



# HAMPTON INN

3777 MAIN AVENUE  
DURANGO, CO

**R. MICHAEL FRANCIS**

[mfrancis@mtnwest.com](mailto:mfrancis@mtnwest.com)

801.704.1669

[View Profile](#)

**WES CHRISTENSEN**

[wchristensen@mtnwest.com](mailto:wchristensen@mtnwest.com)

801.704.1662

[View Profile](#)

# TABLE OF CONTENTS

- 5 EXECUTIVE  
SUMMARY
- 6 AREA OVERVIEW
- 7 PROPERTY  
DESCRIPTION
- 9 MAPS
- 13 FINANCIALS
- 16 DEMOGRAPHICS



# HAMPTON INN

3777 MAIN AVENUE  
DURANGO, CO

## PREPARED BY

### **R. MICHAEL FRANCIS**

mfrancis@mtnwest.com

801.704.1669

[View Profile](#)

### **WES CHRISTENSEN**

wchristensen@mtnwest.com

801.704.1662

[View Profile](#)



## CONFIDENTIALITY AND DISCLOSURE

Crosbie Real Estate Group has been retained on an exclusive basis to market the property described as 3777 Main Avenue, Durango, CO. Broker has been authorized by seller of the property to prepare and distribute the enclosed information for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and the prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and /or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the Market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.



# EXECUTIVE SUMMARY & HIGHLIGHTS

## OVERVIEW

OFFERING PRICE	\$13,500,000
CAP RATE	7.67%
RRM	4.25
PRICE/ROOM	\$177,631
TOTAL NUMBER OF ROOMS	76
OCCUPANCY	72.10%
ADR	\$156.53
REVPAR	\$112.91

## SITE DESCRIPTION

PARCEL NUMBER	R003812
YEAR BUILT	1994
LOT SIZE	1.68 Acres
TYPE OF OWNERSHIP	Fee Simple
PROPERTY TIER	Upper Midscale
FRANCHISE PARENT COMPANY	Hilton International
FRANCHISE AFFILIATION	Hampton Inn
AIRPORTS	Durango - LaPlata County Airport
HIGHWAYS	Highway 160 & 550

## SUMMARY

Crosbie Real Estate Group has been selected to exclusively represent the sale of the Hampton Inn, Durango, Colorado. Located on U.S.Highway 550 on the north end of the city this three-story, interior corridor, 76-room select service, upper midscale hotel sits on a lot size of 1.65 acres. This 76 rooms consist of primarily of standard double queens and single king rooms. King and double queen suites as well as ADA rooms are available as well. The guest rooms are complimented with a desk & ergonomic chair, lounge chair and a small refrigerator. The hotel's amenities include indoor pool and hot tub, guest laundry and breakfast area. The primary demand generator is leisure travel, followed by corporate business. The hotel recently underwent an extensive renovation required by Hilton International. The property is owned by an individual investor and is unencumbered by management.

## INVESTMENT HIGHLIGHTS

- Property Improvement Plan recently completed
- 8.5% Proforma Capitalization Rate
- Unencumbered by Management
- Premium Hilton Brand
- Excellent Location

# AREA OVERVIEW

## DURANGO, CO

The City of Durango is the home rule municipality that is the county seat and the most populous municipality of La Plata County, Colorado. The city population was 19,071 at the 2020 United States Census. Durango is the home of Fort Lewis College. Durango offers a variety of outdoor activities and sightseeing opportunities. The popular historic Durango & Silverton Narrow Gauge Railroad is well known for a leisurely trip through the canyons of southwest Colorado's San Juan National Forest. The area's outdoor playgrounds include miles of world-class skiing, hiking, and mountain biking trails. Tourists and business travelers can experience southwestern Colorado's cosmopolitan with all of the comforts and attractions that Durango has to offer by walking through the historic downtown, savoring a gourmet meal at one of the area's many cafés or restaurants and taking in a show at a Durango theatre or music venue. For the art lover, Durango also has museums and art galleries for viewing pleasure.



