

OFFERING MEMORANDUM

Quality Inn & Suites Albuquerque

6100 ILIFF RD NW
Albuquerque, NM 87121

PRESENTED BY:

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WALT ARNOLD, CCIM, SIOR
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NM #9117



BLUESTONE



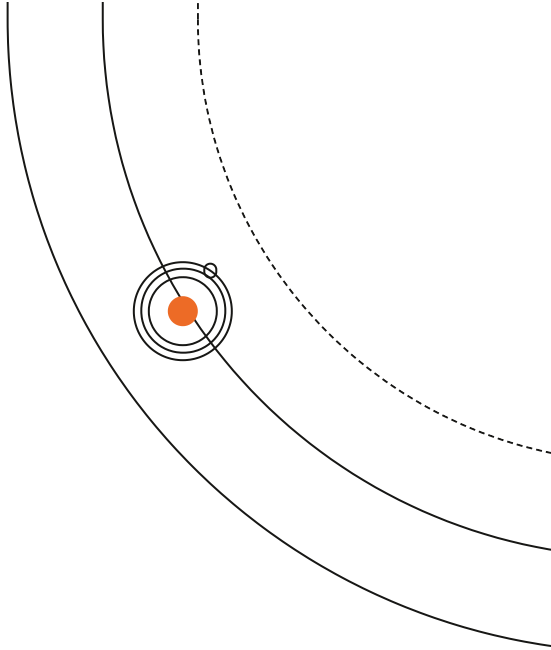
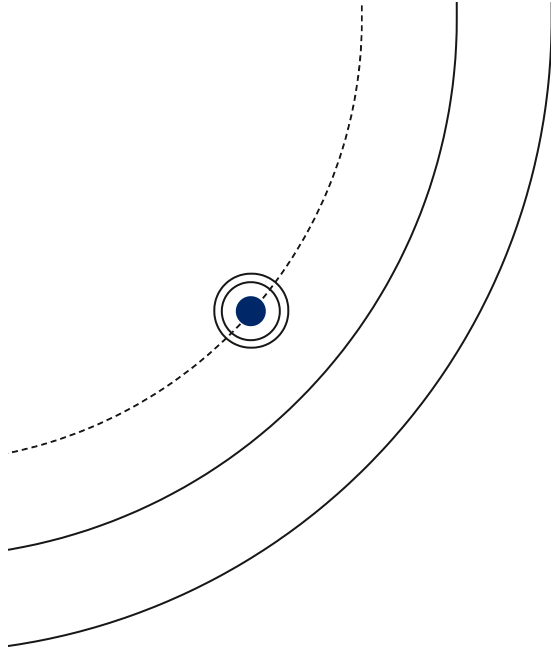


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			Joseph Aiston

DISCLAIMER

The material contained in this Offering Memorandum is furnished solely for the purpose of considering the purchase of the property within and is not to be used for any other purpose. This information should not, under any circumstances, be photocopied or disclosed to any third party without the written consent of the SVN® Advisor or Property Owner, or used for any purpose whatsoever other than to evaluate the possible purchase of the Property.

The only party authorized to represent the Owner in connection with the sale of the Property is the SVN Advisor listed in this proposal, and no other person is authorized by the Owner to provide any information or to make any representations other than contained in this Offering Memorandum. If the person receiving these materials does not choose to pursue a purchase of the Property, this Offering Memorandum must be returned to the SVN Advisor.

Neither the SVN Advisor nor the Owner make any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein, and nothing contained herein is or shall be relied upon as a promise or representation as to the future representation of the Property. This Offering Memorandum may include certain statements and estimates with respect to the Property. These Assumptions may or may not be proven to be correct, and there can be no assurance that such estimates will be achieved. Further, the SVN Advisor and the Owner disclaim any and all liability for representations or warranties, expressed or implied, contained in or omitted from this Offering Memorandum, or any other written or oral communication transmitted or made available to the recipient. The recipient shall be entitled to rely solely on those representations and warranties that may be made to it in any final, fully executed and delivered Real Estate Purchase Agreement between it and Owner.

The information contained herein is subject to change without notice and the recipient of these materials shall not look to Owner or the SVN Advisor nor any of their officers, employees, representatives, independent contractors or affiliates, for the accuracy or completeness thereof. Recipients of this Offering Brochure are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

This Offering Memorandum is a solicitation of interest only and is not an offer to sell the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate negotiations with any entity, for any reason, at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Offering Memorandum or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Real Estate Purchase Agreement on terms acceptable to Owner, in Owner's sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agreed to release the Owner and the SVN Advisor from any liability with respect thereto.

To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.



OFFERING PROCESS & INQUIRIES:

QUALITY INN & SUITES ALBUQUERQUE

FOR SALE: \$7,00,000

THIS IS A CONFIDENTIAL AND EXCLUSIVE LISTING AND WE RESPECTFULLY REQUEST THAT ALL INQUIRIES BE ADDRESSED THROUGH WALT ARNOLD CCIM, SIOR, BRIAN RESENDEZ, CCIM AND JOSEPH AISTON. PLEASE DO NOT ENGAGE EMPLOYEES OR INTERRUPT NORMAL BUSINESS OPERATIONS.

In addition to providing the Offering Memorandum, Listing Brokers will conduct on-site property tours of **Quality Inn & Suites Albuquerque** with Qualified Investors. All inquiries concerning this transaction should be addressed to the following:

Walt Arnold CCIM, SIOR | Managing Director - Broker of Record
SVN | Walt Arnold Commercial Brokerage
6200 Seagull St. NE, Albuquerque, NM 87109
(505) 269-9358
walt.arnold@svn.com

