



FINANCIAL FEASIBILITY STUDY



Sleep Inn / MainStay Suites

Mineola, Texas 75773



December 19, 2018

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This study has been prepared to determine the financial feasibility of building and operating a *Sleep Inn / MainStay Suites* hotel in Mineola, Texas.¹ Four potential locations in the city were examined for the purposes of this report, with the details of the locations discussed in the Derivation Section of this study. The property is theoretically expected to open as a 74 unit *Sleep Inn / MainStay Suites* in January of 2020, though this opening date is not fixed. The hotel will be a needed addition to the current lodging stock in the immediate area, offering a product that is under-represented not only in Mineola, but in the wider market area.

Project quality is planned to meet the physical and operating standards of the Sleep Inn and MainStay Suites brands (or like product), products of the Choice Hotels family including Comfort, Comfort Suites, Quality, Sleep, Clarion, MainStay, Cambria, Suburban, Econolodge and Rodeway Inn. This study is dependent upon the hotel operating as a 'Sleep Inn/MainStay Suites,' and maintaining the operation in good standing with Choice Hotels through its first ten years. The current level of quality and acceptance by hotel consumers for these brands in Texas has been assumed in developing this financial feasibility study. Operating costs are set at the level of similar limited service hotel results.

KEY FINDING: Developing and opening a *Sleep Inn / MainStay Suites* hotel at this site should generate an unleveraged, pre-tax return on total invested capital approaching 15%, with a return on equity over 38% (DCF) after deducting a management fee. This return on invested capital assumes that improvements are completed at the estimated cost of \$66,000 per unit, plus a land value of \$150,000. Project details follow:

1. We have also examined the potential for a higher end product, a Holiday Inn Express & Suites, with the results provided as an addendum to this report.

Total Investment

Land Value	\$ 150,000
Improvements Budget	\$ 4,884,000 @ \$66,000 per key ²
Total Investment	\$ 5,034,000

Pre-Tax Project Return	14.55%³
Pre-Tax Return on Equity	38.70%⁴

This study incorporates the recent fluctuations in the Texas hotel market, the rebound from the 2008 national recession, and the continued impact of the Permian Basin and the Eagle Ford Shale Oil and Gas developments. In our Market section, we highlight the historical hotel performance in Texas, noting the effect of past recessions. Consequently, our market projections consider how the lodging industry reacts in times of economic downturn and in normal times. See the Market section for further details.

With a January 2020 opening, cash flow market projections for the subject *Sleep Inn / MainStay Suites* hotel before taxes and after renovation reserves, should be available for debt service, income tax and dividends as follows:

Project Summary

	Occupancy Percent	Average \$ Rate*	\$ REVPAR	Total Revenue	Cash Flow**
Year I	61.3%	\$68.79	\$42.20	\$1,165,902	\$424,658
Year II	70.0%	\$71.86	\$50.28	\$1,389,404	\$539,296
Year III	72.6%	\$75.45	\$54.75	\$1,512,717	\$606,227
Year IV	71.9%	\$79.23	\$56.94	\$1,573,450	\$641,626
Year V	72.6%	\$81.60	\$59.23	\$1,636,620	\$670,666
Year VI	72.8%	\$83.23	\$60.58	\$1,673,898	\$681,918
Year VII	73.0%	\$84.90	\$61.96	\$1,712,025	\$693,306
Year VIII	73.0%	\$86.61	\$63.23	\$1,747,060	\$702,881
Year IX	72.5%	\$88.35	\$64.04	\$1,769,420	\$705,539
Year X	71.9%	\$90.12	\$64.82	\$1,791,066	\$8,255,260 ***

*Year I ADR equates to approximately \$67 in current market dollars. **Before Income Tax & Financing expense, but reflecting \$878,436 in reserves for capital expenditures/property renovation (\$11,871 per unit). ***Assumes valuing property at Year 10 cash flow at a 9% return-to-buyer, less 4% expense of sale, plus year 10 cash flow.

