



**GUAM HOTEL & RESTAURANT ASSOCIATION
SUMMARY STATISTICAL REPORT JULY 2019**

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	8,399	Capacity in Room Nights	75,082
		Room-Employee Ratio:	1.12(Room to 1 Employee)
	2019	Rev Par	\$ 136.89
	2018	Rev Par	\$ 133.33

	2018 YTD	2019 YTD	YTD CHANGE	Jul-18	Jul-19	CHANGE
NUMBER OF HOTELS REPORTING				9	6	-3
Room Nights Available for Sale	939,424	677,598	-28%	131,254	75,082	-43%
Room Nights Sold	723,032	529,655	-27%	104,140	60,679	-42%
HOTEL OCCUPANCY RATES						
Low Average	40%	36%	(4pts)	35%	21%	(14pts)
Mean Average	72%	75%	3pts	74%	72%	(2pts)
Weighted Average	77%	78%	1pt	79%	81%	2pts
High Average	92%	93%	1pt	95%	94%	(1pt)
HOTEL ROOM RATES						
Low Average	\$ 76.00	\$ 83.00	9%	\$ 78.00	\$ 84.00	8%
Mean Average	\$ 151.00	\$ 143.00	-5%	\$ 155.00	\$ 147.00	-5%
Weighted Average	\$ 169.00	\$ 159.00	-6%	\$ 168.00	\$ 169.00	1%
High Average	\$ 231.00	\$ 202.00	-13%	\$ 238.00	\$ 200.00	-16%
GROSS RECEIPTS TAX PAID	\$ 8,577,610.00	\$ 7,613,474.00	-11%	\$ 1,356,855.00	\$ 831,840.00	-39%
ROOM OCCUPANCY TAX PAID	\$ 12,087,245.00	\$ 8,707,877.00	-28%	\$ 1,717,516.00	\$ 978,845.00	-43%
PAX ARRIVAL COUNT - JGTA	302,396	368,613	22%	40,163	48,103	20%
PAX ARRIVAL COUNT - KOREA	441,719	425,527	-4%	70,622	67,866	-4%
PAX ARRIVAL COUNT - TAIWAN	17,084	17,183	1%	2,976	2,550	-14%
PAX ARRIVAL COUNT - CHINA, P.R.C	10,728	7,443	-31%	1,359	817	-40%
PAX ARRIVAL COUNT - RUSSIA	2,635	3,078	17%	231	306	32%
GVB TOTAL ARRIVAL COUNT	888,516	932,904	5%	131,594	136,878	4%

ANALYSIS: The month of July reflected a 43% decrease in the number of room nights available for sale and a negative 42% decrease in the number of room nights sold compared to the same period last year, 2018. The Weighted Average Occupancy Rate went up 2 points at 81%. The Weighted Average Room Rate slightly increased 1% at \$169. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase of 4% in total arrivals for the month of July. JGTA reflected a positive 20%, the Korean Market decreased 4%, the Taiwan market shows a decrease to 14% compared to 2018. The mainland China market decreased 40% while the Russia market showed an increase of 32% for the month of July, 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.

* As of release date, 16 hotels have not reported information to the Guam Hotel & Restaurant Association.