



FOR SALE: \$2,000,000

Motel Lu Rae | 3400 S US Highway 17/92 Casselberry FL  
32707

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# TABLE OF CONTENTS

05

## INVESTMENT OVERVIEW

Investment Summary  
Investment Highlights

11

## PROPERTY SUMMARY

Property Information  
Disposition Sensitivity Analysis

17

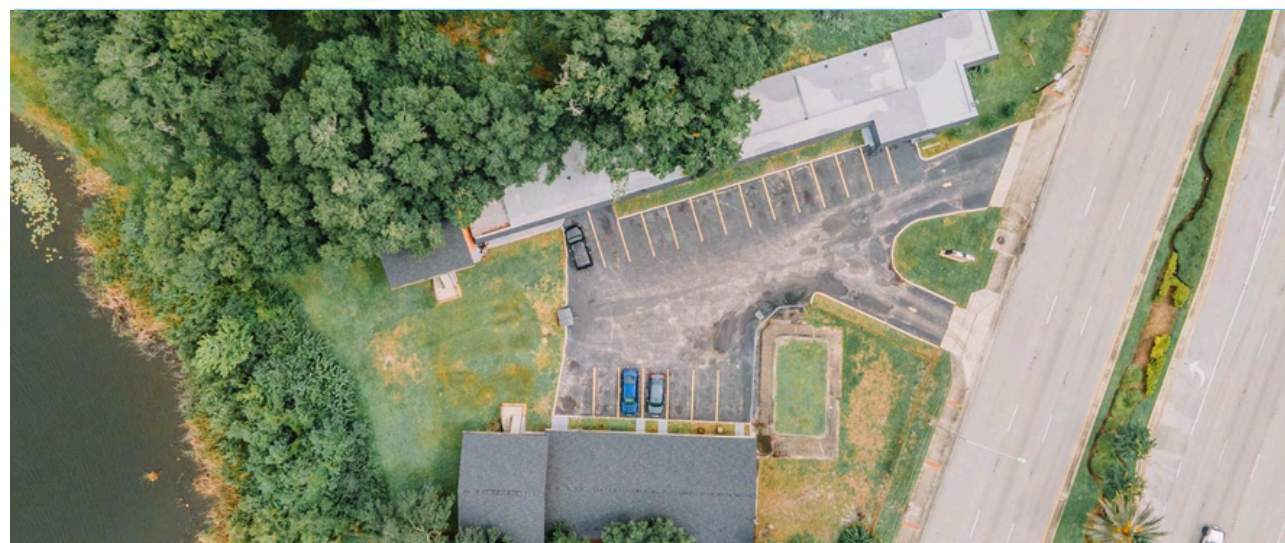
## PROPERTY OVERVIEW

Property Images  
Location, Aerial & Retail Maps

23

## AREA OVERVIEW

City Overview  
Demographics



# INVESTMENT SUMMARY

Premium Properties Commercial Presents Motel Lu Rae Weekly Motel Investment Sales

located in Casselberry FL in Orlando MSA and Opportunity Zone in Seminole County.

Recently Renovated Motel with New Roof replacement in 2021 along with Drain Field and New Septic Tank replacement recently completed.

## OFFERING SUMMARY

ADDRESS	<b>3400 S US Highway 17/92 Casselberry FL 32707</b>
COUNTY	<b>Seminole</b>
MARKET	<b>Orlando</b>
SUBMARKET	<b>Orlando MSA</b>
BUILDING SF	<b>7,964 SF</b>
LAND ACRES	<b>0.8151</b>
TOTAL ROOMS	<b>21</b>
LAND SF	<b>35,505 SF</b>
YEAR BUILT	<b>1951</b>
YEAR RENOVATED	<b>2021</b>
OWNERSHIP TYPE	<b>Fee Simple</b>

## AREA OVERVIEW

**Motel Lu Rae located on High Traffic US 17-92 in Casselberry FL within Opportunity Zone gives Extra Tax Advantage for future owners. Property Surrounded by National and Local Retailers, Residential properties and Shopping Centers. Less than 30 min drive to Orlando Downtown and easy access to Longwood, Winter Springs and Altamonte Springs via Major Highways and 20 Min Drive to Sanford International and 40 Min from Orlando International Airport. Famous Orlando Theme Parks only 30 Miles Distance to Motel**

3400 S US Highway 17/92 Casselberry FL 32707

# HIGHLIGHTS

## Investment Highlights:

• Motel Lu Rae located on High Traffic visible to US 17-92 in Casselberry FL within Opportunity Zone gives Extra Tax Advantage for future owners. Property Surrounded by National and Local Retailers, Residential properties and Shopping Centers. Less than 30 min drive to Orlando Downtown and easy access to Longwood, Winter Springs and Altamonte Springs via Major Highways and 20 Min Drive to Sanford International and 40 Min from Orlando International Airport. Famous Orlando Theme Parks within 30 Miles Distance to Motel as of 2019 Orlando MSA was the number 1 Tourist Destination in the US with over 75.8 Million Visitors made \$47.9B Impact to city's Economy and local Businesses as Hospitality, Restaurants, Merchandise, Entertainments, Shopping Centers, local retailers and Theme Parks.

- CG Zoning Motel on 0.82 Acre Lot Concrete Block construction on Lake Ellen across the Street from Home Depot and Publix Anchor Casselberry Collection Retail Shopping Center occupied by Local and National Retail Tenants. 94,175 Population within 3 Miles Distance and \$77,180 Average Household Income Average Strong Sales Comparison per room for similar Motel sales within 25 Miles Radius is \$148,182, In 2018.
- Orlando MSA is one of the fastest growing cities in the U.S and In July 2022, the Orlando Area's Unemployment Rate 3.0 Percent, a Decrease of 2.2 Percentage Points Over the Year. Orlando MSA was receiving 1000 residents per week during the pre-pandemic increased these numbers significantly after COVID 19 attracted many snow birds and Out of State Families along with Companies moving to Central Florida where they can enjoy the No State Tax, warm weather, center of Entertainments and Theme Parks City with close distance to both sides of Beaches and one of the Busiest International Airports in the U.S (MCO) offering opportunities for Tourism, Construction, Tech Companies, Medical and Defense Industry and Industrial sectors to move their location and grow their Business here in Central Florida.



## PROPERTY FEATURES

TOTAL ROOMS	21
BUILDING SF	7,964
LAND SF	35,505
LAND ACRES	0.8151
YEAR BUILT	1951
YEAR RENOVATED	2021
ZONING TYPE	CG
BUILDING CLASS	C
LOCATION CLASS	C
NUMBER OF STORIES	1
NUMBER OF BUILDINGS	2
NUMBER OF PARKING SPACES	21
TRAFFIC COUNTS	53000 AADT
NUMBER OF INGRESSES	2
NUMBER OF EGRESSES	2
NON SMOKING ROOMS	21

## FINANCIAL SUMMARY

OFFERING PRICE	\$2,000,000
PRICE PER KEY	\$95,238
PRICE PSF	\$251.13
OCCUPANCY	95.00%
NOI (CURRENT)	\$291,149
RRM (CURRENT)	5.05
CAP RATE (CURRENT)	14.56%
CASH ON CASH (CURRENT)	30.48%
ADR (CURRENT)	\$54
REV PAR (CURRENT)	\$52



## NEIGHBORING PROPERTIES

EAST Home Depot

## CONSTRUCTION

FOUNDATION	Masonry
EXTERIOR	Concrete Blk Stucco
PARKING SURFACE	Asphalt
ROOF	Built-Up
HEAT TYPE	Wall Furnace
ELEVATOR	Stairs

## DEMOGRAPHICS

	1 MILE	3 MILE	5 MILE
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2022 Population	6,851	93,370	228,764
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2022 Median HH Income	\$55,477	\$63,601	\$73,412
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2022 Average HH Income	\$75,112	\$85,969	\$104,294
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## GLOBAL

Offering Price	\$2,000,000
Analysis Period	5 year(s)
Consumer Price Index	2.00%
Exit Cap Rate	9.00%

## EXPENSES - Growth Rates

Real Estate Taxes	2.00%
Insurance	2.00%
Workers Com Insurance	2.00%
Management Fee	2.00%
Repairs & Maintenance-Septic	2.00%
Water / Sewer	2.00%
Utilities=Gas/Internet/Electric/Trash	2.00%
Bed Sheet Supply	2.00%
Furniture	2.00%
Mics. Supply	2.00%
FL Sales Rev Tax	2.00%
Bank Fees	2.00%

