



# GUAM HOTEL & RESTAURANT ASSOCIATION

## SUMMARY STATISTICAL REPORT JUN 2018 (released)

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

Number of Rooms under Construction 20  
Capacity in Room Nights 108,686  
Room-Employee Ratio: 1.16(Room to 1 Employee)  
Rev Par 2018 \$ 107.55  
Rev Par 2017 \$ 123.05

	2017 YTD	2018 YTD	YTD CHANGE	Jun-17	Jun-18	CHANGE
<b>NUMBER OF HOTELS REPORTING</b>				14	8	-6
Room Nights Available for Sale	1,083,132	799,598	-26%	165,990	106,686	-36%
Room Nights Sold	879,805	616	-100%	133,261	80,271	-40%
<b>HOTEL OCCUPANCY RATES</b>						
Low Average	48%	41%	(7pts)	35%	31%	(4pts)
Mean Average	79%	73%	(6pts)	79%	68%	(11pts)
Weighted Average	81%	77%	(4pts)	80%	74%	(6pts)
High Average	94%	91%	(3pts)	99%	94%	(5pts)
<b>HOTEL ROOM RATES</b>						
Low Average	\$ 57.00	\$ 78.00	37%	\$ 56.00	\$ 80.00	43%
Mean Average	\$ 152.00	\$ 153.00	1%	\$ 140.00	\$ 134.00	-4%
Weighted Average	\$ 168.00	\$ 170.00	1%	\$ 153.00	\$ 146.00	-5%
High Average	\$ 222.00	\$ 230.00	4%	\$ 195.00	\$ 199.00	2%
<b>GROSS RECEIPTS TAX PAID</b>	\$ 9,819,065.00	\$ 8,088,819.00	-18%	\$ 1,322,876.00	\$ 1,035,836.00	-22%
<b>ROOM OCCUPANCY TAX PAID</b>	\$ 14,504,592.00	\$ 10,351,382.00	-29%	\$ 1,999,515.00	\$ 1,081,213.00	-46%
<b>PAX ARRIVAL COUNT - JGTA</b>	328,724	262,233	-20%	48,971	35,739	-27%
<b>PAX ARRIVAL COUNT - KOREA</b>	319,044	372,097	17%	55,033	67,996	24%
<b>PAX ARRIVAL COUNT - TAIWAN</b>	19,459	14,108	-27%	2,545	2,731	7%
<b>PAX ARRIVAL COUNT - CHINA, P.R.C</b>	12,767	9,369	-27%	1,582	913	-42%
<b>PAX ARRIVAL COUNT - RUSSIA</b>	1,715	2,404	40%	285	395	39%
<b>GVB TOTAL ARRIVAL COUNT</b>	774,491	757,922	-2%	122,753	126,391	3%

**ANALYSIS:** The month of June reflected a 36% decrease in the number of room nights available for sale and a 40% decrease in the number of room nights sold compared to the same period last year, 2017. The Weighted Average Occupancy Rate went down 6 points at 74%. The Weighted Average Room Rate decreased 5% at \$146. Preliminary arrival numbers from the Guam Visitors Bureau showed a increase of 3% in total arrivals for the month of June. JGTA reflected a negative 27% while the Korean Market increased 24% and the Taiwan market showing a increase of 7% compared to 2017. The mainland China market dropped 42% while the Russia market showed an increase of 39% for the month of June, 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.