# ROCKPORT

# VAL

Rockport VAL, LLC in collaboration with MOODY'S ANALYTICS

# Hotel
# Training Manual

## Table of Contents

## Introduction to VAL

**VAL** is a cash flow modeling & valuation platform that is user friendly, affordable, efficient and a powerful alternative to all other products on the market. It is cloud-based so you can login to **VAL** from anywhere, on any device. Seamlessly collaborate and share with colleagues and clients. Today, you will learn how your team can benefit from technology's newest solution to DCF modeling and valuation.

## Questions about VAL?
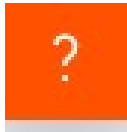
| | |
|---|---|
| **?** | **On-Screen Tutorials**: Click on the question mark located at the bottom right corner of any VAL screen to access the tutorials. Tutorials include slide shows, interactive data entry assistance, and pdf downloads. |
| **You Tube** | **YouTube Channel:** Access numerous tutorial videos at https://www.youtube.com/rockportval |
| (tablet icon) | **Support**: Email support at support@rockportval.com. |

# Login to VAL

Go to www.rockportval.com and click "**Log In**" in the upper right-hand corner and enter credential to access **VAL.**
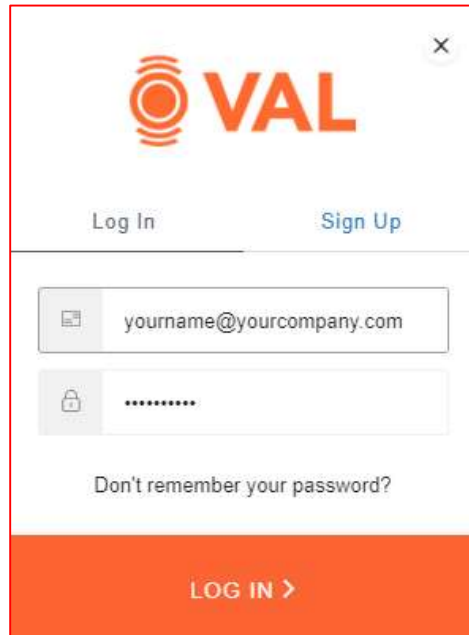


# VAL User Interface

The **VAL** user interface is designed to be intuitive and easy to navigate.

Choose List or Tile View



Customize column headers
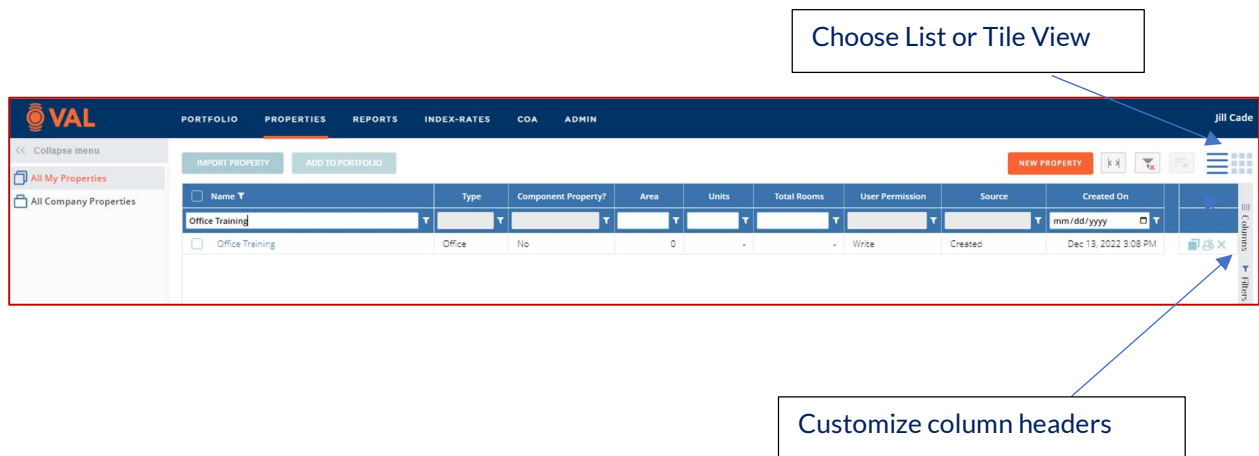
## Create New Property

In this training scenario, we will create a hotel property.



