



OFFERING MEMORANDUM

QUALITY INN & SUITES HANNIBAL | MO

120 Lindsey Drive Hwy. 36, Hannibal, MO 63401



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through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. HBA makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. HBA does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by HBA in compliance with all applicable fair housing and equal opportunity laws.



QUALITY INN & SUITES

HANNIBAL | MO

94-ROOM, INTERIOR CORRIDORS, AMENITIZED HOTEL



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HOTEL BROKERS OF AMERICA

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ACCEPTING REASONABLE OFFERS

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This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Any projections, opinions, assumptions or estimates used herein are for example purposes only and do not represent the current or future performance of the property. For more information please contact Hotel Brokers of America.

QUALITY INN & SUITES HANNIBAL

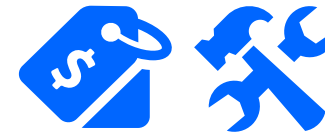
EXECUTIVE SUMMARY



Hotel Brokers of America is pleased to offer, on an exclusive basis, the opportunity to acquire this 94-room Quality Inn & Suites (“Property” or “Hotel”), prominently located in Hannibal, MO. This hotel is located near many fun adventure spots, especially for literary fans. Hannibal is the hometown of Sam Clemens, who most people know better as Mark Twain. Much of Twain’s book *The Adventures of Tom Sawyer* is based off of locales in Hannibal, so you can follow along in the footsteps of the famous, troublemaking Sawyer and his friend Huck Finn. While you’re in Hannibal, you can visit the Mark Twain Boyhood Home and Museum, Mark Twain Cave and Mark Twain Lake. In the center of town, you’ll even find a statue of Huck Finn and Tom Sawyer. After you pass by the statue, continue walking to reach the Mark Twain Memorial Lighthouse. The short hike up may get your heart pumping, but it will also give you spectacular views of Hannibal.

ESTIMATED PIP COST:

PRICE
\$705,000



OFFERING SUMMARY

List Price:	\$8,000,000
Occupancy:	59.91% (Proj. 2023/24)
ADR:	\$105.47 (Proj. 2023/24)
Revenue:	\$2,168,212 (Proj. 2023/24)
NOI:	\$625,204 (Proj. 2023/24)
Cap Rate:	6.43% (Proj. 2023/24)
Cash on Cash Return:	1.72% (Proj. 2023/24)



PRICE
\$8,000,000



NOI
\$625,204



CAP RATE
6.43%

AMENITIES HIGHLIGHTS

- Premium Free WiFi
- Banquet Hall
- Free Hot Breakfast
- Meeting Room
- Fitness Center
- Ample Onsite Parking
- 24-Hour Front Desk
- Laundry Services
- Indoor Pool
- Business Center



SUMMARY OF TERMS

INTEREST OFFERED

Hotel Brokers of America has been selected to exclusively market for sale this Quality Inn & Suites located in Hannibal, MO.

TERMS OF SALE

This Quality Inn & Suites located in Hannibal, MO is offered on an Open Bid basis. The net operating income figures for the Property assume a fiscal year starting 2023. Contact broker for historical operating documentation and any other third party reports.

PROPERTY TOURS

Prospective purchasers are encouraged to visit the subject properties prior to submitting offers. However, all property tours must be arranged with the Hotel Brokers of America listing agents. Please do not contact the tenants, on-site management or staff without prior approval.



