

Sioux Falls, South Dakota | 98 Guestrooms + 1 Manager's Apartment | Fee Simple

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The Property is being offered for sale in an "as-is, where-is" condition and Seller and Agent make no representations or warranties as to the accuracy of the information contained in this Offering Memorandum. The enclosed materials include highly confidential information and are being furnished solely for the purpose of review by prospective purchasers of t he interest described herein. Neither the enclosed materials nor any information contained herein is to be used for any other purpose or made available to any other person without the express written consent of the Seller. Each recipient, as a prerequisite to receiving the enclosed, should be registered with Avison Young as a "Registered Potential Investor" or as "Buyer's Agent" for an identified "Registered Potential Investor". The use of this Offering Memorandum and the information provided herein is subject to the terms, provisions and limitations of the confidentiality agreement furnished by Agent prior to delivery of this Offering Memorandum.

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AVISON YOUNG | HOSPITALITY GROUP Attn: Keith Thompson | Principal 1230 Peachtree St. NE #3400 Atlanta, GA 30309 770.692.1605 Hospitality.group@avisonyoung.com

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Price

\$5,500,000

Price per Key

\$56,122

Number of Rooms 98

PROPERTY OVERVIEW

The Dakota is currently operated as an extended-stay hotel catering to long-term guests. Featuring 98 rooms (+ a manager's apartment), a well-appointed water park, and an excellent location. The Dakota appeals to both transient/leisure and corporate travelers. A buyer could choose to operate it as an independent property or leverage one of the newer mid-scale brands from Hilton, IHG, and many others. Spark by Hilton has expressed interest, offering a potential opportunity to reposition the hotel under the sought after Hilton family of brands.

With a history of generating \$1.9 million in revenue under a previous owner, the opportunity to purchase and renovate the hotel at a value well below replacement cost presents a compelling investment strategy. This is further supported by the market's Mid-scale REVPAR of \$52. In the greater Sioux Falls market, REVPAR has increased by 3.1%, reaching \$78, providing additional potential for outperformance with a strong product and successful management team.

PROPERTY HIGHLIGHTS

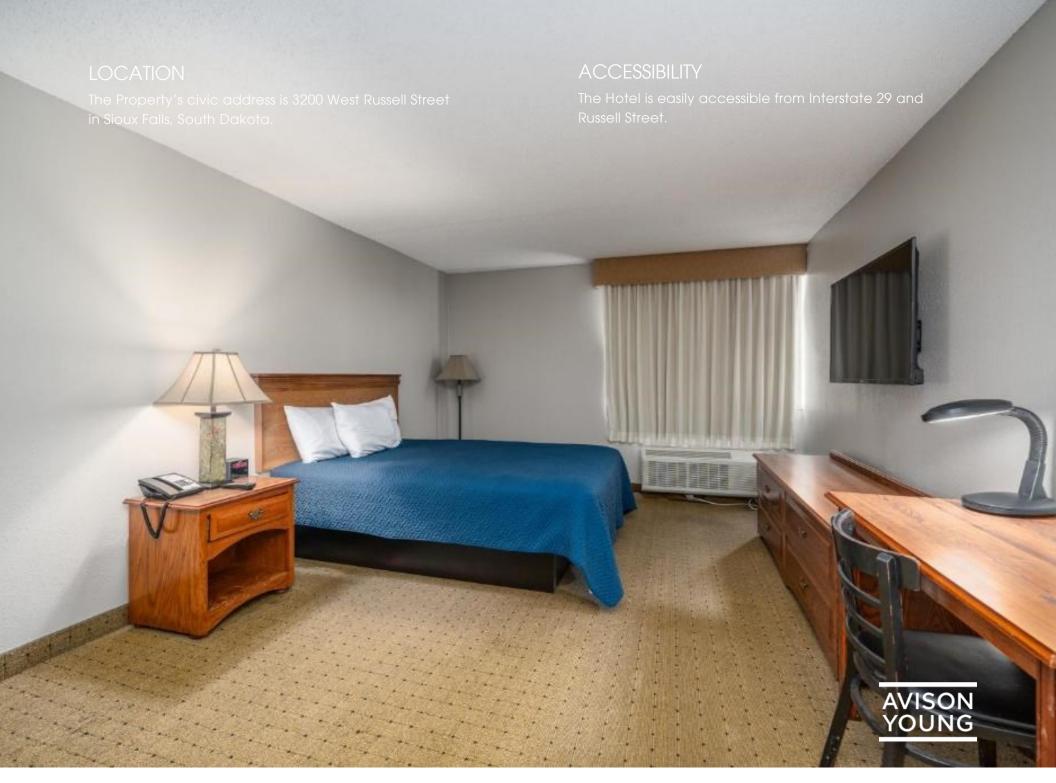
- 98 Guestrooms, + Manager's **Apartment**
- Two-story, Interior Corridor
- Hilton, IHG, and other Brand **Conversion Opportunity**
- Discount to Replacement Cost
- Growing Population in an **Expanding Market**