# PROPERTY DESCRIPTION

## ROOM AMENITIES

COFFEE MAKER/ COFFEE

HAIRDRYER

IRON/IRONING BOARD

HIGH SPEED INTERNET

MINI REFRIGERATOR

DIGITAL KEY

LCD - TV

## INTERIOR ROOM DETAIL

HEATING SYSTEM Individual PTAC

COOLING SYSTEM Individual PTAC

BATH/SHOWER Showers and Shower/Tub  
Combination

BATHROOM TILE TYPE Ceramic

WINDOW COVERINGS Drapes

FLOOR COVERINGS Carpet

INTERNET ACCESS High Speed WIFI



# PROPERTY DESCRIPTION

## COMMON AREA AMENITIES

COMPLIMENTARY HOT BREAKFAST

INDOOR POOL AND HOT TUB

BUSINESS CENTER

GUEST LAUNDRY

## CONSTRUCTION/MECHANICAL

FOUNDATION Concrete

FRAMING Wood

EXTERIOR Stucco

PARKING SURFACE Asphalt

ROOF Flat/Membrane

PLUMBING PVC/Copper

ELEVATOR COUNT One

HVAC Central in Common Area

FIRE/SAFETY Fully Sprinklered

## UTILITIES

WATER/SEWER City

ELECTRIC La Plata

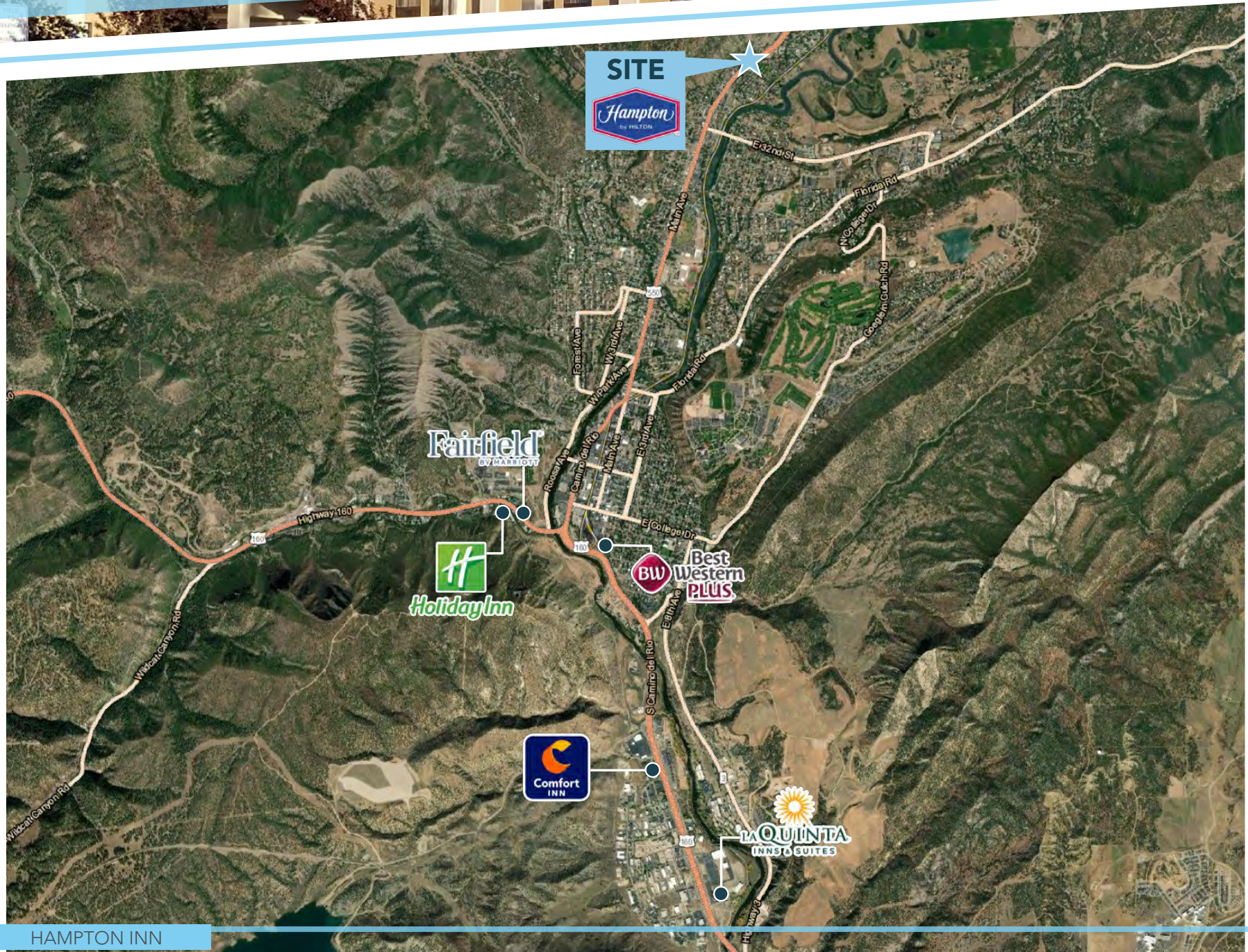
GAS Atmos







# COMPETITION



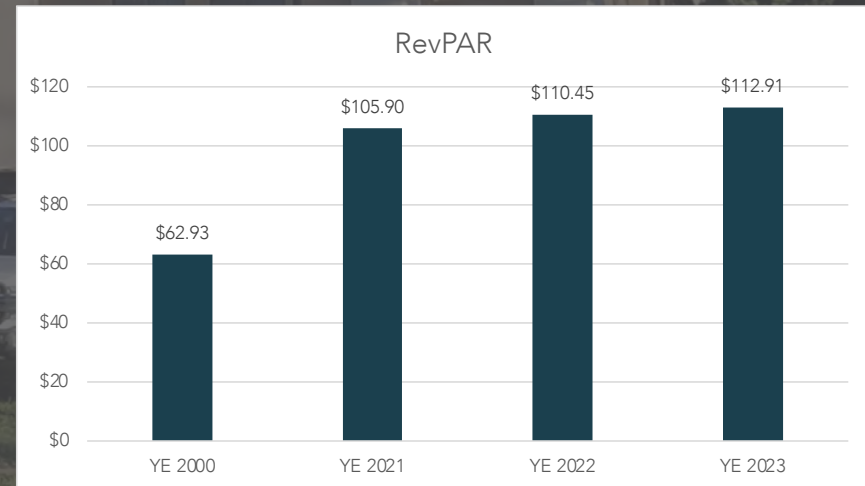
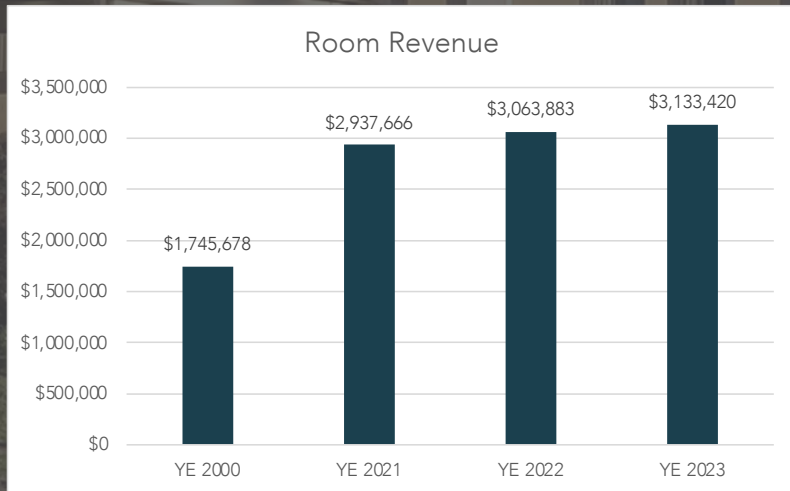
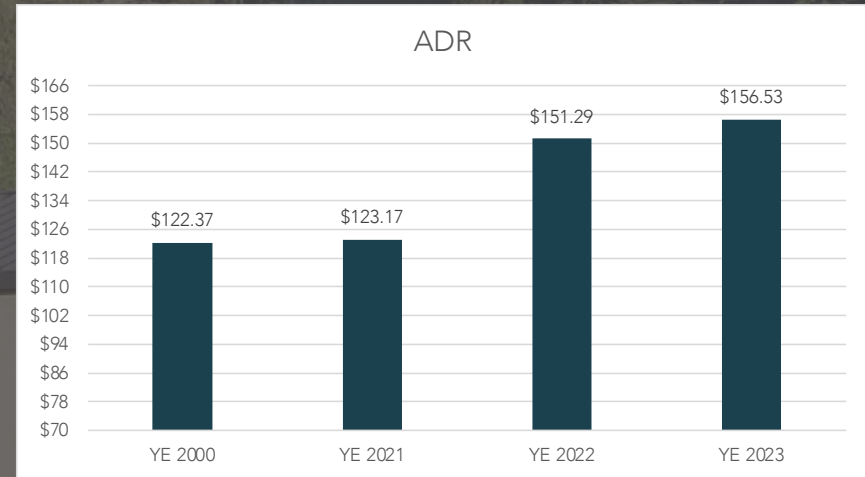
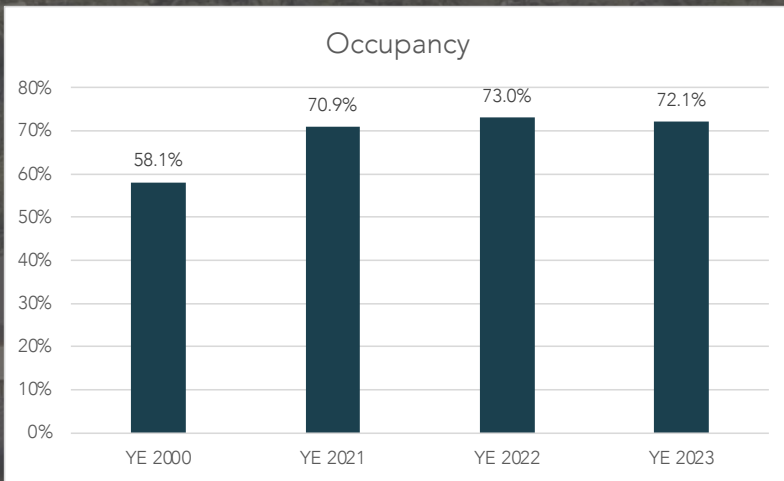
Occupancy (%)		
	Hampton	Comp Set
2021	70.90%	66.40%
2022	73.00%	66.70%
2023	72.10%	66.40%
Avg	72.00%	66.50%