2. SSI estimate of land and development costs.

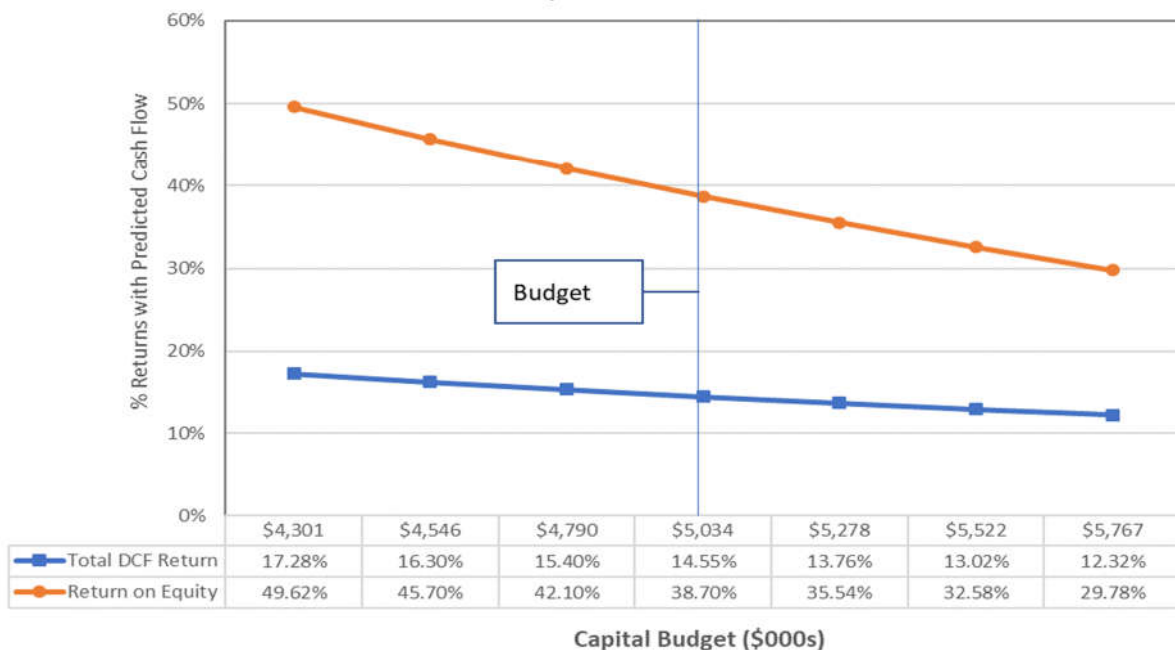
3. After reserve for on-going renovations and management fee.

4. Assuming 25% equity and 75% debt at a 6.5% pre-tax debt cost; calculated weighted average.

The above cash flow, assuming a Year 10 sale, has been discounted at the rate of 14.55% to a present value of \$5,034,471, essentially equaling the total budgeted investment of \$5,034,000. This 14.55% is the project's unleveraged return, provided capital costs are kept at the estimated level. Please note that if financial incentives were given by the city, this return would be even higher. An estimated capital budget for construction and FF&E of **\$66,000 per unit 'turn-key' costs is reasonable for a hotel of this size and quality, in our experience.** If capital outlays vary from the current budget for this project, returns will vary accordingly. The following table and graph illustrates the linear nature of financial returns as capital requirements escalate or decline and revenue streams remain stable.

Variance	Improvements Budget (000)		Land Cost	Total Investment	Discounted Cash Flow	
	Per Unit	Total			Total Project	On Equity
(85%)	\$56,100	\$4,151,400	\$150,000	\$4,301,400	17.28%	49.62%
(90%)	\$59,400	\$4,395,600	\$150,000	\$4,545,600	16.30%	45.70%
(95%)	\$62,700	\$4,639,800	\$150,000	\$4,789,800	15.40%	42.10%
BUDGET	\$66,000	\$4,884,000	\$150,000	\$5,034,000	14.55%	38.70%
(105%)	\$69,300	\$5,128,200	\$150,000	\$5,278,200	13.76%	35.54%
(110%)	\$72,600	\$5,372,400	\$150,000	\$5,522,400	13.02%	32.58%
(115%)	\$75,900	\$5,616,600	\$150,000	\$5,766,600	12.32%	29.78%

DCF Project Returns
If Capital Investment Varies



The first stabilized year (Year III) shows the following results:

Year III (2023)

Room Revenues	\$1,478,707	
Total Revenues	\$1,512,717	
Income Before Fixed Costs	\$763,281	50.5%
Net Income Before Tax & Fin.	\$564,196	37.3%
Cash Flow Before Financing	\$606,227	40.1% *
Occupancy %	72.6%	
Average Daily Rate	\$75.45	
\$ REVPAR	\$54.75	
Per Occupied Room Cost	\$38.24	

*Before deductions of loan principal and interest, before income tax deductions, and before any equity payout.

The critical statistic used in this study is REVPAR. REVPAR means revenue per available room per day, and reflects the average daily room revenue yield of every room in a property or market (not just occupied rooms). REVPAR is generated by multiplying occupancy times rate (i.e. $REVPAR = \% \text{ occupancy} \times \text{average daily rate}$), and is the most effective and important tool in the evaluation of the success of any lodging concern.