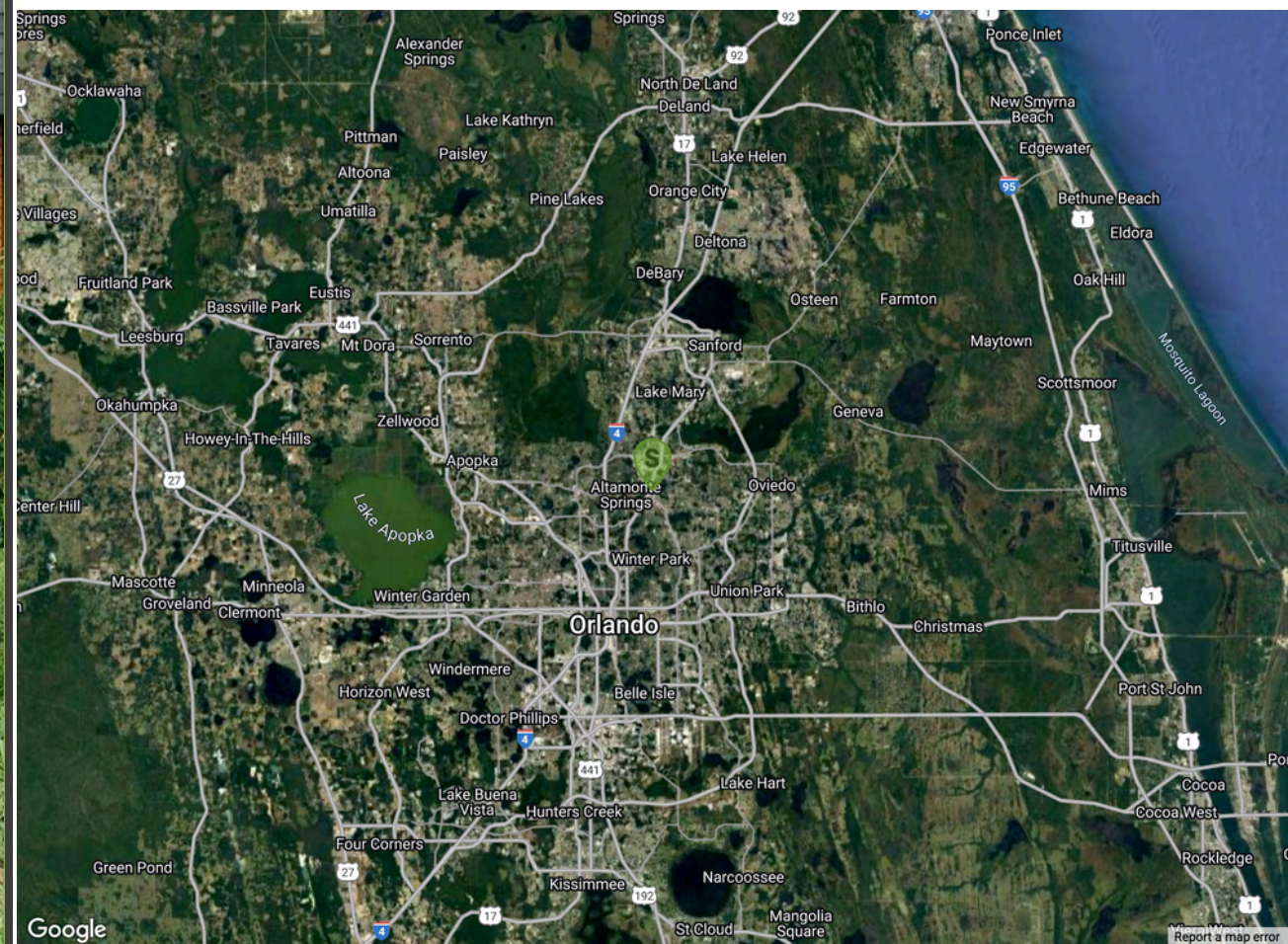




# PROPOSED FINANCING

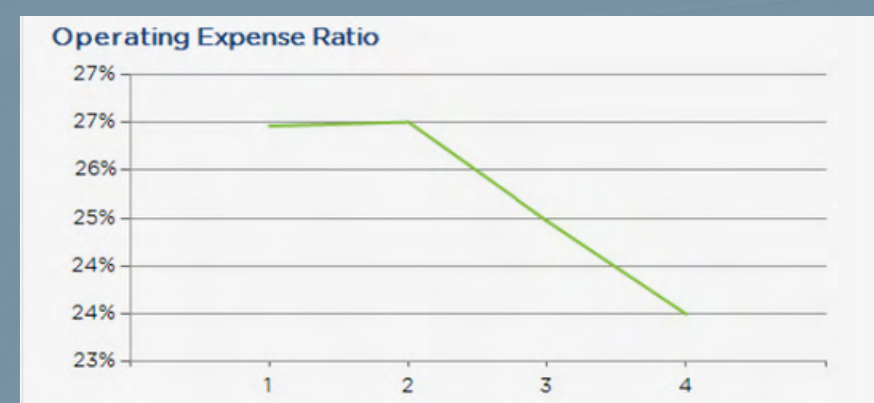
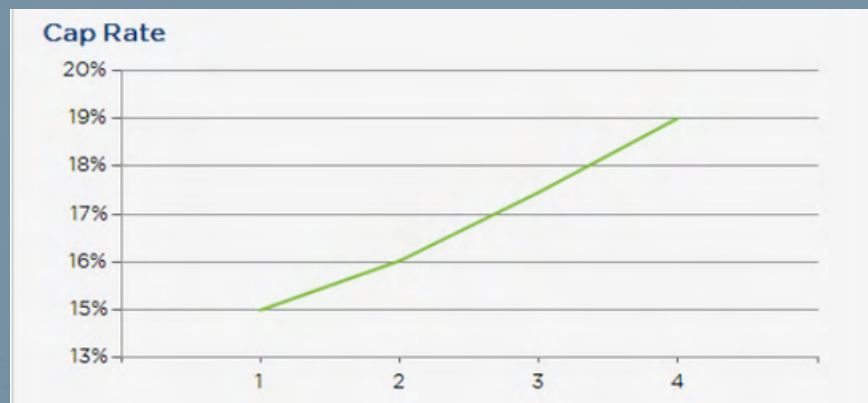
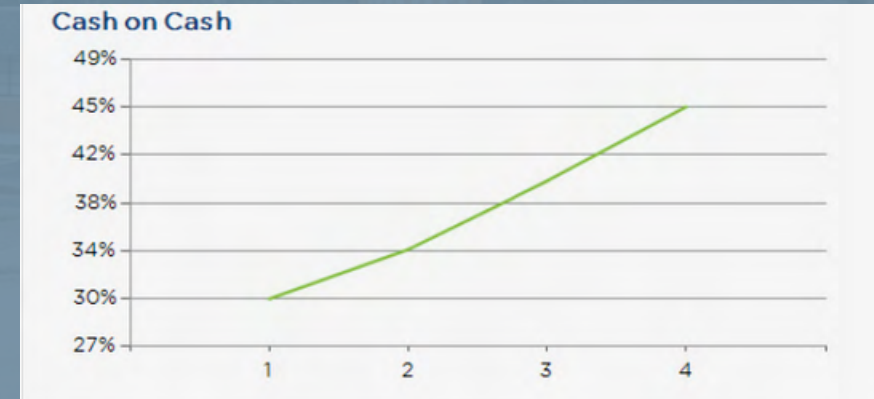
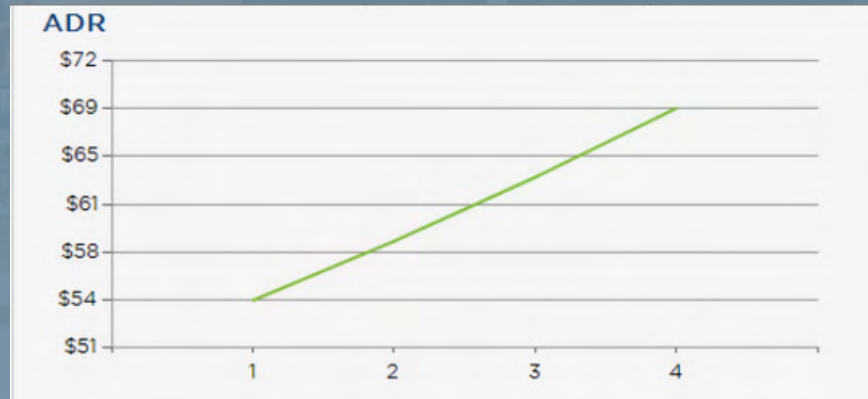
Conventional

Loan Type	Amortized
Down Payment	\$600,000
Loan Amount	\$1,400,000
Interest Rate	6.00%
Loan Terms	10
Annual Debt Service	\$108,247
Loan to Value	70%
Amortization Period	25 Years



