

RICHMOND INN & SUITES AVAILABLE FOR SALE



2683 Energy Drive
Baton Rouge, Louisiana

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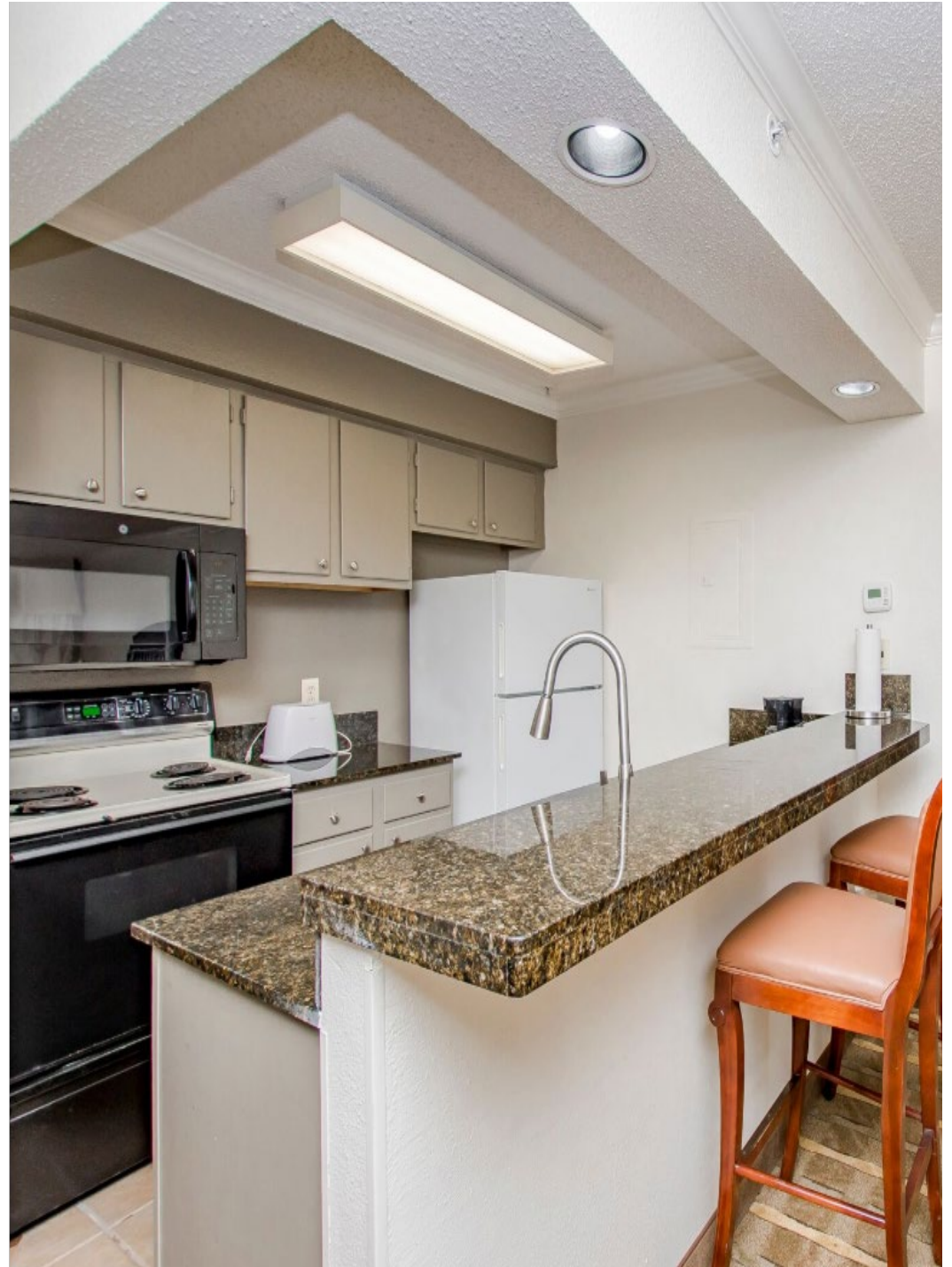
PROPERTY DESCRIPTION

