

COMFORT INN & SUITES MASON CITY



P&E
HOTEL ADVISORS

EXCLUSIVELY LISTED SPRING 2026

HOTELS | LODGING | HOSPITALITY
REAL ESTATE

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CONFIDENTIALITY & DISCLAIMER (IOWA – 2026)

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SHOWINGS

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.

BROKER CONTACT (IOWA ADVERTISING DISCLOSURE)

RESPECTFULLY,
JAKE ERICKSON

P&E ADVISORS, LLC (BROKER)
FOUNDER | PRIMARY BROKER
2042 WOODDALE DRIVE, SUITE 120
WOODBURY, MN 55125
JAKE@PEHOTELADVISORS.COM

DIRECT: (651) 278-8265
WWW.PEHOTELADVISORS.COM

REAL ESTATE FIRM | P&E ADVISORS LLC
MN 41019058/9 | IA B66396000 / F06702000 | WI 89877-94

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PROPERTY DETAILS

COMFORT INN & SUITES
MASON CITY

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OFFERING HIGHLIGHTS



COMFORT INN & SUITES MASON CITY, IOWA

410 5TH ST SW | MASON CITY, IA 50401
60 KEYS | UPPER MIDSCALE | CHOICE HOTELS
3 STORIES | 26,658 SF | 1.10 ACRES

\$75K PER KEY OFFERING PRICE

9.5% CAP RATE ON YEAR END 2025

FULLY RENOVATED DURING CONVERSION TO
COMFORT INN & SUITES OPENED IN 2024

OPPORTUNITY ZONE

TAXES: \$1,245/ROOM (LOW OPERATING
BURDEN)

CHOICE HOTELS – COMFORT INN FLAG

2024 CONVERSION RENOVATION COMPLETED - QUALITY INN TO
COMFORT INN & SUITES

3-STORY HOTEL IN MASON CITY, IOWA (CERRO GORDO COUNTY)

OPPORTUNITY ZONE DESIGNATION

STRONG TRAFFIC COUNTS (UP TO 18,083 VPD) HIGH-VISIBILITY
LOCATION ALONG A MAJOR MASON CITY THOROUGHFARE WITH
PROXIMITY TO KEY DEMAND GENERATORS

OPERATIONAL UPSIDE OPPORTUNITY VIA MORE HANDS-ON
OWNERSHIP / MANAGEMENT INTENSITY

GUESTROOM AVAILABILITY AND REVENUE POTENTIAL SUPPORTED BY
COMPLETION OF PRIOR IMPROVEMENT REQUIREMENTS AND ONGOING
UPDATES

REAL ESTATE OVERVIEW



PARCEL DETAILS

PARCEL #: 07-09-402-01-300

LAND SIZE: 47,916 SF

ZONING C-2

LAND 1.10 AC

COUNTY: CERRO GORDO

CBSA: MASON CITY, IA

FEMA MAP ID: 19033C0164E

FLOOD RISK: MODERATE TO LOW

STRUCTURE DETAILS

YEAR BUILT 1990

RENOVATED 2024

3 STORIES | 26,658 SF

CONSTRUCTION WOOD FRAME

HVAC - COMBINATION FHA - AC

OTIS ELEVATOR HYDRAULIC, 125 FT/MIN

SPRINKLERS WET SPRINKLER - EXPOSED, 26658 SF

PARKING 62 SURFACE (1.03/ROOM)

ROOM BREAKDOWN

60 ROOMS

50 KING

5 DOUBLE

5 SUITE/KITCHENETTE



IMPROVEMENTS & RENOVATIONS

MECHANICALS

POOL FILTERS NEW
HVAC CIRCULATOR SYSTEM INSTALLED 2022

COMMON AREA

FRONT DESK
LOBBY TILE
MAINTENANCE SHED

EXTERIOR

PARKING LOT 50% COMPLETED FULL TEAR OFF
ALL GUESTROOM AND HOTEL WINDOWS NEW 2024

OVER AND ABOVE

PARKING LOT STORM DRAIN INSTALLED
STORAGE ROOM FLOORING NEW
BACK OF HOUSE FLOORING NEW
HVAC AIR CYCLE SYSTEM

GUEST ROOMS GUESTBATH

CASE GOODS TILE
SEATING SHOWERS
BEDS & MATTRESSES VANITIES
FLOORING / LVT MIRRORS
GUEST ROOM
LOCKS
LIGHTING
TVS

IMPROVEMENTS & RENOVATIONS

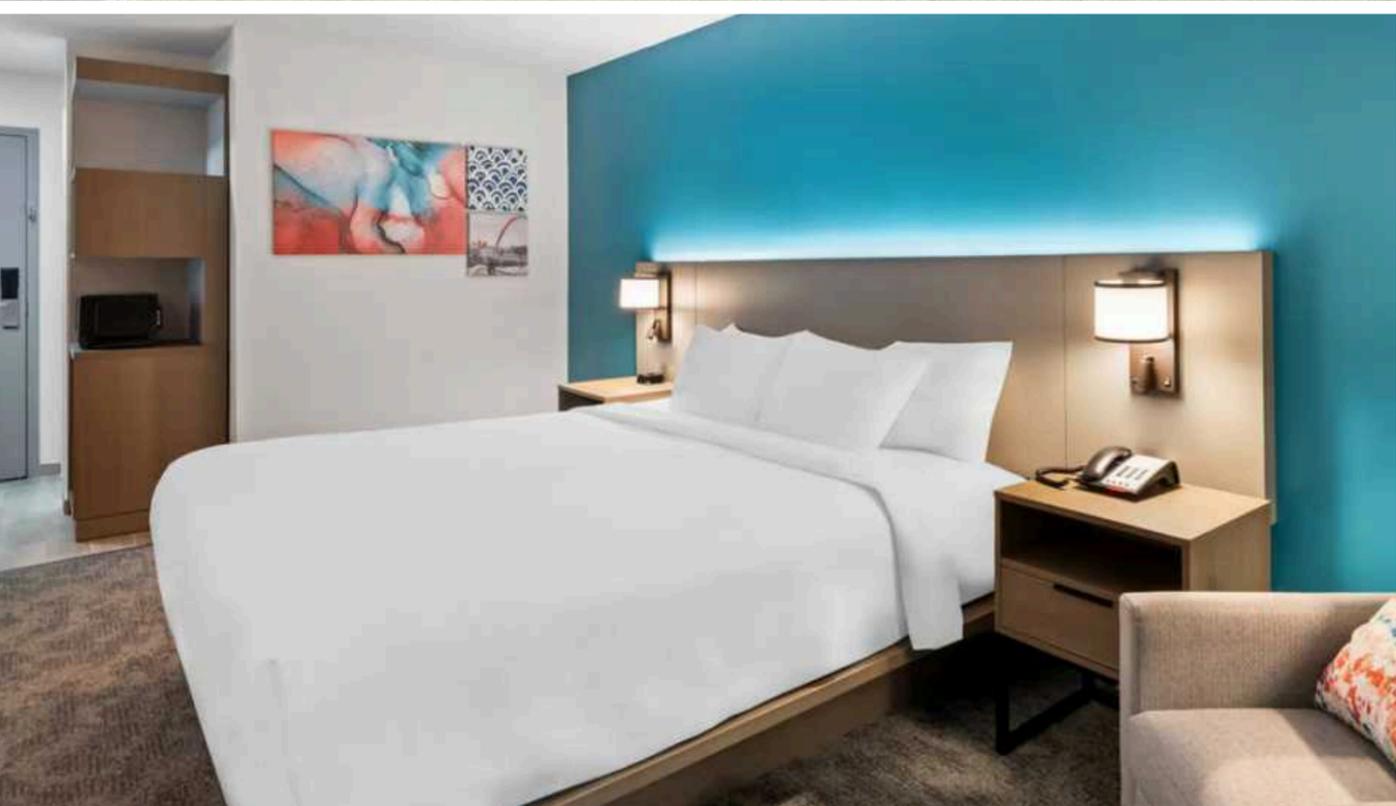
THE CURRENT OWNERS PURCHASED AS A QUALITY INN & SUITES IN 2018. THEY RECENTLY CONVERTED THE HOTEL TO FAR MORE ATTRACTIVE FRANCHISE WITHIN CHOICE HOTELS, THE COMFORT INN & SUITES. THIS CONVERSION TOOK PLACE DURING 2023 AND COMPLETED THE RENOVATION IN 2024 OFFICALLY OPENING AS A COMFORT INN & SUITES DURING OCTOBER 2024.



