



CAMBRIA
hotels



407 AIRPORT BLVD
PENSACOLA, FL 32503

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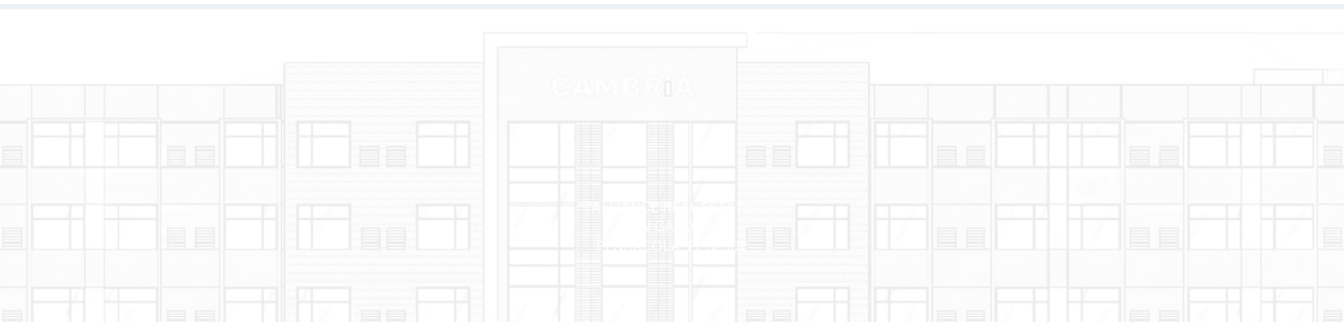


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INVESTMENT OVERVIEW

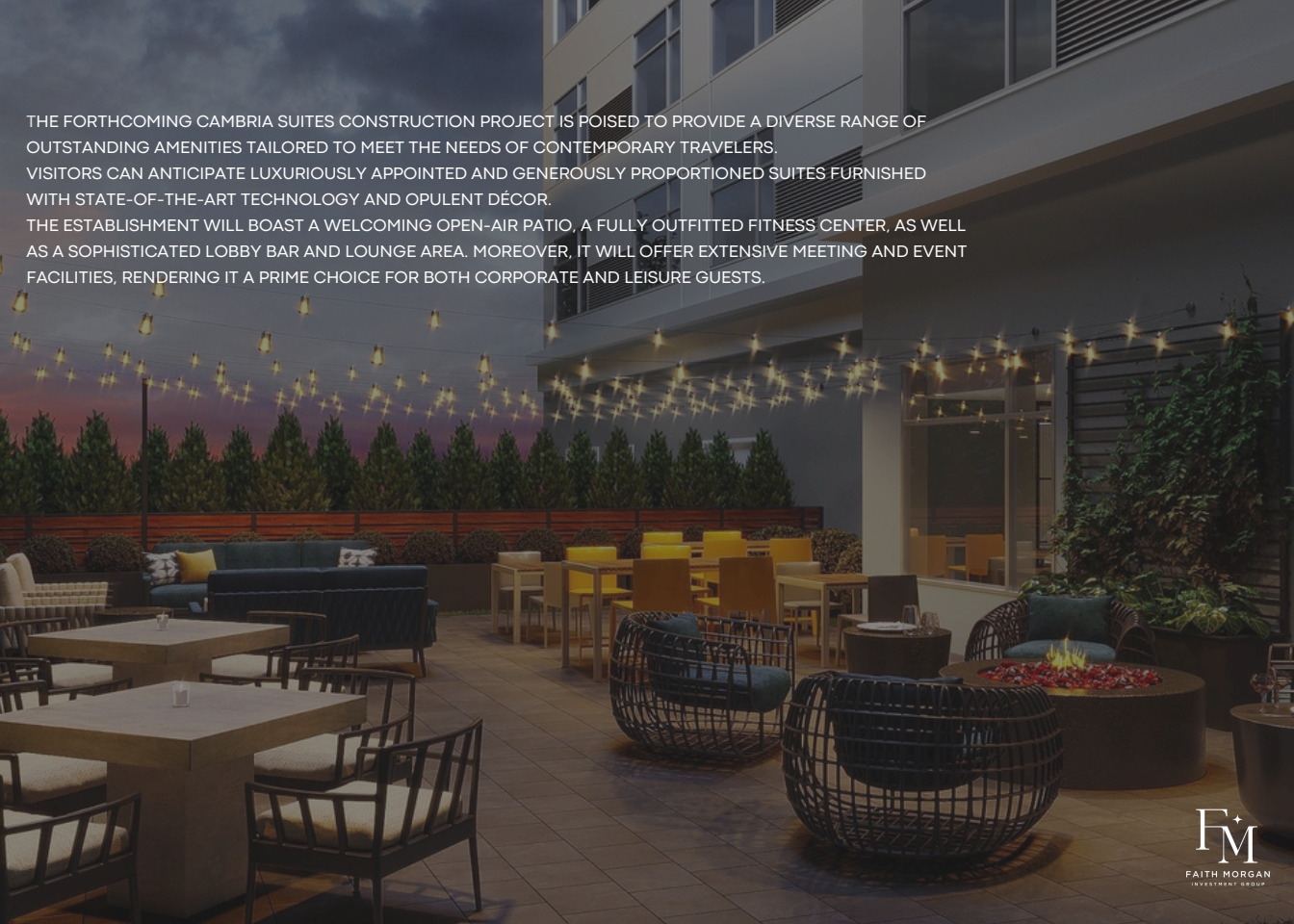
OFFERING SUMMARY
INVESTMENT & PROPERTY
HIGHLIGHTS
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AERIAL VIEW
DEMAND GENERATORS



