GUAM HOTEL & RESTAURANT ASSOCIATION
SUMMARY STATISTICAL REPORT JULY 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:		1.40(Room to 1 Employee)
		Rev Par	2020	$ 11.93
		Rev Par	2019	$ 136.89

	2019 YTD	2020 YTD	YTD CHANGE	Jul-19	Jul-20	CHANGE
NUMBER OF HOTELS REPORTING				6	10	**4**
Room Nights Available for Sale	677,598	971,230	**43%**	75,082	137,361	**83%**
Room Nights Sold	529,655	388,701	**-27%**	60,679	10,661	**-82%**
HOTEL OCCUPANCY RATES						
Low Average	36%	23%	**(13pts)**	21%	1%	**(20pts)**
Mean Average	75%	40%	**(35pts)**	72%	11%	**(61pts)**
Weighted Average	78%	40%	**(38pts)**	81%	8%	**(73pts)**
High Average	93%	60%	**(33pts)**	94%	44%	**(50pts)**
HOTEL ROOM RATES						
Low Average	$ 83.00	$ 80.00	**-4%**	$ 84.00	$ 145.00	**73%**
Mean Average	$ 143.00	$ 147.00	**3%**	$ 147.00	$ 149.00	**1%**
Weighted Average	$ 159.00	$ 161.00	**1%**	$ 169.00	$ 154.00	**-9%**
High Average	$ 202.00	$ 200.00	**-1%**	$ 200.00	$ 175.00	**-13%**
GROSS RECEIPTS TAX PAID	$ 7,613,474.00	$ 5,720,524.41	**-25%**	$ 831,840.00	$ 154,038.00	**-81%**
ROOM OCCUPANCY TAX PAID	$ 8,707,877.00	$ 6,885,009.71	**-21%**	$ 978,845.00	$ 167,946.00	**-83%**
PAX ARRIVAL COUNT - JGTA	368,613	143,708	**-61%**	48,103	55	**-100%**
PAX ARRIVAL COUNT - KOREA	425,527	123,882	**-71%**	67,866	77	**-100%**
PAX ARRIVAL COUNT - TAIWAN	17,183	4,506	**-74%**	2,550	15	**-99%**
PAX ARRIVAL COUNT - CHINA, P.R.C	7,443	2,031	**-73%**	817	8	**-99%**
PAX ARRIVAL COUNT - RUSSIA	3,078	470	**-85%**	306	9	**-97%**
GVB TOTAL ARRIVAL COUNT	932,904	316,200	**-66%**	136,878	1,385	**-99%**

ANALYSIS: The month of July reflected a 83% increase in the number of room nights available for sale and a negative 82% decrease in the number of room nights sold compared to the same period last year, 2019. The Weighted Average Occupancy Rate went down 73 points at 8%. The Weighted Average Room Rate decreased 9% at $154. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease in 99% in total arrivals for the month of July. JGTA reflected a negative 100%, the Korean Market decreased 100%, and the Taiwan market shows a decrease to 99% compared to 2019. The mainland China market decreased 99% while the Russia market showed an decrease of 97% for the month of July, 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.