### SUMMARY STATISTICAL REPORT March 2015 (released on April 30, 2015)

<table>
<thead>
<tr>
<th>Number of Hotels in GHRA</th>
<th>24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Existing Hotel Rooms</td>
<td>7,858</td>
</tr>
<tr>
<td>Number of Rooms under Renovation</td>
<td>99</td>
</tr>
<tr>
<td>Room-Employee Ratio:</td>
<td>1.63 (Room to 1 Employee)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Rev Par</th>
<th>2015</th>
<th>$129.19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rev Par</td>
<td>2014</td>
<td>$129.00</td>
</tr>
</tbody>
</table>

**Room Occupancy Rates**

- **Low Average**: 67% → 37% (30pts.) Mar-14: 61%, Mar-15: 33%, CHANGE: 28pts.
- **Mean Average**: 85% → 79% (6pts.) Mar-14: 84%, Mar-15: 78%, CHANGE: 6pts.
- **Weighted Average**: 88% → 81% (7pts.) Mar-14: 88%, Mar-15: 82%, CHANGE: 6pts.
- **High Average**: 95% → 95% (0pts.) Mar-14: 95%, Mar-15: 92%, CHANGE: 3pts.

**Hotel Room Rates**

- **Low Average**: $55 → $63 (15%) Mar-14: $55, Mar-15: $59, CHANGE: 7%
- **Mean Average**: $140 → $146 (4%) Mar-14: $133, Mar-15: $137, CHANGE: 3%
- **Weighted Average**: $155 → $164 (6%) Mar-14: $147, Mar-15: $158, CHANGE: 7%
- **High Average**: $200 → $216 (8%) Mar-14: $193, Mar-15: $210, CHANGE: 9%

**Gross Receipts Tax Paid**

- $4,406,018 → $5,063,031 (15%) | Mar-14: $1,505,159, Mar-15: $1,639,312, CHANGE: 9%

**Room Occupancy Tax Paid**

- $6,420,107 → $7,690,207 (20%) | Mar-14: $2,191,383, Mar-15: $2,383,326, CHANGE: 9%

**PAX Arrival Count - JGTA**

- 237,183 → 226,899 (-4%) Mar-14: 92,749, Mar-15: 87,735, CHANGE: -5%

**PAX Arrival Count - Korea**

- 73,495 → 97,956 (33%) Mar-14: 21,600, Mar-15: 27,434, CHANGE: 27%

**PAX Arrival Count - Taiwan**

- 12,024 → 10,657 (-11%) Mar-14: 3,241, Mar-15: 3,279, CHANGE: 1%

**PAX Arrival Count - China, P.R.C**

- 4,769 → 7,698 (61%) Mar-14: 628, Mar-15: 1,443, CHANGE: 130%

**PAX Arrival Count - Russia**

- 5,400 → 1,094 (-80%) Mar-14: 1,783, Mar-15: 254, CHANGE: -86%

**GVB Total Arrival Count**

- 365,361 → 376,915 (3%) Mar-14: 131,255, Mar-15: 132,334, CHANGE: 1%

**Analysis:**

The month of March reflected a 16% change in the number of room nights available for sale and an increase of 8% in the number of room nights sold compared to the same period last year, 2014. The Weighted Average Occupancy Rate is decreased at 6 points to 82%. The Weighted Average Room Rate increased 7% at $158. Preliminary arrival numbers from the Guam Visitors Bureau showed a 1% increase in total arrivals for the month of March. JGTA reflected an decrease of -5% while the Korea market increased by 27% and the Taiwan market reflects an increase of 1% compared to 2014. The mainland China market reflects a 130% increase and the Russia market reflects a negative -86% decrease for the month of March 2015 as compared to the same period 2014.

**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.*