

OFFERING MEMORANDUM

Marcus & Millichap

[VIEW VIDEO FOOTAGE](#)



Hampton Inn Junction City

1039 SOUTH WASHINGTON STREET, JUNCTION CITY, KS







*Hampton Inn*

Clearance 12'8"

1039





EXCLUSIVELY  
LISTED BY

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An aerial photograph of a large, multi-story hotel building with a light-colored facade and numerous windows. A parking lot with several cars is visible in the foreground, and a road with a few vehicles is in the background. The image is overlaid with a semi-transparent green filter.

# Executive Summary







# Summary Of Terms

## *The Offering*

Fee simple interest in Hampton Inn Junction City is being offered for a sale price of \$6,500,000. An 82-key hotel situated upon 2.1 acres of land located at 1039 South Washington Street, Junction City, Kansas.

## *Terms of Sale*

Hampton Inn Junction City is unencumbered by debt or management.

## *Property Tours*

Prospective purchasers are encouraged to visit the subject property prior to submitting offers. However, all property tours must be arranged with the Marcus & Millichap listing agents.

At no time shall the on-site management or staff be contacted without prior approval.

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1039 SOUTH WASHINGTON STREET  
JUNCTION CITY, KS 66441

### Offering Summary

		2019	2020	TTM June 2021
Purchase Price	\$6,500,000			
Price Per Key	\$79,268			
Gross Leasable Area (SF)	47,380 SF			
Number of Rooms	82			
Year Built	2009			
Lot Size	2.10 Acres			
Number of Buildings	1			
Number of Stories	4			
Room Revenue Multiplier		3.33x	4.66x	3.86x
Cap Rate		7.08%	3.85%	6.80%
Average Daily Rate		\$86.17	\$75.84	\$77.67
Occupancy		76.30%	61.60%	74.00%
RevPAR		\$65.75	\$46.72	\$57.48

### Operating Summary

	2017	2018	2019	2020	TTM June 2021
Room Revenue	\$1,937,803	\$2,032,381	\$1,952,059	\$1,394,242	\$1,682,378
Other Revenue	\$20,034	\$19,714	\$24,999	\$12,218	\$11,705
Gross Income	\$1,957,837	\$2,052,095	\$1,977,058	\$1,406,460	\$1,694,083
Total Expenses	\$1,434,822	\$1,528,194	\$1,517,105	\$1,155,915	\$1,252,234
Net Operating Income	\$523,015	\$523,901	\$459,953	\$250,545	\$441,849







**Built In**  
2009



# Investment Overview

## **82-Unit Hampton Inn Adjacent to I-70**

Marcus & Millichap has been selected to exclusively present for sale the Hampton Inn Junction City. Built in 2009, this Hampton Inn is a four-story, 82-key, upper midscale interior-corridor hotel consisting of 47,380 square feet, situated upon 2.1 acres of land with a full-service fitness center and pool. The subject Hampton Inn consistently outperforms the RevPAR of its competitive set.

Located directly adjacent to Interstate 70, one of the most heavily traveled east-west highways connecting states across the US, from Baltimore, Maryland to Cove Fort, Utah. Located just outside of Fort Riley, Kansas, a major US Army post, fourteen miles to nearby Manhattan Regional Airport and just twenty miles from Kansas State University. There are many historical sites to see in the nearby vicinity, such as the Geary County Historical Museum, 1st Territorial Capitol of Kansas, Kansas Vietnam Veterans Memorial, Civil War Arch, 9th and 10th Buffalo Soldier Memorial, Spring Valley Heritage Site, U.S. Cavalry Museum, 1st Infantry Division Museum, Custer House and just a quick trip to the famous home of former president Dwight D. Eisenhower in nearby Abilene. Junction City is also home to Milford Lake, the Fishing Capital of Kansas.





# Investment Highlights

*2.1 Acre, Fee Simple, 82-Key, 4-Story  
Upper-Midscale Interior Corridor Hotel*

*Significantly Outperforms the Competitive Set*

*Pandemic Room Revenues of \$1.4M in 2020 and  
Just Shy of \$1.7M in Trailing 12-Months 2021.*

*Current RevPAR Currently \$70.81 vs. Comp Set of  
\$53.79*

*Proven Resiliency to Pandemic Headwinds,  
Outperforms Similar Limited-Service Interstate  
Hotels*

*Located Adjacent to I-70, Equidistant to Kansas  
City, MO and Wichita, KS (Just under a two-hour  
drive)*

*Adjacent to US Army Post Fort Riley: Roughly  
67,000 Service Members, Family Members,  
Veterans & Retirees*

*Located Twenty Miles from Kansas State University*





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An aerial photograph of a multi-story, yellow-colored building with a flat roof. The building has several windows with dark frames. In front of the building is a parking lot with several cars parked. A road is visible in the background, with a few more cars driving on it. The image is overlaid with a semi-transparent green filter.

# Property Overview



# Parcel Map



**Parcel Size**  
2.1 Acres













## ***I-70: 5th Longest Interstate in the US***

**From Cove Fort, Utah, to Baltimore, MD**  
**2,175 miles**



The oldest section of all U.S. interstates is on I-70, in Kansas and Missouri, but I-70 also boasts the most recently finished section of any interstate originally planned in 1956, with a stretch only completed recently in 1992. It runs through 10 states and includes Denver, Kansas City, St. Louis, Indianapolis, Columbus, Pittsburgh and Baltimore.





On-Site Parking



Meeting Space



Free WiFi



Breakfast Room



Indoor Pool & Spa



Fitness Center

# Hotel Amenities







# Room Amenities



Color TV



Microwave Oven



Coffee Maker



Mini Refrigerator



Pull-out

















**Whirlpool**  
Hours: 8:00 am - 10:00 pm  
CAUTION: Long exposure may result in nausea, dizziness or fainting. Limit visitors to 15 minutes.  
Owners & management are not responsible for accidents or injuries.  
Do not use alone. Children under 14 must be accompanied by an adult.  
Hot water immersion while under the influence of alcohol, narcotics, drugs or medicines may lead to serious consequences and is not recommended.  
Elderly persons, pregnant women and those with health conditions requiring medical care should consult with a physician before using whirlpool.













24,632 AADT



# Comp Set Map





# Surrounding Area Hotels

## Competitive Set Members

	<i>Name</i>	<i>Address</i>	<i>Rooms</i>
1 2 3 4 5	<i>Hampton Inn Junction City</i>	<i>1039 S. Washington St. Junction City, KS 66441</i>	<i>82</i>
	<i>Comfort Inn &amp; Suites Junction City Near Fort Riley</i>	<i>120 N. East St. Junction City, KS 66441</i>	<i>60</i>
	<i>Best Western J C Inn</i>	<i>604 E. Chestnut St Junction City, KS 66441</i>	<i>45</i>
	<i>Courtyard Junction City</i>	<i>310 Hammons Dr Junction City, KS 66441</i>	<i>119</i>
	<i>Candlewood Suites Junction City Fort Riley</i>	<i>100 Hammons Dr Junction City, KS 66441</i>	<i>83</i>
	<i>Quality Inn Junction City Near Fort Riley</i>	<i>305 E. Chestnut St Junction City, KS 66441</i>	<i>44</i>
			<i>433</i>





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An aerial photograph of a multi-story, yellow-colored building, likely a hotel or office complex. The building has a flat roof and numerous windows with dark frames. In front of the building is a paved parking lot with several cars parked. A road with a green lawn and trees runs along the top of the image. The entire image is overlaid with a semi-transparent green filter. The text "Financial Analysis" is written in a large, white, serif font across the middle of the image.

