

# BEST WESTERN INN & SUITES - GOLD CANYON

8333 E SUNRISE SKY DRIVE, GOLD CANYON, AZ



## CONDITIONS OF THE INVESTMENT

This is a confidential memorandum intended solely for your own limited use to determine whether you wish to express interest in acquiring the Best Western Gold Canyon Inn & Suites (the "Hotel" or "Property") located at 8333 E Sunrise Sky Drive, Gold Canyon, AZ 85118. Cushman & Wakefield ("C&W") has been retained as the exclusive advisor for Ganpati LLC ("Owner" or "Ownership").

By your receipt of this confidential memorandum, you agree that this memorandum and the information contained herein is of a confidential nature, and that you will hold and treat it in the strictest confidence, and that you will not, directly or indirectly, disclose or permit anyone else to disclose this memorandum or any part of the contents to any other person, firm or entity, including any prospective investor or any financial institution or other potential lender, without prior written authorization of C&W, nor will you use or permit to be used this memorandum or any part of the contents in any fashion or manner detrimental to or in conflict with the interest of the Owner.

You specifically agree not to contact any employees of the Owner or the Property. All arrangements for inspections and all communications shall be made by C&W.

This confidential memorandum contains brief, selected information pertaining to the business and affairs of the Property and has been prepared by C&W primarily from information supplied by the Owner. It does not purport to be all-inclusive or to contain all of the information which a prospective purchaser may desire. Neither the Owner nor C&W make any representation or warranty, expressed or implied, as to the accuracy or completeness of this confidential memorandum or any of its contents, or to the quality or fitness of the Property, and no legal liability is assumed or to be implied by any of the aforementioned with respect thereto. This memorandum has been prepared solely for informational purposes to assist an interested investor in determining whether to proceed with an in-depth investigation of the Property. An interested investor shall rely only on its own investigation. While the information contained herein is from sources deemed reliable, it has not been independently verified and is provided subject to errors and omissions.

Ownership and C&W expressly reserve the right at their sole discretion to reject any or all proposals or expressions of interest in the Property and to terminate discussion with any party at any time with or without notice.



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# EXECUTIVE SUMMARY



# INVESTMENT SUMMARY

**Cushman & Wakefield** has been exclusively retained to offer for sale the fee-simple interest in the 68-room Best Western Gold Canyon Inn & Suites (the “Hotel” or “Property”). The Property is located just off the US 60 and S Kings Ranch Rd.



SUPERSTITION MOUNTAINS

## PROPERTY OVERVIEW

|                              |  |
|------------------------------|--|
| <b>Address</b>               | 8333 E Sunrise Sky Drive<br>Phoenix, AZ 85118                    |
| <b>Guestrooms</b>            | 68   |
| <b>Date Opened</b>           | 1998   |
| <b>Ownership Interest</b>    | Fee Simple   |
| <b>Franchise Affiliation</b> | Best Western   |
| <b>Building Size</b>         | ±492,295 SF  |
| <b>Lot Size</b>              | ±3.30 acres  |
| <b>Floors</b>                | 2 Floors   |
| <b>Zoning</b>                | CB-1   |
| <b>Food &amp; Beverage</b>   | Full Breakfast; Rodeo Lounge                                     |
| <b>Parking</b>               | 113 Surface Spaces   |
| <b>Amenities</b>             | Outdoor Pool, Fitness Center, High Speed Internet, Guest Laundry |

# INVESTMENT HIGHLIGHTS



## INSTITUTIONAL HOTEL OFFERING



### PRIME LOCATION & TOURISM APPEAL

Located at the foot of the Superstition Mountains and adjacent to Lost Dutchman State Park, the hotel benefits from consistent leisure activities like hiking, golfing, and other outdoor activities.



### QUALIFIES FOR AUTO TRANSFER

Consistently boasts high satisfaction scores from both the Best Western brand and third-party reviews.



### EVENT & GROUP BUSINESS POTENTIAL

Features around 5,400 sq ft of meeting/exhibit space with capacity up to 540 guests and largest room seating 220—positioning it well in the corporate and event market. Proximity to local attractions, golf courses, and natural parks makes it attractive for events like weddings, conferences and group retreats.