SUMMARY OF CRITICAL ASSUMPTIONS: Assumptions are summarized as follows (see page 12 for full Market History and Projection study, and page 8 for Methodology):

1. An analysis of the Greater Mineola Area Market⁵ reflect a mixture of mostly older and some new hotels. Typically, a new hotel will have an inordinate advantage over older products. The average hotel room in the local market is 20 years old, past the peak performing first ten years of the life cycle of the typical hotel building, which becomes stylistically and structurally obsolete after 30+ years. This 30 year life cycle is significantly longer for high-rise/concrete structures. Out of 4,400 total rooms in the local market, 1,719, or 37% have been built since 2009, while 1,773, or 39% were opened before 1999 (at least 20 years old). There is typically a wide and dramatic gap between the performance of new and older properties, with newer hotel inventory easily outperforming older hotels that are well past their peak performing years.

5. Counties of Wood, Rains, Hopkins, Franklin, Camp, Upshur, Smith, & Van Zandt.

We are comfortable with market projections, and expect market demand growth levels in the area to rise to a more typical level over the next nine years. With new supply being added slowly, occupancy comes back to an equilibrium level of 59% by the later years of our projection. REVPAR is projected to grow at a 3.4% annual rate in the next five years (versus 1% annual growth in the past nine years). Detailed local market history and projections commence on page 18.

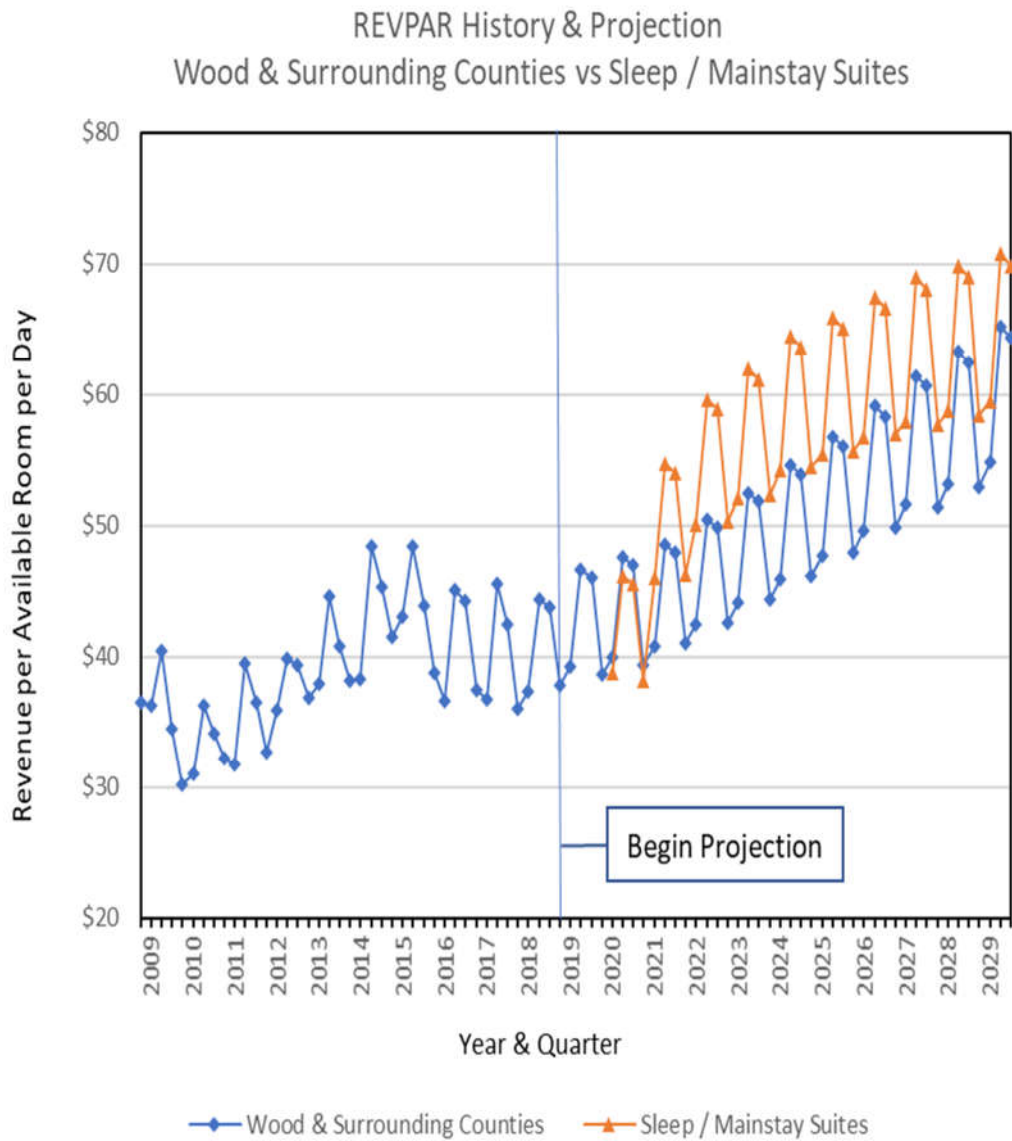
Wood & Surrounding Counties Area Zip Codes Market		
Year	Occupancy %	\$ REVPAR
2009	53.1%	\$34.04
2011	51.9%	\$36.17
2013	57.8%	\$40.47
2015	57.6%	\$41.11
2017/2018	55.7%	\$40.40
Projected		
2019	56.7%	\$42.83
2021	56.0%	\$44.97
2026	58.7%	\$54.75
Historical Annual Compound Growth Rates		
Past 9 Year Average	0.2%	1.0%
Past 4 Year Average	-1.5%	-1.3%
Past 1 Year Average	-0.3%	-1.0%
Future Annual Compound Growth Rates		
Next 9 Years	0.7%	3.7%
Next 5 Years	0.4%	3.4%

