



OFFERING MEMORANDUM

Hilltop Inn & Suites

16901 Stoddard Wells Rd, Victorville, CA 92394



Listed By:

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Executive Summary

INVESTMENT OVERVIEW



Hilltop Inn & Suites

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INVESTMENT OVERVIEW

Coldwell Banker Exclusive is pleased to offer for sale a fee simple interest in the 63-unit, Hilltop Inn & Suites, located in Victorville, CA. The subject property is situated on 1.52 acres and features 2 floors of well-maintained guest rooms. Common area amenities include an outdoor pool. Each guest room is equipped with free Wi-Fi

The Hilltop Inn & Suites is ideally located off I-15, a major highway connecting Southern California to Las Vegas. Victorville has experienced rapid growth in recent decades due to its relatively affordable housing and proximity to major employment centers in Southern California. Located northeast of Los Angeles at the edge of the Mojave Desert in San Bernardino County, California. Known for its proximity to the Mojave Desert, which offers outdoor activities and picturesque landscapes. Victorville has a population of 120,327, making it the 5th largest city in San Bernardino County.

INVESTMENT HIGHLIGHTS

- Fee simple interest in the 63-unit, Hilltop Inn & Suites, located in Victorville
- Conveniently located off I-15 freeway
- Can be converted into an Econo Lodge or a Park Inn by Radisson



Property Information

[PROPERTY DETAILS](#)

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[AERIAL MAP](#)

PROPERTY DETAILS // HILLTOP INN & SUITES

SITE DESCRIPTION

Number of Rooms	63
Floors	2
Year Built	197/
Ownership Type	Fee Simple
Lot Size	1.52 Acres

