



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT MAY 2011 (Released June 29, 2011)

Number of Hotels in GHRA	23	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,474	Capacity in Room Nights	194,940
Number of Rooms under Renovation	85	Room-Employee Ratio:	1.56 (Room to 1 Employee)
		Rev Par	2011 \$67.75
		Rev Par	2010 \$71.49

	2010 YTD	2011 YTD	YTD CHANGE	May-10	May-11	CHANGE
NUMBER OF HOTELS REPORTING				19	17	-2
Room Nights Available for Sale	1,159,617	994,680	-14%	228,904	194,940	-15%
Room Nights Sold	799,215	705,072	-12%	145,445	113,735	-22%
HOTEL OCCUPANCY RATES						
Low Average	8%	40%	32 pts.	40%	21%	(19 pts.)
Mean Average	65%	69%	4 pts.	62%	57%	(5 pts.)
Weighted Average	69%	71%	2 pts.	64%	58%	(6 pts.)
High Average	91%	90%	(1 pt.)	93%	81%	(12 pts.)
HOTEL ROOM RATES						
Low Average	\$43	\$45	5%	\$46	\$42	-9%
Mean Average	\$98	\$100	2%	\$100	\$103	3%
Weighted Average	\$109	\$111	2%	\$113	\$116	3%
High Average	\$201	\$162	-19%	\$211	\$169	-20%
GROSS RECEIPTS TAX PAID	\$6,578,770	\$5,796,861	-12%	\$1,230,387	\$933,344	-24%
ROOM OCCUPANCY TAX PAID	\$8,948,614	\$8,136,612	-9%	\$1,704,799	\$1,287,112	-25%
PAX ARRIVAL COUNT - JGTA	375,492	342,005	-9%	61,875	45,255	-27%
PAX ARRIVAL COUNT - KOREA	46,500	53,373	15%	12,699	10,779	-15%
PAX ARRIVAL COUNT - TAIWAN	11,936	13,383	12%	2,013	2,752	37%
GVB TOTAL ARRIVAL COUNT	493,528	469,919	-5%	87,897	70,429	-20%

ANALYSIS: The month of May reflected -15% decrease in the number of room nights available for sale and decreased 22% in the number of room nights sold compared to the same period last year, 2010. The Weighted Average Occupancy Rate decreased 6 points to 58%. The Weighted Average Room Rate reflected a 3% increase at \$116. Preliminary arrival numbers from the Guam Visitors Bureau show a 20% decrease in total arrivals for the month of May. JGTA reflected 27% decrease while the Korea also dropped 15% compared to 2010 and Taiwan shows a 37% increase for the month of May 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, six hotels have not reported information to the Guam Hotel & Restaurant Association.