



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT SEPTEMBER 2007(Released October31, 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

	2006 YTD	2007 YTD	YTD CHANGE	Sep-06	Sep-07	CHANGE
NUMBER OF HOTELS REPORTING				21	21	0
Room Nights Available for Sale	2,117,908	1,962,205	-7%	217,290	218,430	1%
Room Nights Sold	1,395,755	1,346,396	-4%	126,637	139,934	11%
HOTEL OCCUPANCY RATES						
Low Average	17%	14%	(3pts.)	13%	8%	(5pts.)
Mean Average	61%	65%	4pts.	54%	62%	8pts.
Weighted Average	61%	69%	8pts.	50%	64%	14pts.
High Average	92%	92%	0pts.	91%	91%	0pts.
HOTEL ROOM RATES						
Low Average	\$35	\$42	20%	\$36	\$38	6%
Mean Average	\$94	\$100	6%	\$90	\$94	4%
Weighted Average	\$106	\$111	5%	\$95	\$100	5%
High Average	197	\$195	12%	\$173	\$181	5%
GROSS RECEIPTS TAX PAID	\$10,533,332	\$10,591,454	1%	\$876,972	\$1,011,065	15%
ROOM OCCUPANCY TAX PAID	\$15,784,261	\$15,810,153	0%	\$1,295,362	\$1,512,359	17%
PAX ARRIVAL COUNT - JGTA	662,472	650,953	-2%	65,214	68,698	5%
PAX ARRIVAL COUNT - KOREA	91,316	97,314	7%	6,562	7,697	17%
PAX ARRIVAL COUNT - TAIWAN	12,571	18,477	47%	853	1,502	76%
GVB TOTAL ARRIVAL COUNT	921,312	933,357	1%	87,652	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.