

SELECT MAJOR U.S. HOTEL SALES SURVEY - Q2 2023

Q	PROPERTY	LOCATION		NO. OF ROOMS	ESTIMATED SALES PRICE	ESTIMATED PRICE/ROOM	BUYER	SELLER	LARC SCORE
Q2	WoodSpring Suites Huntsville Madison	Madison	AL	121	\$11,210,000	\$92,645	SPI Holdings	Mitch Cox Companies	43
Q2	Hilton Garden Inn Bentonville Rogers	Bentonville	AR	133	\$18,200,000	\$136,842	Bentonville Walton Avenue Hotel, LLC	Benton County Lodging, LLC	63
Q2	TownePlace Suites by Marriott Hot Springs	Hot Springs	AR	88	\$12,760,000	\$145,000	JSM Hospitality, LLC	Honest Hospitality #2, LLC	21
Q2	Comfort Inn Chandler - Phoenix South I-10	Chandler	AZ	129	\$13,200,000	\$102,326	KLRK Group, LLC	CI Chandler 202, LP	74
Q2	TownePlace Suites by Marriott Phoenix Chandler/Fashion Center	Chandler	AZ	109	\$18,000,000	\$165,138	Trimark Property Group	Peachtree Hotel Group	81
Q2	Embassy Suites by Hilton Phoenix Airport	Phoenix	AZ	182	\$11,560,000	\$63,516	Unified T24 LLC	Thomas 24 JI LLC	85
Q2	Residence Inn by Marriott Scottsdale North	Scottsdale	AZ	120	\$29,000,000	\$241,667	JV Summit Hotel Properties, Inc. & GIC	Blackstone	79
Q2	JW Marriott Tucson Starr Pass Resort & Spa	Tucson	AZ	575	\$112,000,000	\$194,783	Southwest Value Partners	Fortress Investment Group	47
Q2	La Quinta Inns & Suites Tucson Airport	Tucson	AZ	143	\$13,600,000	\$95,105	S.L.A. GOVIND LLC	Highgate	49
Q2	Sonesta Select Tucson Airport	Tucson	AZ	120	\$10,200,000	\$85,000	MSDS MGT, Inc.	Hanumant Hospitality LLC	53
Q2	Best Western Plus Yuma Foothills Inn & Suites	Yuma	AZ	97	\$16,500,000	\$170,103	JSC Yuma Investments LLC	Greens Fund One, LLC	45
Q2	Claremont Club & Spa - A Fairmont Hotel	Berkeley	CA	276	\$163,300,000	\$591,667	Ohana Real Estate Investors	Blum Capital Partners	82
Q2	Carlsbad by the Sea Hotel ¹	Carlsbad	CA	146	\$39,155,000	\$268,185	Excel Carlsbad LLC	Cpt Sc Title Holding Corporation	69
Q2	Courtyard by Marriott Fairfield Napa Valley Area	Fairfield	CA	137	\$11,500,005	\$83,942	Kalthia Group Hotels	N/A	47

1) Acquisition includes a 28,400 square feet retail center and a Chevron gas station.

DANIEL H. LESSER
CO-FOUNDER,
PRESIDENT & CEO

200 WEST 41st STREET SUITE 602
NEW YORK, NY 10036

T. 212.300.6684
E. DANIEL.LESSER@LWHADVISORS.COM

WWW.LWHOSPITALITYADVISORS.COM



Source: LW Hospitality Advisors (LWHA) has compiled the above information from sources deemed reliable, and the information is thought to be correct, however LWHA cannot warrant absolute accuracy of all the data. Use of this information without verification from original sources is at your own risk.