QUALITY INN & SUITES HANNIBAL

PROPERTY OVERVIEW

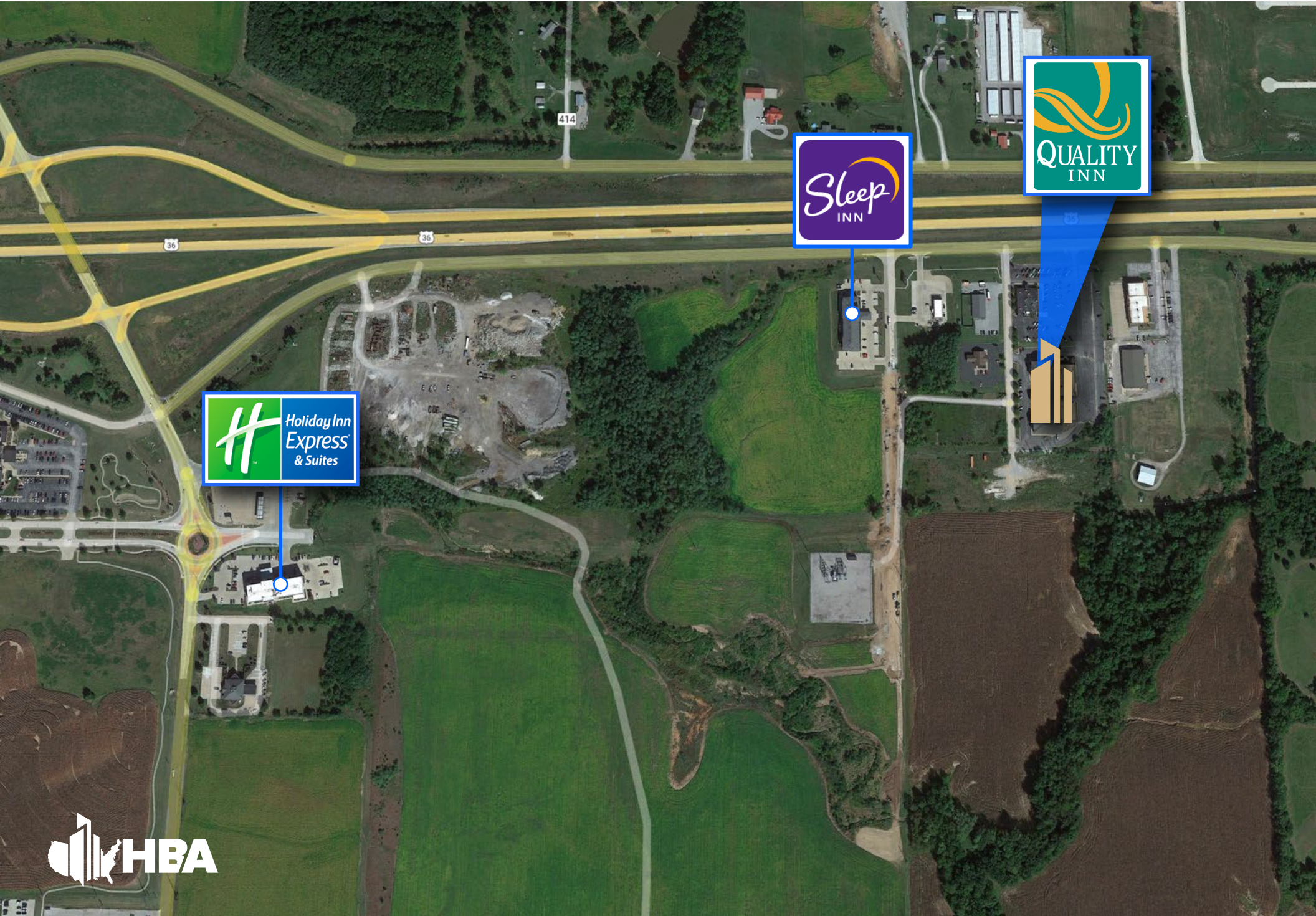


PROPERTY DETAILS

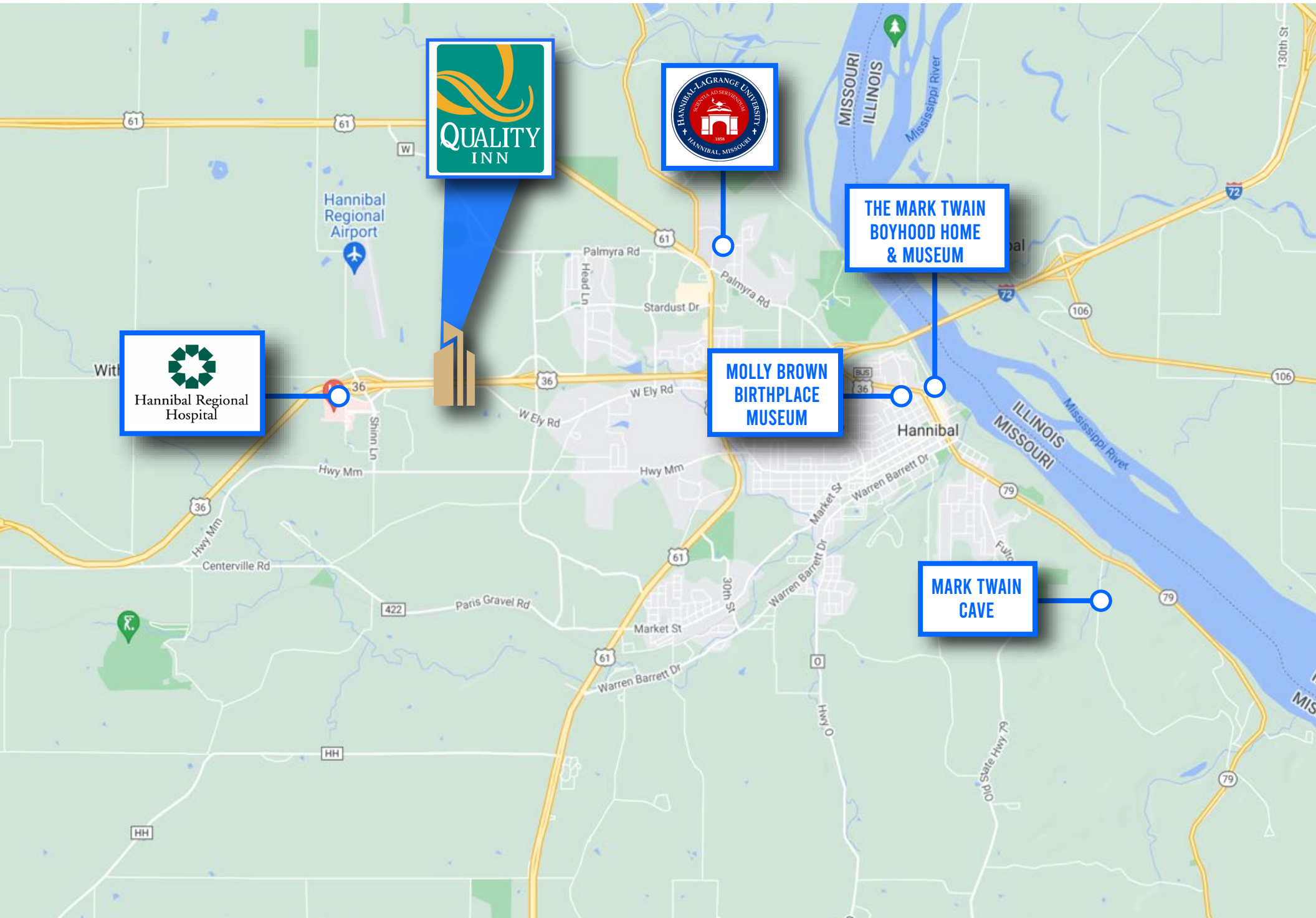
	Building SF:	75,953 SF
	Lot Size :	3.77 Acres
	Year Built:	2003
	Floors:	3
	Rooms:	94
	Corridors:	All Rooms Have Interior Hallways
	Occupancy:	59.91%
	Room Windows:	Windows Open
	Suites:	Yes - One and Two Beds
	Meeting Rooms:	Yes
	Dining Facilities:	Free Breakfast
	Fitness Center/Pool:	Yes/Indoor Pool
	Average Daily Rate:	\$105.47
	Star Class Rating	3-Star

Quality Inn & Suites is a family-friendly hotel offering a flat screen TV and air conditioning in the rooms, and it is easy to stay connected during your stay as free wifi is offered to guests. The hotel features a 24 hour front desk and newspaper. Plus, guests can enjoy a pool and free breakfast, which have made this a popular choice among travelers visiting Hannibal. For guests with a vehicle, free parking is available.









