



# GUAM HOTEL & RESTAURANT ASSOCIATION

## SUMMARY STATISTICAL REPORT JUNE 2019 (released)

Number of Hotels in GHRA 26  
Number of Existing Hotel Rooms 8,269

Number of Rooms under Construction 0  
Capacity in Room Nights 248,070  
Room-Employee Ratio: 1.45(Room to 1 Employee)  
Rev Par 2019 \$ 109.31  
Rev Par 2018 \$ 107.55

	2018 YTD	2019 YTD	YTD CHANGE	Jun-18	Jun-19	CHANGE
<b>NUMBER OF HOTELS REPORTING</b>	13	10	-3	8	6	-2
Room Nights Available for Sale	808,170	602,516	-25%	106,686	78,833	-26%
Room Nights Sold	618,892	468,976	-24%	80,271	60,980	-24%
<b>HOTEL OCCUPANCY RATES</b>						
Low Average	41%	38%	(3pts)	31%	30%	(1pt)
Mean Average	72%	75%	3pts	68%	71%	3pts
Weighted Average	76%	78%	2pts	74%	77%	3pts
High Average	91%	93%	2pts	94%	97%	3pts
<b>HOTEL ROOM RATES</b>						
Low Average	\$ 75.00	\$ 83.00	11%	\$ 80.00	\$ 88.00	10%
Mean Average	\$ 151.00	\$ 142.00	-6%	\$ 134.00	\$ 128.00	-4%
Weighted Average	\$ 170.00	\$ 158.00	-7%	\$ 146.00	\$ 141.00	-3%
High Average	\$ 230.00	\$ 203.00	-12%	\$ 199.00	\$ 176.00	-12%
<b>GROSS RECEIPTS TAX PAID</b>	\$ 7,220,755.00	\$ 6,781,634.00	-6%	\$ 1,035,836.00	\$ 846,495.00	-18%
<b>ROOM OCCUPANCY TAX PAID</b>	\$ 10,369,729.00	\$ 7,729,032.00	-25%	\$ 1,081,213.00	\$ 825,208.00	-24%
<b>PAX ARRIVAL COUNT - JGTA</b>	262,233	320,209	22%	35,739	41,027	15%
<b>PAX ARRIVAL COUNT - KOREA</b>	372,097	357,633	-4%	67,996	62,413	-8%
<b>PAX ARRIVAL COUNT - TAIWAN</b>	14,108	14,633	4%	2,731	2,952	8%
<b>PAX ARRIVAL COUNT - CHINA, P.R.C</b>	9,369	6,626	-29%	913	697	-24%
<b>PAX ARRIVAL COUNT - RUSSIA</b>	2,404	2,772	15%	395	336	-15%
<b>GVB TOTAL ARRIVAL COUNT</b>	757,922	795,697	5%	126,391	123,528	-2%

**ANALYSIS:** The month of June reflected a 26% decrease in the number of room nights available for sale and a 24% decrease in the number of room nights sold compared to the same period last year, 2018. The Weighted Average Occupancy Rate increased 4 points at 77%. The Weighted Average Room Rate decreased 3% at \$141. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of 2% in total arrivals for the month of June. JGTA reflected a positive 15% while the Korean Market decreased by 8% and the Taiwan market showing growth by 8% compared to 2018. The mainland China market declined 21% while the Russia market showed a decrease of 15% for the month of June, 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.