ADR (\$)		
	Hampton	Comp Set
2021	\$ 149.31	\$ 142.14
2022	\$ 151.29	\$ 147.14
2023	\$ 156.53	\$ 156.00
Avg	\$ 152.38	\$ 148.43

RevPAR (\$)		
	Hampton	Comp Set
2021	\$ 105.90	\$ 94.38
2022	\$ 110.45	\$ 98.19
2023	\$ 112.91	\$ 103.58
Avg	\$ 109.75	\$ 98.72

# HISTORICAL METRICS

	YE 2000	YE 2021	YE 2022	YE 2023
Rooms	76	76	76	76
Occupancy	58.10%	70.90%	73.00%	72.1%
ADR	\$122.37	\$123.17	\$151.29	\$156.53
RevPAR	\$62.93	\$105.90	\$110.45	\$112.91
Room Revenue	\$1,745,678	\$2,937,666	\$3,063,883	\$3,133,420



# INCOME & EXPENSES

Income & Expenses				
	YE 2021	% OF GR	YE 2023	% of GR
<b>INCOME</b>				
Room Sales	\$2,925,902	98.90%	\$3,133,420	98.70%
Sundry Market		0.00%	\$16,558	0.52%
Internet		0.00%	\$248	0.01%
Meeting Room		0.00%	\$150	0.00%
Misc.	\$32,593	1.10%	\$24,424	0.77%
Refunds		0.00%		0.00%
<b>Gross Revenue</b>	<b>\$2,958,495</b>	<b>100.00%</b>	<b>\$3,174,799</b>	<b>100.00%</b>
Total Departmental Expenses	\$721,346	24.38%	\$1,032,422	32.52%
Total Undistributed Expenses	\$379,277	12.82%	\$346,753	10.92%
Total Fixed Expenses	\$671,940	22.71%	\$760,395	23.95%
Total Expenses	\$1,772,563	59.91%	\$2,139,569	67.39%
EBITDA	\$1,185,932	40.09%	\$1,035,230	32.61%
<b>DETAILED EXPENSES</b>				
	YE 2021	% OF GR	YE 2023	% of GR
<b>DEPARTMENTAL EXPENSES</b>				
Salaries, Wages & Employee Related	\$534,716	18.07%	\$782,513	24.65%
Rooms	\$186,630	6.31%	\$249,909	7.87%
<b>Total Departmental Expenses</b>	<b>\$721,346</b>	<b>24.38%</b>	<b>\$1,032,422</b>	<b>32.52%</b>
<b>Total Departmental Profit</b>	<b>\$2,237,149</b>	<b>75.62%</b>	<b>\$2,142,377</b>	<b>67.48%</b>
<b>Undistributed Expenses</b>				
Administration & General	\$111,822	3.78%	\$124,960	3.94%
Marketing	\$88,711	3.00%	\$81,960	2.58%
Property Operation & Maintenance	\$96,335	3.26%	\$47,576	1.50%
Utilities	\$82,409	2.79%	\$92,256	2.91%
<b>Total Undistributed Expenses</b>	<b>\$379,277</b>	<b>12.82%</b>	<b>\$346,753</b>	<b>10.92%</b>
<b>Income Before Fixed Charges</b>	<b>\$1,857,872</b>	<b>62.80%</b>	<b>\$1,795,625</b>	<b>56.56%</b>
<b>Fixed Expenses</b>				
Insurance	\$18,312	0.62%	\$30,379	0.96%