# Financial Analysis



# STR Summary – My Property vs. Comp Set (as of June 2021)

	Occupancy (%)								Supply			
	Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg	Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
Hampton Inn Junction City	83.2	28.2	74.0	48.1	79.5	82.6	73.5	15.3	0.0	-0.5	0.0	-0.3
Market: Kansas	62.4	37.4	48.5	25.0	56.4	59.7	45.9	-2.3	3.2	2.5	4.5	1.5
Market Class: Upper Midscale Class	71.5	41.5	56.2	28.8	65.1	79.4	52.6	-2.2	5.2	2.7	6.4	1.3
Submarket: I-70 Corridor, KS	65.2	32.6	46.5	33.2	55.9	64.0	46.6	3.2	4.5	3.6	5.3	2.1
Submarket Scale: Midscale Chains	73.4	26.6	53.3	33.1	63.9	70.7	54.2	3.3	9.5	4.4	8.0	1.6
Competitive Set: Competitors	63.3	27.2	54.7	37.5	60.8	54.2	55.3	15.2	0.0	2.1	4.3	1.0

	Average Daily Rate								Demand			
	Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg	Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
Hampton Inn Junction City	85.14	14.1	77.67	2.8	80.89	8.7	76.85	-4.9	28.2	47.3	82.6	15.0
Market: Kansas	85.36	17.1	77.32	3.4	81.28	17.9	75.17	-4.8	41.7	28.1	66.8	-0.9
Market Class: Upper Midscale Class	101.89	16.0	91.67	2.0	96.77	14.5	89.45	-5.6	48.8	32.2	90.9	-0.9
Submarket: I-70 Corridor, KS	85.97	19.7	74.59	8.9	78.96	18.9	73.17	-0.8	38.5	37.9	72.6	5.4
Submarket Scale: Midscale Chains	102.46	20.0	87.91	5.4	93.19	14.3	86.68	-3.1	38.6	39.0	84.4	5.0
Competitive Set: Competitors	84.94	14.5	79.93	9.3	81.83	12.4	78.88	1.0	27.2	40.4	60.9	16.4

	RevPAR								Revenue			
	Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg	Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
Hampton Inn Junction City	70.81	46.3	57.45	52.3	64.33	98.5	56.50	9.6	46.3	51.5	98.5	9.3
Market: Kansas	53.23	60.9	37.47	29.3	45.80	88.3	34.53	-6.9	66.0	32.5	96.7	-5.6
Market Class: Upper Midscale Class	72.81	64.1	51.49	31.3	62.98	105.5	47.04	-7.7	72.6	34.8	118.6	-6.5
Submarket: I-70 Corridor, KS	56.02	58.8	34.65	45.0	44.17	95.0	34.11	2.5	65.8	50.1	105.2	4.6
Submarket Scale: Midscale Chains	75.21	51.9	46.87	40.3	59.57	95.1	46.97	0.1	66.3	46.5	110.7	1.8
Competitive Set: Competitors	53.79	45.6	43.73	50.3	49.77	73.3	43.66	16.3	45.6	53.5	80.8	17.5

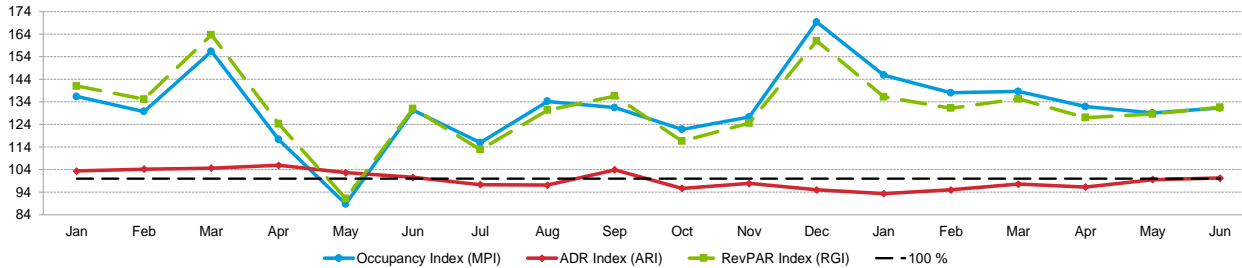
	Census/Sample - Properties & Rooms					
	Census		Sample		Sample %	
	Properties	Rooms	Properties	Rooms	Rooms	
Market: Kansas	585	36172	337	25804	71.3	
Market Class: Upper Midscale Class	129	10443	121	10047	96.2	
Submarket: I-70 Corridor, KS	111	6642	77	5213	78.5	
Submarket Scale: Midscale Chains	40	2782	40	2782	100.0	
Competitive Set: Competitors	5	351	5	351	100.0	

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# STR Competitive Set Report

Monthly Indexes



RevPAR Percent Change



Occupancy (%)	2020												2021					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
My Property	52.2	60.8	56.2	28.3	37.6	64.9	81.7	81.0	74.9	71.4	66.7	62.6	67.3	69.1	68.7	76.2	79.2	83.2
Competitive Set	38.3	46.8	35.9	24.1	42.4	49.8	70.5	60.4	57.0	58.6	52.4	36.9	46.1	50.0	49.6	57.8	61.4	63.3
Index (MPI)	136.4	129.7	156.4	117.3	88.8	130.3	115.9	134.2	131.5	121.8	127.3	169.4	145.9	138.0	138.7	131.9	129.1	131.3
Rank	1 of 6	1 of 6	1 of 6	3 of 5	4 of 5	2 of 6	2 of 6	2 of 6	2 of 6	2 of 6	2 of 6	1 of 6	2 of 6	1 of 6	1 of 6	1 of 6	1 of 6	2 of 6

Year To Date			Running 3 Month			Running 12 Month		
2019	2020	2021	2019	2020	2021	2019	2020	2021
75.1	49.9	74.0	87.8	43.5	79.5	75.7	63.8	73.5
61.0	39.8	54.7	73.4	39.4	60.8	63.6	48.1	55.3
123.0	125.4	135.2	119.7	110.4	130.7	119.1	132.7	132.8
2 of 6	3 of 6	1 of 6	1 of 6	3 of 5	1 of 6	2 of 6	1 of 6	2 of 6

% Chg																		
My Property	5.3	1.1	-26.7	-67.2	-55.5	-30.0	-7.4	-3.9	-3.9	-16.9	-6.0	9.7	28.8	13.7	22.3	168.9	110.7	28.2
Competitive Set	-13.5	1.3	-34.4	-69.3	-36.7	-33.4	3.2	2.3	10.2	-14.9	7.3	-5.3	20.4	6.8	37.9	139.2	44.9	27.2
Index (MPI)	21.8	-0.2	11.8	7.0	-29.8	5.1	-10.3	-6.1	-12.8	-2.3	-12.4	15.8	7.0	6.4	-11.3	12.4	45.4	0.8
Rank	2 of 6	3 of 6	2 of 6	3 of 5	5 of 5	4 of 6	5 of 6	4 of 6	4 of 6	3 of 6	3 of 6	3 of 6	3 of 6	3 of 6	6 of 6	3 of 5	1 of 5	2 of 6

Year To Date			Running 3 Month			Running 12 Month		
2019	2020	2021	2019	2020	2021	2019	2020	2021
-2.0	-33.5	48.1	12.7	-50.4	82.6	-2.4	-15.8	15.3
-0.2	-34.8	37.5	14.2	-46.3	54.2	1.3	-24.4	15.2
-1.7	2.0	7.8	-1.3	-7.7	18.4	-3.6	11.4	0.1
4 of 6	2 of 6	2 of 6	4 of 6	3 of 5	2 of 5	4 of 6	2 of 6	4 of 6

