



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT October 2017 (released)

Number of Hotels in GHRA 22
Number of Existing Hotel Rooms 8,077

Number of Rooms under Construction 127
Capacity in Room Nights 216,990
Room-Employee Ratio: 1.54(Room to 1 Employee)
Rev Par 2017 \$ 72.19
Rev Par 2016 \$ 171.21

	2016 YTD	2017 YTD	YTD CHANGE	Oct-16	Oct-17	CHANGE
NUMBER OF HOTELS REPORTING				16	14	-2
Room Nights Available for Sale	1,889,811	1,864,557	-1%	193,688	216,990	12%
Room Nights Sold	1,457,498	1,257,617	-14%	142,825	104,085	-27%
HOTEL OCCUPANCY RATES						
Low Average	39%	45%	8pts	20%	37%	17pts
Mean Average	74%	78%	6pts	68%	66%	(2pts)
Weighted Average	77%	68%	(3pts)	74%	48%	(26pts)
High Average	93%	94%	2pts	94%	83%	(11pts)
HOTEL ROOM RATES						
Low Average	\$ 57.00	\$ 57.00	0%	\$ 59.00	\$ 40.00	-32%
Mean Average	\$ 148.00	\$ 152.00	3%	\$ 134.00	\$ 137.00	2%
Weighted Average	\$ 166.00	\$ 170.00	2%	\$ 152.00	\$ 151.00	-1%
High Average	\$ 225.00	\$ 224.00	0%	\$ 202.00	\$ 198.00	-2%
GROSS RECEIPTS TAX PAID	\$ 15,324,191.00	\$ 13,946,762.00	-9%	\$ 1,432,255.00	\$ 957,520.00	-33%
ROOM OCCUPANCY TAX PAID	\$ 24,694,788.00	\$ 21,156,651.00	-14%	\$ 2,169,527.00	\$ 1,673,297.00	-23%
PAX ARRIVAL COUNT - JGTA	619,727	492,754	-20%	55,636	34,489	-38%
PAX ARRIVAL COUNT - KOREA	441,074	497,426	13%	48,119	56,292	17%
PAX ARRIVAL COUNT - TAIWAN	36,007	26,549	-26%	3,499	1,901	-46%
PAX ARRIVAL COUNT - CHINA, P.R.C	23,981	17,791	-26%	2,355	1,395	-41%
PAX ARRIVAL COUNT - RUSSIA	1,898	2,204	16%	257	245	-5%
GVB TOTAL ARRIVAL COUNT	1,267,015	117,152	-91%	122,534	113,526	-7%

ANALYSIS: The month of October reflected a 12% increase in the number of room nights available for sale and a negative 27% decrease in the number of room nights sold compared to the same period last year, 2016. The Weighted Average Occupancy Rate went down 26 points at 48%. The Weighted Average Room Rate decreased negative 1% at \$151. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of negative 7% in total arrivals for the month of October. JGTA reflected a negative 38% while the Korean Market rose at 17% with the Taiwan market showing an decrease a negative 46% compared to 2016. The mainland China market decreased at negative 41% while the Russia market showed a negative 5% decrease for the month of October, compared to the same period in 2016.

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, 13 hotels have not reported information to the Guam Hotel & Restaurant Association.