



LAQUINTA INN & SUITES

UNIVERSITY AREA

5285 WEST 6TH AVENUE, STILLWATER, OK 74074

OFFERING MEMORANDUM

NEWMARK
ROBINSON PARK



OFFERED

EXCLUSIVELY BY

JACKSON RICE

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Nestled just a few miles from the iconic Oklahoma State University (OSU), the **La Quinta Inn & Suites by Wyndham Stillwater-University Area** is strategically positioned to capitalize on the substantial traffic generated by the university. Built in 2009, this hotel is among the first hospitality properties travelers encounter when entering Stillwater from the west on Highway 51, offering an immediate lodging option. During the football season and other collegiate sports seasons hosted by the university, the hotel experiences high demand as fans—both local and from out-of-state—flock to Stillwater.











Its close proximity to the university campus provides easy access to sporting events, wrestling duels, academic activities, and tailgating. OSU’s homecoming weekend is a particular boon for the property, guaranteeing high occupancy rates and premium pricing as thousands flock to Stillwater to participate in the nation’s largest homecoming celebration.

Beyond its locational advantages, the hotel offers a comprehensive set of amenities, including free Wi-Fi, breakfast, a fitness center, pet-friendly rooms, and an indoor heated pool, making it a go-to option for visitors seeking comfort and convenience. The consistent, high traffic during peak times such as the football season, agricultural events, welcome week, and homecoming weekend presents a compelling investment opportunity. The La Quinta Inn & Suites by Wyndham Stillwater-University Area offers an appealing proposition for any investor looking to score big in the hospitality industry.

PROPERTY FACTS

Address	5285 West 6th Ave.
Keys	77
Hotel Size	52,044 SF
Year Built	2009
Parking	76 5 Handicap
Stories	4

HOTEL FEATURES & AMENITIES

									
Indoor Swimming Pool	24-Hr Conference Space	Fitness Center	Free WiFi	Guest Laundry	Gift Shop News Stand	Kids Play Area + Mother's Room	Microwaves, Coffee Makers and Minifridges	Pet Friendly	Mobile Check-In

