



**GUAM HOTEL & RESTAURANT ASSOCIATION
SUMMARY STATISTICAL REPORT FEBRUARY 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:	1.21(Room to 1 Employee)
		Rev Par	2020 \$ 170.09
		Rev Par	2019 \$ 112.29

	2019 YTD	2020 YTD	YTD CHANGE	Feb-19	Feb-20	CHANGE
NUMBER OF HOTELS REPORTING	8			8	10	2
Room Nights Available for Sale	231,353	274,722	19%	99,541	137,361	38%
Room Nights Sold	184,302	243,640	32%	69,491	108,232	56%
HOTEL OCCUPANCY RATES						
Low Average	34%	62%	28pts	9%	65%	56pts
Mean Average	78%	82%	4pts	71%	78%	7pts
Weighted Average	79%	89%	10pts	70%	79%	9pts
High Average	93%	91%	(2pts)	90%	87%	(3pts)
HOTEL ROOM RATES						
Low Average	\$ 76.00	\$ 95.00	25%	\$ 53.00	\$ 94.00	77%
Mean Average	\$ 163.00	\$ 178.00	9%	\$ 151.00	\$ 171.00	13%
Weighted Average	\$ 174.00	\$ 183.00	5%	\$ 161.00	\$ 174.00	8%
High Average	\$ 231.00	\$ 224.00	-3%	\$ 219.00	\$ 211.00	-4%
GROSS RECEIPTS TAX PAID	\$ 2,923,625.00	\$ 3,490,145.41	19%	\$ 1,238,459.00	\$ 1,592,681.41	29%
ROOM OCCUPANCY TAX PAID	\$ 3,566,574.00	\$ 4,321,922.71	21%	\$ 1,406,683.00	\$ 1,960,317.71	39%
PAX ARRIVAL COUNT - JGTA	116,795	122,006	4%	58,774	60,918	4%
PAX ARRIVAL COUNT - KOREA	128,724	118,631	-8%	59,429	40,022	-33%
PAX ARRIVAL COUNT - TAIWAN	4,996	3,982	-20%	2,535	1,438	-43%
PAX ARRIVAL COUNT - CHINA, P.R.C	3,910	1,980	-49%	2,649	162	-94%
PAX ARRIVAL COUNT - RUSSIA	1,157	417	-64%	341	81	-76%
GVB TOTAL ARRIVAL COUNT	284,751	274,109	-4%	137,244	116,630	-15%

ANALYSIS: The month of February reflected a 38% increase in the number of room nights available for sale and 56% increase in the number of room nights sold compared to the same period last year, 2019. The Weighted Average Occupancy Rate went up 9 points. The Weighted Average Room Rate increased 8% at 174.00. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of 15% in total arrivals for the month of February. JGTA reflected a positive 4% increase, the Korean Market decreased 33%, the Taiwan market shows a decrease at 43% compared to 2019. The mainland China market decreased 94% and the Russia market showed a decrease of 76% for the month of February 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.