The following are the preliminary March 2018 hotel performance figures for Aruba derived from the reports submitted to AHATA.

The numbers are the aggregate figures for 14 properties including all the major hotels (except for the Hilton Aruba).

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  |  | 2018/2017 |  |
| **March 2018** | 2018 | 2017 | % change |  |
| Rooms |                           4,572  |                           4,580  | -0.2% |  |
| ARN |                      141,732  |                       141,980  | -0.2% |  |
| ORN |                      125,155  |                       121,324  | 3.2% |  |
| % occupancy | 88.3% | 85.5% | 2.8% | points |
| ADR | $328.95 | $288.24 | 14.1% |  |
| Rev Par | $290.48 | $246.31 | 17.9% |  |
| ***Based on data from 14 properties.*** |  |  |  |

In summary: -

* Average room occupancy was up by 2.8 percentage points from 85.5% in March 2017 to 88.3% in March 2018.
* The overall number of available room nights decreased by 0.2%. This was largely due to the reduction in transient room inventory at the Tropicana Aruba Resort & Casino.
* The total number of occupied room nights increased by 3.2%.
* The overall ADR grew by 14.1% from $288.24 in March 2017 to $328.95 in March 2018.
* With the higher average occupancies and higher ADRs RevPar increased by 17.9% from $246.31 in March 2017 to $290.48 in March 2018.

Of the 14 hotels: -

* Ten (10) hotels saw higher occupancies this March compared to March 2017, with four (4) seeing a lower average room occupancy.
* Thirteen (13) hotels saw a higher average daily rate compared to March 2017 with one (1) seeing a lower ADR.
* Thirteen (13) hotels saw a higher RevPar in March 2018 than in March 2017 with one (1) seeing a lower RevPar.

**Year to Date.**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  |  | 2018/2017 |  |
| **March 2018 YTD** | 2018 | 2017 | % change |  |
| Rooms |                           4,572  |                           4,580  | -0.2% |  |
| ARN |                      410,578  |                       411,762  | -0.3% |  |
| ORN |                      370,369  |                       356,148  | 4.0% |  |
| % occupancy | 90.2% | 86.5% | 3.7% | points |
| ADR | $333.40 | $300.72 | 10.9% |  |
| Rev Par | $300.75 | $260.10 | 15.6% |  |
| ***Based on data from 14 properties.*** |  |  |  |

For the first three months of 2018 average room occupancy was up by 3.7 percentage points from 86.5% in 2017 to 90.2% in 2018. The number of available room nights decreased by 0.3%. The number of occupied room nights increased by 4.0% compared to the first three months of 2017. ADR grew by 10.9% and RevPar grew by 15.6%.

**By Month**

|  |  |  |  |
| --- | --- | --- | --- |
| **2018** | Avg Occupancy | ADR | RevPar |
|   | 2018 | 2017 | % pt chng | 2018 | 2017 | % pt chng | 2018 | 2017 | % pt chng |
| Jan | 89.4% | 85.0% | 4.4% | $332.11  | $301.69  | 10.1% | $296.92  | $256.42  | 15.8% |
| Feb | 93.2% | 89.3% | 3.9% | $339.71  | $312.96  | 8.5% | $316.77  | $279.56  | 13.3% |
| Mar | 88.3% | 85.5% | 2.8% | $328.95  | $288.24  | 14.1% | $290.48  | $246.31  | 17.9% |
| YTD | 90.2% | 86.5% | 3.7% | $333.40  | $300.72  | 10.9% | $300.75  | $260.10  | 15.6% |

**Cruise Traffic**

|  |
| --- |
| **Cruise Visitors: Aruba 2018** |
|  | 2018 | 2017 | Per cent change |
|  | Calls | Passengers | Calls | Passengers | Calls | Passengers |
| January | 53 |           108,298  | 44 |           89,734  | 20.5% | 20.7% |
| February | 41 |             99,303  | 38 |           91,420  | 7.9% | 8.6% |
| March | 40 |           101,237  | 41 |           99,769  | -2.4% | 1.5% |
| YTD | 134 |           308,838  | 123 |         280,923  | 8.9% | 9.9% |
| Source: Aruba Port Authority. |  |  |  |  |