FRANCHISE OVERVIEW



FRANCHISE PARENT	CHOICE HOTELS
FRANCHISE FLAG	COMFORT INN & SUITES
TERM	10 YEARS
MONTH/YEAR ASSOCIATED	OCTOBER 2024
LAST COMPLETED PIP	OCTOBER 2024



MARKET SUMMARY

COMFORT INN & SUITES
MASON CITY

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SUMMARY: IOWA NORTHEAST AREA

THE IOWA AREA MARKET COMPRISES 650 HOTEL PROPERTIES, WHICH CONTAIN AROUND 42,000 TOTAL ROOMS. AMONG THE SUBTYPES, THERE ARE 2,400 LUXURY & UPPER UPSCALE ROOMS, 19,000 UPSCALE & UPPER MIDSCALE ROOMS, AND 20,000 MIDSCALE & ECONOMY ROOMS IN IOWA AREA.

AS OF DECEMBER, IOWA AREA 12-MONTH OCCUPANCY IS 50.9%, 12-MONTH ADR IS \$106, AND 12-MONTH REVPAR IS \$54. YEAR OVER YEAR, 12-MONTH OCCUPANCY IN IOWA AREA HAS CHANGED BY 0.1%, 12-MONTH ADR HAS NOT CHANGED, AND 12-MONTH REVPAR HAS CHANGED BY 0.1%.

APPROXIMATELY 400 ROOMS ARE UNDER CONSTRUCTION IN IOWA AREA, ACCOUNTING FOR 1.0% OF THE MARKET'S INVENTORY. OVER THE PAST 12 MONTHS, ROUGHLY 430 ROOMS HAVE OPENED ACROSS 5 BUILDINGS. OVER THE PAST THREE YEARS, THE HOTEL STOCK IN IOWA AREA HAS CHANGED BY 960 ROOMS OR 1.1% OF INVENTORY. IN COMPARISON, NATIONAL HOTEL INVENTORY HAS CHANGED BY 120,000 ROOMS OR 1.6% OF INVENTORY, OVER THE PAST THREE YEARS.

12 MO OCCUPANCY

57.4%

50.9%

12 MO ADR

\$122.43

\$105.52

12 MO REVPAR

\$70.32

\$53.67

KEY METRICS

INVENTORY ROOMS

18,791

EXISTING BUILDINGS

220

AVG ROOMS PER BUILDING

85

12 MO DELIVERED ROOMS

176

12 MO DELIVERED BUILDINGS

2

UNDER CONSTRUCTION ROOMS

398

UNDER CONSTRUCTION BUILDINGS

5

NEW DEVELOPMENT & DEMAND DRIVERS

1. HEALTHCARE EXPANSION — IOWA SPECIALTY & CLINICS

IOWA SPECIALTY HOSPITALS & CLINICS IS EXPANDING IN MASON CITY, ENHANCING LOCAL HEALTHCARE SERVICES AND INFRASTRUCTURE. A NEW CLINIC WILL OPEN, POTENTIALLY BOOSTING MEDICAL TOURISM AND EXTENDED STAYS.

IMPLICATION FOR HOTEL DEMAND:*

THIS EXPANSION COULD INCREASE LODGING DEMAND FROM PATIENTS, FAMILIES, AND MEDICAL PERSONNEL, CREATING A STABLE DEMAND BASE.

2. HOME2 SUITES BY HILTON — NEW HOTEL CONSTRUCTION

AN 88-ROOM HOME2 SUITES BY HILTON IS UNDER CONSTRUCTION IN DOWNTOWN MASON CITY, THE FIRST NEW HOTEL IN OVER A CENTURY. IT WILL FEATURE MODERN AMENITIES AND CONNECT TO MUSIC MAN SQUARE VIA A SKYWALK.

STATUS & CONTEXT:*

THIS PROJECT IS KEY TO DOWNTOWN REVITALIZATION, EXPANDING LODGING CAPACITY. PAST COUNCIL DISCUSSIONS INDICATE PUBLIC NEGOTIATIONS AND SOME DELAYS.

IMPLICATION FOR HOTEL DEMAND:*

THE NEW HOTEL ADDS COMPETITION AND SHOWS MARKET CONFIDENCE IN SUPPORTING DIVERSE LODGING OPTIONS AND TEMPORARY DEMAND GROWTH.

3. RIVER CITY RENAISSANCE URBAN INVESTMENT

THE RIVER CITY RENAISSANCE INCLUDES NEW PUBLIC SPACES AND A PERFORMING ARTS PAVILION, SUPPORTED BY VOTER-APPROVED INITIATIVES.

IMPLICATION FOR HOTEL DEMAND:*

DOWNTOWN INVESTMENTS CAN BOOST VISITATION FOR EVENTS, ENHANCE OVERNIGHT APPEAL, AND INCREASE BUSINESS ACTIVITY, FOSTERING OCCUPANCY GROWTH.

4. AMERICA250 IOWA CELEBRATIONS

IN 2026, IOWA WILL JOIN THE NATIONAL AMERICA250 CELEBRATION, FEATURING EVENTS ON CIVIC HERITAGE AND COMMUNITY FESTIVITIES. A TASK FORCE WILL COORDINATE STATEWIDE EVENTS.

IMPLICATION FOR HOTEL DEMAND:*

THESE CELEBRATIONS COULD DRIVE ADDITIONAL VISITATION TO MASON CITY, ESPECIALLY IF LOCAL EVENTS ALIGN WITH THE AMERICA250 SCHEDULE.

