SUMMARY STATISTICAL REPORT OCTOBER 2015 (RELEASED December 16, 2015)

GUAM HOTEL & RESTAURANT ASSOCIATION

ANALYSIS: The month of October reflected 0% change in the number of room nights available for sale and decreased -7% in the number of room nights sold compared to the same period last year, 2014. The Weighted Average Occupancy Rate decreased -4 points to reflect 71%. The Weighted Average Room Rate slightly increased 9% at $148.00. Preliminary arrival numbers from the Guam Visitors Bureau showed a 8% increase in total arrivals for the month of October. JGTA reflected a -4% decrease while the Korea market showed a nice increase at 53% but the Taiwan market decreased at a -19% compared to 2014. The mainland China market reflects an increase at 21% increase while the Russia market downsized at a -50% for the month of October 2015 as compared to the same period 2014.

**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, 13 hotels have not reported information to the Guam Hotel & Restaurant Association.