Solano INN
VALLEJO - NAPA VALLEY

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DISCLAIMER

This property is being offered on an as-is basis. While the Broker believes the information in this brochure to be accurate, no warranty or representation is made as to its accuracy or completeness. Interested parties should conduct independent investigations and reach conclusions without reliance on materials contained in this brochure.

This property owner requests that you do not disturb the Tenants, as the property will only be shown in coordination with the Listing Agent.

This brochure is presented under the terms and conditions of the Confidentiality Agreement. As such, the material contained in this brochure is confidential and is provided solely for the purpose of considering the purchase of the property described herein. Offers should be presented to the agent for the property owner. Prospective buyers are encouraged to provide the buyer's background, source of funds, and any other information that would indicate their ability to complete the transaction smoothly.

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THE OFFERING

Property Description

W Commercial, is pleased to present Solano Inn, a compelling hospitality investment opportunity located in the evolving waterfront city of Vallejo, California. Strategically positioned with convenient access to Interstate 80, the Vallejo Ferry Terminal, and key regional destinations throughout the Bay Area and Napa Valley, the property benefits from strong regional connectivity and growing tourism demand. Solano Inn offers investors the opportunity to acquire a well-located lodging asset that features 85 rooms across two buildings on 1.25 AC. Solano Inn is an independently operated economy class hotel. Formerly Rodeway Inn, the business was rebranded in 2023 as Solano Inn.

The property provides comfortable and accessible accommodations designed to serve a diverse mix of travelers, including tourism, workforce, and regional business demand. Its central location places guests within close proximity to Vallejo's revitalizing downtown corridor, waterfront attractions, and major regional draws, supporting consistent occupancy drivers throughout the year. The asset presents operational upside through continued property enhancements, branding opportunities, and revenue optimization aligned with the city's ongoing revitalization initiatives.

As Vallejo continues to attract investment fueled by housing growth, waterfront redevelopment, and increased visitor traffic to nearby Napa Valley and Bay Area destinations, Solano Inn is well positioned to benefit from improving market fundamentals. With limited new hotel development in the immediate area and increasing barriers to entry for new hospitality projects, the property represents an attractive opportunity to acquire a strategically located lodging asset with long-term income potential and future value appreciation within an emerging Northern California hospitality market.

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EXECUTIVE SUMMARY

GUEST ROOMS	85 Rooms
LAND AREA	1.25 AC(54,450 SF)
BUILDING AREA	24,538 SF
NUMBER OF BUILDINGS	Building One: 33 Rooms Building Two: 52 Rooms
YEAR BUILT/RENOV	1984/2001/2019
ZONING	(NMX) Neighborhood Mixed Use
APN	0057203290
2025 OCCUPANCY	49%
2025 ADR	$43.50
SALE PRICE	$8,700,000

INVESTMENT HIGHLIGHTS

- Strategic Gateway Location with Regional Connectivity
Ideally positioned in Vallejo with immediate access to Interstate 80, Highway 37, and the Vallejo Ferry Terminal, providing direct connectivity to San Francisco, Napa Valley, and the greater Bay Area. The property benefits from both drive-to and commuter-based lodging demand within a highly accessible regional corridor.

- Value-Add Hospitality Opportunity
Solano Inn presents investors with the opportunity to enhance operational performance through targeted capital improvements, branding optimization, and revenue management strategies. The asset's existing infrastructure provides a strong foundation for repositioning to capture improving regional travel demand.

- Diverse and Resilient Demand Drivers
The property serves a broad mix of leisure travelers, industrial workforce lodging, regional business visitors, and event-driven demand supported by proximity to Six Flags Discovery Kingdom, the Vallejo waterfront, and expanding regional employment centers.

- Beneficiary of Vallejo Revitalization and Waterfront Investment
Vallejo is experiencing continued public and private investment focused on downtown revitalization, waterfront activation, housing development, and infrastructure improvements. These initiatives are contributing to increasing visitation and long-term economic growth, positioning the property to benefit from improving market fundamentals.

