



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT DECEMBER 2012 (Released January 31, 2013)

Number of Hotels in GHRA	23	Number of Rooms under Construction	0
Number of Existing Hotel Rooms	7,416	Capacity in Room Nights	173,460
Number of Rooms under Renovation	86	Room-Employee Ratio:	1.64 (Room to 1 Employee)
		Rev Par	2012
			\$122.87
		Rev Par	2011
			\$97.14

	2011 YTD	2012 YTD	YTD CHANGE	Dec-11	Dec-12	CHANGE
NUMBER OF HOTELS REPORTING				15	15	0
Room Nights Available for Sale	2,284,724	2,101,199	-8%	181,040	173,460	-4%
Room Nights Sold	1,641,464	1,701,936	4%	137,952	151,789	10%
HOTEL OCCUPANCY RATES						
Low Average	32%	41%	9 pts.	43%	50%	7 pts.
Mean Average	68%	77%	9 pts.	73%	83%	10 pts.
Weighted Average	72%	81%	9 pts.	76%	88%	12 pts.
High Average	93%	93%	0 pt.	89%	100%	11 pts.
HOTEL ROOM RATES						
Low Average	\$45	\$47	4%	\$49	\$50	2%
Mean Average	\$103	\$110	7%	\$114	\$125	10%
Weighted Average	\$123	\$123	0%	\$127	\$140	10%
High Average	\$160	\$167	4%	\$164	\$184	12%
GROSS RECEIPTS TAX PAID	\$14,097,576	\$16,164,137	15%	\$1,392,505	\$1,627,482	17%
ROOM OCCUPANCY TAX PAID	\$19,186,756	\$21,322,944	11%	\$1,818,051	\$2,150,200	18%
PAX ARRIVAL COUNT - JGTA	824,005	928,991	13%	75,029	80,492	7%
PAX ARRIVAL COUNT - KOREA	149,076	182,830	23%	13,666	21,464	57%
PAX ARRIVAL COUNT - TAIWAN	45,086	49,144	9%	3,095	3,536	14%
PAX ARRIVAL COUNT - CHINA, P.R.C	7,068	8,939	26%	422	478	13%
PAX ARRIVAL COUNT - RUSSIA	632	4,038	539%	147	569	287%
GVB TOTAL ARRIVAL COUNT	1,159,788	1,307,796	13%	103,696	117,484	13%

ANALYSIS: The month of December reflected a -4% decrease in the number of room nights available for sale and increased 10% in the number of room nights sold compared to the same period last year, 2011. The Weighted Average Occupancy Rate increased 12 points to 88%. The Weighted Average Room Rate increased 10% at \$140. Preliminary arrival numbers from the Guam Visitors Bureau showed a 13% increase in total arrivals for the month of December. JGTA reflected a 7% increase while the Korea market increased by 57% and the Taiwan market reflects a 14% increase compared to 2011. The mainland China market reflects an increase of 13% and the Russia market reflects a 287% increase for the month of December 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, eight hotels have not reported information to the Guam Hotel & Restaurant Association.