



Country Inn & Suites Toledo South/Rossford

9790 Clark Dr, Rossford, OH 43460



OFFERING MEMORANDUM

# COUNTRY INN & SUITES

9790 Clark Dr, Rossford, OH 43460

Marcus & Millichap

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**Alexandre Duong (216) 264-2061 / [alexandre.duong@marcusmillichap.com](mailto:alexandre.duong@marcusmillichap.com)**

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**Marcus & Millichap**

OFFICES THROUGHOUT THE U.S. AND CANADA  
[www.marcusmillichap.com](http://www.marcusmillichap.com)

# ONLINE AUCTION

**R MARKETPLACE**

**Starting Bid:\$1,750,000**

**Auction Dates: December 9-11,2024**

[CLICK TO VIEW AUCTION WEBSITE](#)

## THE OFFERING PROCESS

An online auction event will be conducted on RealINSIGHT Marketplace in accordance with the Sale Event Terms and Conditions (<https://rimarketplace.com/sale-event-terms>). ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

## DUE DILIGENCE

Due diligence materials are available to qualified prospective bidders via an electronic data room hosted by RealINSIGHT Marketplace. Prospective bidders will be required to electronically execute a confidentiality agreement prior to being allowed access to the materials. All due diligence must be conducted prior to signing the purchase and sale agreement. You may contact the sales advisors with any due diligence questions.

## BUYER QUALIFICATION

Prospective bidders will be required to register with RealINSIGHT Marketplace to bid. Each bidder will be required to provide current contact information, submit proof of funds up to the full amount they plan to bid, and agree to the Auction Terms and Conditions. In order to participate in an auction, the Seller requires bidders to provide proof of their liquidity in an amount of at least their anticipated maximum bid for those assets they wish to bid on. Such liquidity must be in the form of cash, or cash equivalents, and must be available immediately without restriction.

Generally, recent bank statements, brokerage account statements, or bank letters are acceptable. A line of credit statement may be acceptable only if it is already closed and in place, has undrawn capacity, and may be funded immediately without bank approval. Loan pre-approval letters, term sheets, and the like, where the loan would be collateralized by the property up for auction and funded at escrow closing, are NOT acceptable. Capital call agreements, investor equity commitments, and the like, are evaluated on a case-by-case basis. The acceptance of any proof of funds documents are made at the sole and absolute discretion of RealINSIGHT Marketplace. For further information, please visit the Bidder Registration FAQ (<https://rimarketplace.com/faq>).

## AUCTION DATE

The Auction end date is set for December 9-11, 2024

## RESERVE AUCTION

This will be a reserve auction and the Property will have a reserve price ("Reserve Price"). The starting bid is not the Reserve Price. The seller can accept or reject any bid. All bidders agree to execute the non-negotiable purchase and sale agreement, which will be posted to the electronic data room prior to bidding commencement, should they be awarded the deal. By submitting an Offer on a Property, Participant is deemed to have accepted any additional terms and conditions posted on the Property's details page on the Website ("Property Page") at the time the Offer was submitted, and such terms and conditions govern and control over these Terms to the extent of any conflict.

## CLOSING

Following the auction, the winning bidder will be contacted by phone and email to go over specifics of the sale, including the execution of the purchase agreement and all documentation involved in the purchase. The winning bidder must be available by telephone within two hours of the sale. More information can be found on the RealINSIGHT Marketplace website.





EXCLUSIVELY LISTED BY

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Marcus & Millichap

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2008 Construction - 79 Rooms





*section 1*  
PROPERTY DESCRIPTION



# COUNTRY INN & SUITES

Rossford, Ohio

Marcus & Millichap is proud to present the exclusive opportunity to acquire the Country Inn & Suites in Rossford, Ohio. The 79 room hotel was built in 2008 and will be offered via Auction with a Starting bid of \$1,750,000 on December 9th- 11th. The hotel which is absentee owned and managed will be delivered unencumbered of debt or management and is strategically located near the intersection of I-75 and the Ohio Turnpike (I-80/90) with more than 192,491 VPD and just 10 minutes from Downtown Toledo. The hotel is less than 15 Minutes from a number of demand generators including GM Plant, University of Toledo, ProMedica Hospital Systems and countless manufacturing and industries in the area.

The hotel will receive a new license upon completion of a PIP to replace case goods and cosmetic refresh of rooms and bathrooms which are estimated around \$700,000. The hotel currently underperforms its comp-set in occupancy by rooms sold per night by 18% and ADR by 20% for a 62% Comp-set weighted RevPAR Penetration. Upon completion of the PIP- We expect the hotel to exceed Pre-Covid Revenues of \$1.85 Million dollars and be well positioned to capture new contracts and provide a competitive guest experience to potential new transient customers visiting or passing through its strategic location. The Country Inn & Suites represents an attractive opportunity to refresh a recently constructed property with excellent location and platform to ultimately reach over \$2million in revenues as the hotel underperforms its comp-set and represents an attractive long-term investment well below replacement cost.

## INVESTMENT HIGHLIGHTS

The Country Inn & Suites is located near the intersection of I-75 and the Ohio Turnpike (I-80/90) conveniently located to many manufacturing and distribution centers including Owens-Illinois (O-I), FCA US LLC, and Owens Corning. The hotel is also just a 15-minute drive to the Toledo Zoo & Aquarium, Downtown Toledo, Bowling Green University (17K students) and University of Toledo (12K students). Offering the hotel diverse upside opportunities to capture proper RevPAR.



2008 Construction  
79 Rooms  
Absentee Ownership



\$68.35 RevPAR  
\$484,691 NOI 2025



1 hour to Detroit,  
2 hours and 15 min  
to Columbus



Recently Renovated  
2021-2024

## PROPERTY DESCRIPTION

Number of Rooms	79
Year Built/Renovated	2008/2021
Stories	3
Lot Size	45,510 SF
Parcel Number	T68-300-3403-04-001.001
Type of Ownership	Fee Simple
Franchise	Choice Hotels International, Inc.
Highway	I-75
Airport	Toledo Express Airport

## FEATURES AND AMENITIES

- Mini-Refrigerator
- Microwave
- Free Hot Breakfast
- Free Wi-Fi
- Fitness Center
- Desk
- Flat Screen TV
- Indoor Heated Pool
- Laundry
- Business Center

## Recently Renovated 2021-2024 Minimal PIP \$700,000

### Exterior

- Paint entire building
- New flood lights around the building exterior and at all exits
- New roof

### Guest Rooms

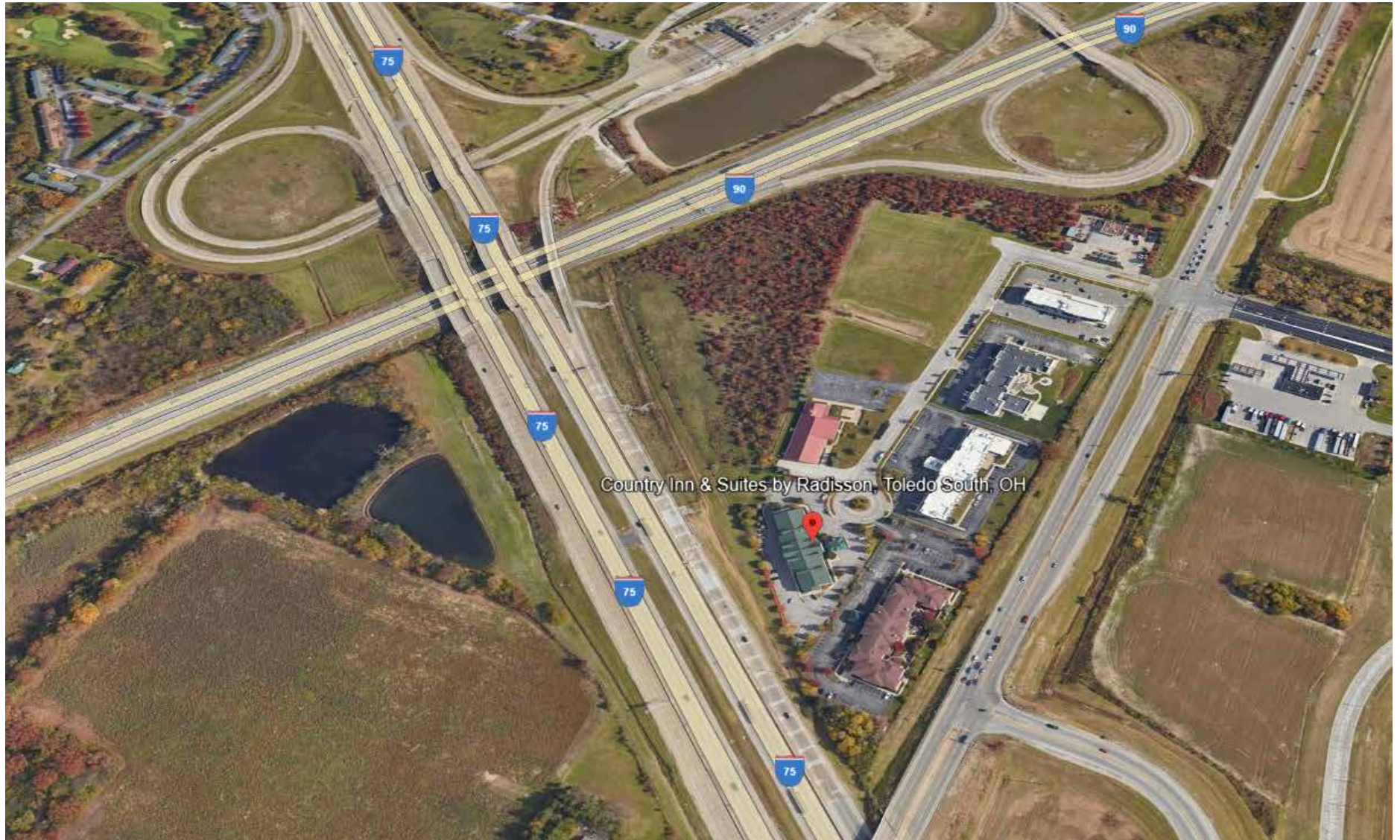
- Desk Chairs
- Seating package
- New TVs
- Window Treatment

### Common Areas:

- New LVT flooring throughout lobby area, breakfast area & partial 1st floor hallway
- Paint walls & ceilings throughout the common areas and back of the house
- New lighting in all common areas
- New artwork in fitness center & breakfast area
- New Lobby furniture package
- New lobby area AC unit
- New breakfast area furniture
- New TVs
- New hotel phone system



# REGIONAL MAP





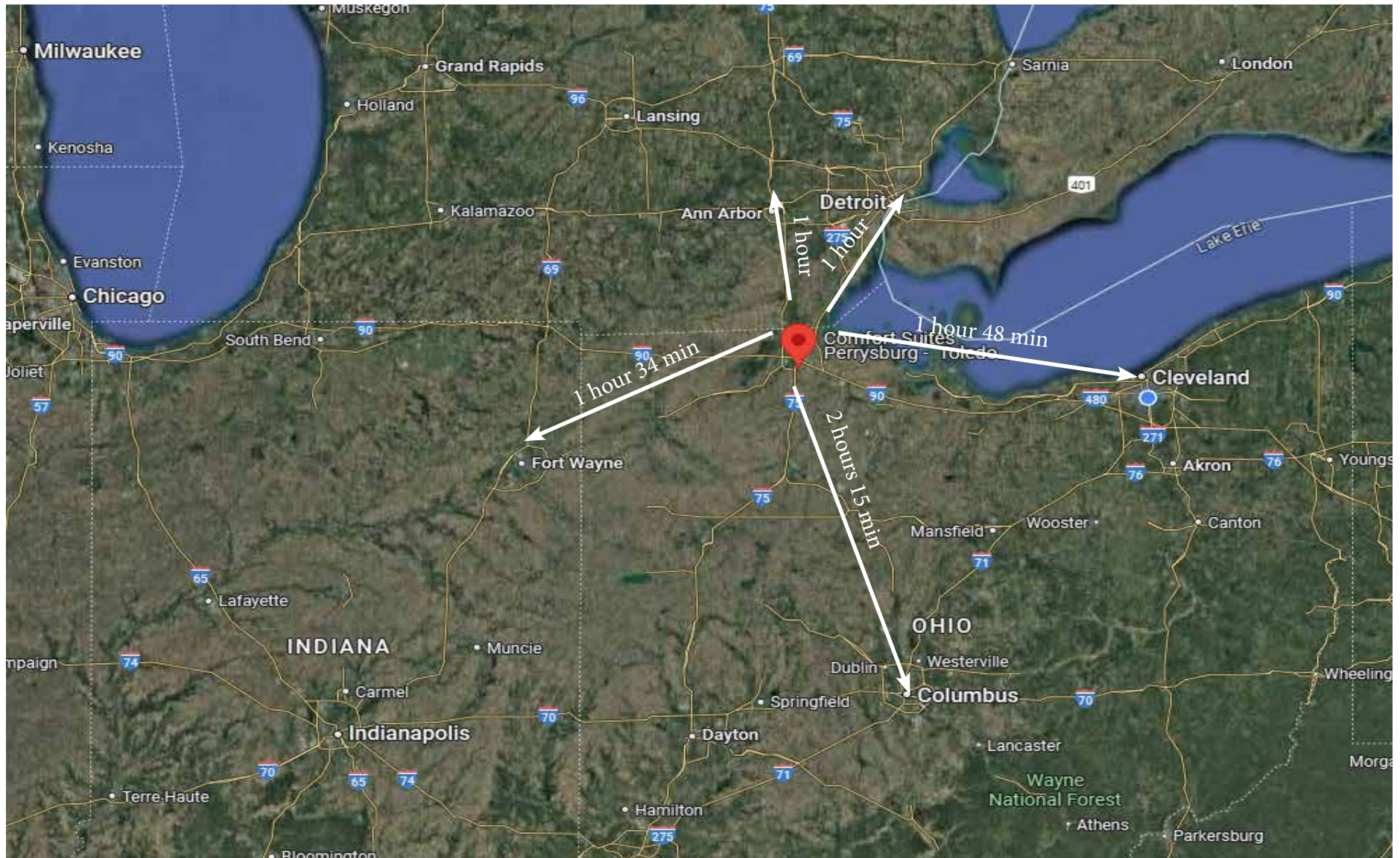
# AERIAL MAP

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# NEARBY CITIES





# NEARBY BUSINESSES







## MAJOR EMPLOYERS IN THE SURROUNDING TRADE AREA



Major Employers/Manufacturing Companies	Distance
Great Lakes Window Inc	10 min
Libbey Inc.	10 min
Owens-Illinois (O-I)	12 min
Pro Medica Toledo Hospital	16 min
FCA US LLC	18 min
Parket Hannifon Corporation	19 min
GM - Toledo Propulsion Systems	21 min