SUMMARY: IOWA NORTHEAST AREA

Sales Past 12 Months

Iowa Northeast Area Hospitality

Sale Comparables	Average Price/Room	Average Price	Average Cap Rate
14	\$36K	\$1.5M	16.6%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sale Attributes	Low	Average	Median	High
Sale Price	\$306,500	\$1,464,416	\$1,350,000	\$3,000,000
Price/Room	\$10,976	\$35,717	\$34,483	\$79,412
Cap Rate	16.6%	16.6%	16.6%	16.6%
Time Since Sale in Months	1.1	5.6	5.6	10.3
Property Attributes	Low	Average	Median	High
Property Size in Rooms	16	37	32	87
Number of Floors	1	2	2	4
Total Meeting Space	270	448	448	700
Year Built	1902	1980	1999	2018
Class	Economy	Midscale	Economy	Upper Midscale

Sales Past 12 Months

Iowa Northeast Area Hospitality

RECENT SIGNIFICANT SALES

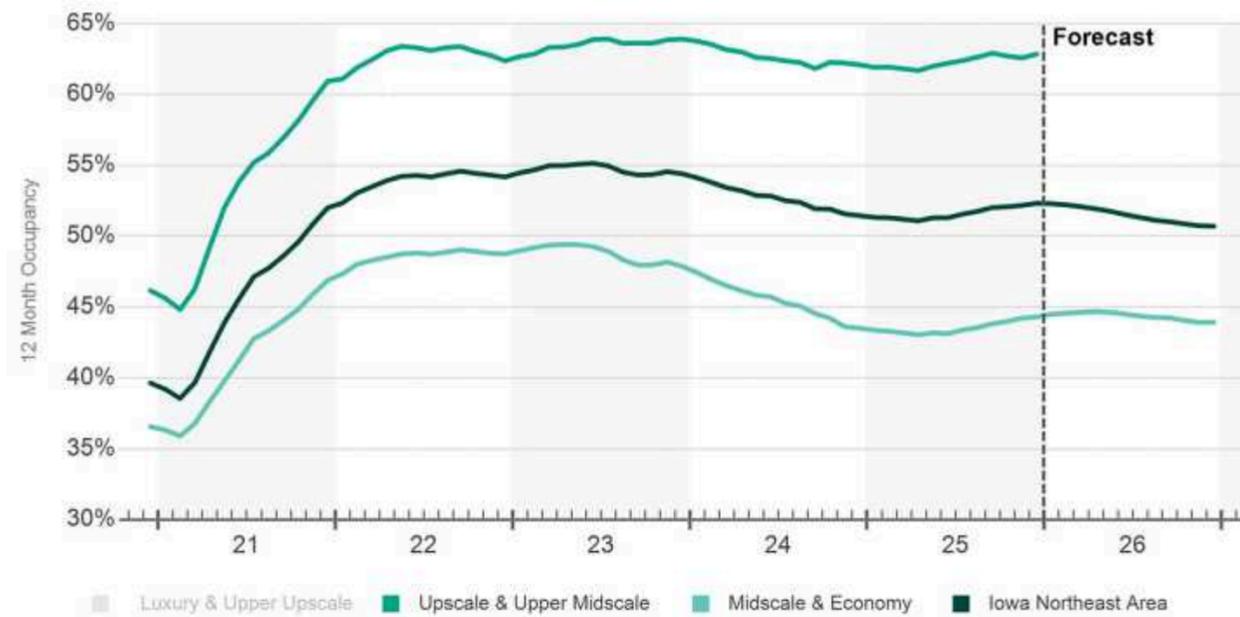
Property Name/Address	Property Information			Sale Information			
	Class	Yr Built	Rooms	Brand	Sale Date	Price	Price/Room
1 Holiday Inn Express & Suites Dub... 2080 Holliday Dr	Upper Midscale	2008	87	Holiday Inn Express	5/28/2025	\$3,000,000	\$34,483
2 Comfort Inn & Suites Marquette 100 North St	Upper Midscale	2012	54	Comfort Inn	11/3/2025	\$2,600,000	\$48,148
3 AmericInn by Wyndham Anamosa 101 Harley Ave	Midscale	2009	50	AmericInn	8/19/2025	\$2,425,000	\$48,500
4 Cobblestone Inn & Suites Manche... 1210 Commercial Ct	Upper Midscale	2018	32	Cobblestone	4/10/2025	\$2,360,000	\$73,750
5 Microtel Inn & Suites by Wyndham... 1305 N 25th St	Economy	1999	48	Microtel Inn & Suites by Wyndham	8/30/2025	\$1,821,500	\$37,948
6 Boarders Inn & Suites Fayette 515 W Water St	Upper Midscale	2001	41	Boarders Inn & Suites	5/14/2025	\$1,475,000	\$35,976
7 Lighthouse Court 432 N Shore Dr	Upper Midscale	2001	41	Boarders Inn & Suites	5/14/2025	\$1,475,000	\$35,976
8 Colonial Inn 1110 9th St SE	Economy	1950	17	-	7/5/2025	\$1,350,000	\$79,412
9 Best Rest Manchester 1220 W Marion St	Economy	1963	31	-	1/15/2026	\$750,000	\$24,194
10 Boarders Inn & Suites Fayette 515 W Water St	Economy	2000	43	-	8/26/2025	\$695,000	\$16,163
11 1312 Gilbert St	Upper Midscale	2001	41	Boarders Inn & Suites	11/28/2025	\$450,000	\$10,976

