



# Hilton Garden Inn | Mattoon, IL

Sales Investment Offering Memorandum

# Table of Contents

**Hilton  
Garden  
Inn**  
Mattoon, IL



<b><u>Property Overview</u></b>	<b>4</b>
<b><u>Key Features &amp; Amenities</u></b>	<b>5</b>
<b><u>Financial Overview</u></b>	<b>6</b>
<b><u>Contracted Demand Drivers</u></b>	<b>7</b>
<b><u>Event and Group Business &amp; Market Highlights</u></b>	<b>8</b>
<b><u>Floor Plans</u></b>	<b>9</b>
<b><u>Investment Highlights</u></b>	<b>10</b>
<b><u>Sales Comparables</u></b>	<b>11</b>
<b><u>Location Overview</u></b>	<b>12</b>
<b><u>Area Maps</u></b>	<b>13</b>
<b><u>Area Retailer Map</u></b>	<b>14</b>

## Advisor Contact Information

**Derek Gonsch** | Associate Advisor  
Accredited Commercial Practitioner (ACP)  
708.267.9988 | derek.gonsch@svn.com | svnchicago.com

# Hilton Garden Inn

Mattoon, IL

100 Coles Centre Pkwy, Mattoon, IL



# Property Overview

**Hilton  
Garden  
Inn**  
Mattoon, IL

SVN Chicago Commercial is pleased to offer the opportunity to acquire the Hilton Garden Inn - Mattoon, a 102-room, next-generation Hilton prototype hotel built in 2022. As the newest of just 11 hotels in the Mattoon market, this asset is the first of its kind to showcase Hilton Garden Inn's updated concept design. The property operates with no expiration on the Hilton flag and has no Property Improvement Plan (PIP) due until 2032—offering long-term brand stability and reduced capital expenditure requirements.

This self-managed hotel boasts strong operational performance, consistently outperforming its competitive set. An assumable USDA-backed loan of \$9 million at 7.25% is available, subject to lender approval.



102  
rooms



4  
floors



built in  
2022



7.11  
ac



105,096 SF  
building



7,500 SF  
meeting & banquet



zoned  
CD





# Key Features & Amenities

Hilton  
Garden  
Inn  
Mattoon, IL



Indoor pool & large fitness center



Four EV charging stations



Stix Bar & Lounge with 24-hour hotel liquor license



550-person banquet hall (separate liquor license for banquet operations)



Two smaller meeting rooms & business center



Video gaming area



Outdoor patio with grilling stations



Continental breakfast service & sundry shop



Guest laundry & laundry facilities



Commercial kitchen



Dedicated employee areas and maintenance storage



# Financial Overview

**Hilton  
Garden  
Inn**  
Mattoon, IL



## Property Data

Property Tax	\$292,912
2024 OCC	77.1%
2024 ADR	\$142.68
2024 RevPAR	\$109.95
2024 Gross Revenue	\$4,700,521.67
NOI	\$1,501,761.00
PIN	06-0-05161-002

## Analysis Data

<b>Asking Price:</b>	<b>\$17,900,000</b>
Room Revenue Multiplier	4X
Cap Rate	7.9%
Price Per Room	\$175,490



# Contracted Demand Drivers

**Hilton  
Garden  
Inn**  
Mattoon, IL

The hotel maintains exclusive corporate lodging contracts with several major local and regional institutions, including:

Eastern Illinois University Athletics



St. Anthony's Hospital



Carle Hospital



Sarah Bush Lincoln Health System



First Mid Bank



Lake Land College



These agreements generate a steady stream of 2,000-3,000 room nights annually, providing reliable base occupancy and revenue.





# Event and Group Business & Market Highlights

Hilton  
Garden  
Inn  
Mattoon, IL

## Event & Group Business

The property's 550-person banquet hall is a proven driver of non-room revenue, hosting approximately 10-12 weddings annually. Additionally, Rural King—headquartered nearby—books 100+ corporate meetings each year. The balance of banquet and meeting room usage is supported by a mix of local and regional groups.