Hannibal Regional Hospital



QUALITY INN



HANNIBAL-LA GRANGE UNIVERSITY
COURTESY AND SERVICE
1888
HANNIBAL, MISSOURI

MOLLY BROWN BIRTHPLACE MUSEUM

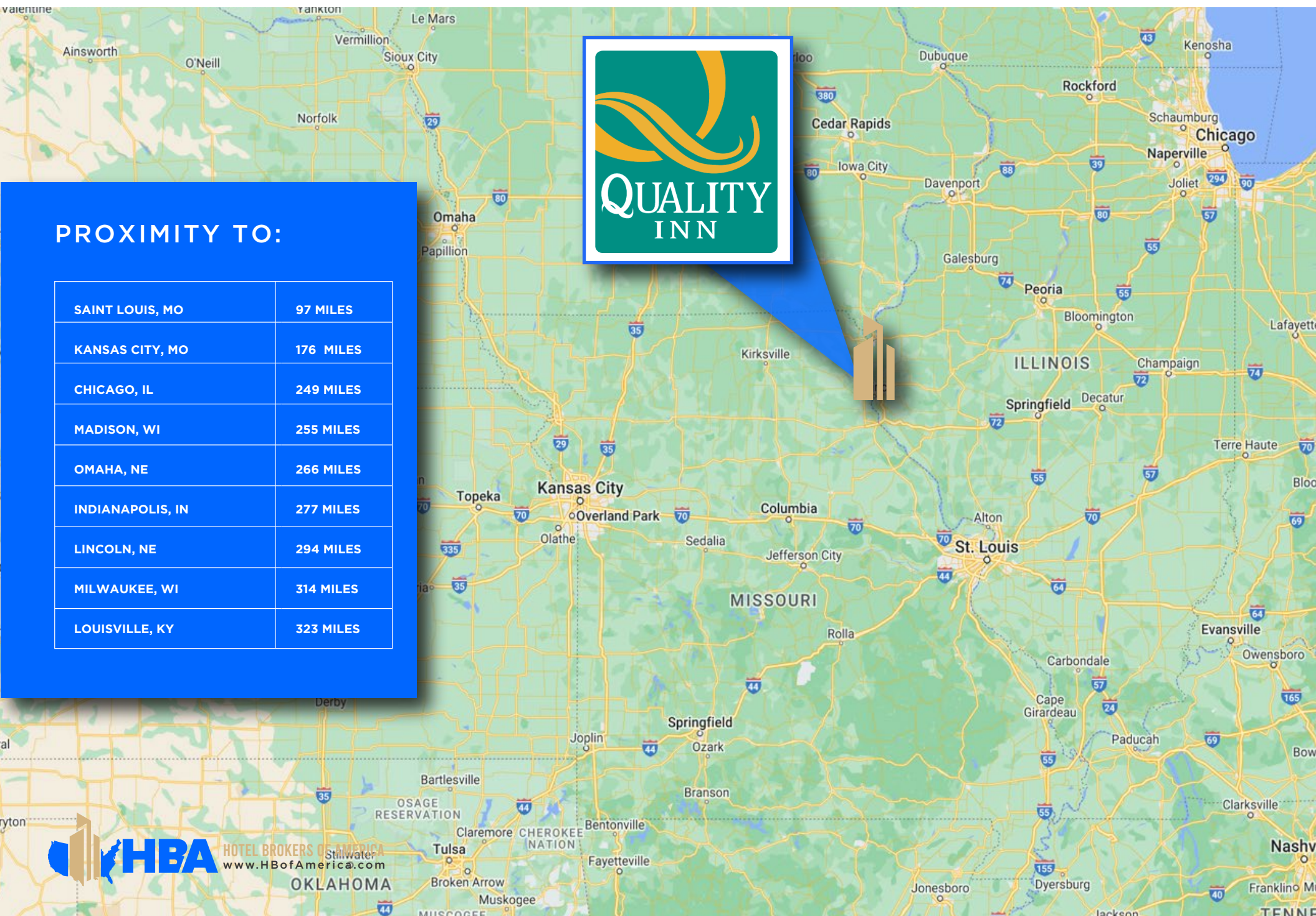
THE MARK TWAIN BOYHOOD HOME & MUSEUM

MARK TWAIN CAVE



PROXIMITY TO:

SAINT LOUIS, MO	97 MILES
KANSAS CITY, MO	176 MILES
CHICAGO, IL	249 MILES
MADISON, WI	255 MILES
OMAHA, NE	266 MILES
INDIANAPOLIS, IN	277 MILES
LINCOLN, NE	294 MILES
MILWAUKEE, WI	314 MILES
LOUISVILLE, KY	323 MILES



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OKLAHOMA

Nashv

Franklino M

TENN







QUALITY INN & SUITES HANNIBAL

MARKET OVERVIEW



HANNIBAL, MO OVERVIEW

Nestled on the banks of the Mississippi River in the heart of the Midwest, Hannibal is known around the world for being the boyhood home of one of the USA's greatest authors, Mark Twain. Born Samuel Langhorne Clemens, he later adopted the pen name Mark Twain and became a worldwide celebrity, touring the globe on lecture tours and penning dozens of books.

