

QUALITY INN - AIRPORT BOISE

61 ROOM HOTEL

NAISelect



2526 W. AIRPORT WAY

CONFIDENTIAL OFFERING MEMORANDUM

BOISE, IDAHO 83705

Confidentiality Agreement

This is a Confidential Offering Memorandum intended solely for your own limited use and benefit in considering whether you desire to express any further interest in participating in the acquisition of the Quality Inn, 2526 W. Airport Way, Boise, ID 83705 (the "Property"). The Owner has retained NAI Select ("NAI") as the exclusive sales broker to sell the Property. No other agent or broker is authorized to offer the Property unless and until that agent or broker has executed a written agreement with NAI and that agreement has been executed by their interested purchaser.

This confidential memorandum contains brief, selected information pertaining to the business and affairs of the Property and has been prepared by NAI. Although this confidential memorandum has been reviewed by representatives of the Owner, it does not purport to be all-inclusive or to contain all of the information which a prospective purchaser may desire. Neither the Owner nor NAI, nor any of their partners, officers, employees or agents have independently verified the information contained herein and they are not responsible for any errors or inaccuracies in the information. No representation or warranty, express or implied, is made as to the accuracy or completeness of this confidential memorandum or any of its contents, or any other written or oral communication transmitted to a prospective purchaser in the course of its evaluation of the proposed sale of the Property. There is no representation as to the environmental condition of the Property.

