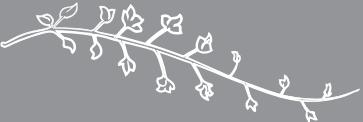




**Offering At: \$5,500,000 | 27 ROOMS | \$203,703 / ROOM  
Includes Adjacent Development Land**

**A Prime Investment in Santa Maria's Thriving Hospitality Market**



# EVERLYGROVE

## TRANSACTION TEAM



**AARON GRAVES**

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Founder



**LAURA ENGLISH**

Laura@everlygrove.com  
Marketing



**ASHLEY LAVACOT**

Ashley@everlygrove.com  
Operations



**CHRIS OH**

Chris@everlygrove.com  
Regional Manager



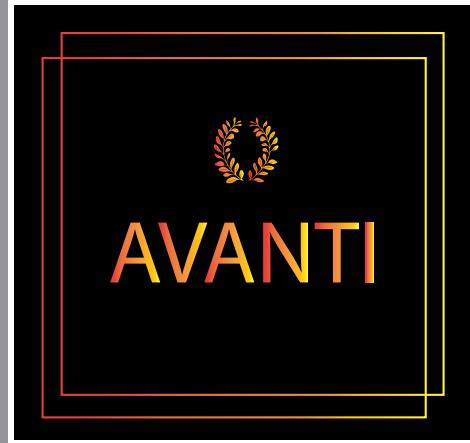
**JOHN SIMPSON**

John@everlygrove.com  
Revenue Management



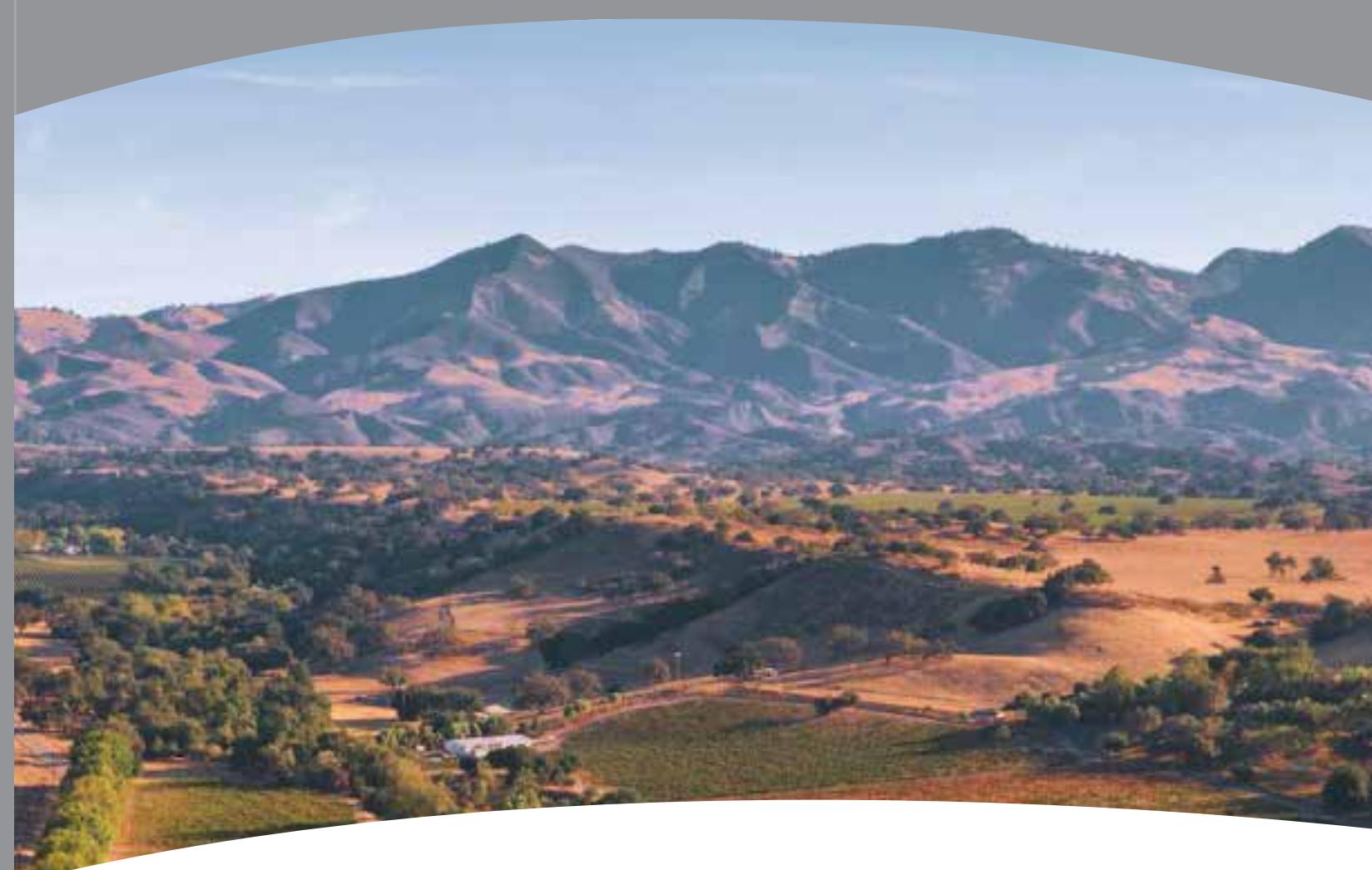
**FALLON WILLIS**

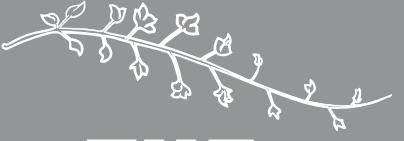
Fallon@everlygrove.com  
Human Resources



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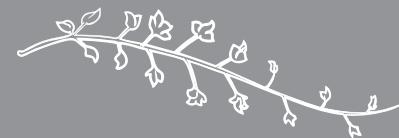


# THE OFFERING

EVERLYGROVE HOTEL BROKERS is pleased to present the opportunity to acquire Hotel Avanti, a newly renovated hospitality asset in Santa Maria, CA, with an adjacent land parcel included in the offering. Positioned along the bustling Broadway corridor in Santa Barbara County, this 27-key, 6,000-square-foot hotel sits on a 22,500-square-foot lot and benefits from recent renovations completed in 2024, modern amenities, and a prime location with convenient access to local attractions.

The offering also includes a separate parcel of land located next to the hotel, providing additional flexibility and potential for future development. Overall investment profile and long-term upside of Hotel Avanti.





# PROPERTY INFORMATION



**Sale Price: \$5,500,000**

## Location Information

Building Name	Hotel Avanti
Street Address	1107 N Broadway
City, State, Zip	Santa Maria, CA 93454
County	Santa Barbara

## Building Information

Number of Buildings	1
Number of Rooms	27
Building Size	6,000 Square Feet
Proforma NOI	\$398,569
Proforma Cap Rate	7.0%
Year Built	1953
Year Last Renovated	2025
Framing	2024
Condition	Like New
Roof	2015 Shingles
Corridors	Exterior
Foundation	Concrete

## Room Types

King	12
Double Queen	5
ADA Suite + Roll-In Shower	1
ADA Queen + Bathtub	2
Standard King	2
Full Suite	1
Bunkbed Suite	2
Day Bed Suite	2

## General Information

Property Type	Hotel
Property Subtype	Hospitality
Lot Size	22,500 Square Feet
APN#	119-086-005
Opportunity Zone	No

