



# GUAM HOTEL & RESTAURANT ASSOCIATION

## SUMMARY STATISTICAL REPORT June 2017 (released)

Number of Hotels in GHRA 26  
Number of Existing Hotel Rooms 8,237

Number of Rooms under Construction 135  
Capacity in Room Nights 224,533  
Room-Employee Ratio: 1.53(Room to 1 Employee)  
Rev Par 2017  
Rev Par 2016 \$ 105.51

	2016 YTD	2017 YTD	YTD CHANGE	Jun-16	Jun-17	CHANGE
<b>NUMBER OF HOTELS REPORTING</b>				16	13	-3
Room Nights Available for Sale	1,120,904	1,207,287	8%	187,380	215,670	15%
Room Nights Sold	846,139	866,376	2%	137,128	130,936	-5%
<b>HOTEL OCCUPANCY RATES</b>						
Low Average	42%	48%	6pts	31%	35%	4pts
Mean Average	72%	79%	7pts	68%	79%	11pts
Weighted Average	76%	73%	(3pts)	73%	62%	(11pts)
High Average	92%	94%	2pts	100%	99%	(1pt)
<b>HOTEL ROOM RATES</b>						
Low Average	\$ 59.00	\$ 57.00	-3%	\$ 67.00	\$ 56.00	-16%
Mean Average	\$ 146.00	\$ 153.00	5%	\$ 130.00	\$ 140.00	8%
Weighted Average	\$ 162.00	\$ 169.00	4%	\$ 144.00	\$ 153.00	6%
High Average	\$ 219.00	\$ 222.00	1%	\$ 198.00	\$ 195.00	-2%
<b>GROSS RECEIPTS TAX PAID</b>	\$ 8,906,623.00	\$ 9,767,704.00	10%	\$ 1,332,596.00	\$ 1,322,876.00	-1%
<b>ROOM OCCUPANCY TAX PAID</b>	\$ 14,036,725.00	\$ 14,393,084.00	3%	\$ 1,924,482.00	\$ 1,999,515.00	4%
<b>PAX ARRIVAL COUNT - JGTA</b>	364,994	328,722	-10%	53,040	48,971	-8%
<b>PAX ARRIVAL COUNT - KOREA</b>	252,978	319,038	26%	46,078	55,033	19%
<b>PAX ARRIVAL COUNT - TAIWAN</b>	21,671	19,461	-10%	3,848	2,545	-34%
<b>PAX ARRIVAL COUNT - CHINA, P.R.C</b>	15,664	12,706	-19%	1,913	1,582	-17%
<b>PAX ARRIVAL COUNT - RUSSIA</b>	1,309	1,715	31%	233	285	22%
<b>GVB TOTAL ARRIVAL COUNT</b>	743,675	774,355	4%	118,373	122,749	4%

**ANALYSIS:** The month of June reflected a 15% increase in the number of room nights available for sale and a negative 5% decrease in the number of room nights sold compared to the same period last year, 2016. The Weighted Average Occupancy Rate went down 11 points at 62%. The Weighted Average Room Rate increased 6% at \$153. Preliminary arrival numbers from the Guam Visitors Bureau showed a increase 4% in total arrivals for the month of June. JGTA reflected a negative 8% while the Korean Market rose at 19% with the Taiwan market showing an decrease a negative 34% compared to 2016. The mainland China market decreased at negative 17% while the Russia market showed a 22% increase for the month of June compared to the same period in 2016.

**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, 13 hotels have not reported information to the Guam Hotel & Restaurant Association.