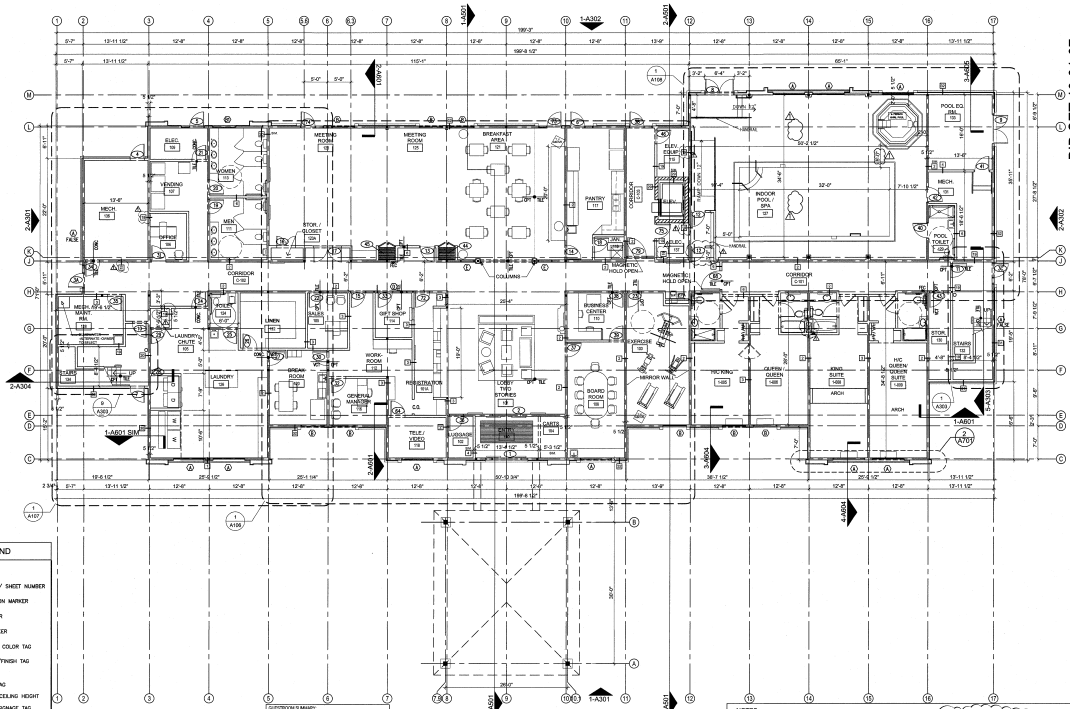
GUESTROOM MIX

King 1 Handicap	16
King Suite 1 Handicap	18
Queen/Queen Suite 1 Handicap	12
Queen/Queen 1 Handicap	25
L Suite 1 Handicap	3
J Suite 1 Handicap	3
Total Keys	77

NEARBY POINTS OF INTEREST



BID SET 10-01-07



SYMBOL LEGEND

1/8" = 1'-0"	DRAWING TITLE
1/8" = 1'-0"	DETAIL NUMBER/ SHEET NUMBER
1/8" = 1'-0"	BUILDING SECTION MARKER
1/8" = 1'-0"	SECTION MARKER
1/8" = 1'-0"	ELEVATION MARKER
1/8" = 1'-0"	EXTERIOR PAINT COLOR TAG
1/8" = 1'-0"	INTERIOR FINISHES TAG