ADR	2020												2021					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
My Property	77.17	75.79	76.27	73.37	74.91	74.62	80.34	75.60	80.41	74.06	73.34	70.96	71.90	78.77	71.41	72.65	84.24	85.14
Competitive Set	74.63	72.73	72.86	69.26	72.95	74.20	82.51	77.85	77.37	77.37	74.92	74.66	77.01	82.85	73.16	75.43	84.57	84.94
Index (ARI)	103.4	104.2	104.7	105.9	102.7	100.6	97.4	97.1	103.9	95.7	97.9	95.0	93.4	95.1	97.6	96.3	99.6	100.2
Rank	2 of 6	1 of 6	2 of 6	2 of 5	2 of 5	2 of 6	3 of 6	3 of 6	2 of 6	4 of 6	3 of 6	3 of 6	3 of 6	4 of 6	4 of 6	4 of 6	3 of 6	3 of 6

Year To Date			Running 3 Month			Running 12 Month		
2019	2020	2021	2019	2020	2021	2019	2020	2021
87.86	75.54	77.67	91.67	74.44	80.89	89.30	80.85	76.85
82.15	73.11	79.93	85.87	72.81	81.83	81.80	78.11	78.88
106.9	103.3	97.2	106.8	102.2	98.8	109.2	103.5	97.4
2 of 6	2 of 6	3 of 6	2 of 6	2 of 5	3 of 6	2 of 6	2 of 6	4 of 6

% Chg																		
My Property	-0.1	-4.9	-13.0	-20.9	-18.5	-17.5	-3.7	-10.7	-4.5	-18.5	-11.3	-7.5	-6.8	3.9	-6.4	-1.0	12.5	14.1
Competitive Set	-3.4	-3.4	-5.0	-19.6	-15.5	-12.8	2.2	-0.3	-3.6	-12.8	-8.2	-2.9	3.2	13.9	0.4	8.9	15.9	14.5
Index (ARI)	3.4	-1.6	-8.4	-1.5	-3.5	-5.4	-5.8	-10.4	-0.9	-6.5	-3.4	-4.8	-9.7	-8.8	-6.8	-9.1	-3.0	-0.3
Rank	3 of 6	3 of 6	6 of 6	5 of 5	4 of 5	4 of 6	5 of 6	4 of 6	3 of 6	4 of 6	3 of 6	4 of 6	4 of 6	4 of 6	6 of 6	4 of 5	4 of 5	4 of 6

Year To Date			Running 3 Month			Running 12 Month		
2019	2020	2021	2019	2020	2021	2019	2020	2021
0.2	-14.0	2.8	4.9	-18.8	8.7	0.2	-9.5	-4.9
0.0	-11.0	9.3	3.4	-15.2	12.4	-2.4	-4.5	1.0
0.1	-3.4	-5.9	1.5	-4.2	-3.3	2.6	-5.2	-5.9
3 of 6	4 of 6	6 of 6	2 of 6	4 of 5	4 of 5	2 of 6	6 of 6	5 of 6

RevPAR	2020												2021					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
My Property	40.31	46.05	42.88	20.79	28.17	48.41	65.67	61.26	60.21	52.85	48.89	44.42	48.39	54.41	49.07	55.35	66.74	70.81
Competitive Set	28.59	34.07	26.19	16.72	30.90	36.95	58.18	47.00	44.07	45.32	39.24	27.58	35.53	41.46	36.26	43.57	51.89	53.79
Index (RGI)	141.0	135.2	163.7	124.3	91.2	131.0	112.9	130.3	136.6	116.6	124.6	161.0	136.2	131.3	135.3	127.0	128.6	131.6
Rank	1 of 6	1 of 6	1 of 6	2 of 5	3 of 5	2 of 6	3 of 6	2 of 6	2 of 6	2 of 6	2 of 6	1 of 6	2 of 6	1 of 6	2 of 6	1 of 6	1 of 6	2 of 6

Year To Date			Running 3 Month			Running 12 Month		
2019	2020	2021	2019	2020	2021	2019	2020	2021
65.95	37.71	57.45	80.49	32.41	64.33	67.62	51.54	56.50
50.13	29.10	43.73	63.01	28.72	49.77	51.99	37.54	43.66
131.6	129.6	131.4	127.7	112.9	129.2	130.1	137.3	129.4
1 of 6	1 of 6	1 of 6	1 of 6	3 of 5	2 of 6	1 of 6	1 of 6	2 of 6

% Chg																		
My Property	5.2	-3.9	-36.2	-74.0	-63.8	-42.2	-10.8	-14.2	-8.3	-32.2	-16.7	1.5	20.0	18.2	14.4	166.2	136.9	46.3
Competitive Set	-16.5	-2.1	-37.7	-75.3	-46.5	-41.9	5.5	2.0	6.2	-25.9	-1.5	-8.0	24.3	21.7	38.4	160.5	67.9	45.6
Index (RGI)	26.0	-1.8	2.4	5.4	-32.3	-0.5	-15.4	-15.9	-13.6	-8.6	-15.4	10.3	-3.4	-2.9	-17.3	2.2	41.1	0.5
Rank	2 of 6	3 of 6	3 of 6	4 of 5	5 of 5	4 of 6	5 of 6	5 of 6	4 of 6	3 of 6	4 of 6	3 of 6	3 of 6	3 of 6	6 of 6	3 of 5	1 of 5	3 of 6

Year To Date			Running 3 Month			Running 12 Month		
2019	2020	2021	2019	2020	2021	2019	2020	2021
-1.8	-42.8	52.3	18.2	-59.7	98.5	-2.2	-23.8	9.6
-0.2	-42.0	50.3	18.0	-54.4	73.3	-1.2	-27.8	16.3
-1.6	-1.5	1.4	0.2	-11.6	14.5	-1.1	5.6	-5.8
4 of 6	3 of 6	2 of 6	4 of 6	3 of 5	2 of 5	4 of 6	2 of 6	3 of 6



# STR Segmentation Glance

June 2021

	Transient			Group			Contract			Total		
			% Chg			% Chg			% Chg			% Chg
<b>Occupancy (%)</b>	My Property	80.1	26.7	My Property	3.0	87.5	My Property	0.0	0.0	My Property	83.2	28.2
	Comp set			Comp set			Comp set			Comp set	63.3	27.2
	Index (MPI)			Index (MPI)			Index (MPI)			Index (MPI)	131.3	0.8
<b>ADR</b>	My Property	84.66	14.3	My Property	97.57	2.8	My Property	0.00	0.0	My Property	85.14	14.1
	Comp set			Comp set			Comp set			Comp set	84.94	14.5
	Index (ARI)			Index (ARI)			Index (ARI)			Index (ARI)	100.2	-0.3
<b>RevPAR</b>	My Property	67.83	44.7	My Property	2.97	92.8	My Property	0.00	0.0	My Property	70.81	46.3
	Comp set			Comp set			Comp set			Comp set	53.79	45.6
	Index (RGI)			Index (RGI)			Index (RGI)			Index (RGI)	131.6	0.5