### INTERIOR CORRIDOR BRANDED ASSET

Being a Best Western hotel owner provides access to a globally recognized brand with strong customer loyalty and a powerful reservations system that drives bookings. Owners benefit from comprehensive support in marketing, technology, training, and operations to help maximize profitability. As part of a member-owned organization, hotel owners also have a voice in brand decisions, promoting long-term success and collaboration.



## NEARBY DEMAND GENERATORS

### MESA GATEWAY AIRPORT

Mesa Gateway Airport spreads across 3,000 acres with three runways averaging 10,000 feet. The airport serves as relief from Phoenix Sky Harbor and a hub for low-cost carriers like Allegiant and Sun Country offering over 45 nonstop destinations. The main terminal boasts 11 gates. Beyond commercial flights, the airport is a critical economic driver: hosting over 40 companies, generating \$1.8 billion in economic activity, supporting 10,000+ jobs, and fostering aerospace development including Virgin Galactic's operations. With ongoing expansion, the airport is gearing up for continued growth and regional impact.

### ARIZONA RENAISSANCE FESTIVAL

The Renaissance Festival is one of the largest Renaissance fairs in the U.S. spanning 50 acres in Gold Canyon. The average annual attendance is 250,000 and features over 16 stages, over 200 artisans, jousting, costumed characters, and themed weekends. The Festival runs from February to March and serves as a major economic engine for the region driving tourism through ticket sales, vendor revenues, and lodging.

### COUNTRY THUNDER

Country Thunder Arizona is a massive four-day country music festival held each April at Canyon Moon Ranch near Florence, about 30 minutes from the Property. It regularly draws around 30,000 attendees daily (approximately 120,000–140,000 total across the event). There are only a handful of hotels within a 30-minute proximity to the festival, including the Property.

### LOST DUTCHMAN MARATHON

The Lost Dutchman Marathon, a 15-minute drive from the Property is held every President's Day weekend in Apache Junction at the foot of Superstition Mountain, offers a variety of races (marathon, half, 10K, 8K, and fun runs) along a scenic, certified course near the legendary Lost Dutchman Mine. Since its inception in 2002, the event—a 501(c)(3) charity—has donated nearly \$1 million to local youth organizations serving economically disadvantaged children. Beyond its philanthropic mission, the marathon draws over 3,000 participants from around the world each year, delivering a substantial economic boost to Apache Junction through race fees, local sponsorships, lodging, dining, and retail activity.



### SUPERSTITION MOUNTAIN

Superstition Mountain is a striking and rugged range located east of Phoenix near Apache Junction, Arizona, known for its dramatic cliffs and desert beauty. Steeped in legend, it's most famous for the tale of the Lost Dutchman's Gold Mine—an elusive treasure said to be hidden within its canyons. The mountain is a popular destination for hikers, rock climbers, and history buffs, offering miles of scenic trails and panoramic views. As part of the Tonto National Forest and adjacent to Lost Dutchman State Park, it plays a key role in local tourism and outdoor recreation.

### ROOSEVELT LAKE

About an hour from the Property is Roosevelt Lake, formed by Theodore Roosevelt Dam on the Salt River, is Arizona's largest reservoir entirely within state borders—featuring about 22 miles of waterway and roughly 128 miles of shoreline. Nestled in Tonto National Forest, it draws anglers, boaters, campers, hikers, and bird-watchers year-round and sees an estimated 451,000 angler-use days annually. The lake supports a marina with boat rentals, camping sites, a ship's store, and restaurants, fueling local economic activity in surrounding communities. Additionally, the reservoir's role in water storage, flood control, irrigation, and hydroelectric power generation bolsters regional infrastructure and resource management.



### GOLD CANYON GOLF RESORT

The golf resort hotel offers two 18 Hole Championship Golf Courses: Dinosaur Mountain and Sidewinder. The Dinosaur Mountain golf course is consistently rated one of the top courses in Arizona. The scenery, dramatic elevation changes, abundant wildlife and exhilarating views all make for a memorable golfing experience. "Unforgettable" certainly describes the Dinosaur Mountain course where the championship layout is laced with a rollercoaster ride that would rival Six Flags! Most golf courses have one signature hole, Dinosaur Mountain has at least ten holes that could fit the bill. Sidewinder is rated 4 Stars by Golf Digest and leads golfers through desert arroyos and native desert washes. The course offers a challenging desert layout for golfers of all abilities.

