



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT August 2008 (Released October 1, 2008)

Number of Hotels in GHRA	25	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,216	Capacity in Room Nights	223,696
Number of Rooms under Renovation	80	Employee-Room Ratio:	0.66 (Employee to 1 Room)
		Rev Par	2008 \$96.41
		Rev Par	2007 \$106.50

	2007 YTD	2008 YTD	YTD CHANGE	Aug-07	Aug-08	CHANGE
NUMBER OF HOTELS REPORTING				22	20	-2
Room Nights Available for Sale	1,743,775	1,769,549	1%	229,028	223,696	-2%
Room Nights Sold	1,206,462	1,175,881	-3%	182,826	152,559	-17%
HOTEL OCCUPANCY RATES						
Low Average	15%	15%	0pt.	23%	11%	(12pts.)
Mean Average	65%	63%	(2pt.)	73%	63%	(10pts.)
Weighted Average	70%	67%	(3pts.)	80%	68%	(12pts.)
High Average	92%	86%	(6pts.)	101%	94%	(7pts.)
HOTEL ROOM RATES						
Low Average	\$42	\$42	0%	\$53	\$45	-15%
Mean Average	\$101	\$104	3%	\$116	\$116	0%
Weighted Average	\$112	\$117	4%	\$133	\$141	6%
High Average	\$196	\$193	-2%	\$222	\$236	6%
GROSS RECEIPTS TAX PAID	\$9,580,389	\$9,859,141	3%	\$1,539,970	\$1,421,065	-8%
ROOM OCCUPANCY TAX PAID	\$14,297,794	\$14,531,728	2%	\$2,545,134	\$2,259,643	-11%
PAX ARRIVAL COUNT - JGTA	581,312	550,151	-5%	81,107	83,394	3%
PAX ARRIVAL COUNT - KOREA	89,617	84,371	-6%	18,060	14,794	-18%
PAX ARRIVAL COUNT - TAIWAN	16,975	16,198	-5%	2,012	2,311	15%
GVB TOTAL ARRIVAL COUNT	840,993	799,371	-5%	128,923	100,288	-22%

ANALYSIS: The month of August reflected a slight decrease of -2% in the number of room nights available for sale and a -17% decrease in the number of room nights sold compared to the same period last year, 2007. The Weighted Average Occupancy Rate significantly decreased 12 points at 68%. The Weighted Average Room Rate increased by 6% at \$141.00. Preliminary arrival numbers from the Guam Visitors Bureau reported -22% decrease in total arrivals, with JGTA showing 3% slight increase, Korea showing a -18% decrease, and Taiwan with a significant 15% increase for August 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, four hotels have not reported information to the Guam Hotel & Restaurant Association.