

Microtel Inn & Suites by Wyndham

CONFIDENTIAL OFFERING MEMORANDUM



1640 Cedar Street, Raton, NM 87740

CBRE

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Microtel Inn & Suites

by Wyndham

1640 Cedar Street, Raton, NM 87740





01

executive
summary

executive summary

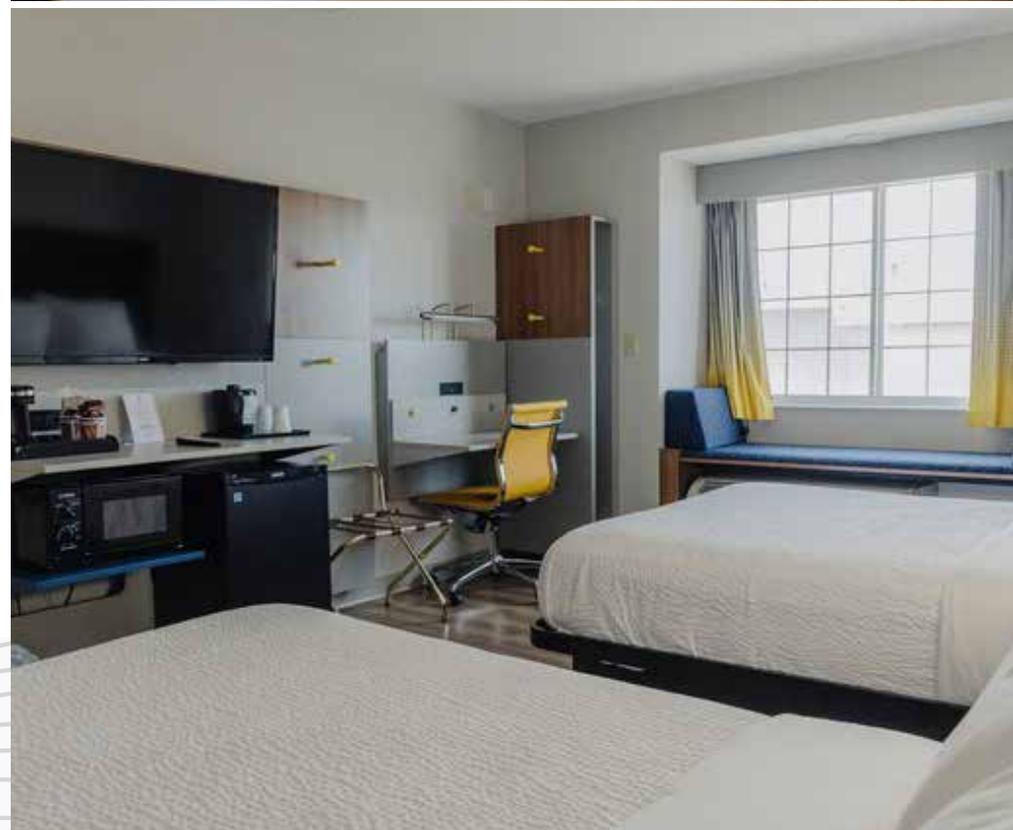
CBRE Hotels is pleased to solicit offers to acquire the fee-simple interest in the 61-room Microtel Inn & Suites by Wyndham, located in Raton, New Mexico, just six miles from the Colorado border along Interstate 25, a centrally located 3-hour drive from either Denver, Albuquerque, or Amarillo, Texas.

Raton is a small town of 6,000 tucked away in the Sangre de Cristo Mountains, located at the base of the Raton Pass, the highest point along the historic Santa Fe Trail. The Raton Basin is on a list of prehistoric places in North America, well-known for the Iridium Layer, where a visible, iridium-rich layer marking the Cretaceous-Tertiary boundary is exposed.

The Microtel Inn & Suites provides guests a central base to explore the region, as Raton is located at the crossroads of Colorado, Texas and New Mexico. Within a two-hour drive are five ski areas and historic towns that include Taos and Santa Fe, New Mexico and Creede, Colorado. Raton is not only a premier outdoor destination, but it also offers cultural attractions, such as the Historic Shuler Theater and Old Pass Gallery, along with several popular events, such as the annual Santa Fe International Balloon Rally and Run to Raton – Classic Car Show & Bike Rally.