Franchise Fees	\$370,339	12.52%	\$446,751	14.07%
Management Fees	\$88,755	3.00%	\$95,244	3.00%
Property Taxes	\$76,194	2.58%	\$61,029	1.92%
Capital Reserve	\$118,340	4.00%	\$126,992	4.00%
<b>Total Fixed Expenses</b>	<b>\$671,940</b>	<b>22.71%</b>	<b>\$760,395</b>	<b>23.95%</b>
<b>Total Expenses</b>	<b>\$1,772,563</b>	<b>59.91%</b>	<b>\$2,139,569</b>	<b>67.39%</b>

\*The 2022 P&L is not included as it does not contain a full year due to the property being sold in June of 2022.

# YEAR ONE PROFORMA

	YE 2023		Year One	
Occupancy		72.10%		77.00%
Rooms Sold		20,001		21,360
Average Daily Rate	\$	156.53	\$	164.36
REVPAR	\$	112.91	\$	126.55
		June 2023 TTM		2022
		Total % of Tot Rev		Total % of Tot Rev
<b>Revenue</b>				
Room Sales	\$	3,133,420 98.70%	\$	3,510,622 98.88%
Sundry Market	\$	16,558 0.52%	\$	17,386 0.49%
Pet Fee	\$	248 0.01%	\$	257 0.01%
Baggage	\$	150 0.00%	\$	158 0.00%
Miscellaneous	\$	24,424 0.77%	\$	25,157 0.71%
Refunds	\$	- 0.00%	\$	(3,250) -0.09%
<b>Total Revenue</b>	\$	3,174,799 100.00%	\$	3,550,329 100.00%
<b>Departmental Expenses</b>				
Salaries, Wages & Employee Related Rooms	\$	782,513 24.65%	\$	852,079 24.00%
	\$	249,909 7.87%	\$	258,656 7.29%
<b>Total Departmental Expenses</b>	\$	1,032,422 32.52%	\$	1,110,735 31.29%
<b>Departmental Profit</b>	\$	2,142,377 67.48%	\$	2,439,595 68.71%
<b>Undistributed Operating Expenses</b>				
Administration & General	\$	124,960 3.94%	\$	129,334 3.64%
Marketing	\$	81,960 2.58%	\$	91,598 2.58%
Property Operation & Maintenance	\$	47,576 1.50%	\$	106,510 3.00%
Utilities	\$	92,256 2.91%	\$	96,869 2.73%
<b>Total Undistributed Expenses</b>	\$	346,753 10.92%	\$	424,312 11.95%
<b>Income Before Fixed Charges</b>	\$	1,795,625 56.56%	\$	2,015,283 56.76%
Insurance	\$	30,379 0.96%	\$	41,000 1.15%
Franchise Fees	\$	446,751 14.07%	\$	491,487 13.84%
Management Fees	\$	95,244 3.00%	\$	106,510 3.00%
Property Taxes	\$	61,029 1.92%	\$	103,444 2.91%
Capital Reserve	\$	126,992 4.00%	\$	142,013 4.00%
<b>Total Fixed Costs</b>	\$	760,395 23.95%	\$	843,454 23.76%
<b>EBIDTA</b>	\$	1,035,230 32.61%	\$	1,171,829 33.01%