Year To Date

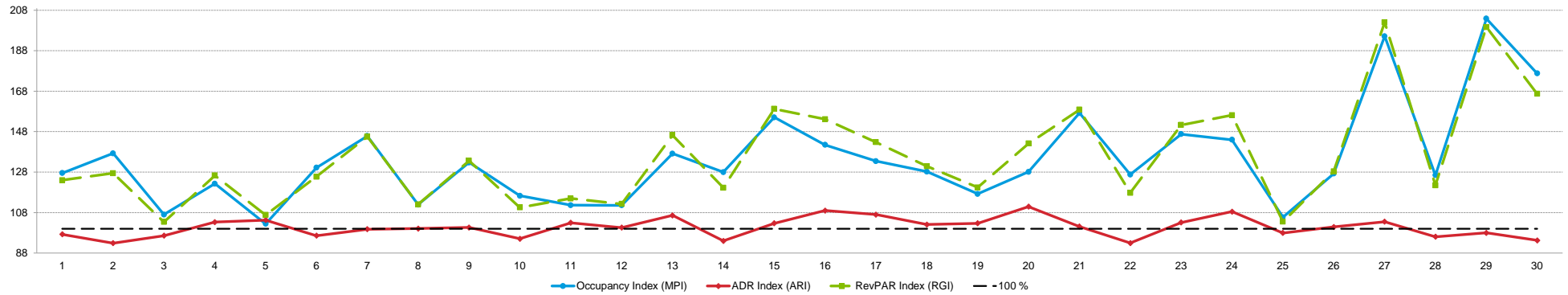
	Transient			Group			Contract			Total		
			% Chg			% Chg			% Chg			% Chg
<b>Occupancy (%)</b>	My Property	72.9	47.0	My Property	1.1	0.0	My Property	0.0	0.0	My Property	74.0	48.1
	Comp set			Comp set			Comp set			Comp set	54.7	37.5
	Index (MPI)			Index (MPI)			Index (MPI)			Index (MPI)	135.2	7.8
<b>ADR</b>	My Property	77.57	2.9	My Property	84.85	-9.4	My Property	0.00	0.0	My Property	77.67	2.8
	Comp set			Comp set			Comp set			Comp set	79.93	9.3
	Index (ARI)			Index (ARI)			Index (ARI)			Index (ARI)	97.2	-5.9
<b>RevPAR</b>	My Property	56.54	51.2	My Property	0.91	0.0	My Property	0.00	0.0	My Property	57.45	52.3
	Comp set			Comp set			Comp set			Comp set	43.73	50.3
	Index (RGI)			Index (RGI)			Index (RGI)			Index (RGI)	131.4	1.4

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# STR Daily by Month

Daily Indexes for the Month of June



Occupancy (%)	June																													
	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
My Property	85.4	92.7	74.4	92.7	74.4	63.4	93.9	90.2	92.7	91.5	95.1	89.0	70.7	74.4	91.5	91.5	93.9	90.2	80.5	50.0	92.7	84.1	87.8	89.0	72.0	80.5	69.5	63.4	85.4	92.7
Competitive Set	67.0	67.5	69.5	75.8	72.6	48.7	64.4	80.6	69.8	78.6	85.2	79.8	51.6	58.1	59.0	64.7	70.4	70.4	68.7	39.0	59.0	66.4	59.8	61.8	68.1	63.2	35.6	50.1	41.9	52.4
Index (MPI)	127.5	137.3	107.0	122.3	102.4	130.2	145.8	111.9	132.8	116.3	111.7	111.6	137.2	128.0	155.1	141.4	133.4	128.2	117.2	128.1	157.2	126.8	146.8	144.0	105.7	127.3	195.2	126.5	203.8	176.8
% Chg																														
My Property	89.2	55.1	17.3	33.3	3.4	40.5	57.1	54.2	52.0	29.3	50.0	35.2	61.1	8.9	50.0	31.6	40.0	23.3	-2.9	-12.8	38.2	23.2	12.5	15.9	-11.9	1.5	11.8	-13.3	42.9	16.9
Competitive Set	71.5	66.9	70.6	61.2	37.8	30.5	31.4	65.5	24.4	41.5	53.3	45.1	56.0	15.3	19.7	29.7	49.7	32.1	29.6	8.7	16.9	28.7	14.8	11.9	6.2	0.0	-23.3	-16.6	-31.3	-18.6
Index (MPI)	10.3	-7.1	-31.3	-17.3	-25.0	7.7	19.6	-6.8	22.2	-8.6	-2.2	-6.8	3.3	-5.5	25.4	1.4	-6.5	-6.6	-25.1	-19.8	18.2	-4.3	-2.0	3.6	-17.1	1.5	45.7	3.9	108.0	43.6

ADR	June																													
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
My Property	80.40	81.79	81.20	91.43	90.48	77.85	80.08	82.07	82.88	83.65	95.08	94.55	82.64	78.84	84.05	87.41	87.90	91.49	91.58	87.90	83.17	79.90	83.57	87.58	86.63	89.56	84.19	80.31	83.29	79.30
Competitive Set	82.66	88.07	84.09	88.53	86.74	80.61	80.25	81.97	82.34	88.03	92.36	94.01	77.51	83.88	81.85	80.22	82.16	89.62	89.15	79.24	82.27	86.00	81.08	80.75	88.45	88.79	81.33	83.59	85.02	84.11
Index (ARI)	97.3	92.9	96.6	103.3	104.3	96.6	99.8	100.1	100.7	95.0	102.9	100.6	106.6	94.0	102.7	109.0	107.0	102.1	102.7	110.9	101.1	92.9	103.1	108.4	97.9	100.9	103.5	96.1	98.0	94.3
% Chg																														
My Property	8.5	15.4	10.8	26.8	23.9	13.9	4.5	11.3	12.4	21.1	23.4	42.8	8.1	1.0	13.0	11.8	13.6	24.3	20.6	27.9	14.0	6.4	8.3	17.4	12.0	7.9	14.6	2.9	8.7	-2.2
Competitive Set	17.8	26.5	18.6	22.9	17.7	17.9	10.6	12.4	16.0	20.4	19.0	19.7	4.0	12.3	11.3	11.1	12.8	17.4	24.4	9.0	8.9	22.6	6.0	8.2	12.4	11.2	5.2	6.5	8.2	8.0
Index (ARI)	-7.9	-8.8	-6.6	3.2	5.3	-3.4	-5.5	-0.9	-3.2	0.6	3.7	19.4	3.9	-10.0	1.5	0.6	0.7	5.9	-3.1	17.4	4.7	-13.3	2.1	8.5	-0.3	-3.0	8.9	-3.3	0.5	-9.5

RevPAR	June																													
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
My Property	68.63	75.80	60.40	84.74	67.30	49.37	75.20	74.06	76.82	76.51	90.44	84.17	58.45	58.65	76.88	79.95	82.54	82.56	73.71	43.95	77.09	67.23	73.38	77.96	62.33	72.09	58.52	50.93	71.10	73.50
Competitive Set	55.34	59.47	58.46	67.09	63.01	39.27	51.67	66.09	57.48	69.22	78.68	74.99	39.97	48.75	48.27	51.88	57.81	63.06	61.21	30.93	48.52	57.09	48.51	49.93	60.23	56.16	28.96	41.91	35.61	44.09
Index (RGI)	124.0	127.5	103.3	126.3	106.8	125.7	145.5	112.1	133.6	110.5	114.9	112.2	146.2	120.3	159.3	154.1	142.8	130.9	120.4	142.1	158.9	117.8	151.3	156.2	103.5	128.4	202.1	121.5	199.7	166.7
% Chg																														
My Property	105.3	78.9	30.0	69.1	28.1	60.1	64.2	71.6	70.8	56.6	85.0	93.1	74.1	10.0	69.5	47.1	59.0	53.3	17.1	11.5	57.6	31.0	21.8	36.1	-1.3	9.5	28.1	-10.8	55.3	14.3
Competitive Set	102.1	111.1	102.4	98.1	62.3	53.9	45.4	85.9	44.3	70.4	82.4	73.6	62.3	29.4	33.2	44.1	68.8	55.1	61.2	18.5	27.3	57.9	21.7	21.0	19.4	11.2	-19.3	-11.2	-25.7	-12.1
Index (RGI)	1.6	-15.2	-35.8	-14.6	-21.0	4.0	13.0	-7.7	18.4	-8.1	1.4	11.2	7.2	-15.0	27.3	2.0	-5.8	-1.1	-27.4	-5.8	23.8	-17.0	0.1	12.4	-17.3	-1.5	58.8	0.4	109.0	30.0

