



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT JUNE 2015 (Released July 30, 2015)

Number of Hotels in GHRA	24	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,780	Capacity in Room Nights	196,410
Number of Rooms under Renovation	215	Room-Employee Ratio:	1.38(Room to 1 Employee)
		Rev Par	2015 \$99.18
		Rev Par	2014 \$101.58

	2014 YTD	2015 YTD	YTD CHANGE	Jun-14	Jun-15	CHANGE
NUMBER OF HOTELS REPORTING				16	17	1
Room Nights Available for Sale	989,010	1,145,765	16%	170,850	196,410	15%
Room Nights Sold	786,514	857,300	9%	131,865	148,410	13%
HOTEL OCCUPANCY RATES						
Low Average	47%	34%	(13 pts.)	23%	22%	(1 pt.)
Mean Average	77%	72%	(5 pts.)	72%	67%	(5 pts.)
Weighted Average	80%	75%	(5 pts.)	77%	76%	(1 pt.)
High Average	93%	90%	(3 pts.)	94%	82%	(12 pts.)
HOTEL ROOM RATES						
Low Average	\$55	\$57	4%	\$59	\$52	-12%
Mean Average	\$129	\$139	8%	\$112	\$123	10%
Weighted Average	\$145	\$154	6%	\$132	\$131	-1%
High Average	\$195	\$207	6%	\$183	\$196	7%
GROSS RECEIPTS TAX PAID	\$8,826,793	\$9,029,385	2%	\$1,260,258	\$1,343,358	7%
ROOM OCCUPANCY TAX PAID	\$11,656,387	\$13,109,698	12%	\$1,708,539	\$1,530,868	-10%
PAX ARRIVAL COUNT - JGTA	399,375	382,825	-4%	57,225	54,263	-5%
PAX ARRIVAL COUNT - KOREA	148,032	187,402	27%	27,257	31,161	14%
PAX ARRIVAL COUNT - TAIWAN	23,892	20,029	-16%	4,694	3,075	-34%
PAX ARRIVAL COUNT - CHINA, P.R.C	7,070	11,008	56%	820	1,102	34%
PAX ARRIVAL COUNT - RUSSIA	11,298	1,784	-84%	2,078	297	-86%
GVB TOTAL ARRIVAL COUNT	657,628	671,076	2%	102,793	101,047	-2%

ANALYSIS: The month of June reflected a 15% 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, 2014. The Weighted Average Occupancy Rate decreased by 1 point; The Weighted Average Room Rate decreased -1% at \$131.00. Preliminary arrival numbers from the Guam Visitors Bureau showed a negative 2% decrease in total arrivals for the month of June. JGTA reflected a decrease of -5% while the Korea market increased by 14% and the Taiwan market reflects an decrease of -34% compared to 2014. The mainland China market reflects huge increase at 34% and the Russia market reflects a negative 86% decrease for the month of June 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, ten hotels have not reported information to the Guam Hotel & Restaurant Association.