THE FORTHCOMING CAMBRIA SUITES CONSTRUCTION PROJECT IS POISED TO PROVIDE A DIVERSE RANGE OF OUTSTANDING AMENITIES TAILORED TO MEET THE NEEDS OF CONTEMPORARY TRAVELERS.

VISITORS CAN ANTICIPATE LUXURIOUSLY APPOINTED AND GENEROUSLY PROPORTIONED SUITES FURNISHED WITH STATE-OF-THE-ART TECHNOLOGY AND OPULENT DÉCOR.

THE ESTABLISHMENT WILL BOAST A WELCOMING OPEN-AIR PATIO, A FULLY OUTFITTED FITNESS CENTER, AS WELL AS A SOPHISTICATED LOBBY BAR AND LOUNGE AREA. MOREOVER, IT WILL OFFER EXTENSIVE MEETING AND EVENT FACILITIES, RENDERING IT A PRIME CHOICE FOR BOTH CORPORATE AND LEISURE GUESTS.



02 VISION REPORT

- **7.50% ESTIMATED CAP RATE**
- THE PROPERTY IS ALSO LOCATED WITHIN CLOSE PROXIMITY TO A VARIETY OF DEMAND GENERATORS INCLUDING, BUT NOT LIMITED TO:
- 5 MINUTES TO PENSACOLA INTERNATIONAL AIRPORT
- ASCENSION SACRED HEART
- CORDOVA MALL
- 10 MINUTES TO DOWNTOWN PENSACOLA
- PENSACOLA BEACH
- ALABAMA

- **STRONG CHOICE HOTEL BRAND RECOGNITION**
- **LACK OF AVAILABLE HOTEL PROPERTIES ON-MARKET IN THE AREA**
- **OPPORTUNITY TO INCREASE REVPAR TO COMPETITIVE SET STANDARDS AND EXCEED PERFORMANCE OF COMPETITION THROUGH STRONG HANDS-ON MANAGEMENT AND MARKETING**
- **LOCATED NEARBY HIGH TRAFFIC INTERSTATE CORRIDORS**
- **LOCATION: RIGHT OFF OF I-10, NEARBY N DAVIS HWY**
- **AADT OVER 72339 I-10 (2022)**



PROJECT TIMELINE



SPECIFICATIONS

ACQUISITION PRICE: CONTACT

BUILDING AREA +/- 56,000 SQ. FT.

LOT SIZE +/- 2.67 ACRES

107 KEYS

108 PARKING SPACES

8 ACCESSIBLE ROOMS

5 STORIES

7.50% CAP RATE



DEMAND GENERATORS

- UNIVERSITY OF WEST FLORIDA
- NAVAL AIR STATION PENSACOLA
 - FLORIDA NATIONAL GUARD
- WHITING FIELD NAVAL AIR STATION
 - PORT OF PENSACOLA
- PENSACOLA MUSEUM OF ART
 - SAENGER THEATRE
 - SEVILLE QUARTER
- BEACHES ALONG THE GULF OF MEXICO
- NATIONAL NAVAL AVIATION MUSEUM
- PENSACOLA LIGHTHOUSE & MARITIME MUSEUM
 - HISTORIC PENSACOLA VILLAGE
 - PENSACOLA SEAFOOD FESTIVAL
 - GULF ISLANDS NATIONAL SEASHORE