Built in 2002, the Microtel Inn & Suites is a well-constructed hotel that is continuously maintained and recently renovated by ownership. The two-story interior corridor hotel features business center, guest laundry, complimentary breakfast, BBQ grills, and complimentary Wi-Fi.

The Microtel Inn & Suites is ideally offered unencumbered of management and at below replacement cost.



property & market highlights

- › Recently renovated to Microtel's newest renovation package "Moda Refresh," a modern, minimalistic design focused on efficiency, cost savings and a streamlined guest experience. Upgrades include floors, walls, furniture, bathrooms and RFID locks.
- › Raton is seeing major infrastructure improvements in 2026 with bridge work, road repairs, and upgrades to parks and trails.
- › National Recognition: Raton won the 2025 Great American Main Street Award for its downtown revival, supported by grants and programs.



Out of state ownership/
management (unencumbered)



Great location off
Interstate 25



Priced below
replacement cost



Recently renovated



YEAR BUILT
2002



NUMBER OF ROOMS
61



ROOM REVENUE
2025
\$1.3M



02

property
overview

property description

Situated along Interstate 25, the Microtel Inn & Suites Raton boasts excellent accessibility to area amenities and regional attractions, such as Shuler Theater and Sugarite Canyon State Park. The hotel is immediately surrounded by commercial uses and is located just north of Clayton Road. Raton is a popular halfway point for visitors traveling to/from Denver and Santa Fe/Albuquerque.

PROPERTY DETAILS

ADDRESS	1640 Cedar Street, Raton, New Mexico 87740
YEAR BUILT	2002
NUMBER OF ROOMS	61
BUILDING CONFIGURATION	Two-story, interior corridor
GROSS BUILDING AREA	13,370 sq. ft.
PARCEL NUMBER	1135185483030
INTEREST	Fee-simple
PARCEL SIZE	1 acre (43,657 sq. ft.)
PARKING	65 surface level spaces
MANAGEMENT	Unencumbered
FRANCHISE	Wyndham
AMENITIES	Complimentary breakfast, Wi-Fi and parking; business center; guest laundry; BBQ grills





GUESTROOMS OVERVIEW

The Microtel Inn & Suites offers 61 guestrooms and suites with either one king, one queen or two queen beds. There are 25 suites in the mix that represent approximately 40% of all guestrooms.

GUESTROOM MATRIX

Room Type	Count
Double Queens	32
Single Queen Suites	19
Single King Suites	6
ADA Double Queen	3
ADA Single Queen	1
Total	61

STANDARD GUESTROOM & SUITE FEATURES:

- › Alarm Clock
- › Desk
- › Flat Screen HDTV
- › Free WiFi (high-speed)
- › Hair Dryer
- › In-Room Temperature Control
- › Iron & Ironing Board
- › Microwave
- › Mini-Bar
- › Mini-Refrigerator
- › Sitting Area
- › Sofa Bed
- › Wet Bar





03

area
overview

raton, new mexico

Located only six miles south of Colorado's southern border and nestled in the Sangre de Cristo Mountains, Raton, New Mexico features breathtaking scenery and a variety of outdoor recreational activities, along with a vibrant art scene and historic downtown district. The well-traveled Interstate 25 dissects through town, making Raton a popular stop for travelers between the major cities of Denver, Colorado and Santa Fe/Albuquerque, New Mexico. In addition to the variety of local attractions, Raton is also home to the Highlands University satellite campus and a state-of-the-art medical center.