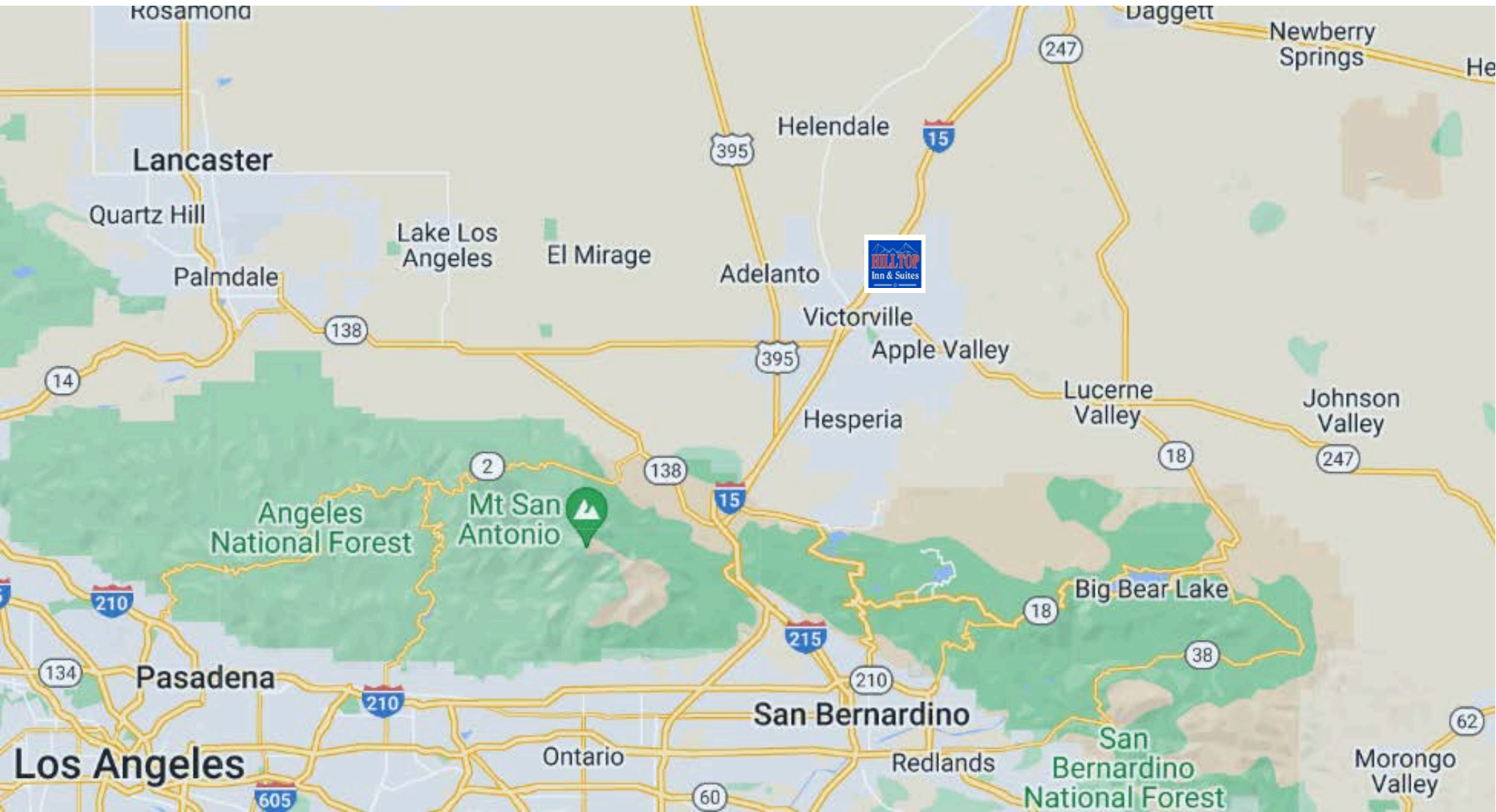
AMENITIES

Exterior corridor
Outdoor pool
Guest laundry
Unit amenities
Refrigerator in all rooms
Non-smoking rooms available