SELECT MAJOR U.S. HOTEL SALES SURVEY - Q2 2023

Q	PROPERTY	LOCATION	NO. OF ROOMS	ESTIMATED SALES PRICE	ESTIMATED PRICE/ROOM	BUYER	SELLER	LARC SCORE	
Q2	Hampton Inn & Suites Lancaster & Homewood Suites by Hilton Lancaster	Lancaster	CA	177	\$25,250,000	\$142,655	Greens Fund One LLC	Highgate	49
Q2	Hampton Inn & Suites Palmdale	Palmdale	CA	85	\$25,350,000	\$298,235	OCBW LLC	Highgate	53
Q2	Good Nite Inn Rohnert Park	Rohnert Park	CA	125	\$18,196,000	\$145,568	Rohnert Park Hospitality LLC	Good Nite Inn Rohnert Park, Inc.	53
Q2	Hotel Beresford	San Francisco	CA	114	\$23,700,000	\$207,895	685 Ellis LLC	Lange Family Trust	93
Q2	Four Points by Sheraton San Rafael Marin County	San Rafael	CA	235	\$38,000,000	\$161,702	Equinox Hospitality	San Rafael Hillcrest, LLC	74
Q2	Vintners Resort	Santa Rosa	CA	78	\$42,000,000	\$538,462	VR Acquisition, LLC	Vintner's Inn, LLC	61
Q2	Home2 Suites by Hilton Colorado Springs South	Colorado Springs	CO	119	\$29,000,000	\$243,697	ARA US Hospitality Trust	Chartwell Hospitality	68
Q2	Holiday Inn Express & Suites Colorado Springs AFA Northgate	Colorado Springs	CO	87	\$11,380,000	\$130,805	Peak Hospitality, LLC	Springs Inn, LLC	57
Q2	Holiday Inn Express Mesa Verde-Cortez	Cortez	CO	100	\$10,000,000	\$100,000	Ganeshay Mesa, LLC	Cortez Pueblo Partners LLC	25
Q2	Comfort Suites Golden West on Evergreen Parkway	Evergreen	CO	85	\$17,750,000	\$208,824	Golden Inn Investment LLC	T & T Hospitality Services, Inc.	40
Q2	Homewood Suites by Hilton Wilmington Downtown	Wilmington	DE	120	\$16,300,875	\$135,841	SAK Developers	Buccini/Pollin Group Inc.	67
Q2	AC Hotel by Marriott Clearwater Beach & Courtyard by Marriott Clearwater Beach	Clearwater Beach	FL	283	\$113,700,000	\$401,767	Mission Hill Hospitality	Norwich Partners	48
Q2	TownePlace Suites by Marriott Fort Myers Estero	Estero	FL	114	\$13,550,000	\$118,860	Countryside Hotels, LLC	Estero Hotel Associates, LLC	50
Q2	Holiday Inn Express & Suites Florida City-Gateway To Keys	Florida City	FL	105	\$10,000,000	\$95,238	N/A	N/A	32
Q2	Fairfield Inn & Suites by Marriott Jacksonville Airport	Jacksonville	FL	107	\$10,800,000	\$100,935	Man Junior LLC	Embarc, LLC	38

DANIEL H. LESSER
CO-FOUNDER,
PRESIDENT & CEO

200 WEST 41st STREET SUITE 602
NEW YORK, NY 10036

T. 212.300.6684
E. DANIEL.LESSER@LWHADVISORS.COM

WWW.LWHOSPITALITYADVISORS.COM



Source: LW Hospitality Advisors (LWHA) has compiled the above information from sources deemed reliable, and the information is thought to be correct, however LWHA cannot warrant absolute accuracy of all the data. Use of this information without verification from original sources is at your own risk.

SELECT MAJOR U.S. HOTEL SALES SURVEY - Q2 2023

Q	PROPERTY	LOCATION	NO. OF ROOMS	ESTIMATED SALES PRICE	ESTIMATED PRICE/ROOM	BUYER	SELLER	LARC SCORE	
Q2	Super 8 by Wyndham Kissimmee ²	Kissimmee	FL	43	\$12,000,000	\$279,070	City of Kissimmee	Diamond Elite Kissimmee LLC	55
Q2	La Quinta Inn & Suites by Wyndham Orlando Lake Mary	Lake Mary	FL	128	\$14,500,000	\$113,281	ASSD Hospitality Inc.	Highgate	66
Q2	Holiday Inn Express & Suites Miami-Kendall	Miami	FL	107	\$14,500,000	\$135,514	Hotel Five LLC	Pinelands-Kendall Hotel, LLC	61
Q2	Greenview Hotel	Miami Beach	FL	45	\$15,000,000	\$333,333	Steven Oved	Blue Road Development	78
Q2	Nautilus Hotel	Miami Beach	FL	250	\$165,400,000	\$661,600	Service Properties Trust	Quadrum Global	75
Q2	Westgate South Beach Oceanfront Resort ³	Miami Beach	FL	46	\$73,000,000	\$1,586,957	JV 13th Floor Investments joined & Opera Acquisitions	Westgate Resorts	65
Q2	Residence Inn by Marriott Orlando Lake Buena Vista	Orlando	FL	210	\$31,000,000	\$147,619	Hersha Hospitality Management	Ashford Buena Vista, LP	52
Q2	Holiday Inn Express & Suites Palatka Northwest	Palatka	FL	72	\$11,100,000	\$154,167	JV Chosen Putnam LLC & Chosen Palatka LLC	Polaris Hospitality, LLC	42
Q2	Staybridge Suites Tallahassee I-10 East	Tallahassee	FL	104	\$13,200,000	\$126,923	Artemis Hotel Group, LLC	Summit East Investors I Ltd	33
Q2	Westin Tampa Bay	Tampa	FL	252	\$45,360,000	\$180,000	Pyramid Global Hospitality	Castlerock Asset Management	70
Q2	avid hotel Atlanta – Conyers I-20	Conyers	GA	95	\$10,400,000	\$109,474	Comfort World USA, LLC	HSU Conyers, LLC	35
Q2	Hampton Inn & Suites Atlanta/Duluth/Gwinnett County	Duluth	GA	136	\$12,500,000	\$91,912	Welcome Hotels Duluth, Inc.	KKR & Co. Inc.	70
Q2	Holiday Inn Express & Suites Savannah - Midtown	Savannah	GA	88	\$11,400,000	\$129,545	Ewan Hospitality LLC	JV Savannah Midtown Hotel LLC & Jay Shree SPE LLC	32
Q2	Hilton Garden Inn Ames	Ames	IA	112	\$10,300,000	\$91,964	Kinseth Hospitality Companies	KeyBank	29