	Distance
Amazon Fulfillment Center	6 min
Owens Community College	9 min
Mercy Health - Perrysburg Hospital	10 min
Owens Corning	11 min
Mercy Health - Occupational Services, St. Vincent	15 min
Dana Incorporated	16 min
University of Toledo Medical Center	18 min



12,000 + Students  
Enrolled

Global Headquarters  
Located in Perrysburg, OH

7,500 + Employees

3.64 Mil Square Feet  
Automotive Factory

2.8 Mil Square Feet  
1,500 + Employees

35,000 + Employees  
One of the largest  
healthcare systems

**17 min**

From Bowling Green State University  
17,000 Students + Enrolled

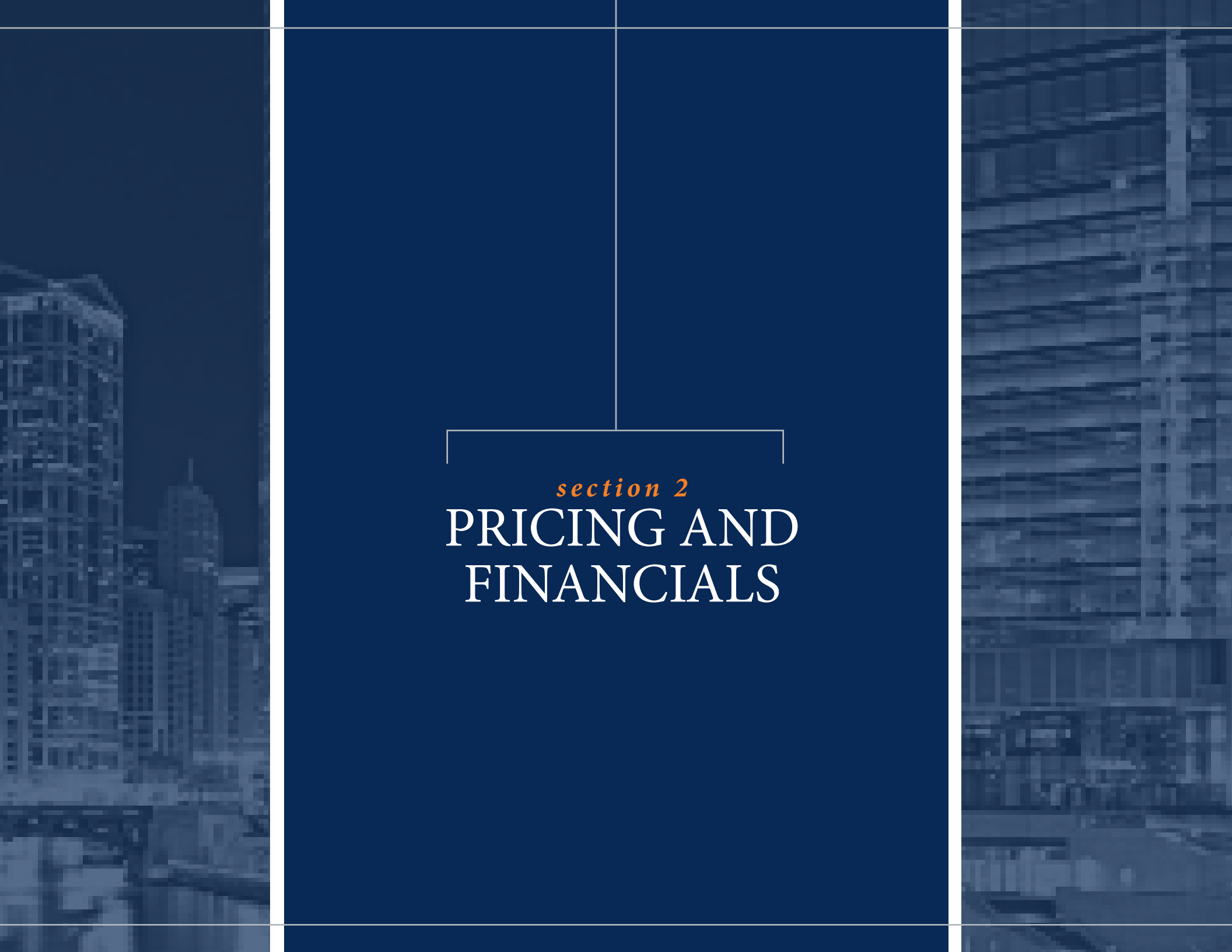
**11 min**

From Downtown Toledo  
266,301 + Population

**18 min**

Eugene F. Kranz Toledo Express Airport





*section 2*  
PRICING AND  
FINANCIALS

# FINANCIAL SUMMARY

<b>Auction Date - Real Insight</b>	<b>Starting Bid</b>
<b>Monday, December 9th - Wednesday, December 11th</b>	<b>\$1,750,000</b>

## September T-12 2024

Occupancy	66.70%
ADR	\$86.70
RevPar	\$57.83
Room Revenue	\$1,674,516
Total Expenses	\$1,214,413
Net Operating Income	\$460,103

## 2019 - Pre Covid

Occupancy	78.40%
ADR	\$82.26
RevPAR	\$64.51
Room Revenue	\$1,857,406
Total Expenses	\$1,297,907
Net Operating Income	\$559,499

## 2025 - Projections

Occupancy	68.10%
ADR	\$90.35
RevPAR	\$61.53
Room Revenue	\$1,774,170
Total Expenses	\$1,238,767
Net Operating Income	\$535,403

# HISTORICAL & PROJECTIONS

Year	Unhide All											Projected				
	2019		2020		2021		2022		2023		T-12 Sep 2024		2025		2026	
Rooms	79		79		79		79		79		79		79		79	
Days	365		366		365		365		365		366		365		365	
Available Rooms	28,835		28,914		28,835		15,883		13,873		15,375		28,835		28,835	
Occupied Rooms	22,607		16,886		20,276		22,245		21,813		23,052		19,637		19,983	
Occupancy	78.40%		58.40%		68.40%		71.40%		63.60%		66.70%		68.10%		69.30%	
ADR	\$82.26		\$72.07		\$85.43		\$89.90		\$87.50		\$86.70	79% of	\$90.35		\$93.06	
RevPAR	\$64.51		\$42.12		\$58.43		\$64.17		\$55.68		\$57.83	Comp	\$61.53		\$64.49	
RevPAR Growth	-		-34.71%		38.72%		9.82%		-13.23%		3.86%		6.40%		4.81%	
Revenue/Room	\$23,913		\$15,806		\$21,737		\$23,578		\$20,615		\$21,561		\$22,848		\$23,941	
Departmental Revenues																
Rooms	\$1,857,406	98.32%	\$1,215,909	97.37%	\$1,683,709	98.05%	\$1,836,559	98.60%	\$1,603,121	98.44%	\$1,674,516	98.31%	\$1,774,170	98.29%	\$1,859,596	98.32%
Other Operated Departments	\$31,688	1.68%	\$32,781	2.63%	\$33,549	1.95%	\$26,076	1.40%	\$25,471	1.56%	\$28,790	1.69%	\$30,840	1.71%	\$31,765	1.68%
Misc. Income	\$0	0.00%	\$0	0.00%	\$0	0.00%	\$0	0.00%	\$0	0.00%	\$0	0.00%	\$0	0.00%	\$0	0.00%
<b>Total Revenue</b>	<b>\$1,889,094</b>	<b>100.00%</b>	<b>\$1,248,690</b>	<b>100.00%</b>	<b>\$1,717,258</b>	<b>100.00%</b>	<b>\$1,862,635</b>	<b>100.00%</b>	<b>\$1,628,591</b>	<b>100.00%</b>	<b>\$1,703,306</b>	<b>100.00%</b>	<b>\$1,805,010</b>	<b>100.00%</b>	<b>\$1,891,361</b>	<b>100.00%</b>
Departmental Expenses																
Rooms	\$78,825	4.17%	\$22,285	1.78%	\$86,594	5.04%	\$56,865	3.05%	\$64,046	3.93%	\$102,185	6.00%	\$104,239	5.77%	\$105,281	5.57%
Wages	\$455,584	24.12%	\$326,303	26.13%	\$349,387	20.35%	\$481,235	25.84%	\$404,635	24.85%	\$351,934	20.66%	\$360,074	19.95%	\$363,675	19.23%
Food & Beverage	\$76,559	4.05%	\$33,634	2.69%	\$42,915	2.50%	\$67,787	3.64%	\$84,688	5.20%	\$71,700	4.21%	\$72,489	4.02%	\$73,214	3.87%
Other Operated Departments	\$0	0.00%	\$8,758	0.70%	\$0	0.00%	\$0	0.00%	\$563	0.03%	\$6,014	0.35%	\$6,135	0.34%	\$6,196	0.33%
Total Departmental Expenses	\$610,968	32.34%	\$390,980	31.31%	\$478,896	27.89%	\$605,887	32.53%	\$553,932	34.01%	\$531,832	31.22%	\$542,936	30.08%	\$548,366	28.99%
<b>Departmental Profit</b>	<b>\$1,278,125</b>	<b>67.66%</b>	<b>\$857,709</b>	<b>68.69%</b>	<b>\$1,238,362</b>	<b>72.11%</b>	<b>\$1,256,748</b>	<b>67.47%</b>	<b>\$1,074,660</b>	<b>65.99%</b>	<b>\$1,171,474</b>	<b>68.78%</b>	<b>\$1,262,073</b>	<b>69.92%</b>	<b>\$1,342,995</b>	<b>71.01%</b>
Undistributed Expenses																
Admin & General	\$127,819	6.77%	\$105,951	8.48%	\$118,857	6.92%	\$118,465	6.36%	\$113,607	6.98%	\$125,067	7.34%	\$127,458	7.06%	\$128,609	6.80%
Sales & Marketing	\$21,655	1.15%	\$14,758	1.18%	\$10,272	0.60%	\$12,979	0.70%	\$6,487	0.40%	\$7,024	0.41%	\$7,378	0.41%	\$7,673	0.41%
Franchise Fees	\$225,352	12.13%	\$161,755	13.30%	\$218,028	12.95%	\$224,895	12.25%	\$209,459	13.07%	\$224,081	13.38%	\$237,384	13.38%	\$248,814	13.38%
Property Op. & Maintenance	\$53,012	2.81%	\$74,787	5.99%	\$71,639	4.17%	\$67,171	3.61%	\$51,586	3.17%	\$47,558	2.79%	\$46,592	2.58%	\$47,058	2.49%
Utilities	\$126,085	6.67%	\$105,296	8.43%	\$108,859	6.34%	\$134,462	7.22%	\$123,701	7.60%	\$133,244	7.82%	\$133,373	7.39%	\$134,173	7.09%
Total Undistributed Expenses	\$553,923	29.53%	\$462,547	37.39%	\$527,655	30.98%	\$557,973	30.13%	\$504,839	31.20%	\$536,974	31.75%	\$552,185	30.82%	\$566,328	30.17%
<b>Gross Operating Profit</b>	<b>\$724,202</b>	<b>38.13%</b>	<b>\$395,162</b>	<b>31.30%</b>	<b>\$710,707</b>	<b>41.13%</b>	<b>\$698,776</b>	<b>37.34%</b>	<b>\$569,821</b>	<b>34.78%</b>	<b>\$634,501</b>	<b>37.02%</b>	<b>\$709,888</b>	<b>39.10%</b>	<b>\$776,667</b>	<b>40.84%</b>
<b>Income Before Fixed Expenses</b>	<b>\$724,202</b>	<b>38.13%</b>	<b>\$395,162</b>	<b>31.30%</b>	<b>\$710,707</b>	<b>41.13%</b>	<b>\$698,776</b>	<b>37.34%</b>	<b>\$569,821</b>	<b>34.78%</b>	<b>\$634,588</b>	<b>37.03%</b>	<b>\$709,888</b>	<b>39.10%</b>	<b>\$776,667</b>	<b>40.84%</b>
Fixed Expenses																
Property Taxes	\$145,584	7.71%	\$142,032	11.37%	\$123,164	7.17%	\$124,372	6.68%	\$116,721	7.17%	\$145,360	8.53%	\$145,360	8.05%	\$145,360	7.69%
Insurance	\$19,119	1.01%	\$18,907	1.51%	\$20,933	1.22%	\$26,548	1.43%	\$52,571	3.23%	\$29,125	1.71%	\$29,125	1.61%	\$29,416	1.56%
Total Fixed Expenses	\$164,703	8.72%	\$160,939	12.89%	\$144,096	8.39%	\$150,919	8.10%	\$169,292	10.40%	\$174,485	10.24%	\$174,485	9.67%	\$174,776	9.24%
<b>EBITDA</b>	<b>\$559,499</b>	<b>29.41%</b>	<b>\$234,224</b>	<b>18.41%</b>	<b>\$566,611</b>	<b>32.74%</b>	<b>\$547,856</b>	<b>29.24%</b>	<b>\$400,528</b>	<b>24.39%</b>	<b>\$460,103</b>	<b>26.79%</b>	<b>\$535,403</b>	<b>29.43%</b>	<b>\$601,891</b>	<b>31.60%</b>
<b>Net Operating Income</b>	<b>\$559,499</b>	<b>29.62%</b>	<b>\$234,224</b>	<b>18.76%</b>	<b>\$566,611</b>	<b>33.00%</b>	<b>\$547,856</b>	<b>29.41%</b>	<b>\$400,528</b>	<b>24.59%</b>	<b>\$460,103</b>	<b>27.01%</b>	<b>\$535,403</b>	<b>29.66%</b>	<b>\$601,891</b>	<b>31.82%</b>
	Pre Covid		COVID										First Year PIP Completed		Hotel Stabilized	



