GUAM HOTEL & RESTAURANT ASSOCIATION
SUMMARY STATISTICAL REPORT AUGUST 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:		1.44(Room to 1 Employee)
		Rev Par	2020	$ 15.18
		Rev Par	2019	$ 158.54

	2019 YTD	2020 YTD	YTD CHANGE	Aug-19	Aug-20	CHANGE
NUMBER OF HOTELS REPORTING				7	10	**3**
Room Nights Available for Sale	768,025	137,361	**-82%**	90,427	137,361	**52%**
Room Nights Sold	608,364	13,741	**-98%**	78,709	13,741	**-83%**
HOTEL OCCUPANCY RATES						
Low Average	36%	20%	**(16pts)**	35%	2%	**(33pts)**
Mean Average	76%	36%	**(40pts)**	81%	14%	**(67pts)**
Weighted Average	79%	36%	**(43pts)**	87%	10%	**(77pts)**
High Average	93%	58%	**(35pts)**	97%	42%	**(55pts)**
HOTEL ROOM RATES						
Low Average	$ 85.00	$ 83.00	**-2%**	$ 99.00	$ 105.00	**6%**
Mean Average	$ 145.00	$ 147.00	**1%**	$ 163.00	$ 141.00	**-13%**
Weighted Average	$ 162.00	$ 160.00	**-1%**	$ 182.00	$ 152.00	**-16%**
High Average	$ 208.00	$ 195.00	**-6%**	$ 245.00	$ 164.00	**-33%**
GROSS RECEIPTS TAX PAID	$ 8,876,489.00	$ 5,921,401.41	**-33%**	$ 1,263,015.00	$ 200,877.00	**-84%**
ROOM OCCUPANCY TAX PAID	$ 10,177,102.00	$ 7,098,812.71	**-30%**	$ 1,469,225.00	$ 213,803.00	**-85%**
PAX ARRIVAL COUNT - JGTA	444,243	143,747	**-68%**	75,630	39	**-100%**
PAX ARRIVAL COUNT - KOREA	490,860	123,978	**-75%**	65,333	95	**-100%**
PAX ARRIVAL COUNT - TAIWAN	19,913	4,521	**-77%**	2,730	15	**-99%**
PAX ARRIVAL COUNT - CHINA, P.R.C	8,419	2,036	**-76%**	976	5	**-99%**
PAX ARRIVAL COUNT - RUSSIA	3,269	470	**-86%**	191	0	**-100%**
GVB TOTAL ARRIVAL COUNT	1,092,760	318,248	**-71%**	159,856	2,048	**-99%**

ANALYSIS: The month of August reflected a 52% increase in the number of room nights available for sale and 83% decrease in the number of room nights sold compared to the same period last year, 2019. The Weighted Average Occupancy Rate went down 77 points at 10%. The Weighted Average Room Rate decreased 16% at $152. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of 99% in total arrivals for the month of August. JGTA reflected a 100% decrease, the Korean Market decreased 100%, 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 100% for the month of August, 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.