2) Property slated to be converted to housing for homeless.

3) Oceanfront timeshare resort acquired by adjacent property owner reportedly as part of an assemblage for redevelopment.

DANIEL H. LESSER 200 WEST 41st STREET SUITE 602
CO-FOUNDER, NEW YORK, NY 10036
PRESIDENT & CEO

T. 212.300.6684
E. DANIEL.LESSER@LWHADVISORS.COM

WWW.LWHOSPITALITYADVISORS.COM



Source: LW Hospitality Advisors (LWHA) has compiled the above information from sources deemed reliable, and the information is thought to be correct, however LWHA cannot warrant absolute accuracy of all the data. Use of this information without verification from original sources is at your own risk.

SELECT MAJOR U.S. HOTEL SALES SURVEY - Q2 2023

Q	PROPERTY	LOCATION	NO. OF ROOMS	ESTIMATED SALES PRICE	ESTIMATED PRICE/ROOM	BUYER	SELLER	LARC SCORE	
Q2	St. Regis Chicago ⁴	Chicago	IL	192	\$133,500,000	\$695,313	JV Gencom & GD Holdings, LLC	Magellan Development Group, Ltd.	91
Q2	La Quinta Inn by Wyndham Chicago O'Hare Airport ⁶	Elk Grove Village	IL	139	\$10,000,000	\$71,942	Village Of Elk Grove Village	Sabeen Hospitality LLC	70
Q2	DoubleTree by Hilton Hotel Boston - Westborough	Westborough	MA	225	\$15,000,000	\$66,667	Magna Hospitality	Waterton Associates	40
Q2	Hilton Garden Inn Bethesda Downtown	Bethesda	MD	216	\$36,614,000	\$169,509	Dauntless Capital Partners	Donohoe Hospitality Services	80
Q2	Harraseeket Inn	Freeport	ME	94	\$16,820,000	\$178,936	Giri Hotel Management	Harraseeket Inn, Inc.	45
Q2	Hampton Inn & Suites St. Paul Oakdale/Woodbury	Oakdale	MN	100	\$11,300,000	\$113,000	Ma Laxmi Hospitality, LLC	SW Oakdale, LLC	45
Q2	Country Inn & Suites by Radisson, Asheville West	Asheville	NC	80	\$11,175,000	\$139,688	Bapa Sitaram Asheville, LLC	CI Interstate Hotels LLC	50
Q2	Wingate by Wyndham Kill Devil Hills NC	Kill Devil Hills	NC	71	\$10,000,000	\$140,845	Lap Royal 22 LLC	Ocean Reef Hotel, LLC	47
Q2	Cambria Hotel Raleigh-Durham Airport	Morrisville	NC	103	\$10,300,000	\$100,000	Anantaa, Inc.	Carolina Hotels & Resorts, LLC	59
Q2	SpringHill Suites by Marriott Pinehurst Southern Pines	Pinehurst	NC	107	\$11,700,000	\$109,346	Hotel Pinehurst LLC	American Hotel Income Properties REIT LP	32
Q2	The Grand Summit Hotel	Summit	NJ	149	\$16,300,000	\$109,396	570 Springfield Ave Property LLC	Summit Suburban Hotel	70
Q2	Best Western Hoover Dam Hotel	Boulder City	NV	99	\$11,300,000	\$114,141	ADK Nevada Hospitality LLC	Y C Boulder Hotel, LLC	50
Q2	Cal Neva Resort Hotel ⁶	Crystal Bay	NV	200	\$51,840,000	\$259,200	McWhinney	CN Hotel Holdings LLC	37
Q2	Hotel Indigo Brooklyn ⁷	Brooklyn	NY	128	\$40,875,000	\$319,336	Webster Apartments Corp.	Lam Generation	87

