



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT APRIL 2012 (Released June 1, 2012)

Number of Hotels in GHRA	23	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,433	Capacity in Room Nights	167,220
Number of Rooms under Renovation	92	Room-Employee Ratio:	1.57 (Room to 1 Employee)
		Rev Par	2012
			\$80.84
		Rev Par	2011
			\$60.17

	2011 YTD	2012 YTD	YTD CHANGE	Apr-11	Apr-12	CHANGE
NUMBER OF HOTELS REPORTING				17	15	-2
Room Nights Available for Sale	799,740	730,488	-9%	195,030	167,220	-14%
Room Nights Sold	591,337	612,448	4%	114,151	115,205	1%
HOTEL OCCUPANCY RATES						
Low Average	45%	55%	10 pts.	36%	33%	(3 pts.)
Mean Average	72%	81%	9 pts.	56%	67%	11 pts.
Weighted Average	74%	84%	10 pts.	59%	69%	10 pts.
High Average	92%	94%	2 pts.	81%	85%	4 pts.
HOTEL ROOM RATES						
Low Average	\$46	\$45	-2%	\$45	\$43	-4%
Mean Average	\$99	\$108	9%	\$97	\$102	5%
Weighted Average	\$110	\$120	9%	\$111	\$117	5%
High Average	\$160	\$163	2%	\$161	\$161	0%
GROSS RECEIPTS TAX PAID	\$4,863,517	\$5,544,822	14%	\$927,871	\$1,100,337	19%
ROOM OCCUPANCY TAX PAID	\$6,849,500	\$7,422,716	8%	\$1,315,807	\$1,341,530	2%
PAX ARRIVAL COUNT - JGTA	296,750	326,126	10%	48,702	61,077	25%
PAX ARRIVAL COUNT - KOREA	42,594	52,389	23%	6,898	11,480	66%
PAX ARRIVAL COUNT - TAIWAN	10,631	18,049	70%	1,796	3,963	121%
PAX ARRIVAL COUNT - CHINA, P.R.C	2,874	3,788	32%	342	509	49%
PAX ARRIVAL COUNT - RUSSIA	211	925	338%	33	287	770%
GVB TOTAL ARRIVAL COUNT	399,490	442,899	11%	70,894	87,806	24%

ANALYSIS: The month of April reflected -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.