## Country Inn & Suites Toledo South, OH

9790 Clark Dr, Rossford, OH 43460

### Actual T-12 Profit & Loss

Dept. Description	T-12	Adjustments	Adj. Amount	% of GR	Comments
<b>Revenues</b>					
Room Revenue	\$1,674,516.35		\$1,674,516.35	98.31%	
Meeting Room Revenue	\$1,750.00		\$1,750.00	0.10%	
Other Revenue	\$27,039.73		\$27,039.73	1.59%	
<b>GROSS REVENUE</b>	<b>\$1,703,306.08</b>	<b>\$0.00</b>	<b>\$1,703,306.08</b>	<b>100%</b>	
<b>EXPENSE</b>					
Visa/MC/Discover	\$59,390.94		\$59,390.94	3.49%	
Amex	\$2,804.52		\$2,804.52	0.16%	
Commissions & Rebates	\$51,464.75		\$51,464.75	3.02%	
Bank Service Charges	\$1,244.15		\$1,244.15	0.07%	
Bad Debt	\$1,863.44		\$1,863.44	0.11%	
Business Licenses and Permits	\$1,106.25		\$1,106.25	0.06%	
Equipment Leasing Expense	\$2,464.16		\$2,464.16	0.14%	
Dues and Subscriptions	\$1,804.29		\$1,804.29	0.11%	
Licenses and Permits	\$4,061.91		\$4,061.91	0.24%	
General Liability Insurance	\$61,553.00	(\$32,428.00)	\$29,125.00	1.71%	Actual Quote
Interest Expense - SSC MBS	\$150,853.99	(\$150,853.99)			
Interest Expense - EIDL	\$8,772.00	(\$8,772.00)			
Guest Room Supplies	\$8,262.22		\$8,262.22	0.49%	
CIS Logo Supplies	\$6,445.87		\$6,445.87	0.38%	
Linen & Terry	\$14,700.53		\$14,700.53	0.86%	
Chemicals	\$17,626.41		\$17,626.41	1.03%	
Distressed Items	\$63.50		\$63.50	0.00%	
Other Housekeeping Supplies	\$3,941.39		\$3,941.39	0.23%	
In Room Coffee	\$2,449.62		\$2,449.62	0.14%	
Landscaping and Groundskeeping	\$6,874.89		\$6,874.89	0.40%	
Travel and Entertainment	\$26.42		\$26.42	0.00%	
Travel	\$1,288.77		\$1,288.77	0.08%	
Meals	\$182.05		\$182.05	0.01%	
Entertainment	\$360.20		\$360.20	0.02%	
Travel and Entertainment	\$1,857.44		\$1,857.44	0.11%	
Miscellaneous Expense	(\$87.01)		(\$87.01)	-0.01%	
Office Supplies	\$3,643.48		\$3,643.48	0.21%	
Maintenance Supplies	\$9,608.48		\$9,608.48	0.56%	
Micro/Fridge, ACs & TVs	\$3,631.06		\$3,631.06	0.21%	
Breakfast Supplies	\$1,545.64		\$1,545.64	0.09%	
Food Items	\$71,517.47		\$71,517.47	4.20%	
Paper Goods	\$8,055.88		\$8,055.88	0.47%	
Refreshments	\$2,407.37		\$2,407.37	0.14%	
Brand Supplies	\$1,562.94		\$1,562.94	0.09%	
Postage and Delivery	\$57.73		\$57.73	0.00%	
Franchise Fees	\$224,081.24		\$224,081.24	13.16%	
Accountant Fees	\$1,800.00		\$1,800.00	0.11%	
Repairs and Maintenance	\$9,301.48		\$9,301.48	0.55%	
Elevator Maintenance	\$4,239.76		\$4,239.76	0.25%	
Pool Maintenance & Supplies	\$9,938.75		\$9,938.75	0.58%	
Pest Control Service	\$1,293.02		\$1,293.02	0.08%	
Fire Alarm Maintenance	\$125.00		\$125.00	0.01%	
Property Tax	\$143,792.06		\$143,792.06	8.44%	
CAT Tax	\$1,568.00		\$1,568.00	0.09%	
Taxes					
Uniforms	\$108.62		\$108.62	0.01%	
Gas	\$10,053.86		\$10,053.86	0.59%	
Water & Sewer	\$65,456.12		\$65,456.12	3.84%	
Electricity	\$57,733.80		\$57,733.80	3.39%	
Digital Services	\$24,316.75		\$24,316.75	1.43%	
WIFI Monitoring	\$474.00		\$474.00	0.03%	
Waste Services	\$3,612.28		\$3,612.28	0.21%	
Marketing Expense	\$5,403.27		\$5,403.27	0.32%	
Payroll Expense	\$202,598.36		\$202,598.36	11.89%	
Contract Labor	\$35.20		\$35.20	0.00%	
Front Office	\$29,396.39		\$29,396.39	1.73%	
Housekeeping	\$119,904.10		\$119,904.10	7.04%	
Maintenance	\$100.00		\$100.00	0.01%	
Temp Help	\$505.90		\$505.90	0.03%	
Other	(\$1,857.44)				
Total Other Income	(\$14,722.52)				
Vending Supplies	\$4,009.05		\$4,009.05	0.24%	
Inn Case Market Expense	\$2,004.70		\$2,004.70	0.12%	
<b>TOTAL EXPENSES</b>	<b>\$1,418,677.50</b>	<b>(\$192,053.99)</b>	<b>\$1,243,203.47</b>	<b>72.99%</b>	<b>\$0</b>
<b>NET OPERATING INCOME</b>	<b>\$284,628.58</b>	<b>\$0.00</b>	<b>\$460,102.61</b>	<b>27.01%</b>	<b>\$0</b>

## Country Inn & Suites Toledo South, OH

9790 Clark Dr, Rossford, OH 43460

### Actual 2023 Profit & Loss

Dept. Description	2023	Adjustments	Adj. Amount	% of GR	Comments
<b>Revenues</b>					
Room Revenue	\$1,603,120.51		\$1,603,120.51	98.44%	
Meeting Room Revenue	\$100.00		\$100.00	0.01%	
Other Revenue	\$25,370.84		\$25,370.84	1.56%	
<b>GROSS REVENUE</b>	<b>\$1,628,591.35</b>	<b>\$0.00</b>	<b>\$1,628,591.35</b>	<b>100%</b>	
<b>EXPENSE</b>					
Merchant Account Fees	\$54,250.44		\$54,250.44	3.33%	
Commissions & Rebates	\$53,567.12		\$53,567.12	3.29%	
Bank Service Charges	\$5,390.65		\$5,390.65	0.33%	
Bad Debt	\$9,223.45		\$9,223.45	0.57%	
Business Licenses and Permits	\$941.25		\$941.25	0.06%	
Equipment Leasing Expense	\$3,711.64		\$3,711.64	0.23%	
Dues and Subscriptions	\$3,993.02		\$3,993.02	0.25%	
Licenses and Permits	\$1,700.43		\$1,700.43	0.10%	
Insurance	\$52,571.20		\$52,571.20	3.23%	
Interest	\$164,537.26	(\$164,537.26)			
Housekeeping	\$55,975.58		\$55,975.58	3.44%	
Landscaping and Groundskeeping	\$1,248.97		\$1,248.97	0.08%	
Travel and Entertainment	\$6,825.43		\$6,825.43	0.42%	
Miscellaneous Expense	\$5,896.36		\$5,896.36	0.36%	
Office Supplies	\$4,750.40		\$4,750.40	0.29%	
Maintenance Supplies	\$16,462.51		\$16,462.51	1.01%	
Breakfast Supplies	\$83,035.16		\$83,035.16	5.10%	
Pool Supplies	\$563.33		\$563.33	0.03%	
Refreshments	\$1,652.39		\$1,652.39	0.10%	
Brand Supplies	\$662.78		\$662.78	0.04%	
First Aid Supplies	\$98.82		\$98.82	0.01%	
Postage and Delivery	\$82.85		\$82.85	0.01%	
Accountant fees	\$1,800.00		\$1,800.00	0.11%	
Property Mgmt. System Fees	\$8,813.01		\$8,813.01	0.54%	
Repairs and Maintenance	\$14,711.04		\$14,711.04	0.90%	
Elevator Maintenance	\$2,530.15		\$2,530.15	0.16%	
Pool Maintenance & Supplies	\$9,918.08		\$9,918.08	0.61%	
Pest Control Service	\$1,594.72		\$1,594.72	0.10%	
Fire Alarm Maintenance	\$1,849.91		\$1,849.91	0.11%	
Taxes	\$116,721.00		\$116,721.00	7.17%	
Uniforms	\$925.67		\$925.67	0.06%	
Utilities	\$123,700.72		\$123,700.72	7.60%	
Digital Services	\$21,331.81		\$21,331.81	1.31%	
Wifi Monitoring	\$355.50		\$355.50	0.02%	
Waste Services	\$3,270.14		\$3,270.14	0.20%	
Marketing Expense	\$5,824.40		\$5,824.40	0.36%	
Payroll Expense	\$235,728.80		\$235,728.80	14.47%	
Contract Labor	\$112,930.40		\$112,930.40	6.93%	
Temp Help	\$200.00		\$200.00	0.01%	
Other Income	(\$15,758.41)		(\$15,758.41)	-0.97%	
Other Expenses	\$9,553.19		\$9,553.19	0.59%	
Franchise Fees	\$209,459.00		\$209,459.00	12.86%	
Admin & Mgmt	\$138,000.00	(\$138,000.00)			Owner Distribution
<b>TOTAL EXPENSES</b>	<b>\$1,530,600.17</b>	<b>(\$302,537.26)</b>	<b>\$1,228,062.91</b>	<b>75.41%</b>	<b>\$0</b>
<b>NET OPERATING INCOME</b>	<b>\$97,991.18</b>	<b>\$0.00</b>	<b>\$400,528.44</b>	<b>24.59%</b>	<b>\$0</b>