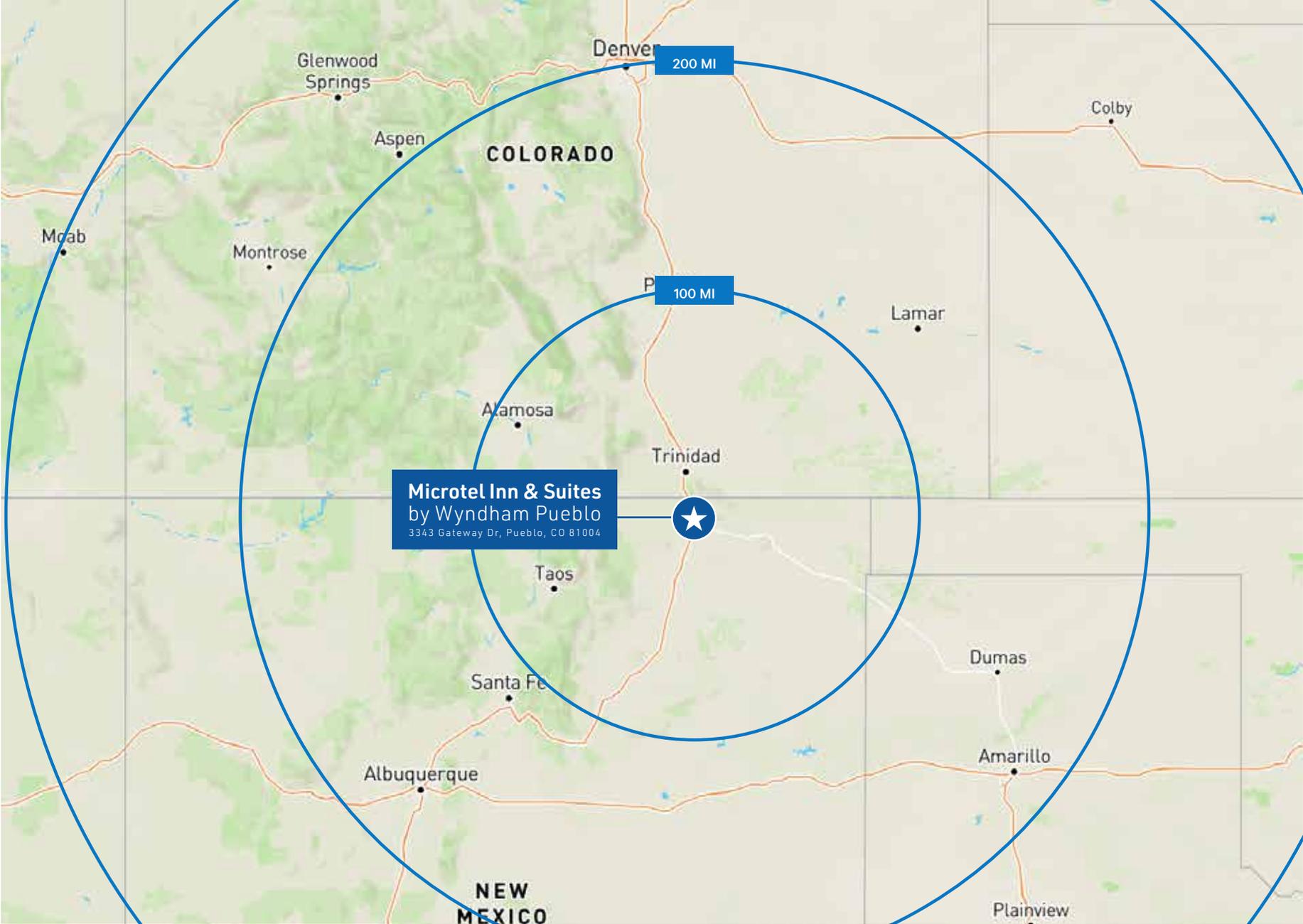
New Mexico is currently gearing up to become more competitive with surrounding states in the tourism industry and outdoor recreation. Raton/

Colfax County is out in front of this effort with the expansion and development of Sugarite Canyon State Park. Raton will initiate an updated marketing and promotion plan designed to increase tourism and economic development.

New Mexico is also gearing it's New Mexico True campaign towards increased outdoor recreation. The Microtel Inn & Suites is in a designated Opportunity Zone (OZ), that extends (generally) to South Second Street, which is the business loop of I-25 through Raton. Everything east of South Second Street is in the OZ. South Second Street is a half mile west of I-25 at U.S. 64/87. It follows the railroad in the north area of Raton. The OZ could result in new demand generators coming into the market in the future.



regional map



RATON DOWNTOWN HISTORIC DISTRICT

The Raton Downtown Historic District is a Registered Historic District. The district is bounded on the north by Clark Avenue and on the south by Rio Grande Avenue. On the east the district is bounded by First Street, and on the west the district is bounded by Third Street.