- Fee simple, 145 guestroom extended-stay hotel located just off Corporate Boulevard in Baton Rouge
- Situated on 4.60 acres in the heart of the city
- Originally built in 1995; renovated in 2011
- Well positioned with excellent visibility from I-10 and only ± 3.5 miles from Louisiana State University
- Running 12-month performance of \$71.93 average daily rate (ADR), \$32.59 revenue per available room (RevPAR), and occupancy rate of 45%
- Significant operational upside for hands-on owner/operator looking to maximize profits by rebranding and updating interior rooms
- Proximate to all primary area demand generators, including many shops and restaurants
- Price: \$7.2 million. Historical property financials available upon request and upon execution of NDA

4 Year Projection	2019 (Actual)	2020	2021	2022
Occupancy	45%	47%	50%	50%
Rooms Sold	23,981	25,017	26,463	26,463
Average Daily Rate	\$71.93	\$80.20	\$86.92	\$89.09
Available Rentable Rooms	52,925	52,925	52,925	52,925
RevPar	\$32.59	\$37.37	\$43.46	\$44.54
Room Revenue	1,724,961	2,006,318	2,300,000	2,435,500
Other	66,720	70,056	73,559	77,237
Food and Beverage	26,003	27,303	28,668	30,102
Total Revenue	1,817,684	2,103,677	2,402,227	2,464,838
Rooms	745,471	702,211	690,000	707,250
Food & Beverage	36,160	37,303	38,668	40,102
Other	0	7,006	7,356	7,724
Total Departmental Expenses	781,631	746,520	736,024	755,075
Rooms Profits	979,490	1,304,107	1,610,000	1,650,250
F&B Profits	-10,157	-10,000	-10,000	-10,000
Other Profits	66,720	63,050	66,203	69,513
Total Departmental Profits	1,036,053	1,357,157	1,666,203	1,709,763
Administrative & General	311,645	311,645	319,436	327,422
Sales & Marketing	221,295	200,000	205,000	210,125
Prop. Operational & Maintenance	207,365	190,000	194,750	199,619
Utilities	110,231	110,231	112,987	115,811
Total Overhead	850,536	811,876	832,173	852,977
Property Taxes	73,000	73,000	73,000	73,000
Insurance (P&C / GL)	45,673	45,673	52,155	53,514
Management Fees	99,136	63,110	72,067	73,945
Franchise Fees	85,212	94,665	108,100	110,918
Total Other Expenses	303,021	276,448	305,322	311,377
EBITDA	-117,504	268,833	528,709	545,409

AMENITIES

- Hotel amenities include breakfast dining, fitness facility, swimming pool with whirlpool, basketball court, business center, laundry, free parking, meeting facilities, and market pantry
- Room amenities include refrigerator, microwave, sink, hair dryer, iron/ironing boards, and in-room coffee