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# STR Response Report

**This Year**  
Jun 20st - Father's Day

June 2021 (This Year)						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

June 2020 (Last Year)						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

**Last Year**  
Jun 21st - Father's Day

STR#	Name	City, State	Zip	Phone	Rooms	Open Date
60570	Hampton Inn Junction City	Junction City, KS	66441-3807	(785) 579-6950	82	201007
33388	Comfort Inn & Suites Junction City Near Fort Riley	Junction City, KS	66441-9465	(785) 762-4200	60	199608
52074	Best Western J C Inn	Junction City, KS	66441-9447	(785) 210-1212	45	200311
52615	Courtyard Junction City	Junction City, KS	66441	(785) 210-1500	119	200409
54969	Candlewood Suites Junction City Fort Riley	Junction City, KS	66441	(785) 238-1454	83	200704
55854	Quality Inn Junction City Near Fort Riley	Junction City, KS	66441	(785) 209-3527	44	200703
					433	

2019						2020												2021					
Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
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●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●

Data received:  
○ = Monthly Only  
● = Monthly & Daily



# STR Comparison

Subject Property					YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7
2018	2019	2020	JUNE 2021 YTD								
Occupancy	76.50%	76.30%	61.60%	74.00%	76.96%	80.04%	81.64%	83.27%	84.10%	84.95%	85.80%
% Change		-0.26%	-19.27%	20.13%	4%	4%	2%	2%	1%	1%	1%
Occ Penetration	120%	130%	128%	135%	128%	125%	125%	125%	124%	123%	122%
Average Daily Rate	\$ 89.22	\$ 86.17	\$ 75.84	\$ 77.67	\$ 85.44	\$ 93.98	\$ 97.74	\$ 99.69	\$ 101.69	\$ 103.72	\$ 105.80
% Change		-3.42%	-11.99%	2.41%	10.00%	10.00%	4%	2%	2%	2%	2%
ADR Penetration	109%	105%	100%	97%	105%	111%	113%	114%	115%	116%	118%
RevPAR	\$ 68.25	\$ 65.75	\$ 46.72	\$ 57.48	\$ 65.75	\$ 75.22	\$ 79.79	\$ 83.02	\$ 85.52	\$ 88.11	\$ 90.77
% Change		-3.67%	-28.94%	23.03%	14%	14%	6%	4%	3%	3%	3%
RevPAR Penetration	131%	137%	128%	131%	134%	139%	142%	143%	143%	143%	143%
Competitive Set					YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7
2018	2019	2020	JUNE 2021 YTD								
Occupancy	63.60%	58.50%	48.10%	54.70%	60.17%	63.78%	65.06%	66.36%	67.68%	69.04%	70.42%
% Change		-8.02%	-17.78%	13.72%	10%	6%	2%	2%	2%	2%	2%
Average Daily Rate	\$ 81.85	\$ 81.85	\$ 75.93	\$ 79.93	\$ 81.53	\$ 84.79	\$ 86.49	\$ 87.35	\$ 88.22	\$ 89.11	\$ 90.00
% Change		0.00%	-7.23%	5.27%	2%	4%	2%	1%	1%	1%	1%
RevPAR	\$ 52.06	\$ 47.88	\$ 36.52	\$ 43.72	\$ 49.06	\$ 54.08	\$ 56.26	\$ 57.96	\$ 59.71	\$ 61.52	\$ 63.37
% Change		-8.02%	-23.72%	19.71%	12%	10%	4%	3%	3%	3%	3%



# Historical Profit & Loss and 7-Year Proforma

Number of Rooms

82

	2018	2019	2020	JUNE 2021 TR-12	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	H.I.J.C.	HOST
Rooms Available	29,930	29,930	29,930	29,930	29,930	29,930	29,930	29,930	29,930	29,930	29,930	29,930		
Occupied Rooms	22,896	22,837	18,437	22,148	23,034	23,955	24,435	24,923	25,173	25,424	25,678	25,935		
Occupancy Rate	76.5%	76.3%	61.6%	74.0%	77.0%	80.04%	81.64%	83.27%	84.10%	84.95%	85.80%	86.65%		
Average Daily Rate	\$ 89.22	\$ 86.17	\$ 75.84	\$ 77.67	\$ 85.44	\$ 93.98	\$ 97.74	\$ 99.69	\$ 101.69	\$ 103.72	\$ 105.80	\$ 106.85		
Rev Par	\$ 63.56	\$ 65.75	\$ 69.43	\$ 57.48	\$ 65.75	\$ 75.22	\$ 79.79	\$ 83.02	\$ 85.52	\$ 88.11	\$ 90.77	\$ 92.59		
<b>DEPARTMENTAL REVENUES</b>														
Rooms	\$ 2,032,381	\$ 1,952,059	\$ 1,394,242	\$ 1,682,378	\$ 1,967,967	\$ 2,251,354	\$ 2,388,236	\$ 2,484,721	\$ 2,559,760	\$ 2,637,064	\$ 2,716,704	\$ 2,771,309		
F&B	-	-	-	-	-	-	-	-	-	-	-	-		
Other Income Miscellaneous	19,714	24,999	12,218	11,705	25,749	26,521	27,317	28,137	28,981	29,850	30,746	31,668		
<b>TOTAL REVENUES</b>	<b>2,052,095</b>	<b>1,977,058</b>	<b>1,406,460</b>	<b>1,694,083</b>	<b>1,993,716</b>	<b>2,277,875</b>	<b>2,415,553</b>	<b>2,512,858</b>	<b>2,588,740</b>	<b>2,666,915</b>	<b>2,747,449</b>	<b>2,802,977</b>		
<b>DEPARTMENTAL EXPENSES</b>														
Rooms	595,105	618,650	408,876	440,049	533,319	610,117	647,212	673,359	693,695	714,644	668,246	751,025	27.1%	27.1%
F&B	-	-	-	-	-	-	-	-	-	-	-	-		
Information & Telecom Systems	30,585	31,329	25,491	29,040	27,912	31,890	33,818	35,180	36,242	37,337	38,464	39,242	1.4%	1.4%
Total Departmental Expenses	625,690	649,979	434,367	469,089	561,231	642,007	681,030	708,539	729,937	751,981	706,710	790,267		
<b>UNDISTRIBUTED OPERATING EXPENSES</b>														
Utilities	126,527	128,224	114,937	122,326	123,004	128,416	134,066	139,965	146,123	152,553	159,265	166,273	4.4%	4.4%
Marketing	112,148	106,321	77,396	82,731	103,673	118,450	125,609	130,669	134,614	138,680	142,867	145,755	5.2%	5.2%
Maintenance	112,513	114,563	94,863	98,973	109,654	125,283	132,855	138,207	142,381	146,680	151,110	154,164	5.5%	5.5%
Franchise Fee	183,930	177,579	126,667	153,670	177,117	202,622	214,941	223,625	230,378	237,336	244,503	249,418	9.0%	6.5%
Admin & Gen	152,508	140,779	120,129	124,608	149,529	170,841	181,167	188,464	194,156	200,019	206,059	210,223	7.5%	9.5%
Total Undistributed Operating Expenses	687,626	667,466	533,992	582,308	662,977	745,611	788,638	820,930	847,652	875,267	903,804	925,832		
<b>GROSS OPERATING PROFIT</b>	<b>738,779</b>	<b>659,613</b>	<b>438,101</b>	<b>642,686</b>	<b>769,508</b>	<b>890,257</b>	<b>945,886</b>	<b>983,388</b>	<b>1,011,151</b>	<b>1,039,666</b>	<b>1,136,935</b>	<b>1,086,878</b>		
	36.00%	33.36%	31.15%	37.94%	38.60%	39.08%	39.16%	39.13%	39.06%	38.98%	41.38%	38.78%		
<b>FIXED EXPENSES</b>														
Insurance Expense	17,852	17,344	17,912	19,895	27,912	31,890	32,337	32,789	33,248	33,714	34,186	34,665	1.4%	1.4%
Management Fee	61,470	59,312	42,412	51,055	59,811	68,336	72,467	75,386	77,662	80,007	82,423	84,089	3.0%	4.8%
Tax Expense	135,556	123,004	127,232	129,887	129,887	133,784	137,797	141,931	146,189	150,575	155,092	159,745		4.3%
Total Other Expense	214,878	199,660	187,556	200,837	217,610	234,010	242,600	250,106	257,100	264,296	271,701	278,499		
<b>TOTAL EXPENSES</b>	<b>1,528,194</b>	<b>1,517,105</b>	<b>1,155,915</b>	<b>1,252,234</b>	<b>1,441,818</b>	<b>1,621,628</b>	<b>1,712,268</b>	<b>1,779,575</b>	<b>1,834,689</b>	<b>1,891,544</b>	<b>1,882,216</b>	<b>1,994,598</b>		
<b>EBITDA</b>	<b>523,901</b>	<b>459,953</b>	<b>250,545</b>	<b>441,849</b>	<b>551,897</b>	<b>656,247</b>	<b>703,285</b>	<b>733,282</b>	<b>754,051</b>	<b>775,370</b>	<b>865,234</b>	<b>808,380</b>		
	25.53%	23.26%	17.81%	26.08%	27.68%	28.81%	29.11%	29.18%	29.13%	29.07%	31.49%	28.84%		
Capital Replacement Reserves				22,023	25,918	29,612	31,402	32,667	33,654	34,670	35,717	36,439	1.3%	1.3%
<b>NOI</b>	<b>523,901</b>	<b>459,953</b>	<b>250,545</b>	<b>419,826</b>	<b>525,979</b>	<b>626,635</b>	<b>671,883</b>	<b>700,615</b>	<b>720,397</b>	<b>740,700</b>	<b>829,517</b>	<b>771,941</b>		
	25.53%	23.26%	17.81%	24.78%	26.38%	27.51%	27.81%	27.88%	27.83%	27.77%	30.19%	27.54%		