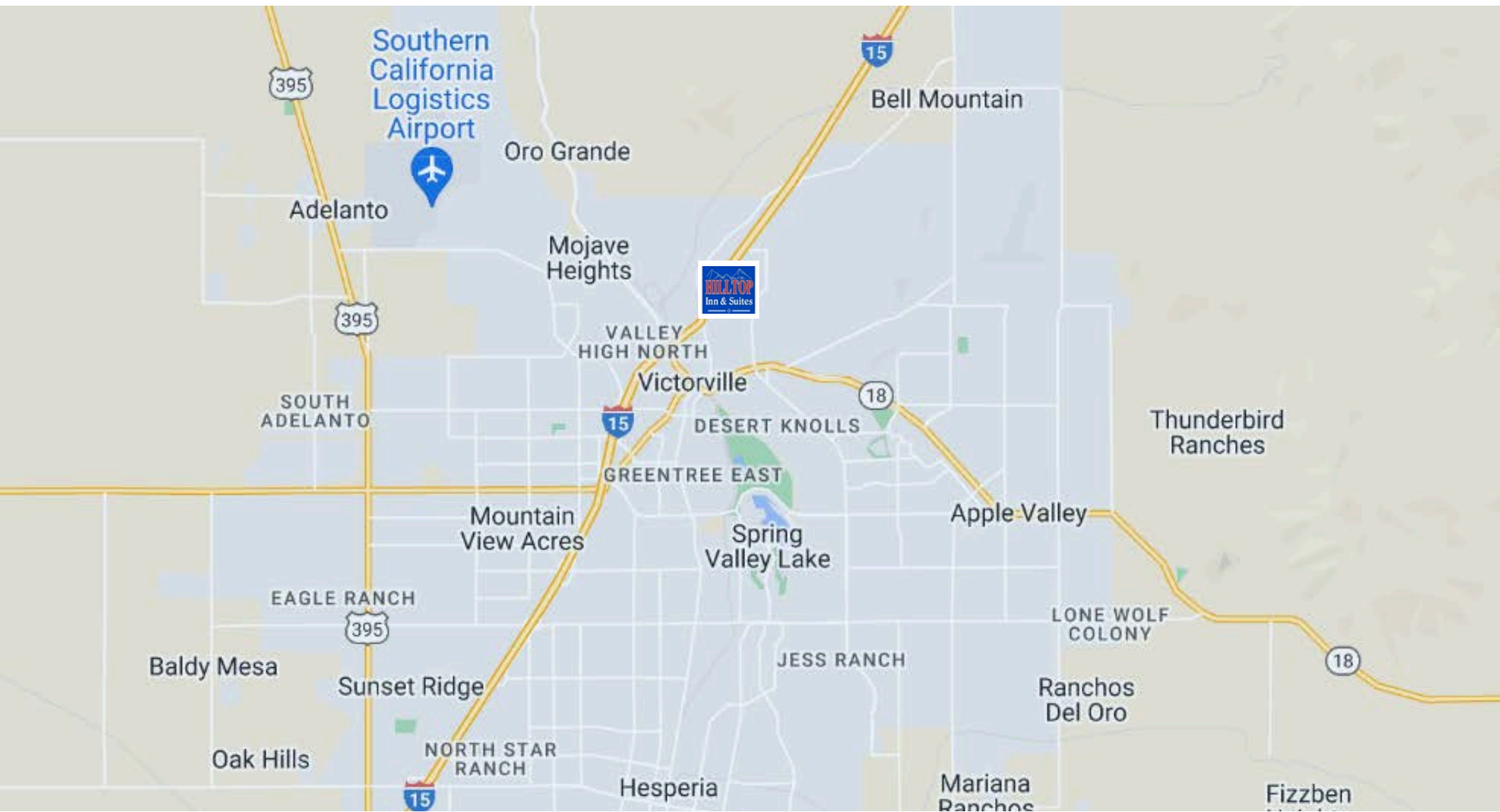




HILLTOP INN & SUITES // REGIONAL MAP



LOCAL MAP // **HILLTOP INN & SUITES**



HILLTOP INN & SUITES // AERIAL MAP





Market Overview

MARKET OVERVIEW

DEMOGRAPHICS

MARKET OVERVIEW // HILLTOP INN & SUITES

Overview

San Bernardino Surrounding Hospitality

12 Mo Occupancy	12 Mo ADR	12 Mo RevPAR	12 Mo Supply	12 Mo Demand
56.6%	\$116.06	\$65.70	3.3M	1.9M

San Bernardino Surrounding comprises 180 hotel properties, which contain around 9,200 rooms. Among the subtypes, there are 520 Luxury & Upper Upscale rooms, 3,000 Upscale & Upper Midscale rooms, and 5,700 Midscale & Economy rooms in San Bernardino Surrounding.

As of October, San Bernardino Surrounding 12-month occupancy is 56.6%, 12-month ADR is \$116, and 12-month RevPAR is \$66. Year over year, 12-month occupancy in San Bernardino Surrounding has changed by -7.3%, 12-month ADR has changed -2.7%, and 12-month RevPAR has changed by -9.8%.

Among Upscale & Upper Midscale assets, 12-month occupancy is 66.1% and ADR is \$138, resulting in a 12-

month RevPAR of \$91. On a year over year basis, 12-month occupancy changed by -6.80%, 12-month ADR changed by -5.20%, and 12-month RevPAR changed by -11.64%.

For Midscale & Economy class hotels in San Bernardino Surrounding, 12-month occupancy is 52.4% and ADR is \$87, resulting in a 12-month RevPAR of \$45.00. On a year over year basis, 12-month occupancy changed by -8.57%, 12-month ADR changed by -4.95%, and 12-month RevPAR changed by -13.10%.

Approximately 180 rooms are under construction in San Bernardino Surrounding, accounting for 2.0% of its existing inventory. Over the past 12 months, roughly 230 rooms have opened across 3 buildings.

