### Guam Hotel & Restaurant Association

#### SUMMARY STATISTICAL REPORT JULY 2016 (released September 9, 2016)

- **Number of Hotels in GHRA**: 26
- **Number of Existing Hotel Rooms**: 8,287
- **Number of Rooms under Renovation**: 91
- **Capacity in Room Nights**: 193,564
- **Room-Employee Ratio**: 1.63 (Room to 1 Employee)

#### Key Statistics
- **Number of Rooms under Construction**: 0
- **Room-Employee Ratio**: 1.63
- **Rev Par 2016**: $124.14
- **Rev Par 2015**: $130.08
- **Room Nights Available for Sale**: 1,322,279 (2015 YTD) vs. 1,314,468 (2016 YTD)
- **Room Nights Sold**: 993,296 (2015 YTD) vs. 986,028 (2016 YTD)

#### Analysis:

The month of July reflected a slight increase at 10% in the number of room nights available for sale and a very light increase of 3% in the number of room nights sold compared to the same period last year, 2015. The Weighted Average Occupancy Rate decreased by 5 points to reflect a 72%. The Weighted Average Room Rate increased a tab of 2% at $172. Preliminary arrival numbers from the Guam Visitors Bureau showed an slight increase of 7% in total arrivals for the month of July. JGTA reflected a negative 8% while the Korea market remained a steady growth of 38% with the Taiwan market showing a decline at a negative 37% compared to 2015. The mainland China market decreased at a negative 11% and the Russia market showed a negative 19% for the month of July 2016 compared to the same period 2015.

#### Definitions:
- **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, 8 hotels have not reported information to the Guam Hotel & Restaurant Association.*