You agree that the memorandum and its contents are confidential, that you will hold and treat it in confidence and that you will not disclose this memorandum or its contents to any other firm or entity without prior written authorization. Photocopying or other duplication is prohibited. You will use this confidential memorandum only for the purpose of evaluating the possible acquisition of the Property. All prospective purchasers agree that they will conduct their own independent investigation of those matters which they deem appropriate in order to evaluate this offering.

Owner and NAI expressly reserve the right at their sole discretion to reject any or all proposals, offers, or expressions of interest in the Property and to terminate discussions with any party at any time with or without notice.

This confidential memorandum shall not be deemed a representation of the state of affairs of the Property or imply that there has been no change in the business or affairs of the Property since the date of preparation of this memorandum. The Property is submitted for sale subject to the right to make changes in any of the terms without notice.

2526 W. AIRPORT WAY
BOISE, ID 83705

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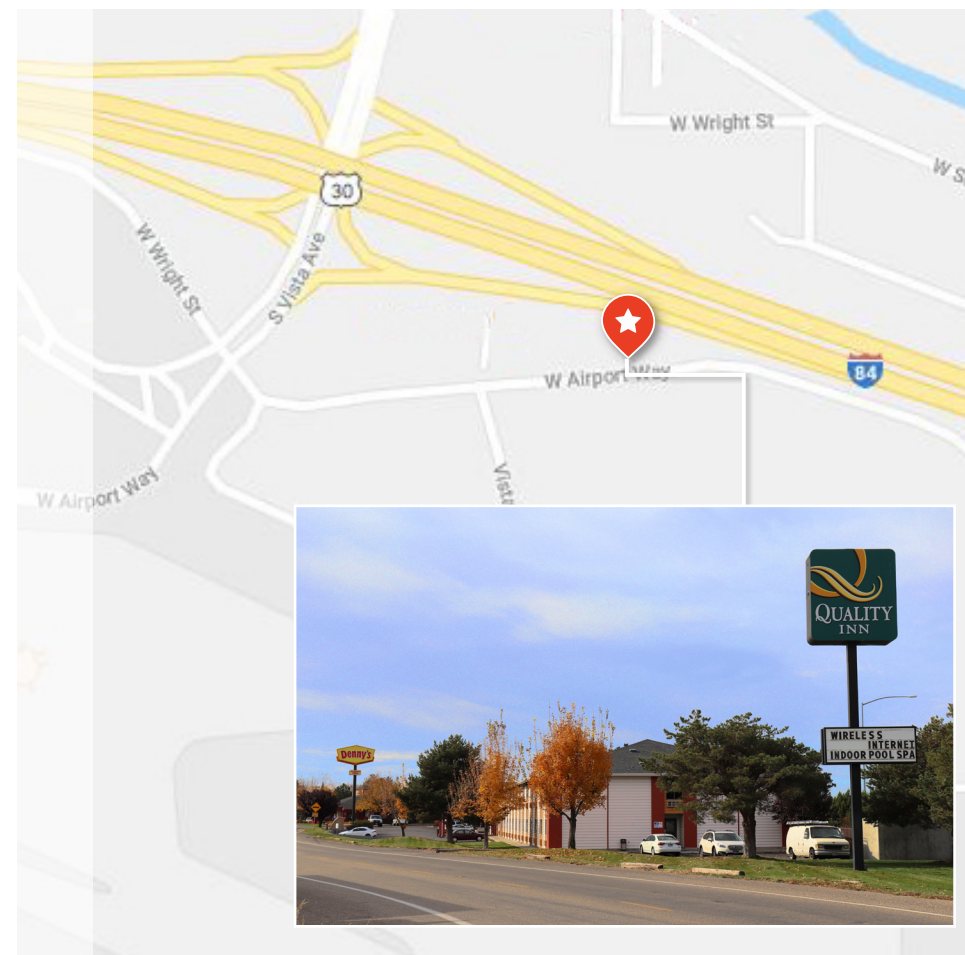
NAI Select is pleased to offer exclusively for sale the free simple interest sale of 61-room Quality Inn Boise Airport. This mid-scale, limited service hotel is located within walking distance to the Boise International Airport. This interior corridor property features single and double rooms, 1 family suite and a corporate suite. Amenities include a welcoming lobby with breakfast/coffee area, indoor swimming pool with whirlpool/jacuzzi, fitness center and guest laundry. Room amenities includes flat screen tv, wood furniture, direct dial phone, complimentary Wi-Fi and handicap accessible rooms.