## Market Highlights

Strategically located between Champaign and Effingham, Mattoon is a key midpoint for cross-Midwest travelers. The city continues to benefit from regional growth and new developments, including the recently opened Emerald Acres Sports Complex—a 150-acre facility drawing year-round travel sports tournaments. Additional demand drivers include seasonal tourism around Bagelfest, Zax Trax, and Warren James Winery.



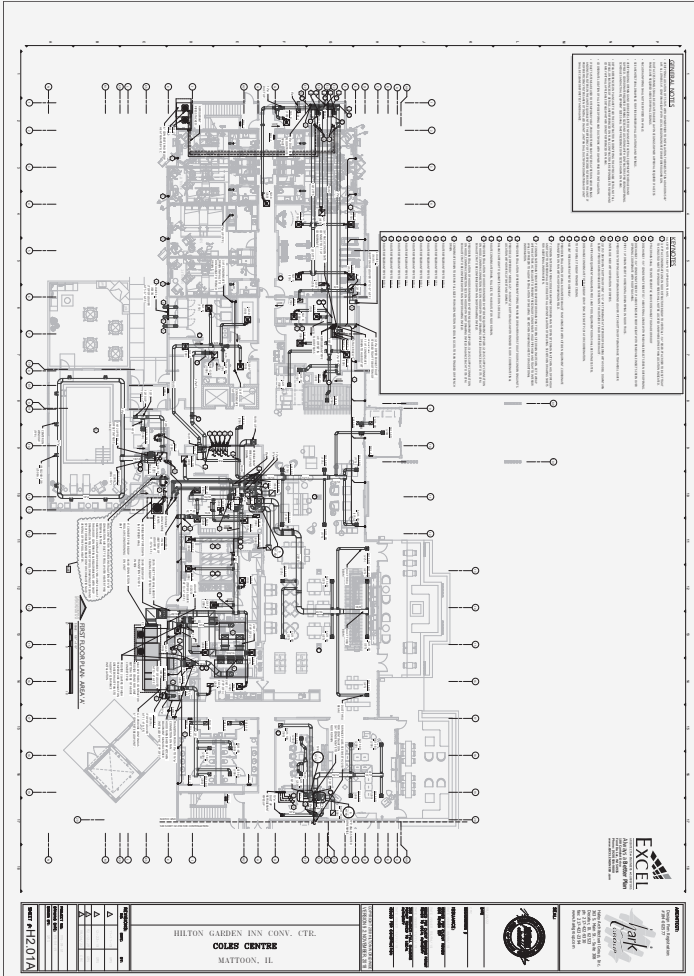


# Floor Plans

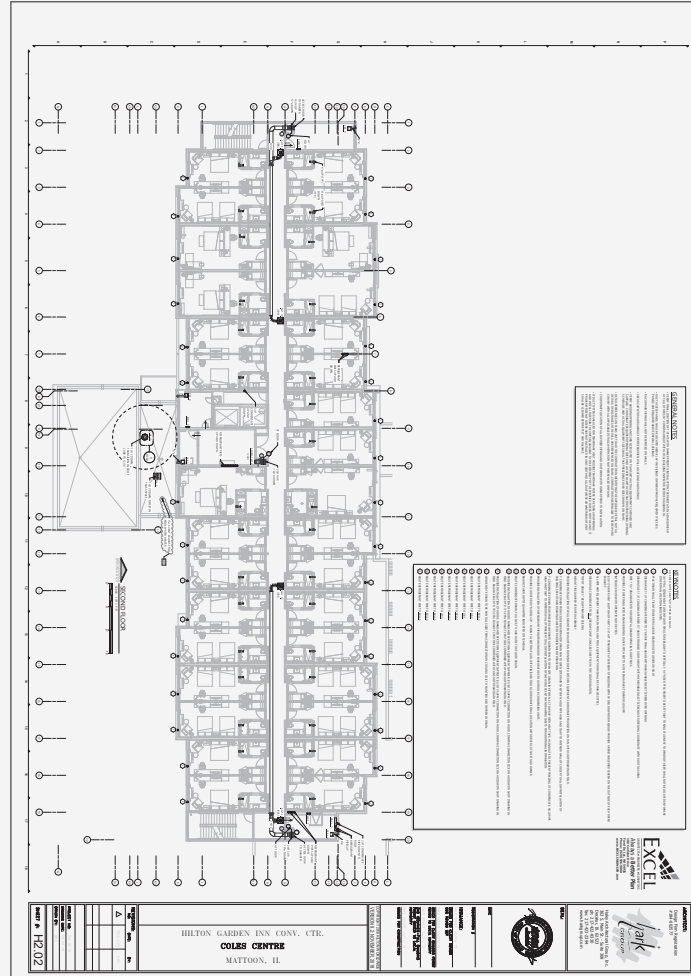
**Hilton  
Garden  
Inn**  
Mattoon, IL



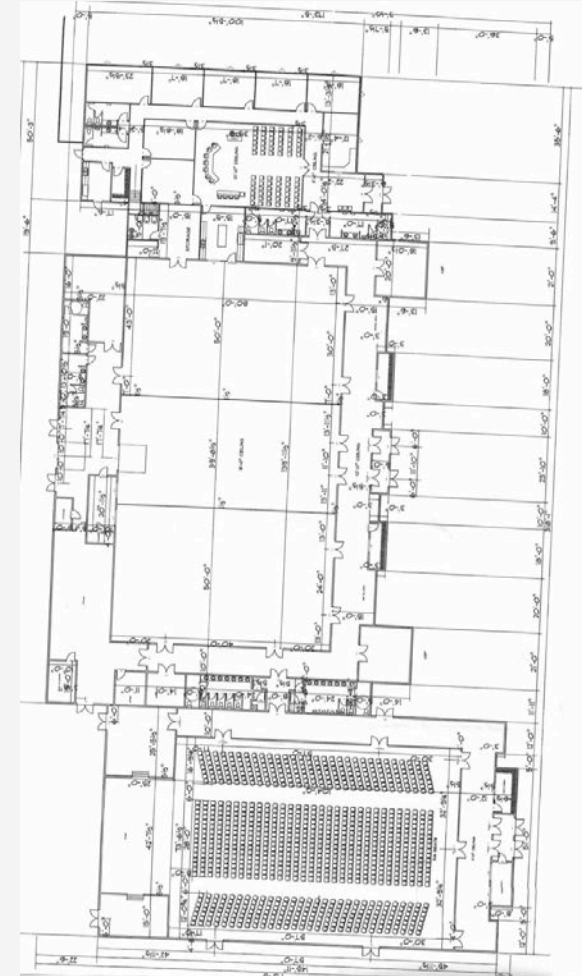
Click for enlarged versions of floor plans



1st floor



2nd floor



Convention Center

# Investment Highlights

**Hilton  
Garden  
Inn**  
Mattoon, IL

## strengths

**Strategic Location Near I-57:** Located just off the I-57 exit, the property offers convenient regional access for both business and leisure travelers, making it a consistent draw for overnight stays.

**High Visibility with Strong Traffic Counts:** Positioned along a major travel corridor with excellent expressway visibility, maximizing brand exposure and daily impressions.

**Modern, Purpose-Built Facility:** Features a contemporary, welcoming design that appeals to a wide range of travelers and requires minimal capital reinvestment in the near term.

**Superior Operating Performance:** Financial metrics outperform the local comp set, highlighting operational efficiency, pricing strength, and proven market demand.

## opportunities

**Corporate Expansion to Far South Submarkets:** Increasing interest from corporate headquarters evaluating downstate and far south towns presents long-term demand drivers for local hospitality assets.

**Regional Growth in Central Illinois:** Cities such as Champaign, Springfield, and Mattoon are experiencing economic development and population growth, expanding the property's demand base.