- Click **New Property.**

Click **New Property**



Click **Create**

Add the following property details:
- Property Name:  VAL Hotel
- Property Type:  Lodging
- Total Rooms:  100
- Address:  424 East Palm Canyon Drive, Palm Springs, CA
- Click **Create.**

*Helpful Hint:  Property name must be unique.  If multiple users are working on this training case study simultaneously add initials to the property name.*

## Property Interface

When opening a property, the dashboard will display key performing metrics of the property such as Valuation, Average Rent, and Average Occupancy (assuming all relevant inputs have been made).

Property KPIs

Scenarios

Data Inputs

Navigation Pane

*Helpful Hint*:  Click **F1** to view **VAL** hot keys and short cuts.

## Model Settings

The settings window is where users specify property settings such as analysis start date, number of years of analysis.
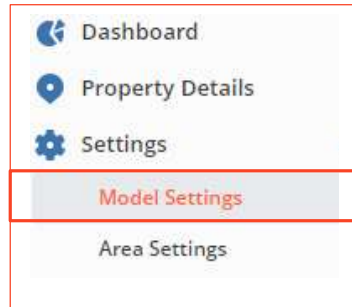


- From the navigation pane go to **Model Settings.**



Add the following Model Settings:

- Analysis Start Date:  1/2024
- Analysis Period (years):  10

## Area Settings

Add area measurements in the Area Settings such as Rooms, SF, Seats, Holes or Guests.

**Area Settings**

AREA MEASURES

| Name | Area | UoM |
|---|---|---|
| Total Rooms | 100 ✏ | Rooms |
| Total Available Rooms | 100 ✏ | Rooms |

💡 *Helpful Hint: By default, VAL sets the Total Available Rooms equal to the Total Rooms. For Room Revenue calculations, VAL uses Total Available Rooms. For Valuation/Room calculations, VAL uses Total Rooms. The primary use case for a different set of Total Available Rooms versus Total Rooms is in the case where Rooms may be offline due to a PIP or otherwise unavailable.*

# Growth Rates

Enter the growth rates to be applied to the model.  Growth rates can be overridden at the line-item level.

Select **Display Varying Rates** to show every year



Right click and select **Copy Right** to replicate value

Add the following Growth Rates:

- General Growth:  3%
- Average Rate Growth:
  - **2025 – 0%**
  - **2026 – 1%,**
  - **2027– 2%**
  - **3% each year thereafter**

*Helpful Hint:  To copy values to the right, click **Alt + E** or right click on the field and select **Copy Right.** Expand the grid to see growth rates for all years by clicking the ">>" icon at the top of the Rate column.  The grid can be collapsed by clicking the icon again.*

## Other Revenue & Expense

Revenue and Expenses are reflected on a single screen, which makes it easy to model an item based on a % of another item and link. Revenue and Expenses are organized by Type which is how the items will display on the reports. Every VAL model includes a Rooms Expense line item by default. VAL supports all the customary units of measure related to a hotel property type.

Revenue and Expense Types in VAL include:

- Departmental Revenue
- Room Expense
- Undistributed Operating Expense
- Management Fee

- Fixed Expense
- Capital Expense
- FF&E

Revenue and Expense Unit of Measures include:

- $ POR (Per Occupied Room)
- $ PAR (Per Available Room)
- % of Room Revenue
- % of Total Revenue

- % of Line
- $ Amount
- $/Area



- Rooms Expense is 30% of Room Revenue.

**Add Revenue & Expense item below:**

- Click **Add** to insert a new row
- Select **Dept Rev** as the Type
- **Food & Beverage (F&B)** is 5% of Room Revenue

## Clone as Department Expense

When entering a Departmental Revenue, select the line item and right click to clone as Departmental Expense to easily model the corresponding expense when applicable.



- Right-click F&B revenue line item
- Select **Clone as Dept Exp**

**Other Revenue & Expense**

Note: Enter the same Description in order to tie Dept Rev & Dept Exp items to each other for purposes of calculating Dept Profit.

