



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT March 2007 (Released May 01, 2007)

Number of Hotels in GHRA	25 *	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	6,994	Capacity in Room Nights	230,392
Number of Rooms under Renovation	438	Employee-Room Ratio:	0.63 (Employee to 1 Room)

	2006 YTD	2007 YTD	YTD CHANGE	Mar-06	Mar-07	CHANGE
NUMBER OF HOTELS REPORTING				23	21	-2
Room Nights Available for Sale	750,647	617,868	-18%	260,369	216,814	-17%
Room Nights Sold	522,796	470,497	-10%	174,147	159,584	-8%
HOTEL OCCUPANCY RATES						
Low Average	14%	20%	6pts.	15%	18%	3pts.
Mean Average	69%	74%	5pts.	66%	72%	6pts.
Weighted Average	70%	77%	7pts.	67%	74%	7pts.
High Average	94%	98%	4pts.	95%	98%	3pts.
HOTEL ROOM RATES						
Low Average	\$32	\$46	44%	\$32	\$45	41%
Mean Average	\$94	\$100	6%	\$96	\$96	0%
Weighted Average	\$106	\$112	6%	\$107	\$107	0%
High Average	\$202	\$193	12%	\$197	\$185	-6%
GROSS RECEIPTS TAX PAID	\$3,789,906	\$3,810,946	1%	\$1,133,111	\$1,217,062	7%
ROOM OCCUPANCY TAX PAID	\$6,090,632	\$5,518,046	-9%	\$2,140,684	\$1,813,929	-15%
PAX ARRIVAL COUNT - JGTA	251,842	240,720	-4%	87,294	84,260	-3%
PAX ARRIVAL COUNT - KOREA	30,650	30,918	1%	8,411	6,372	-24%
PAX ARRIVAL COUNT - TAIWAN	5,350	6,367	19%	951	923	-3%
GVB TOTAL ARRIVAL COUNT	340,561	324,705	-5%	114,075	108,204	-5%

ANALYSIS: The month of March reflected a -17% decrease in the number of room nights available for sale and -8% in the number of room nights sold compared to the same period last year, 2006. The Weighted Average Occupancy Rate was up 7 points at 74%. The Weighted Average Room Rate sustained at 0% at \$107.00. Preliminary arrival numbers from the Guam Visitors Bureau reported a -5% decrease in total arrivals, with JGTA showing -3% decrease, Korea showing a -24% decrease, and Taiwan with a -3% decrease for March 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.