



GUAM HOTEL & RESTAURANT ASSOCIATION

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

Number of Hotels in GHRA	26 *	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,388	Capacity in Room Nights	223,620
Number of Rooms under Renovation	66	Employee-Room Ratio:	0.65 (Employee to 1 Room)
		Rev Par 2006	\$59.18
		Rev Par 2007	\$66.56

	2006 YTD	2007 YTD	YTD CHANGE	Nov-06	Nov-07	CHANGE
NUMBER OF HOTELS REPORTING				21	22	1
Room Nights Available for Sale	2,544,774	2,396,195	-6%	213,090	221,640	4%
Room Nights Sold	1,671,884	1,618,790	-3%	146,795	140,850	-4%
HOTEL OCCUPANCY RATES						
Low Average	16%	14%	(2pts.)	15%	12%	(3pts.)
Mean Average	61%	64%	3pts.	63%	60%	(3pts.)
Weighted Average	60%	68%	7pts.	60%	64%	4pts.
High Average	90%	91%	1pts.	87%	83%	(4pts.)
HOTEL ROOM RATES						
Low Average	\$36	\$41	14%	\$35	\$35	0%
Mean Average	\$94	\$99	5%	\$88	\$95	8%
Weighted Average	\$105	\$109	4%	\$100	\$105	5%
High Average	194	\$191	12%	\$176	\$177	1%
GROSS RECEIPTS TAX PAID	\$13,016,145	\$12,603,870	0%	\$1,034,232	\$1,005,818	-3%
ROOM OCCUPANCY TAX PAID	\$18,650,178	\$18,637,127	-1%	\$1,492,745	\$1,387,327	-7%
PAX ARRIVAL COUNT - JGTA	799,672	789,793	-1%	71,027	70,888	0%
PAX ARRIVAL COUNT - KOREA	107,042	112,843	5%	8,095	7,920	-2%
PAX ARRIVAL COUNT - TAIWAN	15,038	20,777	38%	1,103	972	-12%
GVB TOTAL ARRIVAL COUNT	1,108,396	1,121,240	1%	96,385	96,571	0%

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.