*Calendar Year basis except current year; 2017/2018 is through September 30, 2018.

2. Versus the local market's REVPAR dollar projections, the REVPAR index of the proposed *Sleep Inn / MainStay Suites* ramps upwards, peaking at 118% of the market average REVPAR in Years III-V. Thereafter, the REVPAR Index declines due to the normal aging cycle. Detailed REVPAR derivation and subsequent projections commence on page 25.

Sleep / MainStay Suites Derivation			
Data in 2018 \$'s	Year I	Year II	Year III
Base: Name & Quality	1.10	1.10	1.10
x Brand Age Adjustment	1.00	1.00	1.00
x Site Value Adjustment	0.85	0.85	0.85
x Size Adjustment	1.03	1.03	1.03
x Other Adjustments	1.10	1.10	1.10
x Newness Adjustment	0.92	1.07	1.12
= Performance Factor	97%	113%	118%
x Market REVPAR	\$40.81	\$40.81	\$40.81
= Projected Performance	\$39.59	\$46.04	\$48.19

The projected REVPAR performance of the subject hotel, versus the local area market average REVPAR reflects the fact that this hotel is expected to perform at a level above the market average in its peak years. The hotel's REVPAR index starts in Year I at 97% of the market, rises to a peak of 118% of the market in Years III-V, then slowly loses ground versus the local area's typical inflationary growth:



3. Expenses are set at the level of similar limited service hotel products from *Host Almanac* by STR operating statistics, inflated at 3% per annum. See page 37 for details.

METHODOLOGY

To develop Pro Forma financial results for the proposed project, two major sets of assumptions have been developed. First, the future market's average REVPAR is forecast on a reasonable and economically-sound basis; the performance of the project is dependent on this market forecast and varies from it only due to specific variables of the project. **Second, the specific variables of the project are combined and expressed as an index for each quarter of the forecast, an index that is used to adjust the overall market performance to the specific project.**

MARKET REVPAR FORECAST

The performance of the local Greater Mineola Area Market⁶ is examined historically and projected. The key in the market projection is to stabilize this large market in the future at a sustainable, average equilibrium for occupancy, a level which we have determined to be approximately 59% in markets of this type. Over the 20 years from 1987 through 2007, according to the Source Strategies, Inc. database, hotel occupancy in Texas has averaged 60%, and 62% in larger Texas metros. The REVPAR projection of the local market is then the pro forma market environment of the project. This project will vary from the norm for only project-specific differences, and then only relatively.

PROJECT VARIABLES:

DEVELOPMENT OF PROJECT REVPAR INDICES

The first variable from the averages to be developed has to do with the fact that each product type and brand have a typical and identifiable influence on REVPAR performance. This variable is based on its consumer acceptance, its product definition, its level of quality, the price it can command from the consumer, its marketing efforts, and other factors. The value of the brand and product type is termed the Base Value.

The second adjustment used on the dollar value of the local area's REVPAR is the Brand Age Adjustment. This is made to reflect the average age of similarly branded hotels on the subject property's performance versus the market average. Typically, the opening dates of the same branded hotels as the subject are examined in order to quantify this factor.

⁶ Counties of Wood, Rains, Hopkins, Franklin, Camp, Upshur, Smith, & Van Zandt.

