



**GUAM HOTEL & RESTAURANT ASSOCIATION
SUMMARY STATISTICAL REPORT NOVEMBER 2020**

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	8,399	Capacity in Room Nights	137,361
		Room-Employee Ratio:	1.57(Room to 1 Employee)
		Rev Par	2020 \$ 28.65
		Rev Par	2019 \$ 115.09

	2019 YTD	2020 YTD	YTD CHANGE	Nov-19	Nov-20	CHANGE
NUMBER OF HOTELS REPORTING				6	10	4
Room Nights Available for Sale	935,800	1,520,674	62%	89,993	137,361	53%
Room Nights Sold	804,195	473,483	-41%	72,967	26,208	-64%
HOTEL OCCUPANCY RATES						
Low Average	35%	15%	(20pts)	39%	1%	(38pts)
Mean Average	75%	34%	(41pts)	75%	28%	(47pts)
Weighted Average	79%	31%	(48pts)	81%	19%	(62pts)
High Average	93%	58%	(35pts)	93%	64%	(29pts)
HOTEL ROOM RATES						
Low Average	\$ 87.00	\$ 91.00	5%	\$ 96.00	\$ 136.00	42%
Mean Average	\$ 143.00	\$ 147.00	3%	\$ 135.00	\$ 155.00	15%
Weighted Average	\$ 157.00	\$ 158.00	1%	\$ 142.00	\$ 150.00	6%
High Average	\$ 196.00	\$ 186.00	-5%	\$ 161.00	\$ 163.00	1%
GROSS RECEIPTS TAX PAID	\$ 11,698,515.00	\$ 6,678,371.41	-43%	\$ 993,011.00	\$ 283,017.00	-71%
ROOM OCCUPANCY TAX PAID	\$ 12,591,095.00	\$ 8,264,131.71	-34%	\$ 726,342.00	\$ 444,190.00	-39%
PAX ARRIVAL COUNT - JGTA	617,008	144,010	-77%	63,789	146	-100%
PAX ARRIVAL COUNT - KOREA	681,844	124,100	-82%	62,448	39	-100%
PAX ARRIVAL COUNT - TAIWAN	26,212	4,591	-82%	2,023	38	-98%
PAX ARRIVAL COUNT - CHINA, P.R.C	10,911	2,044	-81%	599	0	-100%
PAX ARRIVAL COUNT - RUSSIA	3,730	481	-87%	122	6	-95%
GVB TOTAL ARRIVAL COUNT	1,509,257	326,053	-78%	143,987	2,562	-98%

ANALYSIS: The month of November reflected a 53% increase in the number of room nights available for sale and 64% decrease in the number of room nights sold compared to the same period last year, 2019. The Weighted Average Occupancy Rate went down 62 points at 19%. The Weighted Average Room Rate increased 6% at 150.00. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of 98% in total arrivals for the month of November. JGTA reflected a 100% decrease, the Korean Market decreased 100%, the Taiwan market shows a decrease at 98% compared to 2019. The mainland China market decreased 100% while the Russia market showed a decrease of 95% for the month of November compared to the same period in 2019.

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.