# FINANCIAL METRICS

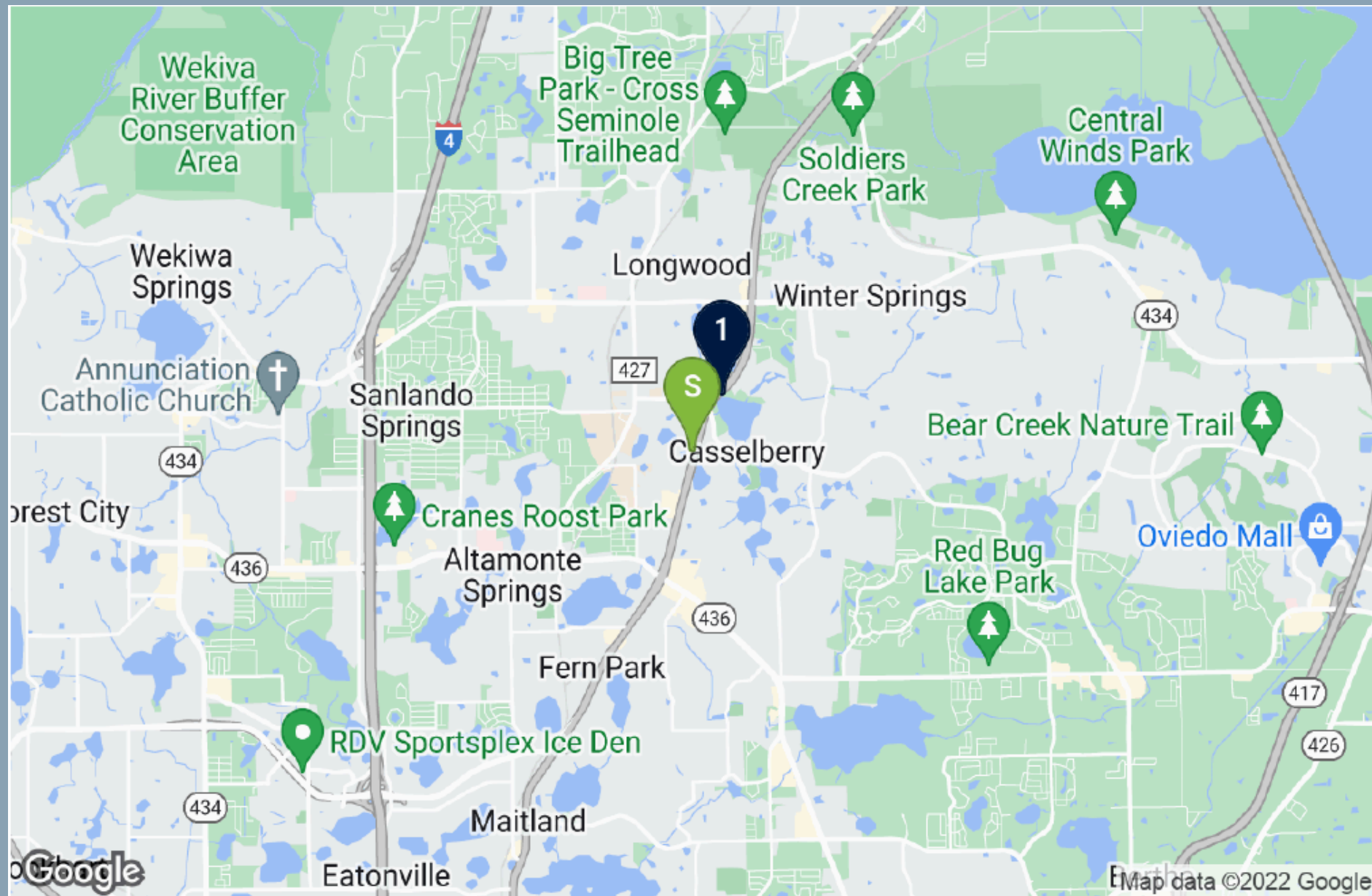
Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5
Cash on Cash Return b/t	30.48%	34.33%	39.65%	45.42%	51.68%
CAP Rate	14.56%	15.71%	17.31%	19.04%	20.92%
Debt Coverage Ratio	2.69	2.90	3.20	3.52	3.86
Operating Expense Ratio	26.47%	26.53%	25.05%	23.66%	22.35%
RRM	5.05	4.68	4.33	4.01	3.71
Loan to Value	70.01%	68.75%	67.44%	66.03%	64.54%
Breakeven Ratio	53.81%	51.84%	48.49%	45.36%	42.44%
Price / SF	\$ 251.13	\$ 251.13	\$ 251.13	\$ 251.13	\$ 251.13
Income / SF	\$ 49.72	\$ 53.70	\$ 57.99	\$ 62.63	\$ 67.64
Expense / SF	\$ 13.16	\$ 14.24	\$ 14.53	\$ 14.82	\$ 15.11
ADR	\$ 54.38	\$ 58.73	\$ 63.43	\$ 68.51	\$ 73.99
Rev Par	\$ 51.66	\$ 55.80	\$ 60.26	\$ 65.08	\$ 70.29



# DISPOSITION SENSITIVITY ANALYSIS

5 YEAR SENSITIVITY ANALYSIS				
EXIT CAP RATE	PROJECTED SALES PRICE	SALES PRICE/KEY	PROCEEDS AFTER LOAN PAYOFF	LEVERED IRR
8.00%	\$ 5,229,264	\$ 249,013	\$ 3,945,458	66.78%
8.25%	\$ 5,070,801	\$ 241,467	\$ 3,786,996	65.84%
8.50%	\$ 4,921,660	\$ 234,365	\$ 3,637,855	64.93%
8.75%	\$ 4,781,041	\$ 227,669	\$ 3,497,236	64.05%
9.00%	\$ 4,648,235	\$ 221,345	\$ 3,364,429	63.20%
9.25%	\$ 4,522,607	\$ 215,362	\$ 3,238,801	62.37%
9.50%	\$ 4,403,591	\$ 209,695	\$ 3,119,785	61.57%
9.75%	\$ 4,290,678	\$ 204,318	\$ 3,006,873	60.79%
10.00%	\$ 4,183,411	\$ 199,210	\$ 2,899,606	60.04%

# COMPETITION MAP



#	Property Name	Address	City
S	Motel Lu Rae	3400 S US Highway 17/92	Casselberry
1	Lake Kathryn Motel	1995 S Us Highway 17 92	Longwood

# ROOM RATES



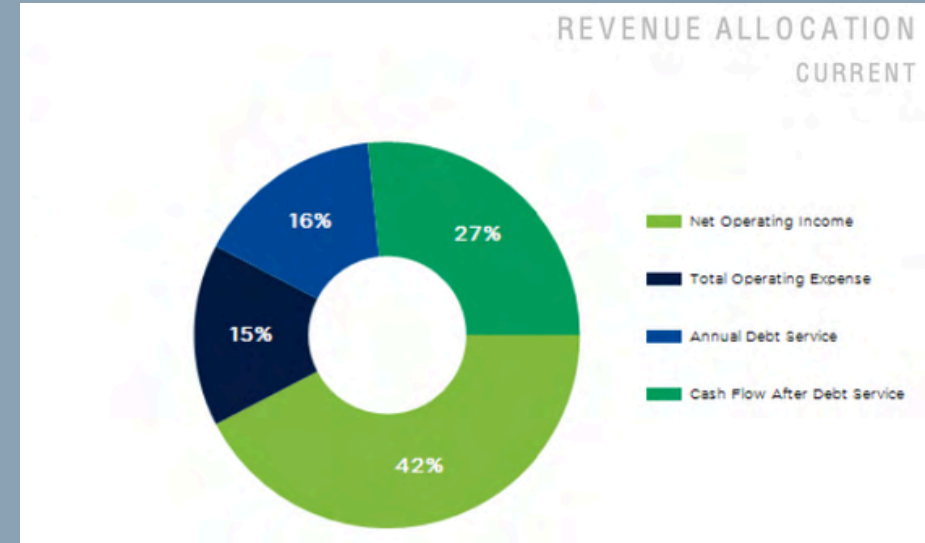
Number Of Units	Units SF	Room Type	In-Season Price	Off-Season Price	Notes
10		Deluxe	\$ 380	\$ 440	Sellers renovated these 10 Rooms completely and room rates higher than other rooms. Daily Rates: \$ 75-\$ 85
2		Standard	\$ 360		Weekly rates
8		Standard	\$ 360		Weekly rates