Helpful Hints ⊙

| | | Type | Description | Account | Amount | UoM | Frequency |
|---|---|---|---|---|---|---|---|
| ⠿ | | ROOM EXP. | Rooms | ˅ | 30.00% ✎ | % of Room Rev... ˅ | |
| ⠿ | ☐ | DEPT REV ˅ | F&B | ˅ | 5.00% ✎ | % of Room Rev... ˅ | |
| ⠿ | ☐ | DEPT EXP ˅ | F&B | ˅ | 0.00% of F&B ✎ | % of Line ˅ | |

- Click on the pencil icon to edit.



- Enter 40% of F&B (Departmental Revenue)
- Click **Save**.

💡 *Helpful Hint:* *Variable Expense Formula = (Expense $ x Variable % x Occupancy %) + (Expense $ x % Fixed)*

### Other Revenue & Expense

Note: Enter the same Description in order to tie Dept Rev & Dept Exp items to each other for purposes of calculating Dept Profit.

| Type | Description | COA Account Name | COA Account Code | Amount | UoM | Frequency | Area | Growth Assump... | Growth Rate | Variable | % Variabl |
|------|-------------|------------------|------------------|--------|-----|-----------|------|-----------------|-------------|----------|-----------|
| ROOM EXP | Rooms | | | 30.00% | % of Room Rev... | | Total Rooms | | | No | |
| DEPT REV | F&B | | | 5.00% | % of Room Rev... | | Total Rooms | | | No | |
| DEPT EXP | F&B | | | 40.00% of F&B | % of Line | | Total Rooms | Dept Expense ... | 3.00 % | No | |
| UNDIST ... | General & Administrative | | | 700 | $ PAR | | Total Rooms | Dept Revenu... | 3.00 % | No | |
| UNDIST ... | Repairs & Maintenance | | | 8.00 | $ POR | | Total Rooms | Dept Revenu... | 3.00 % | No | |
| UNDIST ... | Utilities | | | 350,000 | $ amount | Annual | Total Rooms | Dept Revenu... | 3.00 % | No | |
| UNDIST ... | Franchise Fee | | | 8.00% of Departmental Profit | % of Line | | Total Rooms | Dept Revenue ... | 3.00 % | No | |
| MGMT FEE | Management Fee | | | 4.00% | % of Total Reve... | | Total Rooms | | | No | |
| FIXED EXP | Insurance | | | 275,000 | $ amount | Annual | Total Rooms | Dept Revenu... | 3.00 % | No | |
| FIXED EXP | Real Estate Taxes | | | Detailed | $ amount | Monthly | Total Rooms | Custom | 2.00 % | No | |

Add the following entries to Other Revenue & Expenses, all growing by General Growth unless otherwise specified:

- UNDIST OPEX:  General & Administrative is $700 Per Available Room
- UNDIST OPEX:  Repairs & Maintenance is $8 Per Occupied Room
- UNDIST OPEX:  Utilities is $350,000 per year
- UNDIST OPEX:  Franchise Fee is 8% of Departmental Profit
- MGMT FEE:  Management Fee is 4% of Total Revenue
- FIXED EXP:  Insurance is $275,000 per year
- FIXED EXP:  Real Estate Taxes are $400,000 paid every October with 2% Growth (click the pencil icon to edit).