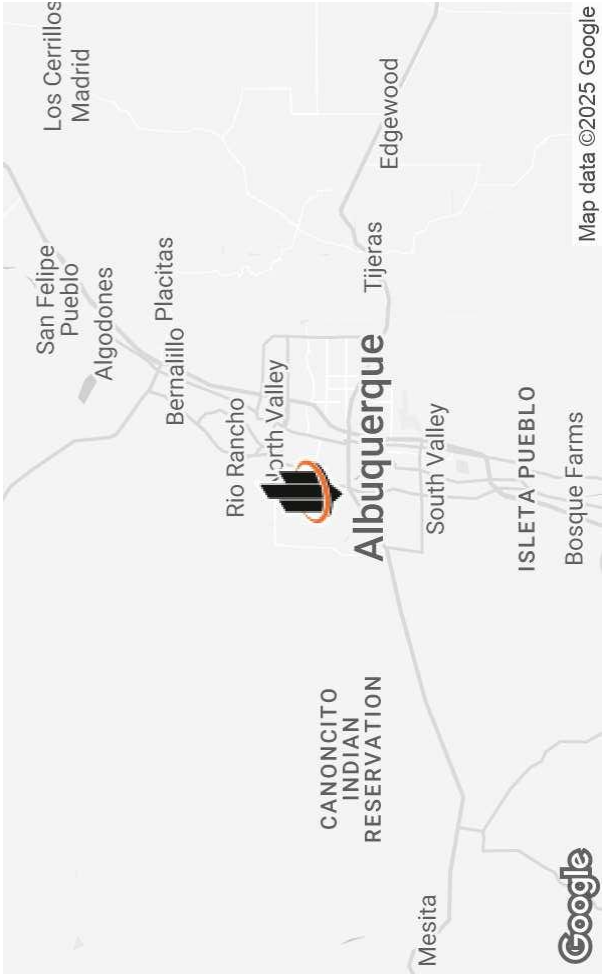
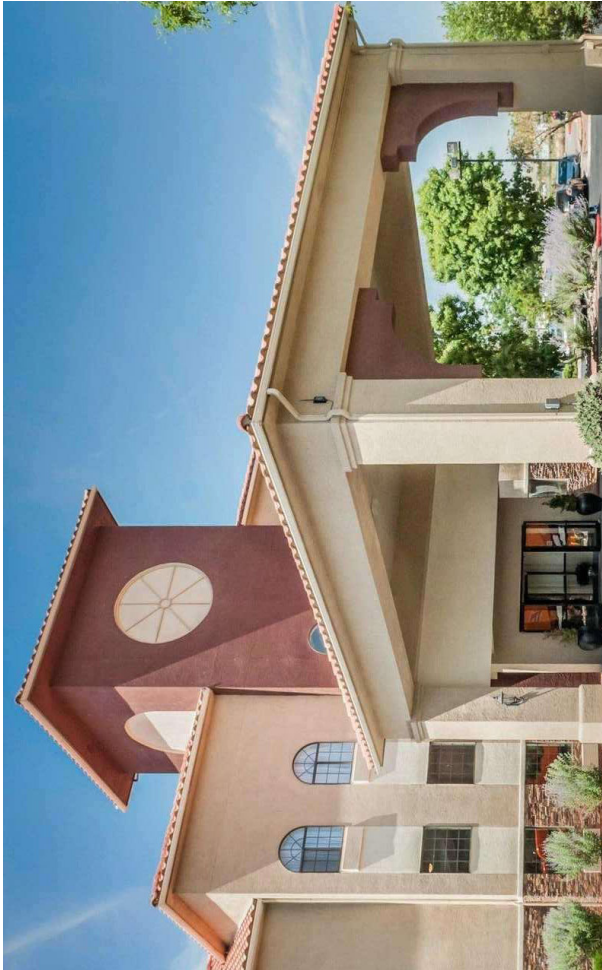
Brian Resendez, CCIM | SVP Hotel & Land
SVN | Bluestone
9430 SW Coral St.
(503) 577-7710
brian.resendez@svn.com
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SECTION 1
Property
Information

PROPERTY SUMMARY



OFFERING SUMMARY

SALE PRICE:	\$7,000,000
PRICE PER ROOM:	\$67,308
NUMBER OF ROOMS:	104
YEAR BUILT:	1996
LOT SIZE:	1.75 Acres
ZONING:	C
BUILDING SIZE:	43,342 SF
MEETING SPACE:	625 SF
PARKING:	80

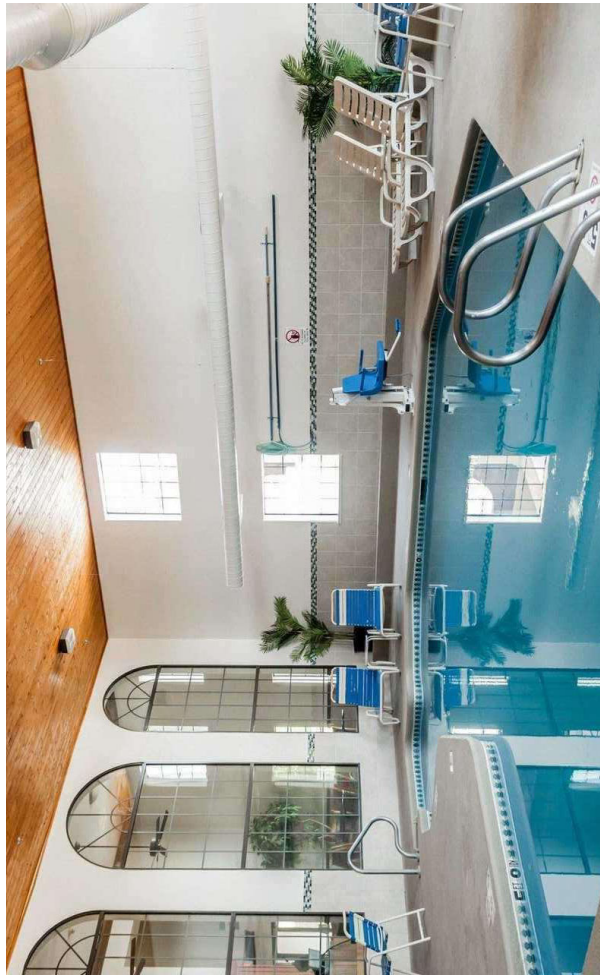
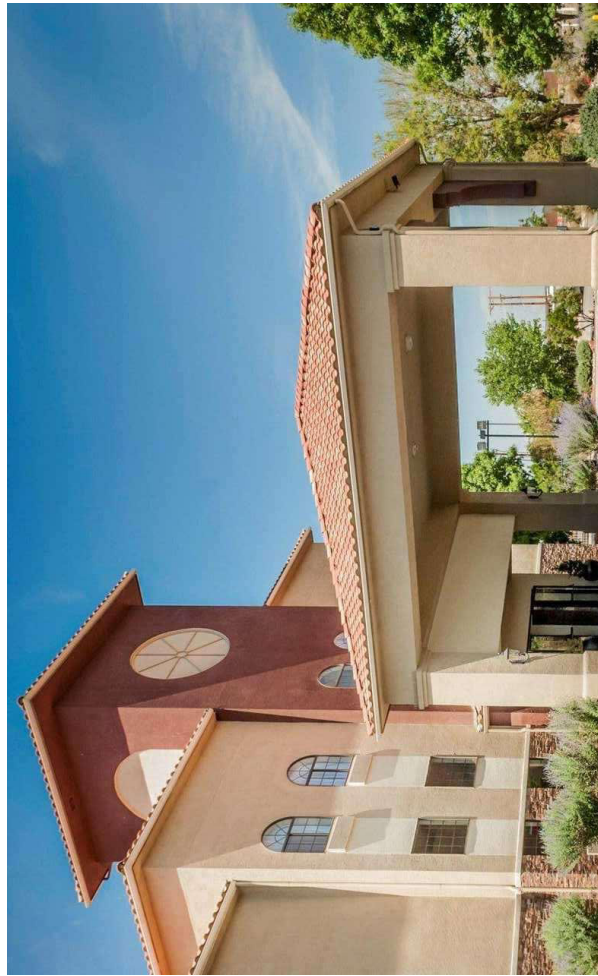
PROPERTY DESCRIPTION

