



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT AUGUST 2012 (Released October 16, 2012)

Number of Hotels in GHRA	23	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,369	Capacity in Room Nights	221,070
Number of Rooms under Renovation	145	Room-Employee Ratio:	1.82 (Room to 1 Employee)
		Rev Par	2012
			\$102.06
		Rev Par	2011
			\$125.73

	2011 YTD	2012 YTD	YTD CHANGE	Aug-11	Aug-12	CHANGE
NUMBER OF HOTELS REPORTING				15	13	-2
Room Nights Available for Sale	1,560,241	1,500,187	-4%	194,711	221,070	14%
Room Nights Sold	1,110,530	1,141,033	3%	162,398	144,227	-11%
HOTEL OCCUPANCY RATES						
Low Average	32%	43%	11 pts.	0%	29%	29 pts.
Mean Average	68%	76%	8 pts.	75%	86%	11 pts.
Weighted Average	71%	76%	5 pts.	83%	65%	(18 pts.)
High Average	91%	92%	1 pt.	102%	102%	0 pt.
HOTEL ROOM RATES						
Low Average	\$47	\$48	2%	\$47	\$71	51%
Mean Average	\$132	\$110	-17%	\$132	\$137	4%
Weighted Average	\$151	\$124	-18%	\$151	\$156	3%
High Average	\$211	\$168	-20%	\$211	\$205	-3%
GROSS RECEIPTS TAX PAID	\$9,417,752	\$10,843,515	15%	\$1,576,958	\$1,590,780	1%
ROOM OCCUPANCY TAX PAID	\$13,250,992	\$14,322,634	8%	\$2,393,978	\$2,379,149	-1%
PAX ARRIVAL COUNT - JGTA	539,987	620,328	15%	86,623	97,982	13%
PAX ARRIVAL COUNT - KOREA	100,671	114,692	14%	17,733	18,106	2%
PAX ARRIVAL COUNT - TAIWAN	30,423	35,323	16%	4,751	4,541	-4%
PAX ARRIVAL COUNT - CHINA, P.R.C	4,503	6,322	40%	577	1,019	77%
PAX ARRIVAL COUNT - RUSSIA	372	2,379	540%	21	371	1667%
GVB TOTAL ARRIVAL COUNT	766,021	864,502	13%	120,785	131,988	9%

ANALYSIS: The month of August reflected 14% increase in the number of room nights available for sale and decreased -11% in the number of room nights sold compared to the same period last year, 2011. The Weighted Average Occupancy Rate decreased 18 points to 65%. The Weighted Average Room Rate increased 3% at \$156. Preliminary arrival numbers from the Guam Visitors Bureau showed a 9% increase in total arrivals for the month of August. JGTA reflected a 13% increase while the Korea market increased by 2% and the Taiwan market reflects a -4% decrease compared to 2011. The mainland China market reflects a 77% increase and the Russia market reflects a 1667% increase for the month of August 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.

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.