## Property Cash Flow



| | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **Undistributed Operating Expenses** | | | | | | | | | | | |
| General & Administrative | 70,000 | 72,100 | 74,263 | 76,491 | 78,786 | 81,149 | 83,584 | 86,091 | 88,674 | 91,334 | 94,074 |
| Repairs & Maintenance | - | - | - | - | - | - | - | - | - | - | - |
| Utilities | 350,000 | 360,500 | 371,315 | 382,454 | 393,928 | 405,746 | 417,918 | 430,456 | 443,370 | 456,671 | 470,371 |
| Franchise Fee | - | - | - | - | - | - | - | - | - | - | - |
| **Total Undistributed Operating Expenses** | 420,000 | 432,600 | 445,578 | 458,945 | 472,714 | 486,895 | 501,502 | 516,547 | 532,043 | 548,005 | 564,445 |
| **Gross Operating Profit** | (420,000) | (432,600) | (445,578) | (458,945) | (472,714) | (486,895) | (501,502) | (516,547) | (532,043) | (548,005) | (564,445) |
| ▸ Management Fees | - | - | - | - | - | - | - | - | - | - | - |
| **Income Before Fixed & Capital Expenses** | (420,000) | (432,600) | (445,578) | (458,945) | (472,714) | (486,895) | (501,502) | (516,547) | (532,043) | (548,005) | (564,445) |
| **Fixed Expenses** | | | | | | | | | | | |
| Insurance | 275,000 | 283,250 | 291,748 | 300,500 | 309,515 | 318,800 | 328,364 | 338,215 | 348,362 | 358,813 | 369,577 |
| Real Estate Taxes | 400,000 | 408,000 | 416,160 | 424,483 | 432,973 | 441,632 | 450,465 | 459,474 | 468,664 | 478,037 | 487,598 |
| **Total Fixed Expenses** | 675,000 | 691,250 | 707,908 | 724,983 | 742,488 | 760,433 | 778,829 | 797,690 | 817,026 | 836,850 | 857,175 |
| **Net Operating Income** | (1,095,000) | (1,123,850) | (1,153,485) | (1,183,928) | (1,215,201) | (1,247,328) | (1,280,331) | (1,314,237) | (1,349,069) | (1,384,854) | (1,421,620) |
| **Capital Expenses** | | | | | | | | | | | |
| FF&E | - | - | - | - | - | - | - | - | - | - | - |
| Other Capital Expenses | - | - | - | - | - | - | - | - | - | - | - |
| **Total Capital Expenses** | - | - | - | - | - | - | - | - | - | - | - |
| **Net Cash Flow** | (1,095,000) | (1,123,850) | (1,153,485) | (1,183,928) | (1,215,201) | (1,247,328) | (1,280,331) | (1,314,237) | (1,349,069) | (1,384,854) | (1,421,620) |

## Room Revenue

Every model requires a baseline room revenue set where revenue is projected based on the average daily rate and estimated occupancy of the hotel property. Create an unlimited number of room revenue sets to run numerous scenarios by changing the occupancy and ADR.

## Occupancy %

Enter a static percent for occupancy or click on the pencil icon to enter a varying rate either monthly or annually to address seasonality trends.

## ADR (Average Daily Rate)

Enter a static rate for room revenue or click on the pencil icon to enter a varying rate either monthly or annually to address seasonality trends.



- Click on the Occupancy Rate pencil icon to enter a varying rate.

Use Control C and Control V to copy and paste values in the grid

Select Monthly Frequency:

- Jan – June 2024 – 50%
- **July – December 202**4 – 65%
- 2025 – 75%
- 2026 and each year thereafter – 85%
- **Click Save.**



Click on the ADR Amount pencil icon to enter a varying rate.

| For the Years Ending | Year 1 Dec-2024 | Year 2 Dec-2025 | Year 3 Dec-2026 | Year 4 Dec-2027 | Year 5 Dec-2028 | Year 6 Dec-2029 | Year 7 Dec-2030 | Year 8 Dec-2031 | Year 9 Dec-2032 | Year 10 Dec-2033 | Year 11 Dec-2034 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Annual (uninflated) | 180.00 | 190.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 | 200.00 |
| Average Rate Growth | | 0.00 | 1.00 | 2.00 | 3.00 | 3.00 | 3.00 | 3.00 | 3.00 | 3.00 | 3.00 |
| Annual (inflated) | 180.00 | 190.00 | 202.00 | 206.04 | 212.22 | 218.59 | 225.15 | 231.90 | 238.86 | 246.02 | 253.40 |

- 2024 - $180
- 2025 - $190
- 2026 and each year thereafter:  $200
- Click **Save**.

# Market Competition

Create an unlimited number of Market Competition sets in the Market Competition tab to reflect the market occupancy and ADR to reference in the Room Revenue window. Market competition sets can include a specific comp or market average.



