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### **HANMI OCCUPANCY AT 38% IN FEBRUARY 2025**

SAIPAN, NORTHERN MARIANA ISLANDS – The Hotel Association of the Northern Mariana Islands (HANMI) reported 38.18% average occupancy rate among 11 member hotels for February 2025, 13% lower than 43.81% in February 2024.

A total of 22,478 of 58,875 available room nights sold during February 2025 compared to 30,806 of 70,316 available rooms sold in February 2024. The average room rate was \$132.74 compared to \$154.31 last February.

The February 2025 figures exclude the former 315-room Hyatt Regency Saipan.

“The tourism economy is losing ground, not gaining. February was another month of actual rooms sold being fewer and the average room price being lower than a year ago,” said HANMI Chairman Dennis Seo. “But it’s going to get worse over the next several months. Jeju Air – who has always been a strong partner for The Marianas – is facing a number of changes and restrictions at this time following the December crash. Coupled with the strength of the U.S. Dollar and a shortage of aircraft across many airlines, it’s a difficult time to attract air service to our destination. But HANMI and our member hotels are working hard to negotiate with tourism partners to keep our existing air service and boost flights. We have a great product to offer visitors.”

The number of air seats available for Korean visitors is dropping by about one-third in April. Jeju Air – one of three airlines providing direct flights from The Marianas top source market of South Korea – suspended its daily night time flight to Saipan on March 29. Coupled with the loss of Asiana Airlines last year, air service from The Marianas top source market will dwindle to only two daily flights in April.

“As a community and as investors, we want to see the Marianas Visitors Authority given the green light to market in mainland China again,” said Seo. “Korea cannot sustain this economy by itself. We want to see the administration advocate for the special carveout of flights from mainland China under Annex 6, as we had before the pandemic. And we want the travelling Chinese to receive a clear and public message from our elected officials that they are welcomed to The Marianas. Let’s bring back China, bring back revenue, bring back jobs, bring back investment, and bringing back life to local businesses and families.”

Hotels included in HANMI's monthly statistical report are Aqua Resort Club, Aquarius Beach Tower, Century Hotel, Coral Ocean Resort, GrandVrio Resort Saipan, Crowne Plaza Resort Saipan, Kensington Hotel Saipan, LaoLao Bay Golf & Resort, Pacific Islands Club Saipan, Saipan World Resort, and Surfrider Resort Hotel.

The Hotel Association of the Northern Mariana Islands was established in 1985 as a professional forum for the hospitality industry of The Marianas.

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