03 FINANCIAL ANALYSIS

	2023	2024	2025	2026	2027	2028	2029
Commercial/Government							
Total Demand	92,257	87,644	92,026	106,750	113,155	114,287	114,287
Growth Rate		(5.0) %	5.0 %	16.0 %	6.0 %	1.0 %	0.0 %
Leisure							
Total Demand	49,646	47,164	49,522	55,960	58,198	58,489	58,489
Growth Rate		(5.0) %	5.0 %	13.0 %	4.0 %	0.5 %	0.0 %
Group							
Total Demand	29,172	28,588	29,160	30,618	31,078	31,233	31,233
Growth Rate		(2.0) %	2.0 %	5.0 %	1.5 %	0.5 %	0.0 %
Totals							
Total Demand	171,075	163,396	170,708	193,328	202,431	204,009	204,009
Overall Demand Growth	(3.8) %	(4.5) %	4.5 %	13.3 %	4.7 %	0.7 %	0.0 %

10 YEAR PROJECTIONS

	2025/26		2026/27		2027/28		2028/29		2029/30		2030/31		2031/32		2032/33		2033/34		2034/35	
Number of Rooms:	107		107		107		107		107		107		107		107		107		107	
Occupied Rooms:	26,557		28,901		29,291		29,291		29,291		29,291		29,291		29,291		29,291		29,291	
Occupancy:	68%		74%		75%		75%		75%		75%		75%		75%		75%		75%	
Average Rate:	\$155.52	% of	\$163.49	% of	\$170.09	% of	\$175.20	% of	\$180.45	% of	\$185.86	% of	\$191.44	% of	\$197.18	% of	\$203.10	% of	\$209.19	% of
RevPAR:	\$105.75	Gross	\$120.98	Gross	\$127.57	Gross	\$131.40	Gross	\$135.34	Gross	\$139.40	Gross	\$143.58	Gross	\$147.89	Gross	\$152.32	Gross	\$156.89	Gross
OPERATING REVENUE																				
Rooms	\$4,130	90.4 %	\$4,725	90.9 %	\$4,982	91.0 %	\$5,132	91.0 %	\$5,286	91.0 %	\$5,444	91.0 %	\$5,608	91.0 %	\$5,776	91.0 %	\$5,949	91.0 %	\$6,128	91.0 %
Food & Beverage	298	6.5	327	6.3	340	6.2	351	6.2	361	6.2	372	6.2	383	6.2	395	6.2	406	6.2	419	6.2
Other Operated Departments	109	2.4	115	2.2	119	2.2	123	2.2	126	2.2	130	2.2	134	2.2	138	2.2	142	2.2	147	2.2
Miscellaneous Income	31	0.7	33	0.6	34	0.6	35	0.6	36	0.6	37	0.6	38	0.6	39	0.6	41	0.6	42	0.6
Total Operating Revenues	4,569	100.0	5,200	100.0	5,476	100.0	5,640	100.0	5,810	100.0	5,983	100.0	6,163	100.0	6,348	100.0	6,538	100.0	6,735	100.0
DEPARTMENTAL EXPENSES *																				
Rooms	904	21.9	962	20.4	996	20.0	1,026	20.0	1,057	20.0	1,089	20.0	1,122	20.0	1,155	20.0	1,190	20.0	1,226	20.0
Food & Beverage	283	94.8	299	91.5	310	91.0	319	91.0	329	91.0	338	91.0	349	91.0	359	91.0	370	91.0	381	91.0
Other Operated Departments	67	61.2	69	60.2	71	60.0	74	60.0	76	60.0	78	60.0	80	60.0	83	60.0	85	60.0	88	60.0
Total Expenses	1,254	27.4	1,331	25.6	1,378	25.2	1,419	25.2	1,462	25.2	1,505	25.2	1,551	25.2	1,597	25.2	1,645	25.2	1,694	25.2
DEPARTMENTAL INCOME	3,315	72.6	3,869	74.4	4,098	74.8	4,221	74.8	4,348	74.8	4,478	74.8	4,613	74.8	4,751	74.8	4,893	74.8	5,041	74.8
UNDISTRIBUTED OPERATING EXPENSES																				
Administrative & General	376	8.2	396	7.6	410	7.5	423	7.5	435	7.5	448	7.5	462	7.5	476	7.5	490	7.5	505	7.5
Info & Telecom Systems	68	1.5	72	1.4	75	1.4	77	1.4	79	1.4	82	1.4	84	1.4	86	1.4	89	1.4	92	1.4
Marketing	285	6.2	300	5.8	311	5.7	320	5.7	330	5.7	340	5.7	350	5.7	360	5.7	371	5.7	382	5.7
Franchise Fee	372	8.1	425	8.2	448	8.2	462	8.2	476	8.2	490	8.2	505	8.2	520	8.2	535	8.2	552	8.2
Prop. Operations & Maint.	152	3.3	169	3.2	184	3.4	190	3.4	195	3.4	201	3.4	207	3.4	213	3.4	220	3.4	226	3.4
Utilities	159	3.5	168	3.2	174	3.2	179	3.2	185	3.2	190	3.2	196	3.2	202	3.2	208	3.2	214	3.2
Total Expenses	1,411	30.8	1,531	29.4	1,602	29.4	1,650	29.4	1,700	29.4	1,751	29.4	1,803	29.4	1,857	29.4	1,913	29.4	1,971	29.4
GROSS OPERATING PROFIT	1,904	41.7	2,339	45.0	2,496	45.6	2,571	45.6	2,648	45.6	2,727	45.6	2,809	45.6	2,894	45.6	2,980	45.6	3,070	45.6
Management Fee	137	3.0	156	3.0	164	3.0	169	3.0	174	3.0	179	3.0	185	3.0	190	3.0	196	3.0	202	3.0
INCOME BEFORE NON-OPR. INC. & EXP.	1,767	38.7	2,183	42.0	2,331	42.6	2,402	42.6	2,474	42.6	2,548	42.6	2,625	42.6	2,703	42.6	2,784	42.6	2,868	42.6
NON-OPERATING INCOME & EXPENSE																				
Property Taxes	63	1.4	155	3.0	160	2.9	165	2.9	170	2.9	175	2.9	180	2.9	185	2.9	191	2.9	197	2.9
Insurance	117	2.6	121	2.3	124	2.3	128	2.3	132	2.3	136	2.3	140	2.3	144	2.3	148	2.3	153	2.3
Total Expenses	181	4.0	276	5.3	284	5.2	293	5.2	302	5.2	311	5.2	320	5.2	330	5.2	340	5.2	350	5.2
EBITDA	1,586	34.7	1,907	36.7	2,047	37.4	2,109	37.4	2,172	37.4	2,237	37.4	2,305	37.4	2,374	37.4	2,444	37.4	2,518	37.4
Reserve for Replacement	91	2.0	156	3.0	219	4.0	226	4.0	232	4.0	239	4.0	247	4.0	254	4.0	262	4.0	269	4.0
EBITDA LESS RESERVE	\$1,495	32.7 %	\$1,751	33.7 %	\$1,828	33.4 %	\$1,883	33.4 %	\$1,940	33.4 %	\$1,998	33.4 %	\$2,058	33.4 %	\$2,120	33.4 %	\$2,183	33.4 %	\$2,249	33.4 %