- Limited New Hotel Supply in Immediate Submarket
High construction costs, entitlement timelines, and financing constraints have limited new hospitality development in Vallejo, supporting existing operators through reduced competitive supply and strengthening long-term occupancy stability.

- Proximity to Napa Valley at a Relative Value Position
Located 3 miles from Six Flags Discovery Kingdom, 1 mile from the ferry to San Francisco and 15 minutes from Napa Valley wineries, Solano Inn captures spillover tourism demand from one of California's most visited destinations while offering guests a more affordable lodging alternative, creating a competitive pricing advantage and consistent occupancy base.

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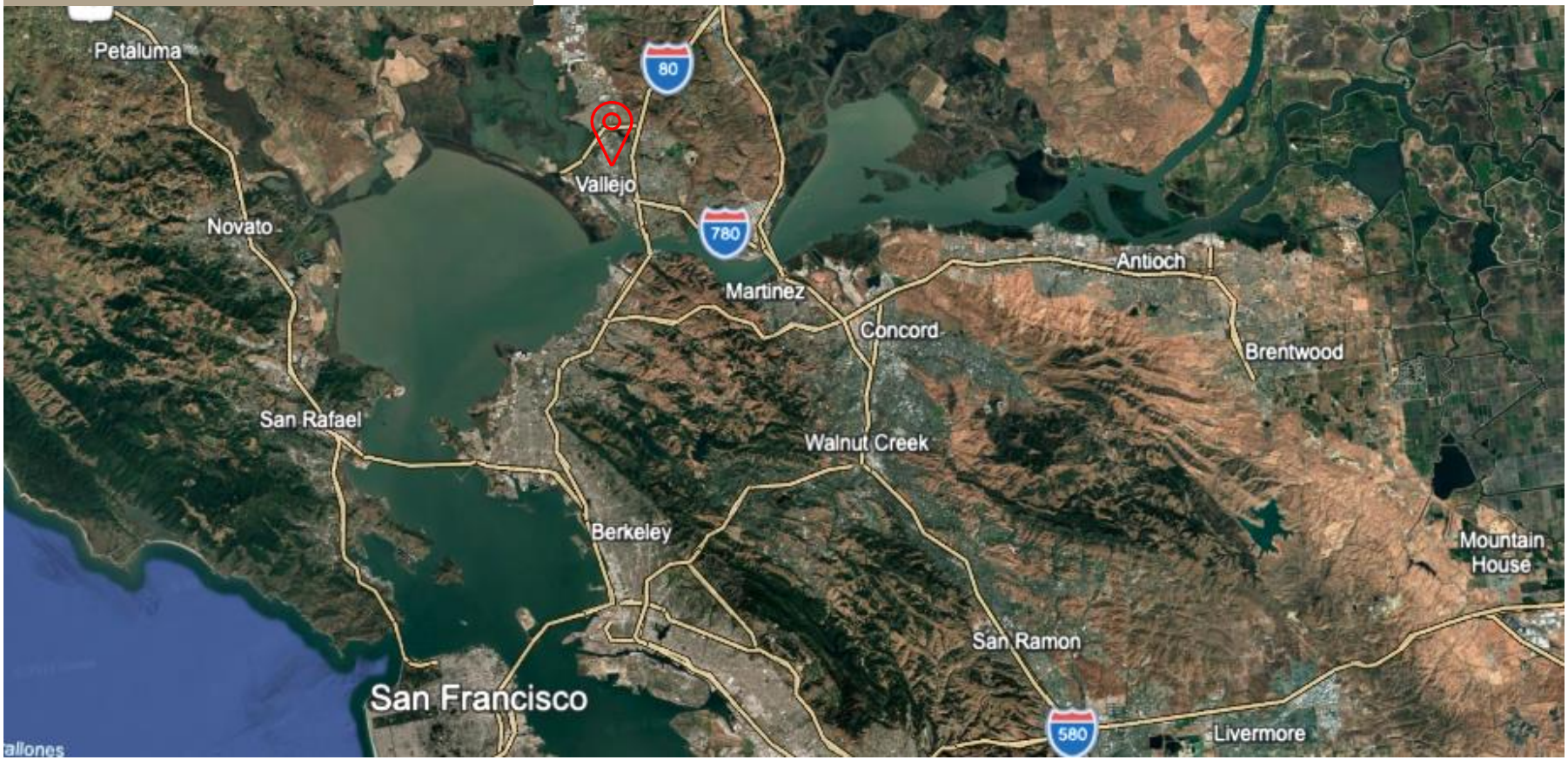
LOCATION OVERVIEW



