



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT MAR 2020

Number of Hotels in GHRA 26
Number of Existing Hotel Rooms 8,269

Number of Rooms under Construction 0
Capacity in Room Nights 145,111
Room-Employee Ratio: 1.30(Room to 1 Employee)
Rev Par 2020 \$ 51.17
Rev Par 2019 \$ 137.18

	2019 YTD	2020	YTD CHANGE	Mar-19	Mar-20	CHANGE
NUMBER OF HOTELS REPORTING	10		-10	6	11	5
Room Nights Available for Sale	316,324	419,833	33%	84,971	145,111	71%
Room Nights Sold	258,815	294,825	14%	74,513	51,185	-31%
HOTEL OCCUPANCY RATES						
Low Average	45%	47%	2pts	66%	18%	(48pts)
Mean Average	81%	66%	(15pts)	89%	34%	(55pts)
Weighted Average	82%	71%	(11pts)	88%	35%	(53pts)
High Average	96%	77%	(19pts)	103%	49%	(54pts)
HOTEL ROOM RATES						
Low Average	\$ 83.00	\$ 76.00	-8%	\$ 98.00	\$ 38.00	-61%
Mean Average	\$ 158.00	\$ 166.00	5%	\$ 149.00	\$ 141.00	-5%
Weighted Average	\$ 168.00	\$ 170.00	1%	\$ 156.00	\$ 145.00	-7%
High Average	\$ 217.00	\$ 209.00	-4%	\$ 189.00	\$ 180.00	-5%
GROSS RECEIPTS TAX PAID	\$ 3,968,416.00	\$ 4,173,226.41	5%	\$ 1,044,791.00	\$ 683,081.00	-35%
ROOM OCCUPANCY TAX PAID	\$ 4,709,955.00	\$ 5,240,984.71	11%	\$ 1,143,381.00	\$ 919,062.00	-20%
PAX ARRIVAL COUNT - JGTA	189,769	143,218	-25%	72,974	21,212	-71%
PAX ARRIVAL COUNT - KOREA	182,811	123,791	-32%	54,087	5,160	-90%
PAX ARRIVAL COUNT - TAIWAN	6,958	4,480	-36%	1,962	498	-75%
PAX ARRIVAL COUNT - CHINA, P.R.C	4,607	2,012	-56%	697	31	-96%
PAX ARRIVAL COUNT - RUSSIA	1,801	454	-75%	644	37	-94%
GVB TOTAL ARRIVAL COUNT	431,083	309,535	-28%	146,332	35,310	-76%

ANALYSIS: The month of March reflected a 71% increase in the number of room nights available for sale and a 31% decrease in the number of room nights sold compared to the same period last year, 2019. The Weighted Average Occupancy Rate went down 53 points at 35%. The Weighted Average Room Rate decreased 7% at \$145. Preliminary arrival numbers from the Guam Visitors Bureau showed a increase of 76% in total arrivals for the month of March. JGTA reflected a negative 71% while the Korean Market decreased 90% and the Taiwan market showing a decrease to 75% compared to 2019. The mainland China market declined 96% and the Russia market showed a decrease of 94% for the month of March, 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.

Room Employee Ratio = (Hotel Rooms/Total Number of Employees from Reporting Hotels).

* As of release date, 16 hotels have not reported information to the Guam Hotel & Restaurant Association.