



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT MAY 2020

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	8,269	Capacity in Room Nights	137,361
		Room-Employee Ratio:	1.16(Room to 1 Employee)
		Rev Par	2020 \$ 25.26
		Rev Par	2019 \$ 116.45

	2019 YTD	2020 YTD	YTD CHANGE	May-19	May-20	CHANGE
NUMBER OF HOTELS REPORTING	9		-9	8	10	2
Room Nights Available for Sale	523,683	696,508	33%	96,503	137,361	42%
Room Nights Sold	407,996	371,469	-9%	69,894	23,380	-67%
HOTEL OCCUPANCY RATES						
Low Average	40%	32%	(8pts)	26%	2%	(24pts)
Mean Average	76%	50%	(26pts)	67%	18%	(49pts)
Weighted Average	78%	53%	(25pts)	72%	17%	(55pts)
High Average	92%	70%	(22pts)	90%	51%	(39pts)
HOTEL ROOM RATES						
Low Average	\$ 82.00	\$ 58.00	-29%	\$ 81.00	\$ 44.00	-46%
Mean Average	\$ 145.00	\$ 147.00	1%	\$ 140.00	\$ 117.00	-16%
Weighted Average	\$ 161.00	\$ 164.00	2%	\$ 153.00	\$ 148.00	-3%
High Average	\$ 208.00	\$ 212.00	2%	\$ 196.00	\$ 273.00	39%
GROSS RECEIPTS TAX PAID	\$ 5,935,139.00	\$ 5,293,320.41	-11%	\$ 978,611.00	\$ 465,892.00	-52%
ROOM OCCUPANCY TAX PAID	\$ 6,903,824.00	\$ 6,448,181.71	-7%	\$ 1,039,185.00	\$ 392,609.00	-62%
PAX ARRIVAL COUNT - JGTA	279,483	143,613	-49%	41,989	57	-100%
PAX ARRIVAL COUNT - KOREA	295,220	123,801	-58%	58,276	4	-100%
PAX ARRIVAL COUNT - TAIWAN	11,681	4,489	-62%	2,448	5	-100%
PAX ARRIVAL COUNT - CHINA, P.R.C	5,929	2,018	-66%	584	2	-100%
PAX ARRIVAL COUNT - RUSSIA	2,436	454	-81%	298	0	-100%
GVB TOTAL ARRIVAL COUNT	672,169	312,594	-53%	120,411	1,502	-99%

ANALYSIS: The month of May reflected a 42% increase in the number of room nights available for sale and a negative 67% decrease in the number of room nights sold compared to the same period last year, 2019. The Weighted Average Occupancy Rate decreased 55 pts at 18%. The Weighted Average Room Rate decreased 3% at \$148. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of 99% in total arrivals for the month of May. JGTA, Korean Market, Taiwan Market, China Market, and Russia Market all reflected a 100% decrease for the month of May, 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).