## Assumptions:

Expense ratios were derived from STR HOST ALMANAC 2020 for Limited Service Interstate Hotels though some expenses normalized for this property; taxes grown at 3%. Ratio to Sales based on Total Revenue, except Rooms Expense and Franchise Fee.

Note: this Pro Forma was prepared based on current data and is for illustrative purposes only. Data is based on available market information and conservative estimates of future market growth.



# 7-Year Returns

Total Rooms:  
82

		2021	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8
EBITDA			\$ 551,897	\$ 656,247	\$ 703,285	\$ 733,282	\$ 754,051	\$ 775,370	\$ 865,234	\$ 808,380
Reserves			\$ 25,918	\$ 29,612	\$ 31,402	\$ 32,667	\$ 33,654	\$ 34,670	\$ 35,717	\$ 36,439
NOI			\$ 525,979	\$ 626,635	\$ 671,883	\$ 700,615	\$ 720,397	\$ 740,700	\$ 829,517	\$ 771,941
Less: Debt Service Interest	4.75%		\$ 271,648	\$ 265,655	\$ 259,371	\$ 252,782	\$ 245,874	\$ 238,629	\$ 231,033	
Less: Debt Service Principal (yr amort)	25		\$ 123,443	\$ 129,436	\$ 135,720	\$ 142,309	\$ 149,218	\$ 156,462	\$ 164,058	
Cash Flow Available for Distribution			\$ 130,888	\$ 231,544	\$ 276,792	\$ 305,524	\$ 325,306	\$ 345,609	\$ 434,425	\$ 771,941
DSCR			1.33	1.59	1.70	1.77	1.82	1.87	2.10	

<b>Calculation of Net Sales Proceeds</b>		<b>YEAR 7</b>
Net Operating Income	\$	771,941
Capitalization Rate		8.50%
Gross Sales Proceeds		\$9,081,662
Mortgage Balance		(4,774,354)
Sales Expenses	3.0%	(\$272,450)
Net Sales Proceeds		\$4,034,858

## 21.59%

**Project IRR**

### PROJECT RETURN ANALYSIS

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7
Total Cash Flow Distributions	\$130,888	\$231,544	\$276,792	\$305,524	\$325,306	\$345,609	\$434,425
Net Sales Proceeds							\$4,034,858
	(1,925,000)	\$130,888	\$231,544	\$276,792	\$305,524	\$345,609	\$4,469,283

**Project IRR 21.59%**

Cash on Cash Return	6.80%	12.03%	14.38%	15.87%	16.90%	17.95%	22.57%
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<b>Assumptions:</b>	Purchase Price	6,500,000	\$79,268	Price per room
	Transaction Costs	-	\$0	Transaction costs
	PIP	1,200,000	\$14,634	PIP per room
	Total	7,700,000	\$93,902	
Equity - Needed	25.0%	1,925,000		
Loan	75.0%	5,775,000		

**Project IRR 21.59%**

**Average Cash-on-Cash Return 15.21%**





Marcus & Millichap

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Any projections, opinions, assumptions or estimates used herein are for example purposes only and do not represent the current or future performance of the property. Marcus & Millichap Real Estate Investment Services is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2021 Marcus & Millichap ACTIVITY ID ZAC0220128



An aerial photograph of a multi-story commercial building, likely a hotel or office complex, with a light-colored facade and numerous windows. The building is situated next to a paved road with a green grassy area in between. A parking lot in the foreground contains several vehicles, including a white pickup truck, a dark SUV, and a white sedan. The image is overlaid with a semi-transparent green and dark grey banner that contains the text "Market Overview".

# Market Overview



# Demographic Details

POPULATION	1 Mile	3 Miles	5 Miles
<b>2025 Projection</b>			
Total Population	4,587	21,059	29,180
<b>2020 Estimate</b>			
Total Population	4,672	21,149	28,591
<b>2010 Census</b>			
Total Population	5,192	23,278	30,134
<b>2000 Census</b>			
Total Population	4,916	19,335	24,353
<b>Daytime Population</b>			
2020 Estimate	3,631	17,845	28,588
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2025 Projection</b>			
Total Households	1,852	8,357	10,857
<b>2020 Estimate</b>			
Total Households	1,857	8,328	10,630
Average (Mean) Household Size	2.3	2.5	2.6
<b>2010 Census</b>			
Total Households	2,031	9,063	11,232
<b>2000 Census</b>			
Total Households	1,897	7,614	9,262
HOUSING UNITS	1 Mile	3 Miles	5 Miles
<b>Occupied Units</b>			
2025 Projection	2,343	10,710	13,885
2020 Estimate	2,325	10,572	13,456

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2020 Estimate</b>			
\$200,000 or More	2.2%	2.9%	2.7%
\$150,000-\$199,999	4.4%	2.3%	2.1%
\$100,000-\$149,999	12.4%	9.7%	9.6%
\$75,000-\$99,999	19.4%	16.3%	15.6%
\$50,000-\$74,999	23.1%	23.9%	24.6%
\$35,000-\$49,999	13.8%	14.4%	15.1%
\$25,000-\$34,999	10.3%	11.2%	11.8%
\$15,000-\$24,999	8.1%	10.4%	9.9%
Under \$15,000	6.3%	8.9%	8.7%
Average Household Income	\$74,363	\$69,776	\$68,252
Median Household Income	\$61,315	\$54,795	\$54,204
Per Capita Income	\$29,662	\$27,639	\$25,649
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population 25+ by Educational Level</b>			
2020 Estimate Population Age 25+	2,864	12,202	15,508
Elementary (0-8)	2.3%	2.8%	2.6%
Some High School (9-11)	4.2%	6.0%	5.4%
High School Graduate (12)	30.1%	29.5%	28.3%
Some College (13-15)	30.6%	30.4%	30.8%
Associate Degree Only	10.1%	10.5%	10.8%
Bachelor's Degree Only	16.3%	14.2%	15.3%
Graduate Degree	6.3%	6.6%	6.7%



# Demographic Summary



## POPULATION

In 2020, the population in your selected geography is 28,591. The population has changed by 17.4 percent since 2000. It is estimated that the population in your area will be 29,180 five years from now, which represents a change of 2.1 percent from the current year. The current population is 52.4 percent male and 47.6 percent female. The median age of the population in your area is 28.6, compared with the U.S. average, which is 38.2. The population density in your area is 384 people per square mile.



