



**GUAM HOTEL & RESTAURANT ASSOCIATION**

**SUMMARY STATISTICAL REPORT November 2008 (Released January 8, 2009)**

<b>Number of Hotels in GHRA</b>	25	<b>Number of Rooms under Construction</b>	0
<b>Number of Existing Hotel Rooms</b>	7,563	<b>Capacity in Room Nights</b>	226,890
<b>Number of Rooms under Renovation</b>	89	<b>Room-Employee Ratio:</b>	1.65 (Room to 1 Employee)
		<b>Rev Par</b>	<b>2008</b>
			\$61.33
		<b>Rev Par</b>	<b>2007</b>
			\$66.56

	2007 YTD	2008 YTD	YTD CHANGE	Nov-07	Nov-08	CHANGE
<b>NUMBER OF HOTELS REPORTING</b>				22	20	-2
Room Nights Available for Sale	2,396,195	2,446,752	2%	221,640	226,890	2%
Room Nights Sold	1,618,790	1,561,258	-4%	140,850	128,619	-9%
<b>HOTEL OCCUPANCY RATES</b>						
Low Average	14%	14%	0pt.	12%	13%	1pt.
Mean Average	64%	60%	(3pts.)	60%	53%	(7pts.)
Weighted Average	68%	64%	(3pts.)	64%	57%	(9pts.)
High Average	91%	85%	(5pts.)	83%	77%	(15pts.)
<b>HOTEL ROOM RATES</b>						
Low Average	\$41	\$44	7%	\$35	\$48	37%
Mean Average	\$99	\$101	2%	\$95	\$95	0%
Weighted Average	\$109	\$114	5%	\$105	\$108	3%
High Average	\$191	\$188	-2%	\$177	\$181	2%
<b>GROSS RECEIPTS TAX PAID</b>	\$12,603,870	\$12,878,842	2%	\$1,005,818	\$1,071,632	7%
<b>ROOM OCCUPANCY TAX PAID</b>	\$18,637,127	\$18,785,641	1%	\$1,387,327	\$1,505,748	9%
<b>PAX ARRIVAL COUNT - JGTA</b>	788,848	724,104	-8%	70,886	59,250	-16%
<b>PAX ARRIVAL COUNT - KOREA</b>	112,843	104,051	-8%	7,920	6,117	-23%
<b>PAX ARRIVAL COUNT - TAIWAN</b>	20,777	20,891	1%	972	1,267	30%
<b>GVB TOTAL ARRIVAL COUNT</b>	1,120,811	1,048,018	-6%	96,571	77,396	-20%

**ANALYSIS:** The month of November reflected an increase of 2% in the number of room nights available for sale and -9% 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 57%. The Weighted Average Room Rate increased by 3% at \$108.00. Preliminary arrival numbers from the Guam Visitors Bureau reported -20% decrease in total arrivals, with JGTA showing -16% decrease, Korea showing a -23% decrease, and Taiwan with a 30% increase for November 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.

**Room Employee Ratio** = (Total Number of Employees from Reporting Hotels/ Hotel Rooms).

\* As of release date, five hotels have not reported information to the Guam Hotel & Restaurant Association.