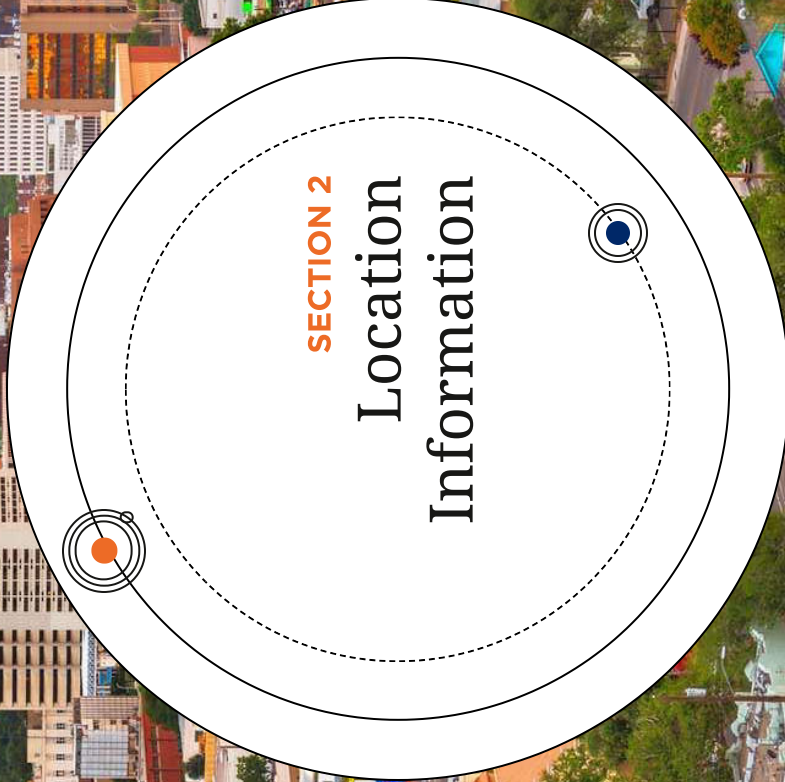
Quality Inn & Suites Albuquerque is a midscale limited service hotel with 104 guestroom. Built in 1996, the property is located on 1.75 acres just west of Albuquerque's Historic Old Town. Hotel amenities include an indoor heated pool and hot tub, fitness center, 625 SF of meeting space, business center and guest laundry facilities.

LOCATION DESCRIPTION

This hotel is well located off Interstate 40 and is just a 10 minute drive from Historic Old Town Albuquerque and the Albuquerque Convention Center. In addition, the property is only 15 minutes from the Route 66 Casino. Other nearby attractions include University Stadium, Kirtland Air Force Base, the Albuquerque Aquarium, Cottonwood Mall and Tingley Coliseum.