## Managers Unit

Room Type	1 Bed + 1 Bath
Kitchen	Yes

## Parking and Transportation

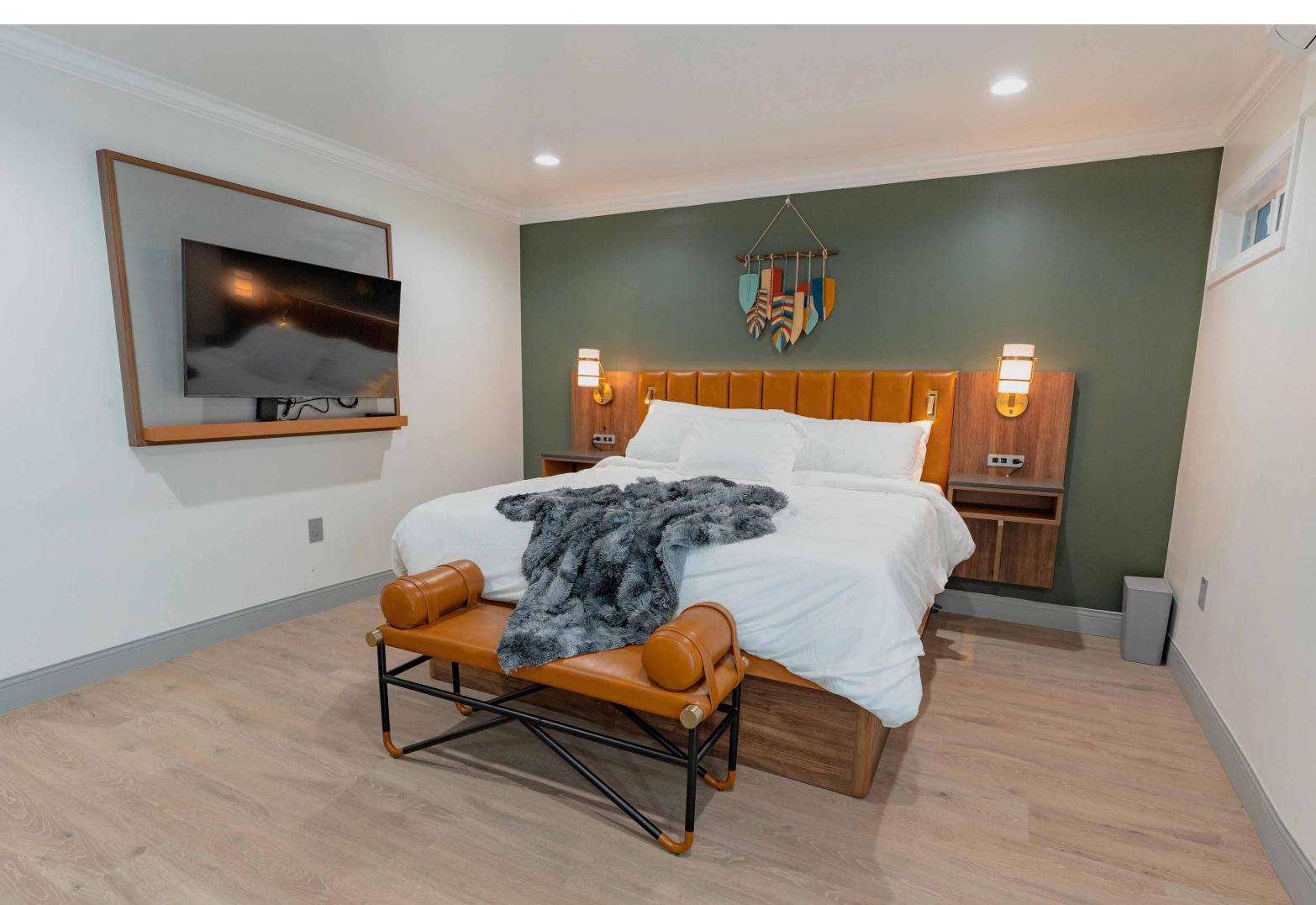
Parking Type	Asphalt
# of Parking Spaces	15 + 2 ADA = 17

## Mechanical

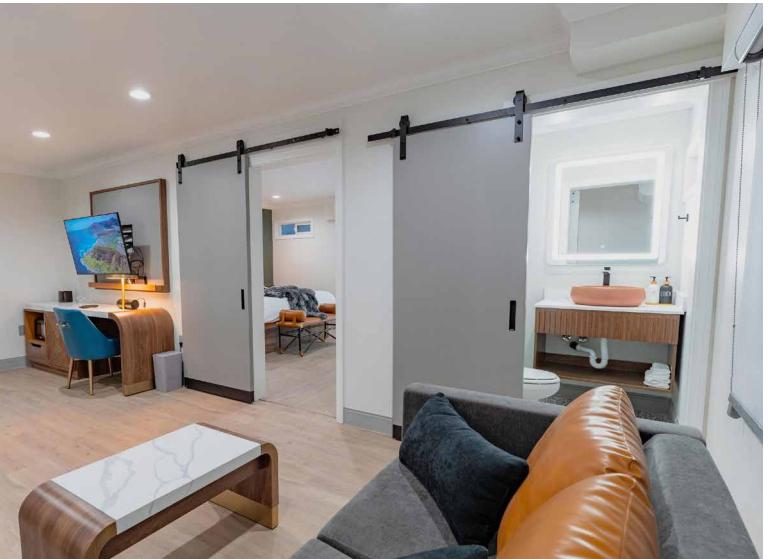
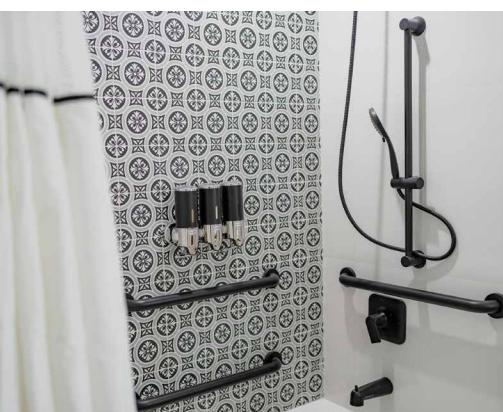
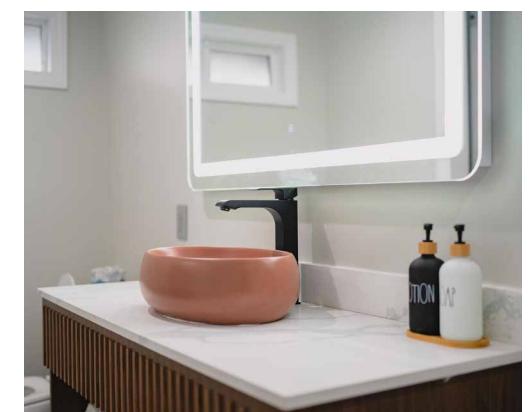
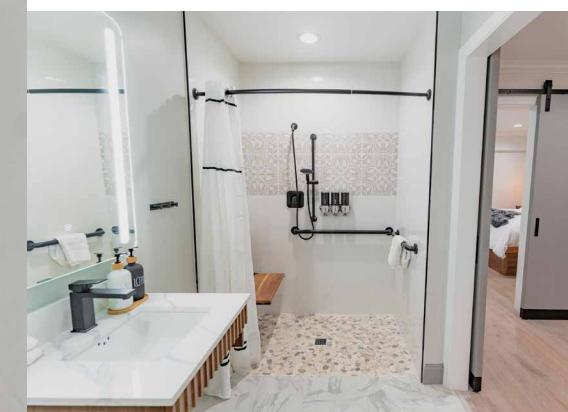
PTAC/HVAC	17/10
Boilers	6 Tankless
Staff Washers	2
Staff Dryers	2

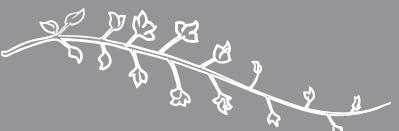


# INTERIORS



# BATHROOMS & AMENITIES





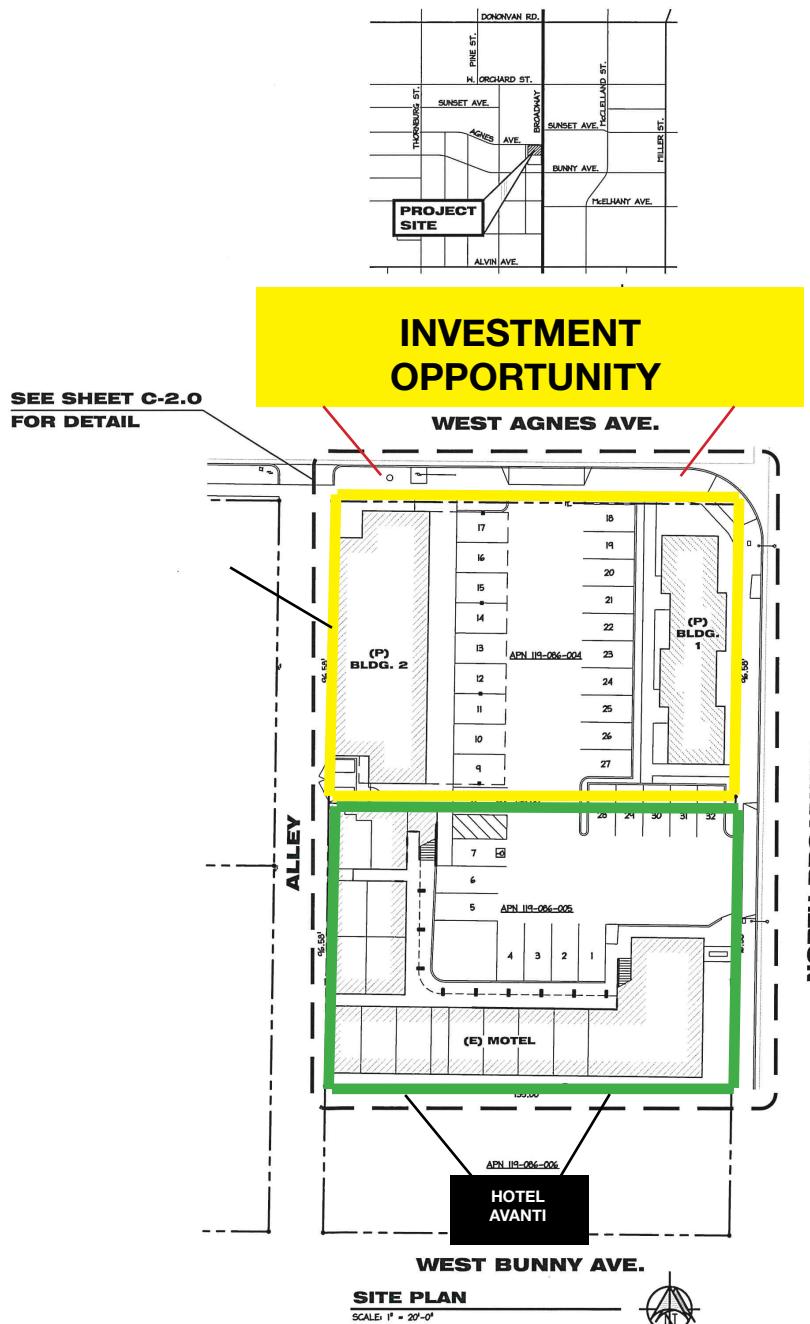
## ADDED VALUE



**Exclusive Investment Opportunity** – Included in the deal is the lot next to Hotel Avanti in Santa Maria. This prime location offers incredible potential for development, expansion, or a complementary business venture.



