



GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT DECEMBER 2013 (Released February 5, 2013)

| | | | |
|---|-------|---|--------------------------|
| Number of Hotels in GHRA | 24 | Number of Rooms under Construction | 0 |
| Number of Existing Hotel Rooms | 7,415 | Capacity in Room Nights | 179,924 |
| Number of Rooms under Renovation | 255 | Room-Employee Ratio: | 1.73(Room to 1 Employee) |
| | | Rev Par | 2013 |
| | | | \$114.61 |
| | | Rev Par | 2012 |
| | | | \$122.87 |

| | 2012 YTD | 2013 YTD | YTD CHANGE | Nov-12 | Nov-13 | CHANGE |
|---|--------------|--------------|------------|-------------|-------------|---------|
| NUMBER OF HOTELS REPORTING | | | | 15 | 13 | -2 |
| Room Nights Available for Sale | 2,101,199 | 2,098,347 | 0% | 173,460 | 179,924 | 4% |
| Room Nights Sold | 1,701,936 | 1,573,481 | -8% | 151,789 | 134,682 | -11% |
| HOTEL OCCUPANCY RATES | | | | | | |
| Low Average | 41% | 40% | (1pts) | 50% | 58% | 8pts |
| Mean Average | 77% | 76% | (1pts) | 83% | 80% | (3pts) |
| Weighted Average | 81% | 75% | (6pts) | 88% | 75% | (13pts) |
| High Average | 93% | 92% | (1pt) | 100% | 92% | (8pts) |
| HOTEL ROOM RATES | | | | | | |
| Low Average | \$47 | \$53 | 13% | \$50 | \$53 | 6% |
| Mean Average | \$110 | \$122 | 11% | \$125 | \$140 | 12% |
| Weighted Average | \$123 | \$134 | 9% | \$140 | \$153 | 9% |
| High Average | \$167 | \$181 | 8% | \$184 | \$204 | 11% |
| GROSS RECEIPTS TAX PAID | \$16,164,137 | \$16,178,272 | 0% | \$1,627,482 | \$1,528,840 | -6% |
| ROOM OCCUPANCY TAX PAID | \$21,322,944 | \$21,798,571 | 2% | \$2,150,200 | \$2,117,187 | -2% |
| PAX ARRIVAL COUNT - JGTA | 929,229 | 893,118 | -4% | 80,730 | 75,795 | -6% |
| PAX ARRIVAL COUNT - KOREA | 182,829 | 245,655 | 34% | 21,464 | 24,873 | 16% |
| PAX ARRIVAL COUNT - TAIWAN | 49,144 | 48,653 | -1% | 3,536 | 3,821 | 8% |
| PAX ARRIVAL COUNT - CHINA, P.R.C | 8,939 | 11,225 | 26% | 478 | 591 | 24% |
| PAX ARRIVAL COUNT - RUSSIA | 4,040 | 8,084 | 100% | 571 | 1,415 | 148% |
| GVB TOTAL ARRIVAL COUNT | 1,308,035 | 1,334,497 | 2% | 117,724 | 118,588 | 1% |

ANALYSIS: The month of December trickled a small increase of 4% change in the number of room nights available for sale and a decrease of 11% in the number of room nights sold compared to the same period last year, 2012. The Weighted Average Occupancy Rate dropped at a negative 13 points reflecting 75%. The Weighted Average Room Rate increased slightly at 9% at \$153. Preliminary arrival numbers from the Guam Visitors Bureau showed a inch increase of 1 % in total arrivals for the month of December. JGTA showed a decrease of 6%, while the Korea market showed a steady increase of 16% and following the Taiwan market with a slight increase of 8% compared to 2012. The mainland China market steadily at 24% with the Russia market bursting double the numbers at 148% for the month of December 2013 as compared to the same period 2012.

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