



**GUAM HOTEL & RESTAURANT ASSOCIATION**

**SUMMARY STATISTICAL REPORT December 2008 (Released February 2, 2009)**

<b>Number of Hotels in GHRA</b>	25	<b>Number of Rooms under Construction</b>	0
<b>Number of Existing Hotel Rooms</b>	7,543	<b>Capacity in Room Nights</b>	233,833
<b>Number of Rooms under Renovation</b>	90	<b>Room-Employee Ratio:</b>	1.59 (Room to 1 Employee)
		<b>Rev Par 2008</b>	\$76.28
		<b>Rev Par 2007</b>	\$78.77

	2007 YTD	2008 YTD	YTD CHANGE	Dec-07	Dec-08	CHANGE
<b>NUMBER OF HOTELS REPORTING</b>				22	20	<b>-2</b>
Room Nights Available for Sale	2,628,695	2,683,375	<b>2%</b>	232,500	236,623	<b>2%</b>
Room Nights Sold	1,768,920	1,696,669	<b>-4%</b>	150,130	135,411	<b>-10%</b>
<b>HOTEL OCCUPANCY RATES</b>						
Low Average	14%	15%	<b>0pt.</b>	17%	15%	<b>(2pts.)</b>
Mean Average	63%	60%	<b>(3pts.)</b>	60%	60%	<b>0 pt.</b>
Weighted Average	68%	64%	<b>(3pts.)</b>	65%	64%	<b>(1pt.)</b>
High Average	90%	84%	<b>(5pts.)</b>	80%	84%	<b>4 pts.</b>
<b>HOTEL ROOM RATES</b>						
Low Average	\$41	\$45	<b>10%</b>	\$41	\$55	<b>34%</b>
Mean Average	\$100	\$103	<b>3%</b>	\$109	\$120	<b>10%</b>
Weighted Average	\$110	\$116	<b>5%</b>	\$122	\$132	<b>8%</b>
High Average	\$192	\$191	<b>-1%</b>	\$205	\$227	<b>11%</b>
<b>GROSS RECEIPTS TAX PAID</b>	\$13,950,001	\$14,229,451	<b>2%</b>	\$1,346,131	\$1,350,609	<b>0%</b>
<b>ROOM OCCUPANCY TAX PAID</b>	\$20,616,155	\$20,800,976	<b>1%</b>	\$1,979,028	\$2,015,335	<b>2%</b>
<b>PAX ARRIVAL COUNT - JGTA</b>	931,079	846,599	<b>-9%</b>	80,083	69,628	<b>-13%</b>
<b>PAX ARRIVAL COUNT - KOREA</b>	122,747	110,234	<b>-10%</b>	9,904	6,183	<b>-38%</b>
<b>PAX ARRIVAL COUNT - TAIWAN</b>	21,819	22,495	<b>3%</b>	1,042	1,604	<b>54%</b>
<b>GVB TOTAL ARRIVAL COUNT</b>	1,224,894	1,135,459	<b>-7%</b>	104,083	87,441	<b>-16%</b>

**ANALYSIS:** The month of December reflected an increase of 2% in the number of room nights available for sale and -10% decrease in the number of room nights sold compared to the same period last year, 2007. The Weighted Average Occupancy Rate decreased 1 points at 64%. The Weighted Average Room Rate increased by 8 at \$132.00. Preliminary arrival numbers from the Guam Visitors Bureau reported -16% decrease in total arrivals, with JGTA showing -13% decrease, Korea showing a -38% decrease, and Taiwan with a 54% increase for December 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.