# SITE PLANS



REVISIONS	BY

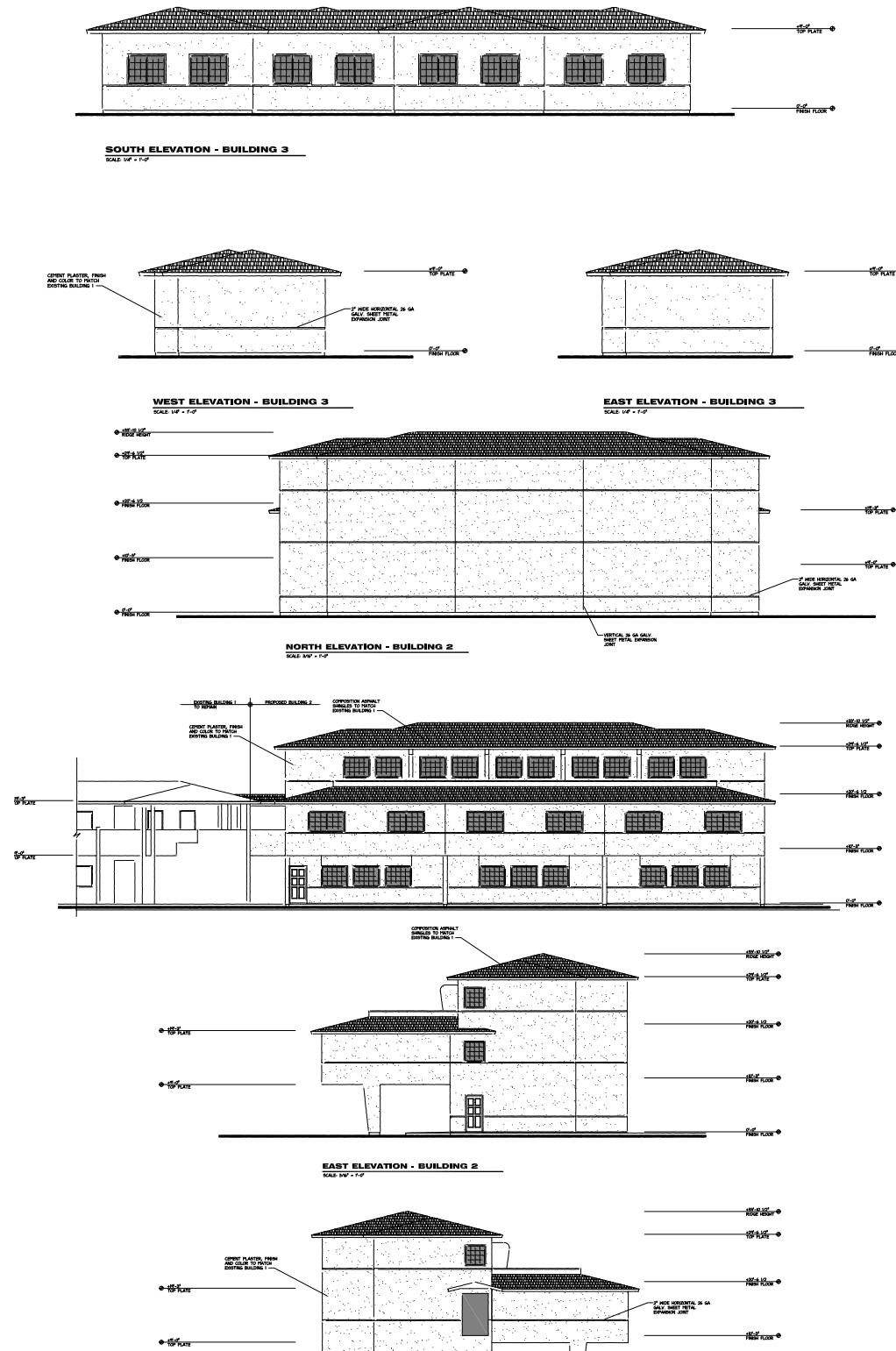
**tom b. martinez & associates**  
ARCHITECTURE INC.  
2624 AIR PARK DRIVE  
SANTA MARIA, CALIF. 93455  
PHONE: (805) 934-5737  
FAX: (805) 934-4318

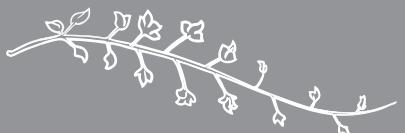
**COVER SHEET (PLANNING)**

Project for: MR. KETAN PANCHAL  
To be located at: 107 North Broadway  
Santa Maria, Calif. 93458

JOB NO.: 18116  
DRAWN BY: TBM/RA  
CHECK BY: TBM  
DATE: Nov 24, 2016  
SHEET: C-1.0

# EXTERIOR





## DEMAND DRIVERS



**SANTA MARIA, CA** is a hidden gem along California's Central Coast, known for its award-winning wineries, iconic Santa Maria-style barbecue, and rich agricultural heritage. Visitors can explore the rolling vineyards of the Santa Maria Valley, enjoy world-class wine tasting experiences, or indulge in the city's famous barbecue tradition, a culinary staple that draws food lovers from near and far. Santa Maria also offers family-friendly attractions like the Santa Maria Valley Discovery Museum and scenic outdoor adventures at nearby Oso Flaco Lake and Guadalupe-Nipomo Dunes. Conveniently located along Highway 101, Santa Maria serves as a gateway to Central Coast destinations, making it an ideal stop for road-trippers, wine enthusiasts, and travelers seeking an authentic California escape.





## Broadway Street Santa Maria

Broadway Street in Santa Maria is a key thoroughfare that runs through the heart of the city, offering a mix of local businesses, restaurants, and cultural landmarks. The street is home to a variety of dining options, from casual Mexican and Mediterranean eateries to classic American spots. It's a place where locals gather for everyday meals or quick takeout, while visitors can experience the city's relaxed, small-town vibe. Alongside its restaurants, Broadway is also lined with shops and services, making it a convenient destination for everyday needs.



In addition to its practical offerings, Broadway Street also boasts a number of local attractions that reflect Santa Maria's unique history and community spirit. The area is home to several historic buildings, including the Santa Maria City Hall, and is a short distance from the Santa Maria Theater, a local cultural landmark. Whether you're enjoying a meal, shopping for something specific, or simply walking around, Broadway Street captures the essence of Santa Maria with its blend of convenience, charm, and community-focused atmosphere.



# THE BEST OF BROADWAY



## Town Center Mall

Located in the heart of Santa Maria, this indoor shopping center offers a variety of national and local retailers, making it a great spot for browsing fashion, accessories, and specialty shops. The mall also features a selection of entertainment options, including an arcade and seasonal events. Whether you're looking to update your wardrobe, find a unique gift, or just enjoy a casual shopping day, this spot has something for everyone. With plenty of space to walk around and explore, it's a great place to spend an afternoon.

## Santa Maria Valley Discovery Museum

Designed to spark curiosity and creativity in children, this interactive museum offers hands-on exhibits that encourage learning through play. Kids can explore science, technology, art, and history in an engaging environment, with activities like a faux farmer's market, a space station, and STEM-focused displays. The museum regularly hosts educational workshops and themed events to keep things fresh and exciting. It's a must-visit for families looking for an enriching experience that's both fun and educational.