SUMMARY: IOWA NORTHEAST AREA

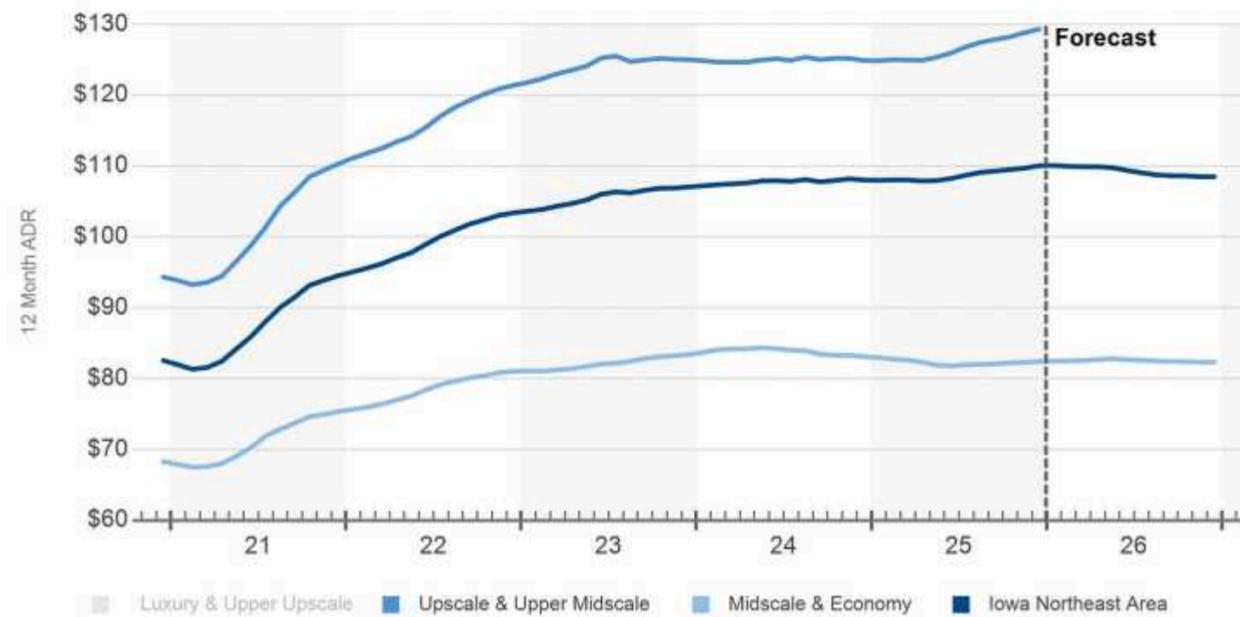
Performance

Iowa Northeast Area Hospitality

OCCUPANCY BY CLASS



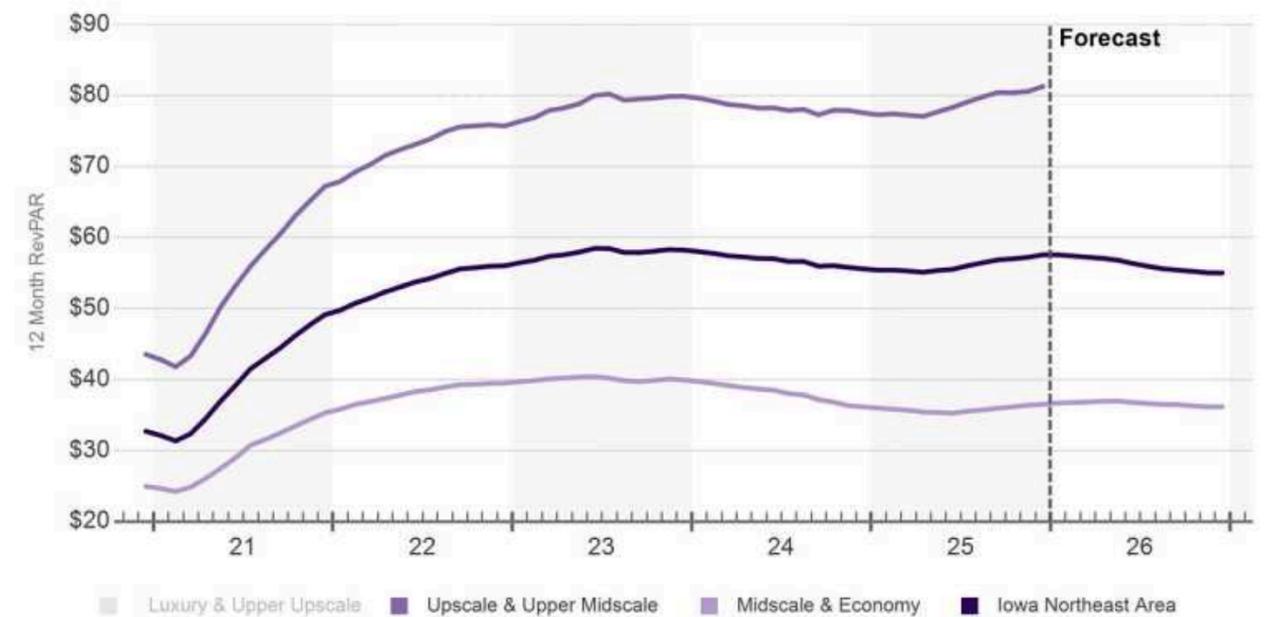
ADR BY CLASS



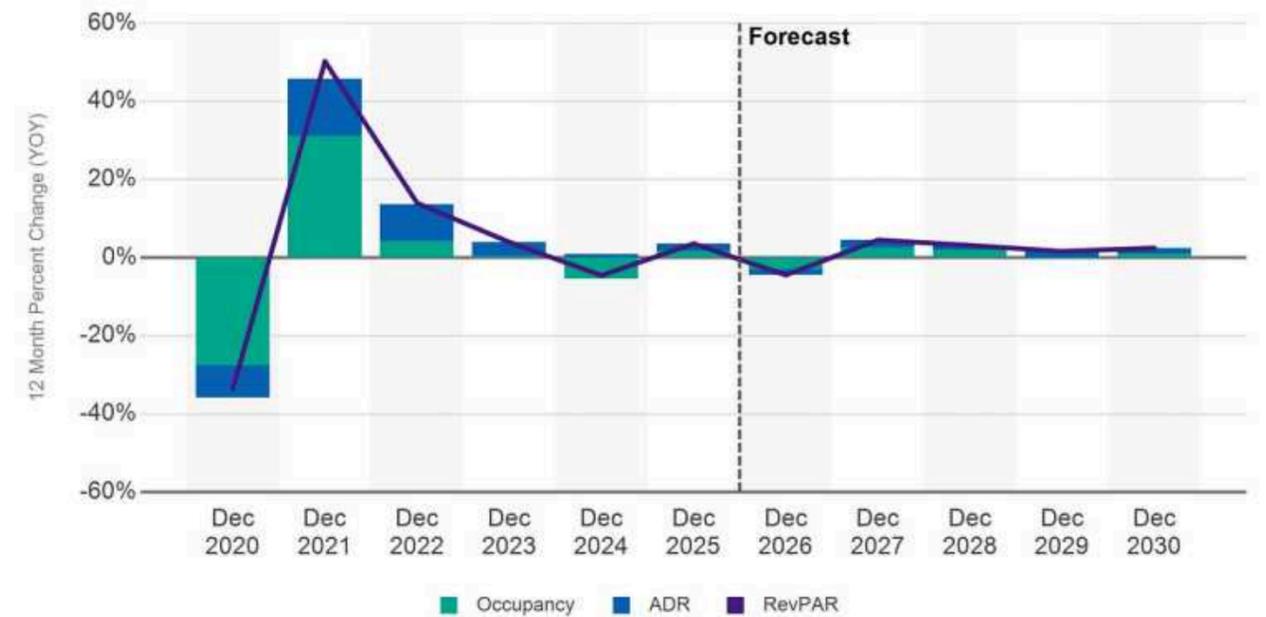
Performance

Iowa Northeast Area Hospitality

REVPAR BY CLASS



REVPAR GROWTH COMPOSITION



SUMMARY: IOWA NORTHEAST AREA

Appendix

Iowa Northeast Area Hospitality

OVERALL SUPPLY & DEMAND

Year	Supply			Demand		
	Available Rooms	Change	% Change	Occupied Rooms	Change	% Change
2029	1,942,315	0	0%	1,028,246	(2,312)	-0.2%
2028	1,942,315	5,464	0.3%	1,030,558	23,277	2.3%
2027	1,936,851	27,280	1.4%	1,007,281	39,065	4.0%
2026	1,909,571	31,776	1.7%	968,216	(14,290)	-1.5%
2025	1,877,795	(14,238)	-0.8%	982,506	8,930	0.9%
YTD	1,877,795	(14,238)	-0.8%	982,506	8,930	0.9%
2024	1,892,033	(15,783)	-0.8%	973,576	(64,358)	-6.2%
2023	1,907,816	(2,415)	-0.1%	1,037,934	2,938	0.3%
2022	1,910,231	27,399	1.5%	1,034,996	55,808	5.7%
2021	1,882,832	(14,890)	-0.8%	979,188	226,885	30.2%
2020	1,897,722	2,664	0.1%	752,303	(284,625)	-27.4%
2019	1,895,058	36,245	1.9%	1,036,928	38,166	3.8%
2018	1,858,813	24,659	1.3%	998,762	(2,751)	-0.3%
2017	1,834,154	20,457	1.1%	1,001,513	(10,202)	-1.0%
2016	1,813,697	24,670	1.4%	1,011,715	8,580	0.9%
2015	1,789,027	(46,869)	-2.6%	1,003,135	(8,594)	-0.8%