1/8" = 1'-0"	DOOR TYPE TAG
1/8" = 1'-0"	WINDOW TYPE TAG
1/8" = 1'-0"	CEILING TYPE/ CEILING HEIGHT
1/8" = 1'-0"	LOD WINDOW SCHEDULE TAG
1/8" = 1'-0"	LOD INTERIOR SCHEDULE TAG
1/8" = 1'-0"	PARTITION TYPE MARKER
1/8" = 1'-0"	KEY NOTE TAG
1/8" = 1'-0"	SHOW ELEVATION
1/8" = 1'-0"	FIXTURE/CONTAINER/EQUIPMENT/ FURNISHING TAG

ROOM SCHEDULE

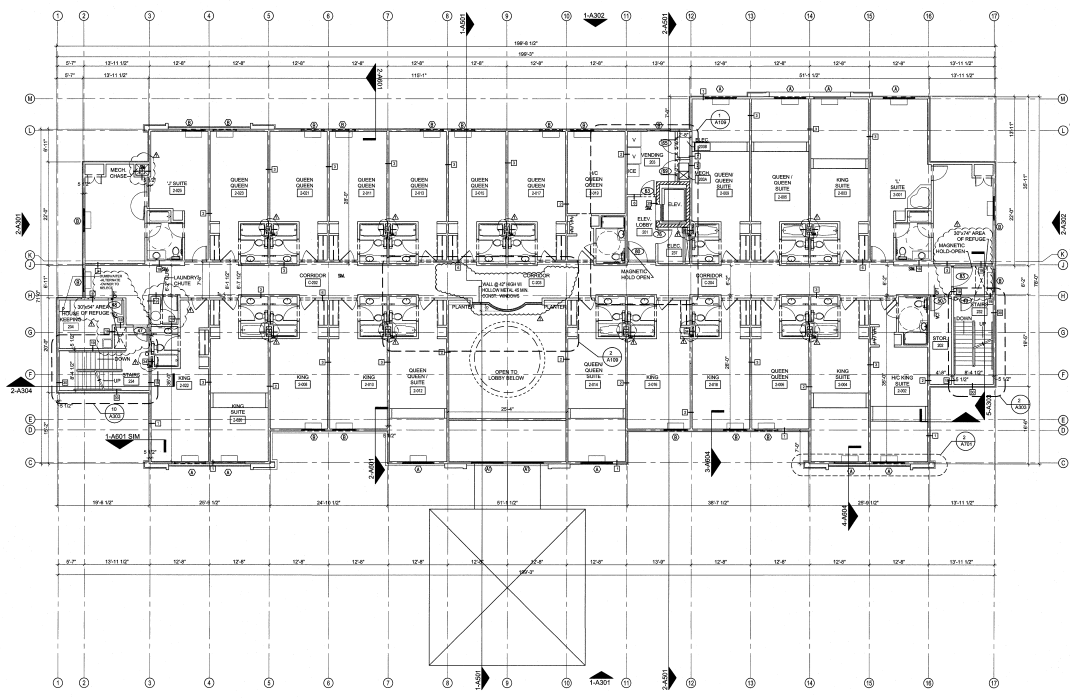
ROOM	NO.	TYPE	SQ. FT.
1ST FLOOR S.F.	13,367 S.F.		
2ND FLOOR S.F.	13,367 S.F.		
3RD FLOOR S.F.	13,367 S.F.		
4TH FLOOR S.F.	13,367 S.F.		
TOTAL S.F.	53,474 S.F.		