**First-Mover Advantage East of the Exit:** The only hotel located on the east side of the expressway exit, offering exclusive accessibility to guests entering from that direction.

**Capture Cross-Midwest Travel Demand:** Positioned to benefit from steady Midwest regional tourism and road-trip traffic, with opportunities to further market to transient leisure travelers.





# Location Overview

**Hilton  
Garden  
Inn**  
Mattoon, IL

## Regional Accessibility & Infrastructure

**Well-connected via I-57 & U.S.-45:** Mattoon lies just off Interstate 57, offering direct north-south connectivity to major Illinois cities (Champaign, Springfield, Chicago) and seamless logistics access.

**Amtrak hub & local transit:** Host to three Amtrak lines (City of New Orleans, Illini, Saluki) and served by the Coles County Zipline, Mattoon supports both passenger and regional connectivity.

## Economic Base & Growth Catalysts

**Diverse employer ecosystem:** Regional headquarters and manufacturing in Rural King, Consolidated Communications, Mars Petcare, Bimbo Bakeries, alongside healthcare anchors Sarah Bush Lincoln and Carle Foundation.

**Educational asset & workforce pipeline:** Lake Land College serves ~3,700 students and is complemented by the LIFT innovation center, fostering talent and vocational training. Coles County graduates ~2,000 annually via Eastern Illinois University.

## Retail & Entertainment Attractions

**Established retail corridor:** Cross County Mall anchors regional shopping with Rural King and Marshalls and other national retailers like Dunkin' and Planet Fitness nearby.

**Sports & recreation draw:** The nearby Emerald Acres Sports Connection draws ~580,000 annual visitors, supporting hospitality and food and beverage demand.

**Recreation & quality of life assets:** The city-owned Lake Mattoon and Paradise offer outdoors amenities, parks and golf courses—boosting visitor appeal.

## Mattoon, IL a strategic location

## Pro-Investment Development Tools

**Strong municipal support:** TIF and BDD incentives are available to facilitate redevelopment and value-add projects.

**Active economic development efforts:** Programs like “*Move to Mattoon*” offer relocation incentives (housing, co-working, and memberships) to attract educated workforce.

## Demographics & Market Dynamics



Click for full demographic report

**Stable population (~16,900):** Mattoon maintains a stable mid-sized population with a moderate cost of living and expanding residential listings.

**Employment outlook:** Unemployment at ~5.6% with projected job growth (~33% over 10 years) aligns with national averages.

## Choose Mattoon, IL

**Mattoon offers a strategic blend** of transportation connectivity, regional retail and recreation demand drivers, incentivized development environment, and a stable yet growing labor pool. Its under-the-radar positioning off I-57 makes it an ideal emerging regional hub for hospitality, retail, or mixed-use investments—backed by municipal support and consistent visitor traffic from sports, college activity, and outdoor amenities.