	Year Ending Dec 2023	T12 Jun 2024	Year 1	Year 2
Room Revenue	\$1,266,933	\$1,363,908	\$1,750,102	\$1,869,950
Total Revenue	\$1,277,407	\$1,377,953	\$1,765,702	\$1,887,950
Occupancy	75.0%	70.0%	69.0%	69.7%
Average Daily Rate	\$46.75	\$53.92	\$70.00	\$74.26
Net Operating Income (1)	\$222,057	\$274,033	\$636,428	\$734,571
Net Operating Percentage	17.4%	19.9%	36.0%	38.9%

(1) - Includes 3% Management fee and 4% FF&E Reserve





















CONSTRUCTION SPECIFICATIONS

Structure	Concrete and wood frame					
Foundation	Concrete					
Roof	Gable and flat / Rubber Membrane					
Exterior Walls	Wood siding, shaker shingles, concrete block and stone veneer					
Interior Walls	Painted drywall					
Flooring	Combination of carpet, concrete and LVP					
Stories	2					
Building Size	54,722 square feet					
Built	1975					
Acreage	4.0 acres					
Zoning	C-4, Commercial-Regional					
Parking Spaces	184					
HVAC	PTACs units in the exterior walls of the hallway and in each guestroom.					
Sprinkler	None					
Security	Card readers on doors and 40 security cameras					

















SIOUX FALLS, SD MARKET SUMMARY

ECONOMY & TOURISM

- Sioux Falls is South Dakota's largest and most populous city, with the metro region accounting for more than 30 percent of the state's total population
- Healthcare and education form the backbone of Sioux Falls' economy, representing 20 percent of total employment and anchored by Sanford Health and Avera Health
- The metro's second-largest industry is logistics, largely due to Sioux Falls' strategic location and well-developed infrastructure

BUSINESS

MAJOR EMPLOYERS LOCATED IN/NEAR SIOUX FALLS, SD



HEALTHCARE

- Sanford USD Medical Center and Hospital
- Avera McKennan Hospital & University Health Center
- Sioux Falls Specialty Hospital
- Select Specialty Hospital—South Dakota
- Sanford Children's Hospital

EDUCATION

- University of South Dakota—Sioux Falls (9,000+ students)
- George S. Mickelson Center at Southeast Technical College (2,000+ students)
- Augustana University (2,000+ students)
- University of Sioux Falls (1,500+ students)

POPULATION & DEMOGRAPHICS

Population

206,405

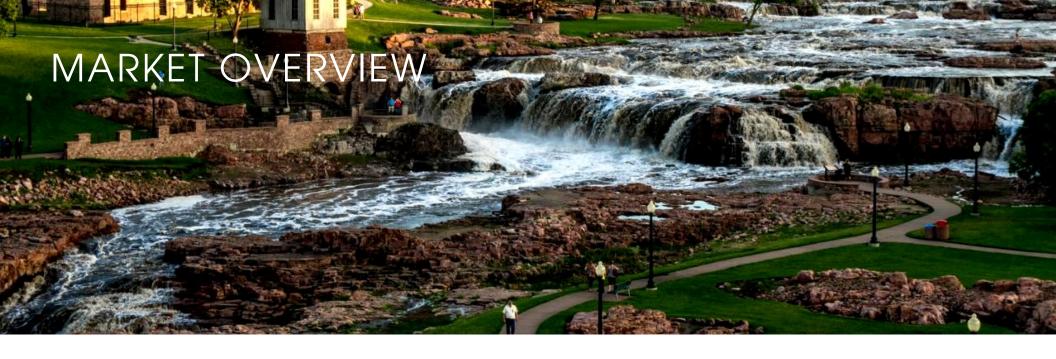
Median Household Income

\$70,925

Income Per Capita

\$46,167

- Interstates 29, 29B, 90, and 229
- Sioux Falls Regional Airport (FSD)
- Sioux Area Metro (SAM)