LUXURY & UPPER UPSCALE SUPPLY & DEMAND

Year	Supply			Demand		
	Available Rooms	Change	% Change	Occupied Rooms	Change	% Change
2029	182,300	0	0%			
2028	182,300	0	0%			
2027	182,300	0	0%			
2026	182,300	30,225	19.9%			
2025	152,075	2,790	1.9%			
YTD	152,075	2,790	1.9%			
2024	149,285	0	0%			
2023	149,285	0	0%			
2022	149,285	0	0%			
2021	149,285	0	0%			
2020	149,285	0	0%			
2019	149,285	0	0%			
2018	149,285	0	0%			
2017	149,285	0	0%			
2016	149,285	0	0%			
2015	149,285	0	0%			

Appendix

Iowa Northeast Area Hospitality

UPSCALE & UPPER MIDSACLE SUPPLY & DEMAND

Year	Supply			Demand		
	Available Rooms	Change	% Change	Occupied Rooms	Change	% Change
2029	736,004	0	0%			
2028	736,004	5,464	0.7%			
2027	730,540	27,280	3.9%			
2026	703,260	635	0.1%			
2025	702,625	0	0%	441,613	5,280	1.2%
YTD	702,625	0	0%	441,613	5,280	1.2%
2024	702,625	0	0%	436,333	(12,714)	-2.8%
2023	702,625	0	0%	449,047	10,792	2.5%
2022	702,625	30,660	4.6%	438,255	28,716	7.0%
2021	671,965	0	0%	409,539	99,333	32.0%
2020	671,965	1,888	0.3%	310,206	(121,776)	-28.2%
2019	670,077	39,736	6.3%	431,982	24,005	5.9%
2018	630,341	32,808	5.5%	407,977	17,672	4.5%
2017	597,533	23,805	4.1%	390,305	16,777	4.5%
2016	573,728	45,798	8.7%	373,528	29,574	8.6%
2015	527,930	(42,200)	-7.4%	343,954	(9,894)	-2.8%

MIDSCALE & ECONOMY SUPPLY & DEMAND

Year	Supply			Demand		
	Available Rooms	Change	% Change	Occupied Rooms	Change	% Change
2029	1,024,011	0	0%	456,484	(1,533)	-0.3%
2028	1,024,011	0	0%	458,017	(1,662)	-0.4%
2027	1,024,011	0	0%	459,679	9,893	2.2%
2026	1,024,011	916	0.1%	449,786	(3,489)	-0.8%
2025	1,023,095	(17,028)	-1.6%	453,275	689	0.2%
YTD	1,023,095	(17,028)	-1.6%	453,275	689	0.2%
2024	1,040,123	(15,783)	-1.5%	452,586	(52,854)	-10.5%
2023	1,055,906	(2,415)	-0.2%	505,440	(10,501)	-2.0%
2022	1,058,321	(3,261)	-0.3%	515,941	18,180	3.7%
2021	1,061,582	(14,890)	-1.4%	497,761	104,235	26.5%
2020	1,076,472	776	0.1%	393,526	(115,890)	-22.7%
2019	1,075,696	(3,491)	-0.3%	509,416	16,499	3.3%
2018	1,079,187	(8,149)	-0.7%	492,917	(17,636)	-3.5%
2017	1,087,336	(3,348)	-0.3%	510,553	(28,234)	-5.2%
2016	1,090,684	(21,128)	-1.9%	538,787	(21,320)	-3.8%
2015	1,111,812	(4,669)	-0.4%	560,107	(1,652)	-0.3%

UNDERWRITING FINANCIALS



COMFORT INN & SUITES
MASON CITY

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PROFIT & LOSS

COMFORT INN & SUITES MASON CITY

410 5TH ST SW
MASON CITY, IA
50401

Comfort Inn & Suites Mason City	QUALITY TO COMFORT CONVERSION Finishing 2024 October								Most Recent Year End First Full Year under Comfort I&S			
	Historical Performance				2023		2024		2025			
Days in Period	365		365		365		366					
Number of Rooms	60		60		60		60					
Annual Available Rooms	21,900		21,900		21,900		21,960					
Occupied Rooms	10,832	STR	10,449	STR	12,741	STR						
Occupancy	47.7%	49.5%	47.7%	47.7%	58.0%	58.2%						
Average Rate (ADR)	\$121.33	\$92.80	\$121.33	\$92.22	\$111.84	\$99.54						
% Change	13.8%		0.0%		-7.8%							
RevPAR	\$52.80	\$45.90	\$52.80	\$44.00	\$58.18	\$57.91						
% Change	11.4%		0.0%		22.9%							
Operating Revenue	Amount	Percent	PAR	POR	Amount	Percent	PAR	POR	Amount	Percent	PAR	POR
Rooms Revenue	1,154,653	111.3%	19,244	106.60	1,267,751	109.6%	21,129	121.33	1,424,934	111.5%	23,749	111.84
Sales Tax	(117,088)	-11.3%	(1,951)	-10.81	(111,473)	-9.6%	(1,858)	-10.67	(147,249)	-11.5%	(2,454)	-11.56
Total Operating Revenue	1,037,565	100.0%	17,293	95.79	1,156,278	100.0%	19,271	110.66	1,277,685	100.0%	21,295	100.28
Departmental Expenses												
Rooms Expenses	81,077	7.0%	1,351	7.49	72,125	5.7%	1,202	6.90	64,170	4.5%	1,070	5.04
Food & Beverage Expenses	32,603	3.1%	543	3.01	36,167	3.1%	603	3.46	45,668	3.6%	761	3.58
Shuttle Expenses	8,983	0.8%	150	0.83	5,987	0.5%	100	0.57	4,568	0.4%	76	0.36
Labor Expense	236,657	22.8%	3,944	21.85	234,699	20.3%	3,912	22.46	236,731	18.5%	3,946	18.58
Total Dept Expenses	359,320	34.6%	5,989	33.17	348,977	30.2%	5,816	33.40	351,138	27.5%	5,852	27.56
Gross Operating Income	678,245	65.4%	11,304	62.62	807,301	69.8%	13,455	77.26	926,547	72.5%	15,442	72.72
Undistributed Expenses												
Administrative & General	63,024	6.1%	1,050	5.82	67,873	5.9%	1,131	6.50	80,511	6.3%	1,342	6.32
A&G - Fixed	34,291	3.3%	572	3.17	36,013	3.1%	600	3.45	42,931	3.4%	716	3.37
A&G - Credit Card Comm	28,733	2.8%	479	2.65	31,860	2.8%	531	3.05	37,580	2.9%	626	2.95
Info & Telecom Systems	21,313	2.1%	355	1.97	12,473	1.1%	208	1.19	11,738	0.9%	196	0.92
Franchise Fees	142,555	13.7%	2,376	13.16	165,431	14.3%	2,757	15.83	178,476	14.0%	2,975	14.01
Sales & Marketing	1,945	0.2%	32	0.18	5,773	0.5%	96	0.55	4,383	0.3%	73	0.34
Repairs & Maintenance	32,839	3.2%	547	3.03	38,030	3.3%	634	3.64	39,937	3.1%	666	3.14
Utilities	52,440	5.1%	874	4.84	60,774	5.3%	1,013	5.82	69,579	5.4%	1,160	5.46
Total Undistributed Expenses	314,116	30.3%	5,235	29.00	350,354	30.3%	5,839	33.53	384,625	30.1%	6,410	30.19



