SUMMARY STATISTICAL REPORT DECEMBER 2014

GUAM HOTEL & RESTAURANT ASSOCIATION

(Released January 28, 2015)

Number of Hotels in GHRA: 24
Number of Existing Hotel Rooms: 7,610
Number of Rooms under Construction: 0
Capacity in Room Nights: 226,920
Number of Rooms under Renovation: 87
Room-Employee Ratio: 1.73 (Room to 1 Employee)

Room Occupancy Rates:
- Low Average: 40% (45%) 5 pts. (39%) (19 pts.)
- Mean Average: 76% (76%) 0 pts. (80%) (8 pts.)
- Weighted Average: 75% (75%) 0 pts. (75%) (58%) (17 pts.)
- High Average: 92% (92%) 0 pts. (92%) (93%) 1 pt.

Hotel Room Rates:
- Low Average: $53 ($53) 0% ($53 $67) 26%
- Mean Average: $122 ($134) 10% ($140 $158) 13%
- Weighted Average: $134 ($149) 11% ($153 $172) 12%
- High Average: $181 ($201) 11% ($204 $224) 10%

Gross Receipts Tax Paid:
- $16,178,272 ($17,785,982) 10% ($1,528,840 $1,601,411) 5%
- Room Occupancy Tax Paid:
  - $21,798,571 ($25,467,308) 17% ($2,117,187 $2,360,957) 12%

PAX Arrival Count:
- JGTA: 893,118 810,253 -9% 75,795 39,463 -17%
- Korea: 245,655 307,939 25% 24,873 32,335 30%
- Taiwan: 48,653 49,135 1% 3,821 3,070 -20%
- China, P.R.C: 11,225 16,279 45% 591 1,529 159%
- Russia: 8,084 16,293 102% 1,415 503 -64%

GBV Total Arrival Count: 1,334,497 1,342,377 1% 118,588 119,829 1%

Analysis:
The month of December increased with 26% change in the number of room nights available for sale and a decrease of 2% in the number of room nights sold compared to the same period last year, 2013. The Weighted Average Occupancy Rate dropped at a negative 17 points reflecting 58%. The Weighted Average Room Rate increased slightly at 12% at $172. 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 8%, while the Korea market showed an increase of 30% and following the Taiwan market with a slight decrease of 20% compared to 2013. The mainland China market increased drastically at 159% with the Russia market dropping at a negative 64% for the month of December 2014 as compared to the same period 2013.

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.