# CASH FLOW

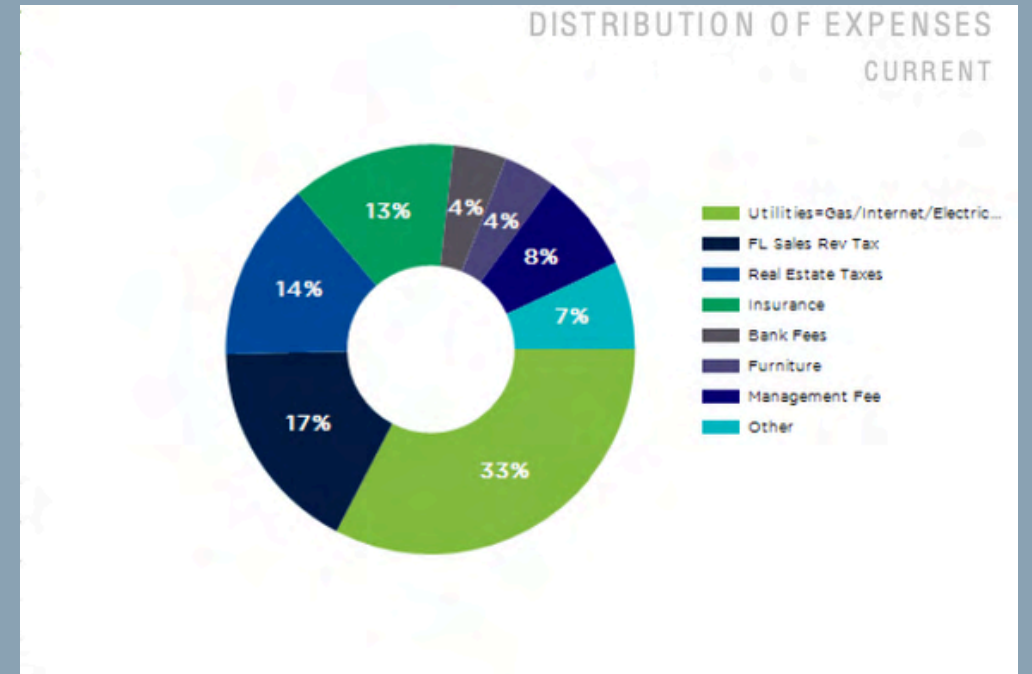
Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5
Occupancy	95.00%	95.00%	95.00%	95.00%	95.00%
ADR	\$54.38	\$58.73	\$63.43	\$68.51	\$73.99
RevPar	\$51.66	\$55.80	\$60.26	\$65.08	\$70.29
<b>Operating Revenue</b>					
Room Revenue	\$396,000	\$427,680	\$461,894	\$498,846	\$538,754
<b>Total Operating Revenue</b>	<b>\$396,000</b>	<b>\$427,680</b>	<b>\$461,894</b>	<b>\$498,846</b>	<b>\$538,754</b>
<b>Operating Expenses</b>					
Real Estate Taxes	\$14,830	\$14,830	\$15,127	\$15,429	\$15,738
Insurance	\$13,640	\$13,640	\$13,913	\$14,191	\$14,475
Workers Com Insurance	\$1,598	\$1,598	\$1,630	\$1,663	\$1,696
Management Fee	\$8,320	\$8,486	\$8,656	\$8,829	\$9,006
Repairs & Maintenance-Septic	\$2,960	\$2,960	\$3,019	\$3,080	\$3,141
Water / Sewer	\$300	\$300	\$306	\$312	\$318
Utilities=Gas/Internet/Electric/Trash	\$34,200	\$34,200	\$34,884	\$35,582	\$36,293
Bed Sheet Supply	\$1,840	\$1,840	\$1,877	\$1,914	\$1,953
Furniture	\$4,337	\$4,337	\$4,424	\$4,512	\$4,602
Mics. Supply	\$575	\$575	\$587	\$598	\$610
FL Sales Rev Tax	\$17,831	\$26,281	\$26,807	\$27,343	\$27,890
Bank Fees	\$4,420	\$4,420	\$4,508	\$4,599	\$4,691
<b>Total Operating Expense</b>	<b>\$104,851</b>	<b>\$113,467</b>	<b>\$115,737</b>	<b>\$118,051</b>	<b>\$120,413</b>
<b>Net Operating Income</b>	<b>\$291,149</b>	<b>\$314,213</b>	<b>\$346,158</b>	<b>\$380,794</b>	<b>\$418,341</b>
Annual Debt Service	\$108,247	\$108,247	\$108,247	\$108,247	\$108,247
<b>Cash Flow</b>	<b>\$182,902</b>	<b>\$205,965</b>	<b>\$237,910</b>	<b>\$272,547</b>	<b>\$310,094</b>

# INCOME & EXPENSE ANALYSIS

INCOME	CURRENT
Occupancy	95.00%
Room Revenue	\$ 396,000
<b>Total Operating Revenue</b>	<b>\$396,000</b>
Less Expenses	\$104,851
<b>Net Operating Income</b>	<b>\$291,149</b>
Annual Debt Service	\$108,247
<b>Cash flow</b>	<b>\$182,902</b>
Debt Coverage Ratio	2.69

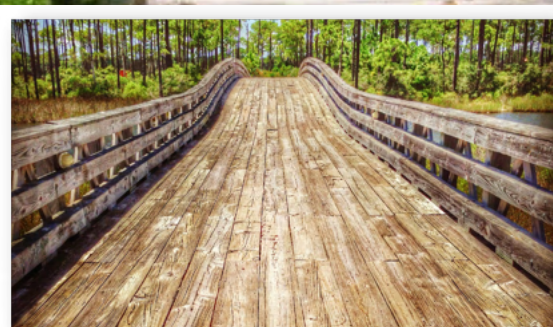
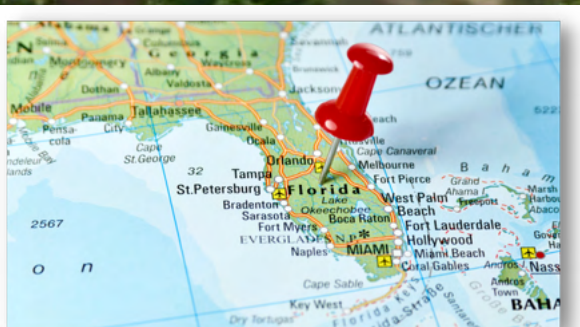


EXPENSES	CURRENT
Real Estate Taxes	\$14,830
Insurance	\$13,640
Workers Com Insurance	\$1,598
Management Fee	\$8,320
Repairs & Maintenance-Septic	\$2,960
Water / Sewer	\$300
Utilities=Gas/Internet/Electric/Trash	\$34,200
Bed Sheet Supply	\$1,840
Furniture	\$4,337
Mics. Supply	\$575
FL Sales Rev Tax	\$17,831
Bank Fees	\$4,420
<b>Total Operating Expense</b>	<b>\$104,851</b>
Annual Debt Service	\$108,247
Expense / SF	\$13.17
% of EGI	26.47%



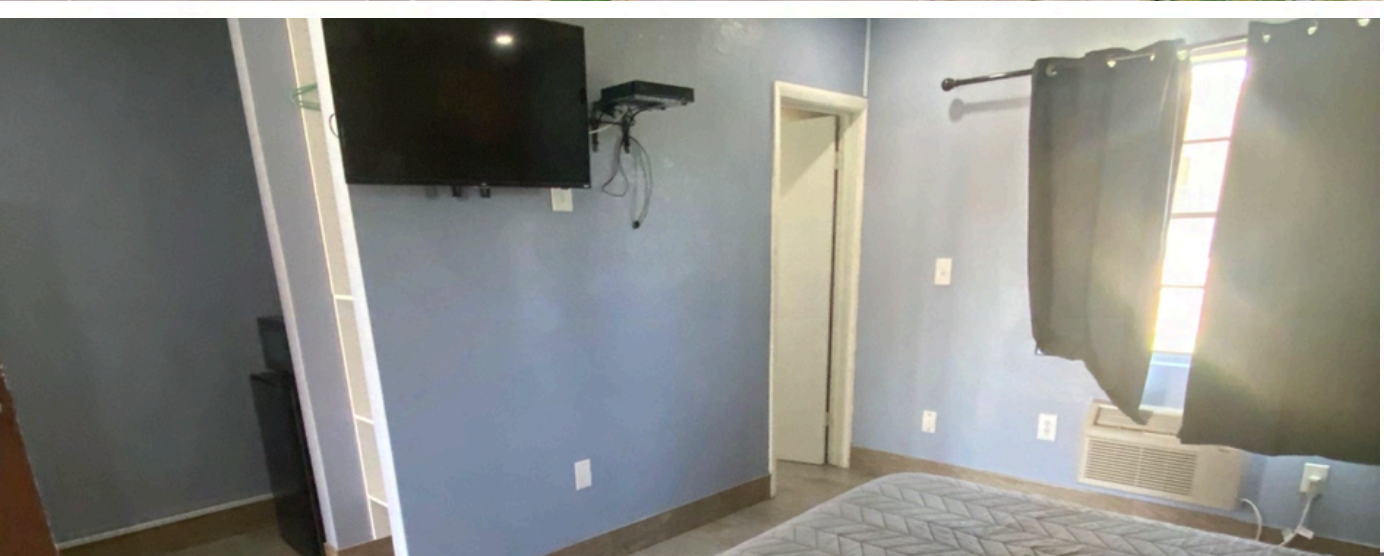
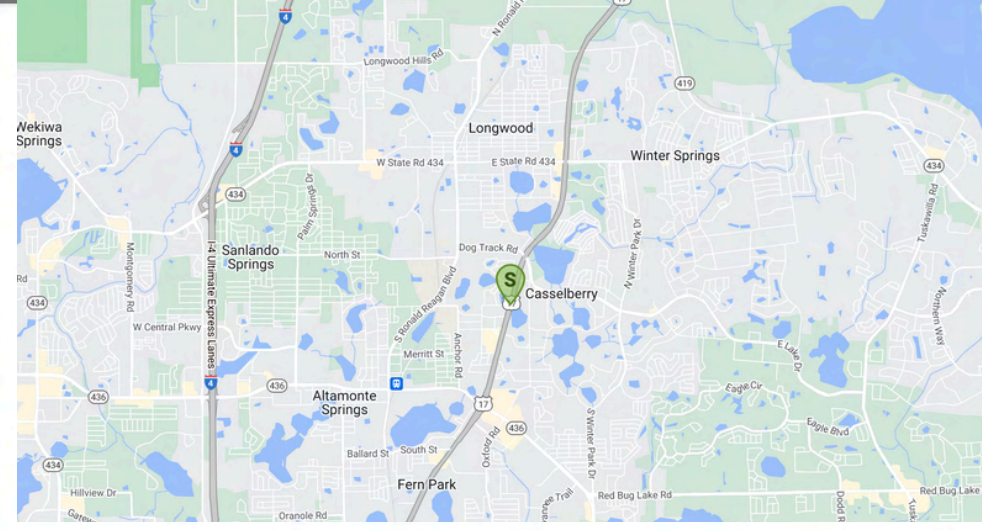
## Casselberry | Seminole County | FL

