

**EVERLYGROVE** 

— HOTEL BROKERS

OFFERING AT: \$6,500,000 24 ROOMS | \$270,833/ROOM | \$200.09 ADR



#### TRANSACTION TEAM

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## **EVERLYGROVE**

— HOTEL BROKERS



**VIDEO AND DIGITAL PRESENTATION** 

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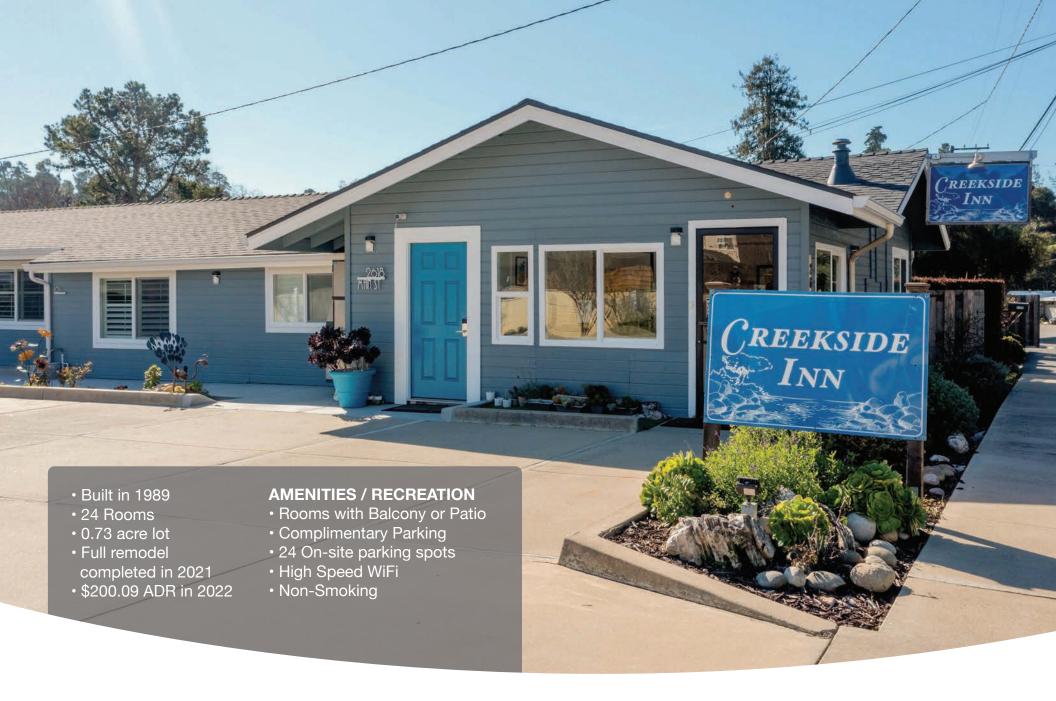


# THE OFFERING



**EVERLYGROVE HOTEL BROKERS IS PLEASED TO OFFER** the opportunity to acquire the fee-simple interest in the Creekside Inn in Cambria, CA. With the ocean nearby, the 24-key, 8,352 square foot hotel is nestled on .73 acres near California's golden coastline. Please contact broker to make an appointment, do not go to property unannounced.





#### PROPERTY INFORMATION

#### REMODEL & RENOVATIOTION INFORMATION

**AN IMMACULATE REMODEL** completed by a professional hotel design and construction firm. Some renovation highlights Include:

#### **EXTERIOR RENOVATION**

- New Roof
- New Rain Gutters
- New LED Lighting
- Rebuilt Staircases
- New RFID Locks (Kaba 790)
- Wifi Mesh Network
- Fresh Paint

#### INTERIOR RENOVATION

- Professionally Designed Rooms
- New Furniture, Fixtures & Equipment
- New Case Goods
- Grohe Faucets & Valves
- Quartz Bathroom Countertops
- Quartz Shower Enclosures
- Custom Lighting

#### **HOUSEKEEPING**

- One Commercial Washer (Wascomat)
- One Commercial Dryer (Electrolux)
- New Hot Water Heater (100 Gallon, 199k BTU)
- The 1 Bedroom suite with kitchen can flex to onsite managers quarters
- 100% Renovated Guest Rooms