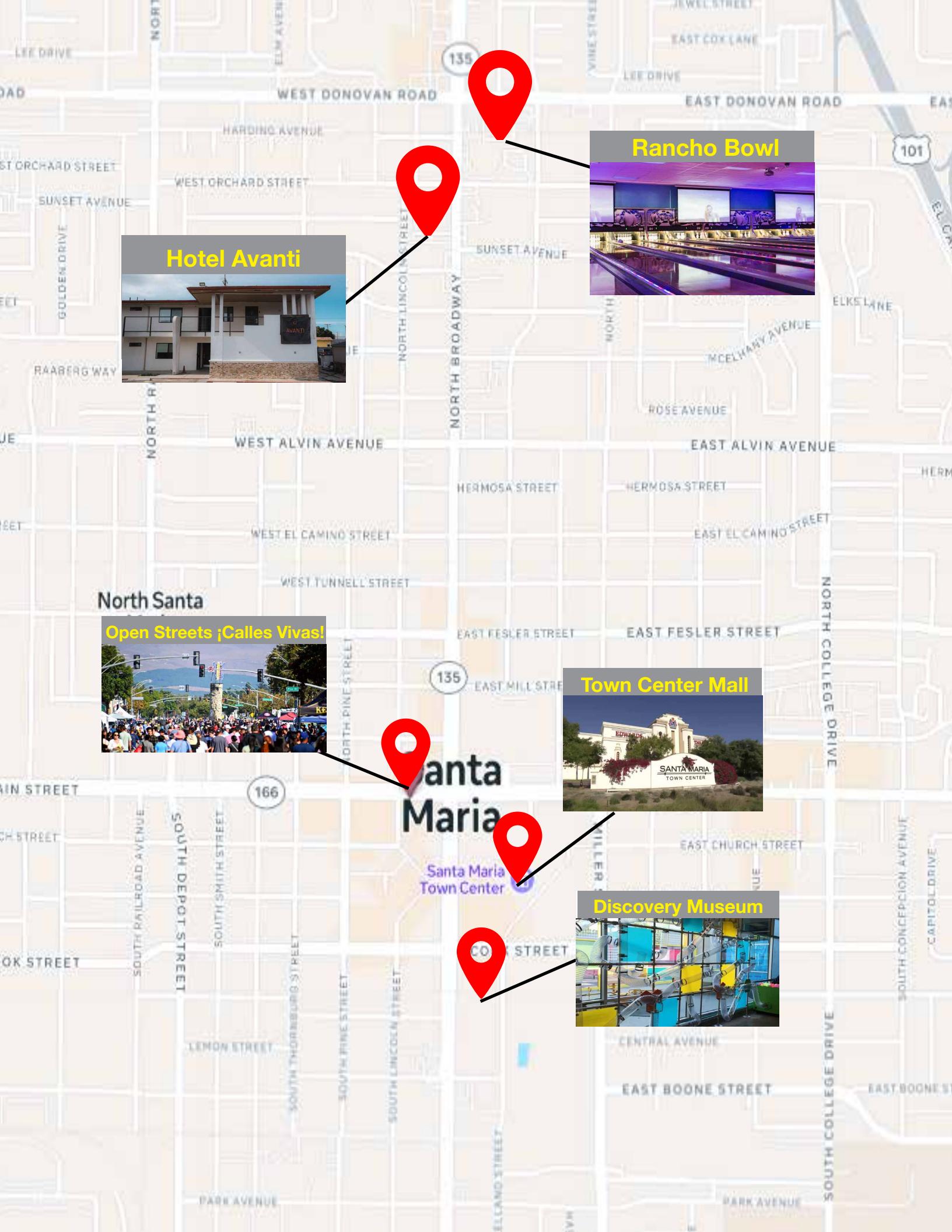


## Rancho Bowl

Rancho Bowl, located in Santa Maria, California, is a classic 32-lane bowling alley that offers fun for all ages. Beyond bowling, it features an arcade, billiards, and a lively bar and lounge. Whether you're looking for a casual game, league play, or a night out with friends, Rancho Bowl provides a welcoming atmosphere with modern amenities. It's a great spot for family outings, birthday parties, and social gatherings.

## Open Streets ¡Calles Vivas!

This lively community event transforms Santa Maria's streets into a pedestrian-friendly space filled with music, art, and fitness activities. Attendees can take part in dance classes, yoga sessions, martial arts demos, and interactive workshops, all while enjoying live entertainment. Local artists and performers add to the vibrant atmosphere, making it a celebration of culture and creativity. Whether you're looking to get active, connect with the community, or simply enjoy a fun day out, this event offers something for everyone.



# BROADWAY STREET EATS



## Bill's Take Out

Bill's Take-Out in Santa Maria is a local spot known for its straightforward, no-frills comfort food. Offering a variety of classic American dishes like fried chicken, burgers, and fries, it's a convenient choice for those looking for a quick and satisfying meal. The unpretentious atmosphere makes it a low-key place to grab a bite, whether you're in a hurry or just craving something familiar.

## Maya Mexican Restaurant

Maya Mexican Restaurant in Santa Maria offers a casual, comfortable atmosphere with a menu full of traditional Mexican dishes. From tacos and enchiladas to flavorful salsas and burritos, the food is hearty and satisfying, perfect for those craving classic Mexican flavors. The restaurant is known for its friendly service and relaxed vibe, making it a great place to enjoy a laid-back meal with family or friends. Whether you're in the mood for something familiar or trying something new, Maya delivers a welcoming dining experience.

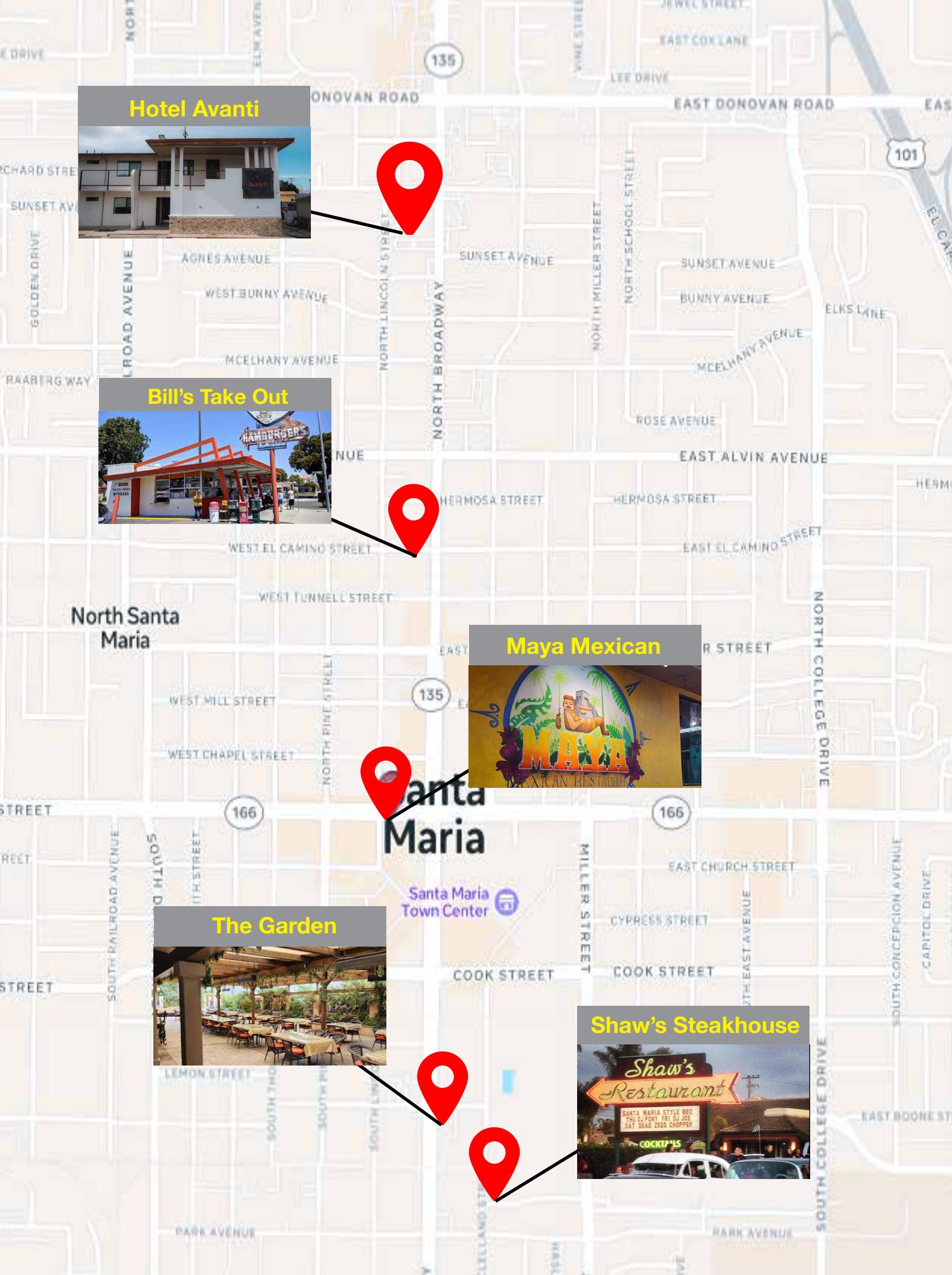


## The Garden Mediterranean Restaurant

The Garden Mediterranean Restaurant in Santa Maria offers a relaxed setting with a menu featuring Mediterranean staples like kebabs, hummus, falafel, and fresh salads. The food is simple, fresh, and flavorful, making it a great option for anyone in the mood for light and healthy dishes. With a cozy atmosphere and friendly service, it's a nice spot to enjoy a meal with friends or family.