SIOUX FALLS, SOUTH DAKOTA

Sioux Falls is South Dakota's largest and most populous city, serving as the county seat of Minnehaha County. It is the heart of the Sioux Falls, SD-MN Metro Area, which boasts a population of 303,837. This metro region accounts for over 30 percent of South Dakota's total population, highlighting its significance as an economic, cultural, and population center for the state.

ECONOMY/TOURISM

The Sioux Falls metropolitan area stands out as a highperforming economic hub in the Upper Midwest, characterized by a dynamic mix of industries, rapid population growth, and impressive employment gains. With a diverse economy anchored by professional services, healthcare, and logistics, the region has solidified its reputation as a vibrant center of commerce and innovation.

Healthcare and education form the backbone of Sioux Falls' economy, representing 20 percent of total employment in the metro area. This sector is primarily driven by leading institutions like Sanford Health and Avera Health, which are not only local employers but also critical healthcare providers for the tri-state region. The area's status as a healthcare hub is further strengthened by ongoing expansions, including the development of new specialty clinics and investments in telehealth initiatives. These advancements ensure that Sioux Falls remains a leader in delivering accessible and cutting-edge healthcare services.

In addition to healthcare, Sioux Falls boasts a robust logistics sector, which is the second-largest industry in the metro area. Its strategic location and well-developed infrastructure have made it a key logistics center for the Upper Midwest. Recent growth in warehousing and distribution—highlighted by the establishment of a new Amazon facility—illustrates the region's appeal to major corporations seeking efficient supply chain solutions. The trade, transportation, and utilities sectors continue to thrive, contributing significantly to the local economy.



POPULATION 206,405



MEDIAN HOUSE-**HOLD INCOME** \$70,925



UNEMPLOYMENT 2.0%



INCOME PER CAPITA \$46,167



ECONOMY/TOURISM (CONTINUED)

Tourism and hospitality also play a growing role in the Sioux Falls economy. The area's major attractions and increasing conference activity draw visitors from across the region, boosting the local hospitality industry. Together, these diverse economic drivers position Sioux Falls as a dynamic and thriving metro area with a promising future.

HEALTHCARE

Sioux Falls serves as a major hub for healthcare, housing two of the region's top-ranked hospital systems: Avera Health and Sanford Health. These healthcare giants are supported by a thriving network of biotech and pharmaceutical companies, including CIGNA, MedVantx, Inc., and SAB Biotherapeutics. Leveraging its strategic location, Sioux Falls attracts talent from esteemed institutions like the USD Sanford School of Medicine and the SDSU School of Pharmacy to strengthen its healthcare workforce. The city's taxfriendly environment, efficient transportation infrastructure, and access to research funding provide a competitive advantage for health, biotech, and life science companies in the region.

EDUCATION

- The University of South Dakota (USD) is the state's flagship university. With two campuses—one in Vermillion and one in Sioux Falls—the university offers a comprehensive range of academic programs. The Sioux Falls campus offers 30+ academic programs to its 9,000+ students.
- The George S. Mickelson Center at Southeast Technical College serves over 2,000 students, offering pathways to success in 65 distinct career fields. As home to the third-largest graduating class in South Dakota, the center plays a significant role in preparing a skilled workforce for the region.
- Augustana University offers more than 90 undergraduate academic programs to choose from. These include a wide array of majors, pre-professional tracks, minors, and specializations, providing the university's 2,000+ students with diverse opportunities to tailor their education to their interests and career goals.
- The University of Sioux Falls has served its community for 140+ years, offering 90+ degree programs to its 1,500+ students.

