



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT JANUARY 2008 (Released March 4 , 2008)

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,504	Capacity in Room Nights	233,337
Number of Rooms under Renovation	23	Employee-Room Ratio:	0.64 (Employee to 1 Room)
		Rev Par	2008
			\$86.02
		Rev Par	2007
			\$90.87

	2007 YTD	2008 YTD	YTD CHANGE	Jan-07	Jan-08	CHANGE
NUMBER OF HOTELS REPORTING				19	21	2
Room Nights Available for Sale	210,738	232,624	10%	210,738	232,624	10%
Room Nights Sold	155,083	166,641	7%	155,083	166,641	7%
HOTEL OCCUPANCY RATES						
Low Average	22%	19%	(3pts.)	22%	19%	(3pts.)
Mean Average	69%	67%	(2pts.)	69%	67%	(2pts.)
Weighted Average	74%	72%	(2pts.)	74%	72%	(2pts.)
High Average	93%	88%	(5pts.)	93%	88%	(5pts.)
HOTEL ROOM RATES						
Low Average	\$45	\$40	-11%	\$45	\$40	-11%
Mean Average	\$110	\$112	2%	\$110	\$112	2%
Weighted Average	\$123	\$120	-2%	\$123	\$120	-2%
High Average	\$209	\$208	0%	\$209	\$208	0%
GROSS RECEIPTS TAX PAID	\$1,349,050	\$1,421,500	5%	\$1,349,050	\$1,421,500	5%
ROOM OCCUPANCY TAX PAID	\$1,958,826	\$2,158,446	10%	\$1,958,826	\$2,158,446	10%
PAX ARRIVAL COUNT - JGTA	79,886	76,166	-5%	79,886	76,166	-5%
PAX ARRIVAL COUNT - KOREA	13,953	11,782	-16%	13,953	11,782	-16%
PAX ARRIVAL COUNT - TAIWAN	1,264	1,832	45%	1,264	1,832	45%
GVB TOTAL ARRIVAL COUNT	109,502	108,100	-1%	109,502	108,100	-1%

ANALYSIS: The month of January reflected a 10% increase in the number of room nights available for sale and 7% increase in the number of room nights sold compared to the same period last year, 2007. The Weighted Average Occupancy Rate decreased 2pts. at 72%. The Weighted Average Room Rate decreased -2% at \$120.00. Preliminary arrival numbers from the Guam Visitors Bureau reported a -1% decrease in total arrivals, with JGTA showing -5% decrease, Korea showing a -16% decrease, and Taiwan with a 45% increase for January 2008.

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, four hotels have not reported information to the Guam Hotel & Restaurant Association.