## Shaw's Steakhouse

Shaw's Steakhouse in Santa Maria is a classic, locally beloved spot known for its quality steaks and hearty American fare. With a warm, inviting atmosphere, Shaw's has become a go-to for those craving a well-prepared meal in a comfortable setting. The menu features a range of steak cuts, along with seafood and other traditional dishes, all served with a focus on flavor and quality. Whether for a special occasion or a casual night out, Shaw's offers a satisfying dining experience that keeps customers coming back.





## Tourism & Leisure Travel

Santa Maria is a prime destination for wine enthusiasts and nature lovers, located in the heart of the Central Coast wine region. Visitors can explore the renowned vineyards of Santa Maria Valley, as well as nearby Paso Robles and Edna Valley, known for their exceptional Pinot Noir and Chardonnay. Just a short drive away, the scenic beaches of Pismo Beach and Avila Beach offer the perfect setting for weekend getaways, with stunning coastal views, outdoor activities, and relaxed seaside charm.



## Food & Events

Santa Maria is famous for its signature Santa Maria-style barbecue, a beloved regional tradition that draws food lovers from all over. The city's thriving culinary scene, featuring authentic barbecue joints and farm-to-table dining, makes it a must-visit for food enthusiasts. In addition to its rich food culture, Santa Maria hosts a variety of annual events, including the Santa Maria Elks Rodeo, classic car shows, and local festivals, all of which attract visitors and contribute to a vibrant community atmosphere.

## Business & Corporate Travel

Santa Maria's economy is driven by a diverse range of industries, creating steady demand for business travel. As a major hub for agriculture and agribusiness, the city is home to companies like Bonipak, Betteravia Farms, and Driscoll's, which bring in business travelers and industry professionals. Additionally, the nearby Vandenberg Space Force Base supports aerospace, defense, and technology sectors, generating a need for lodging among military personnel, contractors, and corporate visitors. Santa Maria also has deep ties to the oil and energy sector, with ongoing production and service operations that further contribute to business travel in the region.





## Education and Healthcare

Santa Maria is also a key destination for education and healthcare-related travel. Allan Hancock College, a prominent local institution, brings in students, visiting faculty, and families who require accommodations throughout the year. Additionally, Marian Regional Medical Center serves as a regional healthcare hub, attracting traveling medical professionals, patients, and their families, all contributing to the demand for lodging in the area.





## SALES COMPARABLES



## SALES COMPARABLES

Property	Address	Rooms	Price	Price Per Room	COE
Stables Inn	730 Spring St. Paso Robles, CA	19	\$4,400,000	\$231,579	10/2024
Ballard Inn	2436 Baseline Ave. Solvang, CA	15	\$5,550,000	\$370,000	6/2024
Shell Beach Inn	653 Shell Beach Rd. Pismo Beach, CA	10	\$2,653,000	\$265,300	6/2022
Farmhouse Motel *Pre-Renovation*	425 Spring St. Paso Robles, CA	24	\$3,675,000	\$153,125	10/2021
<b>Average Price Per Room</b>					<b>\$255,001</b>
Hotel Avanti	1107 N. Broadway Santa Maria, CA	27	\$5,695,000	\$210,926	SUBJECT PROPERTY

# COMP 1

Stables Inn  
Paso Robles, CA  
730 SPRING ST  
\$4,400,000 **SOLD**



# COMP 2

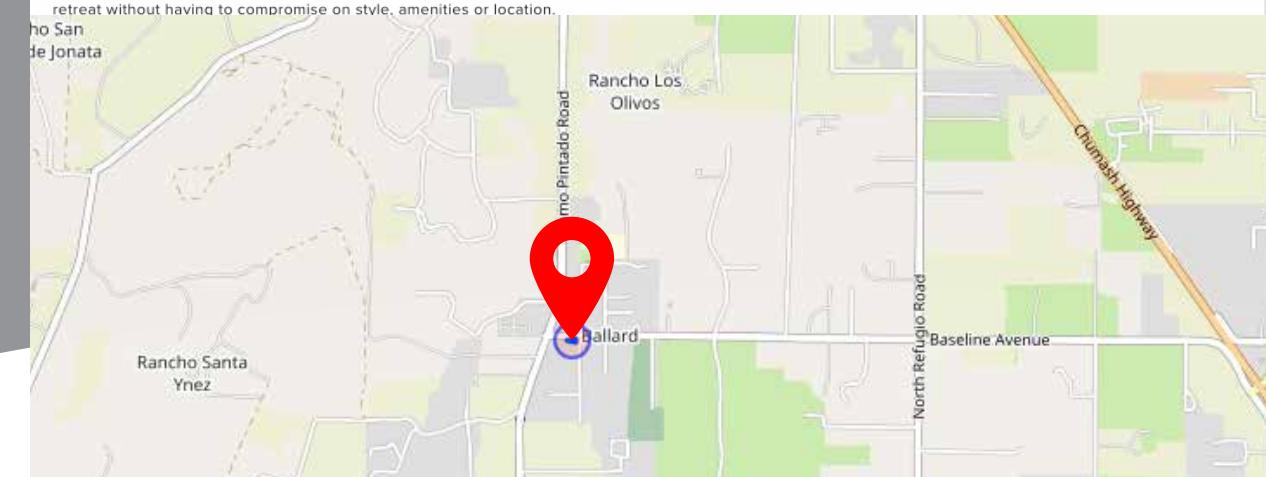
Ballard Inn  
Solvang, CA  
2436 BASELINE AVE  
\$5,550,000 **SOLD**



Property Details			
SOURCE	Broker Reported	COMP REPORTED BY	Aaron Graves
SQUARE FOOTAGE	5,872	PRICE/SQ FT	\$774.86
PRO-FORMA CAP RATE	8.67%	PRO-FORMA NOI	\$394,645
KEYS	19	YEAR BUILT	1941
YEAR RENOVATED	2020	BUILDINGS	6
STORIES	1	LOT SIZE (ACRES)	0.48
PARKING (SPACES)	18	APN	009-201-001
SOLD PRICE	\$4,400,000	BROKERAGE(S)	EverlyGrove Hotel Brokers
DAYS ON MARKET	114	ACTIVATED ON	05/28/2024 21:32:14
BROKERS	Aaron Graves	ASKING PRICE	\$4,550,000
ASKING PRICE PER SQUARE FOOT	\$775		
Property Type			
PROPERTY TYPE	Hospitality	PROPERTY SUB-TYPE	Hotel, Motel
Asking Details			
ASKING PRICE	\$4,550,000	PRICE/SQ FT	\$774.86
PRICE/KEY	\$239,473.68		
Closing Details			
SELLING PRICE	\$4,400,000	PRICE/SQ FT	\$749.32
PRICE/KEY	\$231,578.95		
Marketing Description			
EVERLYGROVE HOTEL BROKERS is pleased to announce the opportunity to acquire the fee-simple interest in the Stables Inn located in Paso Robles, CA. Within a thriving wine country locale with many attractions, the 19-key, 5,872-square-foot hotel is established on 0.48 acres in San Luis Obispo County, California. Please contact broker to make an appointment, do not go to property unannounced.			



Property Details			
SOURCE	Broker Reported	COMP REPORTED BY	Robert Rauchhaus
SQUARE FOOTAGE	9,062	KEYS	15
YEAR BUILT	1985	STORIES	2
PERMITTED ZONING	C2	LOT SIZE (SQ FT)	22,651
APN	137-061-027	SOLD PRICE	\$6,000,000
BROKERAGE(S)	Radius Commercial Real Estate & Investments Santa Barbara, Radius Commercial Real Estate & Investments Santa Barbara... <a href="#">View More</a>	DAYS ON MARKET	308
ACTIVATED ON	07/13/2023 17:06:35	BROKERS	Robert Rauchhaus, Steve Golis, michael lupus
NOTES	Transaction closed for \$6,000,000 - \$500k went towards the business assets	ASKING PRICE	\$6,295,000
Property Type			
PROPERTY TYPE	Hospitality	PROPERTY SUB-TYPE	Hotel
Asking Details			
ASKING PRICE	\$6,295,000		
Marketing Description			
Nestled in the heart of Santa Barbara Wine Country, The Ballard Inn offers the possibility of elegance, romance & history. Recently remodeled, this 4-star, 15-room boutique hotel has charmed both locals and visitors for decades. The well-thought-out property and grounds have been designed to capture the Valley's rich past, present magnificence and future possibilities. Each of the rooms creates a unique experience for guests with the opportunity to feature private balconies, fireplaces and one-of-a-kind antiques. The sale includes a Type 47 liquor license which authorizes the sale of beer, wine and spirits on the premises as a source of additional net operating income. Other potential opportunities for income include a restaurant space with full kitchen as well as outside patios. Whether guests are passing through the Valley for its award-winning vineyards or looking for a quiet and refined getaway, The Ballard Inn provides a timeless retreat without having to compromise on style, amenities or location.			



