



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT JAN 2019 (released)

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

Number of Rooms under Construction 0
Capacity in Room Nights 260,369
Room-Employee Ratio: 1.17(Room to 1 Employee)
Rev Par 2019 \$ 163.24
Rev Par 2018 \$ 156.28

	2018 YTD	2019 YTD	YTD CHANGE	Jan-18	Jan-19	CHANGE
NUMBER OF HOTELS REPORTING	13	10	-3	13	10	-3
Room Nights Available for Sale	155,496	131,812	-15%	155,496	131,812	-15%
Room Nights Sold	125,749	114,811	-9%	125,749	114,811	-9%
HOTEL OCCUPANCY RATES						
Low Average	54%	59%	5pts	54%	59%	5pts
Mean Average	77%	84%	7pts	77%	84%	7pts
Weighted Average	81%	87%	6pts	81%	87%	6pts
High Average	93%	96%	3pts	93%	96%	3pts
HOTEL ROOM RATES						
Low Average	\$ 75.00	\$ 98.00	31%	\$ 75.00	\$ 98.00	31%
Mean Average	\$ 165.00	\$ 175.00	6%	\$ 165.00	\$ 175.00	6%
Weighted Average	\$ 193.00	\$ 187.00	-3%	\$ 193.00	\$ 187.00	-3%
High Average	\$ 246.00	\$ 242.00	-2%	\$ 246.00	\$ 242.00	-2%
GROSS RECEIPTS TAX PAID	\$ 1,498,735.00	\$ 1,685,166.00	12%	\$ 1,498,735.00	\$ 1,685,166.00	12%
ROOM OCCUPANCY TAX PAID	\$ 2,475,057.00	\$ 2,150,901.00	-13%	\$ 2,475,057.00	\$ 2,150,901.00	-13%
PAX ARRIVAL COUNT - JGTA	41,269	58,021	41%	41,269	58,021	41%
PAX ARRIVAL COUNT - KOREA	69,249	69,295	0%	69,249	69,295	0%
PAX ARRIVAL COUNT - TAIWAN	2,263	2,461	9%	2,263	2,461	9%
PAX ARRIVAL COUNT - CHINA, P.R.C	1,186	1,261	6%	1,186	1,261	6%
PAX ARRIVAL COUNT - RUSSIA	648	816	26%	648	816	26%
GVB TOTAL ARRIVAL COUNT	134,658	147,507	10%	134,658	147,507	10%

ANALYSIS: The month of January reflected a 15% decrease in the number of room nights available for sale and a negative 9% decrease in the number of room nights sold compared to the same period last year, 2018. The Weighted Average Occupancy Rate went up 6 points at 87%. The Weighted Average Room Rate slightly decreased 3% at \$187. Preliminary arrival numbers from the Guam Visitors Bureau showed a increase of 10% in total arrivals for the month of January. JGTA reflected a positive 41% while the Korean Market remained the same with the Taiwan market showing a positive increase to 9% compared to 2018. The mainland China market grew 6% while the Russia market showed an increase of 26% for the month of January, 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.