Walk in Twain's footsteps, discovering the places that inspired "The Adventures of Tom Sawyer" and "Adventures of Huckleberry Finn." Explore the eight buildings that comprise The Mark Twain Boyhood Home & Museum to see the writer's childhood home, a National Historic Landmark and one of the earliest home preservation projects in the country. Visit the home of Laura Hawkins, the little girl who inspired the character of Becky Thatcher; Mark Twain's father's Justice of the Peace office; 15 original Norman Rockwell paintings and a reproduction of the home of Tom Blankenship (Twain's inspiration for Huckleberry Finn), as well as buildings featuring hands-on exhibits and artifacts detailing Twain's life. Go to the back of Twain's house to paint the famous whitewashed fence.

Tour Mark Twain Cave, Missouri's oldest show cave and the cave in which the writer played as a child in Hannibal. While there, wine lovers can sample the unique Mark Twain vintages exclusive to the site's Cave West Winery (and don't leave Hannibal without sampling the cave-aged cheeses and homemade fudge). Catch a stage performance by a Mark Twain actor at historic Planter's Barn Theater or Cave Hollow Theater. Ride the Mark Twain Riverboat on the Mighty Mississippi River, where narrated cruises take you past Hannibal landmarks and places Twain memorialized in his work like Cardiff Hill and Jackson's Island.

Stroll historic downtown Hannibal to browse locally owned shops, dine at restaurants nestled along the river as well as visit art galleries and theaters. Learn more about the Titanic's Unsinkable Molly Brown, enjoy playing miniature golf or tour a mansion. Outdoor enthusiasts will find Hannibal's 20-plus parks full of scenic overlooks, challenging walking and biking trails, and historic statues. Golfers can enjoy Hannibal's fine public courses. Watch Hannibal's streets come alive at one of the many festivals that take place each year.

*Source: <https://www.visittheusa.com/destination/hannibal>



ECONOMY

The Hannibal/Kirksville Region sits on the Mississippi and is served by two interstate highways, four Class 1 railroads and regional airports, enabling efficient river, road, air and rail distribution in all directions. Four-lane US-36 also provides one of the fastest, least congested truck routes between Kansas City and Chicago.

The region is a prolific producer of soybeans, with additional strengths in advanced manufacturing, food solutions, information technology, and logistics. Hannibal is a wonderful place to live, work, shop, or simply visit. Hannibal has a number of local industries, including General Mills (ranked 69 out of the 100 best companies to work for by Fortune magazine for 2008), Watlow Electric, Buckhorn Rubber, Cosmoflex, Spartan Metal, Enduro Industries, Continental Cement, Hannibal LaGrange University, Hannibal Regional Hospital, the Hannibal Clinic, and nearby BASF. Hannibal also has a Collegiate League Baseball franchise, the Hannibal Cavemen, who play in the Clemens Field in downtown Hannibal.

SOURCE: <https://www.hannibal-mo.gov/about/>

MAJOR AREA EMPLOYERS

Ameriwood Industries (Wright City)

BASF (Palmyra)

Cerro Flow Products (Shelbina)

ConAgra Foods (Macon)

Continental Cement (Hannibal)

Daddy Ray's (Moscow Mills)