# COMP 3

Shell Beach Inn

Pismo Beach, CA

653 SHELL BEACH RD

\$2,653,000 **SOLD**



# COMP 4

Farm House Motel

Paso Robles, CA

425 SPRING ST

\$3,675,000 **SOLD**

\*Pre-Renovation



Property Details			
SOURCE	Public Record	SALE DATE	06/05/2022
SOLD PRICE	\$2,653,000	BUYER BORROWER 1 CORP INDICATOR	Y
BUYER BORROWER 1 NAME	DELIA NETTO FAMILY ENDOWMENT TRUST	BUYER BORROWER 1 OWNERSHIP RIGHTS CODE	Trust
DOCUMENT NUMBER	2022.24162	DOCUMENT TYPE	Grant Deed
RESALE FLAG	Y	SALES PRICE CODE	Full amount stated on Document.
SELLER 1 CORP INDICATOR	Y	TRANSACTION TYPE	Arms-length Residential transactions (Purchase/Resales)
SELLER 1 NAME	D & J JENSEN 2006 REVOCABLE TRUST	TRANSFER TAX	291830
SOLD BY	D & J JENSEN 2006 REVOCABLE TRUST	SOLD TO	DELIA NETTO FAMILY ENDOWMENT TRUST
Broker Reported	Closed	06/13/2022	
Public Record	Ownership Update	04/17/2019	
Public Record	Sold	12/03/2018	\$750,000
Lot Details			
APN	010-332-019	PARCEL USE DESCRIPTION	Hospitality
ZONING CODE	C-1	CALCULATED PARCEL SQ FT	10,653
CALCULATED ACRES	0.2445500460147858	FEDERAL QUALIFIED OPPORTUNITY ZONE	No
COUNTY LAND USE CODE	361	LAND USE CODE	Motel
PROPERTY SUB TYPE	Hotel~Motel	TOPOGRAPHY CODE	Level grade
WATER CODE	Yes		

Property Details			
SOURCE	Public Record	MORTGAGE AMOUNT	\$5,600,138
BUYER BORROWER 1 NAME	Y	BUYER BORROWER 1 OWNERSHIP RIGHTS CODE	Limited Liability Partnership
BUYER BORROWER 1 RELATIONSHIP TYPE	Husband and Wife	BUYER BORROWER 2 OWNERSHIP RIGHTS CODE	Limited Liability Partnership
MORTGAGE RECORDING DATE	09/21/2023	DOCUMENT NUMBER	2023.27844
DOCUMENT TYPE	Stand Alone Mortgage	MORTGAGE INTEREST RATE ⓘ	723
MORTGAGE LOAN TYPE	New Conventional	MORTGAGE LENDER NAME	COMMUNITY WEST BANK NA
MORTGAGE ADJUSTABLE RATE RIDER	Y	MORTGAGE DOCUMENT DATE	09/20/2023
MORTGAGE DOCUMENT NUMBER	2023.27844	MORTGAGE ESTIMATED INTEREST RATE INDICATOR	E
TITLE COMPANY NAME	FIRST AMERICAN TITLE	TRANSACTION TYPE	REFI LOANS and 2ND TRUST DEEDS (purchase and non-purchase money trust deeds)
MORTGAGE REFI FLAG	Y	SOLD TO	BOY AND GIRL LLC

# 4 YEAR PRO-FORMA

	YEAR 1				YEAR 2			
# of Rooms			27			27		
Annual Rooms Available			9855			9855		
Occupied Rooms			7096			7293		
Occupancy			72.00%			74.00%		
ADR			\$130.00			\$135.00		
RevPAR			\$93.60			\$99.90		
YoY RevPAR Growth						6.30%		
REVENUE	\$	%	PAR	POR	\$	%	PAR	POR
Rooms	\$922,428	100.00%	\$34,164	\$130.00	\$984,515	100.00%	\$36,464	\$135.00
Misc. Income	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%	\$ -	\$ -
	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%	\$ -	\$ -
<b>Total</b>	<b>\$922,428</b>	<b>100.00%</b>	<b>\$34,164</b>	<b>\$130.00</b>	<b>\$984,515</b>	<b>100.00%</b>	<b>\$36,464</b>	<b>\$135.00</b>
DEPARTMENTAL EXPENSES								
Rooms	\$59,958	6.50%	\$2,221	\$8.45	\$63,993	6.50%	\$2,370	\$8.78
Wages	\$202,934	22.00%	\$7,516	\$28.60	\$206,748	21.00%	\$7,657	\$28.35
Other	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%	\$ -	\$ -
<b>Total</b>	<b>\$262,892</b>	<b>28.50%</b>	<b>\$9,737</b>	<b>\$37.05</b>	<b>\$270,741</b>	<b>27.50%</b>	<b>\$10,027</b>	<b>\$37.13</b>
<b>Gross Operating Income</b>	<b>\$659,536</b>	<b>71.50%</b>	<b>\$24,427</b>	<b>\$92.95</b>	<b>\$713,773</b>	<b>72.50%</b>	<b>\$26,436</b>	<b>\$97.88</b>
UNDISTRIBUTED OPERATING EXPENSES								
Administrative & General	\$9,224	1.00%	\$342	\$1.30	\$9,845	1.00%	\$365	\$1.35
Sales & Marketing	\$73,794	8.00%	\$2,733	\$10.40	\$78,761	8.00%	\$2,917	\$10.80
Repairs & Maintenance	\$9,224	1.00%	\$342	\$1.30	\$9,845	1.00%	\$365	\$1.35
Utilities	\$55,346	6.00%	\$2,050	\$7.80	\$59,071	6.00%	\$2,188	\$8.10
<b>Total</b>	<b>\$147,588</b>	<b>16.00%</b>	<b>\$5,466</b>	<b>\$20.80</b>	<b>\$157,522</b>	<b>16.00%</b>	<b>\$5,834</b>	<b>\$21.60</b>
<b>Gross Operating Profit</b>	<b>\$511,948</b>	<b>55.50%</b>	<b>\$18,961</b>	<b>\$72.15</b>	<b>\$556,251</b>	<b>56.50%</b>	<b>\$20,602</b>	<b>\$76.28</b>
MANAGEMENT FEES	\$	%	PAR	POR	\$	%	PAR	POR
Base Management Fees *	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%	\$ -	\$ -
<b>Total</b>	<b>\$ -</b>	<b>0.00%</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0.00%</b>	<b>\$ -</b>	<b>\$ -</b>
FIXED CHARGES	\$	%	PAR	POR	\$	%	PAR	POR
Property Taxes **	\$62,645	6.80%	\$2,320.19	\$8.83	\$63,898	6.50%	\$2,366.59	\$8.76
Insurance	\$23,061	2.50%	\$854.10	\$3.25	\$24,613	2.50%	\$911.59	\$3.38
<b>Total</b>	<b>\$85,706</b>	<b>9.30%</b>	<b>\$3,174.29</b>	<b>\$12.08</b>	<b>\$88,511</b>	<b>9.00%</b>	<b>\$3,278.18</b>	<b>\$12.14</b>
EBITDA	\$426,242	46.20%	\$15,787	\$60.07	\$467,740	47.50%	\$17,324	\$64.14
FF&E Reserve ***	\$27,673	3.00%	\$1,025	\$3.90	\$29,535	3.00%	\$1,094	\$4.05
<b>Net Operating Income</b>	<b>\$398,569</b>	<b>43.20%</b>	<b>\$14,762</b>	<b>\$56.17</b>	<b>\$438,204</b>	<b>44.50%</b>	<b>\$16,230</b>	<b>\$60.09</b>
Cap Rate (based on \$5,500,000 sale price)	7.20%				8.00%			
Revenue Multiplier	5.96				5.59			
Price Per Room	\$203,703.70				\$203,703.70			

