



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT February 2007 (Released April 5, 2007)

**Revised  
4-5-07**

Number of Hotels in GHRA	25 *	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	6,797	Capacity in Room Nights	202,300
Number of Rooms under Renovation	428	Employee-Room Ratio:	0.65 (Employee to 1 Room)

	2006 YTD	2007 YTD	YTD CHANGE	Feb-06	Feb-07	CHANGE
<b>NUMBER OF HOTELS REPORTING</b>				23	25	2
Room Nights Available for Sale	490,278	401,054	-18%	232,792	190,316	-18%
Room Nights Sold	348,649	310,913	-11%	167,300	155,083	-7%
<b>HOTEL OCCUPANCY RATES</b>						
Low Average	14%	21%	7pts.	15%	20%	5pts.
Mean Average	70%	75%	5pt.	72%	80%	8pt.
Weighted Average	71%	78%	7pts.	72%	82%	10pts.
High Average	94%	99%	5pts.	92%	104%	12pts.
<b>HOTEL ROOM RATES</b>						
Low Average	\$32	\$46	44%	\$32	\$46	44%
Mean Average	\$94	\$103	10%	\$90	\$103	14%
Weighted Average	\$106	\$114	8%	\$99	\$114	15%
High Average	\$204	\$197	12%	\$198	\$197	-1%
<b>GROSS RECEIPTS TAX PAID</b>	\$2,656,795	\$2,593,884	-2%	\$1,193,515	\$1,244,834	4%
<b>ROOM OCCUPANCY TAX PAID</b>	\$3,949,948	\$3,704,117	-6%	\$1,755,270	\$1,746,291	-1%
<b>PAX ARRIVAL COUNT - JGTA</b>	388,250	369,401	-5%	78,763	76,610	-3%
<b>PAX ARRIVAL COUNT - KOREA</b>	45,394	50,256	11%	9,786	10,593	8%
<b>PAX ARRIVAL COUNT - TAIWAN</b>	8,846	9,602	9%	1,778	4,180	135%
<b>GVB TOTAL ARRIVAL COUNT</b>	522,285	506,863	-3%	106,924	106,999	0%

**ANALYSIS:** The month of February reflected a -18% decrease in the number of room nights available for sale and -7% in the number of room nights sold compared to the same period last year, 2006. The Weighted Average Occupancy Rate was up 10 points at 82%. The Weighted Average Room Rate was up by 15% at \$114.00. Preliminary arrival numbers from the Guam Visitors Bureau reported 0% decrease in total arrivals, with JGTA showing -3% decrease, Korea showing a 8% increase, and Taiwan with a -135% increase for February 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.