# 5 YEAR PROJECTIONS

	Year 1		Year 2		Year 3		Year 4		Year 5	
Available Rooms	27,740		27,740		27,740		27,740		27,740	
Rooms Sold	21,360		21,573		21,789		21,898		22,008	
Occupancy	77.00%		77.77%		78.55%		78.94%		79.34%	
Average Daily Rate	\$ 164.36		\$ 170.11		\$ 175.21		\$ 180.47		\$ 184.08	
REVPAR	\$ 126.55		\$ 132.29		\$ 137.63		\$ 142.46		\$ 146.04	
Annual % Growth in REVPAR	12.08%		4.54%		4.03%		3.51%		2.51%	
<b>Revenue</b>										
Rooms	\$ 3,510,622	98.88%	\$ 3,669,829	98.89%	\$ 3,817,723	98.89%	\$ 3,951,916	98.89%	\$ 4,051,109	98.87%
Vending	\$ 17,386	0.49%	\$ 18,255	0.49%	\$ 19,168	0.50%	\$ 20,126	0.50%	\$ 21,132	0.52%
Pet Fee	\$ 257	0.01%	\$ 270	0.01%	\$ 280	0.01%	\$ 286	0.01%	\$ 294	0.01%
Baggage	\$ 158	0.00%	\$ 162	0.00%	\$ 167	0.00%	\$ 172	0.00%	\$ 177	0.00%
Miscellaneous (Vender fees)	\$ 25,157	0.71%	\$ 25,911	0.70%	\$ 26,688.82	0.69%	\$ 27,489.48	0.69%	\$ 28,314.17	0.69%
Refunds	\$ (3,250)	-0.09%	\$ (3,348)	-0.09%	\$ (3,448)	-0.09%	\$ (3,551)	-0.09%	\$ (3,658)	-0.09%
<b>Total Revenue</b>	<b>\$ 3,550,329</b>	<b>100.00%</b>	<b>\$ 3,711,080</b>	<b>100.00%</b>	<b>\$ 3,860,579</b>	<b>100.00%</b>	<b>\$ 3,996,438</b>	<b>100.00%</b>	<b>\$ 4,097,369</b>	<b>100.00%</b>
<b>Departmental Expenses</b>										
Salaries, Wages & Employee Related	\$ 852,079	24.00%	\$ 881,902	23.76%	\$ 912,768	23.64%	\$ 944,715	23.64%	\$ 977,780	23.86%
Rooms	\$ 258,656	7.29%	\$ 266,415	7.18%	\$ 274,408	7.11%	\$ 282,640	7.07%	\$ 291,119	7.11%
<b>Total Departmental Expenses</b>	<b>\$ 1,110,735</b>	<b>31.29%</b>	<b>\$ 1,148,317</b>	<b>30.94%</b>	<b>\$ 1,187,176</b>	<b>30.75%</b>	<b>\$ 1,227,355</b>	<b>30.71%</b>	<b>\$ 1,268,899</b>	<b>30.97%</b>
<b>Departmental Profit</b>	<b>\$ 2,439,595</b>	<b>68.71%</b>	<b>\$ 2,562,763</b>	<b>69.06%</b>	<b>\$ 2,673,403</b>	<b>69.25%</b>	<b>\$ 2,769,083</b>	<b>69.29%</b>	<b>\$ 2,828,470</b>	<b>69.03%</b>