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STR & METRICS

COMFORT INN & SUITES MASON CITY

410 5TH ST SW
MASON CITY, IA
50401

Comfort Inn & Suites Mason City

SUBJECT vs. COMP HISTORICAL PERFORMANCE

Period	Occupancy			ADR			RevPAR			Room Revenue		
	Subject	Comp. Set	Penetration	Subject	Comp. Set	Yield	Subject	Comp. Set	Index	Subject	Comp. Set	Index
YE 2022	53.0%	56.0%	95%	\$87.26	\$91.95	95%	\$46.22	\$51.50	90%	\$1,009,377	\$1,124,853	90%
YE 2023	49.5%	62.2%	80%	\$92.80	\$93.45	99%	\$45.90	\$58.10	79%	\$1,002,386	\$1,268,827	79%
YE 2024	47.7%	49.8%	96%	\$92.22	\$96.44	96%	\$44.00	\$48.01	92%	\$963,628	\$1,051,333	92%
YE 2025	58.2%	50.4%	115%	\$99.54	\$95.56	104%	\$57.91	\$48.18	120%	\$1,264,738	\$1,052,220	120%

Comfort Inn & Suites Mason City

CHANGE vs. PRIOR YEAR

Period	Occupancy			ADR			RevPAR			Room Revenue		
	Subject	Comp. Set	Penetration	Subject	Comp. Set	Yield	Subject	Comp. Set	Index	Subject	Comp. Set	Index
YE 2023	-6.6%	11.0%	(16%)	6.3%	1.6%	5%	-0.7%	12.8%	(12%)	-0.7%	12.8%	(12%)
YE 2024	-3.5%	-19.9%	20%	-0.6%	3.2%	(4%)	-4.1%	-17.4%	16%	-3.9%	-17.1%	16%
YE 2025	21.9%	1.3%	20%	7.9%	-0.9%	9%	31.6%	0.4%	31%	31.2%	0.1%	31%

Note: Competitive Set data excludes the Subject Property

Source: Smith Travel Research, Inc.

Comfort Inn & Suites Mason City

STR: RESPONSE REPORT

	City	State	Zip	Rooms	Opened
P Comfort Inn & Suites Mason City	Mason City	IA	50401	60	1990
1 Best Western Holiday Lodge	Clear Lake	IA	50428	136	1964
2 AmericInn by Wyndham Clear Lake	Clear Lake	IA	50428	48	1995
3 Super 8 by Wyndham Mason City	Mason City	IA	504011566	56	1999
4 Days Inn by Wyndham Mason City	Mason City	IA	50401	57	1978
5 Country Inn & Suites Mason City	Mason City	IA	50401	88	2001

Subject Rooms: 60

Total Rooms: 445



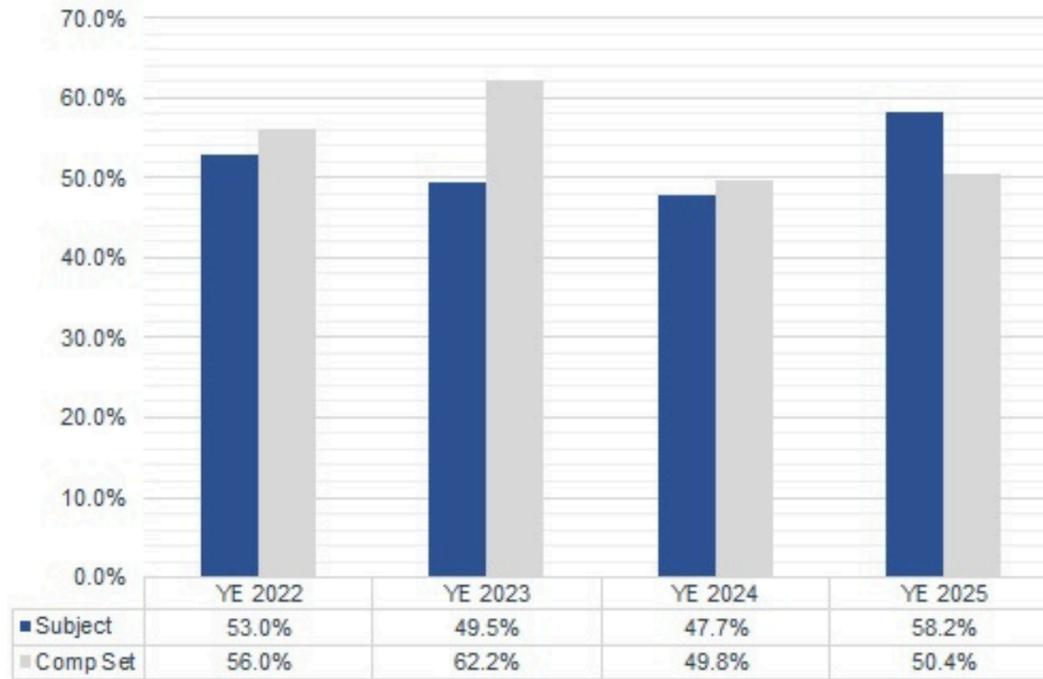
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STR CHARTS

COMFORT INN & SUITES MASON CITY

410 5TH ST SW
MASON CITY, IA
50401

Subject vs Comp Set Historical Occupancy



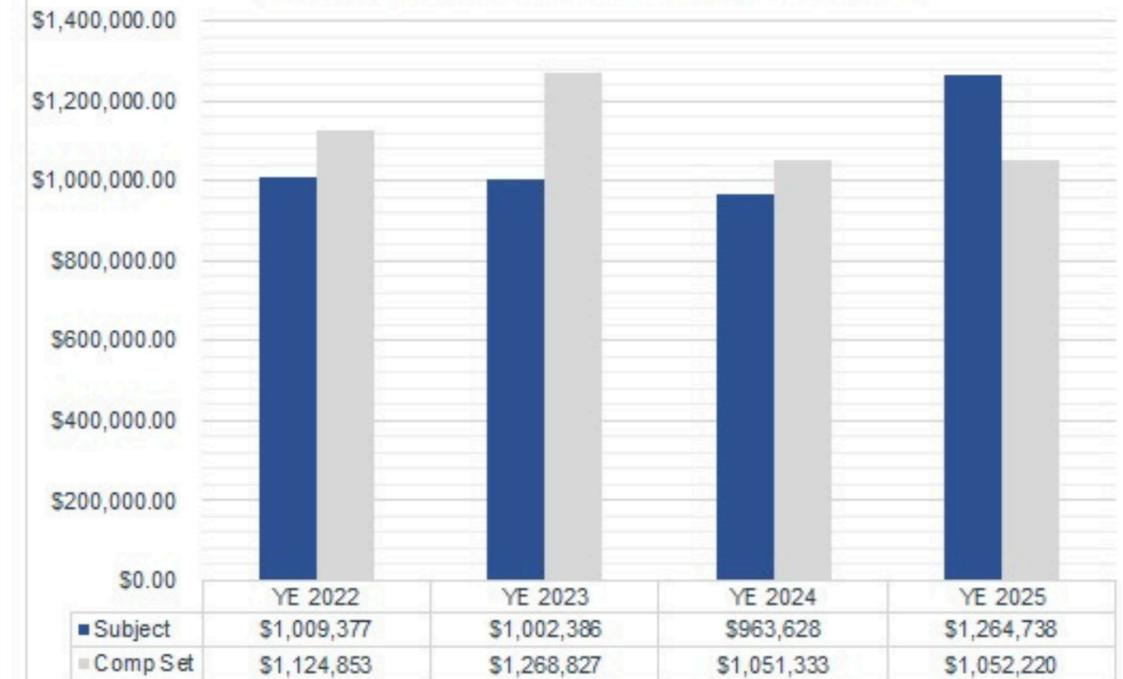
Subject vs Comp Set Historical Average Daily Rate



