



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT April 2007 (Released June 1, 2007)

Number of Hotels in GHRA	26 *	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,250	Capacity in Room Nights	232,035
Number of Rooms under Renovation	235	Employee-Room Ratio:	0.66 (Employee to 1 Room)
		Rev Par	\$65.99

	2006 YTD	2007 YTD	YTD CHANGE	Apr-06	Apr-07	CHANGE
NUMBER OF HOTELS REPORTING				23	20	-3
Room Nights Available for Sale	1,001,207	835,368	-17%	250,560	217,500	-13%
Room Nights Sold	657,831	599,155	-9%	135,035	128,658	-5%
HOTEL OCCUPANCY RATES						
Low Average	15%	18%	3pts.	18%	11%	(7pts.)
Mean Average	65%	69%	4pts.	55%	55%	0pts.
Weighted Average	66%	72%	6pts.	54%	59%	5pts.
High Average	93%	94%	1pt.	88%	80%	(8pts.)
HOTEL ROOM RATES						
Low Average	\$33	\$44	33%	\$35	\$38	9%
Mean Average	\$93	\$100	8%	\$90	\$99	10%
Weighted Average	\$105	\$112	7%	\$102	\$112	10%
High Average	\$199	\$191	12%	\$192	\$185	-4%
GROSS RECEIPTS TAX PAID	\$4,816,328	\$4,827,400	0%	\$1,026,422	\$1,016,454	-1%
ROOM OCCUPANCY TAX PAID	\$7,570,398	\$7,054,576	-7%	\$1,479,766	\$1,536,530	4%
PAX ARRIVAL COUNT - JGTA	314,128	301,498	-4%	62,001	60,778	-2%
PAX ARRIVAL COUNT - KOREA	38,714	38,433	-1%	8,064	7,515	-7%
PAX ARRIVAL COUNT - TAIWAN	6,292	7,693	22%	942	1,326	41%
GVB TOTAL ARRIVAL COUNT	427,577	415,090	-3%	87,016	90,385	4%

ANALYSIS: The month of April reflected a -13% decrease in the number of room nights available for sale and -5% in the number of room nights sold compared to the same period last year, 2006. The Weighted Average Occupancy Rate was up 5 points at 59%. The Weighted Average Room Rate sustained at 10% at \$112.00. Preliminary arrival numbers from the Guam Visitors Bureau reported a 4% increase in total arrivals, with JGTA showing -2% decrease, Korea showing a -7% decrease, and Taiwan with a 41% increase for April 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, six hotel have not reported information to the Guam Hotel & Restaurant Association.