



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT MAY 2012 (Released July 9, 2012)

Number of Hotels in GHRA	23	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,438	Capacity in Room Nights	196,478
Number of Rooms under Renovation	86	Room-Employee Ratio:	1.56 (Room to 1 Employee)
		Rev Par	2012 \$74.43
		Rev Par	2011 \$67.75

	2011 YTD	2012 YTD	YTD CHANGE	May-11	May-12	CHANGE
NUMBER OF HOTELS REPORTING				17	16	-1
Room Nights Available for Sale	994,680	927,236	-7%	194,940	196,478	1%
Room Nights Sold	705,072	732,873	4%	113,735	120,425	6%
HOTEL OCCUPANCY RATES						
Low Average	40%	48%	9 pts.	21%	23%	2 pts.
Mean Average	69%	77%	8 pts.	57%	60%	3 pts.
Weighted Average	71%	79%	8 pts.	58%	61%	3 pts.
High Average	90%	91%	1 pts.	81%	76%	(5 pts.)
HOTEL ROOM RATES						
Low Average	\$45	\$45	0%	\$42	\$44	5%
Mean Average	\$100	\$109	9%	\$103	\$112	9%
Weighted Average	\$111	\$120	8%	\$116	\$121	4%
High Average	\$162	\$164	1%	\$169	\$166	-2%
GROSS RECEIPTS TAX PAID	\$5,796,861	\$6,673,576	15%	\$933,344	\$1,128,754	21%
ROOM OCCUPANCY TAX PAID	\$8,136,612	\$8,912,728	10%	\$1,287,112	\$1,490,012	16%
PAX ARRIVAL COUNT - JGTA	342,009	381,583	12%	45,259	55,457	23%
PAX ARRIVAL COUNT - KOREA	53,373	64,002	20%	10,779	11,613	8%
PAX ARRIVAL COUNT - TAIWAN	13,383	21,245	59%	2,752	3,196	16%
PAX ARRIVAL COUNT - CHINA, P.R.C	3,232	4,241	31%	358	453	27%
PAX ARRIVAL COUNT - RUSSIA	264	1,207	357%	53	282	432%
GVB TOTAL ARRIVAL COUNT	469,961	525,596	12%	70,471	82,697	17%

ANALYSIS: The month of May reflected 6% increase 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 3 points to 61%. The Weighted Average Room Rate also increased 4% at \$121. Preliminary arrival numbers from the Guam Visitors Bureau showed a 17% increase in total arrivals for the month of May. JGTA reflected a 23% increase while the Korea market increased by 8% and the Taiwan market reflects a 16% increase compared to 2011. The mainland China market reflects a 27% increase and the Russia market reflects a 432% increase for the month of May 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, seven hotels have not reported information to the Guam Hotel & Restaurant Association.