Property Details

Name	Quality Inn Boise Airport
Address	2526 W. Airport Way
City, State Zip	Boise, ID 83705
Rooms	61
Year Built/Renovated	1987
Building SF	26,993 SF
Lot SF	1.13 Acres
# of Stories	2
Corridor	Interior
Parking	57 Surface Spaces
Parcels	S1027233812
Zoning	G-C (General Commercial)
Labor	Non-Union

Financial Summary

Price	\$5,000,000
Rooms	61
Price Per Room	\$81,967.00
Cap Rate (2018 Projected)	7.78%
Occupancy	58.6%
ADR	\$76.94
RevPAR	\$45.05
Net Operating Income	\$388,762



Room Amenities

- Flat Screen TV
- Microwave
- Refrigerator
- Hair Dryer
- In-Room Climate Control
- Free Wi-Fi
- Shower/Tub

Property Amenities

- 24-Hour Fitness Facility
- Heated Indoor Pool/Whirlpool
- Free Self-Parking
- Complimentary Breakfast
- Business Center
- Elevator
- Ice Machines
- Guest Laundry
- Air Filtration
- Airport Transportation

Room Breakdown

King Rooms

King Standard	2
King Handicap Accessible Standard	9
King plus Single	3
King plus 2 Queen	1

Queen Rooms

Queen Standard	17
Queen Double	27
Queen Double plus Single	2

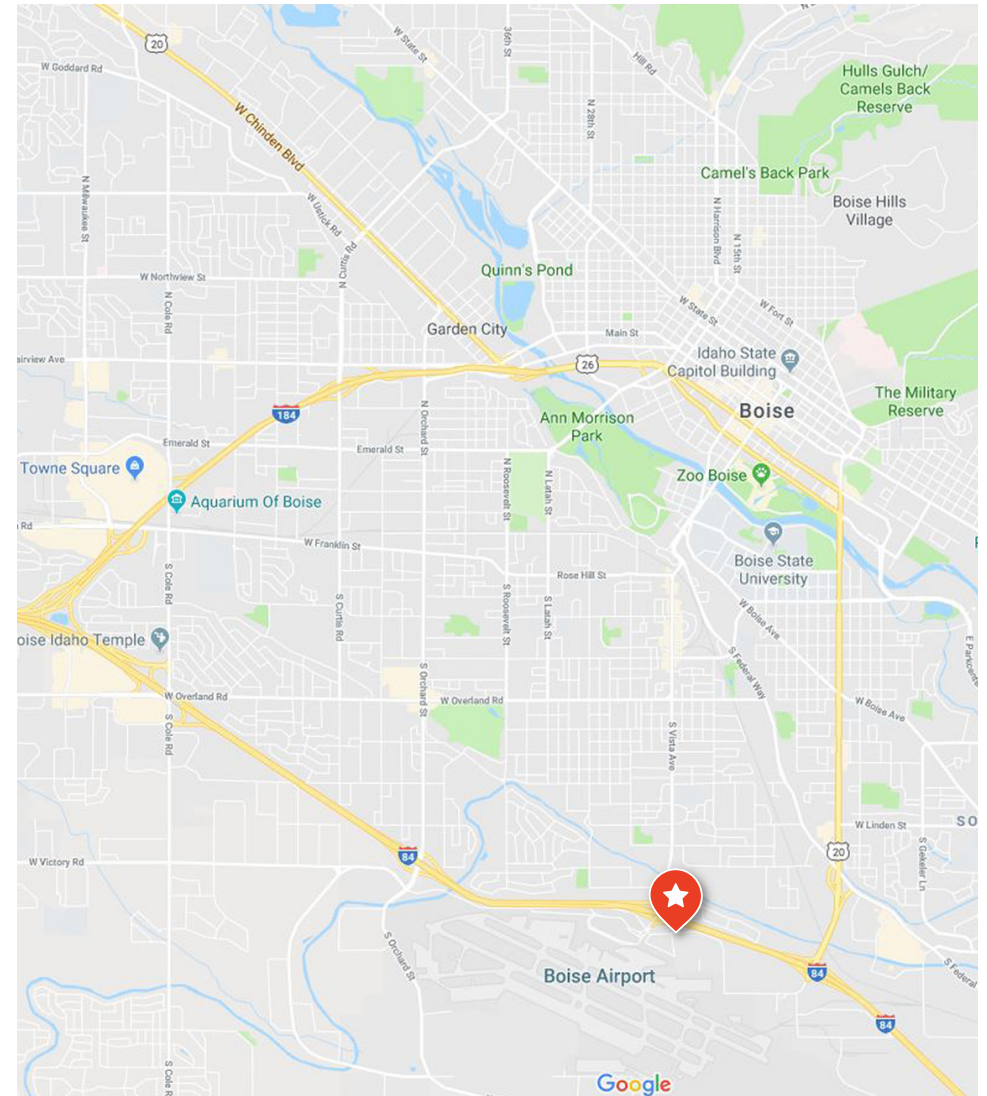
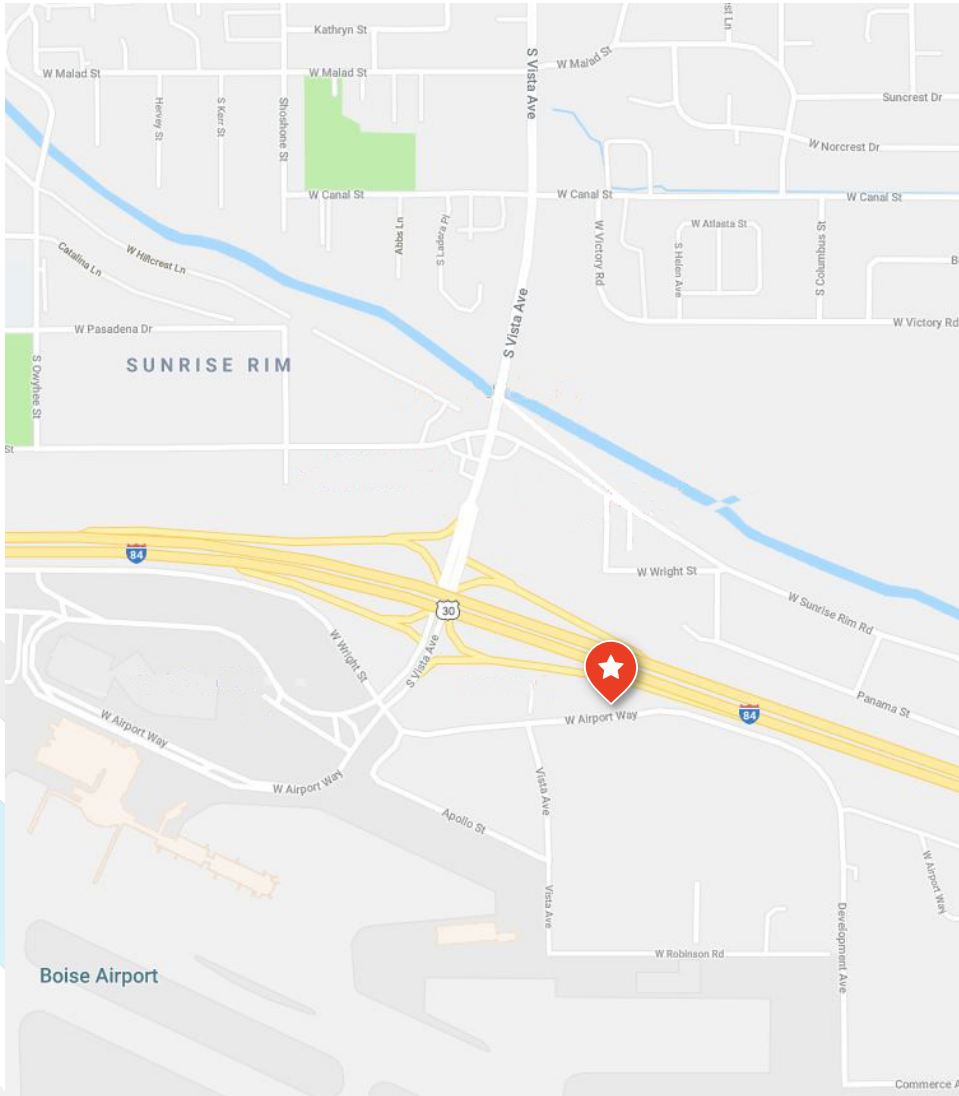
Total Rooms 61