4) Closing of forward sale of a new hotel agreed upon during late 2020.

5) Property acquired as part of an assemblage for redevelopment.

6) Property closed since 2013.

7) Property converting to low-cost provider of affordable student and intern housing.

DANIEL H. LESSER 200 WEST 41st STREET SUITE 602
CO-FOUNDER, NEW YORK, NY 10036
PRESIDENT & CEO

T. 212.300.6684
E. DANIEL.LESSER@LWHADVISORS.COM

WWW.LWHOSPITALITYADVISORS.COM



Source: LW Hospitality Advisors (LWHA) has compiled the above information from sources deemed reliable, and the information is thought to be correct, however LWHA cannot warrant absolute accuracy of all the data. Use of this information without verification from original sources is at your own risk.

SELECT MAJOR U.S. HOTEL SALES SURVEY - Q2 2023

Q	PROPERTY	LOCATION	NO. OF ROOMS	ESTIMATED SALES PRICE	ESTIMATED PRICE/ROOM	BUYER	SELLER	LARC SCORE	
Q2	Buffalo Marriott Niagara	Buffalo	NY	356	\$14,430,000	\$40,534	Visions Hotels	Rialto Capital Advisors	53
Q2	The Maidstone Hotel	East Hampton	NY	19	\$17,000,000	\$894,737	Hain Celestial Group, Inc	Jennifer and Jonathan Baker	25
Q2	Blue Bird Inn ⁸	Jamaica	NY	72	\$17,239,000	\$239,431	138-68 94 Ave LLC	Hariohm Realty LLC	69
Q2	Former Hampton Inn Jericho - Westbury ⁹	Jericho	NY	80	\$14,702,000	\$183,775	MFP Development, LLC	120 Westend LLC	80
Q2	Holiday Inn LIC – LaGuardia West	Long Island City	NY	381	\$76,500,000	\$200,787	Bayrock Capital	McSam Hotel Group	74
Q2	Comfort Inn The Pointe	Niagara Falls	NY	110	\$11,250,000	\$102,273	Prospect Pointe Hotel LLC	Maid Of The Mist Hospitality LLC	48
Q2	Hampton Inn & Suites Mansfield-South @ I-71	Mansfield	OH	75	\$10,500,000	\$140,000	Nextgen Hospitality, Inc.	Sunrise Hospitality, Inc.	15
Q2	Inn at Fox Chase	Bensalem	PA	167	\$13,750,000	\$82,335	IHM Bensalem LLC	Bensalem Lodging Associates, LLC	49
Q2	Home2 Suites by Hilton Ephrata	Ephrata	PA	107	\$12,500,000	\$116,822	SSN Ephrata LLC	Central PA Equities 28 Llc	25
Q2	Hampton Inn & Suites Hershey Near The Park	Hummelstown	PA	86	\$12,650,000	\$147,093	Shaner Hotel Group	CH Wilmington, LLC	47
Q2	Newport Beach Hotel & Suites	Middletown	RI	71	\$25,050,000	\$352,817	Procaccianti Companies	Newport Hotel Group	73
Q2	Bode Chattanooga	Chattanooga	TN	53	\$17,500,000	\$330,189	Clemons on Chestnut, LLC	Lowe 3x5 Chattanooga, LLC	74
Q2	DoubleTree by Hilton Hotel Chattanooga Downtown	Chattanooga	TN	186	\$33,600,000	\$180,645	JV Cpz Chattanooga LLC, Alc Chattanooga LLC, Nce Chattanooga LLC, & Bhelm Chattanooga LLC	KKR & Co Inc.	74

8) Upon sale property reportedly converted to a shelter.

9) Closed hotel slated to be converted to dormitory for New York Institute of Technology.