Location Description

Solano Inn is strategically located in Vallejo, California, a waterfront city positioned at the intersection of the San Francisco Bay Area and Napa Valley. As the southern gateway to Solano County and wine country, Vallejo benefits from strong regional connectivity via Interstate 80 and Highway 37, providing direct access to major employment centers, tourism destinations, and Northern California travel corridors.

The property is situated near Vallejo's revitalizing downtown and waterfront district, home to a growing mix of restaurants, entertainment venues, retail, and recreation amenities. Nearby demand drivers include the Vallejo Marina, Mare Island Historic Park, and Six Flags Discovery Kingdom, a major regional attraction generating consistent annual visitation. The Vallejo Ferry Terminal, located minutes away, offers direct service to downtown San Francisco, supporting both tourism and commuter-related lodging demand.

Solano Inn is ideally positioned to capture spillover visitation from Napa Valley, located approximately 15–20 minutes north, while offering guests a convenient and value-oriented lodging alternative. The property also benefits from proximity to San Francisco, Oakland, Sacramento, and Silicon Valley, along with access to three major international airports—SFO, OAK, and SMF. Supported by a Bay Area population exceeding 7 million residents and year-round travel activity, the location provides strong fundamentals for sustained hospitality demand.

AERIAL OVERVIEW

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FACILITIES GUIDE

Positioning	Solano Inn is an independently operated economy class hotel. Formerly Rodeway Inn, the business was rebranded in 2023 as Solano Inn.
Opening date	2011 - Annual Capital Improvement Plan in place since opening
Unit Configuration & Capacity	**46 Units – Approx. 230 SF each** Accommodates up to **2 beds per unit** Potential capacity: **46–92 beds** **39 Units – Approx. 280 SF each** Accommodates **3–4 twin beds per unit** Potential capacity: **78–154 beds** **2 Apartment Units – 560 to 1,080 SF** One unit currently attached to the administrative office and could be converted to additional meeting or operational space. This configuration allows the property to function as either: Individual apartment-style accommodations, or a high-capacity lodging facility capable of housing approximately 196 residents simultaneously, depending on operational use.
Administrative & Support Facilities	**Main Administrative Office:** Approximately 375 square feet, historically used as the central contact point for residents and operational management, including meal distribution services. **Laundry / Flexible Operations Room:** Approximately 390 square feet, currently functioning as the main laundry facility with an ADA-compliant restroom. This space could be converted to a commercial kitchen, meeting room, or administrative office. **Auxiliary Room:** Adjacent ~100 square foot room, currently used for guest laundry, with potential conversion to office space, meal storage, or service operations.

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PROPERTY DETAILS

Property Overview

The subject property is an 85-unit hospitality asset constructed in 1984 by EZ-8 Corporation and held under the same ownership since 1999, demonstrating long-term operational stability and consistent stewardship.

The property is situated on an approximately 1.25-acre U-shaped parcel and benefits from dual driveway access, with primary ingress from Mariposa Street and secondary access from Ohio Street Court, which functions primarily as a service lane for trash collection and fire access.
The site is secured by perimeter fencing, with controlled access points limited to the main driveway and pedestrian walkway.