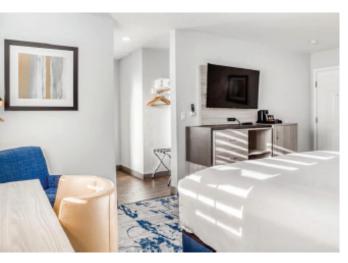


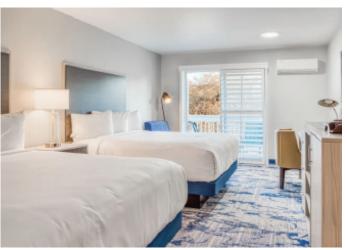








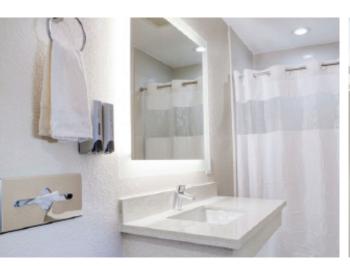


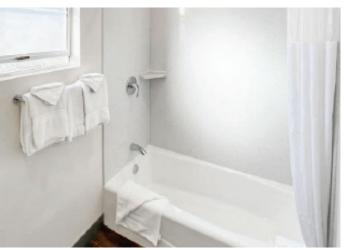




# **INTERIORS**



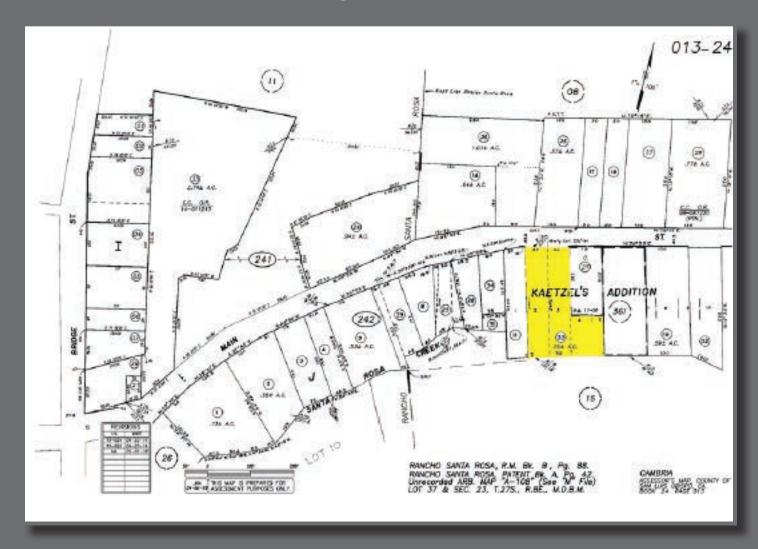


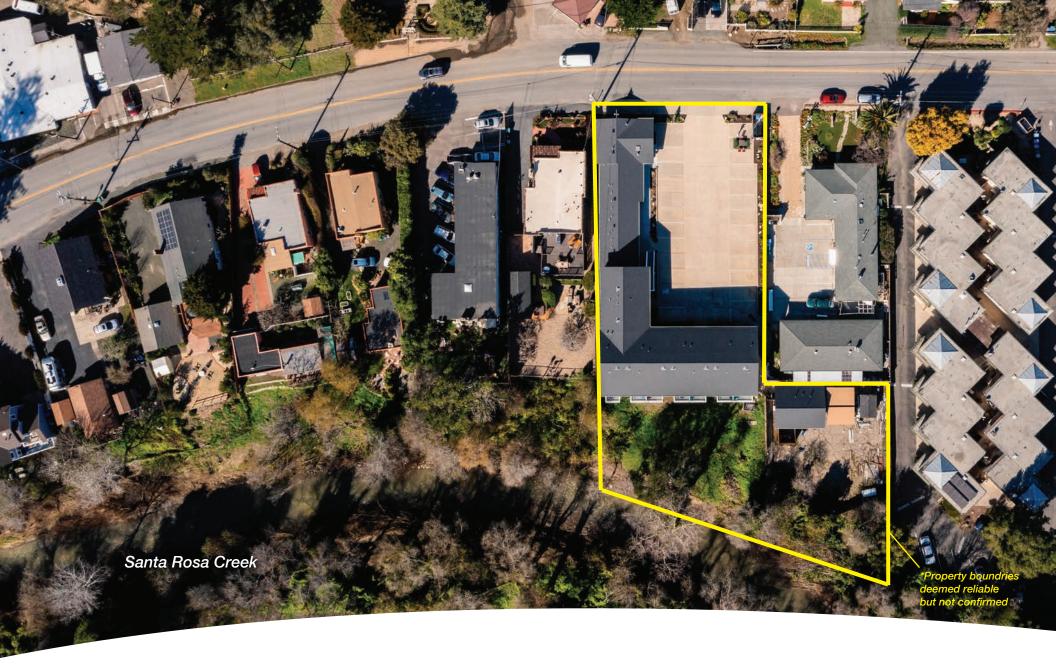




# **BATHROOMS**

# PARCEL MAP





# **SUBJECT PROPERTY**

## WITHIN WALKING DISTANCE

TAKE A STROLL TO HISTORIC DOWNTOWN and eat at some of the most iconic restaurants on the Central Coast!



LINN'S RESTAURANT
An iconic restaurant and
bakery; Linn's is know for
its world class pies and
cuisine. Wonderful for
breakfast, lunch and dinner
with a healthy amount of
local nostalgia.



ROBIN'S RESTAURANT Located in the Historic East Villiage on Burton Drive, Robin's serves delicous comfort food made with local farm to table ingredients.