KEY INDICATORS

Class	Rooms	12 Mo Occ	12 Mo ADR	12 Mo RevPAR	12 Mo Delivered	Under Construction
Luxury & Upper Upscale	525	52.7%	\$268.95	\$141.77	0	0
Upscale & Upper Midscale	2,998	66.1%	\$137.54	\$90.92	226	31
Midscale & Economy	5,697	52.1%	\$86.94	\$45.28	0	152
Total	9,220	56.6%	\$116.06	\$65.70	226	183

Average Trend	Current	3 Mo	YTD	12 Mo	Historical Average	Forecast Average
Occupancy	57.7%	55.4%	57.4%	56.6%	61.2%	55.0%
Occupancy Change	-2.6%	-5.0%	-6.7%	-7.3%	-2.7%	-0.3%
ADR	\$114.55	\$110.54	\$115.95	\$116.06	\$109.28	\$122.70
ADR Change	-5.1%	-4.8%	-2.7%	-2.7%	4.8%	2.0%
RevPAR	\$66.07	\$61.27	\$66.51	\$65.70	\$66.87	\$67.52
RevPAR Change	-7.5%	-9.6%	-9.2%	-9.8%	2.0%	1.7%



HILLTOP INN & SUITES // DEMOGRAPHICS



Radius	1 Mile	3 Mile	5 Mile
Population			
2029 Projection	975	30,286	102,565
2024 Estimate	950	29,648	99,948
2020 Census	895	28,759	94,496
Growth 2024 - 2029	2.63%	2.15%	2.62%
Growth 2020 - 2024	6.15%	3.09%	5.77%
2024 Population by Hispanic Origin	320	16,282	51,074
2024 Population	950	29,648	99,948
White	394 41.47%	9,349 31.53%	32,373 32.39%
Black	213 22.42%	3,686 12.43%	14,817 14.82%
Am. Indian & Alaskan	5 0.53%	490 1.65%	1,432 1.43%
Asian	53 5.58%	1,129 3.81%	3,873 3.88%
Hawaiian & Pacific Island	1 0.11%	193 0.65%	535 0.54%
Other	284 29.89%	14,802 49.93%	46,918 46.94%
U.S. Armed Forces	16	135	189
Households			
2029 Projection	403	9,277	31,836
2024 Estimate	392	9,083	30,989
2020 Census	368	8,818	29,125
Growth 2024 - 2029	2.81%	2.14%	2.73%
Growth 2020 - 2024	6.52%	3.01%	6.40%
Owner Occupied	190 48.47%	5,152 56.72%	17,242 55.64%
Renter Occupied	202 51.53%	3,931 43.28%	13,747 44.36%
2024 Households by HH Income	392	9,085	30,990
Income: <\$25,000	113 28.83%	2,304 25.36%	6,479 20.91%
Income: \$25,000 - \$50,000	141 35.97%	1,793 19.74%	5,941 19.17%
Income: \$50,000 - \$75,000	36 9.18%	1,420 15.63%	5,321 17.17%
Income: \$75,000 - \$100,000	30 7.65%	1,291 14.21%	3,857 12.45%
Income: \$100,000 - \$125,000	16 4.08%	711 7.83%	2,884 9.31%
Income: \$125,000 - \$150,000	10 2.55%	451 4.96%	1,814 5.85%
Income: \$150,000 - \$200,000	15 3.83%	533 5.87%	2,502 8.07%
Income: \$200,000+	31 7.91%	582 6.41%	2,192 7.07%
2024 Avg Household Income	\$68,254	\$78,825	\$86,181
2024 Med Household Income	\$39,713	\$56,993	\$63,721



Mobil



EXIT 142

HILL TOP
Inn
1000
FREE BREAKFAST
FREE WIFI
POOL
GATED LAUNDRY
760-943-1463