



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

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	8,399	Capacity in Room Nights	68,417
		Room-Employee Ratio:	1.04(Room to 1 Employee)
		Rev Par	2019 \$ 110.07
		Rev Par	2018 \$ 100.80

	2018 YTD	2019 YTD	YTD CHANGE	Oct-18	Oct-19	CHANGE
NUMBER OF HOTELS REPORTING				6	4	-2
Room Nights Available for Sale	1,033,261	926,807	-10%	79,856	68,417	-14%
Room Nights Sold	796,799	731,228	-8%	56,138	52,127	-7%
HOTEL OCCUPANCY RATES						
Low Average	34%	35%	(2pt)	18%	32%	(4pts)
Mean Average	69%	75%	3pts	61%	74%	2pts
Weighted Average	79%	79%	2pts	70%	76%	3pts
High Average	91%	93%	2pts	87%	89%	6pts
HOTEL ROOM RATES						
Low Average \$	78.00	\$ 86.00	10%	\$ 79.00	\$ 96.00	22%
Mean Average \$	148.00	\$ 144.00	-3%	\$ 130.00	\$ 143.00	10%
Weighted Average \$	174.00	\$ 159.00	-9%	\$ 143.00	\$ 144.00	1%
High Average \$	218.00	\$ 199.00	-9%	\$ 209.00	\$ 167.00	-20%
GROSS RECEIPTS TAX PAID	\$ 9,604,165.00	\$ 10,705,504.00	11%	\$ 748,124.00	\$ 779,214.00	4%
ROOM OCCUPANCY TAX PAID	\$ 13,091,992.00	\$ 11,864,753.00	-9%	\$ 756,818.00	\$ 686,692.00	-9%
PAX ARRIVAL COUNT - JGTA	445,616	553,219	24%	43,013	49,218	14%
PAX ARRIVAL COUNT - KOREA	625,902	619,396	-1%	60,983	67,124	10%
PAX ARRIVAL COUNT - TAIWAN	23,582	24,189	3%	1,990	2,131	7%
PAX ARRIVAL COUNT - CHINA, P.R.C	14,258	10,312	-28%	1,325	1,066	-20%
PAX ARRIVAL COUNT - RUSSIA	3,302	3,606	9%	419	120	-71%
GVB TOTAL ARRIVAL COUNT	1,270,054	1,365,270	7%	121,656	134,830	11%

ANALYSIS: The month of October reflected a 14% decrease in the number of room nights available for sale and 7% 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 76%. The Weighted Average Room Rate increased 1% at \$144. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase of 11% in total arrivals for the month of October. JGTA reflected a positive 14% increase, the Korean Market increased 10%, the Taiwan market shows an increase to 7% compared to 2018. The mainland China market decreased 20% while the Russia market showed a decrease of 71% for the month of October 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.