



**GUAM HOTEL & RESTAURANT ASSOCIATION**

**SUMMARY STATISTICAL REPORT DECEMBER 2007 (Released January , 2007)**

<b>Number of Hotels in GHRA</b>	26	<b>Number of Rooms under Construction</b>	0
<b>Number of Existing Hotel Rooms</b>	7,500	<b>Capacity in Room Nights</b>	236,623
<b>Number of Rooms under Renovation</b>	133	<b>Employee-Room Ratio:</b>	0.64 (Employee to 1 Room)
		<b>Rev Par</b>	<b>2007</b>
			\$78.77
		<b>Rev Par</b>	<b>2006</b>
			\$76.53

	2006 YTD	2007 YTD	YTD CHANGE	Dec-06	Dec-07	CHANGE
<b>NUMBER OF HOTELS REPORTING</b>				21	22	1
Room Nights Available for Sale	2,761,371	2,628,695	-5%	216,597	232,500	7%
Room Nights Sold	1,817,236	1,768,920	-3%	145,352	150,130	3%
<b>HOTEL OCCUPANCY RATES</b>						
Low Average	17%	14%	(3pts.)	20%	17%	(3pts.)
Mean Average	61%	63%	2pts.	62%	60%	(2pts.)
Weighted Average	60%	68%	7pts.	58%	65%	7 pts.
High Average	90%	90%	0pts.	83%	80%	(3pts.)
<b>HOTEL ROOM RATES</b>						
Low Average	\$37	\$41	11%	\$49	\$41	-16%
Mean Average	\$94	\$100	6%	\$104	\$109	5%
Weighted Average	\$106	\$110	4%	\$114	\$122	7%
High Average	195	\$192	-2%	\$209	\$205	-2%
<b>GROSS RECEIPTS TAX PAID</b>	\$14,184,379	\$13,950,001	-2%	\$1,168,234	\$1,346,131	15%
<b>ROOM OCCUPANCY TAX PAID</b>	\$20,348,150	\$20,616,155	1%	\$1,691,972	\$1,979,028	17%
<b>PAX ARRIVAL COUNT - JGTA</b>	875,234	863,238	-1%	75,562	73,445	-3%
<b>PAX ARRIVAL COUNT - KOREA</b>	117,026	122,747	5%	9,984	9,904	-1%
<b>PAX ARRIVAL COUNT - TAIWAN</b>	16,729	21,819	30%	1,691	1,042	-38%
<b>GVB TOTAL ARRIVAL COUNT</b>	1,211,674	1,225,674	1%	103,278	104,083	1%

**ANALYSIS:** The month of December reflected a 7% increase in the number of room nights available for sale and 3% increase in the number of room nights sold compared to the same period last year, 2006. The Weighted Average Occupancy Rate increased 7pts. at 65%. The Weighted Average Room Rate increased 7% at \$122.00. Preliminary arrival numbers from the Guam Visitors Bureau reported a 1% increase in total arrivals, with JGTA showing -3% decrease, Korea showing a -1% decrease, and Taiwan with a -38% decrease for December 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.