



GUAM HOTEL & RESTAURANT ASSOCIATION

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

Number of Hotels in GHRA	25	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,543	Capacity in Room Nights	233,833
Number of Rooms under Renovation	89	Employee-Room Ratio:	0.63 (Employee to 1 Room)
		Rev Par	2008 \$54.88
		Rev Par	2007 \$63.19

	2007 YTD	2008 YTD	YTD CHANGE	Oct-07	Oct-08	CHANGE
NUMBER OF HOTELS REPORTING				20	20	0
Room Nights Available for Sale	2,174,555	2,219,862	2%	212,350	233,833	10%
Room Nights Sold	1,477,940	1,431,639	-3%	131,544	125,738	-4%
HOTEL OCCUPANCY RATES						
Low Average	14%	14%	0pt.	13%	14%	1pt.
Mean Average	64%	61%	(3pts.)	58%	51%	(7pts.)
Weighted Average	68%	65%	(3pts.)	62%	53%	(9pts.)
High Average	91%	86%	(5pts.)	89%	74%	(15pts.)
HOTEL ROOM RATES						
Low Average	\$42	\$43	2%	\$40	\$48	20%
Mean Average	\$100	\$102	2%	\$95	\$93	-2%
Weighted Average	\$110	\$115	5%	\$102	\$103	1%
High Average	\$193	\$189	-2%	\$175	\$172	-2%
GROSS RECEIPTS TAX PAID	\$11,598,052	\$11,807,210	2%	\$1,006,598	\$1,283,994	28%
ROOM OCCUPANCY TAX PAID	\$17,249,800	\$17,279,893	0%	\$1,439,647	\$1,385,097	-4%
PAX ARRIVAL COUNT - JGTA	775,781	714,068	-8%	72,276	57,831	-20%
PAX ARRIVAL COUNT - KOREA	104,923	97,934	-7%	7,609	7,117	-6%
PAX ARRIVAL COUNT - TAIWAN	19,805	19,624	-1%	1,328	1,727	30%
GVB TOTAL ARRIVAL COUNT	1,024,669	970,623	-5%	91,312	83,323	-9%

ANALYSIS: The month of October reflected an increase of 10% in the number of room nights available for sale and -4% decrease in the number of room nights sold compared to the same period last year, 2007. The Weighted Average Occupancy Rate decreased 9 points at 53%. The Weighted Average Room Rate increased by 1% at \$103.00. Preliminary arrival numbers from the Guam Visitors Bureau reported -9% decrease in total arrivals, with JGTA showing -20% decrease, Korea showing a -20% decrease, and Taiwan with a 30% increase for October 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.