



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT JUNE 2014 (Released August 5, 2014)

Number of Hotels in GHRA	24	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,353	Capacity in Room Nights	170,850
Number of Rooms under Renovation	206	Room-Employee Ratio:	1.69(Room to 1 Employee)
		Rev Par	2014
			\$101.58
		Rev Par	2013
			\$80.49

	2013 YTD	2014 YTD	YTD CHANGE	Jun-13	Jun-14	CHANGE
NUMBER OF HOTELS REPORTING				14	16	2
Room Nights Available for Sale	1,047,005	989,010	-6%	174,360	170,850	-2%
Room Nights Sold	801,048	786,514	-2%	116,697	131,865	13%
HOTEL OCCUPANCY RATES						
Low Average	49%	47%	(2 pts.)	38%	23%	(15 pts.)
Mean Average	76%	77%	1 pt.	69%	72%	3 pts.
Weighted Average	77%	80%	3 pts.	67%	77%	10 pts.
High Average	89%	93%	4 pts.	85%	94%	9 pts.
HOTEL ROOM RATES						
Low Average	\$54	\$55	2%	\$57	\$59	4%
Mean Average	\$120	\$129	8%	\$111	\$112	1%
Weighted Average	\$130	\$145	12%	\$120	\$132	10%
High Average	\$181	\$195	8%	\$162	\$183	13%
GROSS RECEIPTS TAX PAID	\$8,077,000	\$8,826,793	9%	\$1,117,362	\$1,260,258	13%
ROOM OCCUPANCY TAX PAID	\$10,872,496	\$11,656,387	7%	\$1,427,199	\$1,708,539	20%
PAX ARRIVAL COUNT - JGTA	444,934	399,375	-10%	62,077	57,225	-8%
PAX ARRIVAL COUNT - KOREA	112,419	148,033	32%	20,384	27,258	34%
PAX ARRIVAL COUNT - TAIWAN	22,678	23,901	5%	5,078	4,703	-7%
PAX ARRIVAL COUNT - CHINA, P.R.C	5,781	7,070	22%	714	820	15%
PAX ARRIVAL COUNT - RUSSIA	3,769	11,298	200%	486	2,078	328%
GVB TOTAL ARRIVAL COUNT	652,177	657,635	1%	99,150	102,801	4%

ANALYSIS: The month of June reflected a -2% change in the number of room nights available for sale and increased 13% in the number of room nights sold compared to the same period last year, 2013. The Weighted Average Occupancy Rate increased 10 points. The Weighted Average Room Rate increased 10% at \$132.00. 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 -8% while the Korea market increased by 34% and the Taiwan market reflects an decrease of -7% compared to 2013. The mainland China market reflects a 15% increase and the Russia market reflects a 328% increase for the month of June 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, ten hotels have not reported information to the Guam Hotel & Restaurant Association.