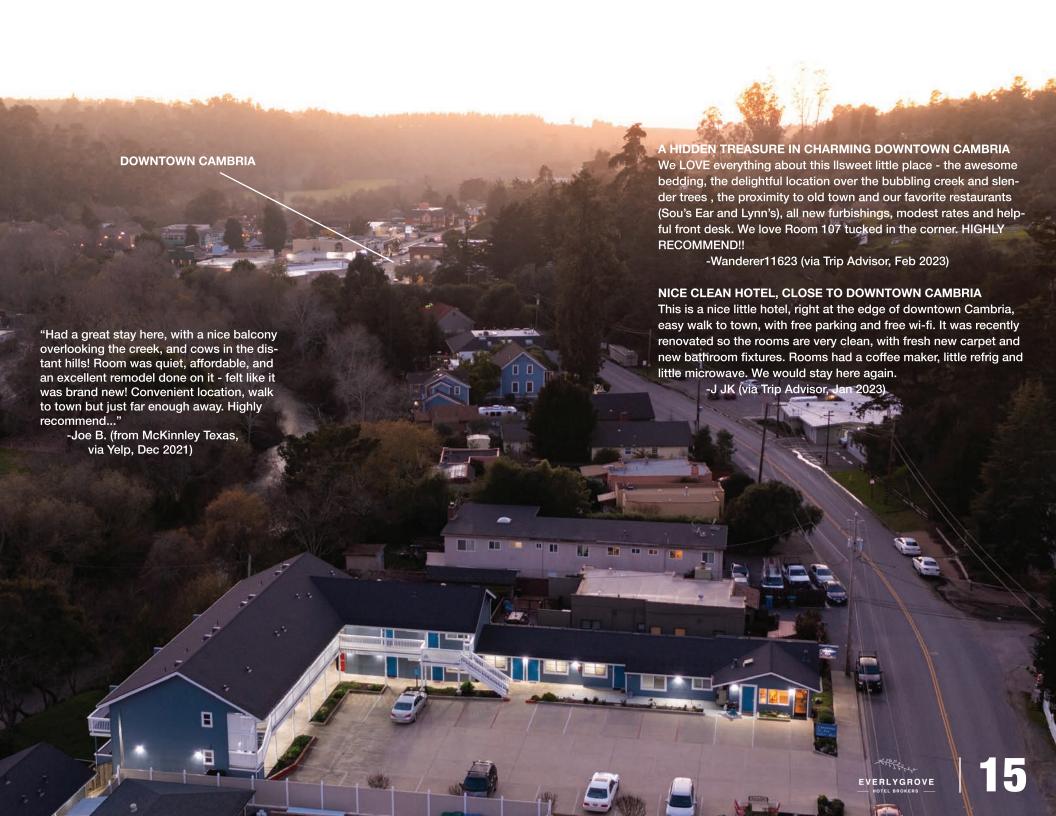


MADELINE'S
Discover some of the finest boutique wines of the
California Central Coast.
Afterwards, enjoy a French
inspired menu in their candle-lit dining room.



SOW'S EAR CAFE
The Sow's Ear is a favorite
among the locals and
repeat travelers from
around the world. Gourmet
comfort food with fresh
baked trademarked flower
pot bread in every meal.

Just to name a few...