FIRST FLOOR PLAN
SCALE: 1/8" = 1'-0"

NOTES:

1. ALL PLAN DIMENSIONS ARE TO FACE OF STUD
2. PROVIDE AUTOMATIC FIRE SUPPRESSION SYSTEM FOR ENTIRE BUILDING
3. EXTERIOR WALLS ON THIS PLAN ARE SHOWN WITH P STUDS
4. ALL MECH/PLUMBING CHASES TO BE SFR CONSTRUCTION - TYP AT ALL FLOORS
5. PROVIDE ACCESSIBLE GUEST ROOMS FOR THE AMERICANS WITH DISABILITIES ACT
6. FIRE ITEMS SHALL BE COORDINATED BY CONTRACTOR WITH DISABILITIES ACT
7. SFR CONTRACTOR SHALL BE RESPONSIBLE FOR ALL SFR. SIGNAGE TO BE COORDINATED BY CONTRACTOR WITH LA QUINTA CORPORATION FOR EXACT PLACEMENT AND APPROVAL.

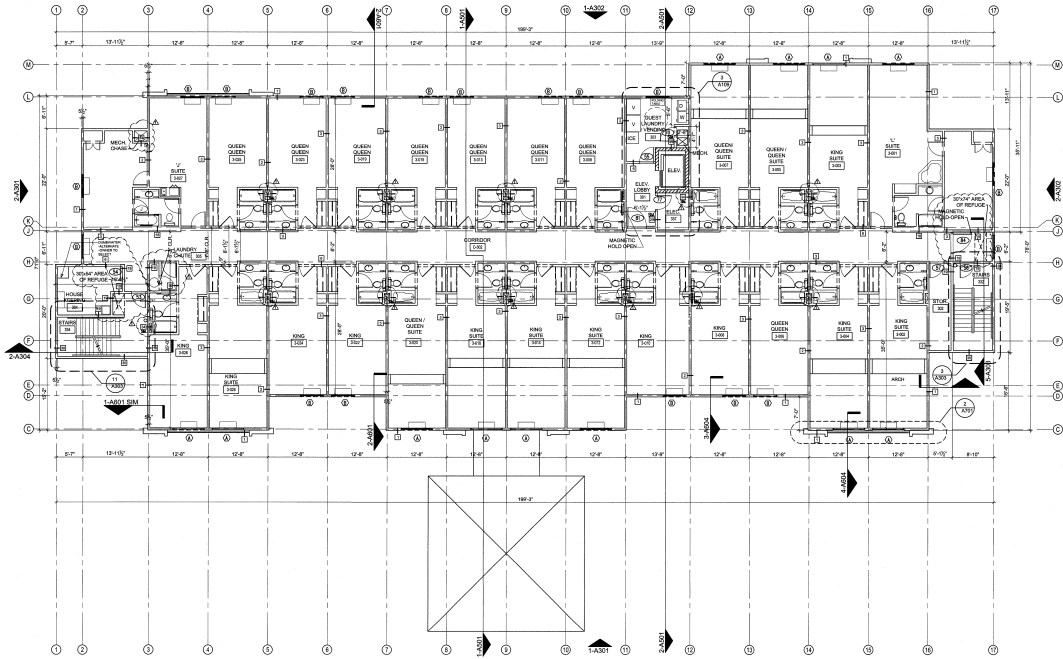
BID SET 10-01-07



SECOND FLOOR PLAN
SCALE: 1/8" = 1'-0"

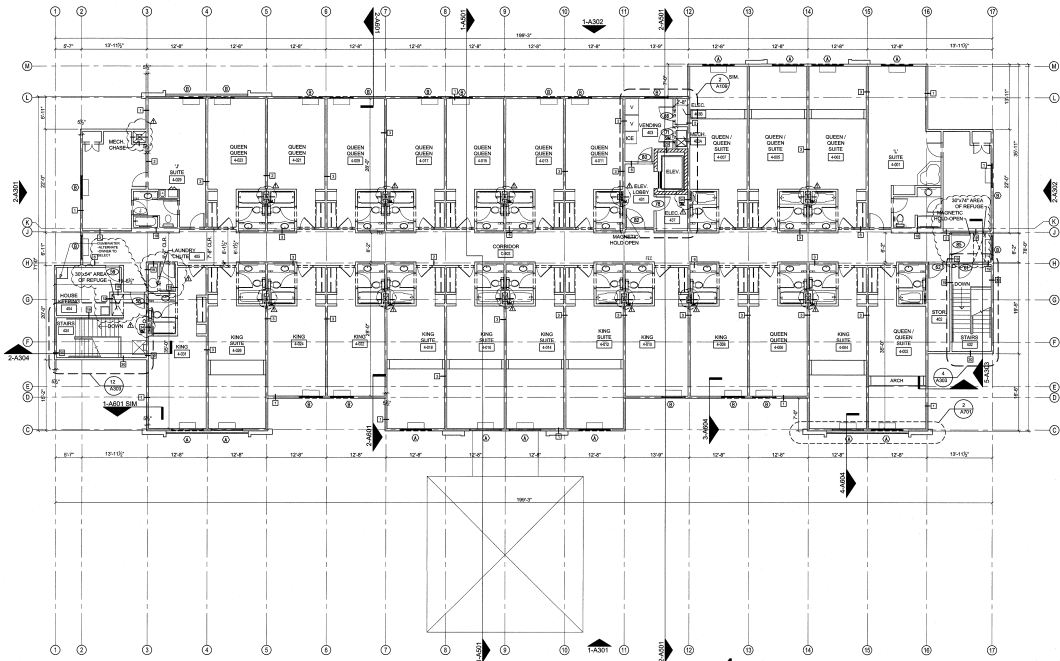
NOTES:

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2. PROVIDE AUTOMATIC FIRE SUPPRESSION SYSTEM FOR ENTIRE BUILDING
3. EXTERIOR WALLS ON THIS PLAN ARE SHOWN WITH P STUDS
4. ALL MECH/PLUMBING CHASES TO BE SFR CONSTRUCTION - TYP AT ALL FLOORS



1 THIRD FLOOR PLAN
SCALE: 1/8" = 1'-0"

- NOTES:
1. ALL PLAN DIMENSIONS ARE TO FACE OF STUD.
 2. PROVIDE AUTOMATIC FIRE SUPPRESSION SYSTEM FOR ENTIRE BUILDING.
 3. EXTERIOR WALLS ON THIS PLAN ARE SHOWN WITH 6" STUDS.
 4. ALL MECHANICAL CHANGES TO BE SHR CONSTRUCTION TYP. AT ALL FLOORS.



