



GUAM HOTEL & RESTAURANT ASSOCIATION

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

Number of Hotels in GHRA	24	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,427	Capacity in Room Nights	162,680
Number of Rooms under Renovation	86	Room-Employee Ratio:	1.68 (Room to 1 Employee)
		Rev Par	2013 \$120.30
		Rev Par	2012 \$105.16

	2012 YTD	2013 YTD	YTD CHANGE	Feb-12	Feb-13	CHANGE
NUMBER OF HOTELS REPORTING				15	15	0
Room Nights Available for Sale	362,760	342,976	-5%	169,041	162,680	-4%
Room Nights Sold	319,711	304,480	-5%	152,599	148,480	-3%
HOTEL OCCUPANCY RATES						
Low Average	63%	63%	0 pt.	68%	67%	(1 pt.)
Mean Average	86%	86%	0 pt.	86%	89%	3 pts.
Weighted Average	88%	89%	1 pt.	90%	91%	1 pt.
High Average	98%	97%	(1 pt.)	100%	98%	(2 pts.)
HOTEL ROOM RATES						
Low Average	\$46	\$39	-15%	\$46	\$37	-20%
Mean Average	\$112	\$120	7%	\$106	\$118	11%
Weighted Average	\$124	\$134	8%	\$116	\$132	14%
High Average	\$164	\$186	13%	\$157	\$180	15%
GROSS RECEIPTS TAX PAID	\$3,018,988	\$3,150,408	4%	\$1,396,284	\$1,507,904	8%
ROOM OCCUPANCY TAX PAID	\$3,998,123	\$4,319,252	8%	\$1,790,278	\$2,029,975	13%
PAX ARRIVAL COUNT - JGTA	165,508	164,834	0%	84,870	85,993	1%
PAX ARRIVAL COUNT - KOREA	30,158	41,941	39%	13,651	18,979	39%
PAX ARRIVAL COUNT - TAIWAN	10,831	7,914	-27%	3,816	4,552	19%
PAX ARRIVAL COUNT - CHINA, P.R.C	2,859	3,341	17%	340	2,796	722%
PAX ARRIVAL COUNT - RUSSIA	336	1,570	367%	135	498	269%
GVB TOTAL ARRIVAL COUNT	228,717	238,630	4%	112,129	122,072	9%

ANALYSIS: The month of February reflected a -4% decrease in the number of room nights available for sale and also decreased -3% in the number of room nights sold compared to the same period last year, 2012. The Weighted Average Occupancy Rate increased 1 point to 91%. The Weighted Average Room Rate increased 14% at \$132. Preliminary arrival numbers from the Guam Visitors Bureau showed a 9% increase in total arrivals for the month of February. JGTA reflected an increase of 1% while the Korea market increased by 39% and the Taiwan market also reflects a 19% increase compared to 2012. The mainland China market reflects a 772% increase and the Russia market reflects a 269% increase for the month of February 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, nine hotels have not reported information to the Guam Hotel & Restaurant Association.