



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT JUNE 2012 (Released August 9, 2012)

Number of Hotels in GHRA	23	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,374	Capacity in Room Nights	181,164
Number of Rooms under Renovation	146	Room-Employee Ratio:	1.71 (Room to 1 Employee)
		Rev Par	2012 \$77.78
		Rev Par	2011 \$58.21

	2011 YTD	2012 YTD	YTD CHANGE	Jun-11	Jun-12	CHANGE
NUMBER OF HOTELS REPORTING				15	15	0
Room Nights Available for Sale	1,170,540	1,108,400	-5%	175,860	181,164	3%
Room Nights Sold	803,350	862,678	7%	98,278	129,805	32%
HOTEL OCCUPANCY RATES						
Low Average	38%	48%	10 pts.	27%	43%	16 pts.
Mean Average	66%	75%	9 pts.	54%	68%	14 pts.
Weighted Average	69%	78%	9 pts.	56%	72%	16 pts.
High Average	88%	91%	3 pts.	77%	90%	13 pts.
HOTEL ROOM RATES						
Low Average	\$45	\$45	0%	\$45	\$49	9%
Mean Average	\$99	\$107	8%	\$96	\$99	3%
Weighted Average	\$110	\$119	8%	\$104	\$109	5%
High Average	\$158	\$162	3%	\$138	\$151	9%
GROSS RECEIPTS TAX PAID	\$6,638,760	\$7,823,956	18%	\$841,899	\$1,150,380	37%
ROOM OCCUPANCY TAX PAID	\$9,168,780	\$10,366,885	13%	\$1,032,168	\$1,454,157	41%
PAX ARRIVAL COUNT - JGTA	389,820	445,601	14%	47,811	64,018	34%
PAX ARRIVAL COUNT - KOREA	66,111	79,120	20%	12,738	15,118	19%
PAX ARRIVAL COUNT - TAIWAN	17,925	25,246	41%	4,542	4,001	-12%
PAX ARRIVAL COUNT - CHINA, P.R.C	3,506	4,661	33%	274	420	53%
PAX ARRIVAL COUNT - RUSSIA	311	1,581	408%	47	374	696%
GVB TOTAL ARRIVAL COUNT	545,654	620,544	14%	75,693	94,948	25%

ANALYSIS: The month of June reflected 3% increase in the number of room nights available for sale and increased 32% in the number of room nights sold compared to the same period last year, 2011. The Weighted Average Occupancy Rate increased 16 points to 72%. The Weighted Average Room Rate also increased 5% at \$109. Preliminary arrival numbers from the Guam Visitors Bureau showed a 25% increase in total arrivals for the month of June. JGTA reflected a 34% increase while the Korea market increased by 19% and the Taiwan market reflects a -12% decrease compared to 2011. The mainland China market reflects a 53% increase and the Russia market reflects a 696% increase for the month of June 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, eight hotels have not reported information to the Guam Hotel & Restaurant Association.