1 FOURTH FLOOR PLAN
SCALE: 1/8" = 1'-0"

- NOTES:
1. ALL PLAN DIMENSIONS ARE TO FACE OF STUD.
 2. PROVIDE AUTOMATIC FIRE SUPPRESSION SYSTEM FOR ENTIRE BUILDING.
 3. EXTERIOR WALLS ON THIS PLAN ARE SHOWN WITH 6" STUDS.
 4. ALL MECHANICAL CHANGES TO BE SHR CONSTRUCTION TYP. AT ALL FLOORS.



Queen/Queen Suite



On-Suite Bathroom



On-Suite Microwave and Coffee Maker



Conference Center



Kid's Play Area

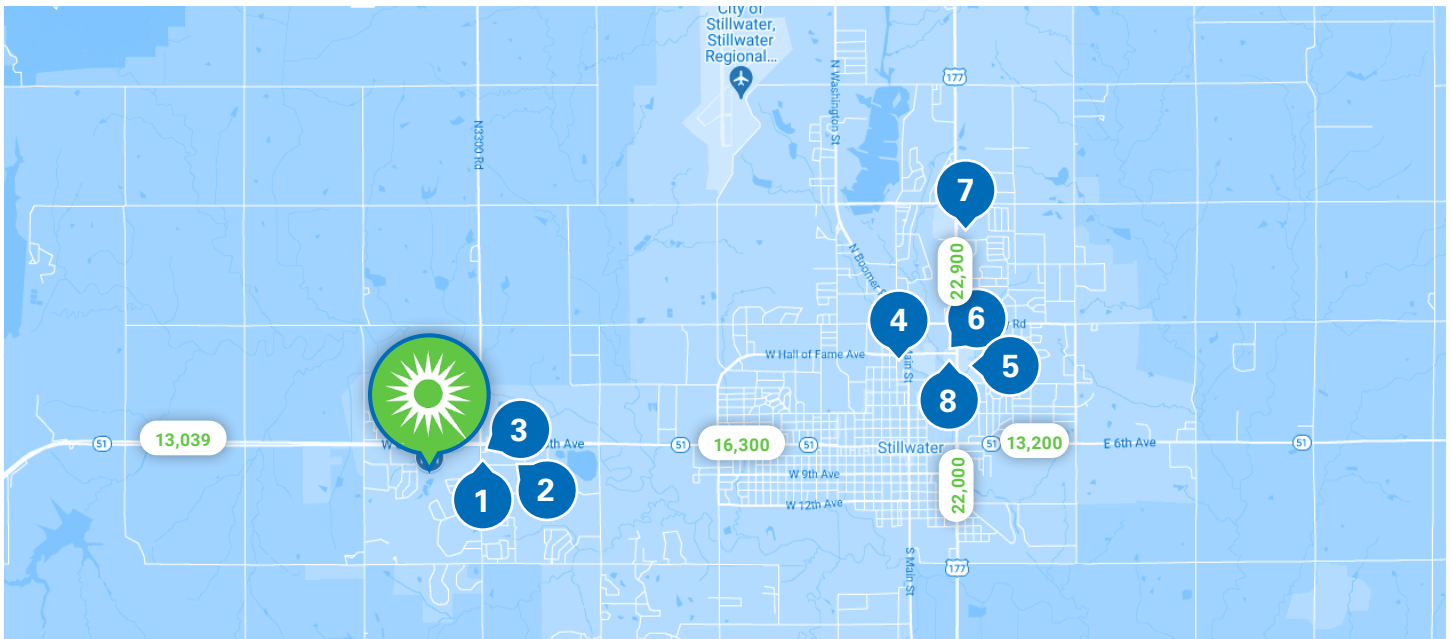


Mother's Room



Breakfast Area

LOCATION + COMPARABLES



Hotel	Holiday Inn Hotel & Suites University West	Residence Inn Stillwater	Hampton Inn Stillwater West	Best Western+ Cimarron & Suites
Address	715 S Country Club Rd	800 S Murphy St	615 S Country Club Rd	315 N Husband St
Keys	120	101	88	76
Acre Lot	2.25	1	2.03	1.83
Stories	4	4	4	4
Built	2008	2009	2016	2008
Price	\$10,691,490	\$11,331,000	\$5,950,000	\$6,100,000
Sale Date	(Appraised 2023)	JUN 2016	NOV 2021	MAY 2021
Distance from LaQuinta	0.7 mi	1.1 mi	0.7 mi	4.6 mi



Hotel	Hampton Inn Stillwater	Fairfield Inn & Suites Stillwater	Holiday Inn Express Stillwater University	Microtel Inn Stillwater
Address	717 E Hall of Fame Ave	418 E Hall of Fame Ave	700 E Krayler Ave	423 E Hall of Fame Ave
Keys	81	62	74	76
Acre Lot	6.5		1.84	4.04
Stories	3	3	3	3
Built	2002	1995	2016	2009
Price	\$7,114,370	\$2,807,000	\$5,651,740	\$3,200,000
Sale Date	(Total Market Value)	OCT 2022	(Total Market Value)	DEC 2017
Distance from LaQuinta	5.4 mi	5.0 mi	6.1 mi	5.1 mi

FINANCIALS

PROFORMA

	2024 %	2025 %	2026 %	2027 %	2028 %
REVENUE					
Occupancy	47.0%	50.0%	53.0%	57.0%	60.0%
ADR	\$111.60	\$115.00	\$118.00	\$120.00	\$120.00
RevPAR	\$52.45	\$57.50	\$62.54	\$68.40	\$72.00
RevPAR Growth	N/A	9.62%	8.77%	9.37%	5.26%
Keys Revenue	\$1,474,163.46 99.46%	\$1,616,037.50 99.51%	\$1,757,686.70 99.55%	\$1,922,382.00 99.59%	\$2,023,560.00 99.61%
Other Revenue	\$8,000.00 0.54%	\$8,000.00 0.49%	\$8,000.00 0.45%	\$8,000.00 0.41%	\$8,000.00 0.39%
Total Revenue	\$1,482,163.46 100.00%	\$1,624,037.50 100.00%	\$1,765,686.70 100.00%	\$1,930,382.00 100.00%	\$2,031,560.00 100.00%
Change in Revenue	N/A	9.57%	8.72%	9.33%	5.24%
