### Summary Statistical Report July 2012 (Released August 31, 2012)

**Guam Hotel & Restaurant Association**

#### Number of Hotels in GHRA
- 23

#### Number of Existing Hotel Rooms
- 7,538

#### Capacity in Room Nights
- 170,717

#### Number of Rooms under Construction
- 0

#### Number of Rooms under Renovation
- 146

#### Room-Employee Ratio
- 1.77 (Room to 1 Employee)

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- **2012**: $98.12
- **2011**: $90.01

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

#### ANALYSIS:
The month of July reflected -12% decrease in the number of room nights available for sale and decreased -7% in the number of room nights sold compared to the same period last year, 2011. The Weighted Average Occupancy Rate increased 5 points to 79%. The Weighted Average Room Rate also increased 3% at $125. Preliminary arrival numbers from the Guam Visitors Bureau showed a 12% increase in total arrivals for the month of July. JGTA reflected a 22% increase while the Korea market increased by 4% and the Taiwan market reflects a -28% decrease compared to 2011. The mainland China market reflects a 56% increase and the Russia market reflects a 973% increase for the month of July 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.