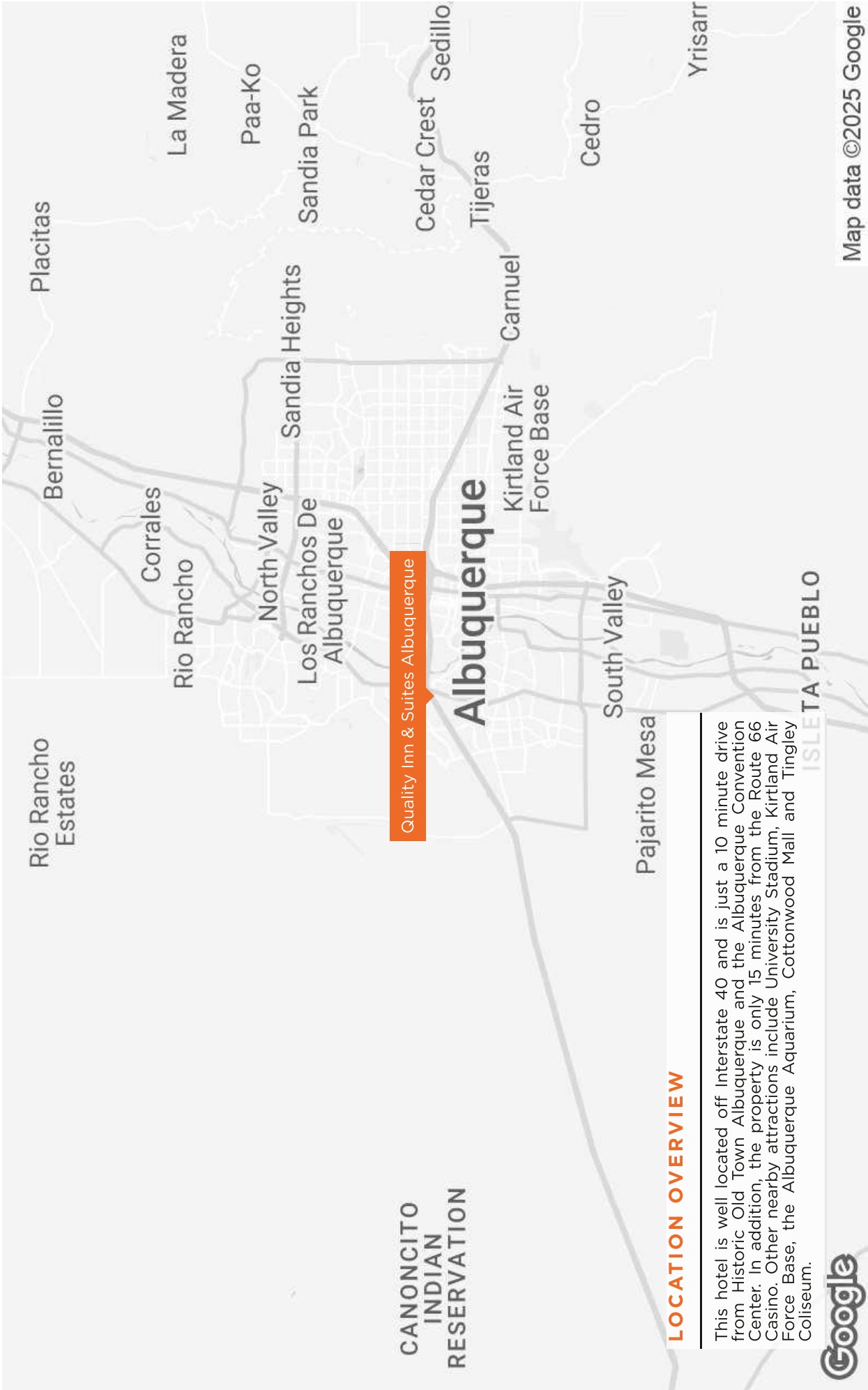
ADDITIONAL PHOTOS





SECTION 2 Location Information

REGIONAL MAP

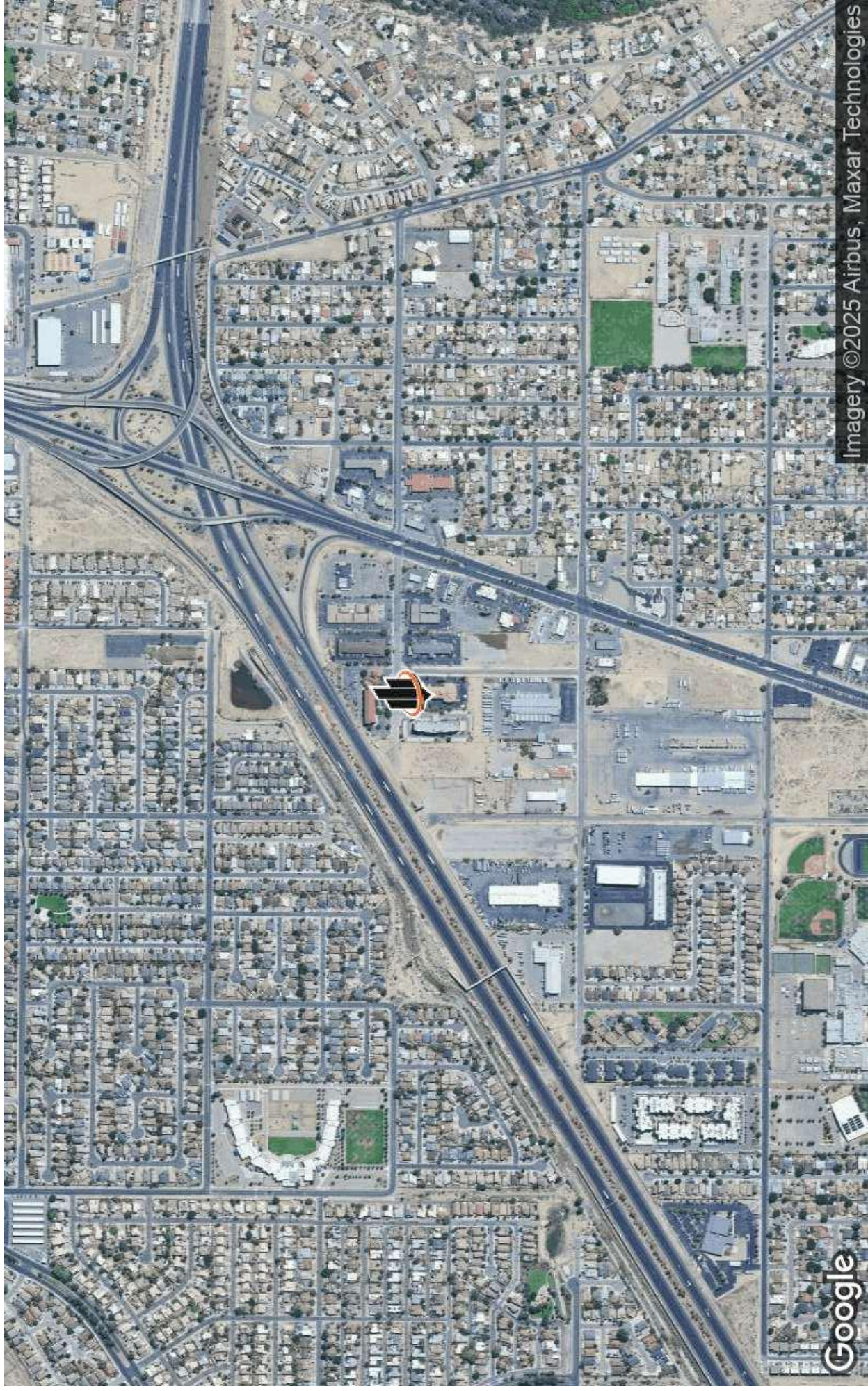


LOCATION OVERVIEW

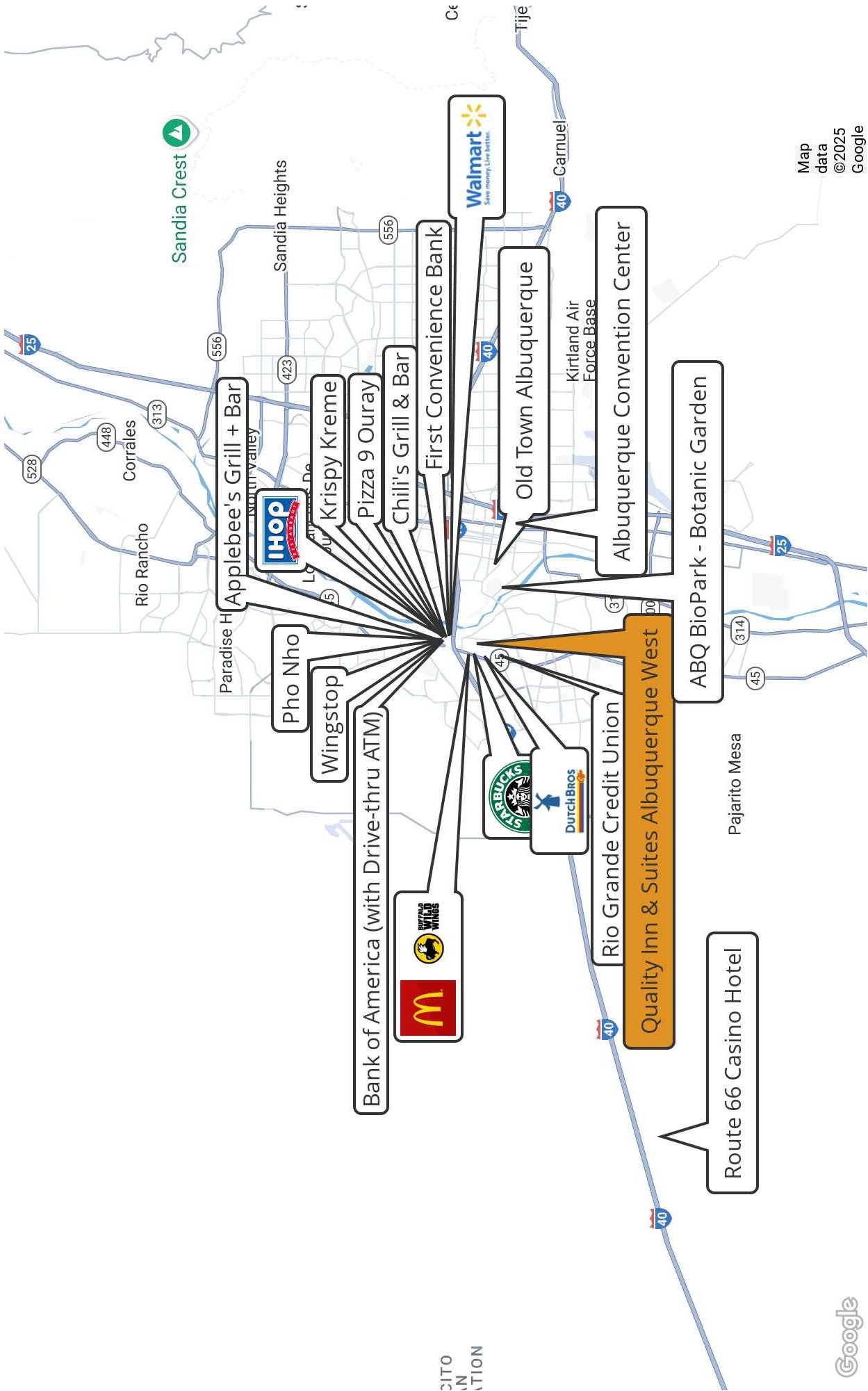
This hotel is well located off Interstate 40 and is just a 10 minute drive from Historic Old Town Albuquerque and the Albuquerque Convention Center. In addition, the property is only 15 minutes from the Route 66 Casino. Other nearby attractions include University Stadium, Kirtland Air Force Base, the Albuquerque Aquarium, Cottonwood Mall and Tingley Coliseum.