Downtown Raton has been designated a New Mexico Arts & Culture District by the state and is home to the Raton Museum, Old Pass Gallery, Theater Row ("Theater Row" includes The Shuler Theater, Isabel Castillo Center for Performing Arts and El Raton). The downtown district also has an eclectic mix of boutiques and stores along Historic First Street, Second Street (or, as the locals call it 'Main Street') and the Avenues that connect them making shopping an easy, walkable experience.



RATON'S FAMOUS IRIDIUM LAYER

Raton is home to one of the more famous sites for viewing the K-T Boundary, or Iridium Layer. Here there is a well-preserved sequence of rocks spanning the Cretaceous-Paleogene boundary and the site has been studied for its evidence of a large meteorite impact at the end of the Cretaceous Period approximately 66 million years ago. The site is in Climax Canyon Park.



NRA WHITTINGTON CENTER

The NRA Whittington Center is home to one of the country's largest hunting, shooting and outdoor recreation facilities. Opened in 1973, 33,000-acre site is estimated to have a \$7 million annual impact on the local community and drives room night demand throughout the year with a multitude of planned events. Website/event calendar: www.nrawc.org

AREA ATTRACTIONS

Raton and the surrounding region are home to several attractions and activities, including:

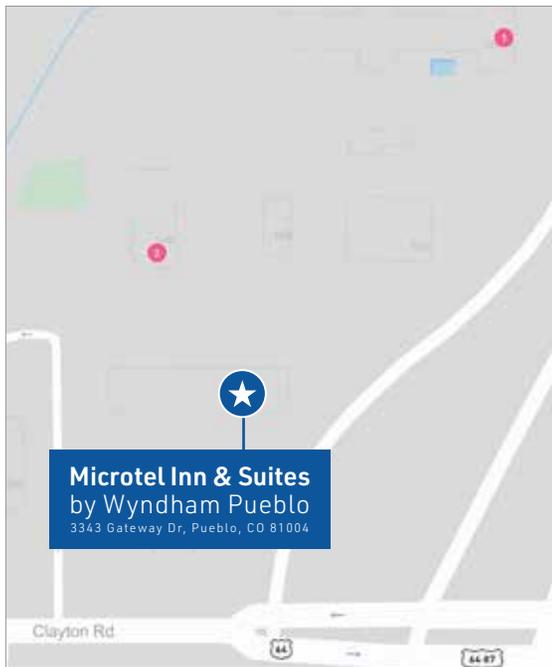
- › The Santa Fe Trail National Scenic Byway
- › Raton Golf Course
- › Climax Canyon Park & Nature Trail
- › Sugarite Canyon State Park
- › Capulin Volcano National Monument
- › Raton Museum
- › Historic Shuler Theater
- › Philmont Scout Ranch





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Lodging Market Overview



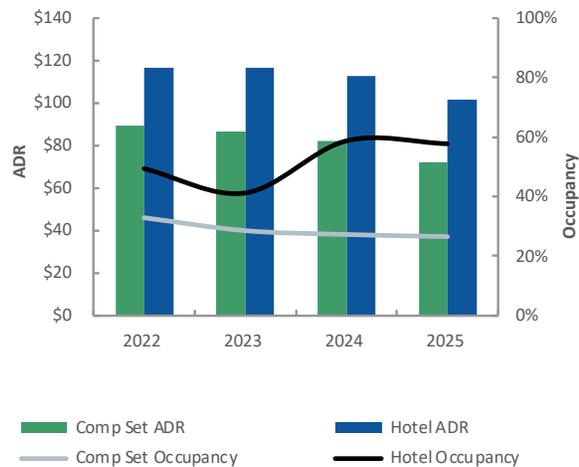
- ★ Microtel Inn & Suites by Wyndham Raton
- Competitive Hotels**
- ① Travelodge by Wyndham Raton
- ② Super 8 by Wyndham Raton
- ③ Travelodge by Wyndham Trinidad
- ④ Super 8 by Wyndham Trinidad
- ⑤ Super 8 by Wyndham Clayton

