



**GUAM HOTEL & RESTAURANT ASSOCIATION**

**SUMMARY STATISTICAL REPORT May 2014 (Released July 3, 2014)**

<b>Number of Hotels in GHRA</b>	23	<b>Number of Rooms under Construction</b>	0
<b>Number of Existing Hotel Rooms</b>	7,430	<b>Capacity in Room Nights</b>	193,719
<b>Number of Rooms under Renovation</b>	200	<b>Room-Employee Ratio:</b>	1.58 (Room to 1 Employee)
		<b>Rev Par</b>	<b>2014</b> \$92.95
		<b>Rev Par</b>	<b>2013</b> \$77.21

	2013 YTD	2014 YTD	YTD CHANGE	May-13	May-14	CHANGE
<b>NUMBER OF HOTELS REPORTING</b>				13	15	2
Room Nights Available for Sale	872,645	818,160	<b>-6%</b>	180,234	193,719	<b>7%</b>
Room Nights Sold	684,351	654,649	<b>-4%</b>	105,808	129,862	<b>23%</b>
<b>HOTEL OCCUPANCY RATES</b>						
Low Average	51%	52%	<b>1pt</b>	23%	28%	<b>5pts</b>
Mean Average	77%	78%	<b>1pt</b>	62%	66%	<b>4pts</b>
Weighted Average	79%	81%	<b>2pts</b>	59%	67%	<b>8pts</b>
High Average	90%	92%	<b>2pts</b>	77%	86%	<b>9pts</b>
<b>HOTEL ROOM RATES</b>						
Low Average	\$53	\$54	<b>2%</b>	\$75	\$47	<b>-37%</b>
Mean Average	\$122	\$132	<b>8%</b>	\$124	\$126	<b>2%</b>
Weighted Average	\$132	\$148	<b>12%</b>	\$132	\$139	<b>5%</b>
High Average	\$180	\$197	<b>9%</b>	\$177	\$198	<b>12%</b>
<b>GROSS RECEIPTS TAX PAID</b>	\$6,959,639	\$7,576,535	<b>9%</b>	\$1,073,583	\$1,984,112	<b>85%</b>
<b>ROOM OCCUPANCY TAX PAID</b>	\$9,445,297	\$9,947,848	<b>5%</b>	\$1,435,897	\$1,835,340	<b>28%</b>
<b>PAX ARRIVAL COUNT - JGTA</b>	382,857	342,150	<b>-11%</b>	53,108	48,654	<b>-8%</b>
<b>PAX ARRIVAL COUNT - KOREA</b>	92,035	120,775	<b>31%</b>	18,513	23,640	<b>28%</b>
<b>PAX ARRIVAL COUNT - TAIWAN</b>	17,600	19,198	<b>9%</b>	3,443	3,996	<b>16%</b>
<b>PAX ARRIVAL COUNT - CHINA, P.R.C</b>	5,067	6,250	<b>23%</b>	679	775	<b>14%</b>
<b>PAX ARRIVAL COUNT - RUSSIA</b>	3,283	9,220	<b>181%</b>	437	2,091	<b>378%</b>
<b>GVB TOTAL ARRIVAL COUNT</b>	553,027	554,726	<b>0%</b>	86,170	90,543	<b>5%</b>

**ANALYSIS:** The month of May reflected a slight increase of 7% change in the number of room nights available for sale and the number of room nights sold increased as well with a 23% compared to the same period last year, 2013. The Weighted Average Occupancy Rate is up 8 points to reflect 67%. The Weighted Average Room Rate increased a bit 5% at \$139. Preliminary arrival numbers from the Guam Visitors Bureau showed a 5% increase in total arrivals for the month of May. JGTA reflected a decrease of -8% while the Korea market increased by 28% and the Taiwan market reflects an increase of 16% compared to 2013. The mainland China market slightly increased at 14% while the Russia market continues to boom with a 378% increase for the month of May 2014 as compared to the same period 2013.

**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, eight hotels have not reported information to the Guam Hotel & Restaurant Association.