# PROPERTY OVERVIEW



## PROJECT SUMMARY

Located in the scenic community of Gold Canyon, the Property offers proximity to key regional attractions and demand drivers in the East Valley. Just a short drive from the Superstition Mountains, the property is near popular destinations such as the Arizona Renaissance Festival, Gold Canyon Golf Resort, and Lost Dutchman State Park. It also provides convenient access to Apache Junction, the US-60 corridor, and nearby events like Country Thunder and the Lost Dutchman Marathon, which draw significant visitor traffic to the area.

The Property exudes authentic Southwestern charm, blending warm hospitality with the natural beauty of the Sonoran Desert. Its architecture and interior design reflect the region's cultural heritage, featuring earthy tones, rustic textures, and desert-inspired décor that create a welcoming and relaxed atmosphere. Guests are greeted with stunning views of the Superstition Mountains, vibrant desert landscaping, and peaceful outdoor spaces that highlight the area's unique character. This distinctive Southwestern appeal makes the hotel a memorable and inviting destination for travelers seeking both comfort and a true sense of place.



## GUEST ROOMS

The Best Western Gold Canyon Inn & Suites contains 68 guestrooms that vary in configuration are equipped with coffee/tea makers, refrigerators and microwaves.

## GUESTROOM MIX

| ROOM TYPE            | NO. OF ROOMS |
|----------------------|--------------|
| KING SUITES          | 25           |
| DOUBLE QUEENS SUITES | 25           |
| KINGS                | 19           |

## AMENITIES

### Best Western

Amenities include:

- Outdoor Pool
- Hot Tub
- Full Breakfast
- Fitness Center
- Free Parking
- Onsite Dining
- Bar/Lounge
- Guest Laundry
- Board Games
- Conference Room / Meeting Room



# MARKET OVERVIEW



## THE MESA MARKETPLACE

Mesa, AZ is a dynamic city located in Maricopa County, Arizona, with a population of approximately 518,000 people as of 2023. As the third-largest city in Arizona, Mesa has a diverse and robust economy driven by a variety of industries. Major sectors include healthcare, education, aerospace, manufacturing, tourism, and retail. Prominent employers in Mesa include Banner Health, Boeing, Mesa Public Schools, and the City of Mesa.

Mesa benefits from a thriving job market, with an unemployment rate of 3.7%, which is lower than the national average. The city's strategic location in the Phoenix metropolitan area contributes to its economic success, attracting businesses and entrepreneurs looking for a favorable business climate, access to skilled labor, and excellent transportation infrastructure. Mesa's supportive business environment has fostered a diverse and innovative ecosystem, creating opportunities for both established companies and startups.

The city offers a wide range of housing options to accommodate its growing population. Mesa's real estate market is diverse, with affordable housing options such as single-family homes, townhouses, and apartments available. The median home value in Mesa is approximately \$438,564 as of 2024. The city's quality of life is enriched by its numerous parks, recreational facilities, cultural attractions, and vibrant downtown area.

Mesa's economic vitality and commitment to growth have garnered recognition and accolades. The city has been named among the "Best Places to Live in America" by Money magazine, highlighting its affordable housing, strong job market, and cultural amenities. Mesa has also been recognized as a leader in sustainability initiatives, earning designations as a "Tree City USA" and a "Bicycle-Friendly Community."

Overall, Mesa's thriving economy, diverse job market, and commitment to quality of life make it an attractive destination for businesses and residents alike. The city's strategic location, affordable housing options, and range of amenities contribute to its reputation as a vibrant and desirable community within the Phoenix metropolitan area.