*Departmental expenses are expressed as a percentage of departmental revenues.

ADR FORECAST

Calendar Year	Historical	2024	2025	2026	2027	2028	2029
	2023						
Market ADR	\$149.00	\$150.49	\$155.00	\$159.65	\$164.44	\$169.38	\$174.46
Projected Market ADR Growth Rate		1.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Proposed Subject Property ADR (As-If Stabilized)	\$150.00	\$151.50	\$156.05	\$160.73	\$165.55	\$170.51	\$175.63
ADR Growth Rate		1.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Proposed Subject Stabilized ADR Penetration	101%	101%	101%	101%	101%	101%	101%
Fiscal Year		2025/26	2026/27	2027/28	2028/29	2029/30	
Proposed Subject Property Average Rate			\$160.33	\$165.14	\$170.09	\$175.20	\$180.45
Opening Discount			3.0%	1.0%	0.0%	0.0%	0.0%
Average Rate After Discount			\$155.52	\$163.49	\$170.09	\$175.20	\$180.45
Real Average Rate Growth			—	5.1%	4.0%	3.0%	3.0%
Market ADR		\$154.62	\$159.26	\$164.04	\$168.96	\$174.03	\$179.25
Proposed Subject ADR Penetration (After Discount)			98%	100%	101%	101%	101%
ADR Expressed in Base-Year Dollars Deflated @ Inflation Rate			\$141.98	\$144.91	\$146.37	\$146.37	\$146.37



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