



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT NOVEMBER 2012 (Released January 2, 2013)

Number of Hotels in GHRA	23	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,418	Capacity in Room Nights	160,620
Number of Rooms under Renovation	84	Room-Employee Ratio:	1.75 (Room to 1 Employee)
		Rev Par	2012 \$95.17
		Rev Par	2011 \$76.30

	2011 YTD	2012 YTD	YTD CHANGE	Nov-11	Nov-12	CHANGE
NUMBER OF HOTELS REPORTING				15	14	-1
Room Nights Available for Sale	2,103,684	1,927,739	-8%	181,288	160,620	-11%
Room Nights Sold	1,503,512	1,550,147	3%	130,980	134,860	3%
HOTEL OCCUPANCY RATES						
Low Average	31%	40%	9 pts.	39%	39%	0 pt.
Mean Average	68%	77%	9 pts.	68%	78%	10 pts.
Weighted Average	71%	81%	10 pts.	72%	84%	12 pts.
High Average	93%	92%	(1 pt.)	90%	96%	6 pts.
HOTEL ROOM RATES						
Low Average	\$45	\$47	4%	\$43	\$43	0%
Mean Average	\$102	\$109	7%	\$96	\$103	7%
Weighted Average	\$123	\$122	-1%	\$106	\$113	7%
High Average	\$159	\$165	4%	\$148	\$165	11%
GROSS RECEIPTS TAX PAID	\$12,705,069	\$14,536,655	14%	\$1,137,833	\$1,164,621	2%
ROOM OCCUPANCY TAX PAID	\$17,368,703	\$19,172,744	10%	\$1,431,666	\$1,571,361	10%
PAX ARRIVAL COUNT - JGTA	748,976	848,499	13%	70,722	77,659	10%
PAX ARRIVAL COUNT - KOREA	135,410	161,366	19%	13,234	17,697	34%
PAX ARRIVAL COUNT - TAIWAN	41,991	45,608	9%	3,709	2,951	-20%
PAX ARRIVAL COUNT - CHINA, P.R.C	6,646	8,461	27%	399	397	-1%
PAX ARRIVAL COUNT - RUSSIA	485	3,469	615%	25	421	1584%
GVB TOTAL ARRIVAL COUNT	1,056,082	1,190,312	13%	99,345	109,134	10%

ANALYSIS: The month of November reflected a -11% decrease in the number of room nights available for sale and increased 3% in the number of room nights sold compared to the same period last year, 2011. The Weighted Average Occupancy Rate increased 12 points to 84%. The Weighted Average Room Rate increased 7% at \$113. Preliminary arrival numbers from the Guam Visitors Bureau showed a 10% increase in total arrivals for the month of November. JGTA reflected a 10% increase while the Korea market increased by 34% and the Taiwan market reflects a -20% decrease compared to 2011. The mainland China market reflects a -1% decrease and the Russia market reflects a 1584% increase for the month of November 2012 as compared to the same period 2011.

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