AERIAL MAP



LOCATION MAP



SECTION 3
**Financial
Analysis**

2024 FINANCIAL SNAPSHOT WITH ADD BACKS

The following Financial Snapshot includes the following non-operational *Add Backs*: Auto Expense, Charitable Contributions, Fuel Expense, Interest Expense, and Meal & Entertainment (See 2024 P&L for expense breakdown)



Quality Inn Albuquerque	
6100 Iliff Rd N W, Albuquerque, NM 87121	
NO. UNITS:	104
PRICE REDUCTION:	\$7,000,000
DOWN PAYMENT:	\$1,750,000
PRICE PER UNIT:	\$67,308

PROPERTY HIGHLIGHTS			
Pool	Yes	Restaurant	No
Year Built	1996	Lounge	No
# of units	104	Conf. Rooms	Yes
Utilities	Standard	Opportunity Zone	Yes
Sewer	Standard	Corridor	Interior
Parking	80	Scale	Midscale

ACQUISITION SUMMARY		
PRICE REDUCTION:		\$7,000,000
DOWN PAYMENT:		\$1,750,000
AMOUNT TO FINANCE:		\$5,250,000
TERMS:		7.5% - 25 yr. amort.
MONTHLY PMT:		\$38,797.04
ANNUAL DEBT SERVICE:		\$465,564.44
G.R.M.	CAP RATE	RETURN ON INVESTMENT
3.45	9.70. %	\$213,521 12.20%

T12	2024	2023	2022
ADR	\$79.46	\$82.59	\$88.11
OCC	61.60%	59.80%	56.79%
REVPAR	\$48.95	\$49.39	\$50.04

INCOME/ EXPENSE DATA		
Income:	Year:	2024 % of (GS)
	Taxable	\$1,741,874 85.8%
	Non Taxable	\$166,911 8.22%
	Other	\$121,334 5.98%
Gross Profit:		\$2,030,119 100.00%
Expense Summary:		2024 % of (GS)
		0.00%
		0.00%
		0.00%
		0.00%
		0.00%
		0.00%
		0.00%
		0.00%
Total Operating Expenses		\$1,351,034 66.55%
Net Operating Income (NOI)		\$679,085

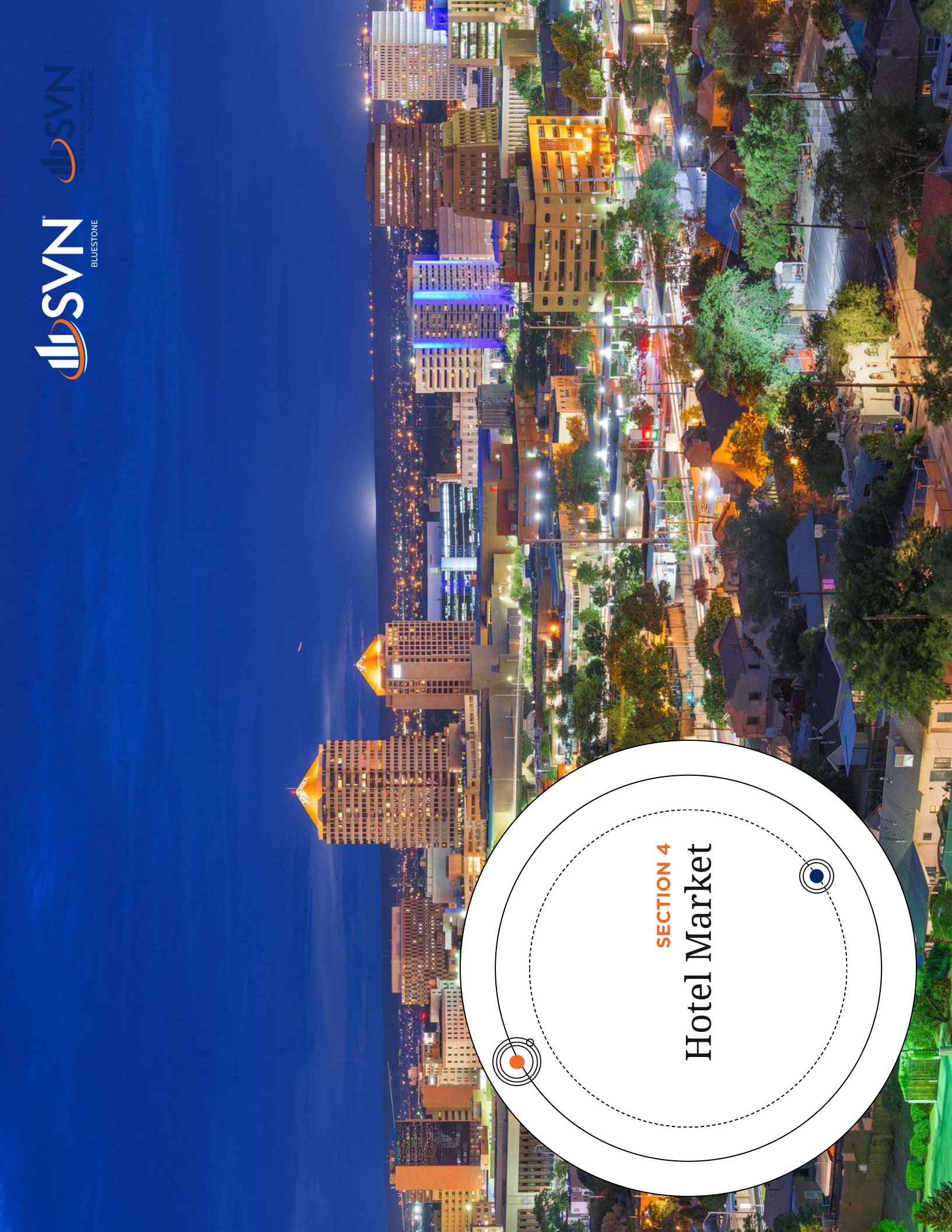
The information above has been obtained from sources believed reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the property. The value of this transaction to you depends on tax and other factors which should be evaluated by your tax, financial and legal advisors. You and your advisors should conduct careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs.

