



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT July 2008 (Released September 2, 2008)

Number of Hotels in GHRA	25	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,216	Capacity in Room Nights	226,300
Number of Rooms under Renovation	84	Employee-Room Ratio:	0.66 (Employee to 1 Room)
		Rev Par	2008
			\$78.30
		Rev Par	2007
			\$76.09

	2007 YTD	2008 YTD	YTD CHANGE	Jul-07	Jul-08	CHANGE
NUMBER OF HOTELS REPORTING				22	20	-2
Room Nights Available for Sale	1,514,747	1,545,853	2%	230,919	223,696	-3%
Room Nights Sold	1,023,636	1,023,322	0%	158,728	146,176	-8%
HOTEL OCCUPANCY RATES						
Low Average	14%	15%	1pt.	10%	18%	8pts.
Mean Average	64%	63%	(1pt.)	63%	61%	(2pts.)
Weighted Average	68%	66%	(2pts.)	69%	65%	(4pts.)
High Average	90%	85%	(5pts.)	104%	86%	(18pts.)
HOTEL ROOM RATES						
Low Average	\$41	\$42	2%	\$38	\$46	21%
Mean Average	\$99	\$102	3%	\$99	\$102	3%
Weighted Average	\$109	\$114	5%	\$111	\$120	8%
High Average	\$193	\$187	-3%	\$191	\$183	-4%
GROSS RECEIPTS TAX PAID	\$8,040,419	\$8,438,076	5%	\$1,192,645	\$1,165,350	-2%
ROOM OCCUPANCY TAX PAID	\$11,752,660	\$12,272,085	4%	\$1,813,576	\$1,755,861	-3%
PAX ARRIVAL COUNT - JGTA	501,206	466,757	-7%	73,290	66,060	-10%
PAX ARRIVAL COUNT - KOREA	71,557	69,597	-3%	14,991	11,166	-26%
PAX ARRIVAL COUNT - TAIWAN	14,963	13,887	-7%	3,756	3,422	-9%
GVB TOTAL ARRIVAL COUNT	712,070	699,103	-2%	111,310	106,833	-4%

ANALYSIS: The month of July reflected a decrease of -3% in the number of room nights available for sale and -8% decrease in the number of room nights sold compared to the same period last year, 2007. The Weighted Average Occupancy Rate decreased 4 points at 65%. The Weighted Average Room Rate increased by 8% at \$120.00. Preliminary arrival numbers from the Guam Visitors Bureau reported -4% decrease in total arrivals, with JGTA showing -10% decrease, Korea showing a -26% decrease, and Taiwan with a -9% decrease for July 2008.

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.

Employee Room Ratio = (Total Hotel Rooms/Number of Employees from Reporting Hotels).

* As of release date, three hotel have not reported information to the Guam Hotel & Restaurant Association.