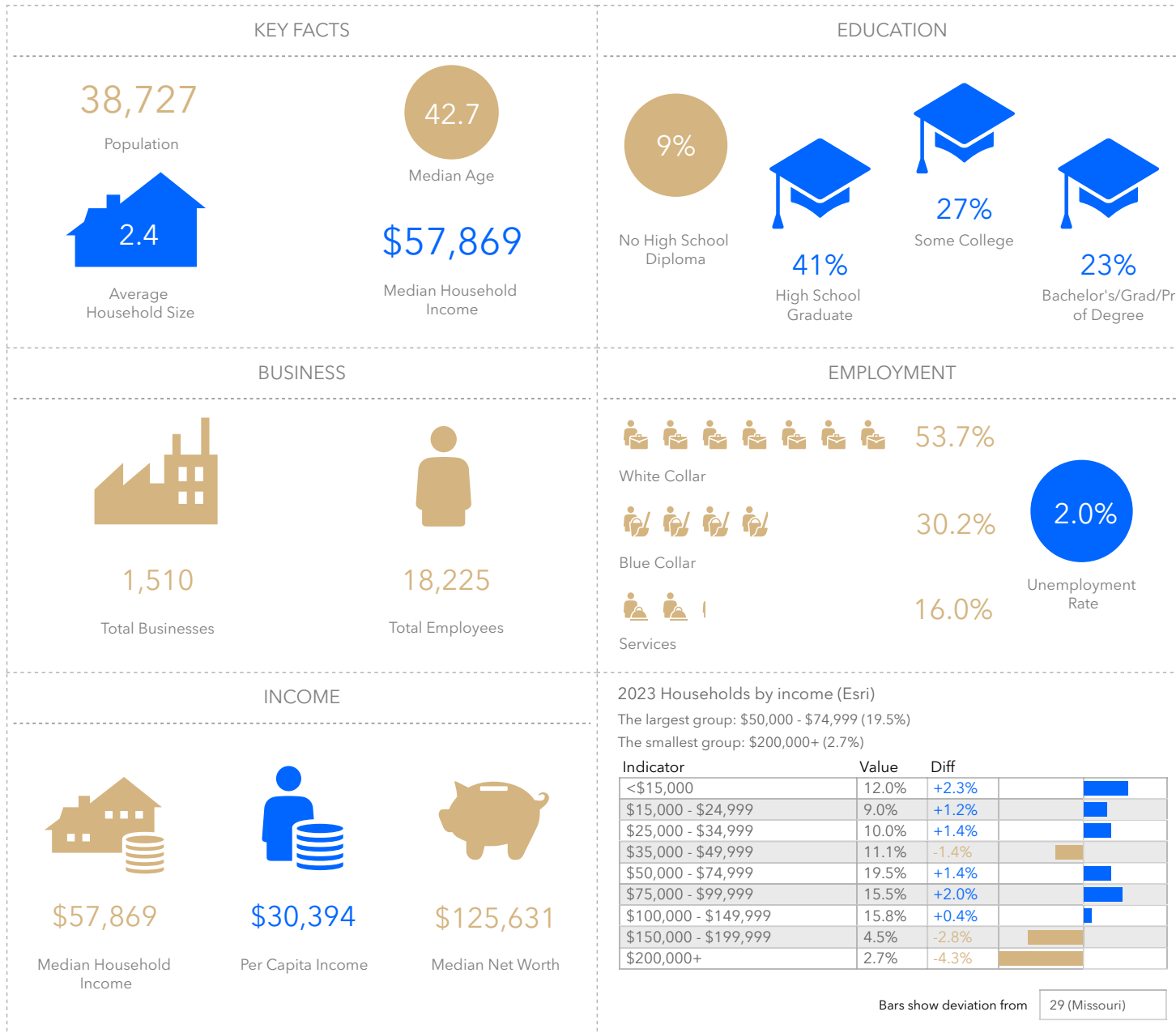
Dura Automotive Systems (Moberly)

General Mills (Hannibal)

Independent Stave Company (New Florence)

The Kraft Heinz Company (Kirksville)