Costs of Goods Sold					
F&B	\$95,000.00 6.41%	\$99,750.00 6.14%	\$104,737.50 5.93%	\$109,974.38 5.70%	\$115,473.09 5.68%
Franchise Fees	\$223,027.08 15.05%	\$234,178.43 14.42%	\$245,887.36 13.93%	\$258,181.72 13.37%	\$271,090.81 13.34%
Merchant Account Fees	\$46,000.00 3.10%	\$46,000.00 2.83%	\$46,000.00 2.61%	\$46,000.00 2.38%	\$46,000.00 2.26%
Total COGS	\$364,027.08 24.56%	\$379,928.43 23.39%	\$396,624.86 22.46%	\$414,156.10 21.45%	\$432,563.90 21.29%
Gross Profit	\$1,118,136.38 75.44%	\$1,244,109.07 76.61%	\$1,369,061.84 77.54%	\$1,516,225.90 78.55%	\$1,598,996.10 78.71%
UNDISTRIBUTED EXPENSES					
Administrative & General	\$540,000.00 36.43%	\$594,000.00 36.58%	\$653,400.00 37.01%	\$718,740.00 37.23%	\$790,614.00 38.92%
Sales & Marketing	\$8,667.00 0.58%	\$9,533.70 0.59%	\$9,819.71 0.56%	\$10,114.30 0.52%	\$10,417.73 0.51%
Fire Protection	\$9,866.55 0.67%	\$9,866.55 0.61%	\$9,866.55 0.56%	\$9,866.55 0.51%	\$9,866.55 0.49%
Operation and Maintenance	\$176,135.00 11.88%	\$193,748.50 11.93%	\$203,435.93 11.52%	\$213,607.72 11.07%	\$224,288.11 11.04%
Utilities	\$157,395.00 10.62%	\$165,264.75 10.18%	\$173,527.99 9.83%	\$182,204.39 9.44%	\$191,314.61 9.42%
Total Undistributed Expense	\$734,668.55 49.57%	\$807,148.75 49.70%	\$876,522.19 49.64%	\$952,328.57 49.33%	\$1,035,186.39 50.96%
Gross Operating Profit	\$383,467.83 25.87%	\$436,960.32 26.91%	\$492,539.66 27.90%	\$563,897.33 29.21%	\$563,809.71 27.75%
NON-OPERATING EXPENSES					
Property & Other Taxes	\$96,054.77 6.48%	\$97,975.87 6.03%	\$99,935.38 5.66%	\$101,934.09 5.28%	\$103,972.77 5.12%
Insurance	\$86,124.17 5.81%	\$87,846.65 5.41%	\$89,603.59 5.07%	\$91,395.66 4.73%	\$93,223.57 4.59%
Total Non-Operating Expenses	\$182,178.94 12.29%	\$185,822.52 11.44%	\$189,538.97 10.73%	\$193,329.75 10.02%	\$197,196.34 9.71%
EBITDA	\$201,288.89 13.58%	\$251,137.80 15.46%	\$303,000.69 17.16%	\$370,567.58 19.20%	\$366,613.36 18.05%
FF&E Reserve	\$5,000.00 0.34%	\$10,000.00 0.62%	\$15,000.00 0.85%	\$18,000.00 0.93%	\$21,600.00 1.06%
Net Operating Income	\$196,288.89 13.24%	\$241,137.80 14.85%	\$288,000.69 16.31%	\$352,567.58 18.26%	\$345,013.36 16.98%

