



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

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	8,399	Capacity in Room Nights	98,115
		Room-Employee Ratio:	1.14(Room to 1 Employee)
		Rev Par	2019 \$ 111.49
		Rev Par	2018 \$ 122.60

	2018 YTD	2019 YTD	YTD CHANGE	Sep-18	Sep-19	CHANGE
NUMBER OF HOTELS REPORTING				8	8	0
Room Nights Available for Sale	1,131,608	866,140	-23%	108,035	98,115	-9%
Room Nights Sold	875,431	685,791	-22%	81,601	77,427	-5%
HOTEL OCCUPANCY RATES						
Low Average	37%	35%	(2pt)	33%	29%	(4pts)
Mean Average	72%	75%	3pts	71%	73%	2pts
Weighted Average	77%	79%	2pts	76%	79%	3pts
High Average	91%	93%	2pts	85%	91%	6pts
HOTEL ROOM RATES						
Low Average	\$ 79.00	\$ 84.00	6%	\$ 85.00	\$ 78.00	-8%
Mean Average	\$ 154.00	\$ 143.00	-7%	\$ 148.00	\$ 129.00	-13%
Weighted Average	\$ 171.00	\$ 160.00	-6%	\$ 162.00	\$ 141.00	-13%
High Average	\$ 230.00	\$ 203.00	-12%	\$ 178.00	\$ 165.00	-7%
GROSS RECEIPTS TAX PAID	\$ 11,515,065.00	\$ 9,931,323.00	-14%	\$ 911,451.00	\$ 1,054,834.00	16%
ROOM OCCUPANCY TAX PAID	\$ 14,742,899.00	\$ 11,233,213.00	-24%	\$ 1,258,673.00	\$ 1,056,111.00	-16%
PAX ARRIVAL COUNT - JGTA	402,603	504,001	25%	38,900	59,758	54%
PAX ARRIVAL COUNT - KOREA	564,919	552,272	-2%	57,768	61,412	6%
PAX ARRIVAL COUNT - TAIWAN	21,592	22,058	2%	2,032	2,145	6%
PAX ARRIVAL COUNT - CHINA, P.R.C	12,933	9,246	-29%	899	827	-8%
PAX ARRIVAL COUNT - RUSSIA	2,883	3,488	21%	124	219	77%
GVB TOTAL ARRIVAL COUNT	1,148,398	1,230,440	7%	113,065	137,680	22%

ANALYSIS: The month of September reflected a 9% decrease in the number of room nights available for sale and 5% 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 79%. The Weighted Average Room Rate decreased 13% at \$141. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase of 22% in total arrivals for the month of September. JGTA reflected a positive 54% increase, the Korean Market increased 6%, the Taiwan market shows an increase to 6% compared to 2018. The mainland China market decreased 8% while the Russia market showed an increase of 77% for the month of September, 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.