



**GUAM HOTEL & RESTAURANT ASSOCIATION**

**SUMMARY STATISTICAL REPORT September 2008 (Released November 6, 2008)**

<b>Number of Hotels in GHRA</b>	26 *	<b>Number of Rooms under Construction</b>	0
<b>Number of Existing Hotel Rooms</b>	7,216	<b>Capacity in Room Nights</b>	226,114
<b>Number of Rooms under Renovation</b>	78	<b>Employee-Room Ratio:</b>	0.65 (Employee to 1 Room)
		<b>Rev Par</b>	<b>2008</b>
			\$63.26
		<b>Rev Par</b>	<b>2007</b>
			\$106.50

	2007 YTD	2008 YTD	YTD CHANGE	Sep-07	Sep-08	CHANGE
<b>NUMBER OF HOTELS REPORTING</b>				21	19	-2
Room Nights Available for Sale	1,962,205	1,986,029	1%	218,430	216,480	-1%
Room Nights Sold	1,346,396	1,306,901	-3%	139,934	131,020	-6%
<b>HOTEL OCCUPANCY RATES</b>						
Low Average	14%	14%	0pt.	8%	11%	3pts.
Mean Average	65%	62%	(3pt.)	62%	60%	(2pts.)
Weighted Average	69%	66%	(3pts.)	64%	61%	(3pts.)
High Average	92%	87%	(5pts.)	91%	100%	9pts.
<b>HOTEL ROOM RATES</b>						
Low Average	\$42	\$43	2%	\$38	\$47	24%
Mean Average	\$100	\$103	3%	\$94	\$94	0%
Weighted Average	\$111	\$116	5%	\$100	\$105	5%
High Average	\$195	\$191	-2%	\$181	\$175	-3%
<b>GROSS RECEIPTS TAX PAID</b>	\$10,591,454	\$10,823,216	2%	\$1,011,065	\$964,075	-5%
<b>ROOM OCCUPANCY TAX PAID</b>	\$15,810,153	\$15,894,796	1%	\$1,512,359	\$1,363,068	-10%
<b>PAX ARRIVAL COUNT - JGTA</b>	650,010	609,356	-6%	68,698	59,205	-14%
<b>PAX ARRIVAL COUNT - KOREA</b>	97,314	90,817	-7%	7,697	6,426	-17%
<b>PAX ARRIVAL COUNT - TAIWAN</b>	18,477	17,897	-3%	1,502	1,699	13%
<b>GVB TOTAL ARRIVAL COUNT</b>	933,357	879,480	-6%	92,364	80,089	-13%

**ANALYSIS:** The month of September reflected a -1% decrease in the number of room nights available for sale and a -6% decrease in the number of room nights sold compared to the same period last year, 2007. The Weighted Average Occupancy Rate slightly decreased 3 points at 61%. The Weighted Average Room Rate increased by 5% at \$105.00. Preliminary arrival numbers from the Guam Visitors Bureau reported -13% decrease in total arrivals, with JGTA showing -14% decrease, Korea showing a -17% decrease, and Taiwan with a slight 13% increase for September 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, six hotels have not reported information to the Guam Hotel & Restaurant Association.