SIOUX FALLS, SD MARKET SUMMARY

INFRASTRUCTURE

Highways

Interstates 29, 29B, 90, and 229

Airports

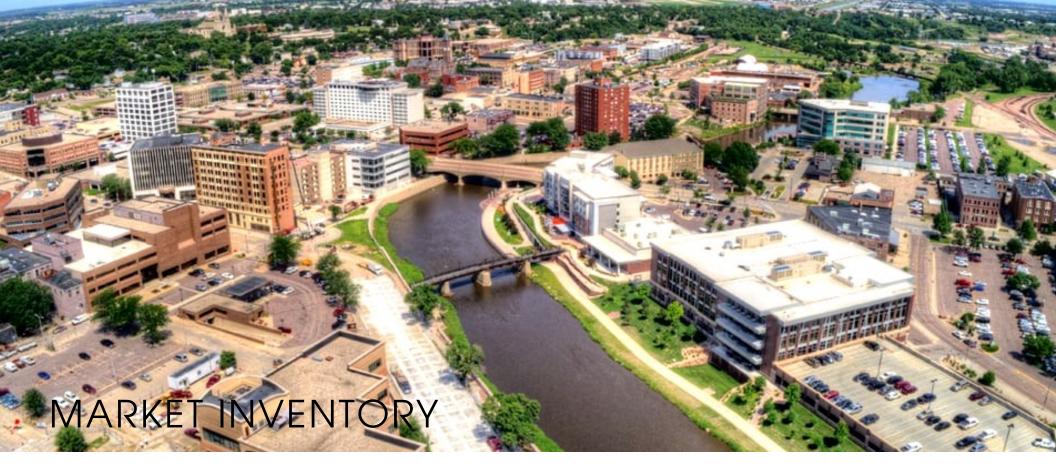
Sioux Falls Regional Airport (FSD) stands as the largest airport in South Dakota, serving as a critical hub for southeastern South Dakota, southwestern Minnesota, and northwestern lowa. This airport facilitates a diverse range of operations, including passenger travel, overnight cargo transport, general aviation, and serving as a U.S. Customs Port of Entry. In 2024, FSD accommodated 677,000 passenger arrivals and departures, alongside managing an impressive 97 million pounds of freight and mail, encompassing both scheduled and non-scheduled shipments. The airport is supported by several major airlines, including Frontier Airlines, Allegiant, Delta Air Lines, United Airlines, and American Airlines.

Transit

Sioux Area Metro (SAM) is the local public transit system, operating 16 bus lines within the city.

MAJOR EMPLOYERS					
Sanford Health	9,500+				
Avera Health	7,000+				
Sioux Falls School District	3,500+				
Smithfield Foods	3,000+				
Hy-Vee Food Stores	2,500+				
Wells Fargo	1,500+				

NEARBY CITIES		
Omaha, Nebraska	483,335	163 miles
Lincoln, Nebraska	294,757	189 miles
Minneapolis, Minnesota	425,115	200 miles
Saint Paul, Minnesota	303,820	207 miles
Kansas City, Missouri	510,704	326 miles



SIOUX FALLS HOSPITALITY SUBMARKET

The Sioux Falls hospitality submarket contains 69 hotel properties offering a total of 5,900 rooms. These accommodations span a range of categories, including 630 rooms in luxury and upper-upscale hotels, 3,000 rooms in upscale and upper-midscale hotels, and 2,300 rooms in midscale and economy hotels.

Over the past year, the market reported a 12-month occupancy rate of 63.5 percent, with an ADR of \$122 and RevPAR of \$77, reflecting strong performance metrics. The submarket is also experiencing growth, with approximately 110 rooms currently under construction, representing 1.9 percent of the existing inventory. Over the past 12 months, 270 new rooms have opened across two properties.

Source: CoStar

KEY INDICATORS

Class	Rooms	12 Mo Occ	12 Mo ADR	12 Mo RevPAR	12 Mo Delivered	Under Construction
Luxury & Upper Upscale	627				0	0
Upscale & Upper Midscale	2,967	69.9%	\$135.85	\$95.00	53	0
Midscale & Economy	2,310	55.0%	\$93.91	\$51.62	0	114
Total	5,904	63.5%	\$121.84	\$77.39	53	114

Average Trend	Current	3 Mo	YTD	12 Mo	Historical Average	Forecast Average
Occupancy	70.1%	72.6%	66.1%	63.5%	59.7%	63.2%
Occupancy Change	6.3%	2.7%	-0.3%	-0.6%	0%	0.3%
ADR	\$121.65	\$124.85	\$124.00	\$121.84	\$108.98	\$130.20
ADR Change	4.7%	1.7%	2.9%	2.8%	5.3%	2.1%
RevPAR	\$85.32	\$90.69	\$82.02	\$77.39	\$65.01	\$82.24
RevPAR Change	11.2%	4.5%	2.7%	2.2%	5.3%	2.3%



