



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT JAN 2018 (released)

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

Number of Rooms under Construction 49
Capacity in Room Nights 155,496
Room-Employee Ratio: 1.17(Room to 1 Employee)
Rev Par 2018 \$ 156.28
Rev Par 2017 \$ 142.57

	2017 YTD	2018 YTD	YTD CHANGE	Jan-17	Jan-18	CHANGE
NUMBER OF HOTELS REPORTING				15	13	-2
Room Nights Available for Sale	191,239	155,496	-19%	191,239	155,496	-19%
Room Nights Sold	159,429	125,749	-21%	159,428	125,749	-21%
HOTEL OCCUPANCY RATES						
Low Average	53%	54%	1pt	53%	54%	1pt
Mean Average	79%	77%	(2pts)	79%	77%	(2pts)
Weighted Average	83%	81%	(2pts)	83%	81%	(2pts)
High Average	94%	93%	(1pt)	94%	93%	(1pt)
HOTEL ROOM RATES						
Low Average	\$ 60.00	\$ 75.00	25%	\$ 60.00	\$ 75.00	25%
Mean Average	\$ 175.00	\$ 165.00	-6%	\$ 175.00	\$ 165.00	-6%
Weighted Average	\$ 197.00	\$ 193.00	-2%	\$ 197.00	\$ 193.00	-2%
High Average	\$ 252.00	\$ 246.00	-2%	\$ 252.00	\$ 246.00	-2%
GROSS RECEIPTS TAX PAID	\$ 1,901,261.00	\$ 1,498,735.00	-21%	\$ 1,901,261.00	\$ 1,498,735.00	-21%
ROOM OCCUPANCY TAX PAID	\$ 3,217,526.00	\$ 2,475,057.00	-23%	\$ 3,217,526.00	\$ 2,475,057.00	-23%
PAX ARRIVAL COUNT - JGTA	57,037	41,435	-27%	57,037	41,435	-27%
PAX ARRIVAL COUNT - KOREA	56,341	69,249	23%	56,341	69,249	23%
PAX ARRIVAL COUNT - TAIWAN	3,850	2,263	-41%	3,850	2,263	-41%
PAX ARRIVAL COUNT - CHINA, P.R.C	4,053	1,194	-71%	4,053	1,194	-71%
PAX ARRIVAL COUNT - RUSSIA	216	670	210%	216	670	210%
GVB TOTAL ARRIVAL COUNT	136,029	134,939	-1%	136,029	134,939	-1%

ANALYSIS: The month of January reflected a 19% decrease in the number of room nights available for sale and a negative 21% decrease in the number of room nights sold compared to the same period last year, 2017. The Weighted Average Occupancy Rate went down 2 points at 81%. The Weighted Average Room Rate slightly decreased 2% at \$193. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of 1% in total arrivals for the month of January. JGTA reflected a negative 27% while the Korean Market increased 23% and the Taiwan market showing a decrease to 41% compared to 2017. The mainland China market dropped dramatically at 71% while the Russia market showed an increase of 210% for the month of January, 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.