## Country Inn & Suites Toledo South, OH

9790 Clark Dr, Rossford, OH 43460

### Actual 2022 Profit & Loss

Dept. Description	2022	Adjustments	Adj. Amount	% of GR	Comments
<b>Revenues</b>					
Room Revenue	\$1,836,558.89		\$1,836,558.89	98.60%	
Meeting Room Revenue	\$361.82		\$361.82	0.02%	
Other Revenue	\$25,714.61		\$25,714.61	1.38%	
<b>GROSS REVENUE</b>	<b>\$1,862,635.32</b>	<b>\$0.00</b>	<b>\$1,862,635.32</b>	<b>100%</b>	
<b>EXPENSE</b>					
Merchant Account Fees	\$54,882.96		\$54,882.96	2.95%	
Commissions & Rebates	\$47,846.17		\$47,846.17	2.57%	
Guest Walk	\$2,408.16		\$2,408.16	0.13%	
Bank Service Charges	\$5,561.42		\$5,561.42	0.30%	
Bad Debt	\$12,050.79		\$12,050.79	0.65%	
Equipment Leasing Expense	\$3,692.24		\$3,692.24	0.20%	
Dues and Subscriptions	\$1,184.28		\$1,184.28	0.06%	
Licenses and Permits	\$2,543.69		\$2,543.69	0.14%	
Insurance	\$26,547.50		\$26,547.50	1.43%	
Interest	\$162,573.26	(\$162,573.26)			
Housekeeping	\$65,363.45		\$65,363.45	3.51%	
Landscaping and Groundskeeping	\$8,184.01		\$8,184.01	0.44%	
Travel and Entertainment	\$8,466.85		\$8,466.85	0.45%	
Miscellaenous Expense	\$731.00		\$731.00	0.04%	
Office Supplies	\$3,845.32		\$3,845.32	0.21%	
Maintenance Supplies	\$18,270.26		\$18,270.26	0.98%	
Breakfast Supplies	\$66,486.76		\$66,486.76	3.57%	
Refreshments	\$1,300.28		\$1,300.28	0.07%	
Brand Supplies	\$2,691.17		\$2,691.17	0.14%	
Postage and Delivery	\$155.85		\$155.85	0.01%	
Legal and Professional	\$2,100.00		\$2,100.00	0.11%	
Property Mgmt. System Fees	\$11,717.08		\$11,717.08	0.63%	
Repairs and Maintenance	\$16,720.08		\$16,720.08	0.90%	
Elevator Maintenance	\$4,262.76		\$4,262.76	0.23%	
Pool Maintenance & Supplies	\$10,330.82		\$10,330.82	0.55%	
Pest Control Service	\$2,704.29		\$2,704.29	0.15%	
Fire Alarm Maintenance	\$2,774.91		\$2,774.91	0.15%	
Taxes	\$124,371.97		\$124,371.97	6.68%	
Uniforms	\$498.77		\$498.77	0.03%	
Utilities	\$134,462.29		\$134,462.29	7.22%	
Digital Services	\$22,030.40		\$22,030.40	1.18%	
Wifi Monitoring	\$355.50		\$355.50	0.02%	
Waste Services	\$3,924.08		\$3,924.08	0.21%	
Marketing Expense	\$10,287.93		\$10,287.93	0.55%	
Payroll Expense	\$255,396.93		\$255,396.93	13.71%	
Contract Labor	\$160,474.64		\$160,474.64	8.62%	
Temp Help	\$809.81		\$809.81	0.04%	
Other Income	(\$14,073.88)		(\$14,073.88)	-0.76%	
Other Expenses	\$8,520.02		\$8,520.02	0.46%	
Other	\$4.00		\$4.00	0.00%	
Franchise Fees	\$224,894.53		\$224,894.53	12.07%	
Admin & Mgmt	\$43,800.00	(\$43,800.00)			Owner Distribution
<b>TOTAL EXPENSES</b>	<b>\$1,521,152.35</b>	<b>(\$206,373.26)</b>	<b>\$1,314,779.09</b>	<b>70.59%</b>	<b>\$0</b>
<b>NET OPERATING INCOME</b>	<b>\$341,482.97</b>	<b>\$0.00</b>	<b>\$547,856.23</b>	<b>29.41%</b>	<b>\$0</b>



## Country Inn & Suites Toledo South, OH

9790 Clark Dr, Rossford, OH 43460

### Actual 2021 Profit & Loss

Dept. Description	2021	Adjustments	Adj. Amount	% of GR	Comments
<b>Revenues</b>					
Room Revenue	\$1,683,709.12		\$1,683,709.12	98.05%	
Meeting Room Revenue	\$2,155.00		\$2,155.00	0.13%	
Other Revenue	\$31,393.80		\$31,393.80	1.83%	
<b>GROSS REVENUE</b>	<b>\$1,717,257.92</b>	<b>\$0.00</b>	<b>\$1,717,257.92</b>	<b>100%</b>	
<b>EXPENSE</b>					
Merchant Account Fees	\$53,744.88		\$53,744.88	3.13%	
Commissions & Rebates	\$44,676.63		\$44,676.63	2.60%	
Bank Service Charges	\$5,465.33		\$5,465.33	0.32%	
Bad Debt	\$6,285.33		\$6,285.33	0.37%	
Equipment Leasing Expense	\$3,696.24		\$3,696.24	0.22%	
Equipment Rental Expense	\$2,699.94		\$2,699.94	0.16%	
Dues and subscriptions	\$817.43		\$817.43	0.05%	
Licenses and permits	\$1,849.50		\$1,849.50	0.11%	
Insurance	\$20,932.50		\$20,932.50	1.22%	
Interest	\$169,055.24	(\$169,055.24)			
Housekeeping	\$35,782.79		\$35,782.79	2.08%	
Landscaping	\$11,704.53		\$11,704.53	0.68%	
Travel and Entertainment	\$9,998.59		\$9,998.59	0.58%	
Miscellaneous	\$56.01		\$56.01	0.00%	
Office	\$3,411.83		\$3,411.83	0.20%	
Maintenance Supplies	\$18,627.81		\$18,627.81	1.08%	
Breakfast Supplies	\$42,464.14		\$42,464.14	2.47%	
Refreshments	\$451.05		\$451.05	0.03%	
PPE Supplies	\$692.28		\$692.28	0.04%	
Brand Supplies	\$1,025.18		\$1,025.18	0.06%	
First Aid Supplies	\$10.68		\$10.68	0.00%	
Postage and Delivery	\$103.65		\$103.65	0.01%	
Legal and Accounting Fees	\$6,700.00		\$6,700.00	0.39%	
Property Mgmt. System Fees	\$9,155.80		\$9,155.80	0.53%	
Repairs and Maintenance	\$19,992.12		\$19,992.12	1.16%	
Elevator Maintenance	\$3,988.30		\$3,988.30	0.23%	
Pool Maintenance & Supplies	\$7,799.60		\$7,799.60	0.45%	
Pest Control Service	\$2,083.87		\$2,083.87	0.12%	
Fire Alarm Maintenance	\$1,884.73		\$1,884.73	0.11%	
Taxes	\$123,163.70		\$123,163.70	7.17%	
Uniforms	\$318.38		\$318.38	0.02%	
Utilities	\$108,859.47		\$108,859.47	6.34%	
Digital Services	\$21,596.28		\$21,596.28	1.26%	
Wifi Monitoring	\$474.00		\$474.00	0.03%	
Waste Services	\$5,557.95		\$5,557.95	0.32%	
Marketing Expense	\$9,247.16		\$9,247.16	0.54%	
Payroll Expense	\$196,900.43		\$196,900.43	11.47%	
Contract Labor	\$152,486.31		\$152,486.31	8.88%	
Temp Help	\$776.00		\$776.00	0.05%	
Training Costs	\$1,695.00		\$1,695.00	0.10%	
Other Income	(\$10,372.12)		(\$10,372.12)	-0.60%	
Other Expenses	\$5,816.21		\$5,816.21	0.34%	
Franchise Fees	\$218,027.79		\$218,027.79	12.70%	
Admin & Mgmt	\$32,850.00	(\$32,850.00)			Owner Distribution
<b>TOTAL EXPENSES</b>	<b>\$1,352,552.54</b>	<b>(\$201,905.24)</b>	<b>\$1,150,647.30</b>	<b>67.00%</b>	<b>\$0</b>
<b>NET OPERATING INCOME</b>	<b>\$364,705.38</b>	<b>\$0.00</b>	<b>\$566,610.62</b>	<b>33.00%</b>	<b>\$0</b>

## Country Inn & Suites Toledo South, OH

9790 Clark Dr, Rossford, OH 43460

### Actual 2020 Profit & Loss

Dept. Description	2020	Adjustments	Adj. Amount	% of GR	Comments
<b>Revenues</b>					
Room Revenue	\$1,215,908.51		\$1,215,908.51	97.37%	
Meeting Room Revenue	\$1,125.00		\$1,125.00	0.09%	
Other Revenue	\$31,656.19		\$31,656.19	2.54%	
<b>GROSS REVENUE</b>	<b>\$1,248,689.70</b>	<b>\$0.00</b>	<b>\$1,248,689.70</b>	<b>100%</b>	
<b>EXPENSE</b>					
Visa/MC/Discover	\$39,973.90		\$39,973.90	3.20%	
Amex	\$1,623.90		\$1,623.90	0.13%	
Commissions & Rebates	\$21,337.69		\$21,337.69	1.71%	
Bank Service Charges	\$6,179.42		\$6,179.42	0.49%	
Bad Debt	\$2,745.63		\$2,745.63	0.22%	
Equipment Leasing Expense	\$3,388.22		\$3,388.22	0.27%	
Equipment Rental Expense	\$1,390.86		\$1,390.86	0.11%	
Depreciation Expense	\$114,634.00	(\$114,634.00)			Acct Adj
Amortization Expense	\$24,687.00	(\$24,687.00)			Acct Adj
Dues and Subscriptions	\$460.79		\$460.79	0.04%	
Licenses and Permits	\$3,242.24		\$3,242.24	0.26%	
General Liability Insurance	\$18,906.52		\$18,906.52	1.51%	
Interest Expense	\$175,705.87	(\$175,705.87)			Acct Adj
Guest Room Supplies	\$5,475.68		\$5,475.68	0.44%	
Logo Supplies	\$4,180.00		\$4,180.00	0.33%	
Linen & Terry	\$10,710.73		\$10,710.73	0.86%	
Chemicals	\$8,542.72		\$8,542.72	0.68%	
Other Housekeeping Supplies	\$2,500.11		\$2,500.11	0.20%	
In Room Coffee	\$2,550.54		\$2,550.54	0.20%	
Landscaping and Groundskeeping	\$8,369.79		\$8,369.79	0.67%	
Travel	\$8,515.29		\$8,515.29	0.68%	
Meals	\$484.00		\$484.00	0.04%	
Entertainment	\$509.01		\$509.01	0.04%	
Miscellaneous Expense	\$86.17		\$86.17	0.01%	
Office Supplies	\$2,954.27		\$2,954.27	0.24%	
Maintenance Supplies	\$7,535.22		\$7,535.22	0.60%	
Breakfast Supplies	\$5,180.06		\$5,180.06	0.41%	
Food Items	\$25,693.91		\$25,693.91	2.06%	
Paper Goods	\$1,271.29		\$1,271.29	0.10%	
Refreshments	\$1,004.84		\$1,004.84	0.08%	
PPE Supplies	\$2,169.64		\$2,169.64	0.17%	
Brand Supplies	\$1,903.29		\$1,903.29	0.15%	
First Aid Supplies	\$5.67		\$5.67	0.00%	
Postage and Delivery	\$96.33		\$96.33	0.01%	
Professional Fees					
Franchise Fees	\$161,755.26		\$161,755.26	12.95%	
Accountant Fees	\$1,800.00		\$1,800.00	0.14%	
Admin & Management	\$43,800.00	(\$43,800.00)			Internal Entity
Property Mgmt. System Fees	\$7,162.57		\$7,162.57	0.57%	
Repairs and Maintenance	\$24,328.07		\$24,328.07	1.95%	
Elevator Maintenance	\$2,735.45		\$2,735.45	0.22%	
Pool Maintenance & Supplies	\$5,678.96		\$5,678.96	0.45%	
Pest Control Service	\$1,324.53		\$1,324.53	0.11%	
Fire Alarm Maintenance	\$1,852.68		\$1,852.68	0.15%	
Property Tax	\$142,032.10		\$142,032.10	11.37%	
CAT Tax	\$1,895.00		\$1,895.00	0.15%	
Uniforms	\$1,048.36		\$1,048.36	0.08%	
Gas	\$8,134.26		\$8,134.26	0.65%	
Water & Sewer	\$56,308.33		\$56,308.33	4.51%	
Electricity	\$40,853.24		\$40,853.24	3.27%	
Digital Services	\$25,980.48		\$25,980.48	2.08%	
WIFI Monitoring	\$474.00		\$474.00	0.04%	
Waste Services	\$2,477.87		\$2,477.87	0.20%	
Marketing Expense	\$8,675.00		\$8,675.00	0.69%	
Payroll Expense	\$234,254.16		\$234,254.16	18.76%	
Contract Labor	\$63,828.00		\$63,828.00	5.11%	
Housekeeping	\$27,844.92		\$27,844.92	2.23%	
Temp Help	\$376.00		\$376.00	0.03%	
Training Costs	\$511.67		\$511.67	0.04%	
Miscellaneous Income	(\$316.02)		(\$316.02)	-0.03%	
Vending Income	(\$1,519.25)		(\$1,519.25)	-0.12%	
Laundromat Income	(\$2,583.50)		(\$2,583.50)	-0.21%	
Inn Case Market Revenue	(\$10,191.60)		(\$10,191.60)	-0.82%	
Vending Supplies	\$1,284.92		\$1,284.92	0.10%	
Inn Case Market Expense	\$7,472.83		\$7,472.83	0.60%	
<b>TOTAL EXPENSES</b>	<b>\$1,373,292.89</b>	<b>(\$358,826.87)</b>	<b>\$1,014,466.02</b>	<b>81.24%</b>	<b>\$0</b>
<b>NET OPERATING INCOME</b>	<b>(\$124,603.19)</b>	<b>\$0.00</b>	<b>\$234,223.68</b>	<b>18.76%</b>	<b>\$0</b>