## HOUSEHOLDS

There are currently 10,830 households in your selected geography. The number of households has changed by 14.8 percent since 2000. It is estimated that the number of households in your area will be 10,857 five years from now, which represents a change of 2.1 percent from the current year. The average household size in your area is 2.6 people.



## INCOME

In 2020, the median household income for your selected geography is \$54,204, compared with the U.S. average, which is currently \$62,990. The median household income for your area has changed by 74.5 percent since 2000. It is estimated that the median household income in your area will be \$60,749 five years from now, which represents a change of 12.1 percent from the current year.

The current year per capita income in your area is \$25,649, compared with the U.S. average, which is \$34,935. The current year's average household income in your area is \$68,252, compared with the U.S. average, which is \$90,941.



## EMPLOYMENT

In 2020, 11,721 people in your selected area were employed. The 2000 Census revealed that 52.9 percent of employees are in white-collar occupations in this geography, and 47.1 percent are in blue-collar occupations. In 2020, unemployment in this area was 5.0 percent. In 2000, the average time traveled to work was 14.3 minutes.



## HOUSING

The median housing value in your area was \$152,645 in 2020, compared with the U.S. median of \$221,068. In 2000, there were 4,509 owner-occupied housing units and 4,753 renter-occupied housing units in your area. The median rent at the time was \$380.



## EDUCATION

The selected area in 2020 had a higher level of educational attainment when compared with the U.S. averages. Only 6.7 percent of the selected area's residents had earned a graduate degree compared with the national average of 11.8 percent, and 15.3 percent completed a bachelor's degree, compared with the national average of 19.2 percent.

The number of area residents with an associate degree was higher than the nation's at 10.8 percent vs. 8.3 percent, respectively.

The area had more high-school graduates, 28.3 percent vs. 27.4 percent for the nation. The percentage of residents who completed some college is also higher than the average for the nation, at 30.8 percent in the selected area compared with the 20.7 percent in the U.S.



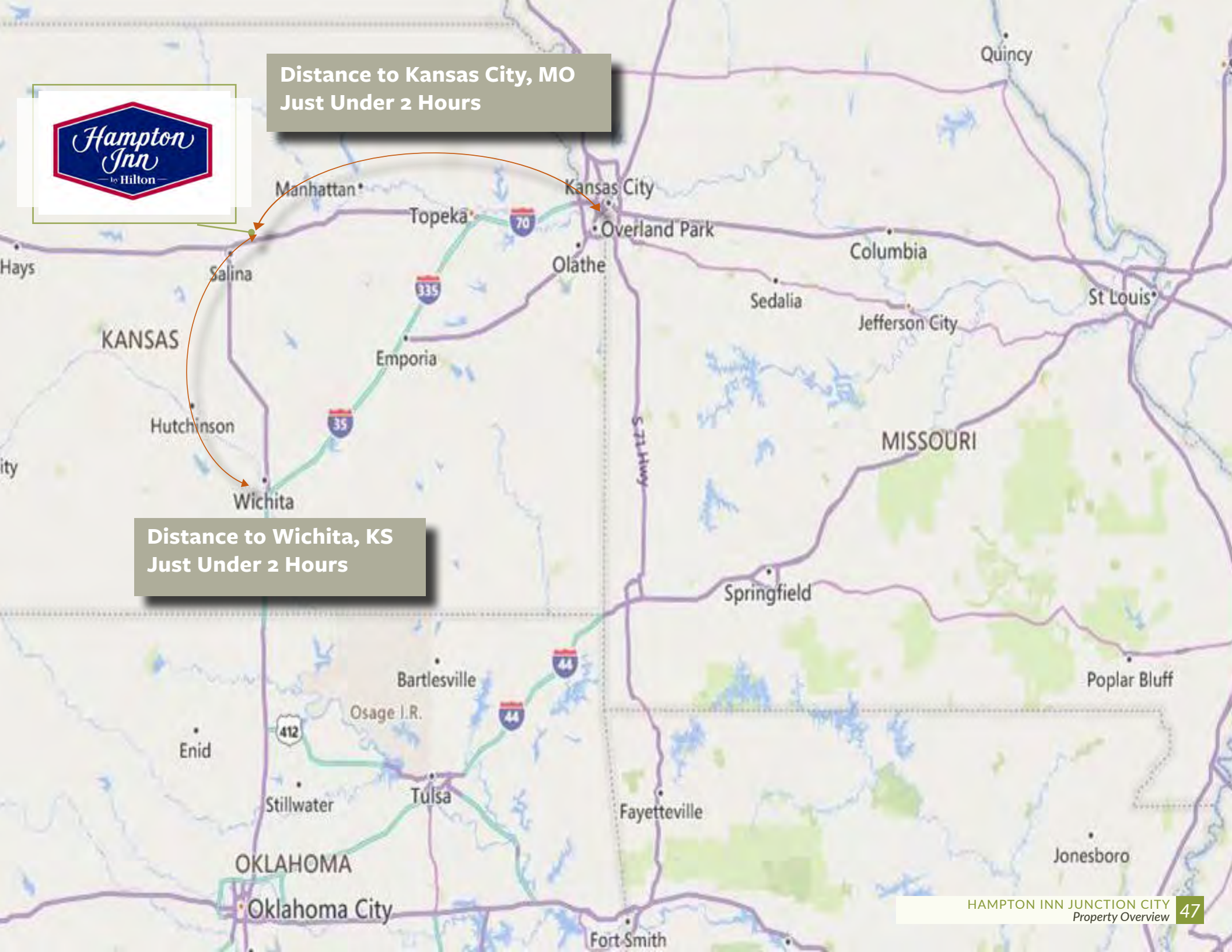






**Distance to Kansas City, MO  
Just Under 2 Hours**

**Distance to Wichita, KS  
Just Under 2 Hours**





# Kansas City, MO Location Overview

KANSAS CITY  
MISSOURI

POPULATION  
2,200,000



# Location Highlights

## KANSAS CITY

The Kansas City metro sits close to both the geographic and population centers of the United States and serves as a major regional commercial, industrial and cultural hub. The market consists of 14 counties: Clay, Bates, Cass, Platte, Clinton, Caldwell, Jackson, Lafayette and Ray counties in Missouri; and Johnson, Linn, Miami, Leavenworth and Wyandotte counties in Kansas. The metro has 2.2 million residents. Jackson is the most populous county with 709,000 people, followed by Johnson with 605,000 residents. Kansas City, Missouri, is the largest city with 491,000 citizens, followed by Overland Park, Kansas, with 190,000 people.

### METRO HIGHLIGHTS



#### CENTRAL LOCATION

A large portion of North America is within a 12-hour drive, making the metro a transportation and distribution hub.