Casselberry is a city in Seminole County, Florida, United States. The population was 26,241 at the 2010 census. The city is part of the Orlando–Kissimmee–Sanford Metropolitan Statistical Area. Casselberry is in Seminole County and is one of the best places to live in Florida. Living in Casselberry offers residents a dense suburban feel and most residents own their homes. Casselberry is located in the southern portion of Seminole County, Florida, approximately 10 miles north of downtown Orlando. Seminole County is a county located in the central portion of the U.S. state of Florida. As of the 2020 census, the population was 470,856. Its county seat and largest city is Sanford. Seminole County is part of the Orlando-Kissimmee-Sanford, Florida Metropolitan Statistical Area. Seminole County is home to the Central Florida Zoo where visitors can not only see an array of animals, but they can zipline and traverse rope-suspended platforms and bridges, climb ladders and conquer other tests at the Seminole Aerial Adventures. Seminole County schools are consistently ranked in the top 10 of Florida's 69 school districts. Many of the teachers and staff throughout Seminole County have a history here and family ties to the area. The crime rate is lower compared to other neighboring areas.









# SUBJECT PROPERTY

## Subject Property

3400 S US Highway 17/92

### Lu Rae Motel - 3400 S US Highway 17/92

Casselberry, FL 32707-2902 - Orlando North

Economy

Class



#### HOSPITALITY

Brand:	-
Hotel Opened:	-
Operation:	<b>Independent</b>
Status:	<b>Open</b>
Hotel Grade:	-

#### BUILDING

Type:	<b>Hospitality</b>
Year Built:	-
Rooms:	<b>18</b>
Location:	<b>Suburban</b>
Floors:	<b>2</b>
Corridors:	<b>Exterior</b>
Meeting Space:	-

#### LAND

Land:	-
Parcel:	<b>21-30-08-510-EA00-0220</b>

#### EXPENSES PER ROOM

OpEx:	-
Taxes:	<b>\$0.88/SF (2021)</b>

#### PARKING

Spaces:	<b>25</b>
Ratio:	<b>1.39 Per Room</b>

#### AMENITIES

-

#### PROPERTY CONTACTS

True Owner:	<b>V&amp;P Mann LLC</b>	Prior True Owner:	-
Property Manager:	-	Developer:	-
Architect:	-	Parent Company:	-

#### COMMERCIAL LEASING

Available Spaces: **No Spaces Currently Available**

#### SALE

Last Sale: **Sold on Jun 30, 2021 for \$975,000 (\$54,167/Room)**

#### TRANSPORTATION

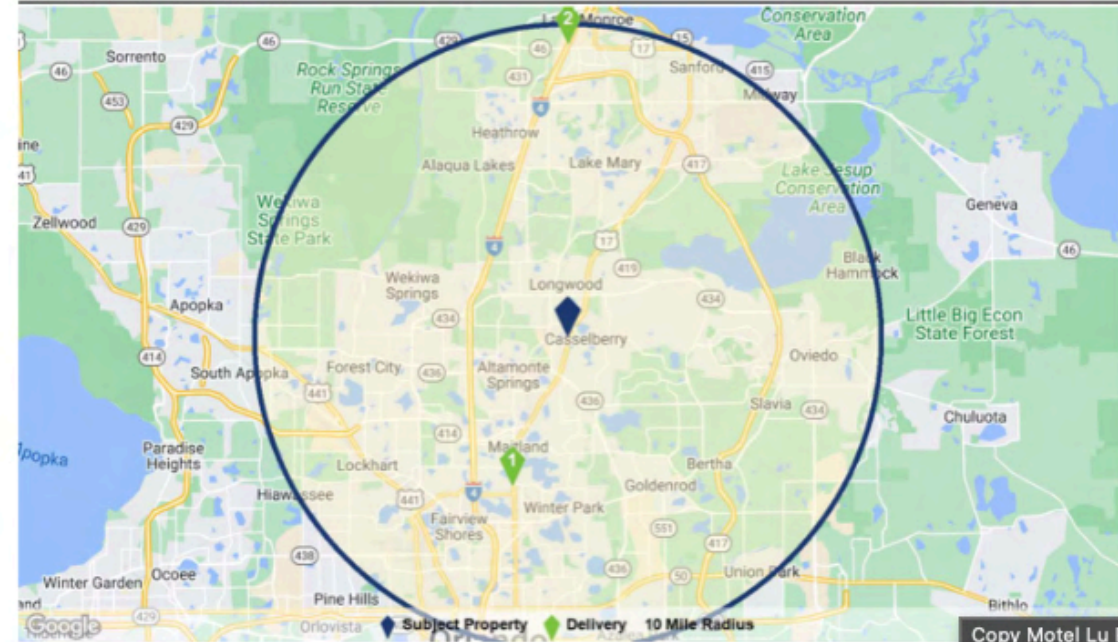
Airport:	<b>21 min minute drive to Orlando Sanford Airport</b>
Walk Score®:	<b>Somewhat Walkable</b>
Transit Score®:	<b>Some Transit</b>

## Deliveries Past 12 Months Summary

3400 S US Highway 17/92

Properties	Rooms	Percent of Inventory	Avg No Rooms
<b>2</b>	<b>247</b>	<b>2.1%</b>	<b>123</b>

#### DELIVERIES IN PAST 12 MONTHS



Copy Motel Lu Rae Up

#### DELIVERIES IN PAST 12 MONTHS

Property Name/Address	Class	Rooms	Stories	Complete	Brand/Developer
<b>1</b> SpringHill Suites Winter... 1127 N Orlando Ave	Upscale	126	5	Nov 21	SpringHill Suites Sydgan Corporation
<b>2</b> Holiday Inn Express & S... 4750 W State Road 46	Upper Midscale	121	5	Sep 21	Holiday Inn Express Automated Consulting Services
<b>Lu Rae Motel</b> 3400 S US Highway 17/92	Economy	-	2	-	-

## Sale Comparables

3400 S US Highway 17/92

**Orlando Motel - 6510 W Colonial Dr**  
Orlando, FL 32818 - Orlando Central Neighborhood

**Economy**  
Class



SALE		HOSPITALITY	
Sale Date:	12/9/2021	Brand:	-
Sale Price:	\$2,100,000	Hotel Opened:	-
Price Per Room:	\$50,000	Operation:	Independent
Price Per SF:	\$119	Status:	Open
Cap Rate:	-	Hotel Grade:	-

### CONTACTS

Buyer:	Federico Jose Fernandez
Seller:	Tim Team LLC
Listing Broker:	HotelMax Realty - Terry Hatfield

### BUILDING

Year Built:	1958	Floors:	2
Rooms:	42	Corridors:	Exterior
Location:	Suburban	Meeting Space:	-

LAND	EXPENSES PER ROOM	PARKING
Land Area: 50,965 SF	OpEx: -	Spaces: 51
Parcel: -	Taxes: \$516.95/Room (2021)	Ratio: 2.89 Per Room

### SITE AMENITIES

High Speed Internet Access, Hot Tub, Pool

### TRANSACTION NOTES

The 42 room Orlando Hotel sold to a private investor for \$2.1M. Terry Hatfield with HotelMax Realty represented the seller.