DANIEL H. LESSER 200 WEST 41st STREET SUITE 602
CO-FOUNDER, NEW YORK, NY 10036
PRESIDENT & CEO

T. 212.300.6684
E. DANIEL.LESSER@LWHADVISORS.COM

WWW.LWHOSPITALITYADVISORS.COM



Source: LW Hospitality Advisors (LWHA) has compiled the above information from sources deemed reliable, and the information is thought to be correct, however LWHA cannot warrant absolute accuracy of all the data. Use of this information without verification from original sources is at your own risk.

SELECT MAJOR U.S. HOTEL SALES SURVEY - Q2 2023

Q	PROPERTY	LOCATION	NO. OF ROOMS	ESTIMATED SALES PRICE	ESTIMATED PRICE/ROOM	BUYER	SELLER	LARC SCORE	
Q2	Homewood Suites by Hilton Nashville Vanderbilt	Nashville	TN	192	\$88,000,000	\$458,333	Peachtree Hotel Group	RMR Group	85
Q2	Red Lion Inn & Suites Nashville Airport ¹⁰	Nashville	TN	53	\$12,050,000	\$227,358	245 Atrium Owner, LLC	Focus Hospitality III, LLC	31
Q2	Homewood Suites by Hilton Beaumont	Beaumont	TX	79	\$11,100,000	\$140,506	Pinnacle Hospitality Group LLC	Shree Gayatri, Inc.	36
Q2	Extended Stay America - Dallas - Market Center	Dallas	TX	97	\$10,353,000	\$106,732	Stemmons Lodging LLC	ESH Hospitality, Inc	88
Q2	Fairfield Inn & Suites by Marriott El Paso	El Paso	TX	95	\$10,900,000	\$114,737	Shivam Investments, LLC	Highgate	44
Q2	SpringHill Suites by Marriott El Paso	El Paso	TX	103	\$12,342,000	\$119,825	West EP Hospitality, LLC	Castleblack El Paso Owner, LLC	40
Q2	Hampton Inn & Suites by Hilton Lubbock Southwest	Lubbock	TX	80	\$10,350,000	\$129,375	Onyx Hospitality	Insignia Hospitality Group	52
Q2	JW Marriott San Antonio Hill Country Resort & Spa	San Antonio	TX	1000	\$800,000,000	\$800,000	Ryman Hospitality Properties	Blackstone	37
Q2	Hampton Inn & Suites Fredericksburg South	Fredericksburg	VA	121	\$13,500,000	\$111,570	Sunrise Fredericksburg LLC	Sachs Companies Realty Investments	22
Q2	Silver Cloud Hotel - Bellevue	Bellevue	WA	145	\$28,000,000	\$193,103	Bellevue Hotel Group LLC	Eastgate Silver Cloud Inn, LLC	80
Q2	La Quinta Inn by Wyndham Everett	Everett	WA	73	\$10,200,000	\$139,726	Harman Investment Group, Inc.	Yi Ya Hoo Enterprise LLC	56
Q2	Kimpton Hotel Monaco Seattle	Seattle	WA	189	\$63,250,000	\$334,656	Fourth Avenue Seattle Hotel LLC	Pebblebrook Hotel Trust	94
Q2	Kimpton Hotel Vintage Seattle	Seattle	WA	125	\$33,700,000	\$269,600	N/A	Pebblebrook Hotel Trust	94
Q2	Holiday Inn Express & Suites Seattle South - Tukwila	Tukwila	WA	92	\$14,392,000	\$156,435	KKP Kent LLC	Tri States Development Kent, LLC	64

10) Property slated to be converted to affordable housing.

DANIEL H. LESSER
CO-FOUNDER,
PRESIDENT & CEO

200 WEST 41st STREET SUITE 602
NEW YORK, NY 10036

T. 212.300.6684
E. DANIEL.LESSER@LWHADVISORS.COM

WWW.LWHOSPITALITYADVISORS.COM



Source: LW Hospitality Advisors (LWHA) has compiled the above information from sources deemed reliable, and the information is thought to be correct, however LWHA cannot warrant absolute accuracy of all the data. Use of this information without verification from original sources is at your own risk.

LARC Score

The LARC Score is a data-driven, objective scoring mechanism that analytically measures the quality of a hotel location based on proximity to hotel demand drivers relative to competitive supply. The score is indexed from 0 to 100 with 50 being the average score across the U.S. and 100 being perfect. The LARC score identifies the quality of a site location, not the asset on that location. For example, a Motel 6 and Four Seasons at the same location would have similar LARC scores.

Learn more at <https://www.larcanalytics.com/>