	YEAR 3				YEAR 4			
# of Rooms			27			27		
Annual Rooms Available			9855			9855		
Occupied Rooms			7096			7293		
Occupancy			72.00%			74.00%		
ADR			\$130.00			\$135.00		
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YoY RevPAR Growth						6.30%		
REVENUE	\$	%	PAR	POR	\$	%	PAR	POR
Rooms	\$1,048,572	100.00%	\$38,836	\$140.00	\$1,114,601	100.00%	\$41,282	\$145.00
Misc. Income								
<b>Total</b>	<b>\$1,048,572</b>	<b>100.00%</b>	<b>\$38,836</b>	<b>\$140.00</b>	<b>\$1,114,601</b>	<b>100.00%</b>	<b>\$41,282</b>	<b>\$145.00</b>
DEPARTMENTAL EXPENSES								
Rooms	\$68,157	6.50%	\$2,524	\$9.10	\$72,449	6.50%	\$2,683	\$9.43
Wages	\$209,714	20.00%	\$7,767	\$28.00	\$222,920	20.00%	\$8,256	\$29.00
Other	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%	\$ -	\$ -
<b>Total</b>	<b>\$277,872</b>	<b>26.50%</b>	<b>\$10,292</b>	<b>\$37.10</b>	<b>\$295,369</b>	<b>26.50%</b>	<b>\$10,940</b>	<b>\$38.43</b>
<b>Gross Operating Income</b>	<b>\$770,700</b>	<b>73.50%</b>	<b>\$28,544</b>	<b>\$102.90</b>	<b>\$819,231</b>	<b>73.50%</b>	<b>\$30,342</b>	<b>\$106.58</b>
UNDISTRIBUTED OPERATING EXPENSES								
Administrative & General	\$10,486	1.00%	\$388	\$1.40	\$11,146	1.00%	\$413	\$1.45
Sales & Marketing	\$83,886	8.00%	\$3,107	\$11.20	\$89,168	8.00%	\$3,303	\$11.60
Repairs & Maintenance	\$10,486	1.00%	\$388	\$1.40	\$16,719	1.50%	\$619	\$2.18
Utilities	\$62,914	6.00%	\$2,330	\$8.40	\$66,876	6.00%	\$2,477	\$8.70
<b>Total</b>	<b>\$167,772</b>	<b>16.00%</b>	<b>\$6,214</b>	<b>\$22.40</b>	<b>\$183,909</b>	<b>16.50%</b>	<b>\$6,811</b>	<b>\$23.93</b>
<b>Gross Operating Profit</b>	<b>\$602,929</b>	<b>57.50%</b>	<b>\$22,331</b>	<b>\$80.50</b>	<b>\$635,322</b>	<b>57.00%</b>	<b>\$23,530</b>	<b>\$82.65</b>
MANAGEMENT FEES	\$	%	PAR	POR	\$	%	PAR	POR
Base Management Fees *	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%	\$ -	\$ -
<b>Total</b>	<b>\$ -</b>	<b>0.00%</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>0.00%</b>	<b>\$ -</b>	<b>\$ -</b>
FIXED CHARGES	\$	%	PAR	POR	\$	%	PAR	POR
Property Taxes **	\$65,176	6.20%	\$2,413.92	\$8.70	\$66,479	6.00%	\$2,462.20	\$8.65
Insurance	\$26,214	2.50%	\$970.90	\$3.50	\$27,865	2.50%	\$1,032.04	\$3.63
<b>Total</b>	<b>\$91,390</b>	<b>8.70%</b>	<b>\$3,384.82</b>	<b>\$12.20</b>	<b>\$94,344</b>	<b>8.50%</b>	<b>\$3,494.24</b>	<b>\$12.27</b>
EBITDA	\$511,539	48.80%	\$18,946	\$68.30	\$540,978	48.50%	\$20,036	\$70.38
FF&E Reserve ***	\$31,457	3.00%	\$1,165	\$4.20	\$33,438	3.00%	\$1,238	\$4.35
<b>Net Operating Income</b>	<b>\$480,082</b>	<b>45.80%</b>	<b>\$17,781</b>	<b>\$64.10</b>	<b>\$507,540</b>	<b>45.50%</b>	<b>\$18,798</b>	<b>\$66.03</b>
Cap Rate (based on \$5,500,000 sale price)	8.70%				9.20%			
Revenue Multiplier	5.25				4.93			
Price Per Room	\$203,703.70				\$203,703.70			

## PRO-FORMA DISCLAIMERS 2025

\*Base Management Fee is not applicable for this property

\*\*Property Taxes for the Hotel are projected at 1.1% of purchase price in 2025. In California, a sale of a property triggers a property tax reassessment in accordance with California Prop 13. Taxes are assumed to grow by 1.1% over this pro-forma. All investors are recommended to perform their own property tax analysis.

\*\*\* FF&E Reserve reflects a market-rate amount at 3.0% of total revenue.

\*\*\*\* Pro-forma statements are not guarantees of future performance and undue reliance should not be placed on them.



# HOTEL MANAGEMENT

**PREPARING A PROPERTY FOR LISTING IS A VERY CRITICAL STEP** in getting the most value for your hotel. While marketing creates a great impression, having efficient management will create selling power. Keeping a well maintained staff with an excellent customer service mindset, having the books in order and implementing strategic marketing oversight will increase your CAP rate, giving us bargaining power to effectively negotiate your deal. Not quite ready to list? Or, do you just need some extra help getting things in order? Everlygrove Hotels is ready to join your team, managing your hotel for a small percentage of revenues.

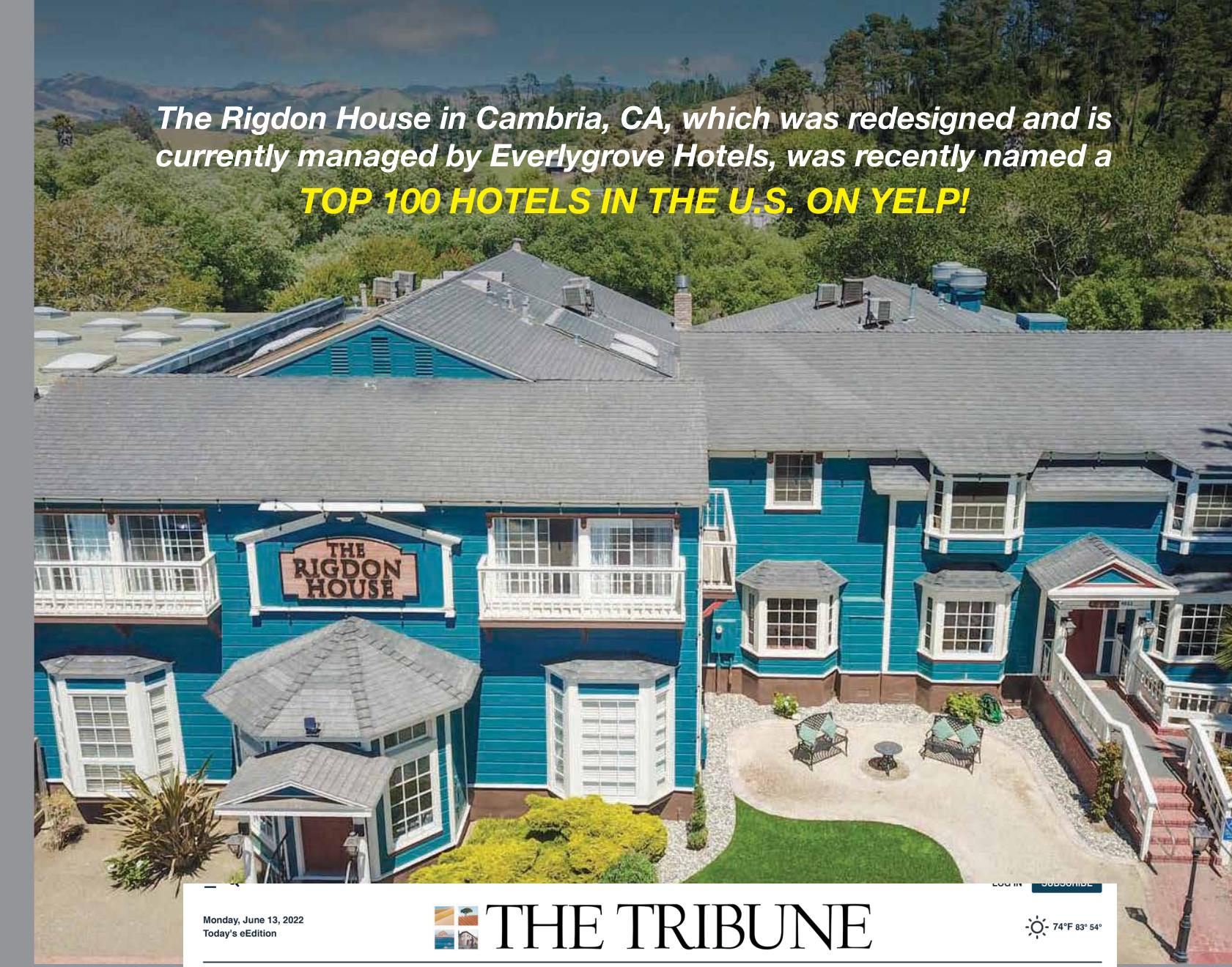


We think like entrepreneurs and understand the unique characteristics of the hospitality industry, which allows us to optimize financial performance and gives us the ability to see new growth opportunities. Everlygrove Hotels is a hotel management company specializing in boutique properties, providing peace of mind for hotel owners.

