



**GUAM HOTEL & RESTAURANT ASSOCIATION**

**SUMMARY STATISTICAL REPORT January 2007 (Released March 6, 2007)**

<b>Number of Hotels in GHRA</b>	25 *	<b>Number of Rooms under Construction</b>	0
<b>Number of Existing Hotel Rooms</b>	6,798	<b>Capacity in Room Nights</b>	223,231
<b>Number of Rooms under Renovation</b>	403	<b>Employee-Room Ratio:</b>	0.66 (Employee to 1 Room)

	2006 YTD	2007 YTD	YTD CHANGE	Jan-06	Jan-07	CHANGE
<b>NUMBER OF HOTELS REPORTING</b>				24	19	<b>-5</b>
Room Nights Available for Sale	257,486	210,738	<b>-18%</b>	257,486	210,738	<b>-18%</b>
Room Nights Sold	181,349	155,083	<b>-14%</b>	181,349	155,083	<b>-14%</b>
<b>HOTEL OCCUPANCY RATES</b>						
Low Average	13%	22%	<b>9pts.</b>	13%	22%	<b>9pts.</b>
Mean Average	68%	69%	<b>1pt.</b>	68%	69%	<b>1pt.</b>
Weighted Average	70%	74%	<b>4pts.</b>	70%	74%	<b>4pts.</b>
High Average	95%	93%	<b>(2pts.)</b>	95%	93%	<b>(2pts.)</b>
<b>HOTEL ROOM RATES</b>						
Low Average	\$32	\$45	<b>41%</b>	\$32	\$45	<b>41%</b>
Mean Average	\$97	\$110	<b>13%</b>	\$97	\$110	<b>13%</b>
Weighted Average	\$113	\$123	<b>9%</b>	\$113	\$123	<b>9%</b>
High Average	\$210	\$209	<b>12%</b>	\$210	\$209	<b>0%</b>
<b>GROSS RECEIPTS TAX PAID</b>	\$1,463,280	\$1,349,050	<b>-8%</b>	\$1,463,280	\$1,349,050	<b>-8%</b>
<b>ROOM OCCUPANCY TAX PAID</b>	\$2,194,678	\$1,958,826	<b>-11%</b>	\$2,194,678	\$1,958,826	<b>-11%</b>
<b>PAX ARRIVAL COUNT - JGTA</b>	85,785	79,850	<b>-7%</b>	85,785	79,850	<b>-7%</b>
<b>PAX ARRIVAL COUNT - KOREA</b>	12,453	13,953	<b>12%</b>	12,453	13,953	<b>12%</b>
<b>PAX ARRIVAL COUNT - TAIWAN</b>	2,622	1,264	<b>-52%</b>	2,622	1,264	<b>-52%</b>
<b>GVB TOTAL ARRIVAL COUNT</b>	119,562	109,502	<b>-8%</b>	119,562	109,502	<b>-8%</b>

**ANALYSIS:** The month of January reflected a -18% decrease in the number of room nights available for sale and -14% in the number of room nights sold compared to the same period last year, 2006. The Weighted Average Occupancy Rate was up 4 points at 74%. The Weighted Average Room Rate was up by 9% at \$123.00. Preliminary arrival numbers from the Guam Visitors Bureau reported a -8% decrease in total arrivals, with JGTA showing -7% decrease, Korea showing a 12% increase, and Taiwan with a -52% decrease for January 2007.

**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.

**Employee Room Ratio** = (Total Hotel Rooms/Number of Employees from Reporting Hotels).

\* As of release date, three hotel have not reported information to the Guam Hotel & Restaurant Association.