



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

|                                |       |                                    |                          |
|--------------------------------|-------|------------------------------------|--------------------------|
| Number of Hotels in GHRA       | 26    | Number of Rooms under Construction | 0                        |
| Number of Existing Hotel Rooms | 8,269 | Capacity in Room Nights            | 139,314                  |
|                                |       | Room-Employee Ratio:               | 1.37(Room to 1 Employee) |
|                                |       | Rev Par                            | 2020 \$ 61.90            |
|                                |       | Rev Par                            | 2019 \$ 104.85           |

|   | 2019 YTD        | 2020 YTD        | YTD CHANGE | Apr-19          | Apr-20        | CHANGE  |
|---|-----------------|-----------------|------------|-----------------|---------------|---------|
| <b>NUMBER OF HOTELS REPORTING</b>       | 9               |                 | -9         | 9               | 10            | 1       |
| Room Nights Available for Sale          | 427,180         | 559,147         | 31%        | 110,856         | 139,314       | 26%     |
| Room Nights Sold                        | 338,102         | 348,089         | 3%         | 79,287          | 53,264        | -33%    |
| <b>HOTEL OCCUPANCY RATES</b>            |                 |                 |            |                 |               |         |
| Low Average                             | 43%             | 39%             | (4pts)     | 39%             | 16%           | (23pts) |
| Mean Average                            | 78%             | 58%             | (20pts)    | 69%             | 35%           | (34pts) |
| Weighted Average                        | 79%             | 63%             | (16pts)    | 72%             | 38%           | (34pts) |
| High Average                            | 92%             | 74%             | (18pts)    | 80%             | 66%           | (14pts) |
| <b>HOTEL ROOM RATES</b>                 |                 |                 |            |                 |               |         |
| Low Average                             | \$ 82.00        | \$ 61.00        | -26%       | \$ 79.00        | \$ 17.00      | -78%    |
| Mean Average                            | \$ 146.00       | \$ 155.00       | 6%         | \$ 109.00       | \$ 123.00     | 13%     |
| Weighted Average                        | \$ 163.00       | \$ 168.00       | 3%         | \$ 147.00       | \$ 162.00     | 10%     |
| High Average                            | \$ 211.00       | \$ 225.00       | 7%         | \$ 193.00       | \$ 161.00     | -17%    |
| <b>GROSS RECEIPTS TAX PAID</b>          | \$ 4,956,528.00 | \$ 4,827,428.41 | -3%        | \$ 988,112.00   | \$ 654,202.00 | -34%    |
| <b>ROOM OCCUPANCY TAX PAID</b>          | \$ 5,864,639.00 | \$ 6,055,572.71 | 3%         | \$ 1,154,684.00 | \$ 814,588.00 | -29%    |
| <b>PAX ARRIVAL COUNT - JGTA</b>         | 237,494         | 143,556         | -40%       | 47,725          | 338           | -99%    |
| <b>PAX ARRIVAL COUNT - KOREA</b>        | 236,972         | 123,797         | -48%       | 54,161          | 6             | -100%   |
| <b>PAX ARRIVAL COUNT - TAIWAN</b>       | 9,233           | 4,484           | -51%       | 2,275           | 4             | -100%   |
| <b>PAX ARRIVAL COUNT - CHINA, P.R.C</b> | 5,345           | 2,016           | -62%       | 738             | 4             | -99%    |
| <b>PAX ARRIVAL COUNT - RUSSIA</b>       | 2,138           | 454             | -79%       | 337             | 0             | -100%   |
| <b>GVB TOTAL ARRIVAL COUNT</b>          | 551,862         | 311,092         | -44%       | 120,779         | 1,557         | -99%    |

**ANALYSIS:** The month of April reflected a 26% increase in the number of room nights available for sale and a negative 33% decrease in the number of room nights sold compared to the same period last year, 2019. The Weighted Average Occupancy Rate went down 34 points at 38%. The Weighted Average Room Rate increased 10% at \$162. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease 99% in total arrivals for the month of April. JGTA reflected a negative 99% decrease while the Korean Market decreased by 100% and the Taiwan market decreased 100% compared to 2019. The mainland China market declined 99% and the Russia market decreased 100% for the month of April, 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).