



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT May 2015 (Released July 6, 2015)

Number of Hotels in GHRA	24	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,863	Capacity in Room Nights	186,465
Number of Rooms under Renovation	92	Room-Employee Ratio:	1.77 (Room to 1 Employee)
		Rev Par	2015 \$ 100.55
		Rev Par	2014 \$ 92.95

	2014 YTD	2015 YTD	YTD CHANGE	May-14	May-15	CHANGE
NUMBER OF HOTELS REPORTING				15	15	0
Room Nights Available for Sale	872,645	949,355	9%	193,719	186,465	-4%
Room Nights Sold	684,351	708,475	4%	129,862	123,636	-5%
HOTEL OCCUPANCY RATES						
Low Average	51%	36%	(15pts.)	28%	37%	9 pts.
Mean Average	77%	73%	(5pts.)	66%	64%	(2pts.)
Weighted Average	79%	75%	(2pts.)	67%	66%	(1pt.)
High Average	90%	92%	2pts	86%	89%	3 pts.
HOTEL ROOM RATES						
Low Average	\$53	\$58	9%	\$47	\$67	43%
Mean Average	\$122	\$142	16%	\$126	\$134	6%
Weighted Average	\$132	\$159	20%	\$139	\$152	9%
High Average	\$180	\$209	16%	\$198	\$206	4%
GROSS RECEIPTS TAX PAID	\$7,576,535	\$7,686,027	1%	\$1,984,112	\$1,313,338	-34%
ROOM OCCUPANCY TAX PAID	\$9,947,848	\$11,578,835	16%	\$1,835,340	\$1,888,768	3%
PAX ARRIVAL COUNT - JGTA	342,150	328,562	-4%	48,654	49,270	1%
PAX ARRIVAL COUNT - KOREA	120,775	156,241	29%	23,640	29,904	26%
PAX ARRIVAL COUNT - TAIWAN	19,198	16,954	-12%	3,996	3,338	-16%
PAX ARRIVAL COUNT - CHINA, P.R.C	6,250	9,906	58%	775	1,092	41%
PAX ARRIVAL COUNT - RUSSIA	9,220	1,487	-84%	2,091	175	-92%
GVB TOTAL ARRIVAL COUNT	554,726	570,029	3%	90,651	96,873	7%

ANALYSIS: The month of May reflected a slight decrease of -4% change in the number of room nights available for sale and the number of room nights sold decreased as well with a -5% compared to the same period last year, 2014. The Weighted Average Occupancy Rate is down 1 point to reflect 66%. The Weighted Average Room Rate increased a bit 9% at \$152. Preliminary arrival numbers from the Guam Visitors Bureau showed a 7% increase in total arrivals for the month of May. JGTA reflected a increase of 1% while the Korea market increased by 26% and the Taiwan market reflects an decrease of -16% compared to 2014. The mainland China market booming at 41% while the Russia market continuously decreasing with -92% for the month of May 2015 as compared to the same period 2014.

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.