



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT May 2013 (Released June 28, 2013)

Number of Hotels in GHRA	24	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,425	Capacity in Room Nights	161,541
Number of Rooms under Renovation	84	Room-Employee Ratio:	1.78 (Room to 1 Employee)
		Rev Par	2013 \$77.21
		Rev Par	2012 \$74.53

	2012 YTD	2013 YTD	YTD CHANGE	May-12	May-13	CHANGE
NUMBER OF HOTELS REPORTING				16	13	-3
Room Nights Available for Sale	927,236	872,645	-6%	196,478	180,234	-8%
Room Nights Sold	732,873	684,351	-7%	120,425	105,808	-12%
HOTEL OCCUPANCY RATES						
Low Average	48%	51%	3 pts.	23%	23%	0 pt.
Mean Average	77%	77%	0pt.	60%	62%	2 pts.
Weighted Average	79%	79%	0 pt.	61%	59%	(2 pts.)
High Average	91%	90%	(1 pt.)	76%	77%	1 pt.
HOTEL ROOM RATES						
Low Average	\$45	\$53	18%	\$44	\$75	70%
Mean Average	\$109	\$122	12%	\$112	\$124	11%
Weighted Average	\$120	\$132	10%	\$121	\$132	9%
High Average	\$164	\$180	10%	\$166	\$177	7%
GROSS RECEIPTS TAX PAID	\$6,673,576	\$6,959,638	4%	\$1,128,754	\$1,073,583	-5%
ROOM OCCUPANCY TAX PAID	\$8,912,728	\$9,445,297	6%	\$1,490,012	\$1,435,897	-4%
PAX ARRIVAL COUNT - JGTA	381,583	382,857	0%	55,457	53,108	-4%
PAX ARRIVAL COUNT - KOREA	64,002	92,035	44%	11,613	18,513	59%
PAX ARRIVAL COUNT - TAIWAN	21,245	17,600	-17%	3,196	3,443	8%
PAX ARRIVAL COUNT - CHINA, P.R.C	4,241	5,067	19%	453	679	50%
PAX ARRIVAL COUNT - RUSSIA	1,207	3,283	172%	282	437	55%
GVB TOTAL ARRIVAL COUNT	525,596	552,979	5%	82,697	86,124	4%

ANALYSIS: The month of May reflected a -8% change in the number of room nights available for sale and decreased -12% in the number of room nights sold compared to the same period last year, 2012. The Weighted Average Occupancy Rate decreased 2 points to reflect 59%. The Weighted Average Room Rate increased 9% at \$132. Preliminary arrival numbers from the Guam Visitors Bureau showed a 4% increase in total arrivals for the month of May. JGTA reflected a decrease of -4% while the Korea market increased by 59% and the Taiwan market reflects an increase of 8% compared to 2012. The mainland China market reflects a 50% increase and the Russia market reflects a 55% increase for the month of May 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, eleven hotels have not reported information to the Guam Hotel & Restaurant Association.