



GUAM HOTEL & RESTAURANT ASSOCIATION
SUMMARY STATISTICAL REPORT OCTOBER 2007 (Released Dec. 05 , 2007)

Number of Hotels in GHRA	26 *	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	6,850	Capacity in Room Nights	214,427
Number of Rooms under Renovation	67	Employee-Room Ratio:	0.71 (Employee to 1 Room)
		Rev Par- 2006	\$60.56
		Rev Par- 2007	\$63.19

	2006 YTD	2007 YTD	YTD CHANGE	Oct-06	Oct-07	CHANGE
NUMBER OF HOTELS REPORTING				21	20	-1
Room Nights Available for Sale	2,331,684	2,174,555	-7%	213,776	212,350	-1%
Room Nights Sold	1,525,089	1,477,940	-3%	129,334	131,544	2%
HOTEL OCCUPANCY RATES						
Low Average	16%	14%	(2pts.)	14%	13%	(1pt.)
Mean Average	61%	64%	3pts.	55%	58%	3pts.
Weighted Average	60%	68%	8pt.	51%	62%	11pts.
High Average	90%	91%	1pt.	79%	89%	10pts.
HOTEL ROOM RATES						
Low Average	\$36	\$42	17%	\$38	\$40	5%
Mean Average	\$94	\$100	6%	\$91	\$95	4%
Weighted Average	\$105	\$110	5%	\$100	\$102	2%
High Average	196	\$193	12%	\$180	\$175	-3%
GROSS RECEIPTS TAX PAID	\$11,981,913	\$11,598,052	-3%	\$1,448,581	\$1,006,598	-31%
ROOM OCCUPANCY TAX PAID	\$17,157,433	\$17,249,800	1%	\$1,373,172	\$1,439,647	5%
PAX ARRIVAL COUNT - JGTA	728,645	718,905	-1%	66,259	67,952	3%
PAX ARRIVAL COUNT - KOREA	98,947	104,923	6%	7,631	7,609	0%
PAX ARRIVAL COUNT - TAIWAN	13,935	19,805	42%	1,364	1,328	-3%
GVB TOTAL ARRIVAL COUNT	1,012,011	1,024,669	1%	90,699	91,312	1%

ANALYSIS: The month of October reflected a -1% decrease in the number of room nights available for sale and 2% in the number of room nights sold compared to the same period last year, 2006. The Weighted Average Occupancy Rate increased 11 pts. at 62%. The Weighted Average Room Rate increased 2% at \$102.00. Preliminary arrival numbers from the Guam Visitors Bureau reported a 1% increase in total arrivals, with JGTA showing 3% increase, Korea showing no change, and Taiwan with a -3% decrease for October 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.