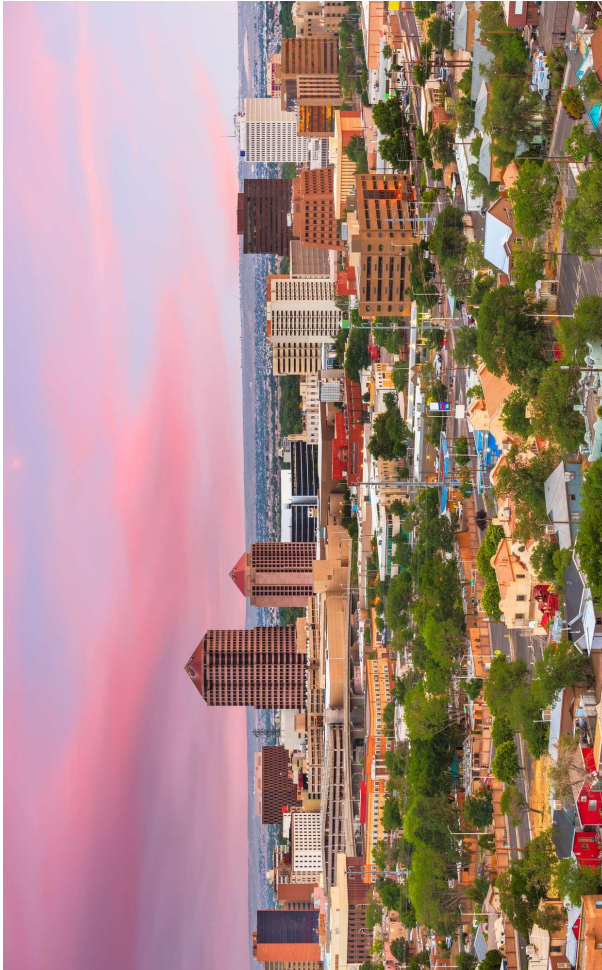
Tab 2 - Monthly Performance at a Glance - My Property vs. Competitive Set

Quality Inn & Suites Albuquerque 6100 Iliff Rd NW Albuquerque, NM 87121 Phone: (505) 836-8600
STR # 33411 ChainID: NM149 MgtCo: None Owner: None
For the Month of: December 2024 Date Created: January 16, 2025 Monthly Competitive Set Data Excludes Subject Property

December 2024										
	Occupancy (%)			ADR			RevPAR			
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)	
Current Month	63.0	36.3	173.4	64.64	58.71	110.1	40.70	21.32	190.9	
Year To Date	61.6	48.4	127.3	79.46	72.03	110.3	48.96	34.86	140.5	
Running 3 Month	67.4	41.0	164.4	78.70	77.15	102.0	53.04	31.63	167.7	
Running 12 Month	61.6	48.4	127.3	79.46	72.03	110.3	48.96	34.86	140.5	
December 2024 vs. 2023 Percent Change (%)										
	Occupancy			ADR			RevPAR			
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)	
Current Month	20.3	-19.2	48.8	-5.6	-9.7	4.5	13.5	-27.0	55.5	
Year To Date	3.0	-13.1	18.6	-3.8	-2.5	-1.3	-0.9	-15.3	17.0	
Running 3 Month	17.5	-22.3	51.2	-4.4	-3.5	-0.9	12.4	-25.0	49.9	
Running 12 Month	3.0	-13.1	18.6	-3.8	-2.5	-1.3	-0.9	-15.3	17.0	

SECTION 4 Hotel Market





ALBUQUERQUE - NM USA

Albuquerque is a relatively small U.S. hotel market, and it has about 18,000 rooms spread over 180 properties. The average hotel in the area has about 98 rooms, which is not a significant deviation from the overall U.S. average.

Albuquerque has a diverse hotel stock, with plenty of hotels at both the high-end and cost-efficient ends of the spectrum. Specifically, it is one of only about 10 U.S. hotel markets that has both an above-average proportion of Economy and Midscale units, and an above-average proportion of Upper Upscale and Luxury rooms.

In the past 12 months, monthly occupancy has averaged 63.6%, essentially matching the national average of 63.0% for the same period. Twelve-month RevPAR in the Albuquerque hotel market was essentially flat year-over-year as of December. The situation looks a bit better on a national scale, where RevPAR is in the green, albeit modestly.

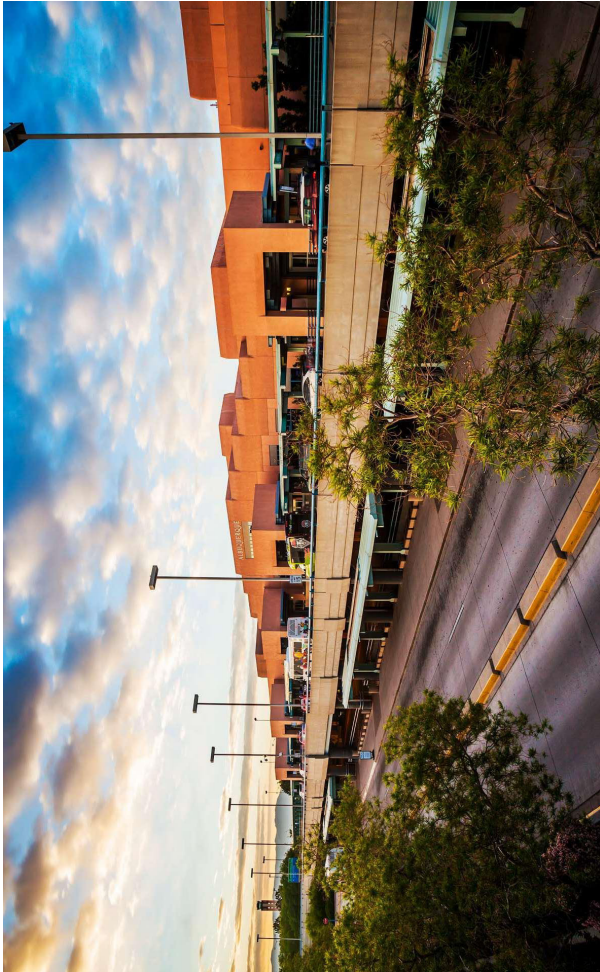
There are 170 rooms spread between two projects underway in the Albuquerque market, representing a 1.0% expansion of the existing inventory. While this is not the only construction the market has seen in recent memory, it does represent a turnaround from the overall trend. Specifically, the inventory has contracted over the past 10 years, as demolition activity has outpaced new construction.

The number of hotel trades in the past year exceeded the three-year average, although broadly speaking, Albuquerque is not among the more actively traded U.S. hotel markets.

Employment in the market was recently increasing at an annual rate of 1.6%, or a gain of about 6,700 jobs. While a positive result, this does represent the weakest rate of job creation in the past 12 months, which at one point was as high as 2.6%.
(Costar - Feb 2025)

PERFORMANCE	MARKET	
	MIDSCALE & ECONOMY	MARKET
Occupancy	49.9%	51.5%
ADR	\$63.75	\$100.00
RevPAR	\$31.84	\$51.53
3 Mo Occupancy	56.0%	60.3%
3 Mo ADR	\$76.67	\$123.42
3 Mo RevPAR	\$42.90	\$74.35
YTD Occupancy	57.9%	63.6%
YTD ADR	\$73.99	\$116.71
YTD RevPAR	\$42.82	\$74.23
12 Mo Occupancy	57.9%	63.6%
12 Mo ADR	\$73.99	\$116.71
12 Mo RevPAR	\$42.82	\$74.23

HOTEL SUB MARKET



ALBUQUERQUE AIRPORT/SOUTH

Albuquerque Airport/South comprises 47 hotel properties, which contain around 4,500 rooms. Among the subtypes, there are 480 Luxury & Upper Upscale rooms, 1,800 Upscale & Upper Midscale rooms, and 2,200 Midscale & Economy rooms in Albuquerque Airport/South.