**Click on the Market Competition tab.**

- Click **ADD** located on the top right corner of screen to insert row
- Name: Market Comps Average
- Occupancy Rate: 83%
- ADR: $168



The Revenue Per Available Room in Year 1 displays for each room revenue set

Add below Rollover Lease Assumptions:

- Click on the **My Property** tab
- Click **ADD** to insert new row
- Name: 100% Market Penetration
- Occupancy: 100% of Market Competition Average set
- ADR: 100% of Market Competition Average set

# Valuation

Create an unlimited number of valuations. **VAL** supports the following valuation methods:

- DCF
- Direct Capitalization
- Direct Entry
- Room Revenue Multiplier

> Room Revenue Multiplier displays for each valuation set



Add the following Valuations to the Hotel Model to run different valuations models:

- As is DCF:  Select DCF as the Valuation Method calculating as of the analysis start date with 8% Cap Rate and 9% Discount Rate over a 10 year hold capping the 11th

- As is Room Revenue Multiplier:  Select Room Revenue Multiplier as the Valuation Method with a multiplier of 6 as of the analysis start date

- As Stabilized Direct Cap:  Select Direct Capitalization as the Valuation Method calculating as of 01/2026 with a 7.5% Cap Rate

## Cash Flow

**Cash Flow**

MAIN

| Show data | Layout | Sort Revenue & Expenses | Show ratios | Show figures in '000s | H |
|---|---|---|---|---|---|
| Annual | Standard | As Entered | No | | |

