



**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	137,361
		Room-Employee Ratio:	1.09
		Rev Par	2020 \$ 188.37
		Rev Par	2019 \$ 163.24

	2019 YTD	2020 YTD	YTD CHANGE	Jan-19	Jan-20	CHANGE
NUMBER OF HOTELS REPORTING	10			10	10	0
Room Nights Available for Sale	131,812	137,361	4%	131,812	137,361	4%
Room Nights Sold	114,811	121,820	6%	114,811	121,820	6%
HOTEL OCCUPANCY RATES						
Low Average	59%	58%	(1pt)	59%	58%	(1pt)
Mean Average	84%	86%	2pts	84%	86%	2pts
Weighted Average	87%	98%	11pts	87%	98%	11pts
High Average	96%	95%	(1pt)	96%	95%	(1pt)
HOTEL ROOM RATES						
Low Average	\$ 98.00	\$ 95.00	-3%	\$ 98.00	\$ 95.00	-3%
Mean Average	\$ 175.00	\$ 185.00	6%	\$ 175.00	\$ 185.00	6%
Weighted Average	\$ 187.00	\$ 192.00	3%	\$ 187.00	\$ 192.00	3%
High Average	\$ 242.00	\$ 237.00	-2%	\$ 242.00	\$ 237.00	-2%
GROSS RECEIPTS TAX PAID	\$ 1,685,166.00	\$ 1,897,464.00	13%	\$ 1,685,166.00	\$ 1,897,464.00	13%
ROOM OCCUPANCY TAX PAID	\$ 2,150,901.00	\$ 2,361,605.00	10%	\$ 2,150,901.00	\$ 2,361,605.00	10%
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 January reflected a 6% decrease in the number of room nights available for sale and 6% increase in the number of room nights sold compared to the same period last year, 2019. The Weighted Average Occupancy Rate went up 11 points. The Weighted Average Room Rate increased 3% at 192.00. Preliminary arrival numbers from the Guam Visitors Bureau showed an increase of 7% in total arrivals for the month of January. 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.