## Country Inn & Suites Toledo South, OH

9790 Clark Dr, Rossford, OH 43460

### Actual 2019 Profit & Loss

Dept. Description	2019	Adjustments	Adj. Amount	% of GR	Comments
<b>Revenues</b>					
Room Revenue	\$1,857,405.74		\$1,857,405.74	98.32%	
Meeting Room Revenue	\$4,000.00		\$4,000.00	0.21%	
Other Revenue	\$27,687.84		\$27,687.84	1.47%	
<b>GROSS REVENUE</b>	<b>\$1,889,093.58</b>	<b>\$0.00</b>	<b>\$1,889,093.58</b>	<b>100%</b>	
<b>EXPENSE</b>					
Merchant Account Fees	\$58,866.54		\$58,866.54	3.12%	
Commissions & Rebates	\$25,063.68		\$25,063.68	1.33%	
Bank Service Charges	\$6,153.67		\$6,153.67	0.33%	
Bad Debt	\$3,449.47		\$3,449.47	0.18%	
Automobile Leasing Expense	\$2,904.46		\$2,904.46	0.15%	
Equipment Leasing Expense	\$4,762.89		\$4,762.89	0.25%	
Equipment Rental Expense	\$1,836.66		\$1,836.66	0.10%	
Depreciation	\$97,542.00	(\$97,542.00)			
Amortization	\$29,468.00	(\$29,468.00)			
Dues and Subscriptions	\$191.80		\$191.80	0.01%	
Licenses and Permits	\$2,075.84		\$2,075.84	0.11%	
Insurance	\$19,118.50		\$19,118.50	1.01%	
Interest	\$181,079.85	(\$181,079.85)			
Housekeeping	\$42,621.69		\$42,621.69	2.26%	
Landscaping	\$12,044.52		\$12,044.52	0.64%	
Travel and Entertainment	\$7,810.03		\$7,810.03	0.41%	
Miscellaneous	(\$21.73)		(\$21.73)	-0.00%	
Office	\$3,349.35		\$3,349.35	0.18%	
Maintenance Supplies	\$8,675.66		\$8,675.66	0.46%	
Breakfast Supplies	\$73,454.31		\$73,454.31	3.89%	
Refreshments	\$3,104.92		\$3,104.92	0.16%	
Brand Supplies	\$1,635.21		\$1,635.21	0.09%	
First Aid Supplies	\$41.50		\$41.50	0.00%	
Postage and Delivery	\$290.65		\$290.65	0.02%	
Accountant fees	\$1,800.00		\$1,800.00	0.10%	
Property Mgmt. System Fees	\$11,794.02		\$11,794.02	0.62%	
Repairs and Maintenance	\$13,570.57		\$13,570.57	0.72%	
Elevator Maintenance	\$4,813.85		\$4,813.85	0.25%	
Pool Maintenance & Supplies	\$6,974.60		\$6,974.60	0.37%	
Pest Control Service	\$1,399.62		\$1,399.62	0.07%	
Fire Alarm Maintenance	\$2,808.73		\$2,808.73	0.15%	
Taxes	\$145,584.02		\$145,584.02	7.71%	
Uniforms	\$1,303.91		\$1,303.91	0.07%	
Newspaper	\$1,005.01		\$1,005.01	0.05%	
Utilities	\$126,085.30		\$126,085.30	6.67%	
Digital Services	\$28,518.10		\$28,518.10	1.51%	
Wifi Monitoring	\$4,824.00		\$4,824.00	0.26%	
Waste Services	\$2,724.34		\$2,724.34	0.14%	
Marketing Expense	\$18,950.90		\$18,950.90	1.00%	
Property Website	\$1,069.00		\$1,069.00	0.06%	
Payroll	\$323,633.78		\$323,633.78	17.13%	
Contract Labor	\$131,950.00		\$131,950.00	6.98%	
Temp Help	\$2,654.50		\$2,654.50	0.14%	
Training Costs	\$4,633.02		\$4,633.02	0.25%	
Other Income	(\$19,120.64)		(\$19,120.64)	-1.01%	
Other Expenses	\$9,836.20		\$9,836.20	0.52%	
Franchise Fees	\$225,352.04		\$225,352.04	11.93%	
Admin & Mgmt	\$40,950.00	(\$40,950.00)			
<b>TOTAL EXPENSES</b>	<b>\$1,678,634.34</b>	<b>(\$349,039.85)</b>	<b>\$1,329,594.49</b>	<b>70.38%</b>	<b>\$0</b>
<b>NET OPERATING INCOME</b>	<b>\$210,459.24</b>	<b>\$0.00</b>	<b>\$559,499.09</b>	<b>29.62%</b>	<b>\$0</b>





*section 3*  
STR REPORT

STR # 58398 / Created November 15, 2024

## Monthly STAR Report : Country Inn & Suites Toledo South

For the Month of: October 2024

Currency: US Dollar / Competitive Set Data Excludes Subject Property



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# STR REPORT

## Tab 2 - Monthly Performance at a Glance - My Property vs. Competitive Set

Country Inn & Suites Toledo South 9790 Clark Dr Rossford, OH 43460 Phone: (419) 872-9900

STR # 58398 ChainID: OH886 MgtCo: None Owner: None

For the Month of: October 2024 Date Created: November 15, 2024 Monthly Competitive Set Data Excludes Subject Property

October 2024									
	Occupancy (%)			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	67.4	65.8	102.4	80.83	105.63	76.5	54.46	69.53	78.3
Year To Date	72.0	70.0	102.8	87.44	109.93	79.5	62.93	76.98	81.7
Running 3 Month	73.0	69.1	105.6	84.81	110.35	76.9	61.88	76.23	81.2
Running 12 Month	67.1	67.8	99.0	86.51	108.04	80.1	58.08	73.22	79.3

October 2024 vs. 2023 Percent Change (%)									
	Occupancy			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	8.3	0.1	8.1	-2.3	-4.6	2.4	5.8	-4.5	10.7
Year To Date	6.2	3.3	2.8	-1.3	-1.2	-0.1	4.8	2.0	2.7
Running 3 Month	-2.4	0.5	-2.9	0.0	-3.9	4.0	-2.4	-3.4	1.0
Running 12 Month	-0.9	1.7	-2.6	-1.1	-1.1	0.0	-1.9	0.6	-2.6

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# STR REPORT

## Tab 3 - STAR Summary - My Property vs. Comp Set and Industry Segments

Country Inn & Suites Toledo South 9790 Clark Dr Rossford, OH 43460 Phone: (419) 872-9900

STR # 58398 ChainID: OH886 MgtCo: None Owner: None

For the Month of: October 2024 Date Created: November 15, 2024 Monthly Competitive Set Data Excludes Subject Property

	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
Country Inn & Suites Toledo South	67.4	8.3	72.0	6.2	73.0	-2.4	67.1	-0.9	0.0	0.3	0.0	0.3
Market: Ohio Area	58.2	0.9	56.6	-1.0	60.5	0.0	54.6	-1.6	0.0	-0.2	-0.1	-0.2
Market Class: Upper Midscale Class	67.2	-0.4	64.1	-1.7	69.1	-0.5	61.9	-2.2	0.9	1.5	1.1	1.6
Submarket: Toledo, OH	55.4	-6.0	58.9	-0.2	59.1	-4.3	57.1	-0.6	1.9	-0.7	0.7	-0.8
Submarket Scale: Midscale Chains	58.5	-6.7	62.5	0.2	62.6	-3.5	60.7	-0.4	0.0	0.0	0.0	0.1
Competitive Set: Competitors	65.8	0.1	70.0	3.3	69.1	0.5	67.8	1.7	0.0	0.0	0.0	0.0

	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
Country Inn & Suites Toledo South	80.83	-2.3	87.44	-1.3	84.81	0.0	86.51	-1.1	8.3	6.5	-2.4	-0.6
Market: Ohio Area	111.02	1.7	115.72	3.3	117.05	3.0	113.69	3.3	0.9	-1.2	-0.1	-1.7
Market Class: Upper Midscale Class	123.01	2.1	123.99	2.8	126.74	2.1	121.86	2.8	0.5	-0.2	0.6	-0.6
Submarket: Toledo, OH	102.55	3.2	103.79	4.0	105.61	3.6	102.07	3.6	-4.2	-0.9	-3.6	-1.4
Submarket Scale: Midscale Chains	101.81	2.5	101.87	2.9	103.28	1.6	100.14	2.6	-6.7	0.2	-3.5	-0.3
Competitive Set: Competitors	105.63	-4.6	109.93	-1.2	110.35	-3.9	108.04	-1.1	0.1	3.3	0.5	1.7

	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
Country Inn & Suites Toledo South	54.46	5.8	62.93	4.8	61.88	-2.4	58.08	-1.9	5.8	5.1	-2.4	-1.7
Market: Ohio Area	64.58	2.6	65.45	2.3	70.83	3.0	62.12	1.7	2.7	2.1	2.9	1.5
Market Class: Upper Midscale Class	82.72	1.7	79.49	1.0	87.61	1.6	75.39	0.6	2.6	2.6	2.7	2.2
Submarket: Toledo, OH	56.83	-3.0	61.09	3.8	62.37	-0.8	58.23	3.0	-1.2	3.0	-0.1	2.2
Submarket Scale: Midscale Chains	59.56	-4.3	63.69	3.1	64.61	-2.0	60.74	2.1	-4.3	3.1	-2.0	2.3
Competitive Set: Competitors	69.53	-4.5	76.98	2.0	76.23	-3.4	73.22	0.6	-4.5	2.0	-3.4	0.6

	Census/Sample - Properties & Rooms				
	Census		Sample		Sample %
	Properties	Rooms	Properties	Rooms	Rooms
Market: Ohio Area	746	51612	477	39663	76.8
Market Class: Upper Midscale Class	201	16607	193	15894	95.7
Submarket: Toledo, OH	95	8339	73	7212	86.5
Submarket Scale: Midscale Chains	44	3993	43	3909	97.9
Competitive Set: Competitors	4	384	4	384	100.0

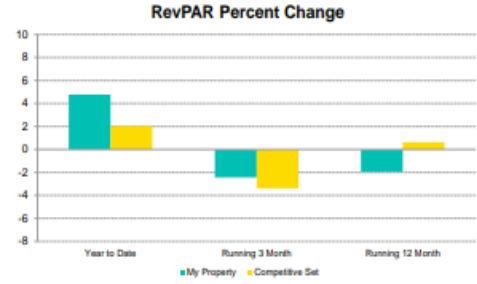
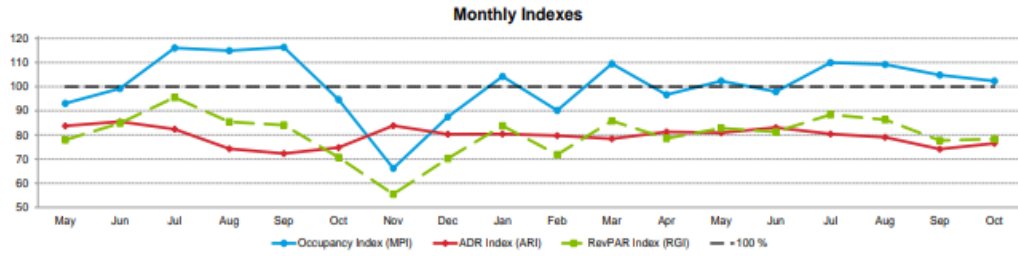
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# STR REPORT

Tab 4 - Competitive Set Report

Country Inn & Suites Toledo South 9790 Clark Dr Roseford, OH 43402 Phone: (419) 872-9900  
 STR # 58398 ChainID: CH886 MgtCo: None Owner: None  
 For the Month of: October 2024 Date Created: November 15, 2024 Monthly Competitive Set Data Excludes Subject Property



Occupancy (%)	2023												2024												Year To Date			Running 3 Month			Running 12 Month		
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	2022	2023	2024	2022	2023	2024	2022	2023	2024						
My Property	86.6	80.5	84.8	82.9	79.3	82.2	41.1	44.8	53.4	59.5	79.3	74.6	74.9	79.7	79.0	82.8	68.6	67.4	72.2	67.8	72.0	81.9	74.8	73.0	70.3	67.7	67.1						
Competitive Set	71.6	81.1	73.1	72.2	68.2	65.7	62.1	51.2	51.2	66.0	72.4	77.2	73.2	81.4	71.8	75.9	65.4	65.8	68.5	67.8	70.0	75.5	68.7	69.1	65.4	66.6	67.8						
Index (MPI)	93.1	99.2	116.0	114.9	116.3	94.7	66.2	87.5	104.2	90.2	109.4	96.7	102.3	97.9	109.9	109.2	104.8	102.4	105.4	99.9	102.8	108.5	108.8	105.6	107.5	101.7	99.0						
Rank	4 of 5	4 of 5	2 of 5	1 of 5	2 of 5	4 of 5	5 of 5	4 of 5	2 of 5	4 of 5	2 of 5	3 of 5	3 of 5	4 of 5	1 of 5	2 of 5	2 of 5	4 of 5	3 of 5	4 of 5	3 of 5	1 of 5	2 of 5	2 of 5	2 of 5	3 of 5	4 of 5						

ADR	2023												2024												Year To Date			Running 3 Month			Running 12 Month		
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	2022	2023	2024	2022	2023	2024	2022	2023	2024						
My Property	92.21	100.08	98.42	88.73	82.33	82.74	82.56	75.38	73.79	76.76	76.41	94.81	88.79	101.09	99.08	90.11	82.25	80.83	91.44	88.61	87.44	90.76	84.84	84.81	88.99	87.46	86.51						
Competitive Set	110.10	117.04	119.48	119.43	113.89	110.70	96.48	93.86	91.78	96.29	99.99	116.64	109.79	121.70	123.23	113.97	110.92	105.63	110.64	111.25	109.93	114.03	114.82	110.35	108.48	100.22	108.04						
Index (ARI)	83.8	85.5	82.4	74.3	72.3	74.7	83.8	80.3	80.4	79.7	78.4	81.3	80.9	83.1	80.4	79.1	74.2	76.5	82.6	79.7	79.5	79.6	73.9	76.9	82.0	80.1	80.1						
Rank	4 of 5	4 of 5	5 of 5	5 of 5	5 of 5	5 of 5	4 of 5	4 of 5	4 of 5	5 of 5	5 of 5	5 of 5	5 of 5	4 of 5	4 of 5	4 of 5	4 of 5	5 of 5	5 of 5	5 of 5	4 of 5	5 of 5	5 of 5	4 of 5	5 of 5	5 of 5	4 of 5						

