2,242,844.00	\$ 1,406,683.00	-37%
PAX ARRIVAL COUNT - JGTA	88,372	116,795	32%	46,937	58,774	25%
PAX ARRIVAL COUNT - KOREA	130,188	128,724	-1%	60,939	59,429	-2%
PAX ARRIVAL COUNT - TAIWAN	4,947	4,996	1%	2,684	2,535	-6%
PAX ARRIVAL COUNT - CHINA, P.R.C	5,138	3,910	-24%	3,944	2,649	-33%
PAX ARRIVAL COUNT - RUSSIA	920	1,157	26%	250	341	36%
GVB TOTAL ARRIVAL COUNT	262,124	284,751	9%	127,185	137,244	8%

ANALYSIS: The month of February reflected a 37% decrease in the number of room nights available for sale and a 43% decrease in the number of room nights sold compared to the same period last year, 2018. The Weighted Average Occupancy Rate went down 8 points at 70%. The Weighted Average Room Rate decreased 12% at \$161. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase of 8% in total arrivals for the month of February. JGTA reflected a positive 25% while the Korean Market dropped slightly with the Taiwan market showing a negative 6% compared to 2018. The mainland China market also declined 33% while the Russia market showed a significant increase of 36% for the month of February, 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.

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.