#### **PRO-FORMA**

	PRO F	ORMA															
			YEAF	1			YEAF	R 2			YEAR :	3_			YEAI	R 4	
# of Rooms					24				24				24				24
Annual Rooms Available					8760				8760				8760				8760
Occupied Rooms					5081				5431				5694				5957
Occupancy					58.00%				62.00%				65.00%				68.00%
ADR					\$200.00				\$205.00				\$210.00				\$212.00
RevPAR					\$116.00				\$127.10				\$136.50				\$144.16
YoY RevPAR Growth					5.7%				8.7%				6.9%				5.3%
REVENUE		\$	%	PAR	POR	\$	%	PAR	POR	\$	%	PAR	POR	\$	%	PAR	POR
Rooms	\$ 1,	016,160	100.0%	42,340	\$ 200.00	\$ 1,113,396	100.0%	46,392	\$ 205.00	\$ 1,195,740	100.0% \$	49,823	\$ 210.00	\$ 1,262,8	12 100.0%	\$ 52,618	\$ 212.00
Misc. Income	\$	-	0.0%			\$ -	0.0%	-	\$ -		0.0% \$	-	\$ -	\$	- 0.0%	\$ -	\$ -
	\$	-	0.0%	-	\$ -	\$ -	0.0%	-	\$ -	\$ -	0.0% \$	-	\$ -	\$	- 0.0%	\$ -	\$ -
Total	\$ 1,0	016,160	100.0%	42,340	\$ 200.00	\$ 1,113,396	100.0%	46,392	\$ 205.00	\$ 1,195,740	100.0% \$	49,823	\$ 210.00	\$ 1,262,84	12 100.0%	\$ 52,618	\$ 212.00
											,						
DEPARTMENTAL EXPENSES																	
Rooms	\$	60,970	6.0%	2,540	\$ 12.00	\$ 66,804	6.0%	2,783	\$ 12.30	\$ 74,734	6.3% \$	3,114	\$ 13.13	\$ 82,0	6.5%	\$ 3,420	\$ 13.78
Wages	\$ :	152,424	15.0%	6,351	\$ 30.00	\$ 167,009	15.0%	6,959	\$ 30.75	\$ 182,350	15.3% \$	7,598	\$ 32.03	\$ 192,5	33 15.3%	\$ 8,024	\$ 32.33
Other	\$	-	0.0%	-	\$ -	\$ -	0.0%	-	\$ -	\$ -	0.0% \$	-	\$ -	\$	- 0.0%	\$ -	\$ -
Total	\$ 2	213,394	21.0%	8,891	\$ 42.00	\$ 233,813	21.0%	9,742	\$ 43.05	\$ 257,084	21.5% \$	10,712	\$ 45.15	\$ 274,6	21.8%	\$ 11,445	\$ 46.11
Gross Operating Income	\$ 8	802,766	79.0%	33,449	\$ 158.00	\$ 879,583	79.0%	36,649	\$ 161.95	\$ 938,656	78.5% \$	39,111	\$ 164.85	\$ 988,1	74 78.3%	\$ 41,174	\$ 165.89
UNDISTRIBUTED OPERATING EXPENSES																	
Administrative & General	\$	40,646	4.0%	1,694	<u> </u>	\$ 47,319	4.3%	1,972	\$ 8.71	\$ 53,808	4.5% \$	2,242	-	\$ 59,9			\$ 10.07
Sales & Marketing	\$	66,050	6.5%	2,752	\$ 13.00	\$ 77,938	7.0%	3,247	\$ 14.35	\$ 86,691	7.3% \$	3,612	\$ 15.23	\$ 94,7		· · · ·	\$ 15.90
Repairs & Maintenance	\$	10,162	1.0%		+	\$ 16,701	1.5%		\$ 3.08	\$ 23,915	2.0% \$	996	\$ 4.20	\$ 25,2			
Utilities	\$	30,485	3.0%		+	\$ 38,969	3.5%	1,624	\$ 7.18	\$ 47,830	4.0% \$	1,993	\$ 8.40	\$ 50,5	14 4.0%	\$ 2,105	\$ 8.48
Total	\$ :	147,343	14.5%	6,139	\$ 29.00	\$ 180,927	16.3%	7,539	\$ 33.31	\$ 212,244	17.8% \$	8,843	\$ 37.28	\$ 230,4	59 18.3%	\$ 9,603	\$ 38.69
Gross Operating Profit	\$ (	655,423	64.5%	27,309	\$ 129.00	\$ 698,656	62.8%	29,111	\$ 128.64	\$ 726,412	60.8% \$	30,267	\$ 127.58	\$ 757,70	05 60.0%	\$ 31,571	\$ 127.20
MANAGEMENT FEES		\$	%	PAR	POR	\$	%	PAR	POR	\$	%	PAR	POR	\$	%	PAR	POR
Base Management Fees *	\$	-	0.0%		T	\$ -	0.0%		\$ -	\$ -	0.0% \$	-	т	\$	- 0.0%	·	· · · · · · · · · · · · · · · · · · ·
Total	\$	-	0.0%	-	\$ -	\$ -	0.0%	<del>-</del>	\$ -	\$ -	0.0% \$	-	\$ -	\$	- 0.0%	\$ -	\$ -
FIXED CHARGES		\$	%	PAR	POR	\$	%	PAR	POR	\$	%	PAR	POR	\$	%	PAR	POR
Property Taxes **	\$	72,150		3,006.25		\$ 73,593		3,066.38	-	\$ 75,065			\$ 13.18	\$ 76,5		\$ 3,190.26	
Insurance	\$	10,162	1.0%			\$ 11,134	1.0%		\$ 2.05	\$ 11,957	1.0% \$	498.23	\$ 2.10	\$ 12,6		\$ 526.18	\$ 2.12
Total	\$	82,312	8.1%	3,429.65	\$ 16.20	\$ 84,727	7.6%	3,530.29	\$ 15.60	\$ 87,022	7.3% \$	3,625.93	\$ 15.28	\$ 89,19	95   7.1%	\$ 3,716.44	\$ 14.97
	l										4						
EBITDA		573,112	56.4%		+	\$ 613,929	55.1%		\$ 113.04	\$ 639,390	53.5% \$	26,641	\$ 112.29	\$ 668,5		\$ 27,855	-
FF&E Reserve ***	\$	30,485	3.0%		+	\$ 33,402	3.0%		\$ 6.15	\$ 35,872	3.0% \$	1,495	\$ 6.30	\$ 37,8			\$ 6.36
Net Operating Income	Ş :	542,627	53.4%	22,609	\$ 106.80	\$ 580,527	52.1%	24,189	\$ 106.89	\$ 603,518	50.5% \$	25,147	\$ 105.99	\$ 630,63	25   49.9%	\$ 26,276	\$ 105.87
																21	
Cap Rate (based on \$6,500,000 sale price)			8.3				8.99				9.3%				9.7		
Revenue Multiplier			6.4				5.8				5.44				5.1		
Price Per Room			\$270,8	33.33			\$270,8	33.33			\$270,833	3.33			\$270,8	33.33	

<sup>\*</sup>Base Management Fee is not applicable for this property

<sup>\*\*</sup> Property Taxes for the Hotel are projected at 1.1% of purchase price in 2022. In California, a sale of a property triggers a property tax reassessment in accordance with California Prop 13. Taxes are assumed to grow by 2% over this pro forma. All investors are recommended to perform their own property tax analysis.