As of December, Albuquerque Airport/South 12-month occupancy is 68.3%, 12-month ADR is \$103, and 12-month RevPAR is \$70. Year over year, 12-month occupancy in Albuquerque Airport/South has not changed, 12-month ADR has changed 2.9%, and 12-month RevPAR has changed by 2.9%.

Among Upscale & Upper Midscale assets, 12-month occupancy is 74.7% and ADR is \$125, resulting in a 12-month RevPAR of \$94. On a year over year basis, 12-month occupancy changed by 1.4%, 12-month ADR changed by 2.3%, and 12-month RevPAR changed by 3.8%.

For Midscale & Economy class hotels in Albuquerque Airport/South, 12-month occupancy is 61.8% and ADR is \$75, resulting in a 12-month RevPAR of \$47.00. On a year over year basis, 12-month occupancy changed by -1.9%, 12-month ADR changed by -0.8%, and 12-month RevPAR changed by -2.6%.

Approximately 170 rooms are under construction in Albuquerque Airport/South, accounting for 3.8% of its existing inventory. Over the past 12 months, roughly 180 rooms have opened across 2 buildings. (Costar - Feb 2025)

PERFORMANCE	SUBMARKET	
	MIDSCALE & ECONOMY	SUBMARKET
Occupancy	54.1%	56.7%
ADR	\$64.46	\$88.15
RevPAR	\$34.85	\$49.97
3 Mo Occupancy	59.1%	64.2%
3 Mo ADR	\$75.22	\$106.96
3 Mo RevPAR	\$44.44	\$68.71
YTD Occupancy	62.5%	68.3%
YTD ADR	\$74.65	\$103.08
YTD RevPAR	\$46.68	\$70.39
12 Mo Occupancy	62.5%	68.3%
12 Mo ADR	\$74.65	\$103.08
12 Mo RevPAR	\$46.68	\$70.39

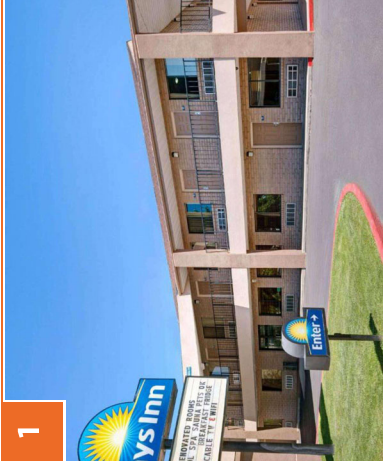
HOTEL COMPETITION



QUALITY INN & SUITES ALBUQUERQUE

6100 Iliff Rd NW, Albuquerque, NM 87121

Quality Inn & Suites Albuquerque is a midscale limited service hotel with 104 guestroom. Built in 1996, the property is located on 1.75 acres just west of Albuquerque's Historic Old Town. Hotel amenities include an indoor heated pool and hot tub, fitness center, 625 SF of meeting space, business center and guest laundry facilities.



DAYS INN ALBUQUERQUE WEST

6031 Iliff Rd NW, Albuquerque , NM 87121

Franchised / Independent - Franchised

Number of Units - 81

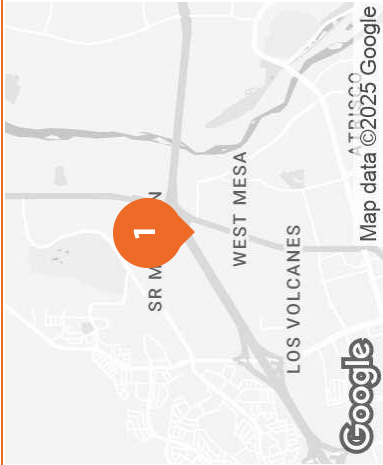
Scale - Economy

Year Built - 1992

Lot Size - 1.79 Acres

Distance from Subject - 0.1 miles

Notes: Sold in 2022 for \$3,450,000



SUPER 8 BY WYNDHAM ALBUQUERQUE WEST

6030 Iliff Rd NW, Albuquerque , NM 87121

Franchised / Independent - Franchised

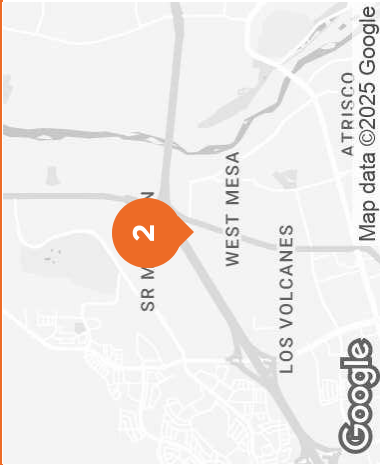
Number of Units - 98

Scale - Economy

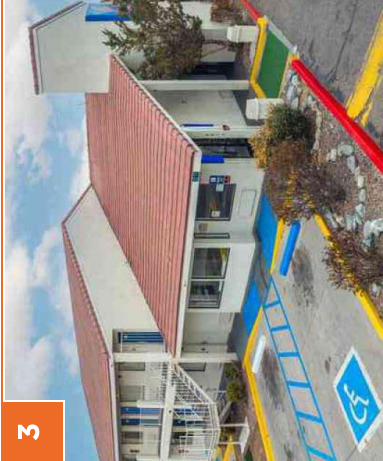
Year Built / Renovated - 1990 / 2004

Lot Size - 5.71 Acres

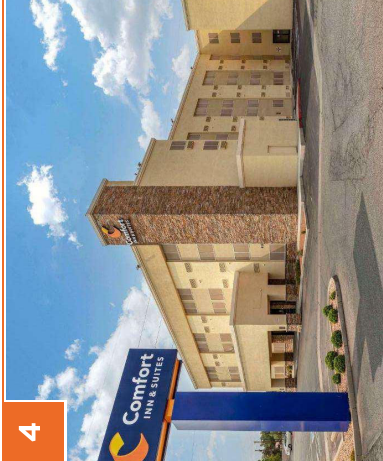
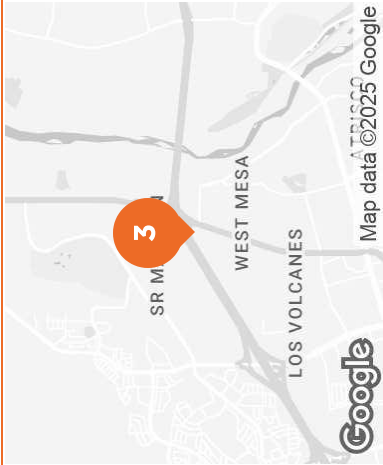
Distance from Subject - Adjacent



