



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT April 2013 (Released May 31, 2013)

Number of Hotels in GHRA	24	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,423	Capacity in Room Nights	169,170
Number of Rooms under Renovation	86	Room-Employee Ratio:	1.67 (Room to 1 Employee)
		Rev Par	2013 \$88.53
		Rev Par	2012 \$80.84

	2012 YTD	2013 YTD	YTD CHANGE	Apr-12	Apr-13	CHANGE
NUMBER OF HOTELS REPORTING				15	13	-2
Room Nights Available for Sale	730,488	692,411	-5%	167,220	169,170	1%
Room Nights Sold	612,448	578,543	-6%	115,205	116,234	1%
HOTEL OCCUPANCY RATES						
Low Average	55%	58%	3 pts.	33%	46%	13 pts.
Mean Average	81%	81%	0pt.	67%	67%	0 pt.
Weighted Average	84%	84%	0 pt.	69%	69%	0 pt.
High Average	94%	93%	(1 pt.)	85%	83%	(2 pts.)
HOTEL ROOM RATES						
Low Average	\$45	\$48	7%	\$43	\$66	53%
Mean Average	\$108	\$121	12%	\$102	\$124	22%
Weighted Average	\$120	\$133	11%	\$117	\$129	10%
High Average	\$163	\$181	11%	\$161	\$174	8%
GROSS RECEIPTS TAX PAID	\$5,544,822	\$5,886,055	6%	\$1,100,337	\$1,183,773	8%
ROOM OCCUPANCY TAX PAID	\$7,422,716	\$8,009,403	8%	\$1,341,530	\$1,559,608	16%
PAX ARRIVAL COUNT - JGTA	326,126	329,749	1%	61,077	59,635	-2%
PAX ARRIVAL COUNT - KOREA	52,389	73,522	40%	11,480	15,254	33%
PAX ARRIVAL COUNT - TAIWAN	18,049	14,157	-22%	3,963	3,031	-24%
PAX ARRIVAL COUNT - CHINA, P.R.C	3,788	4,388	16%	509	599	18%
PAX ARRIVAL COUNT - RUSSIA	925	2,846	208%	287	515	79%
GVB TOTAL ARRIVAL COUNT	442,899	466,855	5%	87,806	91,497	4%

ANALYSIS: The month of April reflected a 1% change in the number of room nights available for sale and increased 1% in the number of room nights sold compared to the same period last year, 2012. The Weighted Average Occupancy Rate reflects a 0 point change of 69%. The Weighted Average Room Rate increased 10% at \$129. Preliminary arrival numbers from the Guam Visitors Bureau showed a 4% increase in total arrivals for the month of April. JGTA reflected a decrease of -2% while the Korea market increased by 33% and the Taiwan market reflects a decrease of -24% compared to 2012. The mainland China market reflects a 18% increase and the Russia market reflects a 79% increase for the month of April 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, ten hotels have not reported information to the Guam Hotel & Restaurant Association.