The third step to developing a project REVPAR index is to determine an adjustment based on any deviation from a normal project. If the number of proposed rooms in the project is significantly above or below the average for that brand, its performance will also vary from the norm. A lower than average number of rooms should increase per room performance and vice versa. This is due to the fact that consumer demand for a single brand is demand at the project's site, regardless of the number of rooms offered by the hotel.

An empirical proof of this evaluation of Size is the major increase in volume enjoyed by numerous hotels throughout Texas that have split into two branded operations, using two different names. For example, the Hilton Hotel Towers Austin added \$1,000,000 annually to revenues by splitting off its adjacent, ground-based rooms as a Super 8 Motel. By creating another brand, the Super 8 began to fill demand for budget properties in the immediate area, while the Hilton Towers kept its current upscale customer base. Hence, smaller room counts than average generate higher occupancy than average. Further proof is the correlation between project size and occupancy: the smaller the property, the higher the occupancy.⁷

Lastly, an 'Other' segment adjustment may be made if the proposed product type is under- or over- supplied in the local market, or for other factors. For example, a product type commanding 10% of the Texas market - but zero locally - would command a higher daily rate or occupancy locally because it is a relatively scarce commodity. Further, a subject product far exceeds the product quality of the brand average, then a positive adjustment should be made. While there is usually a reasonably consistent pattern of site factors for the brand properties selected, these factors often vary because of unique situations: 1) visibility and access differences between nearby sites; 2) any large variation from the norm in the usual number of rooms for a chain; 3) a nearby property's quality, the quality of management, last renovation; 4) any major new commercial development nearby. Adjustments will be made for these differences based on industry experience.

Then the REVPAR potential of the subject Site is developed in two ways. First, all other property factors except site are calculated for the competitors, the site factor then being used to bring the calculated REVPAR into a match with actual REVPAR performance. In other words, combining all

7. Study detailed in size factor derivation in analysis section.

factors including a 'plugged' site factor results in the theoretical REVPAR projection equaling actual REVPAR for each property studied, revealing the mathematical value of individual hotel sites.

With the development of the adjustments for Brand/product type, overall Brand Age, Segment, project Size, and Site, a revenue projection for the proposed operation begins to take form by combining these factors into a combined index that is applied to the overall market-wide REVPAR projection, resulting in the forecast of the project's dollar REVPAR. However, this combined index changes as the project ages.

Consequently, the physical Age of the individual project impacts this REVPAR index. A +12% increase factor is applied to the combined REVPAR index in the peak performing Year III through Year V. A first-year start-up adjustment of -8% and a second year adjustment of +7%, is followed by this +12% adjustment for years III-V. This factor reflects the major revenue-generating power of new versus old properties.

In the sixth year and thereafter, the REVPAR index is then diminished at a rate of 1.67% per annum in order to reflect aging and the normal life-cycle of a hotel. For a completely renovated property, this factor is slightly different.

This pattern of declining performance with property aging is based on major studies of economic life-cycle patterns. The first study was conducted on a census of all 25,000 Texas rooms built between 1980 and 1982 (study published in September 1994 issues of *MarketShare*⁸ and the October 1994 issue of *Hotel & Motel Management*); the second investigation was conducted on all 17,231 rooms built in Texas from 1990 through 1995. These Source Strategies, Inc. studies confirm a similar, major study conducted in 1982 at the Holiday corporation on 160 company-owned Holiday Inn hotels.

Combining all of these factors - Product Type, Brand Age, Site, Size, Segment (other), and Newness (Age) - results in the REVPAR stream for the project. A REVPAR stream from which room revenues, estimated rate, occupancy and room-nights sold are derived. At this point, the investment and operational costs can be laid against the revenue line to generate pro forma financial performance and discounted cash flow analysis.

⁸ Now *Hotel Brand Report*.

The calculation of the statistic of Operating Costs Per Occupied Room (before fixed/capital costs are deducted) is typically the important cost to examine carefully because it is highly stable and predictable, regardless of occupancy and rate. The *Host Almanac 2018: For the year 2017* by STR with dollar costs inflated, and Source Strategies, Inc. financial models are the source of operating cost statistics.