RevPAR	2023												2024												Year To Date			Running 3 Month			Running 12 Month		
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	2022	2023	2024	2022	2023	2024	2022	2023	2024						
My Property	81.45	80.57	83.47	73.59	65.27	51.49	33.93	33.76	39.38	45.67	62.14	70.73	66.49	80.62	78.25	74.62	56.39	54.46	65.99	60.06	62.93	74.30	63.43	61.88	62.59	59.23	58.08						
Competitive Set	78.84	94.94	87.36	86.19	77.65	72.78	61.14	48.07	46.99	63.54	72.41	90.01	80.34	99.13	88.52	86.46	72.57	69.53	75.78	75.44	76.98	86.07	78.89	76.23	70.94	72.76	73.22						
Index (RGI)	77.9	84.9	95.5	85.4	84.1	70.8	55.5	70.2	83.8	71.9	85.8	78.6	82.8	81.3	88.4	86.3	77.7	78.3	87.1	79.6	81.7	86.3	80.4	81.2	88.2	81.4	79.3						
Rank	5 of 5	5 of 5	4 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	4 of 5	4 of 5	5 of 5	5 of 5	5 of 5	4 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	4 of 5	5 of 5	5 of 5						

% Chg	2023												2024												Year To Date			Running 3 Month			Running 12 Month		
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	2022	2023	2024	2022	2023	2024	2022	2023	2024						
My Property	-24.3	-10.9	-7.4	-8.6	-15.6	-21.0	-39.2	-38.0	-6.1	24.2	14.0	42.1	8.2	0.1	-6.3	1.4	-13.6	5.8	8.2	-9.0	4.8	4.7	-14.6	-2.4	12.2	-5.4	-1.9						
Competitive Set	-6.0	0.3	-0.2	-7.5	-10.9	-6.6	-9.7	-6.4	-5.8	2.0	0.0	26.0	1.9	4.4	1.3	0.3	-6.5	-4.5	15.6	-0.4	2.0	5.8	-8.3	-3.4	18.6	2.6	0.6						
Index (RGI)	-19.4	-11.2	-7.2	-1.2	-5.3	-15.4	-32.7	-33.7	-0.3	21.7	13.9	12.8	6.2	-4.2	-7.5	1.1	-7.6	10.7	-6.4	-8.6	2.7	-1.0	-6.9	1.0	-5.4	-7.7	-2.6						
Rank	5 of 5	5 of 5	5 of 5	3 of 5	5 of 5	5 of 5	5 of 5	5 of 5	4 of 5	1 of 5	2 of 5	1 of 5	2 of 5	3 of 5	4 of 5	3 of 5	5 of 5	1 of 5	4 of 5	5 of 5	1 of 5	3 of 5	5 of 5	1 of 5	3 of 5	5 of 5	4 of 5						

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# STR REPORT

## Tab 5 - Response Report

Country Inn & Suites Toledo South 9790 Clark Dr Rossford, OH 43460 Phone: (419) 872-9900  
 STR # 58398 ChainID: OH886 MgtCo: None Owner: None  
 For the Month of: October 2024 Date Created: November 15, 2024

### This Year

Oct 3rd - Rosh Hashanah  
 Oct 12th - Yom Kippur  
 Oct 14th - Columbus Day  
 Oct 31st - Halloween

### Last Year

Oct 9th - Columbus Day  
 Oct 31st - Halloween

### October 2024 (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	31		

### October 2023 (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	31				

STR#	Name	City, State	Zip	Phone	Rooms	Open Date
58398	Country Inn & Suites Toledo South	Rossford, OH	43460	(419) 872-9900	79	200811
34342	Courtyard Toledo Rossford Perrysburg	Rossford, OH	43460	(419) 872-5636	121	199709
54446	Comfort Suites Perrysburg Toledo South	Perrysburg, OH	43551	(567) 336-0043	53	200604
57409	Hampton by Hilton Inn & Suites Toledo-Perrysburg	Rossford, OH	43460	(419) 662-8800	98	200804
64662	Holiday Inn Express & Suites Toledo South Perrys	Perrysburg, OH	43551	(419) 931-9999	112	201512
					463	

		2023												2024											
Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct		
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	

Data received:

- = Monthly Only
- = Monthly & Daily

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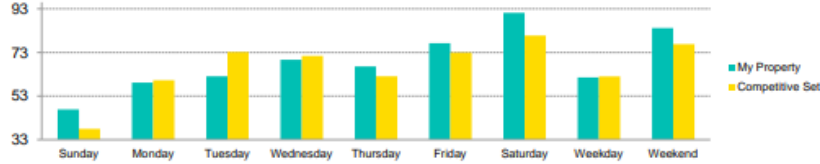


# STR REPORT

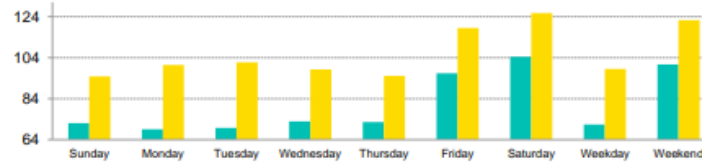
Tab 6 - Day of Week and Weekday/Weekend Report

Country Inn & Suites Toledo South 9790 Clark Dr Rossford, OH 43460 Phone: (419) 872-9900  
 STR # 58398 ChainID: OH886 MgtCo: None Owner: None  
 For the Month of: October 2024 Date Created: November 15, 2024 Monthly Competitive Set Data Excludes Subject Property

Current Month Occupancy



Current Month ADR



Day of Week	Time Period	Occupancy (%)			Average Daily Rate			RevPAR		
		My Property	Competitive Set	Index (MPI)	My Property	Competitive Set	Index (ARI)	My Property	Competitive Set	Index (RGI)
Sunday	Current Month	46.8	38.0	123.4	72.05	94.86	76.0	33.74	36.00	93.7
	Year To Date	56.2	47.1	119.2	77.86	99.85	78.0	43.75	47.07	93.0
	Running 3 Month	61.8	44.3	139.7	75.62	98.29	76.9	46.75	43.51	107.4
	Running 12 Month	52.8	45.0	117.4	77.60	98.98	78.4	40.99	44.53	92.1
Monday	Current Month	59.2	60.2	98.3	69.06	100.39	68.8	40.87	60.45	67.6
	Year To Date	67.3	66.9	100.6	78.15	104.88	74.5	52.57	70.12	75.0
	Running 3 Month	66.5	64.4	103.2	74.21	104.95	70.7	49.35	67.54	73.0
	Running 12 Month	62.0	65.3	95.0	77.49	103.56	74.8	48.06	67.59	71.1
Tuesday	Current Month	62.0	73.2	84.8	69.76	101.72	68.6	43.27	74.44	58.1
	Year To Date	68.9	76.5	90.1	76.66	108.00	71.0	52.84	82.61	64.0
	Running 3 Month	70.0	77.3	90.6	74.80	108.83	68.7	52.37	84.13	62.2
	Running 12 Month	63.8	74.8	85.3	76.39	106.43	71.8	48.76	79.62	61.2
Wednesday	Current Month	69.6	71.4	97.5	72.89	98.29	74.2	50.75	70.19	72.3
	Year To Date	69.7	75.6	92.2	78.56	105.57	74.4	54.76	79.84	68.6
	Running 3 Month	69.2	76.5	90.5	76.94	106.18	72.5	53.27	81.19	65.6
	Running 12 Month	63.8	73.3	87.1	78.18	104.48	74.8	49.91	76.56	65.2
Thursday	Current Month	66.6	62.1	107.2	72.59	95.13	76.3	48.33	59.06	81.8
	Year To Date	68.9	69.2	99.6	82.04	104.30	78.7	56.55	72.20	78.3
	Running 3 Month	70.0	67.6	103.5	79.27	102.33	77.5	55.47	69.21	80.2
	Running 12 Month	64.1	67.0	95.6	81.51	102.62	79.4	52.23	68.78	75.9
Friday	Current Month	77.2	72.9	105.9	96.37	118.42	81.4	74.41	86.35	86.2
	Year To Date	84.2	74.8	112.6	102.85	120.29	85.5	86.59	89.94	96.3
	Running 3 Month	82.6	72.5	113.9	99.09	122.17	81.1	81.82	88.54	92.4
	Running 12 Month	79.1	72.2	109.5	100.52	116.86	86.0	79.53	84.40	94.2
Saturday	Current Month	91.1	80.7	112.9	104.35	125.69	83.0	95.11	101.47	93.7
	Year To Date	88.8	79.9	111.2	106.06	121.61	87.2	94.22	97.13	97.0
	Running 3 Month	90.8	81.0	112.1	104.18	123.26	84.5	94.64	99.90	94.7
	Running 12 Month	84.3	76.7	109.9	103.55	118.69	87.2	87.34	91.08	95.9
<b>Weekday/Weekend</b>										
Weekday (Sun-Thu)	Current Month	61.5	62.0	99.2	71.38	98.47	72.5	43.92	61.06	71.9
	Year To Date	66.3	67.2	98.6	78.69	104.93	75.0	52.13	70.47	74.0
	Running 3 Month	67.5	66.0	102.3	76.25	104.68	72.8	51.50	69.14	74.5
	Running 12 Month	61.3	65.1	94.2	78.28	103.60	75.6	48.01	67.46	71.2
Weekend (Fri-Sat)	Current Month	84.2	76.8	109.6	100.69	122.24	82.4	84.76	93.91	90.3
	Year To Date	86.5	77.3	111.9	104.50	120.97	86.4	90.41	93.54	96.7
	Running 3 Month	86.7	76.8	113.0	101.75	122.75	82.9	88.23	94.22	93.6
	Running 12 Month	81.7	74.5	109.7	102.09	117.80	86.7	83.44	87.74	95.1
Total	Current Month	67.4	65.8	102.4	80.83	105.63	76.5	54.46	69.53	78.3
	Year To Date	72.0	70.0	102.8	87.44	109.93	79.5	62.93	76.98	81.7
	Running 3 Month	73.0	69.1	105.6	84.81	110.35	76.9	61.88	76.23	81.2
	Running 12 Month	67.1	67.8	99.0	86.51	108.04	80.1	58.08	73.22	79.3

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# STR REPORT

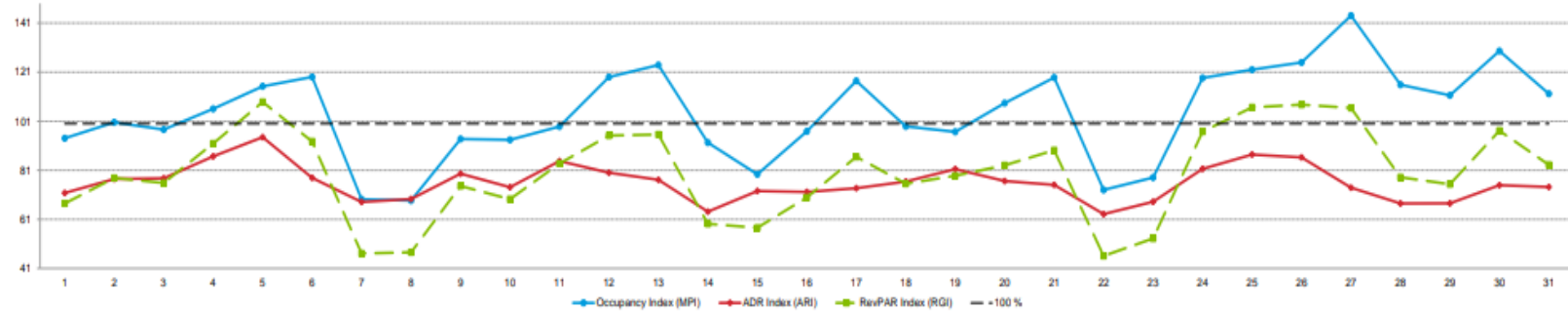
Tab 7 - Daily Data for the Month

Country Inn & Suites Toledo South 9790 Clark Dr Rossford, OH 43460 Phone: (419) 872-9900

STR # 58398 ChainID: CH886 MgtCo: None Owner: None

For the Month of: October 2024 Date Created: November 15, 2024 Daily Competitive Set Data Excludes Subject Property

Daily Indexes for the Month of October



Occupancy (%)	October																														
	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	Th
My Property	74.7	77.2	88.4	75.9	92.4	45.6	45.6	48.1	74.7	62.0	62.0	88.6	48.4	51.9	69.8	69.6	72.2	89.9	91.1	41.8	68.4	55.7	60.8	77.2	81.0	92.4	50.6	70.9	70.9	65.8	53.2
Competitive Set	73.4	76.8	70.1	71.6	80.2	38.3	65.9	70.1	79.7	66.4	62.8	74.5	39.8	56.3	76.6	71.9	61.5	90.9	94.3	38.5	57.6	79.3	77.9	65.1	66.4	74.0	35.2	61.2	63.5	50.8	47.4
Index (MPI)	94.0	100.5	97.6	106.1	115.2	119.0	69.2	68.7	93.4	93.4	98.8	119.0	123.9	92.3	79.4	96.9	117.4	98.9	96.7	108.4	118.8	73.0	78.0	118.6	122.0	124.9	144.0	115.8	111.6	126.6	112.2

