



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT JULY 2013 (Released September 6, 2013)

Number of Hotels in GHRA	24	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,321	Capacity in Room Nights	171,614
Number of Rooms under Renovation	125	Room-Employee Ratio:	1.74(Room to 1 Employee)
		Rev Par	2013 \$103.36
		Rev Par	2012 \$98.12

	2012 YTD	2013 YTD	YTD CHANGE	Jul-12	Jul-13	CHANGE
NUMBER OF HOTELS REPORTING				15	13	-2
Room Nights Available for Sale	1,279,117	1,218,619	-5%	170,717	171,614	1%
Room Nights Sold	996,806	930,497	-7%	134,128	129,449	-3%
HOTEL OCCUPANCY RATES						
Low Average	45%	46%	1 pt.	33%	30%	(3 pts.)
Mean Average	75%	76%	1 pt.	72%	78%	6 pt.
Weighted Average	78%	77%	(1 pt.)	79%	75%	(4 pts.)
High Average	90%	91%	1 pt.	89%	105%	16 pts.
HOTEL ROOM RATES						
Low Average	\$45	\$53	18%	\$44	\$45	2%
Mean Average	\$106	\$120	13%	\$103	\$119	16%
Weighted Average	\$119	\$131	10%	\$125	\$137	10%
High Average	\$162	\$179	10%	\$165	\$171	4%
GROSS RECEIPTS TAX PAID	\$9,252,735	\$9,467,969	2%	\$1,428,779	\$1,390,969	-3%
ROOM OCCUPANCY TAX PAID	\$11,943,485	\$12,631,100	6%	\$1,576,600	\$1,758,604	12%
PAX ARRIVAL COUNT - JGTA	522,346	514,581	-1%	76,745	69,647	-9%
PAX ARRIVAL COUNT - KOREA	96,586	134,425	39%	17,466	22,006	26%
PAX ARRIVAL COUNT - TAIWAN	30,782	28,624	-7%	5,536	5,946	7%
PAX ARRIVAL COUNT - CHINA, P.R.C	5,303	6,578	24%	642	797	24%
PAX ARRIVAL COUNT - RUSSIA	2,008	4,177	108%	427	408	-4%
GVB TOTAL ARRIVAL COUNT	732,514	763,049	4%	111,970	110,872	-1%

ANALYSIS: The month of July reflected an increase of 1% change in the number of room nights available for sale and decreased -3% in the number of room nights sold compared to the same period last year, 2012. The Weighted Average Occupancy Rate decreased 4 points to reflect 75%. The Weighted Average Room Rate increased 10% at \$137. Preliminary arrival numbers from the Guam Visitors Bureau showed a -1% decrease in total arrivals for the month of July. JGTA reflected a decrease of -9% while the Korea market increased at 26% and the Taiwan market reflects a 7% compared to 2012. The mainland China market reflects a 24% increase and the Russia market reflects a -4% decrease for the month of July 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.