



# Hilton Garden Inn | Mattoon, IL

Sales Investment Offering Memorandum

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Garden  
Inn  
Mattoon, IL



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# Hilton Garden Inn

Mattoon, IL

100 Coles Centre Pkwy, Mattoon, IL

# Property Overview

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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

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-  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

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## Property Data

Property Tax	\$292,912
2024 OOC	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

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

# Contracted Demand Drivers

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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

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## 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.

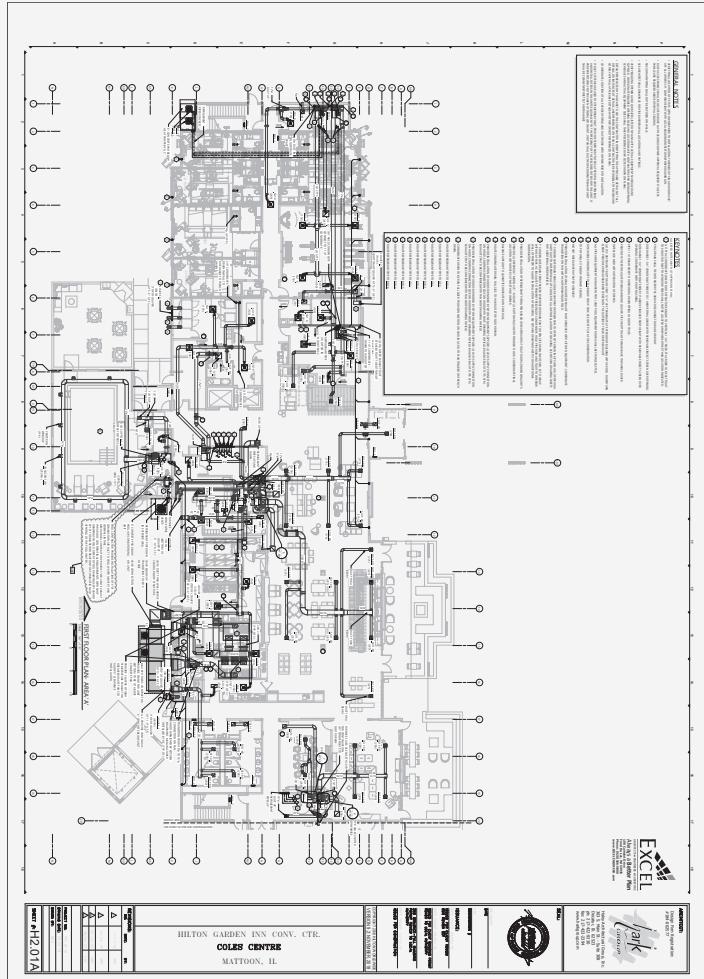


# Floor Plans

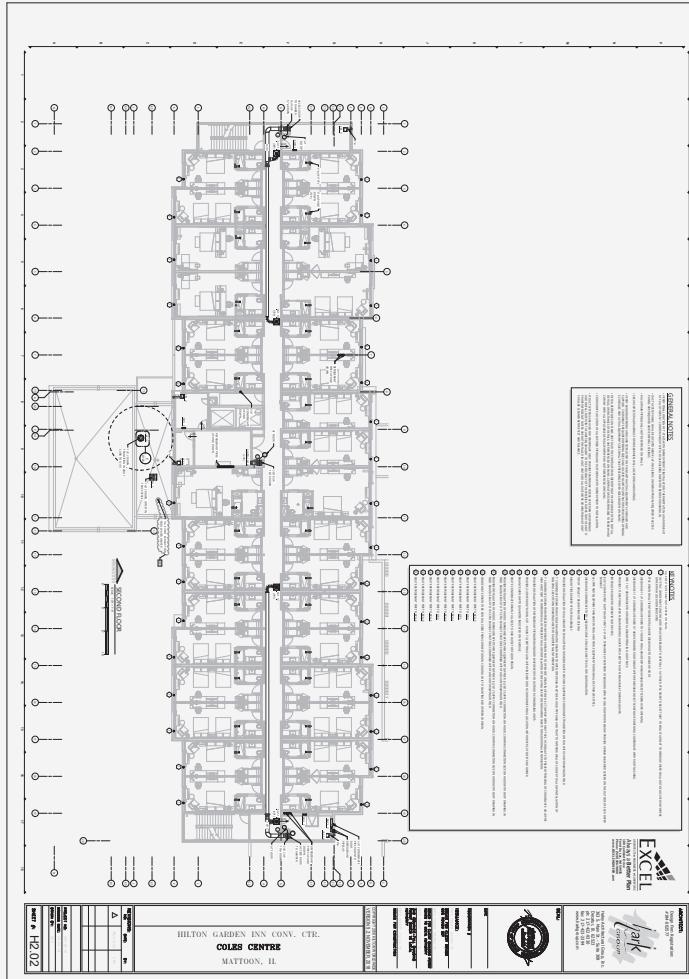
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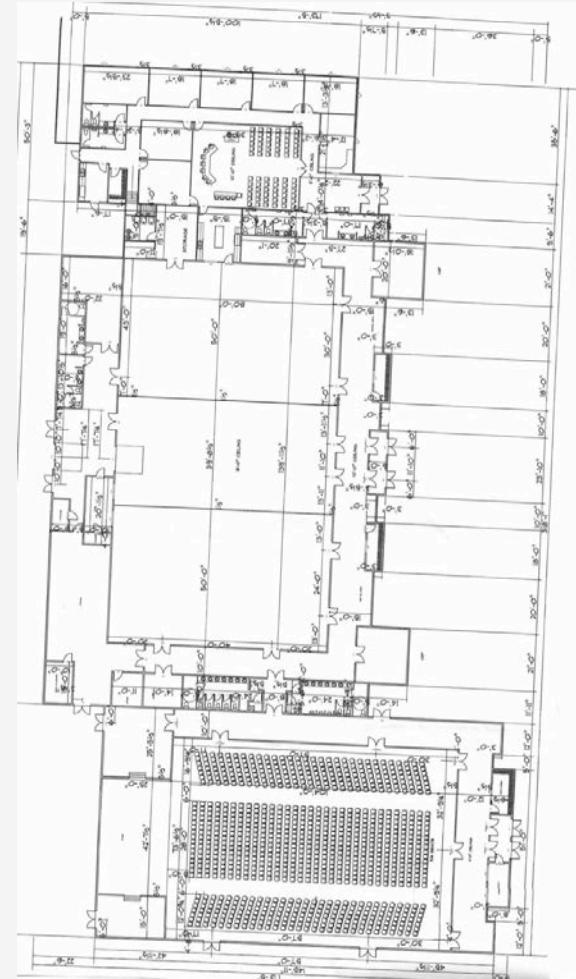
Click for enlarged versions of floor plans