% Chg	October																														
	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	Th
My Property	13.5	48.8	50.0	-18.9	-2.7	0.0	-23.4	-29.6	34.1	-7.5	-33.8	-1.4	-9.3	-10.9	-22.6	14.6	32.6	1.4	-4.0	0.0	10.2	-25.4	-2.0	69.4	48.0	78.0	48.1	133.3	55.6	92.6	55.6
Competitive Set	9.3	23.9	23.4	-14.1	-15.2	-14.0	-9.3	-4.9	27.5	9.0	-14.8	-20.8	15.0	-14.3	-8.4	0.7	11.8	2.9	-0.3	-4.5	-4.3	-3.3	14.6	-3.1	-8.6	9.7	2.3	7.8	27.1	-12.9	-19.8
Index (MPI)	3.8	20.0	21.6	-5.7	14.7	16.3	-15.5	-24.4	5.2	-15.2	-22.2	24.4	-21.2	4.0	-15.5	13.8	18.5	-1.5	-3.7	4.7	15.2	-22.9	-14.5	74.9	64.6	62.4	44.9	116.5	22.4	121.2	74.4

ADR	October																														
	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	31
My Property	71.71	71.43	72.02	90.19	102.51	73.41	67.49	68.78	80.35	70.79	83.24	85.09	71.91	66.15	74.13	72.79	74.19	120.32	137.77	75.61	74.62	67.30	69.02	76.16	85.63	87.87	68.02	66.83	66.56	69.80	68.07
Competitive Set	69.95	92.22	92.69	104.09	108.51	94.26	99.15	99.34	100.97	95.55	98.25	111.39	93.25	103.12	102.22	100.89	100.70	157.58	160.13	98.68	99.43	106.62	101.27	93.36	97.99	101.89	92.07	96.06	98.56	93.21	91.75
Index (ARI)	71.7	77.5	77.7	86.7	94.5	77.9	68.1	69.2	79.6	74.1	84.7	80.0	77.1	64.1	72.5	72.2	73.7	76.4	81.5	76.6	75.1	63.1	68.2	81.6	87.4	86.2	73.9	67.5	67.5	74.9	74.2

% Chg	October																														
	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	Th
My Property	0.1	8.6	-10.6	-13.3	-1.4	12.9	-8.9	-1.3	23.9	-14.7	-10.8	-8.0	-4.1	-2.9	-0.7	-3.3	-7.2	13.9	31.2	4.8	4.7	-2.4	-8.1	-2.3	-3.0	-17.7	-23.0	-18.8	-13.8	-21.1	
Competitive Set	-7.4	-12.5	-6.4	-16.2	-14.9	-2.0	-4.1	-3.2	-13.2	-13.2	-7.5	-5.8	-11.4	-4.0	-10.0	-4.0	-7.8	3.8	13.2	4.7	-3.9	7.3	0.5	-5.1	-3.6	-4.8	-3.4	5.4	3.4	-5.0	-4.0
Index (ARI)	8.1	24.1	-4.5	3.5	15.9	15.2	-5.0	2.0	42.6	-1.7	-3.6	-2.3	8.2	1.2	19.4	2.9	0.6	9.8	16.0	0.0	9.0	-9.1	-9.5	3.0	0.7	-13.5	-20.3	-22.9	-16.6	-9.3	-17.8

RevPAR	October																														
	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	31
My Property	53.05	55.15	49.23	68.50	94.73	33.45	30.76	33.08	60.01	43.91	51.63	78.94	35.50	34.33	45.04	50.68	53.53	106.14	125.56	31.58	51.01	37.49	41.94	58.81	69.37	81.20	34.44	47.37	47.18	45.96	36.19
Competitive Set	79.39	70.84	64.90	74.54	87.04	36.08	65.33	69.59	83.46	63.45	61.66	82.96	37.15	58.01	78.26	72.51	61.80	143.22	159.44	38.03	57.22	61.35	78.86	60.78	65.07	75.36	33.37	60.63	62.63	47.33	43.48
Index (RGI)	67.5	77.9	75.8	91.9	108.8	92.7	47.1	47.5	74.6	69.2	83.7	95.2	95.5	59.2	57.5	69.9	86.5	75.5	78.8	83.0	89.1	46.1	53.2	96.8	106.6	107.7	106.4	78.1	75.3	87.1	83.2

% Chg	October																														
	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	Th
My Property	13.6	61.6	34.1	-29.7	-4.0	12.9	-30.2	-30.6	66.1	-21.1	-40.9	-9.3	-13.0	-13.4	-23.1	10.8	23.0	15.5	26.0	4.8	15.4	-27.2	-11.0	65.6	44.4	46.6	14.1	89.5	34.2	65.9	22.8
Competitive Set	1.2	8.5	15.5	-28.0	-27.8	-15.8	-13.1	-9.9	10.7	-5.4	-21.2	-25.4	1.9	-17.7	-17.6	-5.3	3.1	6.8	12.9	0.0	-8.1	3.7	15.1	-8.0	-12.8	4.3	-1.2	13.6	31.3	-17.3	-14.4
Index (RGI)	12.2	49.0	16.1	-2.4	33.0	34.0	-19.7	-22.9	90.0	-16.6	-25.0	21.5	-14.7	5.3	-6.7	17.0	19.2	8.2	11.6	4.7	25.6	-28.9	-22.8	80.1	65.7	43.5	15.5	86.8	2.1	109.7	43.4

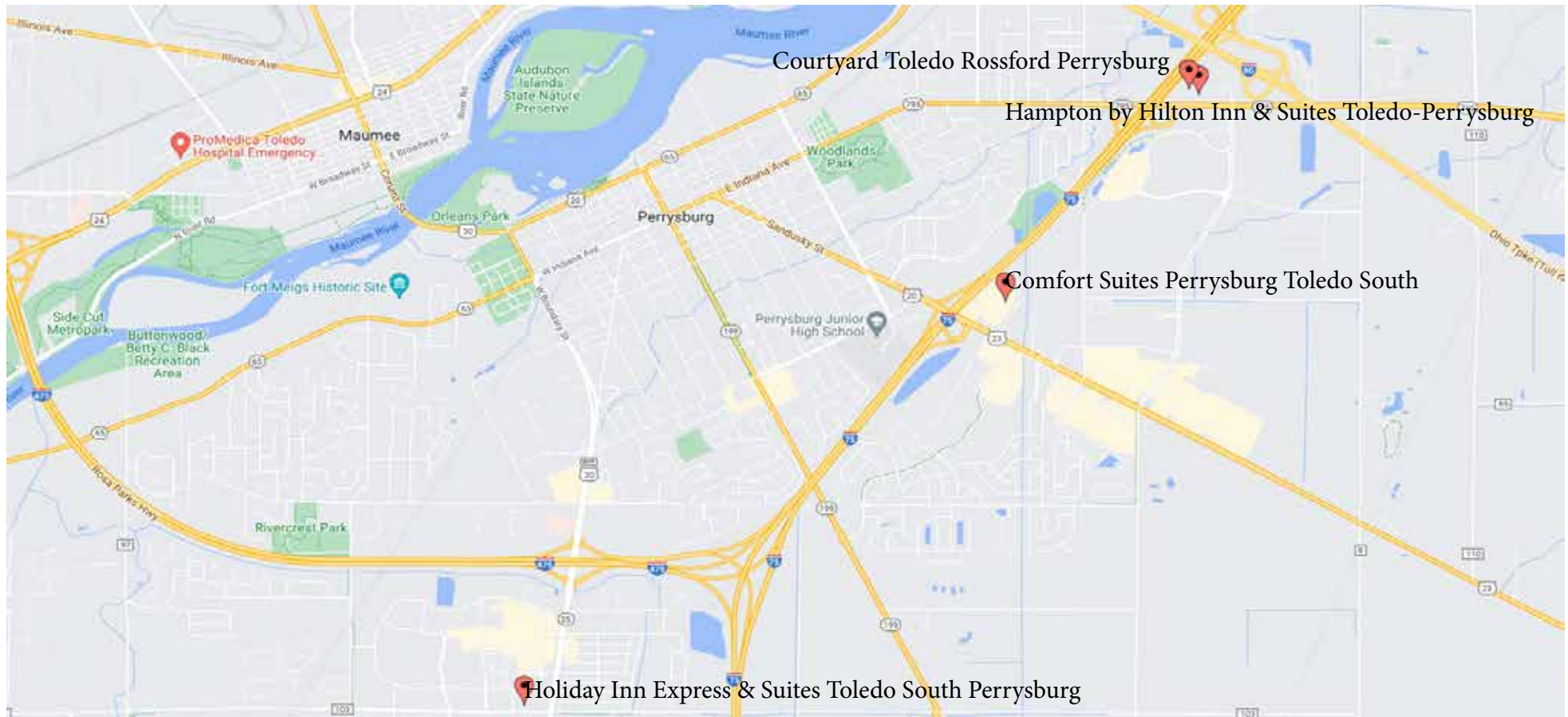
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*section 4*  
COMPETITIVE  
PROPERTIES

# COMPETITIVE PROPERTIES



Country Inn & Suites Toledo South  
(SUBJECT)

	HOTEL/MOTEL	ADDRESS	NUMBER OF ROOMS	OPEN DATE	MILES TO SUBJECT
1	Courtyard Toledo Rossford Perryburg	9789 Clark Dr, Rossford, OH 43460	121	09/1997	430 ft.
2	Comfort Suites Perryburg Toledo South	27450 Helen Dr, Perryburg, OH 43551	53	04/2006	2.7
3	Hampton by Hilton Inn & Suites Toledo-Perryburg	9753 Clark Dr, Rossford, OH 43460	98	04/2008	417 ft.
4	Holiday Inn Express & Suites Toledo South Perryburg	12710 Roachton Rd, Perryburg, OH 43551	112	12/2015	6.3

1



**Courtyard Toledo  
Rossford Perrysburg**  
9789 Clark Dr,  
Rossford, OH 43460

Year Built: 1997

4



**Holiday Inn Express & Suites  
Toledo South Perrysburg**  
12710 Roachton Rd,  
Perrysburg, OH 43551

Year Built: 2015

2



**Comfort Suites  
Perrysburg Toledo South**  
27450 Helen Dr,  
Perrysburg, OH 43551

Year Built: 2006

3



**Hampton by Hilton Inn &  
Suites Toledo-Perrysburg**  
9753 Clark Dr,  
Rossford, OH 43460

Year Built: 2008





*section 5*  
MARKET OVERVIEW

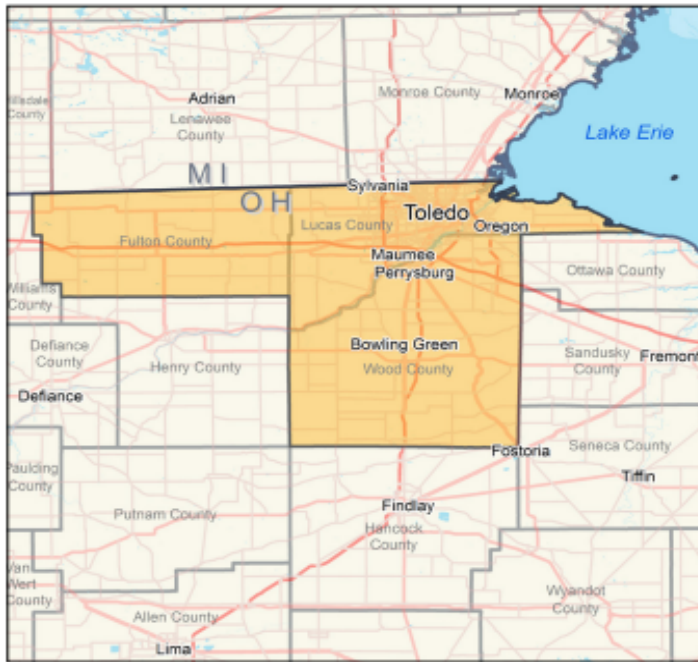


# TOLEDO OHIO

POPULATION  
266,301

# TOLEDO

Located at the western end of Lake Erie and bordering southern Michigan, Toledo is an hour south of Detroit and two hours west of Cleveland. The metro is composed of Lucas, Wood and Fulton counties. Three key interstate highways run through Toledo — Interstate 75, the Ohio Turnpike and Interstate 475 — benefiting the local economy and providing a tailwind for logistics-related employment. The market has historically been known for its glass making and auto manufacturing. Today, these industries still comprise a large portion of the economy, alongside health care, education and port activity.



\* Forecast

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

## METRO HIGHLIGHTS



### PORT ACTIVITY

The Port of Toledo houses two, 20-ton cranes, with the facility handling nearly 11.7 million tons of cargo in 2022 — the highest total since 2007.



### LOWER COST-OF-LIVING

Toledo's home prices are below larger Ohio metros, allowing nearly 64 percent of households to own a home, on par with the national rate.



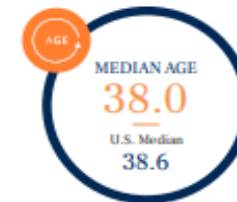
### HIGHER EDUCATION

The University of Toledo and Bowling Green State University assist in providing skilled labor to the local economy.

## ECONOMY

- Universities and hospital systems drive Toledo's employment growth. ProMedica, the University of Toledo, Mercy Health and Bowling Green State University are the metro's largest employers.
- The metro remains a hub for auto-related production. General Motors runs Toledo Transmission, a 2 million-square-foot plant. A Fiat Chrysler plant assembles Jeep Wranglers and Gladiators. Auto parts manufacturer Dana Incorporated has a large facility in the area as well.
- In addition to general cargo, the Port of Toledo ships iron ore, coal, limestone, grain and liquid bulk across the Great Lakes.
- Other employment segments that provide a host of jobs include transportation and retail sales.

