



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT AUGUST 2013 (Released October 2, 2013)

Number of Hotels in GHRA	24	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,334	Capacity in Room Nights	172,004
Number of Rooms under Renovation	92	Room-Employee Ratio:	1.74(Room to 1 Employee)
		Rev Par	2013 \$140.80
		Rev Par	2012 \$145.16

	2012 YTD	2013 YTD	YTD CHANGE	Aug-12	Aug-13	CHANGE
NUMBER OF HOTELS REPORTING				13	13	0
Room Nights Available for Sale	1,434,547	1,390,623	-3%	155,430	172,004	11%
Room Nights Sold	1,141,023	1,077,099	-6%	144,227	146,602	2%
HOTEL OCCUPANCY RATES						
Low Average	43%	44%	1 pt	29%	25%	(4 pts)
Mean Average	76%	77%	1 pt	86%	87%	1 pt
Weighted Average	80%	78%	(2 pts)	93%	85%	(8 pts)
High Average	92%	93%	1 pt	102%	101%	(1 pt)
HOTEL ROOM RATES						
Low Average	\$48	\$51	6%	\$71	\$42	-41%
Mean Average	\$110	\$123	12%	\$137	\$143	4%
Weighted Average	\$124	\$136	10%	\$156	\$165	6%
High Average	\$168	\$183	9%	\$205	\$208	1%
GROSS RECEIPTS TAX PAID	\$10,843,515	\$11,179,183	3%	\$1,590,780	\$1,711,214	8%
ROOM OCCUPANCY TAX PAID	\$14,322,634	\$15,097,688	5%	\$2,379,149	\$2,466,588	4%
PAX ARRIVAL COUNT - JGTA	620,328	609,599	-2%	97,982	94,891	-3%
PAX ARRIVAL COUNT - KOREA	114,692	157,879	38%	18,106	23,168	28%
PAX ARRIVAL COUNT - TAIWAN	35,323	32,780	-7%	4,541	4,156	-8%
PAX ARRIVAL COUNT - CHINA, P.R.C	6,322	7,549	19%	1,019	968	-5%
PAX ARRIVAL COUNT - RUSSIA	2,379	4,543	91%	371	350	-6%
GVB TOTAL ARRIVAL COUNT	864,502	897,841	4%	131,988	134,357	2%

ANALYSIS: The month of August reflected a significant increase of 11% change in the number of room nights available for sale and a slight increase of 2% in the number of room nights sold compared to the same period last year, 2012. The Weighted Average Occupancy Rate dropped a negative 8 point difference to reflect 85%. The Weighted Average Room Rate increased 6% at \$165. Preliminary arrival numbers from the Guam Visitors Bureau showed a slight 2% increase in total arrivals for the month of August. JGTA reflected a decrease of -3% while the Korea market boosted a high at 28% and the Taiwan market reflected a decrease of -8% compared to 2012. The mainland China market reflects a -5% decrease and the Russia market down at a -6% for the month of August 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.