HISTORICAL PERFORMANCE

Operating Statistics		Year Enc December				Year End December	_		Trailing Twelve June 2024				
Occupancy	60.0%					75.0%)		70.0%				
Average Daily Rate	\$44.81				\$46.75			\$53.92					
RevPAR		\$26.88				\$35.06	<u> </u>		\$37.74				
Number of Rooms		99				99				99			
Days In Period		365				365				365			
Available Rooms		36,13				36,135				36,135			
Occupied Rooms		21,68	1			27,101				25,295	5		
Revenue	Amount	Ratio	POR	PAR	Amount	Ratio	POR	PAR	Amount	Ratio	POR	PAR	
Rooms	\$971,440	99.6%	\$45	\$27	\$1,266,933	99.2%	\$47	\$35	\$1,363,908	99.0%	\$54	\$38	
Other	\$4,309	0.4%	\$0	\$0	\$10,474	0.8%	\$0	\$0	\$14,045	1.0%	\$1	\$0	
Total Revenue	\$975,749	100.0%	45	27	\$1,277,407	100.0%	47	35	\$1,377,953	100.0%	54	38	
Departmental Expenses													
Rooms	\$417,159	42.9%	\$19	\$12	\$455,501	36.0%	\$17	\$13	\$474,866	34.8%	\$19	\$13	
Total Departmental Expenses	\$417,159	42.8%	19	12	\$455,501	35.7%	17	13	\$474,866	34.5%	19	13	
Gross Operating Income	\$558,589	57.2%	26	15	\$821,907	64.3%	30	23	\$903,087	65.5%	36	25	
Undistributed Oper. Expenses													
Admin. and Gen.	\$27,683	2.8%	\$1	\$1	\$46,850	3.7%	\$2	\$1	\$38,471	2.8%	\$2	\$1	
Franchise Fees	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	\$0	
Marketing	\$83,925	8.6%	\$4	\$2	\$56,730	4.4%	\$2	\$2	\$49,081	3.6%	\$2	\$1	
Utility Costs	\$189,152	19.4%	\$9	\$5	\$198,731	15.6%	\$7	\$5	\$228,250	16.6%	\$9	\$6	
Property Oper. and Maint.	\$94,887	9.7%	\$4	\$3	\$78,447	6.1%	\$3	\$2	\$87,941	6.4%	\$3	\$2	
Total Undistributed Oper. Expenses	\$395,648	40.5%	18	11	\$380,758	29.8%	14	11	\$403,743	29.3%	16	11	
Gross Operating Profit	\$162,942	16.7%	8	5	\$441,149	34.5%	16	12	\$499,344	36.2%	20	14	
Fixed Charges													
Insurance	\$60,767	6.2%	\$3	\$2	\$63,090	4.9%	\$2	\$2	\$65,227	4.7%	\$3	\$2	
Property Taxes	\$63,627	6.5%	\$3	\$2	\$66,584	5.2%	\$2	\$2	\$63,627	4.6%	\$3	\$2	
Management Fees (1)	\$29,272	3.0%	<u>\$1</u>	\$1	\$38,322	3.0%	\$1	<u>\$1</u>	\$41,339	3.0%	\$2	\$1 -	
Total Fixed Charges	\$153,667	15.7%	7	4	\$167,996	13.2%	6	5	\$170,193	12.4%	7	5	
EBITDA	\$9,275	1.0%	\$0	\$0	\$273,153	21.4%	\$10	\$8	\$329,151	23.9%	\$13	\$9	
Reserve for Replacement (2)	\$39,030	4.0%	\$2	\$1_	\$51,096	4.0%	\$2	\$1_	\$55,118	4.0%	\$2	\$2	
Net Operating Income	(\$29,755)	-3.0%	(\$1)	(\$1)	\$222,057	17.4%	\$8	\$6	\$274,033	19.9%	\$11	\$8	