HOTEL	MICROTEL INN & SUITES BY WYNDHAM RATON	TRAVELODGE BY WYNDHAM RATON (CURRENTLY OUT OF SYSTEM)	TRAVELODGE BY WYNDHAM TRINIDAD	SUPER 8 BY WYNDHAM RATON	SUPER 8 BY WYNDHAM TRINIDAD	SUPER 8 BY WYNDHAM CLAYTON
Address	1640 Cedar St	1600 Cedar St	702 W Main St	1610 Cedar St	1924 Freedom Rd	1425 S 1st St
City, State	Raton, NM	Raton, NM	Trinidad, CO	Raton, NM	Trinidad, CO	Clayton, NM
Opening	2002	1978	1967	1983	1991	1992
# of Rooms	61	100	64	48	42	31
Fitness Center	No	-	Yes	No	No	No
Free Breakfast	Yes	-	No	Yes	Yes	Yes
Guest Laundry	Yes	-	No	No	Yes	No

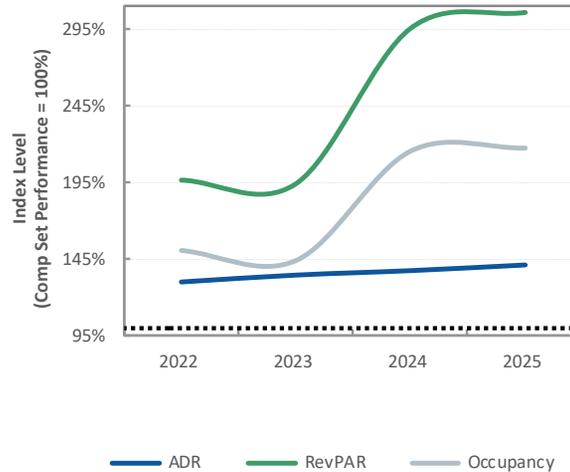
MICROTEL INN & SUITES BY WYNDHAM RATON & COMPETITIVE SET OPERATING STATISTICS

TTM as of Dec 2025	Competitive Set						Microtel Inn & Suites by Wyndham Raton					
	Occupancy	% Change	ADR	% Change	RevPAR	% Change	Occupancy	% Change	ADR	% Change	RevPAR	% Change
2022	32.8%	---	\$89.29	---	\$29.28	---	49.4%	---	\$116.37	---	\$57.50	---
2023	28.6%	(12.9%)	\$86.39	(3.2%)	\$24.69	(15.7%)	41.2%	(16.7%)	\$116.31	(0.1%)	\$47.89	(16.7%)
2024	27.3%	(4.4%)	\$81.90	(5.2%)	\$22.37	(9.4%)	58.8%	42.8%	\$112.53	(3.2%)	\$66.16	38.1%
2025	26.6%	(2.5%)	\$72.14	(11.9%)	\$19.21	(14.2%)	57.8%	(1.6%)	\$101.66	(9.7%)	\$58.79	(11.1%)
Property Rank TTM 2025							1 of 6	3 of 6	1 of 6	3 of 6	1 of 6	3 of 6
Compound Annual Growth Rate		(6.7%)		(6.9%)		(13.1%)		5.4%		(4.4%)		0.7%

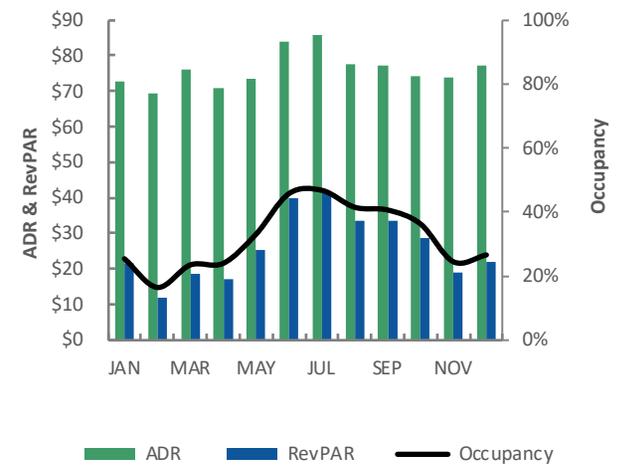
HOTEL & COMPETITIVE SET OPERATING PERFORMANCE