## MESA ECONOMY

### TOP EMPLOYERS

| Rank | Employer Name              | # of Employees |
|------|----------------------------|----------------|
| 1    | Banner Health              | 6,120          |
| 2    | The Boeing Company         | 3,840          |
| 3    | Dexcom                     | 1,750          |
| 4    | Drivetime Automotive Group | 1,450          |
| 5    | Steward Health Care        | 1,010          |
| 6    | Empire Southwest           | 840            |
| 7    | Santander Consumer USA     | 800            |
| 8    | United Parcel Service      | 710            |
| 9    | At Still University Health | 650            |
| 10   | SRP                        | 640            |

### BEST PLACES TO LIVE IN AMERICA

MONEY MAGAZINE

26

BEST RUN CITIES IN AMERICA IN 2023 - WALLET HUB

19

BEST CITIES TO RETIRE IN AMERICA - NICHE



Banner Health

Dexcom  
One Step Ahead



DriveTime®

BOEING

UNITED STATES  
POSTAL SERVICE®

## KEY INDUSTRIES

### AEROSPACE & DEFENSE

Mesa is a premier location for international aerospace, aviation, and defense companies. Arizona is a leader in Aerospace and Defense with more than 1,250 companies in Arizona's supply chain. Arizona's A&D industry employees more than 57,800 people, \$3.8 billion in total exports, and \$17.3 billion in total federal contracts.

Able | AEROSPACE

**ACSS**  
Anchors & Ties Company

**AEROCAST**

**ASCENT**  
AVIATION SERVICES

**BAE SYSTEMS**

**BOEING**

**Cessna**  
A Textron Company

**EMBRAER**

**Gulfstream**

**LOCKHEED MARTIN**

**MARSHAVIATION**

**MD**  
HELICOPTERS

**mercury**

**NAMMO**  
SECURING THE FUTURE

**NORTHROP GRUMMAN**

**PRECISION**  
**Heli-Support**

**SEEOP**

**TIMES**  
MICROWAVE SYSTEMS  
AN AMPHENOL COMPANY

**UNICAL**

**WireMasters**  
GALACTIC

### HEALTHCARE

The City of Mesa holds a strong healthcare and bioscience position with a large number of medical device manufacturers, world-class specialty and general hospitals, higher education institutions focused on next generation healthcare and applied science, and secondary education programs training students in biotech and life sciences industries.

**West**

**GORE**

**dexcom**  
One Step Ahead

**Medtronic**

**BARD**

**Abbott**

**Banner Health**

**AUER**  
precision

**GE HealthCare**

**CRANIAL**  
TECHNOLOGIES

**MERZ AESTHETICS**

**REGENESIS**  
BIOMEDICAL

**VISIONGATE**

**stryker**

**INNOVATIVE**  
HEALTH

**Helia**

**GT Medical**  
TECHNOLOGIES

**eyetech**  
DIGITAL SYSTEMS



VIRGIN GALACTIC



BOEING



BANNER DESERT MEDICAL CENTER



GULFSTREAM

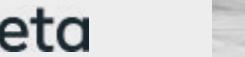
## SEMICONDUCTOR CLUSTER

Industry-leading firms from across the cluster have critical operations in the Phoenix-Mesa metro area. And the metro area has the ecosystem to support microelectronics firms, both big and small.



## TECHNOLOGY

The City of Mesa has a longstanding history of encouraging the growth of technology-focused companies across numerous industry sectors. High-technology companies such as Apple, AT&T, Boeing, Dexcom, Infineon, ElectraMeccanica, Exro Technologies, Waymo, and many others have major operations in Mesa.



EXRO TECHNOLOGIES



NXU



LG ENERGY SOLUTIONS



SION POWER

## TOURISM

### POPULAR MESA ATTRACTIONS

- Mesa Arts Center
- Arizona Museum of Natural History
- i.d.e.a. MUSEUM
- Natural Attractions (Superstition Mountains, Apache Trail, Salt and Verde Rivers, Usery Mountain Regional Park, and area lakes)
- Mesa Foodie Trail

### POPULAR MESA EVENTS

- Chicago Cubs & Oakland A's Spring Training
- Copperstate Fly-In Aviation & Expo
- CycloMesa
- Mesa Festival of the Arts
- Mesa Film Festival
- Mesa Marathon
- NJCAA National Women's Golf Championship
- Notre Dame Clover Cup