## Sale Comparables

3400 S US Highway 17/92

**Melody Motel - 3842 S Orange Blossom Trl**  
Orlando, FL 32839 - Orlando South Neighborhood

**Economy**  
Class



SALE		HOSPITALITY	
Sale Date:	12/8/2021	Brand:	-
Sale Price:	\$1,800,000	Hotel Opened:	-
Price Per Room:	\$105,882	Operation:	Independent
Price Per SF:	\$293	Status:	Open
Cap Rate:	-	Hotel Grade:	-

### CONTACTS

Buyer:	Jacqueline Fernandez
Seller:	Melody Motel Inc

### BUILDING

Year Built:	1948	Floors:	1
Rooms:	17	Corridors:	Exterior
Location:	Urban	Meeting Space:	-

LAND	EXPENSES PER ROOM	PARKING
Land Area: 18,731 SF	OpEx: -	Spaces: 22
Parcel: -	Taxes: \$217.35/Room (2021)	Ratio: 3.59 Per Room

### TRANSACTION NOTES

On December 8th, 2021, Melody Motel Inc sold a hospitality property to San Juan Ventures Inc for \$1,800,000. The property is located at 3842 S Orange Blossom Trail, Orlando, Florida, 32839 and was constructed in 1948 in Orange County. The property totals 6,134 square feet and has 17 units. The motel sits on .43 acres of land. This is an investment sale. The seller and buyer were unable to be reached for confirmation. Please see the attached deed for more information regarding the sale.

## Sale Comparables

3400 S US Highway 17/92

### Tropical Resort & Marina - 1485 Lakeview Dr

Deland, FL 32720 - Daytona Area Neighborhood

Economy

Class



SALE		HOSPITALITY	
Sale Date:	9/30/2021	Brand:	-
Sale Price:	\$2,100,000	Hotel Opened:	Jan 1967
Price Per Room:	\$116,667	Operation:	Independent
Price Per SF:	\$191	Status:	Open
Cap Rate:	-	Hotel Grade:	-

#### CONTACTS

Buyer:	Real Pro, Inc
Seller:	Richard Thomas Carr
Listing Broker:	Realty Capital Advisors - Guillermo de Nicolas, Saxon Evans

#### BUILDING

Year Built:	1967	Floors:	1
Rooms:	18	Corridors:	Interior
Location:	Suburban	Meeting Space:	-

LAND	EXPENSES PER ROOM	PARKING			
Land Area:	165,528 SF	OpEx:	-	Spaces:	16
Parcel:	-	Taxes:	\$569.08/Room (2021)	Ratio:	-

#### SITE AMENITIES

Marina

#### TRANSACTION NOTES

On September 30, 2021, Tropical Hammock Inc sold two properties in Deland, FL to 1485 Lakeview Dr LLC for \$2,600,000. Guillermo de Nicolas of Realty Capital Advisors marketed the properties and represented the seller.

1485 Lakeview Drive (Tropical Resort and Marina) is an 18-room hospitality property sold for \$2,100,000. 1350 Lakeview Drive an 18 lot RV/Mobile Home Park sold for \$500,000.

The main property: 1485 Lakeview Drive was added to the market on November 10, 2020, with the asking price of \$2,500,000 with the Tropical Resort & Marina business included in the sale offering.

The listing agent and buyer representative confirmed the details for this comparable.

## Sale Comparables

3400 S US Highway 17/92

### Boggy Creek Resort and RV Park - 3705 Big Bass Rd

Kissimmee, FL 34744 - Kissimmee East Neighborhood

Economy

Class



SALE		HOSPITALITY	
Sale Date:	9/23/2021	Brand:	-
Sale Price:	\$10,030,000	Hotel Opened:	-
Price Per Room:	\$417,917	Operation:	Independent
Price Per SF:	\$932	Status:	Open
Cap Rate:	-	Hotel Grade:	-

#### CONTACTS

Buyer:	Principal Global Investors, Inc
Seller:	Nancy Mowry

#### BUILDING

Year Built:	Jan 1989	Floors:	1
Rooms:	24	Corridors:	Exterior
Location:	Suburban	Meeting Space:	-

LAND	EXPENSES PER ROOM	PARKING			
Land Area:	3,131,579 SF	OpEx:	-	Spaces:	11
Parcel:	-	Taxes:	\$8,082.71/Room (2021)	Ratio:	1.02 Per Room

#### SITE AMENITIES

Fully-Equipped Kitchen, High Speed Internet Access, Patio, Public Access Wifi, Smoke-Free

#### TRANSACTION NOTES

This report has been verified by information available to the public.

# SALE COMPS REPORT

## Sale Comparables Summary

3400 S US Highway 17/92

Sale Comparables

Avg Price/Room

Average Price

Avg Cap Rate

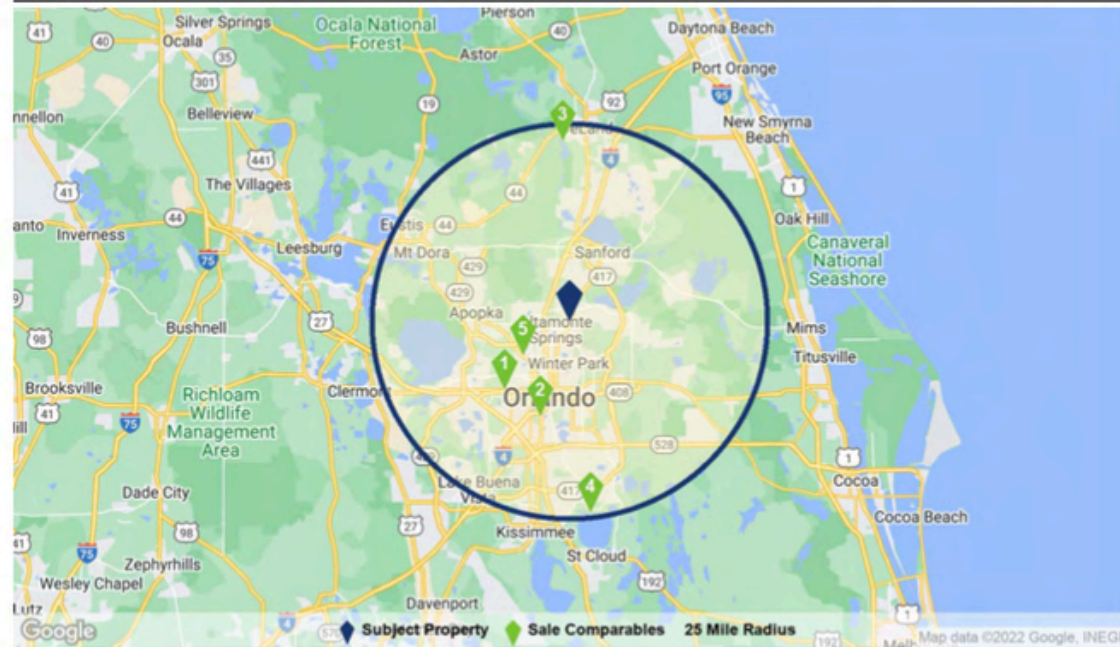
5

\$148.2K

\$3.6M

25.0%

### SALE COMPARABLES LOCATIONS



### SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$1,800,000	\$3,586,000	\$2,100,000	\$10,030,000
Price/Room	\$50,000	\$148,182	\$95,000	\$417,917
Cap Rate	25.0%	25.0%	25.0%	25.0%
Time Since Sale in Months	8.4	10.5	10.7	13.8
Property Attributes	Low	Average	Median	High
Property Size in Rooms	17	24	20	42
Number of Floors	1	1	1	2
Total Meeting Space	-	-	-	-
Year Built	1948	1962	1958	1989
Class	Economy	Economy	Economy	Economy

## Sale Comparables Summary

3400 S US Highway 17/92

### SALE COMPARABLES LOCATIONS

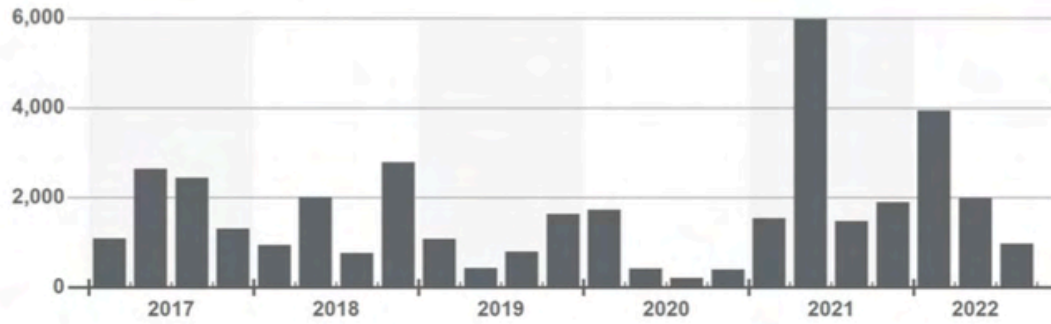
Property Name/Address	Property Information				Sale Information		
	Class	Year Built	Rooms	Brand	Sale Date	Price	Price/Room
1 <b>Orlando Motel</b> 6510 W Colonial Dr	Economy	1958	42	-	12/9/2021	\$2,100,000	\$50,000
2 <b>Melody Motel</b> 3842 S Orange Blossom Trl	Economy	1948	17	-	12/8/2021	\$1,800,000	\$105,882
3 <b>Tropical Resort &amp; Marina</b> 1485 Lakeview Dr	Economy	1967	18	-	9/30/2021	\$2,100,000	-
4 <b>Boggy Creek Resort and RV...</b> 3705 Big Bass Rd	Economy	1989	24	-	9/23/2021	\$10,030,000	\$417,917
5 <b>Geneva Motel</b> 6401 N Orange Blossom Trl	Economy	1949	20	-	6/30/2021	\$1,900,000	\$95,000