Subject vs Comp Set Historical RevPAR



Subject vs Comp Set Historical Room Revenue





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PRO FORMA ESTIMATES

COMFORT INN & SUITES MASON CITY

410 5TH ST SW
MASON CITY, IA
50401

	Most Recent Year EndFirst Full Year unde		ProForma Year 1		ProForma Year 2		ProForma Year 3		ProForma Year 4		ProForma Year 5	
	December 2025		2026		2027		2028		2029		2030	
Days in Period	366		365		365		365		366		365	
Number of Rooms	60		60		60		60		60		60	
Annual Available Rooms	21,960		21,900		21,900		21,900		21,960		21,900	
Occupied Rooms	12,741		12,702		12,483		12,483		12,737		12,921	
Occupancy	58.0%		58.0%		57.0%		57.0%		58.0%		59.0%	
Average Rate (ADR)	111.84		102.00		\$105.00		\$107.00		\$110.00		\$115.00	
% Change	0.0%		-8.8%		2.9%		1.9%		2.8%		4.5%	
RevPAR	64.89		59.16		\$59.85		\$60.99		\$63.80		\$67.85	
% Change	-		-8.8%		1.2%		1.9%		4.6%		6.3%	
Operating Revenue	Amount Percent		Amount Percent		Amount Percent		Amount Percent		Amount Percent		Amount Percent	
Rooms Revenue	1,424,934	111.5%	1,295,604	100.0%	1,310,715	100.0%	1,335,681	100.0%	1,401,048	100.0%	1,485,915	100.0%
Sales Tax	(147,249)	-11.5%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Total Operating Revenue	1,277,685	100.0%	1,295,604	100.0%	1,310,715	100.0%	1,335,681	100.0%	1,401,048	100.0%	1,485,915	100.0%
Departmental Expenses												
Rooms Expenses	64,170	4.5%	65,893	5.1%	65,081	5.0%	65,406	4.9%	67,070	4.8%	68,380	4.6%
Food & Beverage Expenses	45,668	-31.0%	44,457	0.0%	44,902	0.0%	45,351	0.0%	45,804	0.0%	46,262	0.0%
Labor Expense	236,731	18.5%	243,087	18.8%	239,135	18.2%	239,374	17.9%	244,485	17.5%	248,269	16.7%
Total Dept Expenses	351,138	27.5%	358,128	27.6%	353,865	27.0%	355,021	26.6%	362,498	25.9%	368,281	24.8%
Gross Operating Income	926,547	72.5%	937,476	72.4%	956,850	73.0%	980,660	73.4%	1,038,550	74.1%	1,117,634	75.2%
Variable Expenses												
Administrative & General	80,511	6.3%	79,200	6.1%	80,935	6.2%	82,975	6.2%	86,148	6.1%	92,860	6.2%
Info & Telecom Systems	11,738	0.9%	12,032	0.9%	12,333	0.9%	12,641	0.9%	12,957	0.9%	13,281	0.9%
Franchise Fees	178,476	14.0%	162,277	12.5%	164,170	12.5%	167,297	12.5%	175,484	12.5%	186,114	12.5%
Sales & Marketing	4,383	0.3%	4,515	0.3%	4,650	0.4%	4,790	0.4%	4,933	0.4%	5,081	0.3%
Repairs & Maintenance	39,937	3.1%	41,136	3.2%	42,370	3.2%	43,641	3.3%	44,950	3.2%	46,298	3.1%
Utilities	69,579	5.4%	71,100	5.5%	70,049	5.3%	70,224	5.3%	71,831	5.1%	73,052	4.9%
Total Undistributed Expenses	384,625	30.1%	370,260	28.6%	374,506	28.6%	381,568	28.6%	396,303	28.3%	416,687	28.0%
Gross Operating Profit	541,921	42.4%	567,217	43.8%	582,344	44.4%	599,092	44.9%	642,247	45.8%	700,947	47.2%
Fixed Charges												
Insurance	34,589	2.7%	36,319	2.8%	38,135	2.9%	40,041	3.0%	42,043	3.0%	44,145	3.0%
Property Taxes	74,506	5.8%	75,996	5.9%	79,036	6.0%	82,988	6.2%	85,477	6.1%	88,896	6.0%
Total Fixed Charges	109,095	8.5%	112,315	8.7%	117,171	8.9%	123,029	9.2%	127,521	9.1%	133,042	9.0%
EBITDA	432,826	33.9%	454,902	35.1%	465,173	35.5%	476,063	35.6%	514,726	36.7%	567,905	38.2%
Reserves (FF&E) (2)	51,107	4.0%	51,824	4.0%	52,429	4.0%	53,427	4.0%	56,042	4.0%	59,437	4.0%
Net Operating Income	381,719	29.9%	403,078	31.1%	412,745	31.5%	422,636	31.6%	458,684	32.7%	508,468	34.2%



HOTEL ADVISORS

5 YEAR IRR ANALYSIS

COMFORT INN & SUITES MASON CITY

410 5TH ST SW
MASON CITY, IA
50401

Comfort Inn & Suites Mason City

Five Year IRR Analysis

SOURCES & USES				Total	Per Room	% of Total			
Purchase Price		\$4,500,000		\$75,000	99.9%				
Closing Costs		\$5,000		\$83	0.1%				
Total Uses		\$4,505,000		\$75,083	100.0%				
Debt		\$3,378,750		\$56,313	75.0%				
Equity		\$1,126,250		\$18,771	25.0%				
Total Sources		\$4,505,000		\$75,083	100.0%				
UNLEVERED IRR		Base (Y0)	Year 1	Year 2	Year 3	Year 4	Year 5		
Initial Investment (GMV)		(\$4,505,000)							
NOI			\$403,078	\$412,745	\$422,636	\$458,684	\$508,468		
Terminal Value								\$5,819,139	
Selling Costs								(\$87,287)	
Total Unlevered Cash Flow		(\$4,505,000)	\$403,078	\$412,745	\$422,636	\$458,684	\$6,240,320		
Asset Yield			8.9%	9.2%	9.4%	10.2%	11.3%		
Unlevered IRR		13.8%							
Unlevered EMx		1.76x							
Unlevered Net Profit		\$3,432,463							
LEVERED IRR		Base	Year 1	Year 2	Year 3	Year 4	Year 5		
Investment		(\$4,505,000)							
Acquisition Debt		\$3,378,750							
NOI			\$403,078	\$412,745	\$422,636	\$458,684	\$508,468		
Other Cash Flow			\$0	\$0	\$0	\$0	\$0	\$0	
Acquisition Debt Service			(\$286,564)	(\$286,564)	(\$286,564)	(\$286,564)	(\$286,564)	(\$286,564)	
Refinance Debt Service			\$0	\$0	\$0	\$0	\$0	\$0	
Debt Service Shortfall			\$0	\$0	\$0	\$0	\$0	\$0	
Cash Flow after Debt Service		(\$1,126,250)	\$116,514	\$126,181	\$136,073	\$172,120	\$221,905		
Repayment of Acquisition Debt			\$0	\$0	\$0	\$0	(\$3,080,141)		
Terminal Value less Selling Costs								\$5,731,852	
Total Levered Cash Flow		(\$1,126,250)	\$116,514	\$126,181	\$136,073	\$172,120	\$2,873,615		
Cash on Cash			10.3%	11.2%	12.1%	15.3%	19.7%		
DSCR - TTM			1.33x	1.41x	1.44x	1.47x	1.6x		
DSCR - Current Year			1.41x	1.44x	1.47x	1.6x	1.77x		
Levered IRR		28.2%							
Levered EMx		3.04x							
Levered Net Profit		\$2,298,254							