STILLWATER MARKET

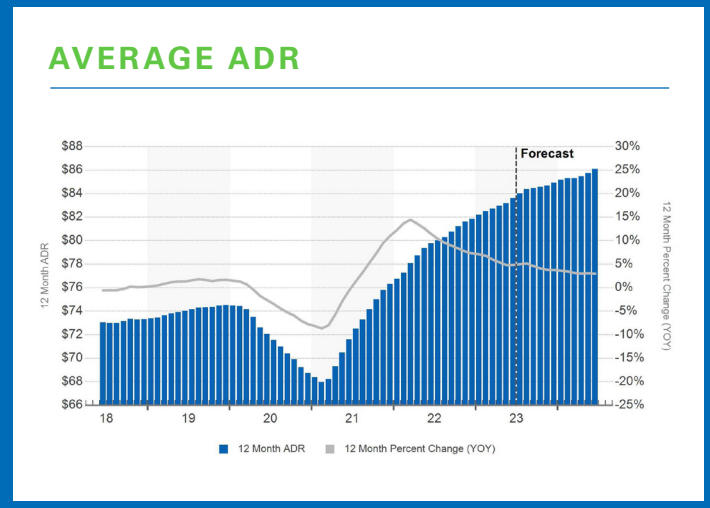
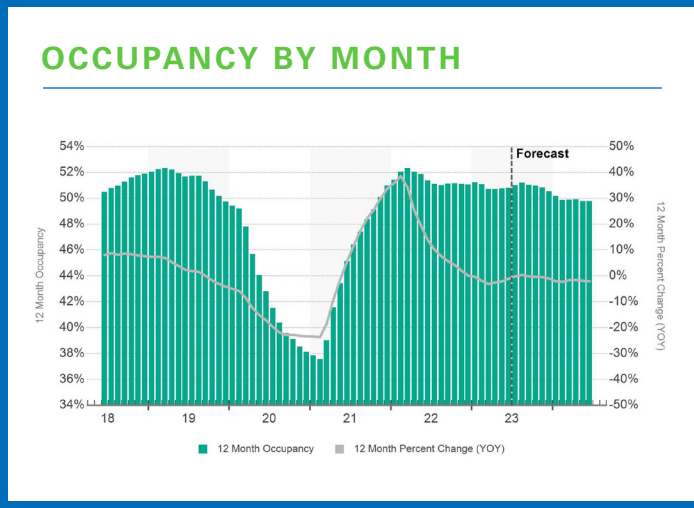
82,284	0.24%	31,341	\$50,906	
Population	Population Growth <small>2020-2023</small>	Number of Households	Median HH Income	Appx. 60 miles to both Tulsa and OKC

