GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT JUNE 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:		1.38(Room to 1 Employee)
		Rev Par	**2020**	$ 7.32
		Rev Par	**2019**	$ 107.55

	2019 YTD	2020 YTD	YTD CHANGE	Jun-19	Jun-20	CHANGE
NUMBER OF HOTELS REPORTING	10		**-10**	6	10	**4**
Room Nights Available for Sale	602,516	833,869	**38%**	78,833	137,361	**74%**
Room Nights Sold	468,976	378,040	**-19%**	60,980	6,571	**-89%**
HOTEL OCCUPANCY RATES						
Low Average	38%	27%	**(11pts)**	30%	1%	**(29pts)**
Mean Average	75%	43%	**(32pts)**	71%	15%	**(66pts)**
Weighted Average	78%	45%	**(33pts)**	77%	5%	**(72pts)**
High Average	93%	62%	**(31pts)**	97%	26%	**(71pts)**
HOTEL ROOM RATES						
Low Average	$ 83.00	$ 69.00	**-17%**	$ 88.00	$ 127.00	**44%**
Mean Average	$ 142.00	$ 147.00	**4%**	$ 128.00	$ 146.00	**14%**
Weighted Average	$ 158.00	$ 162.00	**3%**	$ 141.00	$ 153.00	**9%**
High Average	$ 203.00	$ 204.00	**0%**	$ 176.00	$ 160.00	**-9%**
GROSS RECEIPTS TAX PAID	$ 6,781,634.00	$ 5,566,486.41	**-18%**	$ 846,495.00	$ 273,166.00	**-68%**
ROOM OCCUPANCY TAX PAID	$ 7,729,032.00	$ 6,717,063.71	**-13%**	$ 825,208.00	$ 268,882.00	**-67%**
PAX ARRIVAL COUNT - JGTA	320,510	143,653	**-55%**	41,027	40	**-100%**
PAX ARRIVAL COUNT - KOREA	357,661	123,806	**-65%**	62,413	5	**-100%**
PAX ARRIVAL COUNT - TAIWAN	14,633	4,491	**-69%**	2,952	2	**-100%**
PAX ARRIVAL COUNT - CHINA, P.R.C	6,626	2,023	**-69%**	697	5	**-99%**
PAX ARRIVAL COUNT - RUSSIA	2,772	461	**-83%**	336	7	**-98%**
GVB TOTAL ARRIVAL COUNT	795,697	314,815	**-60%**	123,528	2,221	**-98%**

ANALYSIS: The month of June reflected a 74% increase in the number of room nights available for sale and a 89% decrease in the number of room nights sold compared to the same period last year, 2019. The Weighted Average Occupancy Rate decreased 72 pts at 5%. The Weighted Average Room Rate increased 9% at $153. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of 98% in total arrivals for the month of June. JGTA reflected a negative 100% and Korean Market decreased by 100% and the Taiwan market also decreased 100% compared to 2019. The mainland China market declined 99% while the Russia market showed a decrease of 98% for the month of June, 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).