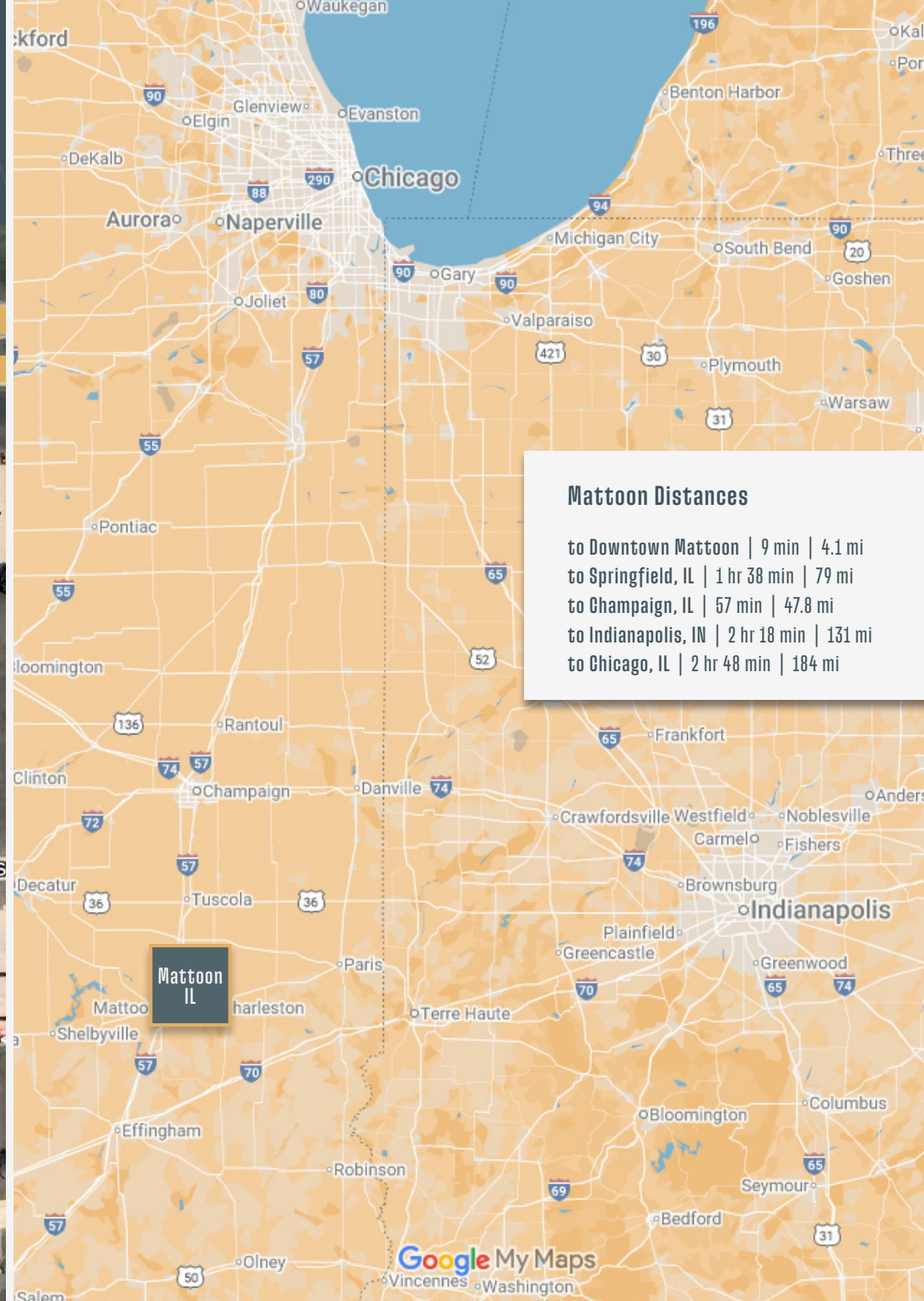
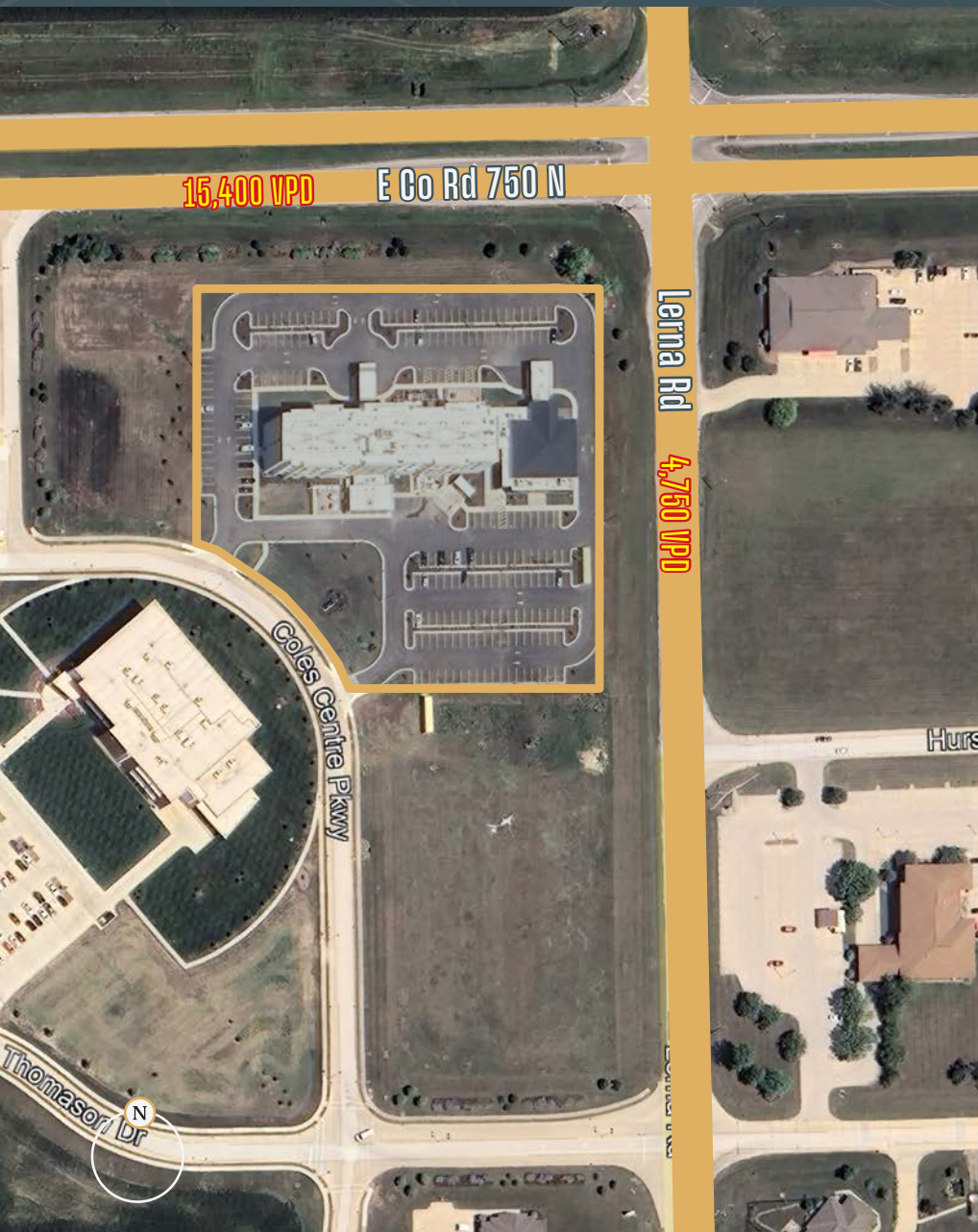
Sources: chatgpt, wikipedia.org, coles.together.com, mattoon.illinois.gov & makemymove.com



# Area Maps

## Hilton Garden Inn

Mattoon, IL





**Hilton  
Garden  
Inn**  
Mattoon, IL





# Offering Disclaimer

**Hilton  
Garden  
Inn**  
Mattoon, IL

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 Offering Memorandum, 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 Brochure must be returned to the SVN®.

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 Memorandum 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.



# Hilton Garden Inn

Mattoon, IL

100 Coles Centre Pkwy, Mattoon, IL



## Advisor Contact Information

**Derek Gonsch** | Associate Advisor  
Accredited Commercial Practitioner (ACP)  
708.267.9988 | [derek.gonsch@svn.com](mailto:derek.gonsch@svn.com) | [svnchicago.com](http://svnchicago.com)



**SVN® CHICAGO COMMERCIAL**  
940 West Adams Street, 2nd Floor  
Chicago, Illinois 60607

All SVN® Offices Independently Owned & Operated.

The information listed in this proposal has been obtained from sources we believe to be reliable, however we accept no responsibility for its correctness.

[svnchicago.com](http://svnchicago.com)