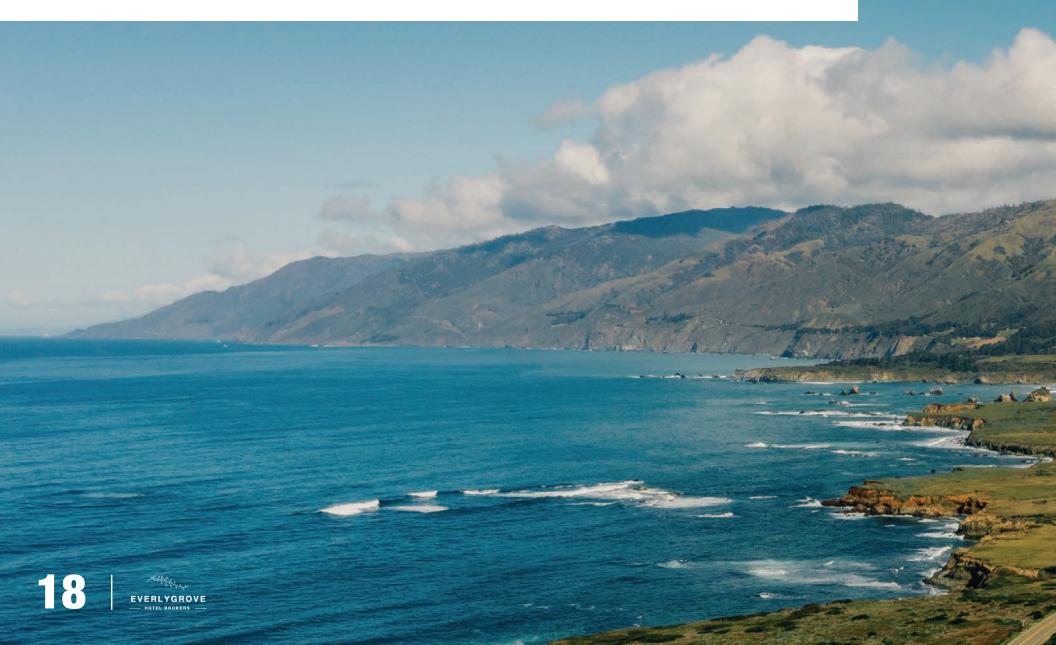
### **PROFIT & LOSS**

		20	)21				202	22		
# of Rooms				23						23
Annual Rooms Available				8395						8395
Occupied Rooms				4543						4590
Occupancy				54.11%						54.67%
ADR				\$195.76						\$200.09
RevPAR				\$105.92						\$109.39
YoY RevPAR Growth			-							3.2%
REVENUE	\$	%	PAR	POR		\$	%	PAR		POR
Rooms	\$ 889,228	100.0%	\$ 38,662	\$ 195.76	\$	918,314	96.1%	\$ 39,927	\$	200.09
Misc. Income	\$ -	-	\$ -	\$ -	\$	37,439	3.9%	\$1,627.78	\$	8.16
	\$ -	-	\$ -	\$ -	\$	-	-	\$ -	\$	-
Total	\$ 889,228	100.0%	\$ 38,662	\$ 195.76	\$	955,753	100.0%	\$ 41,554	\$	208.25
DEPARTMENTAL EXPENSES										
Rooms	\$ 26,546	3.0%	\$ 1,154	\$ 5.84	\$	18,254	1.9%	\$ 794	\$	3.98
Wages	\$ 45,003	5.1%	\$ 1,957	\$ 9.91	\$	58,767	6.1%	\$ 2,555	\$	12.80
Other	\$ -	0.0%	\$ -	\$ -	\$	-	0.0%	\$ -	\$	-
Total	\$ 71,549	8.0%	\$ 3,111	\$ 15.75	\$	77,022	8.1%	\$ 3,349	\$	16.78
Gross Operating Income	\$ 817,679	92.0%	\$ 35,551	\$ 180.01	\$	878,731	91.9%	\$ 38,206	\$	191.46
UNDISTRIBUTED OPERATING EXPENSES										
Administrative & General	\$ 40,537	4.6%	\$ 1,762	\$ 8.92	\$	41,626	4.4%	\$ 1,810	\$	9.07
Sales & Marketing	\$ 59,407	6.7%	\$ 2,583	\$ 13.08	\$	71,139	7.4%	\$ 3,093	\$	15.50
Repairs & Maintenance	\$ 8,863	1.0%	\$ 385	\$ 1.95	\$	7,790	0.8%	\$ 339	\$	1.70
Utilities	\$ 26,996	3.0%	\$ 1,174	\$ 5.94	\$	27,314	2.9%	\$ 1,188	\$	5.95
Total	\$ 135,803	15.3%	\$ 5,904	\$ 29.90	\$	147,869	15.5%	\$ 6,429	\$	32.22
Gross Operating Profit	\$ 681,876	76.7%	\$ 29,647	\$ 150.11	\$	730,863	76.5%	\$ 31,777	\$	159.25
MANAGEMENT FEES	Ś	%	PAR	POR		Ś	%	PAR		POR
Base Management Fees *	\$ -	0.0%		\$ -	\$	-	0.0%	\$ -	\$	-
Total	s -	0.0%		\$ -	Ś	-	0.0%	-	Ś	-
	T	0.071		7	7		0.075		-	
FIXED CHARGES	\$	%	PAR	POR		\$	%	PAR		POR
Property Taxes **	\$ 96,153	10.8%	\$ 4,181	\$ 21.17	\$	130,935	13.7%	\$ 5,693	\$	28.53
Insurance	\$ 8,575	1.0%	\$ 373	\$ 1.89	\$	8,995	0.9%	\$ 391	\$	1.96
Total	\$ 104,728	11.8%	\$ 4,553	\$ 23.05	\$	139,930	14.6%	\$ 6,084	\$	30.49
EBITDA	\$ 577.149	64.9%	\$ 25,093	\$ 127.05	Ś	590.932	61.8%	\$ 25.693	Ś	128.76
FF&E Reserve ***	\$ -	2270	\$ -	\$ -	\$	-		\$ -	\$	-
Net Operating Income	\$ 577,149	64.9%		\$ 127.05	\$	590,932	61.8%	\$ 25,693	\$	128.76
									Ė	
Cap Rate (based on \$6,500,000 sale price)		8.	3%	·			9.1	%		
Revenue Multiplier		7.	.31	6.80						
Price Per Room		\$282,	608.70				\$282,6	08.70		

