



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT NOV 2018 (released)

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

Number of Rooms under Construction 10
Capacity in Room Nights 84,537
Room-Employee Ratio: 1.19(Room to 1 Employee)
Rev Par 2018 \$ 120.04
Rev Par 2017 \$ 116.20

| | 2017 YTD | 2018 YTD | YTD CHANGE | Nov-17 | Nov-18 | CHANGE |
|---|------------------|------------------|------------|-----------------|---------------|--------|
| NUMBER OF HOTELS REPORTING | | | | 14 | 7 | -7 |
| Room Nights Available for Sale | 1,924,033 | 1,296,001 | -33% | 166,501 | 84,537 | -49% |
| Room Nights Sold | 1,515,997 | 997,193 | -34% | 127,004 | 65,624 | -48% |
| HOTEL OCCUPANCY RATES | | | | | | |
| Low Average | 40% | 35% | (5pts) | 38% | 41% | 3pts |
| Mean Average | 75% | 71% | (4pts) | 71% | 73% | 2pts |
| Weighted Average | 79% | 77% | (2pts) | 76% | 78% | 2pts |
| High Average | 92% | 91% | (1pt) | 89% | 94% | 5pts |
| HOTEL ROOM RATES | | | | | | |
| Low Average | \$ 55.00 | \$ 79.00 | 44% | \$ 59.00 | \$ 80.00 | 36% |
| Mean Average | \$ 147.00 | \$ 151.00 | 3% | \$ 133.00 | \$ 142.00 | 7% |
| Weighted Average | \$ 165.00 | \$ 167.00 | 1% | \$ 152.00 | \$ 155.00 | 2% |
| High Average | \$ 220.00 | \$ 226.00 | 3% | \$ 191.00 | \$ 206.00 | 8% |
| GROSS RECEIPTS TAX PAID | \$ 16,343,573.00 | \$ 13,115,621.00 | -20% | \$ 1,295,430.00 | \$ 852,432.00 | -34% |
| ROOM OCCUPANCY TAX PAID | \$ 25,037,581.00 | \$ 16,455,015.00 | -34% | \$ 1,918,276.00 | \$ 955,298.00 | -50% |
| PAX ARRIVAL COUNT - JGTA | 571,591 | 501,349 | -12% | 44,346 | 55,733 | 26% |
| PAX ARRIVAL COUNT - KOREA | 614,817 | 682,859 | 11% | 61,093 | 56,957 | -7% |
| PAX ARRIVAL COUNT - TAIWAN | 30,406 | 25,639 | -16% | 1,958 | 2,057 | 5% |
| PAX ARRIVAL COUNT - CHINA, P.R.C | 20,304 | 15,187 | -25% | 1,057 | 929 | -12% |
| PAX ARRIVAL COUNT - RUSSIA | 2,693 | 3,753 | 39% | 244 | 451 | 85% |
| GVB TOTAL ARRIVAL COUNT | 1,404,474 | 1,402,903 | 0% | 122,377 | 132,849 | 9% |

ANALYSIS: The month of November reflected a 49% decrease in the number of room nights available for sale and a 48% decrease in the number of room nights sold compared to the same period last year, 2017. The Weighted Average Occupancy Rate went up 2 points at 78%. The Weighted Average Room Rate increased 2% at \$155. Preliminary arrival numbers from the Guam Visitors Bureau showed a increase of 9% in total arrivals for the month of November. JGTA reflected a positive 26% while the Korean Market decreased 7% and the Taiwan market showing a increase of 5% compared to 2017. The mainland China market dropped 12% while the Russia market grew 85% for the month of November 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, 19 hotels have not reported information to the Guam Hotel & Restaurant Association.