



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT February 2008 (Released April 8, 2008)

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,386	Capacity in Room Nights	208,432
Number of Rooms under Renovation	58	Employee-Room Ratio:	0.66 (Employee to 1 Room)
		Rev Par	2008
			\$90.19
		Rev Par	2007
			\$86.22

	2007 YTD	2008 YTD	YTD CHANGE	Feb-07	Feb-08	CHANGE
NUMBER OF HOTELS REPORTING				25	21	-4
Room Nights Available for Sale	401,054	436,084	9%	190,316	206,808	9%
Room Nights Sold	310,913	333,282	7%	155,083	166,641	7%
HOTEL OCCUPANCY RATES						
Low Average	21%	19%	(2pts.)	20%	19%	(1pt.)
Mean Average	75%	73%	(2pts.)	80%	75%	(5pts.)
Weighted Average	78%	77%	(1pt.)	82%	81%	(1pt.)
High Average	99%	95%	(4pts.)	104%	101%	(3pts.)
HOTEL ROOM RATES						
Low Average	\$46	\$40	-13%	\$46	\$39	-15%
Mean Average	\$103	\$108	5%	\$103	\$104	1%
Weighted Average	\$114	\$116	2%	\$114	\$112	-2%
High Average	\$197	\$196	-1%	\$197	\$184	-7%
GROSS RECEIPTS TAX PAID	\$2,593,884	\$2,795,612	8%	\$1,244,834	\$1,374,112	10%
ROOM OCCUPANCY TAX PAID	\$3,704,117	\$4,187,595	13%	\$1,746,291	\$2,029,149	16%
PAX ARRIVAL COUNT - JGTA	156,518	147,484	-6%	76,632	71,318	-7%
PAX ARRIVAL COUNT - KOREA	24,546	24,210	-1%	10,593	12,428	17%
PAX ARRIVAL COUNT - TAIWAN	5,444	4,662	-14%	4,180	2,830	-32%
GVB TOTAL ARRIVAL COUNT	216,501	212,450	-2%	106,999	104,350	-2%

ANALYSIS: The month of February reflected a 9% increase in the number of room nights available for sale and 7% in the number of room nights sold compared to the same period last year, 2007. The Weighted Average Occupancy Rate was down 1 point at 81%. The Weighted Average Room Rate was down by -2% at \$112.00. Preliminary arrival numbers from the Guam Visitors Bureau reported -2% decrease in total arrivals, with JGTA showing -7% decrease, Korea showing a 17% increase, and Taiwan with a -32% increase for February 2008.

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, three hotel have not reported information to the Guam Hotel & Restaurant Association.