### **SALES COMPARABLES**

	Property	Address	Rooms	Price	Per Room COE
	Hotel Cerro	1125 Garden St. San Luis Obispo, CA	65	\$34,500,000	\$530,769 2/2023
<b>KSL</b> RESORTS	Martin Resort Properties	Various Central Coast Locations	-	-	\$441,609 12/2022
(In Western	Best Western Tradewinds	225 Beach St. Morro Bay, CA	24	\$5,900,000	\$245,833 11/2022
	Inn at Avila Beach	252/256 Front St. Avila Beach, CA	32	\$16,250,000	\$507,813 11/2022
	El Colibiri Hotel & Spa	5620 Moonstone Dr. Cambria, CA	34	\$10,500,000	\$308,824 9/2021
	White Water Inn *Pre - Renovation*	6790 Moonstone Beach Dr. Cambria, CA	18	\$4,970,000	\$276,111 03/2019
				Average	\$385,160
	Creekside Inn	2618 Main St. Cambria, CA	24	\$6,500,000	\$270,833 Subject Property

# DEMAND DRIVERS









#### **SLO CAL TRIP** RATING OF TRIP EXPERIENCE

**47**%

10%



20% INCLUDED AS PART OF MULTI-DESTINATION TRIP

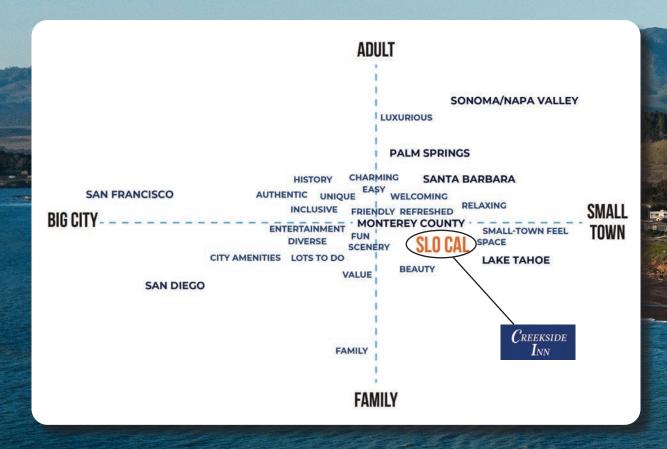
12%

The most popular activity by far is visiting a beach, followed by driving a scenic highway, dining at an independent restaurant, visiting a winery/brewery/ distillery, and visiting a park or nature area.

**68**%

While fewer visitors participated in activities like attending an event or festival, camping at the beach, or taking part in health and wellness programs, they are motivated by these activities and as such provide good opportunities for expanded marketing messages.