# SALE COMPS REPORT

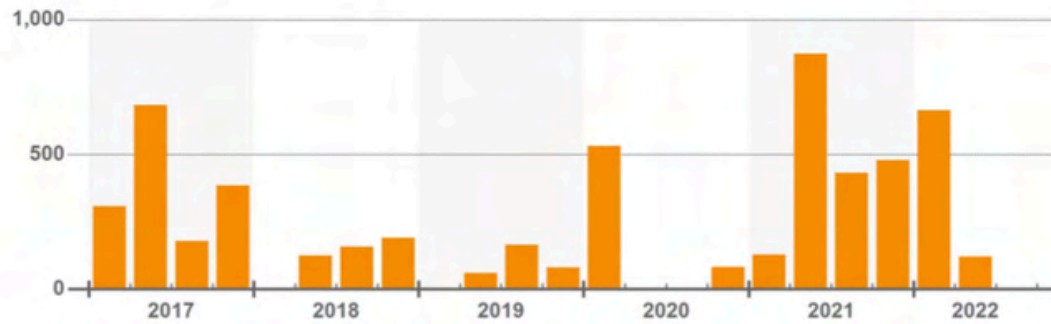
## Sales Volume

3400 S US Highway 17/92

ORLANDO - FL SALES VOLUME IN ROOMS



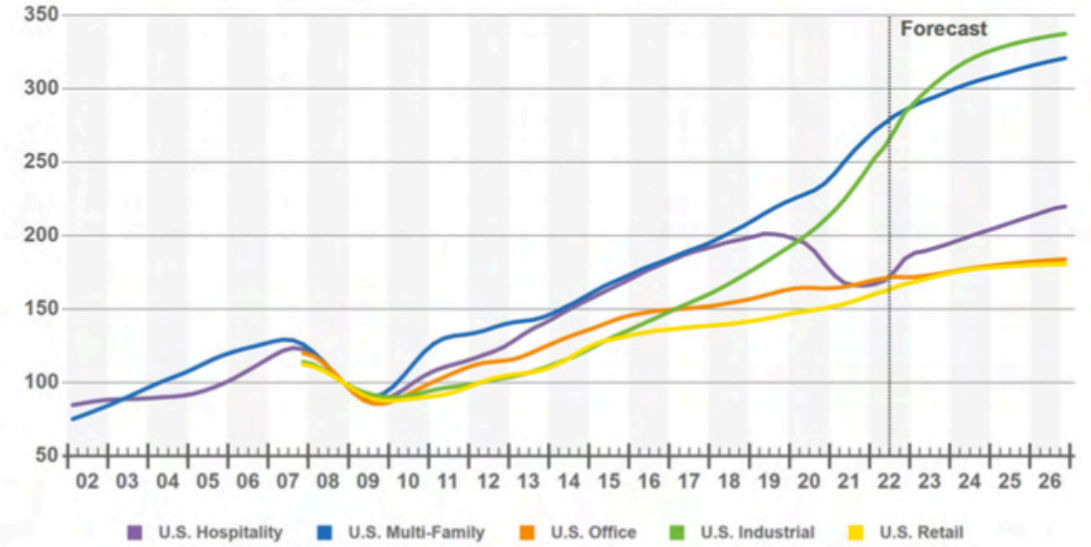
ORLANDO NORTH SALES VOLUME IN ROOMS



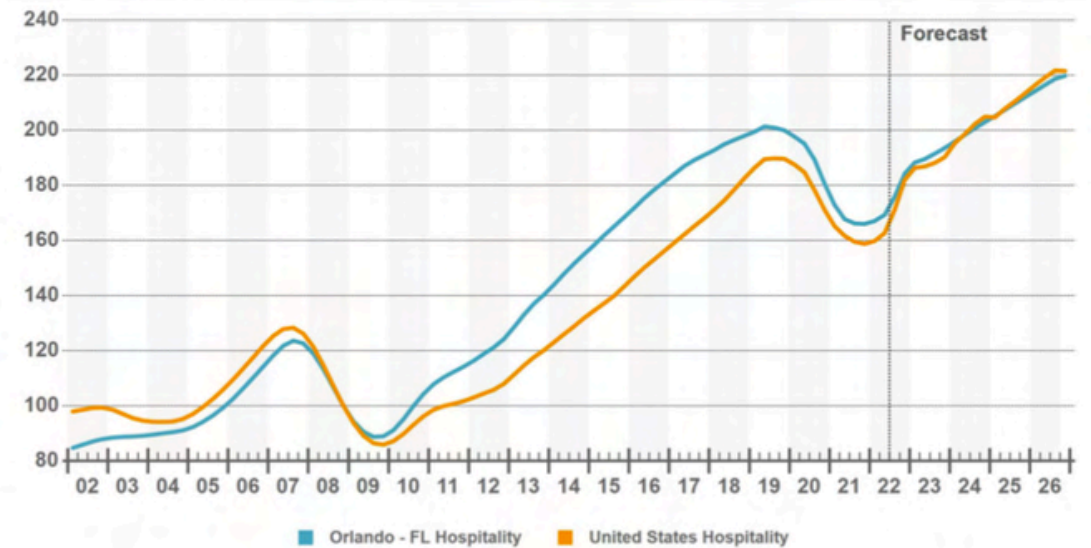
## Sales Pricing

3400 S US Highway 17/92

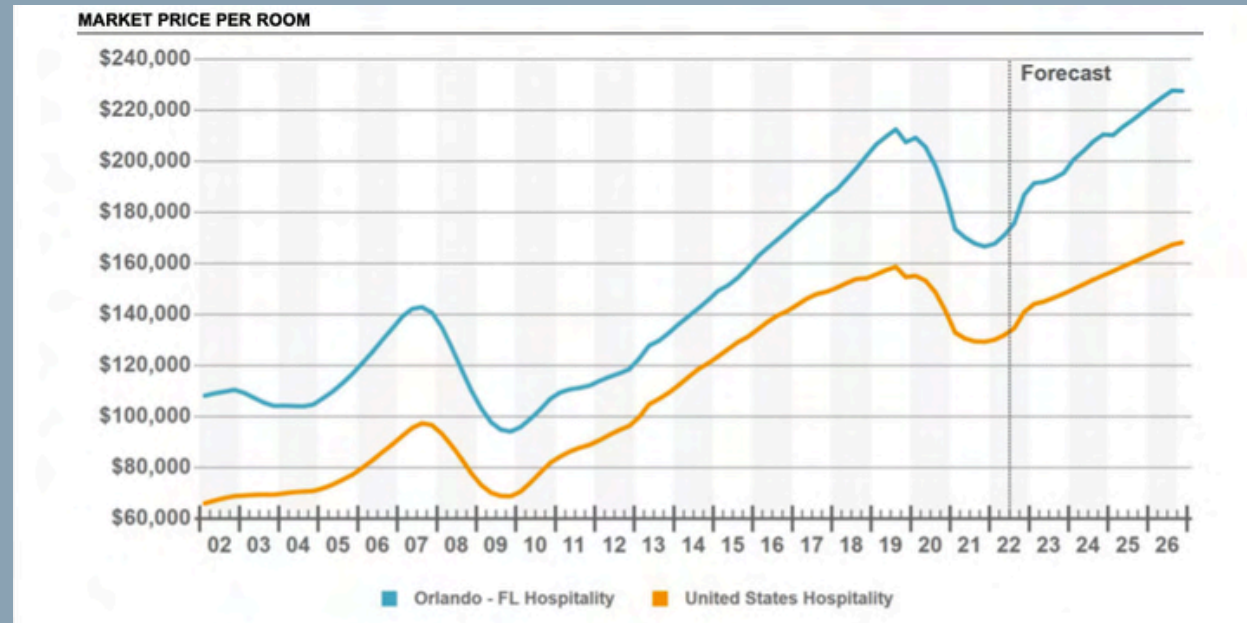
NATIONAL PRICE INDICES



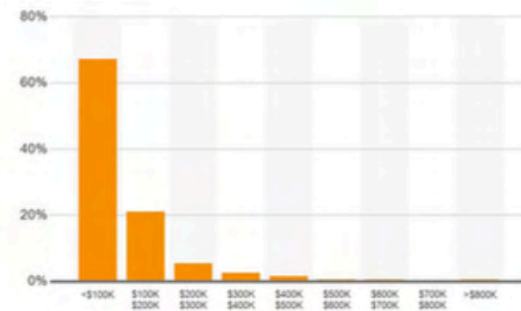
HOSPITALITY PRICE INDICES



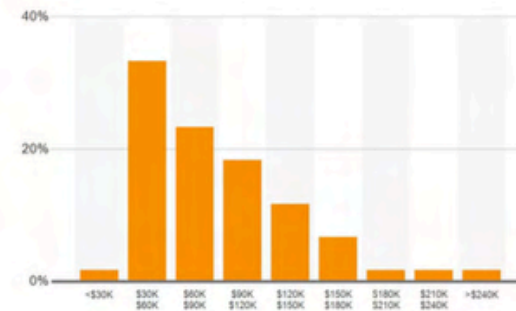
# SALE VOLUME & PRICING



**UNITED STATES SALE PRICE PER ROOM DISTRIBUTION PAST 12 MONTHS**



**ORLANDO - FL SALE PRICE PER ROOM DISTRIBUTION PAST 12 MONTHS**



**PRICE PER ROOM SUMMARY FOR SALES IN PAST YEAR**

Geography	Transactions	Low	Bottom 25%	Median	Average	Top 25%	High
United States	4,861	\$2	\$21,182	\$71,429	\$162,761	\$300,191	\$11,700,000
Orlando - FL	67	\$16,129	\$45,290	\$77,222	\$98,155	\$861,678	\$11,700,000
Orlando North	16	\$16,129	\$30,662	-	\$90,834	\$168,625	\$191,171
Selected Sale Comps	5	\$50,000	\$50,000	\$95,000	\$130,826	\$261,900	\$417,917



# BUYERS & SELLERS

## Sellers

3400 S US Highway 17/92

### TOP ORLANDO - FL HOSPITALITY SELLERS PAST TWO YEARS

Company Name	Properties Sold			Properties Bought		
	Bldgs	Rooms	Volume	Bldgs	Rooms	Volume
Wyndham Hotels & Resorts	2	470	\$124,100,000	0	0	-
Noble Investment Group	3	1,100	\$114,000,000	0	0	-
Urban Commons LLC	2	1,177	\$81,980,591	0	0	-
Brookfield Asset Management, Inc.	6	704	\$68,562,841	0	0	-
CorePoint Lodging Inc.	6	843	\$65,136,140	0	0	-
Blackstone Inc.	6	693	\$61,210,500	25	3,071	\$153,524,892
Starwood Capital Group	5	724	\$60,109,856	24	2,941	\$128,672,697
Ares Management LLC	1	486	\$53,500,000	0	0	-
Winston Harton Holdings	1	486	\$53,500,000	0	0	-
Robert J Guidry	2	335	\$49,448,000	0	0	-
Southeastern Real Estate Group	1	195	\$45,000,000	0	0	-
Southern Hospitality Management	2	281	\$41,414,800	0	0	-
Itacaré Capital Partners, Ltd	1	718	\$36,286,900	0	0	-
Equity Management Partners, Inc.	1	301	\$31,000,000	0	0	-
3H Group Hotels	1	153	\$25,377,500	0	0	-
Condor Hospitality Trust, Inc.	1	130	\$24,852,195	0	0	-
Sunsol Hotel & Resort	1	192	\$19,750,000	0	0	-
Alpesh N. Khushal	1	200	\$18,000,000	0	0	-
C & Y Investment Corp.	2	330	\$17,170,000	0	0	-
Robert D & Gloria Jarvis	1	435	\$16,400,000	0	0	-
AD1 Global	3	720	\$16,363,700	3	391	\$4,900,000
Allamanda Investments LLC	1	356	\$16,000,000	0	0	-
USA Investment Co.	1	230	\$16,000,000	0	0	-
Emerald Eagles, LLC	1	138	\$15,700,000	0	0	-
Champions World Resort	1	295	\$15,600,000	0	0	-

■ Sold at least one asset in Orlando North submarket

### TYPES OF HOSPITALITY ORLANDO - FL SELLERS PAST TWO YEARS

Company Type	Bldgs	Rooms	Selling Volume		Average Sale	
			Millions	Price/Room	Avg Price	
Private	65	9,631	\$705.25	\$73,227	\$10,850,074	
Private Equity	17	3,701	\$333.56	\$90,127	\$19,621,190	
REIT/Public	11	1,659	\$228.49	\$137,726	\$20,771,657	
Institutional	8	1,288	\$97.16	\$75,434	\$12,144,982	

## Buyers

3400 S US Highway 17/92

### TOP ORLANDO - FL HOSPITALITY BUYERS PAST TWO YEARS

Company Name	Properties Bought			Properties Sold		
	Bldgs	Rooms	Volume	Bldgs	Rooms	Volume
Monarch Alternative Capital LP	7	1,946	\$198,220,891	0	0	-
London & Regional Properties	4	1,586	\$167,500,000	0	0	-
Tishman Hotel Corporation	2	1,118	\$156,786,900	0	0	-
Blackstone Inc.	25	3,071	\$153,524,892	6	693	\$61,210,500
Starwood Capital Group	24	2,941	\$128,672,697	5	724	\$60,109,856
Cross Lake Partners LP	1	400	\$120,500,000	0	0	-
Willow Lake Holdings Inc	3	1,100	\$114,000,000	0	0	-
HHM	3	434	\$66,792,300	0	0	-
Highgate Hotels	7	982	\$59,026,140	0	0	-
