



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT MAY 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 256,339
 Room-Employee Ratio: 1.14(Room to 1 Employee)
 Rev Par 2019 \$ 111.05
 Rev Par 2018 \$ 116.45

| | 2018 YTD | 2019 YTD | YTD CHANGE | May-18 | May-19 | CHANGE |
|---|-----------------|-----------------|------------|-----------------|-----------------|--------|
| NUMBER OF HOTELS REPORTING | 13 | 9 | -4 | 10 | 8 | -2 |
| Room Nights Available for Sale | 699,484 | 523,683 | -25% | 128,464 | 96,503 | -25% |
| Room Nights Sold | 538,621 | 407,996 | -24% | 92,748 | 69,894 | -25% |
| HOTEL OCCUPANCY RATES | | | | | | |
| Low Average | 42% | 40% | (2pts) | 26% | 26% | 0pts |
| Mean Average | 72% | 76% | 4pts | 65% | 67% | 2pts |
| Weighted Average | 77% | 78% | 1pt | 72% | 72% | 0pts |
| High Average | 90% | 92% | 2pts | 97% | 90% | (6pts) |
| HOTEL ROOM RATES | | | | | | |
| Low Average | \$ 74.00 | \$ 82.00 | 11% | \$ 73.00 | \$ 81.00 | 11% |
| Mean Average | \$ 154.00 | \$ 145.00 | -6% | \$ 142.00 | \$ 140.00 | -1% |
| Weighted Average | \$ 174.00 | \$ 161.00 | -7% | \$ 161.00 | \$ 153.00 | -5% |
| High Average | \$ 236.00 | \$ 208.00 | -12% | \$ 231.00 | \$ 196.00 | -15% |
| GROSS RECEIPTS TAX PAID | \$ 6,184,919.00 | \$ 5,935,139.00 | -4% | \$ 1,108,157.00 | \$ 978,611.00 | -12% |
| ROOM OCCUPANCY TAX PAID | \$ 9,288,516.00 | \$ 6,903,824.00 | -26% | \$ 1,503,474.00 | \$ 1,039,185.00 | -31% |
| PAX ARRIVAL COUNT - JGTA | 226,494 | 279,182 | 23% | 36,575 | 41,688 | 14% |
| PAX ARRIVAL COUNT - KOREA | 304,101 | 295,220 | -3% | 60,516 | 58,248 | -4% |
| PAX ARRIVAL COUNT - TAIWAN | 11,377 | 11,681 | 3% | 1,736 | 2,448 | 41% |
| PAX ARRIVAL COUNT - CHINA, P.R.C | 8,456 | 5,929 | -30% | 1,098 | 584 | -47% |
| PAX ARRIVAL COUNT - RUSSIA | 2,009 | 2,436 | 21% | 234 | 298 | 27% |
| GVB TOTAL ARRIVAL COUNT | 631,531 | 672,169 | 6% | 113,995 | 120,082 | 5% |

ANALYSIS: The month of May reflected a 25% decrease in the number of room nights available for sale and a negative 25% decrease in the number of room nights sold compared to the same period last year, 2018. The Weighted Average Occupancy Rate remained the same at 72%. The Weighted Average Room Rate decreased 5% at \$153. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase of 5% in total arrivals for the month of May. JGTA reflected a positive 14% while the Korean Market decreased by 4% and the Taiwan market showing growth by 41% compared to 2018. The mainland China market declined 47% while the Russia market showed an increase of 27% for the month of May, 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.