Activity	Did	Motivated	Net
Visited a beach	63%	57%	36%
Drove a scenic highway	50%	33%	17%
Dined in an independent restaurant	54%	24%	13%
Went to a winery/brewery/distillery	28%	40%	11%
Visited a park or nature area	36%	30%	11%
Toured wine country	19%	48%	9%
Visited a historic site/historic landmark	24%	31%	7%
Hiked	29%	25%	7%
Attended an event or festival	12%	51%	6%
Camped at the beach	11%	50%	6%
Shopped	43%	12%	5%
Live music/Entertainment/Nightlife	13%	36%	5%
Spa/Health and wellness activity	11%	42%	5%
Aquarium/Zoo/Children's museum	10%	36%	4%
Farmers Market/Food or farm tour	19%	18%	3%
Art gallery/Museum	11%	27%	3%
Golfed	7%	38%	3%
Water sports - swimming, surfing, paddle boarding	12%	22%	3%
Biked	9%	19%	2%
Dined at a national brand restaurant	13%	13%	2%
Boating or water tour	5%	25%	1%
Fished	5%	22%	1%
Rock climbing	3%	26%	1%
Other	4%	19%	1%
Watched a space launch	4%	8%	0%



The Creekside Inn is located in Coastal San Luis Obispo county, affectionately called "SLO CAL". SLO CAL is highly rated for its scenic beauty along with other attributes (pictured above) that are highly rated by consumers. Cambria is a charming, authentic, and welcoming locale within SLO CAL. The Creekside Inn is centrally located; walking distance to shops, restaurants, and the town center.

TRIP IDEAS

# This Little-known Coastal Town in California Has One of the Best Beaches in the U.S.

It's got sandy beaches, rocky bluffs, and a famous castle.

By Cailey Rizzo Published on March 14, 2022



PHOTO: JOHN ELK/GETTY IMAGES

California is known for its laid-back vibe, but it's also home to some of the most dramatic vistas in the country. It's this combination of ease and drama that positions the state as a must-visit destination — and makes its beaches some of the best in the country.

But you'll want to explore Cambria, too. The town is located on the Central California coast in the famous San Luis Obispo County. If you're making a trip along California's Highway 1, this is the perfect stop between Los Angeles and San Francisco.



PHOTO: BARRY WINIKER/GETTY IMAGES

California's Moonstone Beach was just ranked the fourth best in the country by <u>Tripadvisor's annual rankings of top beaches in the U.S.</u> When walking along its brown sands, you're surrounded by impressive sights, like crashing waves, hidden coves, and rocky bluffs. According to Tripadvisor's survey, travelers love the beach for its "magical" ambiance, saying that it is a "great place to look for moonstones and jade." When visiting the charming town of Cambria, California, where Moonstone Beach is located, find out what time the tide heads out, and you can explore the nooks and crannies of the beach's tidepools for hidden treasures.

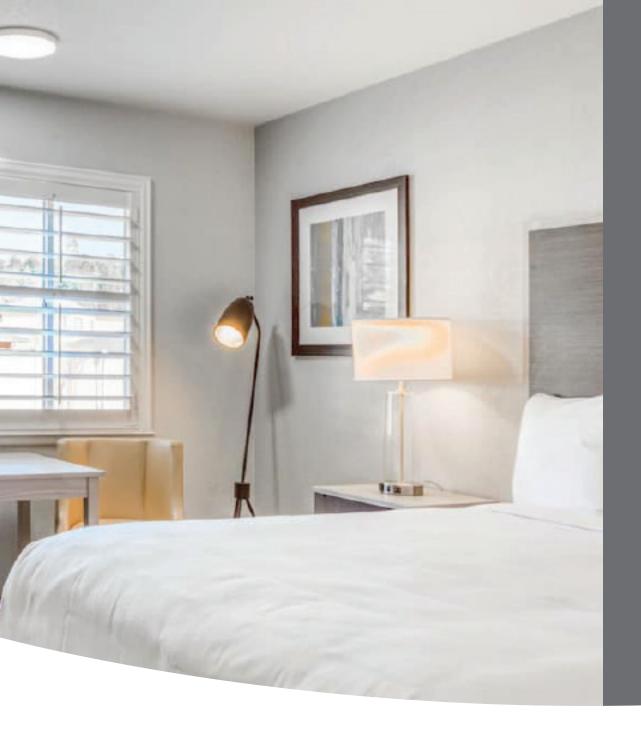


HOTO: ASPENROCK/GETTY IMAGES

For those who love the beach but hate sand in their shoes, you can enjoy a relaxing stroll along the one-mile Moonstone Beach Boardwalk. Then head into town, where you can walk through its picturesque and historic center. Cambria is packed with ocean-to-table restaurants and stylish boutiques. And if you soak up too much sun and need some time away from the beach, Hearst Castle (the inspiration for "Citizen Kane") is only a 15-minute drive from town.







# After Buying, Who Will Manage Your Hotel?

EVERLYGROVE HOTELS can manage your hotel for a small percentage Revenues. EverlyGrove Hotels is a hotel management company specializing in Central Coast boutique properties. We think like entrepreneurs and understand the unique characteristics of the Central Coast, which allows us to optimize financial performance and gives us the ability to see new growth opportunities.



#### The Rigdon House, which is managed by Everlygrove Hotels, was recently named a top 100 US Hotel by Yelp!



TRAVEL

# These 6 SLO County spots are among the top 100 hotels in the U.S., Yelp says

BY SARA KASSABIAN MAY 25, 2022 5:00 AM



From the rolling hills of Paso Robles wine country to the beaches of Morro Bay, San Luis Obispo County has lots to offer travelers.