PHOTOS

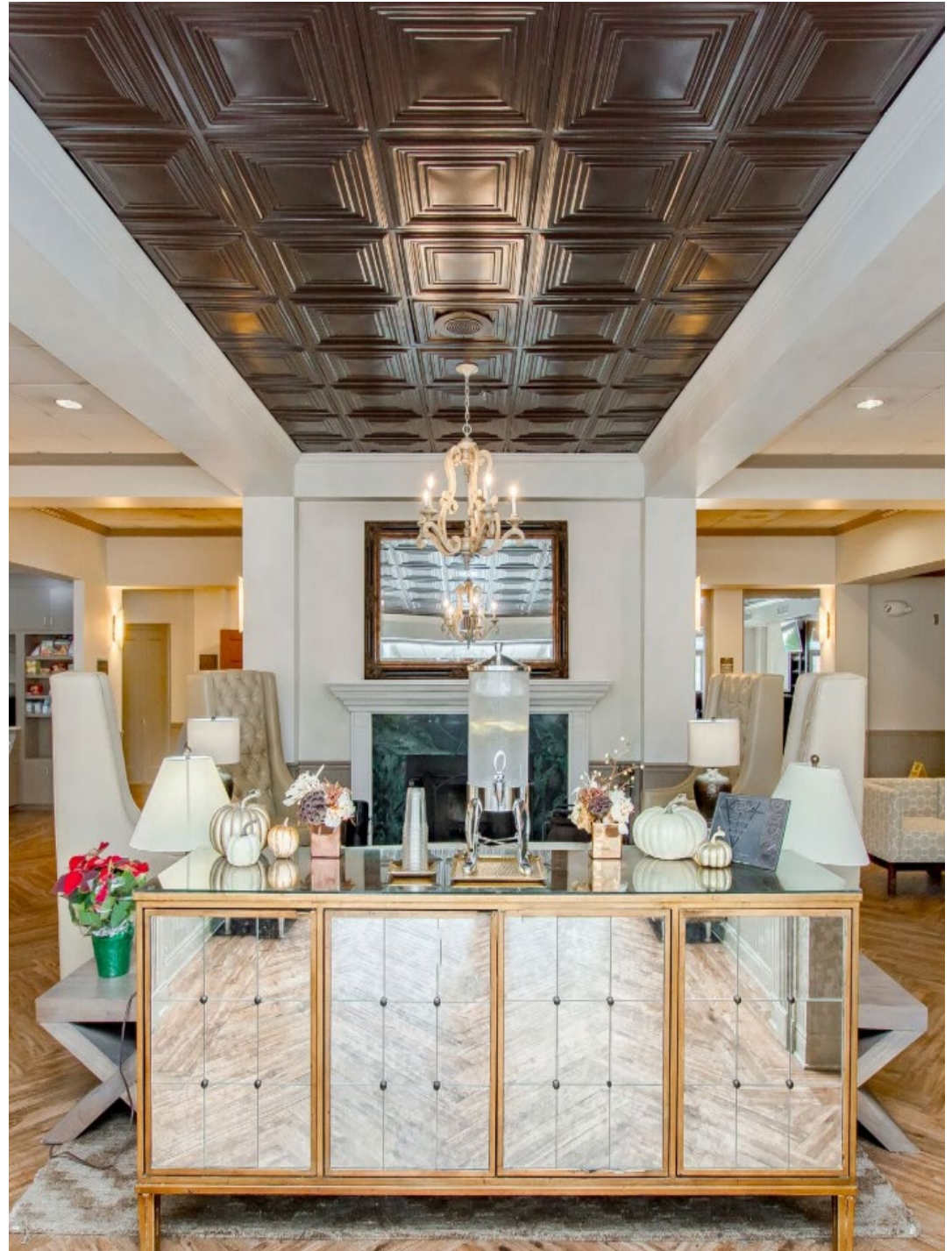


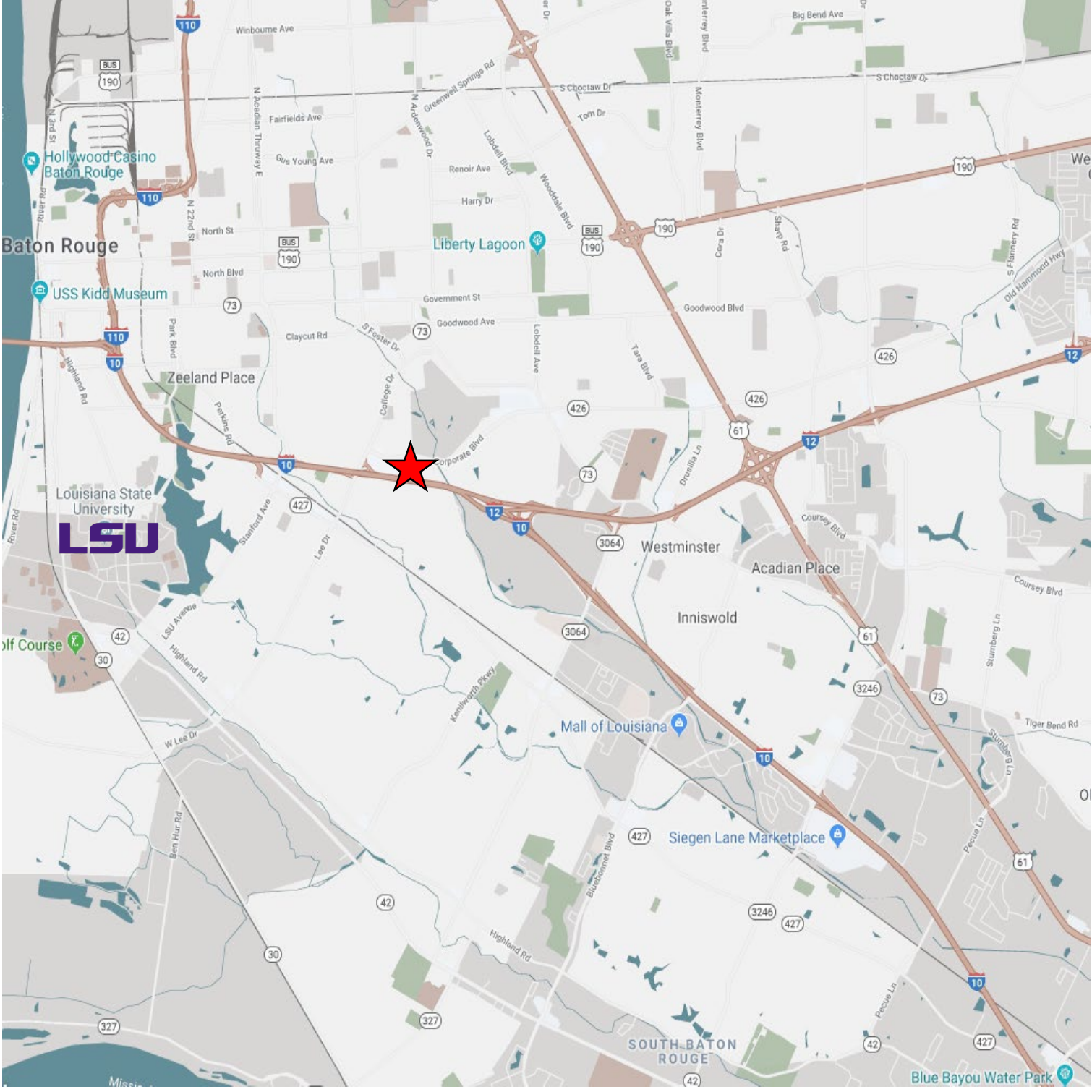
MARKET OVERVIEW

Baton Rouge, the capital of the state of Louisiana, is located on the eastern bank of the Mississippi River and is the parish seat of East Baton Rouge Parish, the most populous parish in Louisiana.

The city of Baton Rouge is a major industrial, petrochemical, medical, research, and emerging technology center of the American South. It is the location of Louisiana State University, the LSU System's flagship university and the largest institution of higher education in the state. It is also the location of Southern University, the flagship institution of the Southern University System, the only historically black college system in the nation. The Port of Greater Baton Rouge is the 10th-largest in the United States in terms of tonnage shipped, and is the farthest upstream Mississippi River port capable of handling Panamax ships.

Baton Rouge is the 99th most populous city in the United States, and second-largest city in Louisiana after New Orleans. Baton Rouge is the center of Greater Baton Rouge, the second-largest metropolitan area in Louisiana, with a population of 834,159 as of 2017.





BATON ROUGE





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