



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT March 2008 (Released May 1, 2008)

Number of Hotels in GHRA	26	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,383	Capacity in Room Nights	229,214
Number of Rooms under Renovation	11	Employee-Room Ratio:	0.66 (Employee to 1 Room)
		Rev Par	2008 \$74.70
		Rev Par	2007 \$78.94

	2007 YTD	2008 YTD	YTD CHANGE	Mar-07	Mar-08	CHANGE
NUMBER OF HOTELS REPORTING				21	21	0
Room Nights Available for Sale	617,868	664,957	8%	216,814	228,873	6%
Room Nights Sold	470,497	483,483	3%	159,584	150,201	-6%
HOTEL OCCUPANCY RATES						
Low Average	21%	17%	(4pts.)	18%	14%	(4pt.)
Mean Average	74%	70%	(4pts.)	72%	64%	(8pts.)
Weighted Average	77%	73%	(4pts.)	74%	66%	(8pt.)
High Average	98%	92%	(6pts.)	98%	86%	(12pts.)
HOTEL ROOM RATES						
Low Average	\$46	\$39	-15%	\$45	\$38	-16%
Mean Average	\$100	\$106	6%	\$96	\$103	7%
Weighted Average	\$112	\$115	3%	\$107	\$113	6%
High Average	\$193	\$191	-1%	\$185	\$182	-2%
GROSS RECEIPTS TAX PAID	\$3,810,946	\$4,072,165	7%	\$1,217,062	\$1,276,553	5%
ROOM OCCUPANCY TAX PAID	\$5,518,046	\$6,022,867	9%	\$1,813,929	\$1,835,272	1%
PAX ARRIVAL COUNT - JGTA	240,778	224,098	-7%	84,260	76,614	-9%
PAX ARRIVAL COUNT - KOREA	30,918	30,735	-1%	6,372	6,525	2%
PAX ARRIVAL COUNT - TAIWAN	6,367	5,817	-9%	923	1,155	25%
GVB TOTAL ARRIVAL COUNT	324,705	319,011	-2%	108,204	106,561	-2%

ANALYSIS: The month of March reflected a 6% increase in the number of room nights available for sale and -6% in the number of room nights sold compared to the same period last year, 2007. The Weighted Average Occupancy Rate was down 8 points at 66%. The Weighted Average Room Rate was up by 6% at \$113.00. Preliminary arrival numbers from the Guam Visitors Bureau reported -2% decrease in total arrivals, with JGTA showing -9% decrease, Korea showing a 2% increase, and Taiwan with a 25% increase for March 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.