## DEMOGRAPHICS





# TOLEDO, OHIO

POPULATION	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Population	2,613	38,950	106,814
<b>2022 Estimate</b>			
Total Population	2,617	38,624	106,848
<b>2010 Census</b>			
Total Population	2,575	37,163	105,881
<b>2000 Census</b>			
Total Population	2,732	36,954	108,839
<b>Daytime Population</b>			
2022 Estimate	3,797	36,861	113,779
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Households	1,047	16,923	45,874
<b>2022 Estimate</b>			
Total Households	1,040	16,666	45,575
Average (Mean) Household Size	2.2	2.3	2.4
<b>2010 Census</b>			
Total Households	1,010	15,991	44,872
<b>2000 Census</b>			
Total Households	978	15,213	44,826
HOUSING UNITS	1 Mile	3 Miles	5 Miles
<b>Occupied Units</b>			
2027 Projection	1,100	18,238	50,991
2022 Estimate	1,095	17,932	50,502

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2022 Estimate</b>			
\$200,000 or More	9.5%	7.0%	4.6%
\$150,000-\$199,999	11.8%	8.0%	5.5%
\$100,000-\$149,999	23.3%	18.3%	14.9%
\$75,000-\$99,999	14.9%	15.3%	13.5%
\$50,000-\$74,999	18.9%	20.0%	19.0%
\$35,000-\$49,999	6.3%	10.5%	12.3%
\$25,000-\$34,999	5.7%	8.7%	9.8%
\$15,000-\$24,999	5.2%	6.3%	9.6%
Under \$15,000	4.5%	5.8%	10.7%
Average Household Income	\$119,360	\$100,384	\$81,162
Median Household Income	\$90,058	\$73,324	\$59,502
Per Capita Income	\$47,606	\$43,426	\$34,709
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population 25+ by Educational Level</b>			
2022 Estimate Population Age 25+	1,992	27,874	74,202
Elementary (0-8)	1.7%	1.2%	2.1%
Some High School (9-11)	2.7%	3.6%	6.2%
High School Graduate (12)	20.1%	24.0%	27.9%
Some College (13-15)	18.8%	20.5%	21.1%
Associate Degree Only	12.9%	12.9%	11.3%
Bachelor's Degree Only	27.7%	23.9%	19.7%
Graduate Degree	16.1%	13.9%	11.6%

# TOLEDO, OHIO



## POPULATION

In 2022, the population in your selected geography is 106,848. The population has changed by -1.8 percent since 2000. It is estimated that the population in your area will be 106,814 five years from now, which represents a change of -0.0 percent from the current year. The current population is 48.6 percent male and 51.4 percent female. The median age of the population in your area is 38.3, compared with the U.S. average, which is 38.6. The population density in your area is 1,358 people per square mile.



## HOUSEHOLDS

There are currently 45,575 households in your selected geography. The number of households has changed by 1.7 percent since 2000. It is estimated that the number of households in your area will be 45,874 five years from now, which represents a change of 0.7 percent from the current year. The average household size in your area is 2.3 people.



## INCOME

In 2022, the median household income for your selected geography is \$59,502, compared with the U.S. average, which is currently \$66,422. The median household income for your area has changed by 41.0 percent since 2000. It is estimated that the median household income in your area will be \$68,356 five years from now, which represents a change of 14.9 percent from the current year.

The current year per capita income in your area is \$34,709, compared with the U.S. average, which is \$37,200. The current year's average household income in your area is \$81,162, compared with the U.S. average, which is \$96,357.



## EMPLOYMENT

In 2022, 50,679 people in your selected area were employed. The 2000 Census revealed that 63.3 percent of employees are in white-collar occupations in this geography, and 36.7 percent are in blue-collar occupations. In 2022, unemployment in this area was 4.0 percent. In 2000, the average time traveled to work was 18.7 minutes.



## HOUSING

The median housing value in your area was \$162,666 in 2022, compared with the U.S. median of \$250,735. In 2000, there were 30,149 owner-occupied housing units and 14,677 renter-occupied housing units in your area. The median rent at the time was \$413.



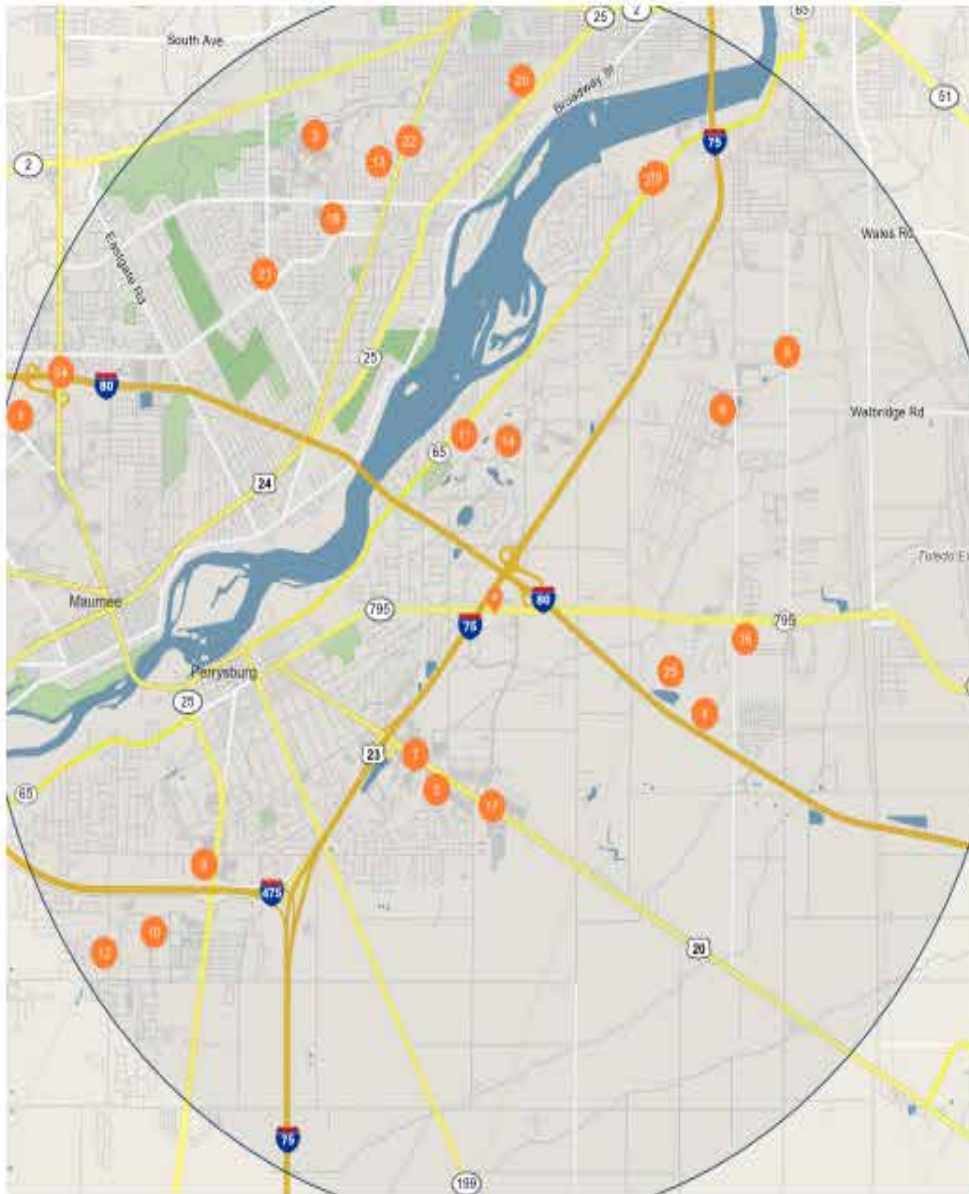
## EDUCATION

The selected area in 2022 had a higher level of educational attainment when compared with the U.S. averages. Only 11.6 percent of the selected area's residents had earned a graduate degree compared with the national average of 12.3 percent, and 19.7 percent completed a bachelor's degree, compared with the national average of 19.7 percent.

The number of area residents with an associate degree was higher than the nation's at 11.3 percent vs. 8.4 percent, respectively.

The area had more high-school graduates, 27.9 percent vs. 27.1 percent for the nation. The percentage of residents who completed some college is also higher than the average for the nation, at 21.1 percent in the selected area compared with the 20.4 percent in the U.S.

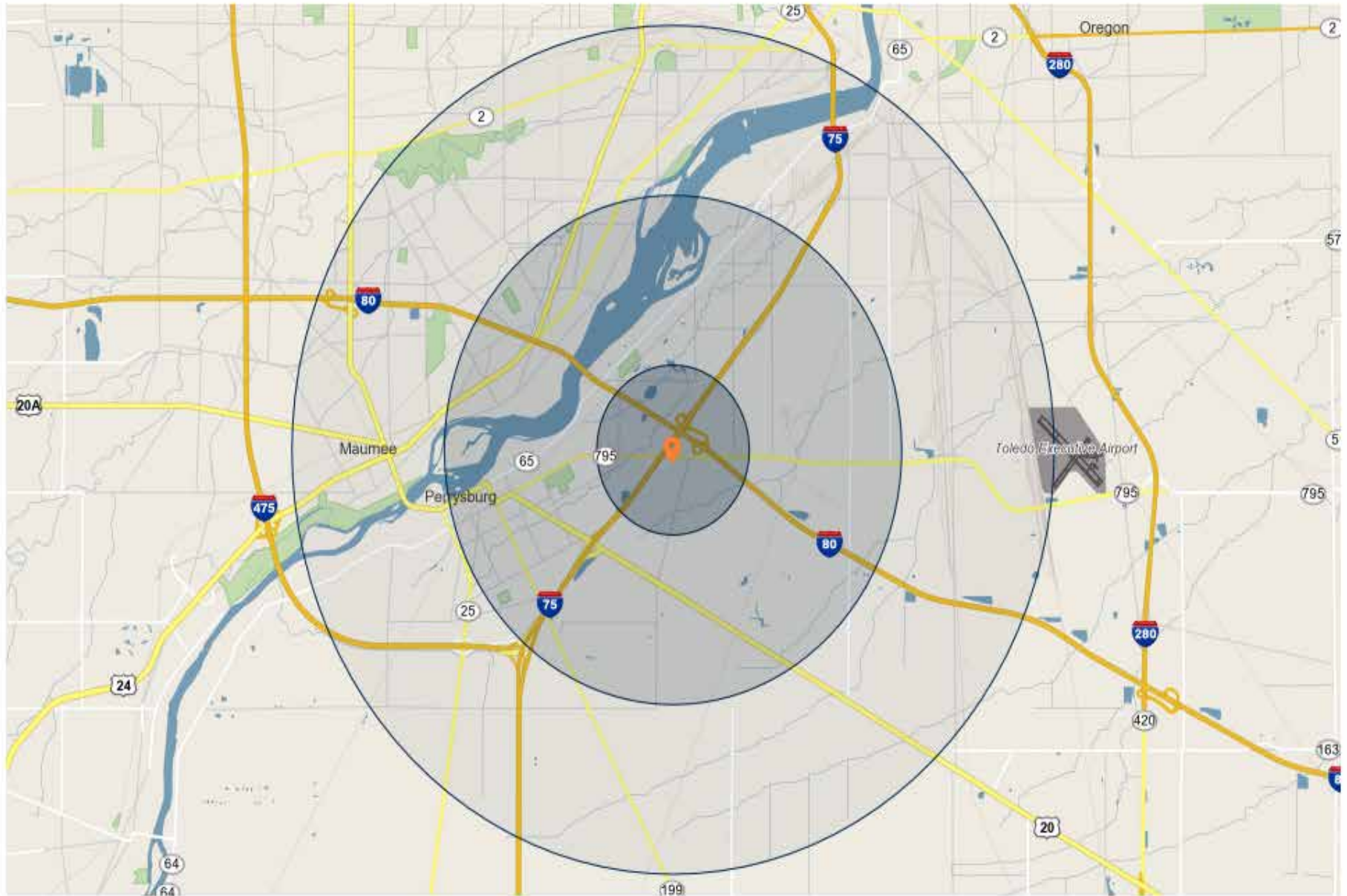
# TOLEDO, OHIO



Major Employers		Employees
1	United Parcel Service Inc-UPS	4,050
2	University of Toledo-University of Toledo Med Ctr	3,200
3	Kohls Corporation-Kohls	2,160
4	FCA US LLC-Toledo Machining Plant	1,440
5	Mercy Health-Bon Secure Mercy Health	1,000
6	Owens Community College	1,000
7	Bennett Enterprises Inc-Holiday Inn	910
8	Ford Motor Company-Ford	735
9	Great Lakes Window Inc	600
10	Owens-Illinois General Inc-O-1	550
11	Hospice of Northwest Ohio	450
12	Perrysburg Board of Education-Perrysburg Bus Garage	389
13	American National Red Cross-American Nat Red Cross - Blood	389
14	Southern Graphic Systems LLC	374
15	Pilkington North America Inc-Pilkington Libbey-Owens-Ford Co	360
16	Dayton Freight Lines Inc	355
17	Medical Mutual of Ohio	349
18	Walmart Inc-Walmart	342
19	Maumee Assembly & Stamping LLC	330
20	Toledo Zoological Society	321
21	Great Lakes Restaurant of Ohio-Burger King	318
22	Develpmntal Dsbilities Ohio Dept-Northwest Ohio Dvlopmental Ctr	306
23	Industrial Power Systems Inc-I P S	300
24	Tvi Inc-Savers	290
25	First Solar Inc-First Solar Electric	277



# TOLEDO, OHIO



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