<b>Undistributed Operating Expenses</b>										
Administration & General	\$ 129,334	3.64%	\$ 133,214	3.59%	\$ 137,210	3.55%	\$ 141,327	3.54%	\$ 145,567	3.55%
Marketing	\$ 91,598	2.58%	\$ 94,346	2.54%	\$ 96,233	2.49%	\$ 98,158	2.46%	\$ 100,121	2.44%
Property Operation & Maintenance	\$ 106,510	3.00%	\$ 109,705	2.96%	\$ 112,996	2.93%	\$ 115,256	2.88%	\$ 117,561	2.87%
Utilities	\$ 96,869	2.73%	\$ 100,744	2.71%	\$ 102,759	2.66%	\$ 104,814	2.62%	\$ 106,910	2.61%
<b>Total Undistributed Expenses</b>	<b>\$ 424,312</b>	<b>11.95%</b>	<b>\$ 438,010</b>	<b>11.80%</b>	<b>\$ 449,199</b>	<b>11.64%</b>	<b>\$ 459,555</b>	<b>11.50%</b>	<b>\$ 470,160</b>	<b>11.47%</b>
<b>Income Before Fixed Charges</b>	<b>\$ 2,015,283</b>	<b>56.76%</b>	<b>\$ 2,124,753</b>	<b>57.25%</b>	<b>\$ 2,224,204</b>	<b>57.61%</b>	<b>\$ 2,309,528</b>	<b>57.79%</b>	<b>\$ 2,358,310</b>	<b>57.56%</b>
Insurance	\$ 41,000	1.15%	\$ 42,230	1.14%	\$ 43,497	1.13%	\$ 44,802	1.12%	\$ 46,146	1.13%
Franchise Fees	\$ 491,487	13.84%	\$ 519,551	14.00%	\$ 540,481	14.00%	\$ 559,501	14.00%	\$ 573,632	14.00%
Management Fees	\$ 106,510	3.00%	\$ 111,332	3.00%	\$ 115,817	3.00%	\$ 119,893	3.00%	\$ 122,921	3.00%
Property Taxes	\$ 103,444	2.91%	\$ 106,547	2.87%	\$ 109,744	2.84%	\$ 113,036	2.83%	\$ 116,427	2.84%
Capital Reserve	\$ 142,013	4.00%	\$ 148,443	4.00%	\$ 154,423	4.00%	\$ 159,858	4.00%	\$ 163,895	4.00%
<b>Total Fixed Costs</b>	<b>\$ 884,454</b>	<b>24.91%</b>	<b>\$ 928,104</b>	<b>25.01%</b>	<b>\$ 963,962</b>	<b>24.97%</b>	<b>\$ 997,090</b>	<b>24.95%</b>	<b>\$ 1,023,021</b>	<b>24.97%</b>
<b>EBIDTA</b>	<b>\$ 1,171,829</b>	<b>33.01%</b>	<b>\$ 1,196,649</b>	<b>32.25%</b>	<b>\$ 1,260,241</b>	<b>32.64%</b>	<b>\$ 1,312,438</b>	<b>32.84%</b>	<b>\$ 1,335,290</b>	<b>32.59%</b>
<b>Total Expenses</b>	<b>\$ 2,419,500</b>		<b>\$ 2,514,431</b>		<b>\$ 2,600,337</b>		<b>\$ 2,684,000</b>		<b>\$ 2,762,080</b>	

