## Summary Statistical Report April 2012 (Released June 1, 2012)

**Number of Hotels in GHRA**: 23  
**Number of Existing Hotel Rooms**: 7,433  
**Number of Rooms under Renovation**: 92  
**Capacity in Room Nights**: 167,220  
**Room-Employee Ratio**: 1.57 (Room to 1 Employee)

### Room Numbers
- **Number of Rooms under Construction**: 0
- **Number of Existing Hotel Rooms**: 7,433
- **Number of Rooms under Renovation**: 92

### Room Vacation and Sales
- **Room Nights Available for Sale**: 799,740 (2011 YTD)  
  - **YTD Change**: -9%
  - **YTD Change**: -14%
- **Room Nights Sold**: 591,337 (2011 YTD)
  - **YTD Change**: 4%
  - **YTD Change**: 1%

### Hotel Occupancy Rates
- **Low Average**: 45% (2011)  
  - **YTD Change**: 10 pts.
  - **April**: 36%
  - **April**: 33%
- **Mean Average**: 72% (2011)
  - **YTD Change**: 9 pts.
  - **April**: 56%
  - **April**: 67%
- **Weighted Average**: 74% (2011)
  - **YTD Change**: 10 pts.
  - **April**: 59%
  - **April**: 69%
- **High Average**: 92% (2011)
  - **YTD Change**: 2 pts.
  - **April**: 81%
  - **April**: 85%

### Hotel Room Rates
- **Low Average**: $46 (2011)
  - **YTD Change**: -2%
  - **April**: $45
  - **April**: $43
- **Mean Average**: $99 (2011)
  - **YTD Change**: 9%
  - **April**: $97
  - **April**: $102
- **Weighted Average**: $110 (2011)
  - **YTD Change**: 9%
  - **April**: $111
  - **April**: $117
- **High Average**: $160 (2011)
  - **YTD Change**: 2%
  - **April**: $161
  - **April**: $161

### GROSS RECEIPTS TAX PAID
- **$4,863,517 (2011)**
  - **April**: $927,871
  - **April**: $1,100,337
  - **YTD Change**: 14%
  - **YTD Change**: 19%

### ROOM OCCUPANCY TAX PAID
- **$6,849,500 (2011)**
  - **April**: $1,315,807
  - **April**: $1,341,530
  - **YTD Change**: 8%
  - **YTD Change**: 2%

### GVB TOTAL ARRIVAL COUNT
- **399,490 (2011)**
  - **April**: 70,894
  - **April**: 87,806
  - **YTD Change**: 11%
  - **YTD Change**: 24%

### Analysis:
The month of April reflected a -14% decrease in the number of room nights available for sale and increased slightly at 1% in the number of room nights sold compared to the same period last year, 2011. The Weighted Average Occupancy Rate increased 10 points to 69%. The Weighted Average Room Rate also increased 5% at $117. Preliminary arrival numbers from the Guam Visitors Bureau showed a 24% increase in total arrivals for the month of April. JGTA reflected a 25% increase while the Korea market increased by 66% and the Taiwan market jumped to a 121% increase compared to 2011. The mainland China market reflects a 48% increase and the Russia market reflects a 770% increase for the month of April 2012 as compared to the same period 2011.

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