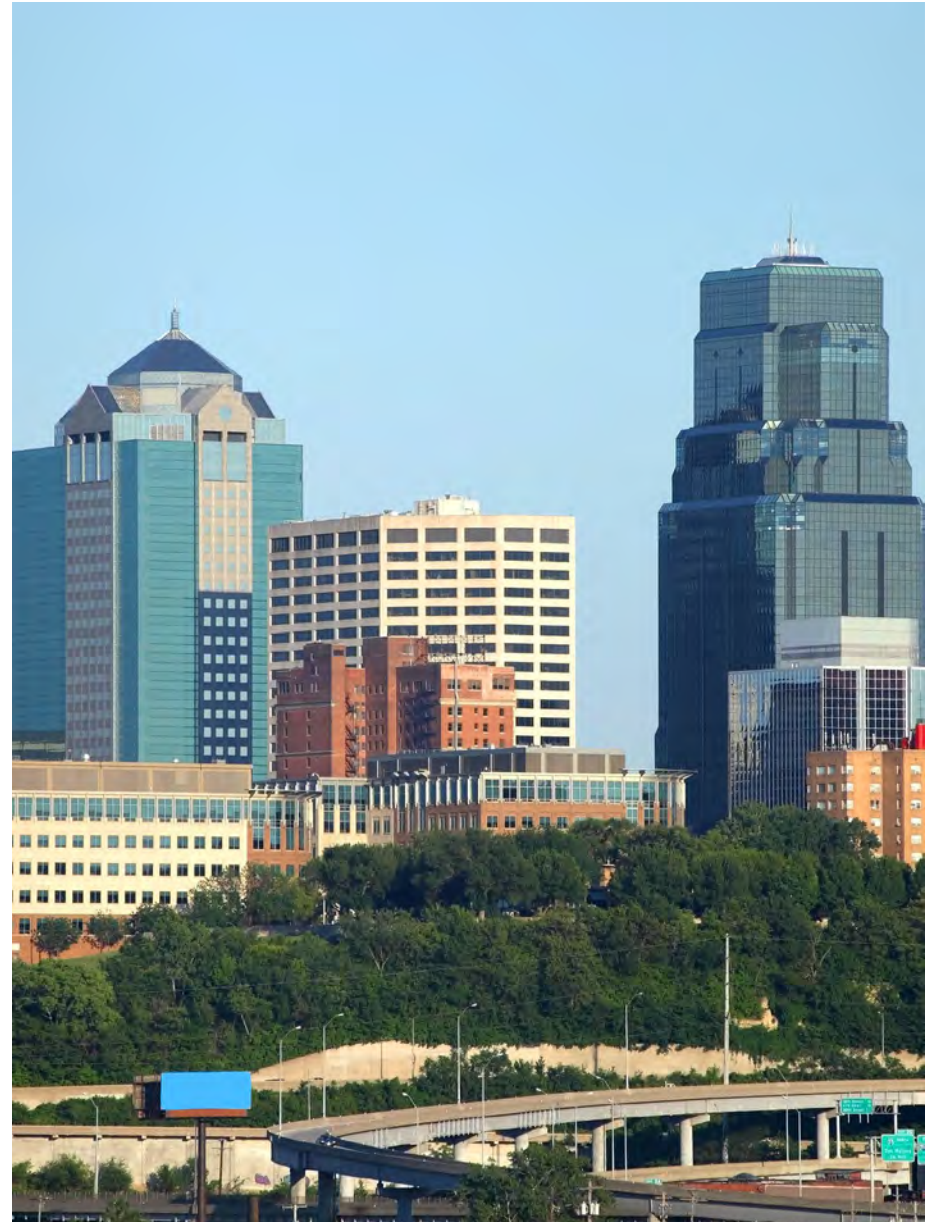
#### EXPANSIVE TRANSPORTATION SYSTEM

The region is the second-largest rail center in the United States and features an efficient and well-connected airport. BNSF Railway also has an intermodal facility in the area.



#### AFFORDABLE COST OF LIVING

Kansas City offers a lower cost of living than many other large Midwestern markets.



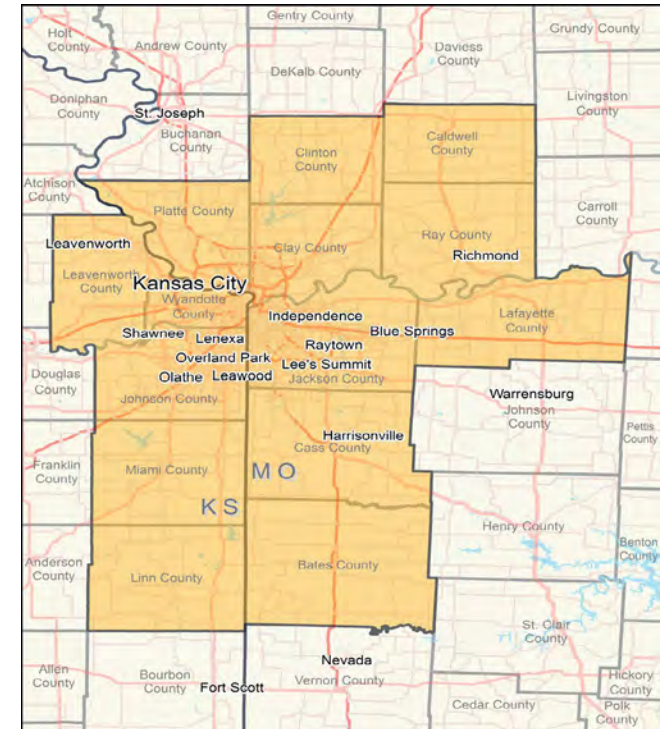
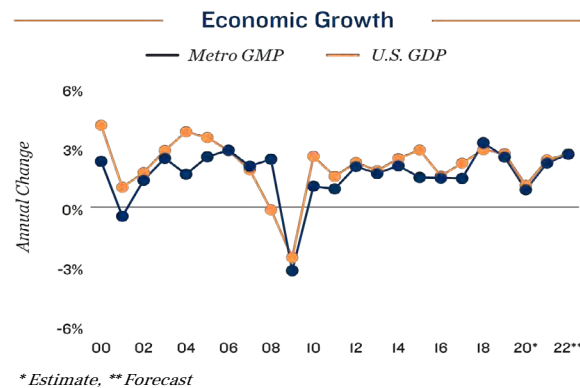


# Kansas City, MO Location Overview

## ECONOMY

- Its central location, extensive transportation network and intermodal facilities make the metro an important logistics and distribution hub. An increase in import volumes at U.S. ports will drive intermodal activity in the region this year.
- Lower costs of living and doing business as well as an educated workforce attract corporations and job seekers to the metro. Kansas City is home to two 500 Fortune companies: Seaboard and Cerner.
- Expanding industries in the metro include finance and insurance, engineering, life sciences, manufacturing and information technology.

MAJOR AREA EMPLOYERS
Honeywell
DST Systems
Hallmark Cards Inc.
University of Kansas Healthcare
Cerner Corp.
St. Luke's Health System
HCA Midwest Health System
Burns & McDonnell
UMB Financial
Children's Mercy Hospital



## SHARE OF 2020 TOTAL EMPLOYMENT



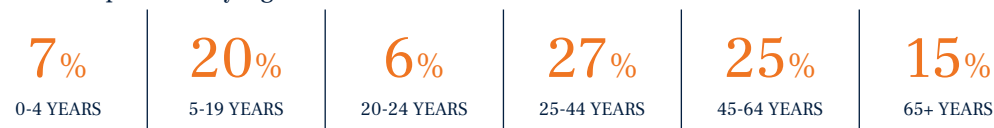


# Kansas City, MO Location Overview

## DEMOGRAPHICS

- The metro is expected to add nearly 70,700 people over the next five years, resulting in the formation of approximately 33,300 households.
- A median home price below the U.S. median has produced a homeownership rate of 65 percent, slightly exceeding the national rate.
- Roughly 36 percent of residents age 25 and older have bachelor's degrees; of those residents, 13 percent have also earned a graduate or professional degree.

### 2020 Population by Age



## QUALITY OF LIFE

Kansas City has a variety of entertainment options. The metro has three major professional sports franchises: the Kansas City Chiefs of the NFL, MLB's Kansas City Royals and Sporting KC of the MLS. The city boasts a rich jazz music history and houses the American Jazz Museum. Kansas City also features a downtown entertainment district that combines restaurants and retail, including the Sprint Center. Cultural venues include the Kemper Museum of Contemporary Art, Nelson-Atkins Museum of Art, the Lyric Opera of Kansas City and the Starlight Theatre. The metro maintains an exceptional education system with nationally ranked school districts, colleges, universities and institutions of advanced learning and research, including the University of Missouri-Kansas City.

\* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

## SPORTS



## EDUCATION



## ARTS & ENTERTAINMENT







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