



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT JUNE 2013 (Released August 5, 2013)

Number of Hotels in GHRA	24	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,423	Capacity in Room Nights	174,360
Number of Rooms under Renovation	125	Room-Employee Ratio:	1.76(Room to 1 Employee)
		Rev Par	2013 \$80.49
		Rev Par	2012 \$77.78

	2012 YTD	2013 YTD	YTD CHANGE	Jun-12	Jun-13	CHANGE
NUMBER OF HOTELS REPORTING				15	14	-1
Room Nights Available for Sale	1,108,400	1,047,005	-6%	181,164	174,360	-4%
Room Nights Sold	862,678	801,048	-7%	129,805	116,697	-10%
HOTEL OCCUPANCY RATES						
Low Average	48%	49%	1 pt.	43%	38%	(5 pts.)
Mean Average	75%	76%	1 pt.	68%	69%	1 pt.
Weighted Average	78%	77%	(1 pt.)	72%	67%	(5 pts.)
High Average	91%	89%	(2 pts.)	90%	85%	5 pts.
HOTEL ROOM RATES						
Low Average	\$45	\$54	20%	\$49	\$57	16%
Mean Average	\$107	\$120	12%	\$99	\$111	12%
Weighted Average	\$119	\$130	9%	\$109	\$120	10%
High Average	\$162	\$181	12%	\$151	\$162	7%
GROSS RECEIPTS TAX PAID	\$7,823,956	\$8,077,000	3%	\$1,150,380	\$1,117,362	-3%
ROOM OCCUPANCY TAX PAID	\$10,366,885	\$10,872,496	5%	\$1,454,157	\$1,427,199	-2%
PAX ARRIVAL COUNT - JGTA	445,601	444,934	0%	64,018	62,077	-3%
PAX ARRIVAL COUNT - KOREA	79,120	112,419	42%	15,118	20,384	35%
PAX ARRIVAL COUNT - TAIWAN	25,246	22,678	-10%	4,001	5,078	27%
PAX ARRIVAL COUNT - CHINA, P.R.C	4,661	5,781	24%	420	714	70%
PAX ARRIVAL COUNT - RUSSIA	1,581	3,769	138%	374	486	30%
GVB TOTAL ARRIVAL COUNT	620,544	652,177	5%	94,948	99,150	4%

ANALYSIS: The month of June reflected a -4% change in the number of room nights available for sale and decreased -10% in the number of room nights sold compared to the same period last year, 2012. The Weighted Average Occupancy Rate decreased 5 points to reflect 67%. The Weighted Average Room Rate increased 10% at \$120. Preliminary arrival numbers from the Guam Visitors Bureau showed a 4% increase in total arrivals for the month of June. JGTA reflected a decrease of -3% while the Korea market increased by 35% and the Taiwan market reflects an increase of 27% compared to 2012. The mainland China market reflects a 70% increase and the Russia market reflects a 30% increase for the month of June 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, ten hotels have not reported information to the Guam Hotel & Restaurant Association.