REQUEST FOR INFORMATIONAL MATERIALS / CONFIDENTIALITY & DISCLAIMER

THIS IS A REQUEST FOR INFORMATIONAL MATERIALS ("MATERIALS") THAT HAVE BEEN PREPARED REGARDING THE POTENTIAL SALE OF THE PROPERTY KNOWN AS COMFORT INN & SUITES MASON CITY (THE "PROPERTY"), CURRENTLY OFFERED AT AN INDICATIVE PRICE OF \$4,500,000 (SUBJECT TO CHANGE, WITHDRAWAL, AND PRIOR SALE).

THE MATERIALS ARE BEING PROVIDED SOLELY TO THE INDIVIDUAL BROKER SHARED WITH AND/OR ITS PERMITTED ASSIGNS ("PROSPECTIVE PURCHASER") FOR THE LIMITED PURPOSE OF CONSIDERING A POSSIBLE ACQUISITION OF THE PROPERTY. THE MATERIALS CONTAIN CONFIDENTIAL INFORMATION REGARDING THE PROPERTY AND RELATED BUSINESS MATTERS AND ARE PROVIDED TO PROSPECTIVE PURCHASER ON THE CONDITIONS SET FORTH BELOW.

THE MATERIALS HAVE BEEN PREPARED BY THE OWNER AND P&E ADVISORS, LLC ("BROKER"), THE EXCLUSIVE LISTING BROKER FOR THE OWNER. THE MATERIALS ARE INTENDED ONLY AS A SUMMARY OVERVIEW AND DO NOT PURPORT TO BE ALL-INCLUSIVE OR TO CONTAIN ALL INFORMATION A PROSPECTIVE PURCHASER MAY DESIRE. NEITHER OWNER NOR BROKER MAKES ANY REPRESENTATION OR WARRANTY, EXPRESS OR IMPLIED, AS TO THE ACCURACY OR COMPLETENESS OF THE MATERIALS OR THEIR CONTENTS, AND NO LEGAL LIABILITY IS ASSUMED OR SHALL ARISE WITH RESPECT THERETO. THE INFORMATION CONTAINED HEREIN HAS BEEN OBTAINED FROM SOURCES BELIEVED TO BE RELIABLE; HOWEVER, BROKER HAS NOT VERIFIED AND WILL NOT VERIFY THE INFORMATION CONTAINED HEREIN.

BY ACCEPTING OR USING THE MATERIALS, PROSPECTIVE PURCHASER AGREES THAT IT WILL: (I) HOLD AND TREAT THE MATERIALS AND ALL INFORMATION CONTAINED THEREIN IN THE STRICTEST CONFIDENCE; (II) NOT DISCLOSE THE MATERIALS OR THEIR CONTENTS TO ANY OTHER PERSON OR ENTITY EXCEPT TO PROSPECTIVE PURCHASER'S LEGAL COUNSEL, ACCOUNTANTS, LENDERS, CONSULTANTS, AND ADVISORS WHO HAVE A NEED TO KNOW FOR THE PURPOSE OF EVALUATING THE PROPERTY AND WHO ARE INSTRUCTED TO MAINTAIN THE CONFIDENTIALITY OF SUCH INFORMATION; (III) NOT USE THE MATERIALS FOR ANY PURPOSE OTHER THAN EVALUATING A POTENTIAL ACQUISITION OF THE PROPERTY; (IV) NOT CONTACT OR DISCUSS A POTENTIAL SALE OF THE PROPERTY WITH ANY EMPLOYEES, GUESTS, VENDORS, FRANCHISE REPRESENTATIVES, TENANTS, OR OTHER ON-SITE PERSONNEL WITHOUT BROKER'S PRIOR WRITTEN CONSENT; AND (V) UPON REQUEST, PROMPTLY RETURN OR DESTROY ALL COPIES OF THE MATERIALS (INCLUDING ELECTRONIC COPIES).

PROSPECTIVE PURCHASER ACKNOWLEDGES AND AGREES THAT OWNER SHALL HAVE NO OBLIGATION TO PROSPECTIVE PURCHASER UNLESS AND UNTIL A DEFINITIVE WRITTEN PURCHASE AND SALE AGREEMENT IS FULLY EXECUTED AND DELIVERED BY OWNER AND PROSPECTIVE PURCHASER, AND THEN ONLY AS PROVIDED IN SUCH AGREEMENT.

OWNER AND BROKER EXPRESSLY RESERVE THE RIGHT, IN THEIR SOLE DISCRETION, TO REJECT ANY OR ALL PROPOSALS OR EXPRESSIONS OF INTEREST, TO TERMINATE DISCUSSIONS WITH ANY PARTY AT ANY TIME WITH OR WITHOUT NOTICE, AND TO MODIFY OR WITHDRAW THE OFFERING. THE MATERIALS SHALL NOT BE DEEMED A REPRESENTATION OF THE STATE OF AFFAIRS OF THE PROPERTY OR AN INDICATION THAT THERE HAS BEEN NO CHANGE IN THE BUSINESS OR AFFAIRS OF THE PROPERTY SINCE THE DATE OF PREPARATION.

BROKERAGE / COMPENSATION NOTICE: BROKER REPRESENTS THE OWNER IN CONNECTION WITH THE MARKETING OF THE PROPERTY. ANY COMPENSATION PAYABLE TO BROKER IN CONNECTION WITH A SALE OF THE PROPERTY SHALL BE AS PROVIDED UNDER THE OWNER'S EXCLUSIVE LISTING AGREEMENT WITH BROKER, UNLESS OTHERWISE AGREED IN WRITING.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONTACT BROKER TO SCHEDULE TOURS AND REQUEST ADDITIONAL INFORMATION.



BROKER CONTACT
JAKE ERICKSON | FOUNDER & PRIMARY BROKER
P&E ADVISORS, LLC
2042 WOODDALE DRIVE, SUITE 120 | WOODBURY, MN 55125
JAKE@PEHOTELADVISORS.COM
| DIRECT: (651) 278-8265
WWW.PEHOTELADVISORS.COM

MN 41019058/9 | IA B66396000 / F06702000 | WI 89877-94

THANK YOU



JAKE ERICKSON
CO-FOUNDER & PRIMARY
BROKER



JARED PLAMANN
CO-FOUNDER & PRINCIPAL

COMFORT INN & SUITES MASON CITY

jake@pehoteladvisors.com
Direct: (651) 278-8265

www.pehoteladvisors.com
Real Estate Firm | P&E Advisors LLC
MN 41019058/9 | IA B66396000 / F06702000 | WI 60668 - 90



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