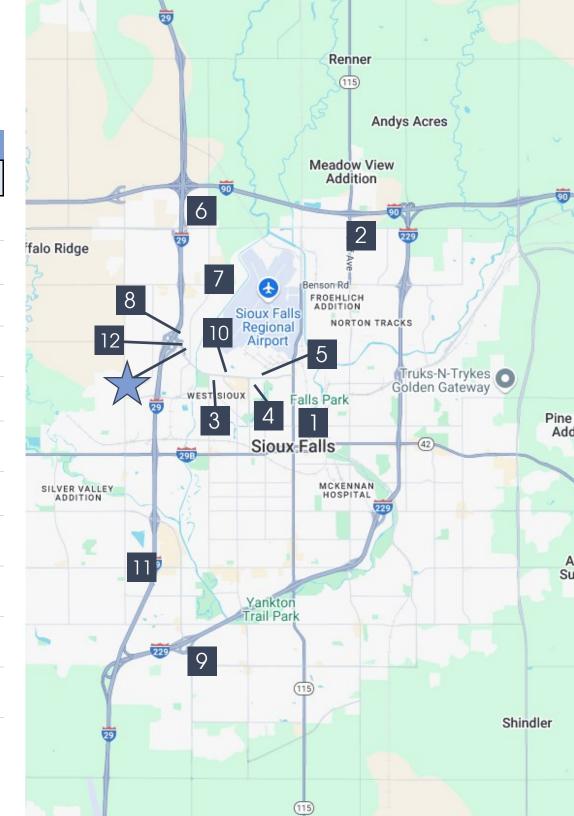
PRO FORMA

Operating Statistics		Forecas Year 1				Forecas Year 2				Forec Year				Forec Year		
Occupancy	69.0%			69.7%			69.7%				69.7%					
Average Daily Rate		\$70.00				\$74.26				\$77.2	26			\$78.8	30	
RevPAR		\$48.30				\$51.75				\$53.8	84			\$54.9)2	
Number of Rooms		99				99				99				99		
Days In Period		366				365				365				365		
Available Rooms		36,234				36,135				36,1				36,13		
Occupied Rooms		25,001				25,182				25,1	82			25,18	32	
Revenue	Amount	Ratio	POR	PAR	Amount	Ratio	POR	PAR	Amount	Ratio	POR	PAR	Amount	Ratio	POR	PAR
Rooms	\$1,750,102	99.1%	\$70	\$48	\$1,869,950	99.0%	\$74	\$52	\$1,945,496	99.1%	\$77	\$54	\$1,984,406	99.0%	\$79	\$55
Other	\$15,600	0.9%	\$1	\$0	\$18,000	1.0%	\$1	\$0	\$18,540	0.9%	\$1	\$1	\$19,096	1.0%	\$1	\$1
Total Revenue	\$1,765,702	100.0%	71	49	\$1,887,950	100.0%	75	52	\$1,964,036	100.0%	78	54	\$2,003,502	100.0%	80	55
Departmental Expenses																
Rooms	\$560,033	32.0%	\$22	\$15	\$560,985	30.0%	\$22	\$16	\$572,205	29.4%	\$23	\$16	\$583,649	29.4%	\$23	\$16
Total Departmental Expenses	\$560,033	31.7%	22	15	\$560,985	29.7%	22	16	\$572,205	29.1%	23	16	\$583,649	29.1%	23	16
Gross Operating Income	\$1,205,669	68.3%	48	33	\$1,326,965	70.3%	53	37	\$1,391,832	70.9%	55	39	\$1,419,854	70.9%	56	39
Undistributed Oper. Expenses																
Admin. and Gen.	\$52,971	3.0%	\$2	\$1	\$56,639	3.0%	\$2	\$2	\$57,771	2.9%	\$2	\$2	\$58,927	2.9%	\$2	\$2
Franchise Fees	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	\$0
Marketing	\$62,892	3.6%	\$3	\$2	\$67,247	3.6%	\$3	\$2	\$68,592	3.5%	\$3	\$2	\$69,963	3.5%	\$3	\$2
Utility Costs	\$232,374	13.2%	\$9	\$6	\$238,737	12.6%	\$9	\$7	\$243,512	12.4%	\$10	\$7	\$248,382	12.4%	\$10	\$7
Property Oper. and Maint. Total Undistributed Oper. Expenses	\$88,285 \$436,522	5.0% 24.7%	\$4 17	\$2 12	\$94,398 \$457,020	5.0% 24.2%	\$4 18	\$3 13	\$96,285 \$466,160	4.9% 23.7%	\$4 19	\$3 13	\$98,211 \$475,484	4.9% 23.7%	\$4 19	\$3 13
Gross Operating Profit	\$769,147	43.6%	31	21	\$869,945	46.1%	35	24	\$925,671	47.1%	37	26	\$944,370	47.1%	38	26
Fixed Charges Insurance	\$67,184	3.8%	\$3	\$2	\$68,528	3.6%	\$3	\$2	\$69,898	3.6%	\$3	\$2	\$71,296	3.6%	\$3	\$2
Property Taxes	\$65,536	3.8%	\$3 \$3	\$2 \$2	\$66,847	3.5%	\$3 \$3	\$2 \$2	\$69,898	3.5%	\$3 \$3	\$2 \$2	\$69,547	3.5%	\$3 \$3	\$2 \$2
Management Fees (1)	\$00,000	0.0%	\$0	\$0	\$00,847	0.0%	\$0	\$0	\$00,103	0.0%	\$0	\$0	\$0	0.0%	\$0	\$0
Total Fixed Charges	\$132,720	7.5%	5	4	\$135,374	7.2%	5	4	\$138,082	7.0%	5	4	\$140,843	7.0%	6	4
EBITDA	\$636,428	36.0%	\$25	\$18	\$734,571	38.9%	\$29	\$20	\$787,589	40.1%	\$31	\$22	\$803,527	40.1%	\$32	\$22
Reserve for Replacement (2)	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	\$0	\$0	0.0%	\$0	\$0
Net Operating Income	\$636,428	36.0%	\$25	\$18	\$734,571	38.9%	\$29	\$20	\$787,589	40.1%	\$31	\$22	\$803,527	40.1%	\$32	\$22



