### GUAM HOTEL & RESTAURANT ASSOCIATION

#### SUMMARY STATISTICAL REPORT NOVEMBER 2007 (Released December 28, 2007)

<table>
<thead>
<tr>
<th>Category</th>
<th>2006 YTD</th>
<th>2007 YTD</th>
<th>YTD CHANGE</th>
<th>Nov-06</th>
<th>Nov-07</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Hotels in GHRA</td>
<td>26</td>
<td></td>
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<tr>
<td>Number of Existing Hotel Rooms</td>
<td>7,388</td>
<td></td>
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<tr>
<td>Number of Rooms under Renovation</td>
<td>66</td>
<td></td>
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<tr>
<td>Capacity in Room Nights</td>
<td>223,620</td>
<td></td>
<td></td>
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<tr>
<td>Number of Rooms under Construction</td>
<td>0</td>
<td></td>
<td></td>
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<tr>
<td>Rev Par 2006</td>
<td>$59.18</td>
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<tr>
<td>Rev Par 2007</td>
<td>$66.56</td>
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</tbody>
</table>

#### Employee-Room Ratio:

- 0.65 (Employee to 1 Room)

#### Hotel Occupancy Rates

- **Low Average**: 16% (2006) vs. 14% (2007), (-2 pts.)
- **Mean Average**: 61% (2006) vs. 64% (2007), (3 pts.)
- **Weighted Average**: 60% (2006) vs. 68% (2007), (8 pts.)
- **High Average**: 90% (2006) vs. 91% (2007), (1 pt.)

#### Hotel Room Rates

- **Low Average**: $36 (2006) vs. $41 (2007), (14%) (2006) vs. $35 (2007), (0%)
- **Mean Average**: $94 (2006) vs. $99 (2007), (5%) (2006) vs. $88 (2007), (8%)
- **Weighted Average**: $105 (2006) vs. $109 (2007), (4%) (2006) vs. $100 (2007), (5%)
- **High Average**: $194 (2006) vs. $191 (2007), (12%) (2006) vs. $176 (2007), (1%)

#### Gross Receipts Tax Paid

- $13,016,145 (2006) vs. $12,603,870 (2007), (-3%)

#### Room Occupancy Tax Paid

- $18,650,178 (2006) vs. $18,637,127 (2007), (-0%)

#### PAX Arrival Count - JGTA

- 799,672 (2006) vs. 789,793 (2007), (-1%)

#### PAX Arrival Count - Korea

- 107,042 (2006) vs. 112,843 (2007), (5%)

#### PAX Arrival Count - Taiwan

- 15,038 (2006) vs. 20,777 (2007), (38%)

#### GVB Total Arrival Count

- 1,108,396 (2006) vs. 1,121,240 (2007), (1%)

**ANALYSIS:**

The month of November reflected a -4% decrease in the number of room nights available for sale and 4% in the number of room nights sold compared to the same period last year, 2006. The Weighted Average Occupancy Rate increased 4 pts. at 64%. The Weighted Average Room Rate increased a slight 5% at $105.00. Preliminary arrival numbers from the Guam Visitors Bureau reported no change at 0% in total arrivals, with JGTA showing 0%, Korea showing a -2% decrease, and Taiwan with a significant decrease of -12% for November 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.*