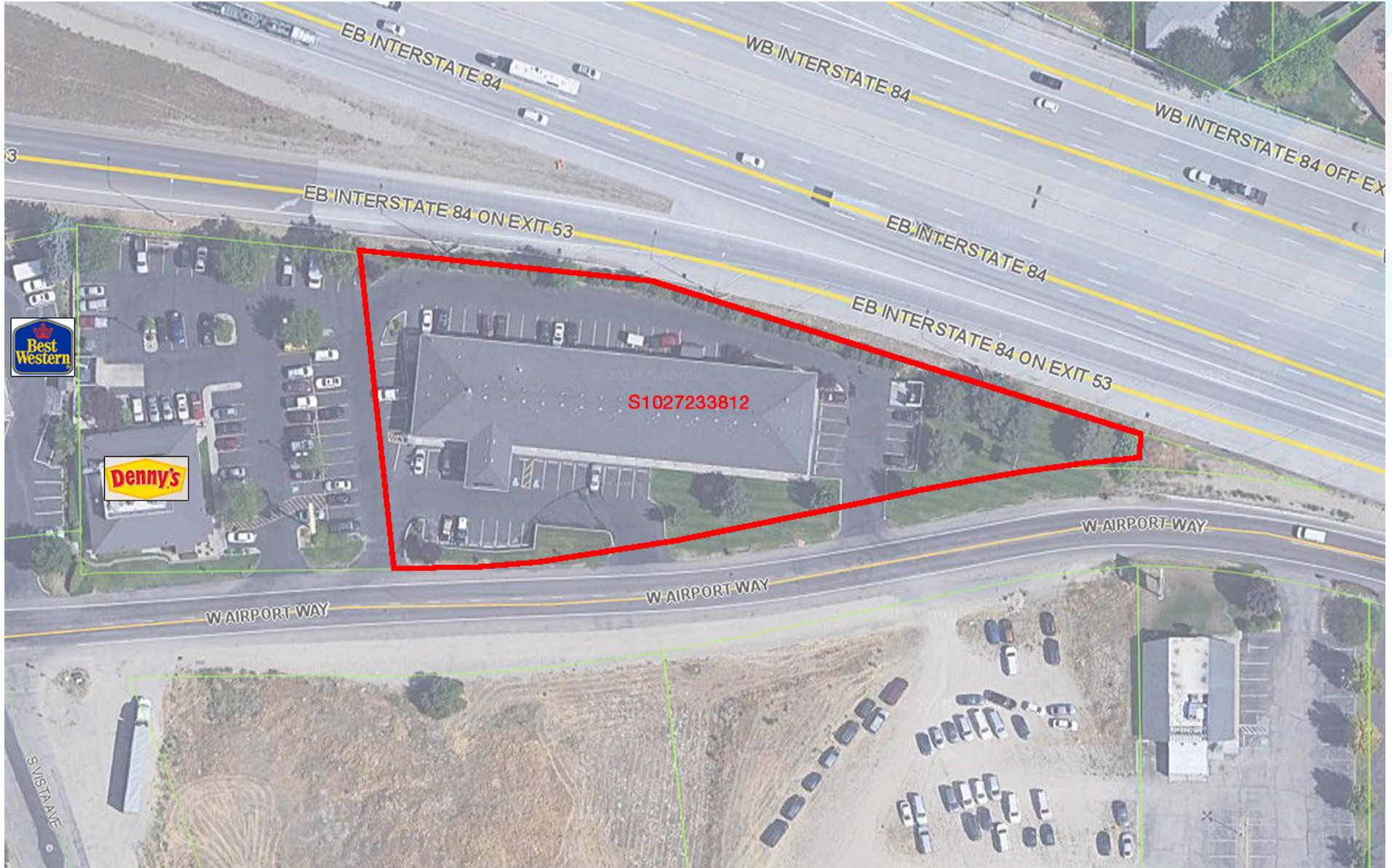
Photos



Location Maps



Parcel Plan



Competitive Set Occupancy, ADR & RevPAR

DECEMBER 2017

	Occupancy (%)			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	46.3	52.2	88.8	64.12	88.8	72.2	29.70	46.35	64.1
Year To Date	72.3	72.9	99.2	74.7	103.92	71.9	54.04	75.78	71.3
Running 3 Month	59.6	63.5	93.9	68.83	96.41	71.4	41.04	61.18	67.1
Running 12 Month	72.3	72.9	99.2	74.7	103.92	71.9	54.04	75.78	71.3

JUNE 2018

	Occupancy (%)			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	63.7	90.8	70.2	82.54	82.61	99.9	52.6	74.99	70.1
Year To Date	58.6	70.7	82.8	76.94	77.02	99.9	45.05	54.45	82.7
Running 3 Month	65.9	85.6	76.9	82.01	80.40	102.0	54.02	68.84	78.5
Running 12 Month	62.5	66.1	94.5	76.31	78.15	97.6	47.70	51.67	92.3

Name	City	Rooms
Quality Inn Airport Boise	Boise	61
Best Western Airport Inn	Boise	50
Best Western Vista Inn at the Airport	Boise	85
La Quinta Inns & Suites Boise Airport	Boise	60
Super 8 Boise	Boise	106
Red Lion Inn & Suites Boise Airport	Boise	125
Total		487

