## SUMMARY STATISTICAL REPORT SEPTEMBER 2007 (Released October 31, 2007)

**Number of Hotels in GHRA** 26 *

**Number of Rooms under Construction** 3

**Number of Existing Hotel Rooms** 7,281

**Capacity in Room Nights** 220,800

**Number of Rooms under Renovation** 76

**Employee-Room Ratio:** 0.65 (Employee to 1 Room)

**Rev Par 2006** $55.45

**Rev Par 2007** $64.09

<table>
<thead>
<tr>
<th>2006 YTD</th>
<th>2007 YTD</th>
<th>YTD CHANGE</th>
<th>Sep-06</th>
<th>Sep-07</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Room Nights Available for Sale</td>
<td>2,117,908</td>
<td>1,962,205</td>
<td>-7%</td>
<td>217,290</td>
<td>218,430</td>
</tr>
<tr>
<td>Room Nights Sold</td>
<td>1,395,755</td>
<td>1,346,396</td>
<td>-4%</td>
<td>126,637</td>
<td>139,934</td>
</tr>
</tbody>
</table>

**HOTEL OCCUPANCY RATES**

- Low Average: 17% to 14% (3pts.)
- Mean Average: 61% to 65% (4pts.)
- Weighted Average: 61% to 69% (8pts.)
- High Average: 92% to 92% (0pts.)

**HOTEL ROOM RATES**

- Low Average: $35 to $42 (20%)
- Mean Average: $94 to $100 (6%)
- Weighted Average: $106 to $111 (5%)
- High Average: $197 to $195 (12%)

**GROSS RECEIPTS TAX PAID** $10,533,332 to $10,591,454 (1%)

**ROOM OCCUPANCY TAX PAID** $15,784,261 to $15,810,153 (0%)

**PAX ARRIVAL COUNT - JGTA**

- 662,472 to 650,953 (-2%)
- 65,214 to 68,698 (5%)

**PAX ARRIVAL COUNT - KOREA**

- 91,316 to 97,314 (7%)
- 6,562 to 7,697 (17%)

**PAX ARRIVAL COUNT - TAIWAN**

- 12,571 to 18,477 (47%)
- 853 to 1,502 (76%)

**GVB TOTAL ARRIVAL COUNT**

- 921,312 to 933,357 (1%)
- 87,652 to 92,364 (5%)

**ANALYSIS:** The month of September reflected a 1% increase in the number of room nights available for sale and 11% in the number of room nights sold compared to the same period last year, 2006. The Weighted Average Occupancy Rate increased 14pts. at 64%. The Weighted Average Room Rate decreased 5% at $100.00. Preliminary arrival numbers from the Guam Visitors Bureau reported a 5% increase in total arrivals, with JGTA showing 5% increase, Korea showing a 17% increase, and Taiwan with a 76% increase for September 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.