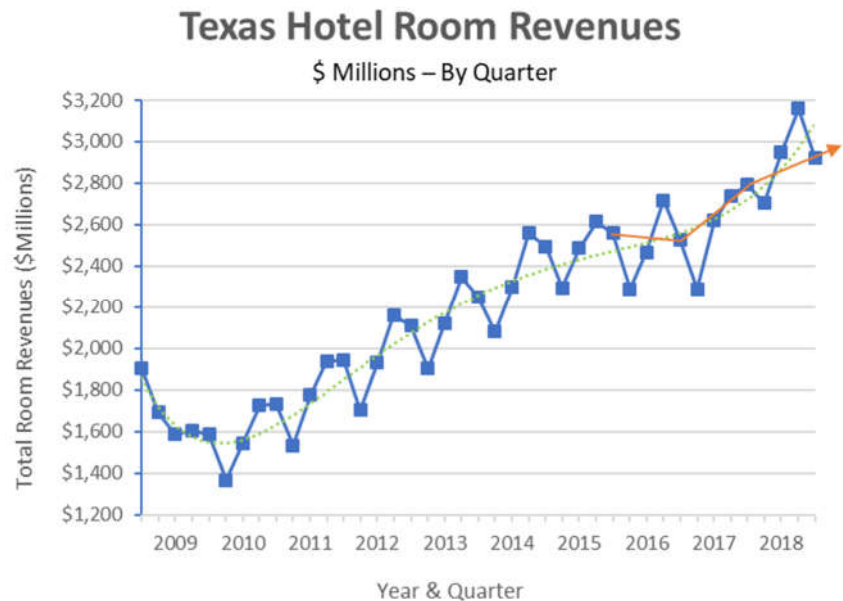
From national average occupancies, costs are categorized as fixed, semi-variable or variable, resulting in the highly-leveraged profit performance characteristic of lodging products, depending on occupancy and REVPAR performance (i.e. variable costs increase proportionately with higher occupancy levels while fixed costs do not). Furthermore, with a capital expenditures profile provided by the International Society of Hospitality Consultants' CapEx, A Study of Capital Expenditures in the U.S. Hotel Industry, a method has been applied to determine an appropriate amount of renovation reserves to ensure that the property is maintained at the franchisor's required level.

All study-area individual hotel/motel five year histories are included in the study, using the Source Strategies, Inc. database of all Texas hotels and motels (includes each hotel's brand, room count, room revenue, occupancy, rate and REVPAR). The methodology of this database is attached as an exhibit.

MARKET REVPAR HISTORY: STATE OF TEXAS

1. Since 1980, the State of Texas has experienced generally strong growth, with occasional periods of economic downturn, one of the worst being the recession that began in 2009. In 1982-1983 the Texas market suffered through six consecutive quarters of major demand declines, with a sharp plummet of 24% in the first quarter of 1983. Two years later, every quarter in 1986 posted significant demand decreases of 19% or more.

Before the recession starting in 2009, the most recent period of decline was in 2001, during which the onset of a recession was coupled, and accelerated by, the terrorist attacks of 9/11. Beginning in the Third quarter of 2001, seven of the next eight quarters showed declining room demand, and it was not until the first quarter of 2004 that healthy levels of growth resumed.



We have considered these historical market patterns in formulating our projections for all markets. Though there are differences in each economic downturn, and areas across the state are impacted differently depending on factors driving demand – particularly Oil & Gas development and production - there is much that can be discerned from historical positive and negative trending performances.

Historical quarterly periods of economic decline and recession are highlighted in the Texas market data that follows overleaf, while more recent history shows the positive results of an improving economy in Texas and the impacts of shale oil extraction:

Hotel Market: State of Texas 1990 - 1999

Year & Qtr	# HtIs & Mtls	# Rooms	Room-Nights Sold 000's (1)	Total Room Revenues \$ 000's	% Occ. (2)	\$ Rate (3)	\$ RPAR (4)	% Growth Vs. Prior Yr			
								Supply	Real	ADR	\$ Rev.
901	2,128	214,051	11,805	\$553,320	61.3	\$46.87	\$28.72	0	6.8	2.7	9.7
902	2,309	218,422	12,929	\$621,759	65.0	\$48.09	\$31.28	1.1	5.6	4	9.8
903	2,486	222,992	12,865	\$633,123	62.7	\$49.21	\$30.86	1.8	-2.3	7.4	4.9
904	2,194	215,429	10,640	\$516,473	53.7	\$48.54	\$26.06	0.3	-2.9	6.1	3
911	2,284	216,154	11,566	\$565,085	59.5	\$48.86	\$29.05	1.0	-2.0	4.2	2.1
912	2,448	219,862	12,773	\$649,194	63.8	\$50.82	\$32.45	0.7	-1.2	5.7	4.4
913	2,488	220,995	13,246	\$664,304	65.1	\$50.15	\$32.67	-0.9	3.0	1.9	4.9
914	2,286	217,641	11,080	\$548,844	55.3	\$49.53	\$27.41	1.0	4.1	2.0	6.3
921	2,307	218,028	11,594	\$590,250	59.1	\$50.91	\$30.08	0.9	0.2	4.2	4.5
922	2,484	221,953	12,745	\$669,602	63.1	\$52.54	\$33.15	1.0	-0.2	3.4	3.1
923	2,544	223,066	13,701	\$715,176	66.8	\$52.20	\$34.85	0.9	3.4	4.1	7.7
924	2,355	219,610	11,523	\$591,250	57.0	\$51.31	\$29.26	0.9	4.0	3.6	7.7
931	2,358	219,849	11,895	\$625,741	60.1	\$52.60	\$31.62	0.8	2.6	3.3	6.0
932	2,520	223,200	12,949	\$706,243	63.8	\$54.54	\$34.77	0.6	1.6	3.8	5.5
933	2,582	225,251	14,012	\$753,292	67.6	\$53.76	\$36.35	1.0	2.3	3.0	5.3
934	2,378	221,198	11,677	\$616,985	57.4	\$52.84	\$30.32	0.7	1.3	3.0	4.4
941	2,410	222,093	12,409	\$673,515	62.1	\$54.27	\$33.70	1.0	4.3	3.2	7.6
942	2,589	227,029	13,608	\$767,336	65.9	\$56.39	\$37.14	1.7	5.1	3.4	8.7
943	2,660	229,750	13,943	\$787,263	66.0	\$56.46	\$37.25	2.0	-0.5	5.0	4.5
944	2,470	225,865	12,265	\$674,587	59.0	\$55.00	\$32.46	2.1	5.0	4.1	9.3
951	2,452	224,390	12,637	\$740,927	62.6	\$58.63	\$36.69	1.0	1.8	8.0	10.0
952	2,599	228,476	13,653	\$813,137	65.7	\$59.56	\$39.11	0.6	0.3	5.6	6.0
953	2,694	233,983	13,977	\$828,759	64.9	\$59.30	\$38.50	1.8	0.2	5.0	5.3
954	2,597	231,786	12,357	\$719,922	57.9	\$58.26	\$33.76	2.6	0.7	5.9	6.7
961	2,589	232,887	13,336	\$827,453	63.6	\$62.04	\$39.48	3.8	5.5	5.8	11.7
962	2,730	238,395	14,015	\$872,560	64.6	\$62.26	\$40.22	4.3	2.7	4.5	7.3
963	2,727	242,137	14,060	\$874,796	63.1	\$62.22	\$39.27	3.5	0.6	4.9	5.6
964	2,660	241,218	12,583	\$774,445	56.7	\$61.55	\$34.90	4.1	1.8	5.6	7.6
971	2,687	244,628	13,271	\$854,727	60.3	\$64.41	\$38.82	5.0	-0.5	3.8	3.3
972	2,767	249,653	14,598	\$956,235	64.3	\$65.51	\$42.09	4.7	4.2	5.2	9.6
973	2,831	253,789	14,778	\$960,539	63.3	\$65.00	\$41.14	4.8	5.1	4.5	9.8
974	2,794	256,641	13,525	\$874,113	57.3	\$64.63	\$37.02	6.4	7.5	5.0	12.9
981	2,839	257,550	14,425	\$967,289	62.2	\$67.06	\$41.73	5.3	8.7	4.1	13.2
982	2,922	262,741	15,514	\$1,059,745	64.9	\$68.31	\$44.32	5.2	6.3	4.3	10.8
983	3,011	270,046	16,048	\$1,058,541	64.6	\$65.96	\$42.61	6.4	8.6	1.5	10.2
984	2,970	270,745	14,463	\$944,329	58.1	\$65.29	\$37.91	5.5	6.9	1.0	8.0
991	3,037	276,858	15,264	\$1,034,222	61.3	\$67.76	\$41.51	7.5	5.8	1.0	6.9
992	3,118	282,091	16,226	\$1,134,795	63.2	\$69.94	\$44.21	7.4	4.6	2.4	7.1
993	3,209	289,244	16,682	\$1,114,859	62.7	\$66.83	\$41.90	7.1	4.0	1.3	5.3
994	3,196	288,416	14,650	\$974,591	55.2	\$66.53	\$36.73	6.5	1.3	1.9	3.2
CGR %	Past 9 yrs	3.0%	3.0%	7.0%	0.0%	3.9%	3.9%				
	Past 4 yrs	5.5%	4.5%	8.2%	-0.9%	3.6%	2.6%				
	Past 2 yrs	6.4%	5.8%	8.1%	-0.6%	2.2%	1.6%				
	Past 1 yr	7.1%	3.9%	5.7%	-3.0%	1.7%	-1.3%				

