



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT MAY 2007 (Released June 28, 2007)

Number of Hotels in GHRA	26 *	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,250	Capacity in Room Nights	230,919
Number of Rooms under Renovation	199	Employee-Room Ratio:	0.66 (Employee to 1 Room)
		Rev Par	\$61.81

	2006 YTD	2007 YTD	YTD CHANGE	May-06	May-07	CHANGE
NUMBER OF HOTELS REPORTING				23	21	-2
Room Nights Available for Sale	1,261,452	1,060,118	-16%	260,245	224,750	-14%
Room Nights Sold	802,658	724,969	-10%	144,827	125,814	-13%
HOTEL OCCUPANCY RATES						
Low Average	17%	16%	(1pt.)	22%	7%	(15pts.)
Mean Average	63%	65%	2pts.	56%	51%	(5pts.)
Weighted Average	64%	69%	5pts.	56%	56%	0pts.
High Average	90%	89%	(1pt.)	82%	72%	(10pts.)
HOTEL ROOM RATES						
Low Average	\$34	\$42	24%	\$38	\$36	-5%
Mean Average	\$94	\$100	6%	\$95	\$101	6%
Weighted Average	\$105	\$111	6%	\$107	\$110	3%
High Average	\$202	\$193	12%	\$214	\$200	-7%
GROSS RECEIPTS TAX PAID	\$5,943,335	\$5,816,475	-2%	\$1,127,007	\$989,075	-12%
ROOM OCCUPANCY TAX PAID	\$9,210,947	\$8,548,814	-7%	\$1,640,549	\$1,494,238	-9%
PAX ARRIVAL COUNT - JGTA	379,753	362,200	-5%	65,625	60,702	-8%
PAX ARRIVAL COUNT - KOREA	48,440	47,444	-2%	9,726	9,011	-7%
PAX ARRIVAL COUNT - TAIWAN	7,468	8,860	19%	1,176	1,167	-1%
GVB TOTAL ARRIVAL COUNT	520,036	501,483	-4%	92,459	86,393	-7%

ANALYSIS: The month of May reflected a -14% decrease in the number of room nights available for sale and -13% in the number of room nights sold compared to the same period last year, 2006. The Weighted Average Occupancy Rate remained at 56%. The Weighted Average Room Rate increased at 3% at \$110.00. Preliminary arrival numbers from the Guam Visitors Bureau reported a -7% decrease in total arrivals, with JGTA showing -8% decrease, Korea showing a -7% decrease, and Taiwan with a -1% decrease for May 2007.

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.

Employee Room Ratio = (Total Hotel Rooms/Number of Employees from Reporting Hotels).

* As of release date, six hotel have not reported information to the Guam Hotel & Restaurant Association.