### Number of Hotels in GHRA
- Number of Existing Hotel Rooms: 7,424
- Number of Rooms under Renovation: 87
- Total Number of Hotels Reporting: 17

### Summary Statistical Report March 2013 (REVISED May 8, 2013)

**Number of Hotels in GHRA**: 24

**Number of Existing Hotel Rooms**: 7,424

**Number of Rooms under Renovation**: 87

**Room-Employee Ratio**: 1.64 (Room to 1 Employee)

**Rev Par 2013**: $116.05

**Rev Par 2012**: $103.45

**GROSS RECEIPTS TAX PAID**: $4,444,485

**ROOM OCCUPANCY TAX PAID**: $6,081,186

**PAX ARRIVAL COUNT - JGTA**: 265,049

**PAX ARRIVAL COUNT - KOREA**: 40,909

**PAX ARRIVAL COUNT - TAIWAN**: 14,086

**PAX ARRIVAL COUNT - CHINA, P.R.C**: 3,279

**PAX ARRIVAL COUNT - RUSSIA**: 638

**GVB TOTAL ARRIVAL COUNT**: 355,093

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### ANALYSIS

The month of March reflected a -10% change in the number of room nights available for sale and decreased -11% in the number of room nights sold compared to the same period last year, 2012. The Weighted Average Occupancy Rate decreased -1 point to 88%. The Weighted Average Room Rate increased 14% at $133. Preliminary arrival numbers from the Guam Visitors Bureau showed a 8% increase in total arrivals for the month of March. JGTA reflected an increase of 6% while the Korea market increased by 52% and the Taiwan market reflects a decrease of -1% compared to 2012. The mainland China market reflects a 7% increase and the Russia market reflects a 152% increase for the month of March 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.*