### Summary Statistical Report November 2015

**Guam Hotel & Restaurant Association**

**Number of Hotels in GHRA:** 28  
**Number of Existing Hotel Rooms:** 7,861  
**Number of Rooms under Renovation:** 57

### Key Statistics
- **Number of Hotel Rooms in GHRA:** 28
- **Number of Rooms under Construction:** 0
- **Capacity in Room Nights:** 189,875
- **Room-Employee Ratio:** 1.59 room to 1 employee

<table>
<thead>
<tr>
<th>Year</th>
<th>Rev Par</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>109.72</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>98.70</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Room Nights Available for Sale</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>2,026,656</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>2,070,429</td>
<td>2%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Room Nights Sold</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>1,544,030</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>1,572,743</td>
<td>2%</td>
</tr>
</tbody>
</table>

**HOTEL OCCUPANCY RATES**
- **Low Average:** 46% (Nov-14) vs. 34% (Nov-15), 8% change
- **Mean Average:** 77% (Nov-14) vs. 72% (Nov-15), 5% change
- **Weighted Average:** 77% (Nov-14) vs. 76% (Nov-15), 1% change
- **High Average:** 91% (Nov-14) vs. 90% (Nov-15), 1% change

**HOTEL ROOM RATES**
- **Low Average:** $52 vs. $57.00, 10% change
- **Mean Average:** $132 vs. $142.00, 8% change
- **Weighted Average:** $147 vs. $158.00, 7% change
- **High Average:** $198 vs. $213.00, 8% change

**GROSS RECEIPTS TAX PAID**
- $16,184,571 vs. $16,594,716.00, 3% change

**ROOM OCCUPANCY TAX PAID**
- $23,106,351 vs. $24,693,725.00, 7% change

**PAX ARRIVAL COUNT - JGTA**
- 741,380 vs. 705,143, -5% change

**PAX ARRIVAL COUNT - KOREA**
- 275,703 vs. 381,761, -38% change

**PAX ARRIVAL COUNT - TAIWAN**
- 46,066 vs. 39,071, -15% change

**PAX ARRIVAL COUNT - CHINA, P.R.C**
- 14,751 vs. 22,604, -33% change

**PAX ARRIVAL COUNT - RUSSIA**
- 15,790 vs. 2,677, -83% change

**GVB TOTAL ARRIVAL COUNT**
- 1,223,126 vs. 1,276,615, 4% change

**Analysis:**
- The month of November reflected 0% change in the number of room nights available for sale however increased just 2% in the number of room nights sold compared to the same period last year, 2014.
- The Weighted Average Occupancy Rate showed 3 points to reflect 72%. The Weighted Average Room Rate slightly increased 9% at $145.00. Preliminary arrival numbers from the Guam Visitors Bureau showed a positive 15% increase in total arrivals for the month of November. JGTA reflected a -3% decrease while the Korea market continued to increase at 66% and the Taiwan market increased a bit at 17% compared to 2014. The mainland China market reflects an increase at 13% while the Russia market downsloped at -40% for the month of November 2015 as compared to the same period 2014.

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

*As of release date, 8 hotels have not reported information to the Guam Hotel & Restaurant Association.*