Hotel metrics included in Cash Flow

| | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 | Year 11 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ▶ For the Years Ending | Dec-2024 | Dec-2025 | Dec-2026 | Dec-2027 | Dec-2028 | Dec-2029 | Dec-2030 | Dec-2031 | Dec-2032 | Dec-2033 | Dec-2034 |
| ▾ Metrics | | | | | | | | | | | |
| Total Available Rooms | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| Days | 366 | 365 | 365 | 365 | 366 | 365 | 365 | 365 | 366 | 365 | 365 |
| Room Nights Available | 36,600 | 36,500 | 36,500 | 36,500 | 36,600 | 36,500 | 36,500 | 36,500 | 36,600 | 36,500 | 36,500 |
| Room Nights Occupied | 21,060 | 27,375 | 31,025 | 31,025 | 31,110 | 31,025 | 31,025 | 31,025 | 31,110 | 31,025 | 31,025 |
| Occupancy % | 57.54% | 75.00% | 85.00% | 85.00% | 85.00% | 85.00% | 85.00% | 85.00% | 85.00% | 85.00% | 85.00% |
| Average Daily Rate | 180.00 | 190.00 | 202.00 | 206.04 | 212.22 | 218.59 | 225.15 | 231.90 | 238.86 | 246.02 | 253.40 |
| RevPAR | 103.57 | 142.50 | 171.70 | 175.13 | 180.39 | 185.80 | 191.37 | 197.11 | 203.03 | 209.12 | 215.39 |
| ▾ Departmental Revenue | | | | | | | | | | | |
| Rooms | 3,790,800 | 5,201,250 | 6,267,050 | 6,392,391 | 6,602,202 | 6,781,688 | 6,985,138 | 7,194,692 | 7,430,836 | 7,632,849 | 7,861,835 |
| F&B | 189,540 | 260,063 | 313,353 | 319,620 | 330,110 | 339,084 | 349,257 | 359,735 | 371,542 | 381,642 | 393,092 |
| Total Departmental Revenue | 3,980,340 | 5,461,313 | 6,580,403 | 6,712,011 | 6,932,312 | 7,120,772 | 7,334,395 | 7,554,427 | 7,802,378 | 8,014,492 | 8,254,926 |
| ▾ Departmental Expenses | | | | | | | | | | | |
| Rooms | 1,137,240 | 1,560,375 | 1,880,115 | 1,917,717 | 1,980,660 | 2,034,506 | 2,095,541 | 2,158,408 | 2,229,251 | 2,289,855 | 2,358,550 |
| F&B | 75,816 | 104,025 | 125,341 | 127,848 | 132,044 | 135,634 | 139,703 | 143,894 | 148,617 | 152,657 | 157,237 |
| Total Departmental Expenses | 1,213,056 | 1,664,400 | 2,005,456 | 2,045,565 | 2,112,704 | 2,170,140 | 2,235,244 | 2,302,302 | 2,377,868 | 2,442,512 | 2,515,787 |
| ▾ Departmental Profit | | | | | | | | | | | |
| Rooms | 2,653,560 | 3,640,875 | 4,386,935 | 4,474,674 | 4,621,541 | 4,747,181 | 4,889,597 | 5,036,285 | 5,201,585 | 5,342,994 | 5,503,284 |
| F&B | 113,724 | 156,038 | 188,012 | 191,772 | 198,066 | 203,451 | 209,554 | 215,841 | 222,925 | 228,985 | 235,855 |
| Total Departmental Profit | 2,767,284 | 3,796,913 | 4,574,947 | 4,666,445 | 4,819,607 | 4,950,632 | 5,099,151 | 5,252,125 | 5,424,510 | 5,571,980 | 5,739,139 |
| ▾ Undistributed Operating Expenses | | | | | | | | | | | |
| General & Administrative | 70,000 | 72,100 | 74,263 | 76,491 | 78,786 | 81,149 | 83,584 | 86,091 | 88,674 | 91,334 | 94,074 |
| Repairs & Maintenance | 168,480 | 225,570 | 263,315 | 271,215 | 280,117 | 287,732 | 296,364 | 305,255 | 315,274 | 323,845 | 333,560 |
| Utilities | 350,000 | 360,500 | 371,315 | 382,454 | 393,928 | 405,746 | 417,918 | 430,456 | 443,370 | 456,671 | 470,371 |
| Franchise Fee | 221,383 | 303,753 | 365,996 | 373,316 | 385,569 | 396,051 | 407,932 | 420,170 | 433,961 | 445,758 | 459,131 |
| Total Undistributed Operating Expenses | 809,863 | 961,923 | 1,074,889 | 1,103,476 | 1,138,399 | 1,170,677 | 1,205,798 | 1,241,972 | 1,281,278 | 1,317,608 | 1,357,136 |
| Gross Operating Profit | 1,957,421 | 2,834,990 | 3,500,057 | 3,562,970 | 3,681,208 | 3,779,954 | 3,893,353 | 4,010,154 | 4,143,232 | 4,254,372 | 4,382,003 |
| ▶ Management Fees | 159,214 | 218,453 | 263,216 | 268,480 | 277,292 | 284,831 | 293,376 | 302,177 | 312,095 | 320,580 | 330,197 |
| Income Before Fixed & Capital Expenses | 1,798,208 | 2,616,537 | 3,236,841 | 3,294,489 | 3,403,916 | 3,495,124 | 3,599,977 | 3,707,977 | 3,831,137 | 3,933,792 | 4,051,806 |
| ▾ Fixed Expenses | | | | | | | | | | | |
| Insurance | 275,000 | 283,250 | 291,748 | 300,500 | 309,515 | 318,800 | 328,364 | 338,215 | 348,362 | 358,813 | 369,577 |
| Real Estate Taxes | 400,000 | 408,000 | 416,160 | 424,483 | 432,973 | 441,632 | 450,465 | 459,474 | 468,664 | 478,037 | 487,598 |
| Total Fixed Expenses | 675,000 | 691,250 | 707,908 | 724,983 | 742,488 | 760,433 | 778,829 | 797,690 | 817,026 | 836,850 | 857,175 |
| Net Operating Income | 1,123,208 | 1,925,287 | 2,528,934 | 2,569,506 | 2,661,428 | 2,734,691 | 2,821,148 | 2,910,287 | 3,014,112 | 3,096,943 | 3,194,631 |
| ▾ Capital Expenses | | | | | | | | | | | |
| FF&E | - | - | - | - | - | - | - | - | - | - | - |
| Other Capital Expenses | - | - | - | - | - | - | - | - | - | - | - |
| Total Capital Expenses | - | - | - | - | - | - | - | - | - | - | - |
| Net Cash Flow | 1,123,208 | 1,925,287 | 2,528,934 | 2,569,506 | 2,661,428 | 2,734,691 | 2,821,148 | 2,910,287 | 3,014,112 | 3,096,943 | 3,194,631 |

