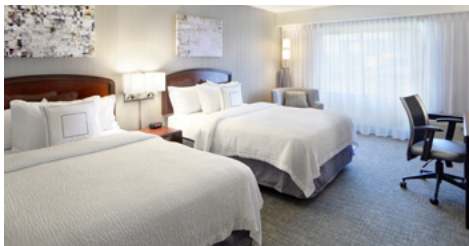


COURTYARD[®]

BY MARRIOTT

COURTYARD KOKOMO | KOKOMO, INDIANA

JLL's Hotels & Hospitality Group is pleased to offer for sale the fee simple interest in the 90-room Courtyard Kokomo (the "Hotel" or the "Property") located an hour north of Indianapolis in Kokomo, Indiana. The Hotel greatly benefits from its recent \$2.0 million renovation and its preferred location proximate to major corporate demand generators including Aptiv, Chrysler, Delphi Technologies, Haynes International, and GM Components, among others. Following the Hotel's comprehensive \$2.0 million renovation, which was completed in 2016, the Property has experienced exceptional RevPAR growth, which increased by 4.6% to \$91 from year-end 2017 to year-end 2018. A new owner should continue to benefit from this strong top line growth and have the ability to increase its RevPAR penetration and claim the top ranking within the competitive set upon further upgrades to the Hotel. This acquisition provides an exceptional opportunity for an investor to acquire a premier asset possessing strong trailing cash flow with superior brand affiliation at an attractive going-in yield.



SUMMARY OF FACILITIES AND AMENITIES

Address	411 Kentucky Drive, Kokomo, IN 46902
Guestrooms	90 rooms
Opening Date / Renovated	1998 / Over \$2.0 million, or \$22,000 per key, invested to upgrade the Property from 2014 - 2016
Tenure	Fee simple
Land Area	+/- 2.632 acres
Construction / Structure	Precast plank and block / three-story building
Franchise	Marriott; 15-year renewal available
Management	Unencumbered
Meeting Space	± 630 square feet
Food & Beverage	The Bistro
Amenities	<ul style="list-style-type: none"> • Self-parking in the 101-stall surface parking lot • Business center • Fitness center • Indoor swimming pool • Complimentary high speed WiFi



Hotels & Hospitality Group

Chicago

Truitt Alday

Vice President

tel: +1 312 228 3849

truitt.alday@am.jll.com

Adam McGaughy

Managing Director

tel: +1 312 228 2376

adam.mcgauhy@am.jll.com

www.jll.com/hospitality

200 E Randolph Street

Suite 4300

Chicago, IL 60601

tel: +1 312 782 5800

fax: +1 312 782 4339

©2019 Jones Lang LaSalle IP, Inc. All rights reserved. All information contained herein is from sources deemed reliable; however, no representation or warranty is made to the accuracy thereof. | Jones Lang LaSalle Americas, Inc.

KEY INVESTMENT HIGHLIGHTS

Substantive In-Place and Growing Cash Flow

In 2016, the Courtyard completed a comprehensive \$2.0 million renovation, or \$22,000 per key, which has helped reposition the Property within the local marketplace and increase RevPAR by 18% from \$77 to \$91 from year-end 2016 to year-end 2018. This tremendous growth has also been a driving factor in the Property's 60% NOI growth over the same time period. With NOI budgeted to reach \$1.1 million by year-end 2019, a new owner will be well positioned to capitalize on the Hotel's great physical product and continue to grow top-line performance. Additionally, a more entrepreneurial owner will likely be able to implement cost saving strategies and benefit from the continued economic growth in the market, which will allow it to further penetrate the competitive set and claim the top ranking within the set.

Convenient Location within a Prospering Market

The Courtyard Kokomo is located an hour due north of Indianapolis adjacent to Indiana State Highway 931, which provides guests with easy and convenient access to the area's demand generators. The Hotel is within five miles of the Chrysler Transmission Plant, Indiana University Kokomo, Aptiv, Delphi Technologies, Haynes International and GM Components, among demand generators. Kokomo is typically recognized for its rich automotive and manufacturing heritage, while lately its growing economy has made headlines with *Bloomberg* recognizing the city as the "Third-fastest growing economy in the U.S. since the Great Recession" in 2018, while the Bureau of Labor Statistics ranked Kokomo as "#4 in job growth in the nation" last year.

The leisure market is predominantly comprised of weddings, family reunions and youth sports tournaments, including demand from the 400-acre Grand Park Sports Campus, which is less than a 30-minute drive from the Hotel. With 31 soccer / multipurpose fields, 26 baseball / softball diamonds, as well as an indoor facility to accommodate year-round play for a variety of sports, Grand Park is one of the largest sporting campuses in the and attracts over 750,000 visitors annually to the Indianapolis North market.

Exceptional Product Offering

The Hotel, which opened in 1998, offers 90 guestrooms, a welcoming lobby featuring the Bistro and a business center, along with a 24-hour fitness center, indoor swimming pool, sundry shop, ±630 square feet of meeting space. In 2016, the Property completed a comprehensive \$2.0 million renovation that dramatically improved the Hotel's physical condition and market positioning. Renovations included Courtyard's Bistro lobby refresh, a thorough upgrade of the guestrooms and corridors, fitness center upgrades along with new boilers and pool mechanical equipment.

Best In-Class Brand Affiliation

With almost 1,200 properties worldwide, Courtyard by Marriott is one of the premier select-service hotel brands in the industry, which results in a significant rate premium to similar brands and even full service hotels in the markets. Systemwide, North American Courtyard franchises averaged 73% occupancy, \$139 ADR and \$102 RevPAR in 2017. The Property's affiliation with Marriott is a tremendous advantage as the Hotel is able to capitalize on Marriott's wide distribution network, strong reservations system and renowned Marriott Rewards program, which after the merger with Starwood, is the largest globally with over 110 million members worldwide.

COURTYARD KOKOMO COMPETITIVE SET OPERATING STATISTICS

	OCCUPANCY			AVERAGE DAILY RATE			REVPAR		
	Hotel	Comp Set	Index	Hotel	Comp Set	Index	Hotel	Comp Set	Index
YE 2014	75.2%	70.8%	106.2%	\$100.36	\$91.12	110.1%	\$75.50	\$64.53	117.0%
YE 2015	67.0%	68.4%	98.0%	\$105.03	\$96.66	108.7%	\$70.41	\$66.12	106.5%
YE 2016	73.4%	67.5%	108.7%	\$105.69	\$101.46	104.2%	\$77.53	\$68.51	113.2%
YE 2017	77.3%	65.5%	118.0%	\$112.73	\$99.01	113.9%	\$87.11	\$64.81	134.4%
YE 2018	78.3%	63.3%	123.7%	\$116.39	\$101.33	114.9%	\$91.11	\$64.13	142.1%

Competitive set includes: Days Inn & Suites Kokomo (80 rooms), Quality Inn & Suites Kokomo (61 rooms), LaQuinta Inns & Suites Kokomo (81 rooms), and the Hampton Inn & Suites Kokomo (105 rooms). Source: Smith Travel Research