HOTEL BROKERS OF AMERICA RECENT SALES

Hotel	Price	\$ Per Key	City	MSA	State	Status
Staybridge Suites	\$16,000,000.00	\$150,943	Lake Charles	Lake Charles	LA	Sold
Hampton Inn & Suites	\$5,850,000.00	\$86,029	Victoria	Victoria	TX	Sold
Comfort Inn and Suites	\$6,100,000.00	\$87,143	Zachary	Baton Rouge	LA	Sold
Best Western	\$5,000,000.00	\$80,645	New Roads	Baton Rouge	LA	Sold
Hilton Garden Inn	\$16,600,000.00	\$124,812	Bentonville	Fayetteville	AR	Sold
Comfort Suites	\$9,500,000.00	\$109,195	Gulfport	Biloxi	MS	Sold
Motel 6	\$5,500,000.00	\$42,969	Albuquerque	Albuquerque	NM	Sold
Hampton Inn	\$8,150,000.00	\$127,344	Farmington	St. Louis	MO	Sold
Holiday Inn Express & Suites	\$4,125,000	\$52,215	Beeville	Alice	TX	Sold
Holiday Inn Express & Suites	\$7,500,000.00	\$76,531	New Iberia	Lafayette	LA	Sold
Super 8	\$4,800,000	\$48,980	Wichita Falls	Dallas	TX	Sold
Fairfield Inn & Suites	\$14,300,000	\$155,435	Buda	Austin	TX	Sold
Holiday Inn Express & Suites	\$6,225,000	\$76,852	Claremore	Tulsa	OK	Sold
Candlewood Suites	\$4,000,000.00	\$61,538	Conway	Little Rock	AR	Sold
Red Roof Inn	\$3,811,000.00	\$38,888	Columbia	Kansas City	MO	Sold
Best Western Inn & Suites	\$3,450,000.00	\$69,000	San Marcos	Austin	TX	Sold
Holiday Inn	\$8,000,000.00	\$105,263	Brownsville	South Padre Island	TX	Sold
Del Rio Executive Inn	\$3,811,000.00	\$65,707	Del Rio	San Antonio	TX	Sold
Holiday Inn Express & Suites	\$9,800,000.00	\$124,051	Port Lavaca	Corpus Christi	TX	Sold
Fairfield Inn & Suites	\$13,000,000.00	\$149,425	Pensacola	Pensacola	FL	Sold
Holiday Inn Express	\$5,726,000.00	\$63,622	Dumas	Amarillo	TX	Sold
Hampton Inn	\$6,150,000.00	\$75,000	Junction City	Kansas City	KS	Sold
Springhill Suites	\$4,272,222.00	\$49,677	Pittsburgh	Pittsburgh	PA	Sold
Comfort Inn & Suites	\$4,000,000.00	\$57,971	Conway	Little Rock	AR	Sold
La Quinta Inn and Suites	\$7,800,000.00	\$105,405	Helena	Helena	MT	Sold
Ramada	\$2,700,000.00	\$16,875	New Iberia	Lafayette	LA	Sold
Fairfield Inn & Suites	\$7,500,000.00	\$96,154	Sulphur	Lake Charles	LA	Sold
Holiday Inn	\$13,000,000.00	\$63,107	Mobile	Mobile	AL	Sold
Holiday Inn Express	\$7,000,000.00	\$80,460	Fairhope	Mobile	AL	Sold
Super 8	\$4,025,000.00	\$35,938	Great Falls	Great Falls	MT	Sold
Red Roof Inn	\$6,650,000.00	\$49,259	San Antonio	San Antonio	TX	Sold
Days Inn	\$4,600,000.00	\$43,396	Sulphur	Lake Charles	LA	Sold
Holiday Inn Express & Suites	\$7,600,000.00	\$107,042	Sand Springs	Tulsa	OK	Sold
Best Western	\$3,750,000.00	\$46,875	Burkburnett	Wichita Falls	TX	Sold
Comfort Inn & Suites	\$7,500,000.00	\$74,257	Biloxi	Biloxi	MS	Sold
Springhill	\$9,250,000.00	\$85,648	Laredo	San Antonio	TX	Sold
Blue Bonnet Hotel	\$4,500,000.00	\$37,500	Baton Rouge	Baton Rouge	LA	Sold
Comfort	\$4,950,000.00	\$81,148	New Braunfels	San Antonio	TX	Sold
Comfort Suites	\$3,550,000.00	\$47,973	Nacogdoches	Nacogdoches	TX	Sold
Country Inn & Suites	\$5,800,000.00	\$92,063	Pensacola	Pensacola	FL	Sold
Comfort Inn	\$7,900,000.00	\$66,949	Wichita Falls	Dallas	TX	Sold

THINKING OF SELLING?

HOTELS WANTED FOR READY TO GO 1031 EXCHANGE BUYERS HIGH PRICE PER KEY SALES



MAKING DEALS HAPPEN!

MAXIMUM 90 DAY LISTINGS | COMPLIMENTARY VALUATION OF YOUR HOTEL |

OUR BROKER FEES ARE BEST IN THE BUSINESS | FULL MARKETING OR CONFIDENTIAL LISTING |

NATIONAL REPRESENTATION TO 20,000 BUYERS | PROFESSIONAL MARKETING AND

PACKAGES | **WE COOPERATE WITH ALL BROKERS FOR MAXIMUM EXPOSURE**



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