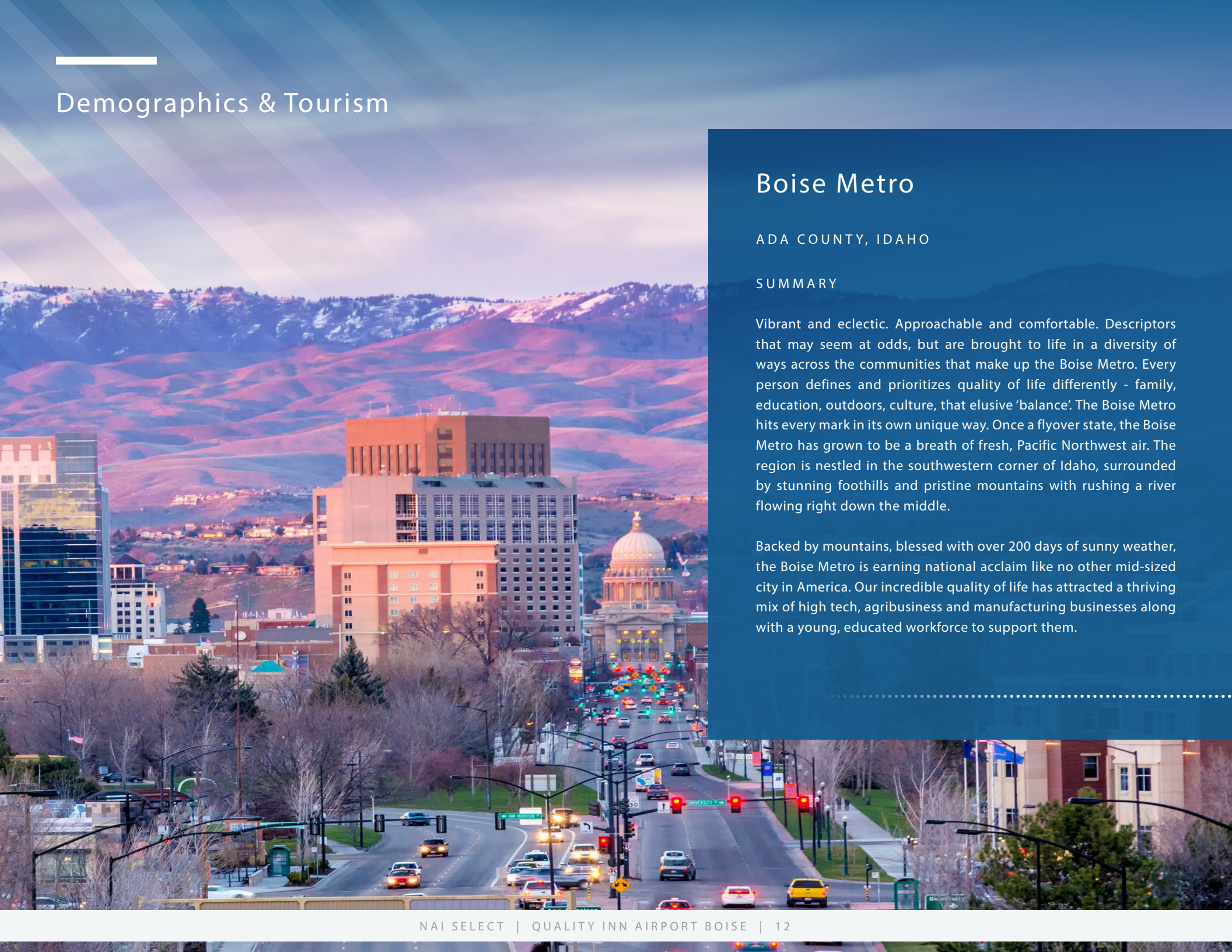
Income & Expenses

	2016		2017	
Revenue				
Rooms	\$1,173,671.00	98%	\$1,191,118.80	98%
Other Income	\$21,090.00	2%	\$19,892.03	2%
Total Revenue	\$1,194,761.00	100%	\$1,211,010.83	100%
Departmental Costs				
Food & Beverage Cost	\$60,768.00	66%	\$48,696.64	45%
Building/Pool Cost	\$23,692.00	26%	\$52,428.68	48%
Shuttle Service	\$6,987.00	8%	\$7,954.78	7%
Total Departmental Costs	\$91,447.00	100%	\$109,080.10	100%
Undistributed Operating Expenses				
Bank Charges	\$39,386.00	6%	\$22,054.41	4%
Payroll Expenses	\$274,349.00	43%	\$277,813.22	45%
Franchise Fee	\$126,537.00	20%	\$134,176.16	22%
Administrative & General	\$14,018.86	2%	\$7,656.17	1%
Sales & Marketing	\$16,228.00	3%	\$8,765.32	1%
Property Operations & Maintenance	\$72,859.52	11%	\$90,505.63	15%
Utilities	\$58,535.00	9%	\$53,482.90	9%
Commission/travel agent	\$32,915.40	5%	\$27,108.76	4%
Total Undistributed Operating Expenses	\$634,828.78	100%	\$621,562.57	100%
Fixed Charges				
Insurance	\$16,036.00	16%	\$30,715.01	34%
Rent, Misc. Taxes & Other	\$82,616.00	84%	\$60,891.04	66%
Total Fixed Charges	\$98,652.00	100%	\$91,606.05	100%
Net Operating Income	\$369,833.22	31%	\$388,762.11	32%

