



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT SEPT 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 108,035
Room-Employee Ratio: 1.26(Room to 1 Employee)
Rev Par 2018 \$ 122.60
Rev Par 2017 \$ 112.65

	2017 YTD	2018 YTD	YTD CHANGE	Sep-17	Sep-18	CHANGE
NUMBER OF HOTELS REPORTING				14	8	-6
Room Nights Available for Sale	1,594,751	1,131,608	-29%	157,020	108,035	-31%
Room Nights Sold	1,284,559	875,431	-32%	115,572	81,601	-29%
HOTEL OCCUPANCY RATES						
Low Average	42%	37%	(5pts)	28%	33%	5pts
Mean Average	77%	72%	(5pts)	68%	71%	3pts
Weighted Average	80%	77%	(3pts)	74%	76%	2pts
High Average	93%	91%	(2pts)	87%	85%	(2pts)
HOTEL ROOM RATES						
Low Average	\$ 56.00	\$ 79.00	41%	\$ 64.00	\$ 85.00	33%
Mean Average	\$ 150.00	\$ 154.00	3%	\$ 137.00	\$ 148.00	8%
Weighted Average	\$ 168.00	\$ 171.00	2%	\$ 153.00	\$ 162.00	6%
High Average	\$ 225.00	\$ 230.00	2%	\$ 195.00	\$ 178.00	-9%
GROSS RECEIPTS TAX PAID	\$ 14,089,511.00	\$ 11,515,065.00	-18%	\$ 1,128,886.00	\$ 911,451.00	-19%
ROOM OCCUPANCY TAX PAID	\$ 21,443,306.00	\$ 14,742,899.00	-31%	\$ 1,631,745.00	\$ 1,258,673.00	-23%
PAX ARRIVAL COUNT - JGTA	492,756	402,603	-18%	43,870	38,900	-11%
PAX ARRIVAL COUNT - KOREA	497,432	564,919	14%	58,880	57,768	-2%
PAX ARRIVAL COUNT - TAIWAN	26,547	21,592	-19%	2,345	2,032	-13%
PAX ARRIVAL COUNT - CHINA, P.R.C	17,852	12,933	-28%	1,294	899	-31%
PAX ARRIVAL COUNT - RUSSIA	2,204	2,883	31%	124	124	0%
GVB TOTAL ARRIVAL COUNT	1,168,571	1,148,398	-2%	117,147	113,065	-3%

ANALYSIS: The month of September reflected a 31% decrease in the number of room nights available for sale and a 29% 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 76%. The Weighted Average Room Rate increased 6% at \$162. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of 3% in total arrivals for the month of September. JGTA reflected a negative 11% while the Korean Market decreased 2% and the Taiwan market showing a decrease of 13% compared to 2017. The mainland China market dropped 31% while the Russia market stayed the same for the month of September 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, 16 hotels have not reported information to the Guam Hotel & Restaurant Association.