



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT NOVEMBER 2009 (Revised Jan. 11, 2010)

Number of Hotels in GHRA	25	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,723	Capacity in Room Nights	239,413
Number of Rooms under Renovation	89	Room-Employee Ratio:	1.71 (Room to 1 Employee)
		Rev Par	2009 \$57.61
		Rev Par	2008 \$54.88

	2008 YTD	2009 YTD	YTD CHANGE	Nov-08	Nov-09	CHANGE
NUMBER OF HOTELS REPORTING				20	20	0
Room Nights Available for Sale	2,446,752	2,589,043	6%	226,890	239,413	6%
Room Nights Sold	1,561,258	1,634,635	5%	128,619	140,068	9%
HOTEL OCCUPANCY RATES						
Low Average	14%	6%	(8 pts.)	13%	0%	(13 pts.)
Mean Average	60%	58%	(2 pts.)	53%	56%	3 pts.
Weighted Average	64%	60%	(4 pts.)	57%	59%	2 pts.
High Average	85%	92%	7 pts.	77%	88%	11 pts.
HOTEL ROOM RATES						
Low Average	\$44	\$46	5%	\$48	\$45	-6%
Mean Average	\$101	\$97	-4%	\$95	\$88	-7%
Weighted Average	\$114	\$106	-7%	\$108	\$98	-9%
High Average	\$188	\$200	6%	\$181	\$185	2%
GROSS RECEIPTS TAX PAID	\$12,878,842	\$12,461,041	-3%	\$1,071,632	\$1,099,638	3%
ROOM OCCUPANCY TAX PAID	\$18,785,641	\$17,446,695	-7%	\$1,505,748	\$1,485,079	-1%
PAX ARRIVAL COUNT - JGTA	724,104	751,892	4%	59,250	65,371	10%
PAX ARRIVAL COUNT - KOREA	104,051	74,454	-28%	6,117	5,999	-2%
PAX ARRIVAL COUNT - TAIWAN	20,891	20,471	-2%	1,267	1,331	5%
GVB TOTAL ARRIVAL COUNT	1,048,018	958,988	-8%	77,396	81,928	6%

ANALYSIS: The month of November reflected 6% change in the number of room nights available for sale and a 9% increase in the number of room nights sold compared to the same period last year, 2008. The Weighted Average Occupancy Rate decreased 2 points at 59%. The Weighted Average Room Rate decreased by -9% at \$98. Preliminary November arrival numbers from the Guam Visitors Bureau show a increase in total arrivals at 6%, with JGTA showing a 10% increase, Korea showing a -2% decrease, and Taiwan showing a 5% increase for the month of November 2009.

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