



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT AUGUST 2007 (Released September 26, 2007)

Number of Hotels in GHRA	26 *	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,388	Capacity in Room Nights	230,733
Number of Rooms under Renovation	55	Employee-Room Ratio:	0.65 (Employee to 1 Room)
		Rev Par-2006	\$89.49
		Rev Par-2007	\$106.50

	2006 YTD	2007 YTD	YTD CHANGE	Aug-06	Aug-07	CHANGE
NUMBER OF HOTELS REPORTING				22	22	0
Room Nights Available for Sale	1,900,618	1,743,775	-8%	238,049	229,028	-4%
Room Nights Sold	1,269,118	1,206,462	-5%	166,195	182,826	10%
HOTEL OCCUPANCY RATES						
Low Average	17%	15%	(9pts.)	11%	23%	12pts.
Mean Average	62%	65%	(5pts.)	65%	73%	8pts.
Weighted Average	62%	70%	1pt.	63%	80%	17pts.
High Average	92%	92%	(9pts.)	103%	101%	(2pts.)
HOTEL ROOM RATES						
Low Average	\$35	\$42	20%	\$34	\$53	56%
Mean Average	\$95	\$101	6%	\$109	\$116	6%
Weighted Average	\$107	\$112	5%	\$128	\$133	4%
High Average	\$200	\$196	12%	\$239	\$222	-7%
GROSS RECEIPTS TAX PAID	\$9,656,360	\$9,580,389	-1%	\$1,383,412	\$1,539,970	11%
ROOM OCCUPANCY TAX PAID	\$14,488,899	\$14,297,794	-1%	\$2,133,288	\$2,545,134	19%
PAX ARRIVAL COUNT - JGTA	597,172	582,255	-2%	77,259	81,107	5%
PAX ARRIVAL COUNT - KOREA	84,754	89,617	6%	15,558	18,060	16%
PAX ARRIVAL COUNT - TAIWAN	11,718	16,975	45%	1,104	2,012	82%
GVB TOTAL ARRIVAL COUNT	833,660	840,993	1%	114,982	128,923	12%

ANALYSIS: The month of August reflected a -4% decrease in the number of room nights available for sale and 10% increase in the number of room nights sold compared to the same period last year, 2006. The Weighted Average Occupancy Rate increased 17pts. at 80%. The Weighted Average Room Rate increased 4% at \$133.00. Preliminary arrival numbers from the Guam Visitors Bureau reported a 12% increase in total arrivals, with JGTA showing 5% increase, Korea showing a 16% increase, and Taiwan with a 82% increase for August 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, four hotels have not reported information to the Guam Hotel & Restaurant Association.