HOTEL'S INDEX LEVELS TO COMPETITIVE SET



COMPETITIVE SET SEASONALITY





05

financial
performance

raton hotel performance

	2022		2023		2024		2025	
	\$	%	\$	%	\$	%	\$	%
Rooms	61		61		61		61	
Days in Period	365		365		366		365	
Available Rooms	14,823		22,265		22,326		22,265	
Rooms Sold	8,304		9,168		13,124		12,869	
Occupancy	56.0%		41.2%		58.8%		57.8%	
ADR	\$156		\$117		\$113		\$102	
RevPAR	\$87		\$48		\$67		\$59	
RevPAR % Change	--		-44.8%		38.1%		-11.6%	
Operating Revenue								
Rooms	\$1,292,080	98.2%	\$1,071,955	98.9%	\$1,484,949	99.2%	\$1,309,069	99.6%
Other Operated Departments	\$23,236	1.8%	\$12,175	1.1%	\$11,265	0.8%	\$5,095	0.4%
Total Operating Revenue	\$1,315,316	100.0%	\$1,084,129	100.0%	\$1,496,214	100.0%	\$1,314,164	100.0%
Departmental Expenses								
Rooms	\$432,386	33.5%	\$369,059	34.4%	\$305,173	20.6%	\$323,793	24.7%
Total Departmental Expenses	\$432,386	32.9%	\$369,059	34.0%	\$305,173	20.4%	\$323,793	24.6%
Total Departmental Profit	\$882,931	67.1%	\$715,070	66.0%	\$1,191,040	79.6%	\$990,371	75.4%
Undistributed Operating Expenses								
Administrative and General	\$66,902	5.1%	\$48,270	4.5%	\$47,269	3.2%	\$51,851	3.9%
Information and Telecommunications Systems	\$13,846	1.1%	\$12,347	1.1%	\$13,224	0.9%	\$14,675	1.1%
Sales and Marketing	\$42,919	3.3%	\$32,032	3.0%	\$18,009	1.2%	\$31,455	2.4%
Franchise Fees	\$150,533	11.4%	\$129,785	12.0%	\$160,344	10.7%	\$149,470	11.4%
Property Operations and Maintenance	\$22,753	1.7%	\$17,516	1.6%	\$21,142	1.4%	\$30,869	2.3%
Utilities	\$49,340	3.8%	\$56,620	5.2%	\$49,445	3.3%	\$50,453	3.8%
Total Undistributed Operating Expenses	\$346,292	26.3%	\$296,571	27.4%	\$309,434	20.7%	\$328,774	25.0%
Gross Operating Profit	\$536,638	40.8%	\$418,499	38.6%	\$881,606	58.9%	\$661,597	50.3%
Total Management Fees	-	-	-	-	-	-	-	-
Income Before Non-Op. Income & Exp.	\$536,638	40.8%	\$418,499	38.6%	\$881,606	58.9%	\$661,597	50.3%
Non-Operating Income and Expenses								
Property and Other Taxes	\$43,581	3.3%	\$31,201	2.9%	\$43,558	2.9%	\$60,613	4.6%
Insurance	\$14,140	1.1%	\$25,168	2.3%	\$29,939	2.0%	\$43,404	3.3%
Total Non-Operating Income and Expenses	\$57,721	4.4%	\$56,369	5.2%	\$73,497	4.9%	\$104,017	7.9%
EBITDA	\$478,917	36.4%	\$362,130	33.4%	\$808,109	54.0%	\$557,580	42.4%
Replacement Reserve	-	-	-	-	-	-	-	-
Net Operating Income	\$478,917	36.4%	\$362,130	33.4%	\$808,109	54.0%	\$557,580	42.4%

Notes:

1. Owner-operated with no management fees or reserves.
2. Property taxes adjusted in 2024 using actual property tax bills.



Microtel Inn & Suites by Wyndham

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