1st floor



2nd floor



Convention Center

# Investment Highlights

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## 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

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## 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 BID 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.

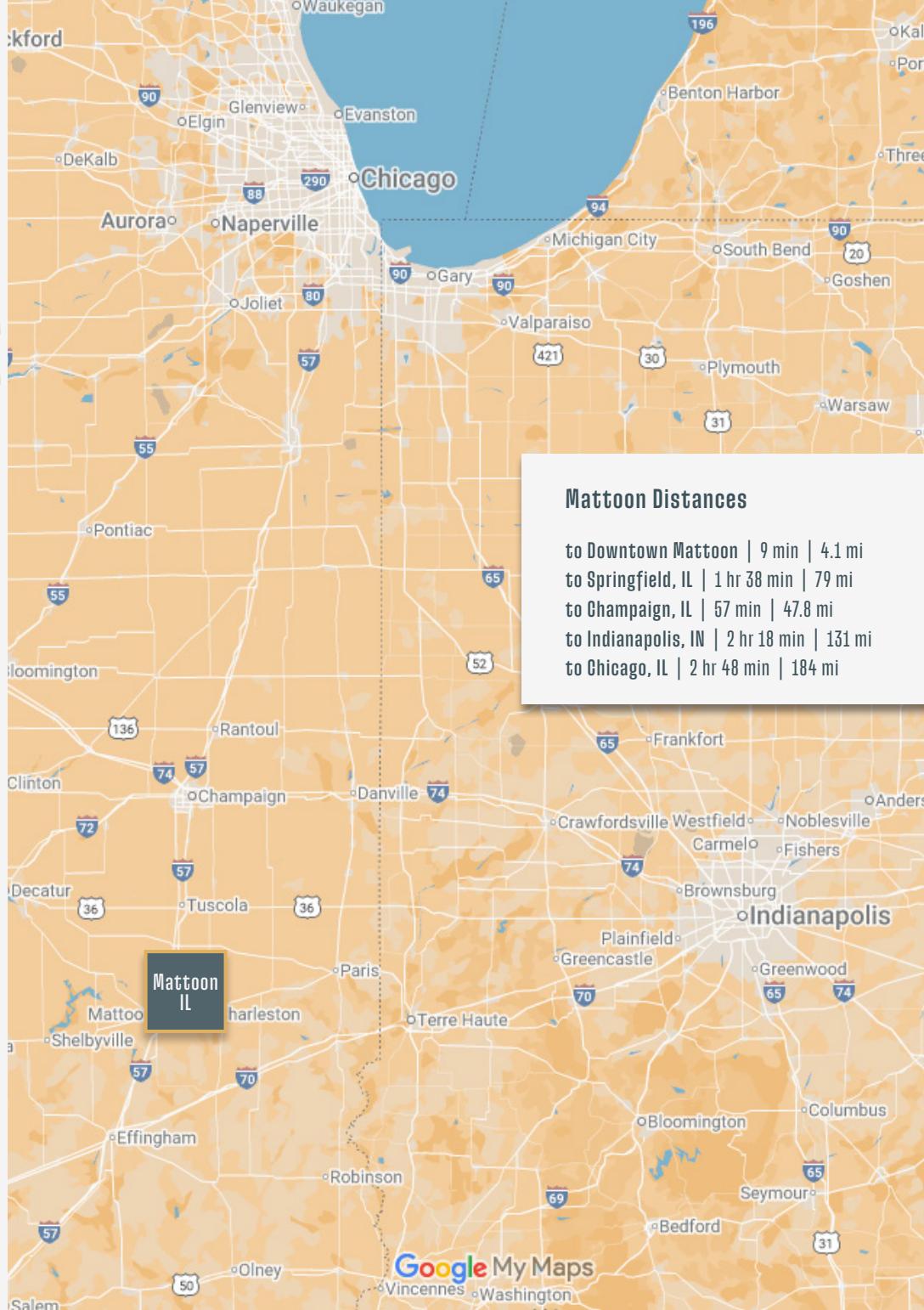
## Choose Mattoon, IL

**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, colestogether.com, mattoon.illinois.gov & makemymove.com

# Area Maps

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# Area Retailer Map

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## 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)

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SVN® CHICAGO COMMERCIAL

940 West Adams Street, 2nd Floor  
Chicago, Illinois 60607

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