## Investment Analysis: Investment Cash Flow

## Investment Analysis:  Return Sensitivities



### Investment Analysis

INVESTMENT CASH FLOW    RETURN SENSITIVITIES    SOURCES & USES    RESERVES ACTIVITY

| Investment Period | | | | Purchase/Start | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Start Date | Investmen Period | Exit D... | Exit Costs (% | Valuation | Cap Rate | Discoun Rate | Room Revenue Multiplier | Amou... | Valuation | Cap Rate |
| Analysis S | 120M | 12/2033 | | As Is DCF: An... ⌄ | 8.00 | 9.00 | 5.08 | 32,352,28 | Direct Cap ⌄ | 6.00 |
| | | | | Override: | | | | | Override: | |

| | Investment Period (Mos) | | | | | | |
|---|---|---|---|---|---|---|---|
| | UNLEVERED IRR | | | | UNLEVERED Equity Multiple (MOC) | | |
| Sale/Exit Cap Rate (%) | 108 | 120 | 132 | | 108 | 120 | 132 |
| 5.00% | 13.06% | 12.67% | 13.41% | | 2.60x | 2.76x | 3.23x |
| 5.50% | 12.16% | 11.89% | 12.69% | | 2.43x | 2.58x | 3.01x |
| 6.00% | 11.35% | 11.19% | 12.05% | | 2.28x | 2.43x | 2.84x |
| 6.50% | 10.63% | 10.56% | 11.48% | | 2.16x | 2.30x | 2.69x |
| 7.00% | 9.97% | 9.99% | 10.95% | | 2.06x | 2.20x | 2.56x |

| | Investment Period (Mos) | | | | | | |
|---|---|---|---|---|---|---|---|
| | UNLEVERED IRR | | | | UNLEVERED Equity Multiple (MOC) | | |
| Purchase/Start Value | 108 | 120 | 132 | | 108 | 120 | 132 |
| 30,352,285 | 12.33% | 12.08% | 12.89% | | 2.43x | 2.59x | 3.02x |
| 31,352,285 | 11.83% | 11.63% | 12.46% | | 2.36x | 2.51x | 2.93x |
| 32,352,285 | 11.35% | 11.19% | 12.05% | | 2.28x | 2.43x | 2.84x |
| 33,352,285 | 10.90% | 10.76% | 11.66% | | 2.22x | 2.36x | 2.75x |
| 34,352,285 | 10.45% | 10.36% | 11.28% | | 2.15x | 2.29x | 2.67x |

| | Investment Period (Mos) | | |
|---|---|---|---|
| | UNLEVERED Purchase/Start Value | | |
| Target IRR | 108 | 120 | 132 |
| 9.19% | 37,446,772 | 37,440,067 | 40,584,612 |
| 10.19% | 34,981,482 | 34,779,792 | 37,441,046 |
| 11.19% | 32,715,209 | 32,352,285 | 34,595,898 |
| 12.19% | 30,629,827 | 30,134,647 | 32,017,511 |
| 13.19% | 28,709,024 | 28,106,439 | 29,677,878 |

| | Investment Period (Mos) | | |
|---|---|---|---|
| | UNLEVERED Purchase/Start Value | | |
| Target Equity Multiple (MOC) | 108 | 120 | 132 |
| 1.93x | 38,284,206 | 40,731,915 | 47,550,341 |
| 2.18x | 33,894,647 | 36,061,707 | 42,098,352 |
| 2.43x | 30,408,135 | 32,352,285 | 37,767,981 |
| 2.68x | 27,571,992 | 29,334,812 | 34,245,391 |
| 2.93x | 25,219,764 | 26,832,194 | 31,323,840 |

# Investment Analysis – As Stabilized

**Investment Analysis**

Enter 01/2026 as Start Date and 12/2033 as End Date

Select **As Stabilized Direct Cap** as Valuation

INVESTMENT CASH FLOW    R...    ...RVES A...