Paceline Equity Partners, LLC	2	355	\$58,726,000	0	0	-
Hersha Hospitality Trust	2	335	\$49,448,000	0	0	-
Three Wall Capital LLC	2	231	\$31,963,000	0	0	-
Songy Highroads LLC	1	301	\$31,000,000	0	0	-
HKB Hotel Group	2	334	\$28,500,000	0	0	-
Global Hotel Group Management & Investm...	3	379	\$23,800,000	0	0	-
Radix Hawk Group	1	192	\$19,750,000	0	0	-
Lockwood Companies	2	330	\$17,170,000	0	0	-
Veteran Services USA	2	330	\$17,170,000	0	0	-
ICM Development Group	1	435	\$16,400,000	0	0	-
KAWA Capital Management	1	436	\$16,363,700	0	0	-
Hotel Connections	2	712	\$16,000,000	0	0	-
Rore Investment Group	1	230	\$16,000,000	0	0	-
Lennox Capital Partners, LP	1	138	\$15,700,000	0	0	-
Cornerstone Asset Service LLC	1	295	\$15,600,000	0	0	-
Sandpiper Hospitality	2	226	\$15,000,000	0	0	-

■ Purchased at least one asset in Orlando North submarket

### TYPES OF HOSPITALITY ORLANDO - FL BUYERS PAST TWO YEARS

Company Type	Bldgs	Rooms	Buying Volume		Average Purchase	
			Millions	Price/Room	Avg Price	
Private	78	11,841	\$844.17	\$71,291	\$10,822,654	
Institutional	42	7,689	\$650.30	\$84,575	\$15,483,268	
Private Equity	30	3,880	\$254.71	\$65,647	\$8,490,463	
REIT/Public	2	335	\$49.45	\$147,605	\$24,724,000	

# EXCLUSIVELY MARKETED BY:

## ABOUT ME:

I have been in the Real Estate services Business in Orlando area for many successful years and specialize in Commercial Sales and Leases. I'm a Designated Commercial agent and Business Broker in Central Florida and specialize in Investment sales and leases services. I am the perfect fit to help you buy or sell in Commercial Real Estate and development projects. I'm a member of CCIM, ICSC, NAOIP, working with investors and developers for their projects, acquisitions and dispositions of their properties.

I provide assistance to Investors, Owners User buyers, tenants and Landlords inquiring services to lease, purchase or land development projects for their Retail, Industrial, Multi-Family and Medical Offices. I can assist them for Financial & Market Analysis, value add opportunities, market research and Professional Marketing Solutions for the listings with advance marketing techniques and negotiation skills to facilitate transactions.




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## PROFESSIONAL PROFILE

GRCC(Grand Rapids Community College) Grand Rapids Michigan 2012 Sisli Technical School Electric and Electronic - Istanbul Turkey 2003 Previously employed at Stiles Machinery as Electronic Technician Acquired Real Estate Sales Associates since 2014 Member of Orlando Regional Realtor Association (ORRA) Member of Florida Association of Realtors (FAR) Member of National Association of Realtors (NAR) Member of Business Brokers of Florida (BBF) Member of Certified Commercial Investment Member (CCIM) Certification Completion of CI 101 Financial Analysis Class of CCIM (2020) Certification Completion of CI 102 Market Analysis Class of CCIM (2020) Certification Completion of CI 103 User Analysis Class of CCIM (2021) Certification Completion of CI 104 Investor Analysis Class of CCIM (2021) Top Sales Agent Real Estate Awards in 2016 & 2017 at Premium Properties R.E Services Branch Manager of Dr Phillips Orlando Office since 2017. Assisting Agents to prepare contracts, negotiate in transactions, analyzing properties Financial and Market Aspects. Scheduling trainings and sales meetings, motivating the team and recruiting new Sales Associates during continuing of Leasing and Selling Commercial Real Estates and Businesses

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