Below are just a few of the services Everlygrove will provide to operate your hotel to its fullest potential:

- Recruit, train, direct, employ, and dismiss all personnel
- Develop and implement advertising & marketing efforts
- Negotiate and enter into leases, licenses and concession agreements
- Maintain proper licenses and permits

**Interested? Let's talk about it.**



***The Rigdon House in Cambria, CA, which was redesigned and is currently managed by Everlygrove Hotels, was recently named a TOP 100 HOTELS IN THE U.S. ON YELP!***

Monday, June 13, 2022  
Today's eEdition

 THE TRIBUNE

Local News Opinion Food & Drink Sports The Cambrian • Education Oceano Dunes California Obituaries Personal Finance

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TRAVEL

**These 6 SLO County spots are among the top 100 hotels in the U.S., Yelp says**

BY SARA KASSABIAN

MAY 25, 2022 5:00 AM

From the rolling hills of Paso Robles wine country to the beaches of Morro Bay, San Luis Obispo County has lots to offer travelers.

That includes some of the best hotels in the United States.

Popular review site Yelp just released its list of the [Top 100 U.S. Hotels](#) for 2022 — and it includes 37 spots in California.

Of those Golden State locations, six are in San Luis Obispo County.

To the south, Santa Barbara County has two hotels on the list: [Santa Ynez Inn](#) in Santa Ynez and [Cuyama Buckhorn](#) in New Cuyama.

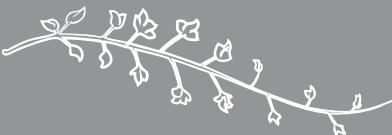
Here's which SLO County spots made the list, in ascending order:

**THE RIGDON HOUSE, CAMBRIA**

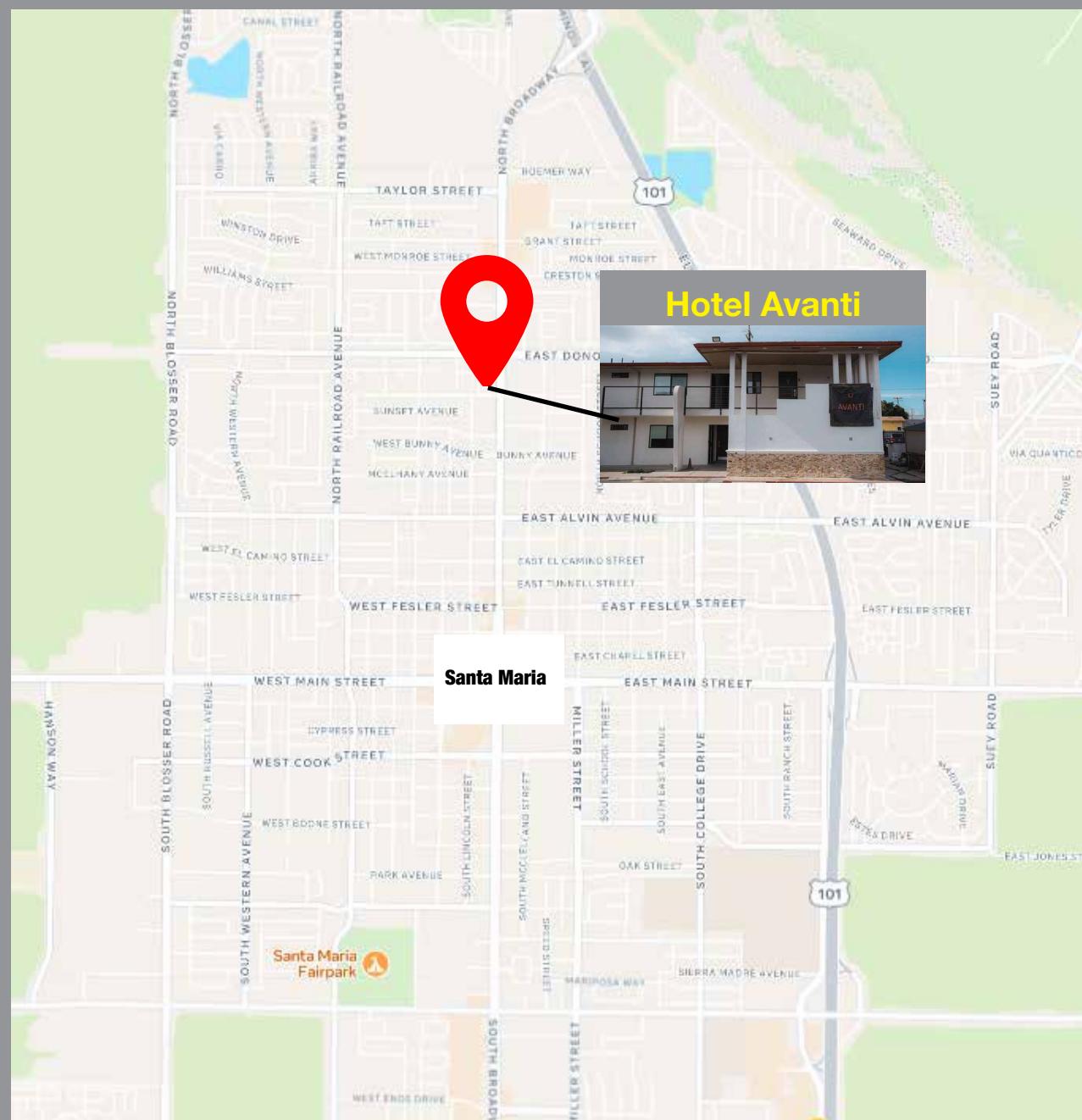
Coming in at No. 54 on the Yelp list is the [Rigdon House](#), located in Cambria's East Village.

A local landmark, the hotel at 4022 Burton Drive dates back to the 1880s, when it was originally built, according to the [Rigdon House](#) website. It has an outdoor fire pit and free local wines, and is pet-friendly.





# DIRECTIONS



**FROM NORTH CA 101:** Take Hwy 1 South to the Main Street Exit, turn right on Broadway (CA-135 N), and the destination is about one mile down on the right.

**FROM SOUTH CA 1:** Take Hwy 1 North, continue onto Broadway (CA-135 N), and the destination is about one mile past Main Street (CA-166) on the right.

## BY REVIEWING THIS DOCUMENT, YOU VOLUNTARILY AGREE TO THE FOLLOWING:

That the material contained in this document is confidential, furnished solely for the purpose of considering investment in the property described therein and is not to be copied and/or used for any purpose or made available to any other person without the express written consent of Everlygrove Hotel Brokers. In accepting this document, the recipient agrees to keep all data, research, and information contained herein confidential. This offering has been prepared to provide a summary information to educate prospective purchasers and to establish a preliminary level of interest in the property described herein. It does not, however, present all material information regarding the subject property, and it is not a substitute for a thorough due diligence investigation on your part.

Everlygrove Hotel Brokers and the seller have not made any in depth investigations of the actual property, including but not limited to any potential environmental problems that may exist and make no warranty or representations whatsoever concerning these issues. The information contained in this information package has been obtained from sources we believe to be reliable.

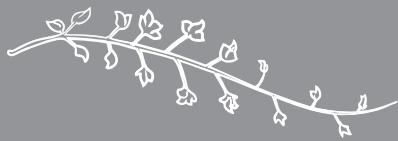
Any pro formas, projections, opinions, assumptions or estimates used are purely for those purposes only and do not necessarily represent the current or guarantee the future performance of the property. Everlygrove Hotel Brokers and Seller strongly recommend that prospective purchasers go beyond this offering, by conducting an in-depth investigation of every physical and financial aspect of the property to determine if the property meets their needs and expectations. We also recommend that prospective purchasers consult with their tax, financial and legal advisors on any matter that may affect their decision to purchase the property and the subsequent consequences of ownership. All parties are also advised that in any property the presence of certain kinds of molds, funguses, or other organisms may adversely affect the property and the health of those individuals exposed to them.

Everlygrove Hotel Brokers recommends, if prospective buyers have questions or concerns regarding these issues, that prospective buyers conduct further inspections using qualified professionals. The Seller retains the right to withdraw, modify or cancel this offer to sell at any time and without any notice or obligation. Any sale is subject to the sole and unrestricted approval of Seller. Seller shall be under no obligation to any party until such time as Seller and any other valid parties have executed a contract of sale containing terms and conditions that are fully acceptable to Seller.

The principal officers of Everlygrove Hotel Brokers are Aaron Graves DRE #: 01787901 Aaron@EverlyGrove.com Ph: 805.704.0334, Katelyn Graves DRE #: 02078383 Katelyn@EverlyGrove.com Ph: 805.704.0334.

For more information on these and other exclusive listings, please visit our company website at [www.everlygrove.com](http://www.everlygrove.com)

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**EVERLYGROVE**

— HOTEL BROKERS —