



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT January 2013 (Released February 28, 2013)

Number of Hotels in GHRA	23	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,450	Capacity in Room Nights	180,296
Number of Rooms under Renovation	86	Room-Employee Ratio:	1.65 (Room to 1 Employee)
		Rev Par	2013 \$117.25
		Rev Par	2012 \$113.19

	2012 YTD	2013 YTD	YTD CHANGE	Jan-12	Jan-13	CHANGE
NUMBER OF HOTELS REPORTING				16	15	-1
Room Nights Available for Sale	193,719	180,296	-7%	193,719	180,296	-7%
Room Nights Sold	167,112	156,000	-7%	167,112	156,000	-7%
HOTEL OCCUPANCY RATES						
Low Average	58%	58%	0 pt.	58%	58%	0 pt.
Mean Average	83%	82%	(1 pt.)	83%	82%	(1 pt.)
Weighted Average	86%	87%	1 pt.	86%	87%	1 pt.
High Average	95%	96%	1 pt.	95%	96%	1 pt.
HOTEL ROOM RATES						
Low Average	\$45	\$41	-9%	\$45	\$41	-9%
Mean Average	\$118	\$122	3%	\$118	\$122	3%
Weighted Average	\$131	\$136	4%	\$131	\$136	4%
High Average	\$171	\$192	12%	\$171	\$192	12%
GROSS RECEIPTS TAX PAID	\$1,622,704	\$1,642,504	1%	\$1,622,704	\$1,642,504	1%
ROOM OCCUPANCY TAX PAID	\$2,207,845	\$2,289,277	4%	\$2,207,845	\$2,289,277	4%
PAX ARRIVAL COUNT - JGTA	80,638	78,841	-2%	80,638	78,841	-2%
PAX ARRIVAL COUNT - KOREA	16,507	22,963	39%	16,507	22,963	39%
PAX ARRIVAL COUNT - TAIWAN	7,015	3,362	-52%	7,015	3,362	-52%
PAX ARRIVAL COUNT - CHINA, P.R.C	2,519	545	-78%	2,519	545	-78%
PAX ARRIVAL COUNT - RUSSIA	201	1,074	434%	201	1,074	434%
GVB TOTAL ARRIVAL COUNT	116,588	116,559	0%	116,588	116,559	0%

ANALYSIS: The month of January reflected a -7% decrease in the number of room nights available for sale and also decreased 7% in the number of room nights sold compared to the same period last year, 2012. The Weighted Average Occupancy Rate increased 1 point to 87%. The Weighted Average Room Rate increased 4% at \$136. Preliminary arrival numbers from the Guam Visitors Bureau showed a 0% increase in total arrivals for the month of January. JGTA reflected a decrease of -2% while the Korea market increased by 39% and the Taiwan market reflects a decrease of -52% increase compared to 2012. The mainland China market reflects a decrease of -78% and the Russia market reflects a 434% increase for the month of January 2013 as compared to the same period 2012.

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.

Room Employee Ratio = (Hotel Rooms/Total Number of Employees from Reporting Hotels).

* As of release date, eight hotels have not reported information to the Guam Hotel & Restaurant Association.