COMPETITIVE SET

		Location
\Rightarrow	The Dakota	Sioux Falls, South Dakota
1	Country Inn & Suites Sioux Falls South Dakota	Sioux Falls, South Dakota
2	Days Inn Sioux Falls Airport	Sioux Falls, South Dakota
3	Sleep Inn Airport Sioux Falls	Sioux Falls, South Dakota
4	Ramada Sioux Falls Airport— Waterpark & Event Center	Sioux Falls, South Dakota
5	Sioux Falls Inn	Sioux Falls, South Dakota
6	Quality Inn & Suites Airport North Sioux Falls	Sioux Falls, South Dakota
7	Comfort Inn & Suites at Sanford Sports Complex	Sioux Falls, South Dakota
8	Best Western Plus Ramkota Hotel Sioux Falls	Sioux Falls, South Dakota
9	Sleep Inn & Suites Sioux Falls	Sioux Falls, South Dakota
10	Holiday Inn & Suites Sioux Falls Airport	Sioux Falls, South Dakota
11	Baymont Sioux Falls West	Sioux Falls, South Dakota
12	AmericInn Sioux Falls North	Sioux Falls, South Dakota







AVISON YOUNG AT A GLANCE

Founded: 1978

Total Real Estate Professionals: 5,000

> Offices: 100+

Countries: 16

Brokerage Professionals: 1,600+

Property Under Management 283 million sf

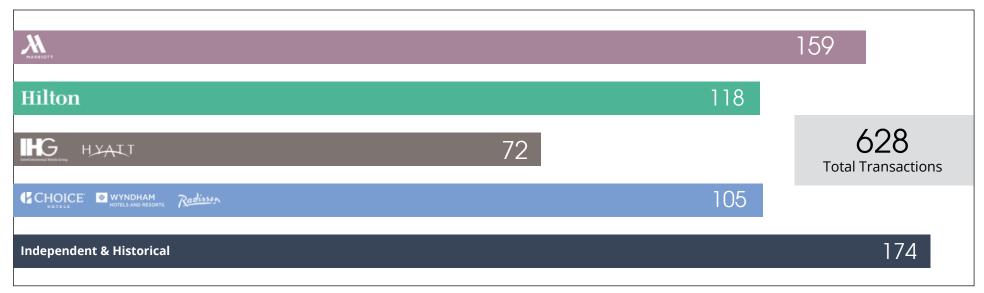
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OUR HOSPITALITY EXPERIENCE



*Current as of 12/15/2024

Sales by Brand Since 2012





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