2018 Hotel Statistics

2018	
Revenue	
Rooms	\$949,431.00
Other Income	\$18,060.00
Total Revenue	\$967,491.00
Performance Statistics	
Occ% of Total Available Rooms	58.20%
Occ% of Total Rooms	57.36%
STR (STAR) Occ% of Total Rooms	56.86%
ADR Stay Over Rooms	75.42
ADR for Total Rev Rooms	74.99
STR (STAR) ADR for Total Rev Rooms	74.99
ADR for Total Occupied Rooms	74.34
RevPar	43.27
STR (STAR) RevPar	42.64

Demographics & Tourism



Boise Metro

ADA COUNTY, IDAHO

SUMMARY

Vibrant and eclectic. Approachable and comfortable. Descriptors that may seem at odds, but are brought to life in a diversity of ways across the communities that make up the Boise Metro. Every person defines and prioritizes quality of life differently - family, education, outdoors, culture, that elusive 'balance'. The Boise Metro hits every mark in its own unique way. Once a flyover state, the Boise Metro has grown to be a breath of fresh, Pacific Northwest air. The region is nestled in the southwestern corner of Idaho, surrounded by stunning foothills and pristine mountains with rushing a river flowing right down the middle.

Backed by mountains, blessed with over 200 days of sunny weather, the Boise Metro is earning national acclaim like no other mid-sized city in America. Our incredible quality of life has attracted a thriving mix of high tech, agribusiness and manufacturing businesses along with a young, educated workforce to support them.



Demographics

2018	1 Mile	3 Miles	5 Miles
Total Population	6,151	231,842	607,114
Total Households	2,681	69,034	186,505
Avg. Household Size	2.29	3.3	3.2
Avg. Household Income	\$57,742	\$95,461	\$97,070



Private Sector Employers

Rank	Employer	Employees
1	St Luke's Regional Med Ctr	8,863
2	Micron Technology	6,500
3	St Alphonsus Health Systems	4,834
4	Walmart	3,967
5	Albertsons	3,108
6	HP	1,934
7	Simplot	1,911
8	Fred Meyer	1,852
9	Idaho Power	1,688
10	Wells Fargo	1,667

Source: Boise Valley Economic Partnership, 2018



710,000

POPULATION



\$55,162

MEDIAN HH INCOME



31%

BACHELORS DEGREE



Tourism

Idaho draws—and awes—hundreds of thousands of visitors each year. Tourism is a \$3.4 billion industry in Idaho and these are a few reasons why.

With world-class golf courses, hiking, fishing, and mountain biking, the recreation opportunities are virtually unlimited within a 30-minute drive of Boise Metro.

- Idaho has the most whitewater in the lower 48 states.
- Boise Foothills have more than 200 miles of acclaimed hiking and mountain biking trails.
- Bogus Basin Mountain Resort is 16 miles north of Downtown Boise with 2,600 acres of skiable terrain.
- Nearly 2,000 acres of parks
- 25-miles of greenbelt paths along the Boise River through 850 acres of parks
- A new Boise River Park with two state-of-the-art wavershapers.
- Kayaking, whitewater rafting, fly fishing and other water activities can be found throughout the Boise Valley and across the state on the Boise, Payette, Snake, and Salmon River systems.
- World-famous Sun Valley ski resort is only a three-hour ride to the northeast.

ACTION SPORTS

ATV Recreation/
Motorsports
Ballooning
Horseback Riding
Zip Lining

ARTS & HISTORY

Ghost/Mining Towns
Museums
Native American Culture

FISH & WILDLIFE

Fishing/Hunting
Wildlife Viewing/Birding

FOOD & DRINK

Breweries
Distilleries
Farmers Markets
Wineries/Wine Tours

LEISURE ACTIVITIES

Casinos
Golfing
Guest Ranches
Roadside Attractions
Sleigh Rides

NATURAL ATTRACTIONS

Hot Springs
National Monuments &
Historical Sites
Natural Attractions

OUTDOOR SPORTS

Mountain Biking
Camping
Hiking/Backpacking

WATER SPORTS

Jet Boating
Lake/River Cruises
Whitewater Rafting
Kayaking

WINTER SPORTS

Skiing/Snowboarding
Cat Skiing & Heli Skiing
Ice Skating
Nordic Skiing/Snowshoeing
Snowmobiling

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QUALITY

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