| Show data | Show Levered? | Show figures in 000s? |
|---|---|---|
| Annual | No | No |

| | Investment Period | | | Purchase/Start | | | | | Sale/Exit | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Start Date | Investment Period | Exit Date | Exit Costs (%) | Valuation | Cap Rate | Discount Rate | Room Revenue Multiplier | Amount | Valuation | Cap Rate | Discount Rate |
| 01/2026 | 96M | 12/2033 | | As Stabilized ... ⌄ | 7.50 | | 5.38 | 33,719,117 | Direct Cap ⌄ | 6.00 | |
| | | | | Override: | | | | | Override: | | |

| ▸ For the Years Ending | | Time 0 Jan-01-2026 | Year 1 Dec-2026 | Year 2 Dec-2027 | Year 3 Dec-2028 | Year 4 Dec-2029 | Year 5 Dec-2030 | Year 6 Dec-2031 | Year 7 Dec-2032 | Year 8 Dec-2033 |
|---|---|---|---|---|---|---|---|---|---|---|
| ▾ Property Cashflows | | | | | | | | | | |
| Net Operating Income | | | 2,528,934 | 2,569,506 | 2,661,428 | 2,734,691 | 2,821,148 | 2,910,287 | 3,014,112 | 3,096,943 |
| ▸ Capital Expenses | | | - | - | - | - | - | - | - | - |
| Net Cash Flow | | | 2,528,934 | 2,569,506 | 2,661,428 | 2,734,691 | 2,821,148 | 2,910,287 | 3,014,112 | 3,096,943 |
| ▾ Purchase/Sale | | | | | | | | | | |
| Purchase/Sale | | (33,719,117) | - | - | - | - | - | - | - | 53,243,856 |
| Exit Costs | | - | - | - | - | - | - | - | - | - |
| Net Proceeds | | (33,719,117) | - | - | - | - | - | - | - | 53,243,856 |
| ▾ Cash Flow Available for Distribution | IRR/MOC | | | | | | | | | |
| Total Unlevered Cash Flow | 12.71% / 2.24x | (33,719,117) | 2,528,934 | 2,569,506 | 2,661,428 | 2,734,691 | 2,821,148 | 2,910,287 | 3,014,112 | 56,340,799 |
| Unlevered Cash On Cash | | - | 7.50% | 7.62% | 7.89% | 8.11% | 8.37% | 8.63% | 8.94% | 9.18% |

# Audit Report

## Audit Report

SUMMARY

Show data

Annual

| For the Years Ending | Year 1 Dec-2024 | Year 2 Dec-2025 | Year 3 Dec-2026 | Year 4 Dec-2027 | Year 5 Dec-2028 | Year 6 Dec-2029 | Year 7 Dec-2030 | Year 8 Dec-2031 | Year 9 Dec-2032 | Year 10 Dec-2033 | Year 11 Dec-2034 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Total Rooms | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| Total Available Rooms | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| Days | 366 | 365 | 365 | 365 | 366 | 365 | 365 | 365 | 366 | 365 | 365 |
| Room Nights Available | 36,600 | 36,500 | 36,500 | 36,500 | 36,600 | 36,500 | 36,500 | 36,500 | 36,600 | 36,500 | 36,500 |
| Room Nights Occupied | 21,060 | 27,375 | 31,025 | 31,025 | 31,110 | 31,025 | 31,025 | 31,025 | 31,110 | 31,025 | 31,025 |
| Occupancy % | 57.54% | 75.00% | 85.00% | 85.00% | 85.00% | 85.00% | 85.00% | 85.00% | 85.00% | 85.00% | 85.00% |
| ▾ Average Daily Rate | 180.00 | 190.00 | 202.00 | 206.04 | 212.22 | 218.59 | 225.15 | 231.90 | 238.86 | 246.02 | 253.40 |
| % Change | NA | 5.56% | 6.32% | 2.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% |
| ▾ RevPAR | 103.57 | 142.50 | 171.70 | 175.13 | 180.39 | 185.80 | 191.37 | 197.11 | 203.03 | 209.12 | 215.39 |
| % Change | NA | 37.58% | 20.49% | 2.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% | 3.00% |
| ▾ Room Revenue | 3,790,800 | 5,201,250 | 6,267,050 | 6,392,391 | 6,602,202 | 6,781,688 | 6,985,138 | 7,194,692 | 7,430,836 | 7,632,849 | 7,861,835 |
| % Change | NA | 37.21% | 20.49% | 2.00% | 3.28% | 2.72% | 3.00% | 3.00% | 3.28% | 2.72% | 3.00% |