



**GUAM HOTEL & RESTAURANT ASSOCIATION
SUMMARY STATISTICAL REPORT SEPTEMBER 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 \$ 27.50
		Rev Par	2019 \$ 111.49

	2019 YTD	2020 YTD	YTD CHANGE	Sep-19	Sep-20	CHANGE
NUMBER OF HOTELS REPORTING				8	10	2
Room Nights Available for Sale	866,140	1,245,962	44%	98,115	137,361	40%
Room Nights Sold	685,791	426,959	-38%	77,427	24,517	-68%
HOTEL OCCUPANCY RATES						
Low Average	35%	19%	(16pts)	29%	4%	(25pts)
Mean Average	75%	36%	(39pts)	73%	30%	(43pts)
Weighted Average	79%	34%	(45pts)	79%	18%	(61pts)
High Average	93%	57%	(36pts)	91%	55%	(36pts)
HOTEL ROOM RATES						
Low Average	\$ 84.00	\$ 85.00	1%	\$ 78.00	\$ 99.00	27%
Mean Average	\$ 143.00	\$ 146.00	2%	\$ 129.00	\$ 142.00	10%
Weighted Average	\$ 160.00	\$ 159.00	-1%	\$ 141.00	\$ 154.00	9%
High Average	\$ 203.00	\$ 191.00	-6%	\$ 165.00	\$ 160.00	-3%
GROSS RECEIPTS TAX PAID	\$ 9,931,323.00	\$ 6,182,969.41	-38%	\$ 1,054,834.00	\$ 261,568.00	-75%
ROOM OCCUPANCY TAX PAID	\$ 11,233,213.00	\$ 7,511,322.71	-33%	\$ 1,056,111.00	\$ 412,510.00	-61%
PAX ARRIVAL COUNT - JGTA	504,001	143,773	-71%	59,758	26	-100%
PAX ARRIVAL COUNT - KOREA	552,272	124,024	-78%	61,412	46	-100%
PAX ARRIVAL COUNT - TAIWAN	22,058	4,533	-79%	2,145	12	-99%
PAX ARRIVAL COUNT - CHINA, P.R.C	9,246	2,037	-78%	827	1	-100%
PAX ARRIVAL COUNT - RUSSIA	3,488	472	-86%	219	2	-99%
GVB TOTAL ARRIVAL COUNT	1,230,440	321,160	-74%	137,680	2,912	-98%

ANALYSIS: The month of September reflected a 40% increase in the number of room nights available for sale and 68% decrease in the number of room nights sold compared to the same period last year, 2019. The Weighted Average Occupancy Rate went down 61 points at 18%. The Weighted Average Room Rate increased 9% at \$154. Preliminary arrival numbers from the Guam Visitors Bureau showed a decrease of 98% in total arrivals for the month of September. JGTA reflected a 100% decrease, the Korean Market decreased 100%, the Taiwan market shows a decrease of 99% compared to 2019. The mainland China market decreased 100% while the Russia market showed a decrease of 99% for the month of September, 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.