That includes some of the best hotels in the United States.

Popular review site Yelp just released its list of the <u>Top 100 U.S. Hotels</u> for 2022 — and it includes 37 spots in Calfornia.

Of those Golden State locations, six are in San Luis Obispo County.

To the south, Santa Barbara County has two hotels on the list:  $\underline{Santa\ Ynez\ Inn}$  in Santa Ynez and  $\underline{Cuyama\ Buckhorn}$  in New Cuyama.

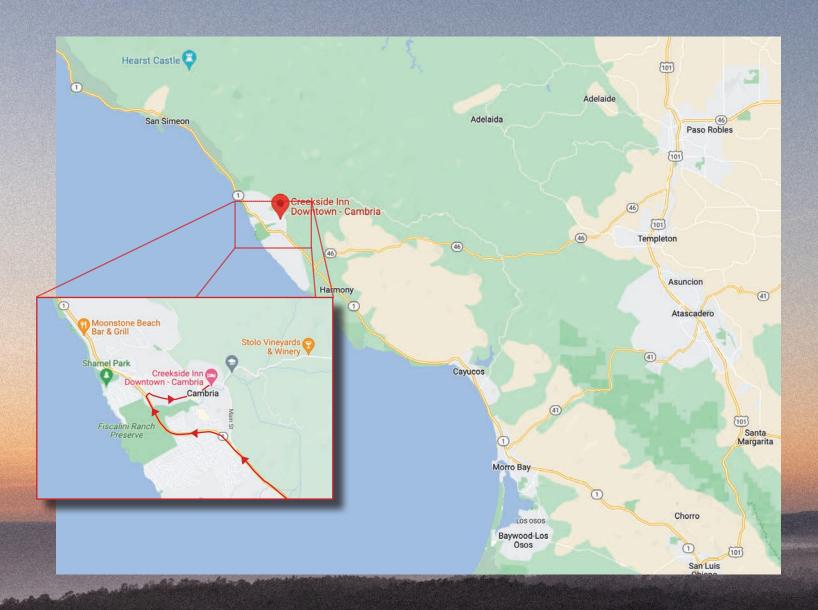
Here's which SLO County spots made the list, in ascending order:

#### THE RIGDON HOUSE, CAMBRIA

Coming in at No. 54 on the Yelp list is the <u>Rigdon House</u>, located in Cambria's East Village.

A local landmark, the hotel at 4022 Burton Drive dates back to the 1880s, when it was originally built, according to the <u>Rigdon House</u> website. It has an outdoor fire pit and free local wines, and is pet-friendly.





DIRECTIONS TO THE CREEKSIDE INN: When you are coming north on highway 1, it is best to pass Main st. and continue to Cambria Drive. Make a right at the light, then a quick right onto main street.

This will take you through the beautiful downtown area on your way to the hotel.

#### BY REVIEWING THIS DOCUMENT, YOU VOLUNTARILY AGREE TO THE FOLLOWING:

That the material contained in this document is confidential, furnished solely for the purpose of considering investment in the property described therein and is not to be copied and/or used for any purpose or made available to any other person without the express written consent of Everlygrove Hotel Brokers. In accepting this document, the recipient agrees to keep all data, research, and information contained herein confidential. This offering has been prepared to provide a summary information to educate prospective purchasers and to establish a preliminary level of interest in the property described herein. It does not, however, present all material information regarding the subject property, and it is not a substitute for a thorough due diligence investigation on your part.

Everlygrove Hotel Brokers and the seller have not made any in depth investigations of the actual property, including but not limited to any potential environmental problems that may exist and make no warranty or representations whatsoever concerning these issues. The information contained in this information package has been obtained from sources we believe to be reliable.

Any pro formas, projections, opinions, assumptions or estimates used are purely for those purposes only and do not necessarily represent the current or guarantee the future performance of the property. Everlygrove Hotel Brokers and Seller strongly recommend that prospective purchasers go beyond this offering, by conducting an in-depth investigation of every physical and financial aspect of the property to determine if the property meets their needs and expectations. We also recommend that prospective purchasers consult with their tax, financial and legal advisors on any matter that may affect their decision to purchase the property and the subsequent consequences of ownership. All parties are also advised that in any property the presence of certain kinds of molds, funguses, or other organisms may adversely affect the property and the health of those individuals exposed to them.

Everlygrove Hotel Brokers recommends, if prospective buyers have questions or concerns regarding these issues, that prospective buyers conduct further inspections using qualified professionals. The Seller retains the right to withdraw, modify or cancel this offer to sell at any time and without any notice or obligation. Any sale is subject to the sole and unrestricted approval of Seller. Seller shall be under no obligation to any party until such timev as Seller and any other valid parties have executed a contract of sale containing terms and conditions that are fully acceptable to Seller.

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For more information on these and other exclusive listings, please visit our company website at www.everlygrove.com

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