



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

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	8,399	Capacity in Room Nights	75,020
		Room-Employee Ratio:	1.16(Room to 1 Employee)
		Rev Par	2020
			\$ 203.17
		Rev Par	2019
			\$ 163.24

	2019 YTD	2020 YTD	YTD CHANGE	Jan-19	Jan-20	CHANGE
NUMBER OF HOTELS REPORTING				10	6	-4
Room Nights Available for Sale	131,812	75,020	-43%	131,812	75,020	-43%
Room Nights Sold	114,811	65,688	-43%	114,811	65,688	-43%
HOTEL OCCUPANCY RATES						
Low Average	59%	58%	(1pt)	59%	58%	(1pt)
Mean Average	84%	83%	(1pt)	84%	83%	(1pt)
Weighted Average	87%	88%	1pt	87%	88%	1pt
High Average	96%	97%	1pt	96%	97%	1pt
HOTEL ROOM RATES						
Low Average \$	98.00	\$ 128.00	31%	\$ 98.00	\$ 128.00	31%
Mean Average \$	175.00	\$ 193.00	10%	\$ 175.00	\$ 193.00	10%
Weighted Average \$	187.00	\$ 232.00	24%	\$ 187.00	\$ 232.00	24%
High Average \$	242.00	\$ 237.00	-2%	\$ 242.00	\$ 237.00	-2%
GROSS RECEIPTS TAX PAID	\$ 1,685,166.00	\$ 1,112,603.00	-34%	\$ 1,685,166.00	\$ 1,112,603.00	-34%
ROOM OCCUPANCY TAX PAID	\$ 2,150,901.00	\$ 1,366,205.00	-36%	\$ 2,150,901.00	\$ 1,366,205.00	-36%
PAX ARRIVAL COUNT - JGTA	58,021	61,088	5%	58,021	61,088	5%
PAX ARRIVAL COUNT - KOREA	69,295	78,609	13%	69,295	78,609	13%
PAX ARRIVAL COUNT - TAIWAN	2,461	2,544	3%	2,461	2,544	3%
PAX ARRIVAL COUNT - CHINA, P.R.C	1,261	1,818	44%	1,261	1,818	44%
PAX ARRIVAL COUNT - RUSSIA	816	336	-59%	816	336	-59%
GVB TOTAL ARRIVAL COUNT	147,507	157,479	7%	147,507	157,479	7%

ANALYSIS: The month of December reflected a 43% decrease in the number of room nights available for sale and 43% decrease in the number of room nights sold compared to the same period last year, 2019. The Weighted Average Occupancy Rate went up 1 point. The Weighted Average Room Rate increased 24% at 232.00. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase of 7% in total arrivals for the month of November. JGTA reflected a positive 5% increase, the Korean Market increased 13%, the Taiwan market shows an increase at 3% compared to 2019. The mainland China market increased 44% while the Russia market showed a decrease of 59% for the month of January 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.