HOHOKAM STADIUM



MESA ARTS CENTER



APACHE TRAIL



USERY MOUNTAIN REGIONAL PARK



I.D.E.A. MUSEUM

## TRANSPORTATION/ACCESS



Phoenix Sky Harbor Airport



Valley Metro Light Rail

### PHOENIX SKY HARBOR INTERNATIONAL AIRPORT

The Phoenix Sky Harbor International Airport (PHX) is one of the busiest airports in the U.S. in terms of passenger traffic, serving 52.3 million passengers in 2024. Sky Harbor International is in the absolute center of the Valley, providing easy access to all areas of Metro Phoenix. PHX offers non-stop commercial airline service to most major cities within the continental United States, as well as to Hawaii, Alaska, Mexico, Canada, Central America, and London.

### VALLEY METRO LIGHT RAIL

The initial 20-mile light rail line opened on December 27, 2008. Two extensions began service by spring 2016, adding six more miles and connecting downtown Mesa to northwest Phoenix. In 2019, the line extended 1.9 miles east to the new Gilbert Rd/Main St light rail station, where there are additional transit connections. The 38 stations were designed with significant consideration given to the desert sun and heat. Eleven park-and-rides provide 4,488 parking spaces along 28 miles. Artwork is also an integral part of the urban system, reflecting the history and culture of local neighborhoods. Each light rail vehicle has a comfort capacity of 175 passengers and features state-of-the-art technology designed for the urban desert climate. The system is expanding, with three new extensions currently under construction.

### WELL CONNECTED VALLEY

Metro Phoenix has a regional beltway system that consists of three freeways, Loop 101, Loop 202 and Loop 303.

- Loop 101 provides access around western, northern, and eastern metro Phoenix.
- Loop 202 provides access around the western, southern, and eastern metro Phoenix.
- Loop 303 is the outermost freeway in metro Phoenix, starting at 10 in the far west valley and looping around to connect to I-17 in north Phoenix.
- Piestewa Freeway (Arizona 51) connects at Loop 202 and I-10, just northeast of Downtown Phoenix, and extends north through Phoenix and Paradise valley, connecting to Loop 101.

The Loop 202 South Mountain Freeway expansion in west Phoenix was a major infrastructure project aimed at improving traffic flow across the metropolitan area. Completed in late 2019, the 22-mile freeway connects the East and West Valleys, offering an essential alternative to the congested Interstate 10. The project included four lanes in each direction, high-occupancy vehicle (HOV) lanes, 42 bridges, and 15 interchanges. The expansion has not only significantly enhanced regional connectivity and traffic relief, with over 100,000 vehicles using the freeway daily, it also spurred significant economic development, drawing new businesses, retail centers, and industrial hubs to the west Phoenix area.



# LODGING MARKET





## PHOENIX LODGING MARKET OVERVIEW

According to Smith Travel Report, Phoenix maintains its position as a leading hotel market in the Southwest. After a strong start, ADR growth is at 1.1% resulting in shifting RevPAR growth 1.1%.

Development activity remains robust with 4,300 rooms under construction, marking a significant shift towards upper-tier properties. While historically, one-third of the pipeline has been upper-tier, the proportion has increased since 2021. Notable luxury additions, including The Ritz-Carlton Paradise Valley, The Palomie, The Remi Autograph Collection, and VAI Resort with upwards of 1,000 rooms, are reshaping the market's high-end segment, while limited-service development concentrates in the Phoenix West and Black Canyon Corridor submarkets.

Investment activity has remained resilient despite a national slowdown. The market achieved a significant milestone in May 2024 with Bakkonen's sale of the Arizona Biltmore, a Waldorf Astoria Resort, for \$705 million (\$1,000,000/key). This transaction helped push the 12-month sales volume to \$1.2 billion, exceeding the three-year average of \$951 million. While mid-tier hotels dominate hotel trade activity, Phoenix maintains one of the highest hotel investment sales volumes among the top 25 markets. The market shows 42 properties with CMBS loans maturing in two years, including 22 properties on the watchlist for distress, though notably, only one is in special servicing.

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