Construction Specifications

The buildings feature durable wood-frame construction with stucco siding and concrete tile roofing. Interior construction includes concrete subfloors over plywood in all rooms, providing enhanced durability and sound attenuation.

Key building specifications include:
•Private bathrooms in all units, each with shower/tub combinations
•Energy-efficient dual-pane windows throughout
•5/8-inch drywall with a one-hour fire rating
•1/2-inch resilient channel wall assemblies designed to reduce sound transmission
•Hard-wired smoke detection systems with battery backup
•36-inch entry doors for accessibility compliance
Approximately 42 units are located on the ground floor, offering convenient accessibility for seniors and individuals with mobility challenges.

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CAPITAL IMPROVEMENTS & RENOVATIONS

Ownership has implemented a comprehensive program of capital improvements and property upgrades over the past two decades to maintain operational efficiency and tenant comfort.

Building Systems & Infrastructure

2007: Dual-pane energy-efficient window installation and PTAC system upgrades in Building B
2019: Dual-pane retrofit windows installed in Building A
2023: New gutter systems installed on both buildings
2023: Roof repairs completed

Interior & Operational Improvements

2009: Administrative office remodel
2025: Office repainting and counter replacement
2010: Laundry facility remodel including ADA-compliant restroom, with flexible conversion potential for meeting or kitchen space
2020: Installation of new commercial laundry equipment
2021: Upgrade to property-wide TV cable system with digital announcement capability
2021–2023: Extensive guest unit restoration and renovations
2024: Nine units fully remodeled, including two ADA-compliant units

Site Improvements

2019: Upgraded sidewalks and tiled deck area at Building B
Approximately 87 on-site parking spaces, including over 400 feet of continuous parking frontage
Outdoor landscaped garden and social areas, including a courtyard adjacent to the administrative office suitable for community activities, outdoor dining, or social gatherings.

VALLEJO OVERVIEW

Located at the intersection of the San Francisco Bay Area and Napa Valley, Vallejo serves as a strategic gateway market benefiting from both regional tourism and strong local economic activity. The city provides convenient access to Napa Valley wine country, the greater Bay Area, and major Northern California transportation corridors, attracting a diverse mix of leisure travelers, workforce visitors, and regional business demand. This positioning allows hospitality assets such as Solano Inn to capture value-oriented lodging demand from visitors seeking convenient access to Napa Valley and surrounding destinations.

Vallejo is undergoing a period of revitalization driven by public and private investment focused on its historic downtown, waterfront district, and Mare Island redevelopment. These initiatives are introducing new residential development, dining, entertainment, and employment opportunities, supporting increased visitation and economic growth throughout the city. Major attractions such as Six Flags Discovery Kingdom, the Vallejo Marina, and the San Francisco Bay Ferry Terminal contribute to consistent visitor traffic and help establish Vallejo as an accessible hospitality market within the broader Bay Area tourism ecosystem.

Compared to Napa Valley and core Bay Area hotel markets, Vallejo offers a relative value lodging environment that benefits from limited new hotel development due to rising construction costs and development constraints. This dynamic supports existing hospitality assets by reducing competitive supply while maintaining steady demand from both tourism and regional travel. Solano Inn is well positioned to capitalize on these market fundamentals, offering investors exposure to a strategically located lodging asset within an emerging Northern California gateway market.

Vallejo's proximity to Napa Valley, San Francisco, and the broader Bay Area—home to more than seven million residents—creates a durable foundation for hospitality demand. Supported by strong regional connectivity, ongoing economic investment, and growing visitor activity, Solano Inn benefits directly from Vallejo's role as an accessible and increasingly attractive hospitality market within Northern California.

SUPPORTING DOCUMENTS

The following information is available to investors upon request and the signing of a Confidentiality Agreement:

- Financial Statements
- Proforma/Financial Projections
- P&L
- Architectural Plans
- Permits

Please contact the listing brokers to obtain a copy of the Confidentiality Agreement.

Tours can be arranged through the listing brokers. We kindly ask that you do not disturb the hotel employees or clientele.

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