



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT APRIL 2010 (Released May 27, 2010)

Number of Hotels in GHRA	25	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,506	Capacity in Room Nights	232,686
Number of Rooms under Renovation	87	Room-Employee Ratio:	1.54 (Room to 1 Employee)
		Rev Par 2010	\$60.17
		Rev Par 2009	\$56.85

	2009 YTD	2010 YTD	YTD CHANGE	Apr-09	Apr-10	CHANGE
NUMBER OF HOTELS REPORTING						
Room Nights Available for Sale	916,531	930,713	2%	21	20	-1
Room Nights Sold	594,389	653,770	10%	129,832	232,686	-3%
HOTEL OCCUPANCY RATES						
Low Average	10%	0%	(10 pts.)	7%	0%	(7 pts.)
Mean Average	65%	66%	1 pt.	53%	54%	1 pt.
Weighted Average	65%	70%	5 pts.	54%	57%	3 pts.
High Average	104%	91%	(13 pts.)	85%	88%	3 pts.
HOTEL ROOM RATES						
Low Average	\$50	\$43	-14%	\$46	\$41	-11%
Mean Average	\$101	\$98	-3%	\$98	\$93	-5%
Weighted Average	\$107	\$109	2%	\$105	\$105	0%
High Average	\$197	\$198	1%	\$197	\$187	-5%
GROSS RECEIPTS TAX PAID	\$4,699,565	\$5,348,383	14%	\$986,587	\$1,034,467	5%
ROOM OCCUPANCY TAX PAID	\$6,759,490	\$7,243,815	7%	\$1,463,827	\$1,435,741	-2%
PAX ARRIVAL COUNT - JGTA	297,134	313,543	6%	60,359	59,629	-1%
PAX ARRIVAL COUNT - KOREA	24,159	33,801	40%	6,029	8,059	34%
PAX ARRIVAL COUNT - TAIWAN	8,213	9,923	21%	1,701	1,301	-24%
GVB TOTAL ARRIVAL COUNT	373,399	398,648	7%	80,706	79,739	-1%

ANALYSIS: The month of April reflected -3% change in the number of room nights available for sale and a 3% increase in the number of room nights sold compared to the same period last year, 2009. The Weighted Average Occupancy Rate increased 3 points at 57%. The Weighted Average Room Rate reflected 0% change and remained at \$105. Preliminary arrival numbers from the Guam Visitors Bureau show a 1% decrease in total arrivals, with JGTA showing a -1% increase, Korea showing an increase of 34%, and Taiwan showing a decrease of 24% for the month of April 2010.

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, five hotels have not reported information to the Guam Hotel & Restaurant Association.