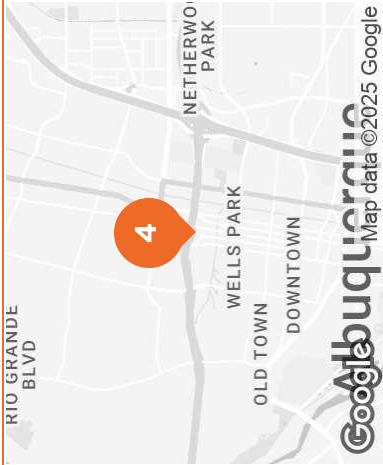
HOTEL COMPETITION



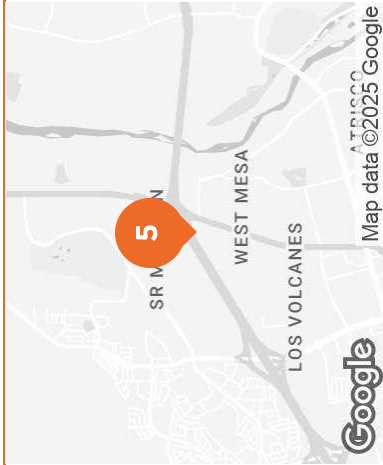
MOTEL 6 ALBUQUERQUE,
6015 Iliff Rd NW, Albuquerque, NM 87121
Franchised / Independent - Franchised
Number of Units - 128
Scale - Economy
Year Built / Renovated - 1984 / 2012
Lot Size - 2.07 Acres
Distance from Subject - 0.1 miles



COMFORT INN & SUITES ALBUQUERQUE DOWNTOWN
411 McKnight Ave NW,, Albuquerque , NM 87102
Franchised / Independent - Franchised
Number of Units - 82
Scale - Upper Midscale
Year Built / Renovated - 1991 / 2017
Lot Size - 1.54 Acres
Distance from Subject - 4.1 miles



LA QUINTA INN & SUITES BY WYNDHAM ALBUQUERQUE WEST
6101 Iliff Rd NW, Albuquerque, NM 87121
Franchised / Independent - Franchised
Number of Units - 118
Scale - Upper Midscale
Year Built / Renovated - 1998 / 2013
Lot Size - 2.07 Acres
Notes: Sold in 2021 for \$5,800,000
Distance from Subject - 0.2 miles



COMPETITION MAP

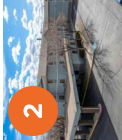


 **SUBJECT PROPERTY**
6100 Iliff Rd NW | Albuquerque, NM 87121

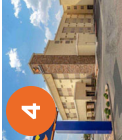
 **1**
DAYS INN ALBUQUERQUE WEST
6031 Iliff Rd NW
Albuquerque , NM 87121

 **3**
MOTEL 6 ALBUQUERQUE,
6015 Iliff Rd NW
Albuquerque, NM 87121

 **5**
**LA QUINTA INN & SUITES BY WYNDHAM
ALBUQUERQUE WEST**
6101 Iliff Rd NW
Albuquerque. NM 87121



2
SUPER 8 BY WYNDHAM ALBUQUERQUE WEST
6030 Iliff Rd NW
Albuquerque , NM 87121



4
**COMFORT INN & SUITES ALBUQUERQUE
DOWNTOWN**
411 McKnight Ave NW,
Albuquerque . NM 87102

SECTION 5
Advisor Bios





WALT ARNOLD, CCIM, SIOR

Managing Director

walt.arnold@svn.com

Direct: 505.256.1255 | Cell: 505.269.9358

NM #9117

PROFESSIONAL BACKGROUND

Walt Arnold, CCIM, SIOR, serves as Managing Director for SVN//Walt Arnold Commercial Brokerage, Inc., in Albuquerque, New Mexico. He specializes in sales and leasing of office and industrial buildings and Tenant and Buyer Representation.

Additionally, Arnold spent eight years in the National Football League playing for the Los Angeles Rams, Houston Oilers, and the Kansas City Chiefs.

As an active commercial real estate community member, Arnold is a Certified Commercial Investment Member (CCIM) and a member of the Society of Industrial and Office Realtors (SIOR).

Arnold is a past Commercial Realtor of the Year. Additionally, Arnold was inducted in the University of New Mexico's Athletic Hall of Honor and the New Mexico Sports Hall of Fame. Arnold earned a Bachelor of Arts degree from the University of New Mexico.

EDUCATION

Bachelor of University Studies, University of New Mexico

MEMBERSHIPS

Society of Industrial and Office Realtors (SIOR)
Certified Commercial Investment Members (CCIM)

SVN | Walt Arnold Commercial Brokerage, Inc.
6200 Seagull Lane NE, Suite A
Albuquerque, NM 87109
505.256.1255



BRIAN RESENDEZ, CCIM

SVP Hotels & Land

brian.resendez@svn.com

Cell: **503.577.7710**

WA #24481 // OR #200406154 / ID #44395

PROFESSIONAL BACKGROUND

Brian Resendez, CCIM serves as a Senior Vice President with SVN | Bluestone in Portland, Oregon. He specializes in the sale of hospitality properties in the Pacific Northwest, United States by serving the needs of hotel owners. An accomplished real estate broker since 2004, Brian began his real estate career in finance and by assisting with the acquisition of investment single family and multi-family property sales. He then started working in hotel brokerage in 2007 and has since become one of the leading experts in the local community for hotel sales and acquisition. He has been involved in the Purchase and Sale of a number of hotel properties in Oregon and Washington including branded and non-branded assets. Previously, Brian worked as a hospitality manager in Central America and the United States with Westin, Doubletree and several Ski and Golf Resorts. Brian also worked as a loan officer and brings strong knowledge of real estate finance to make transactions work in today's difficult lending environment.

EDUCATION

University of Houston Hilton College- BA, MA Hotel and Restaurant Management and Lodging Administration

Cornell Hotel School of Hotel Administration- Certificate in Hotel Real Estate Investment and Development

MEMBERSHIPS

Washington Lodging Association

Oregon Restaurant and Lodging Association

Hilton College Alumni Association at the University of Houston

Cornell Hotel Society

Asian American Hotel Owners Association - LIFETIME MEMBER

CCIM National and Oregon / SW Washington Chapter

Latino Hotel Association - BOARD MEMBER

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Portland, OR 97223
503.222.3800



JOSEPH AISTON

Associate Advisor

joseph.aiston@svn.com

Direct: **971.282.2031** | Cell: **971.282.2031**

OR #201250293

PROFESSIONAL BACKGROUND

Joseph Aiston serves as an Associate Advisor specializing in hotels for SVN | Bluestone and Northwest Hotel Investor. As the newest member of the team, he is focused on providing the high level of service, accountability, and market expertise that our clients expect. Having spent over 20 years in the hospitality industry, Joey has a keen insight into the opportunities and challenges of operating a service-related business. He is adept at listening to client's needs, providing creative solutions and maintaining the confidence and composure necessary for deal crafting.

As a resident of the Pacific Northwest for over 20 years, Joey graduated from Portland State University in 2014 with a bachelor's degree in Applied Linguistics. After college, he continued to work at a popular local brewery while he transitioned to assisting the Northwest Hotel Investor team with Broker Price Opinions, property financial analysis, hotel market research and marketing. Joey was eventually licensed in Oregon in Fall of 2022.

Joey is a fan of running, biking, and hiking; and is a new participant of Spartan Races (obstacle races). When he is not giving tours of hotels or meeting clients, you can find him at a Blazer's game, grabbing a pint with a friend at one of the amazing Portland pubs, or enjoying the vibrant Pacific Northwest music scene with his wife and kids.

EDUCATION

Bachelor's Degree in Applied Linguistics - Portland State University

MEMBERSHIPS

Asian American Hotel Owners Association

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