#6		TOP 20
Best Small City <small>Demographics Daily</small>	America's 100 Safest Cities <small>Safe Communities in America</small>	Cities for Quality of Life <small>Bizjournals</small>
		6TH
Oklahoma's Friendliest City <small>Oklahoma Living</small>	100 Best Places to Live <small>Money Magazine</small>	Fastest Growing Small City <small>Forbes Magazine</small>

24,945	26%	
Fall '22 Enrollment	Out-of-State Students	
1890	20:1	
Founded	Student-to-Faculty Ratio	Division I Big 12 Conference

STATEWIDE OKLAHOMA HOTEL MARKET

50.8%	\$83.61	\$42.49	11.5M	5.8M
12 Mo Occupancy	12 Mo APR	12 Mo RevPAR	12 Mo Supply	12 Mo Demand



YOUR NEWMARK TEAM



JACKSON RICE

Advisor, Hospitality

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Jackson Rice joined our team in 2023 as an advisor for the hospitality group. After graduating from Oklahoma State University with majors in Marketing and Entrepreneurship, he wanted to pursue a career in commercial real estate to connect with remarkable individuals and make tangible contributions to the local community. With a solid background in sales and a deep appreciation for outstanding customer service, Jackson draws on his professional certifications in sales excellence and real estate property management to assist his clients. Jackson's remarkable skills in communication and interpersonal relationships, combined with his unyielding passion for the field, make him a valuable asset to this company.



BRAD RICE

Vice President, Investments

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Brad Rice serves as vice president of investments at Newmark Robinson Park, specializing in office investment sales. During his tenure at Newmark starting in 2017, Mr. Rice has been involved in a variety of sales and lease transactions in the Oklahoma City, Tulsa and Stillwater metro areas.

Prior to joining the company, Mr. Rice spent 25 years in the technology sales sector covering the Oklahoma, Texas and Kansas markets. His tenacious commitment to partnering with his clients and problem solving enabled him to successfully develop business nationwide across multiple industry sectors including outsourcing, commercial, government, financial and insurance.



JUSTIN WILSON

Vice Chairman, Multifamily

O: 405.605.2546

jwilson@aranewmark.com

Justin Wilson, Vice Chairman, began his real estate career in 2011. He specializes in client development, marketing, research, valuation and sales of value-add and workforce housing in the Central Region including Oklahoma, Arkansas and Wichita. He has brokered over \$1 billion in multifamily sales, including several price-per-unit record-setting Class B and C transactions.

Mr. Wilson has received multiple Costar Power Broker and Top Producer Awards and is currently a CCIM Candidate. He graduated from Oklahoma State University with a BBA in finance and a minor in economics.

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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Newmark Robinson Park in compliance with all applicable fair housing and equal opportunity laws.



NATIONAL REACH, LOCAL EXPERTISE

We are an affiliate of Newmark National, and as such have access to national data, trends and other resources. This includes up-to-the-minute response to COVID-19 and how it affects our clients.

**18,000 PROFESSIONALS
480 OFFICES WORLDWIDE
SIX CONTINENTS**



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