



**GUAM HOTEL & RESTAURANT ASSOCIATION
SUMMARY STATISTICAL REPORT NOVEMBER 2019**

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	8,399	Capacity in Room Nights	89,993
		Room-Employee Ratio:	1.10(Room to 1 Employee)
		Rev Par	2019 \$ 115.09
		Rev Par	2018 \$ 120.04

	2018 YTD	2019 YTD	YTD CHANGE	Nov-18	Nov-19	CHANGE
NUMBER OF HOTELS REPORTING				7	6	-1
Room Nights Available for Sale	1,296,001	935,800	-28%	84,537	89,993	6%
Room Nights Sold	997,193	804,195	-19%	65,624	72,967	11%
HOTEL OCCUPANCY RATES						
Low Average	35%	35%	0pts	41%	39%	(2pts)
Mean Average	71%	75%	4pts	73%	75%	2pts
Weighted Average	77%	79%	2pts	78%	81%	3pts
High Average	91%	93%	2pts	94%	93%	(1pt)
HOTEL ROOM RATES						
Low Average	\$ 79.00	\$ 87.00	10%	\$ 80.00	\$ 96.00	20%
Mean Average	\$ 151.00	\$ 143.00	-5%	\$ 142.00	\$ 135.00	-5%
Weighted Average	\$ 167.00	\$ 157.00	-6%	\$ 155.00	\$ 142.00	-8%
High Average	\$ 226.00	\$ 196.00	-13%	\$ 206.00	\$ 161.00	-22%
GROSS RECEIPTS TAX PAID	\$ 13,115,621.00	\$ 11,698,515.00	-11%	\$ 852,432.00	\$ 993,011.00	16%
ROOM OCCUPANCY TAX PAID	\$ 16,455,015.00	\$ 12,591,095.00	-23%	\$ 955,298.00	\$ 726,342.00	-24%
PAX ARRIVAL COUNT - JGTA	501,349	617,008	23%	55,733	63,789	14%
PAX ARRIVAL COUNT - KOREA	682,859	681,844	0%	56,957	62,448	10%
PAX ARRIVAL COUNT - TAIWAN	25,639	26,212	2%	2,057	2,023	-2%
PAX ARRIVAL COUNT - CHINA, P.R.C	15,187	10,911	-28%	929	599	-36%
PAX ARRIVAL COUNT - RUSSIA	3,753	3,730	-1%	451	122	-73%
GVB TOTAL ARRIVAL COUNT	1,402,903	1,509,257	8%	132,849	143,987	8%

ANALYSIS: The month of November reflected a 6% in the number of room nights available for sale and 11% decrease in the number of room nights sold compared to the same period last year, 2018. The Weighted Average Occupancy Rate went up 3 points at 81%. The Weighted Average Room Rate decreased 8% at 142.00. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase of 8% in total arrivals for the month of November. JGTA reflected a positive 14% increase, the Korean Market increased 10%, the Taiwan market shows a decrease at 2% compared to 2018. The mainland China market decreased 36% while the Russia market showed a decrease of 73% for the month of November 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.

* As of release date, 16 hotels have not reported information to the Guam Hotel & Restaurant Association.