# DEMOGRAPHICS

## POPULATION



**1 MILE**  
**4,405**  
 2021 EST.  
 POPULATION

**3 MILES**  
**18,388**  
 2021 EST.  
 POPULATION

**5 MILES**  
**22,043**  
 2021 EST.  
 POPULATION



**1 MILE**  
**4,317**  
 2026 EST.  
 POPULATION

**3 MILES**  
**18,051**  
 2026 EST.  
 POPULATION

**5 MILES**  
**21,838**  
 2026 EST.  
 POPULATION

## HOUSEHOLDS & MEDIAN INCOME



**1 MILE**  
**2,088**  
 2021 EST.  
 HOUSEHOLDS

**3 MILES**  
**8,136**  
 2021 EST.  
 HOUSEHOLDS

**5 MILES**  
**9,750**  
 2021 EST.  
 HOUSEHOLDS

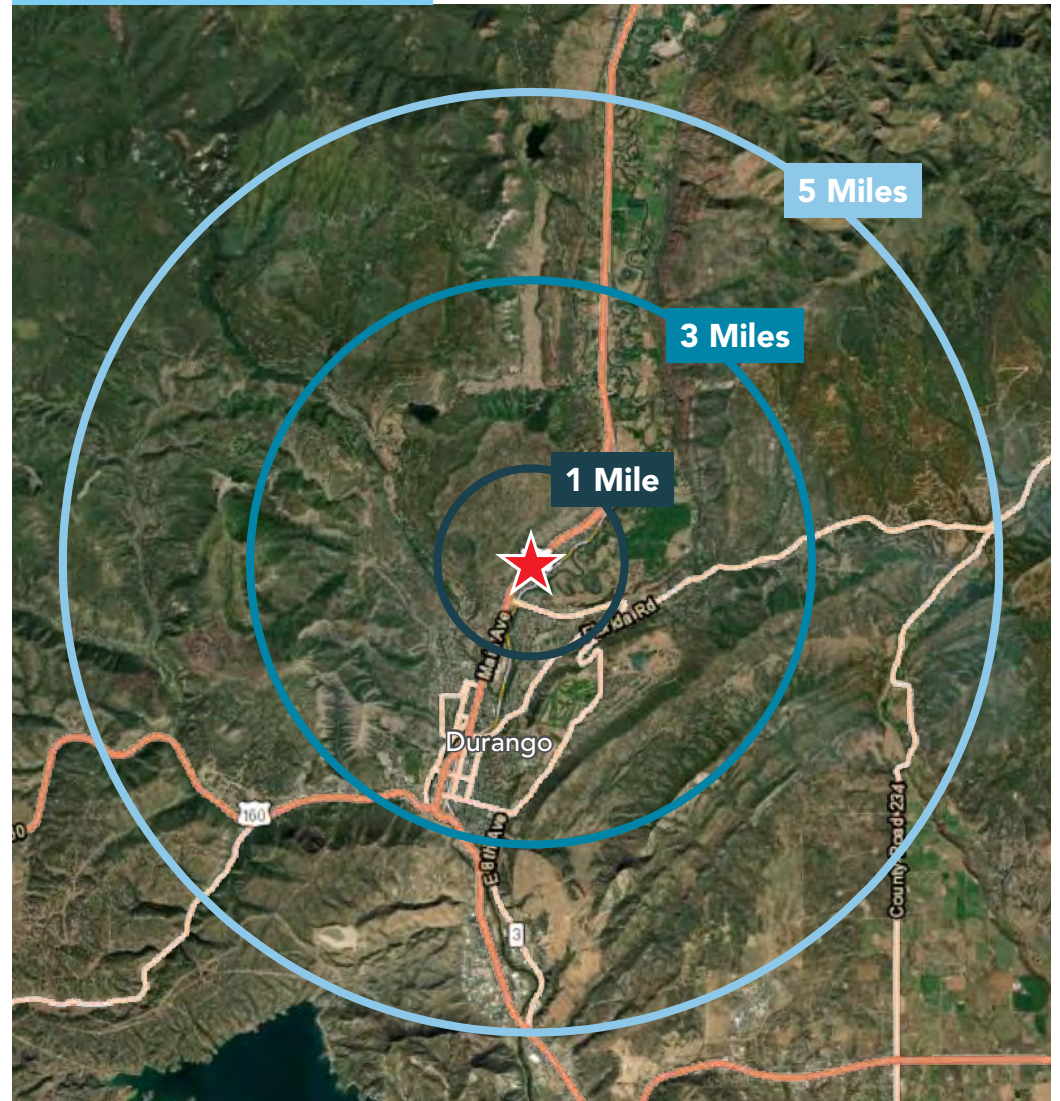


**1 MILE**  
**\$76,732**  
 2021 EST.  
 INCOME

**3 MILES**  
**\$77,998**  
 2021 EST.  
 INCOME

**5 MILES**  
**\$78,621**  
 2021 EST.  
 INCOME

## BUFFERS - 1, 3, 5 MILES





# HAMPTON INN

3777 MAIN AVENUE  
DURANGO, CO

## PREPARED BY

### R. MICHAEL FRANCIS

mfrancis@mntwest.com

801.704.1669

[View Profile](#)

### WES CHRISTENSEN

wchristensen@mntwest.com

801.704.1662

[View Profile](#)