1. Room-nights sold (derived from est. rate and actual revenues) 2. Occupancy nights sold divided by nights available for sale.
3. Avg. price for room-nights sold; Directories, Surveys, & experience. 4. \$ Revenue per available room per day (room sales per day)

Hotel Market: State of Texas 2000 - 2009

Year & Qtr	# HtIs & Mtls	# Rooms	Room-Nights Sold 000's (1)	Total Room Revenues \$ 000's	% Occ. (2)	\$ Rate (3)	\$ RPAR (4)	% Growth Vs. Prior Yr			
								Supply	Real	ADR	\$ Rev.
001	3,211	288,840	15,995	\$1,121,091	61.5	\$70.09	\$43.13	4.3	4.8	3.4	8.4
002	3,337	294,411	17,078	\$1,236,477	63.7	\$72.40	\$46.15	4.4	5.3	3.5	9
003	3,369	299,065	17,169	\$1,217,493	62.4	\$70.91	\$44.25	3.4	2.9	6.1	9.2
004	3,342	297,980	15,285	\$1,068,043	55.8	\$69.87	\$38.96	3.3	4.3	5	9.6
011	3,384	300,781	16,560	\$1,190,233	61.2	\$71.87	\$43.97	4.1	3.5	2.5	6.2
012	3,507	304,382	17,296	\$1,241,862	62.4	\$71.80	\$44.83	3.4	1.3	-0.8	0.4
013	3,559	309,066	16,812	\$1,164,068	59.1	\$69.24	\$40.94	3.3	-2.1	-2.4	-4.4
014	3,502	306,150	14,493	\$960,198	51.5	\$66.25	\$34.09	2.7	-5.2	-5.2	-10.1
021	3,544	307,947	15,879	\$1,110,468	57.3	\$69.94	\$40.07	2.4	-4.1	-2.7	-6.7
022	3,652	312,349	17,053	\$1,226,509	60.0	\$71.92	\$43.15	2.6	-1.4	0.2	-1.2
023	3,674	316,462	16,544	\$1,158,085	56.8	\$70.00	\$39.78	2.4	-1.6	1.1	-0.5
024	3,609	312,346	14,679	\$985,295	51.1	\$67.13	\$34.29	2.0	1.3	1.3	2.6
031	3,636	314,854	15,307	\$1,055,883	54.0	\$68.98	\$37.26	2.2	-3.6	-1.4	-4.9
032	3,744	316,970	16,706	\$1,169,279	57.9	\$69.99	\$40.54	1.5	-2.0	-2.7	-4.7
033	3,768	321,781	16,723	\$1,160,730	56.5	\$69.41	\$39.21	1.7	1.1	-0.8	0.2
034	3,694	318,369	14,869	\$986,916	50.8	\$66.37	\$33.69	1.9	1.3	-1.1	0.2
041	3,706	321,083	16,178	\$1,145,227	56.0	\$70.79	\$39.63	2.0	5.7	2.6	8.5
042	3,837	325,898	17,461	\$1,235,685	58.9	\$70.77	\$41.67	2.8	4.5	1.1	5.7
043	3,871	330,490	17,646	\$1,263,169	58.0	\$71.58	\$41.54	2.7	5.5	3.1	8.8
044	3,783	327,182	15,881	\$1,079,679	52.8	\$67.98	\$35.87	2.8	6.8	2.4	9.4
051	3,804	327,276	16,978	\$1,213,285	57.6	\$71.46	\$41.19	1.9	4.9	0.9	5.9
052	3,934	330,064	18,582	\$1,391,341	61.9	\$74.87	\$46.32	1.3	6.4	5.8	12.6
053	4,001	336,006	19,064	\$1,444,489	61.7	\$75.77	\$46.73	1.7	8.0	5.9	14.4
054	3,914	332,055	18,523	\$1,382,624	60.6	\$74.64	\$45.26	1.5	16.6	9.8	28.1
061	3,927	332,581	18,894	\$1,479,407	63.1	\$78.30	\$49.43	1.6	11.3	9.6	21.9
062	4,070	335,437	19,319	\$1,610,518	63.3	\$83.36	\$52.76	1.6	4.0	11.3	15.8
063	4,130	341,794	19,727	\$1,606,990	62.7	\$81.46	\$51.10	1.7	3.5	7.5	11.2
064	4,036	339,252	18,000	\$1,440,662	57.7	\$80.04	\$46.16	2.2	-2.8	7.2	4.2
071	4,047	340,683	19,329	\$1,614,425	63.0	\$83.52	\$52.65	2.4	2.3	6.7	9.1
072	4,209	344,229	19,881	\$1,756,158	63.5	\$88.33	\$56.06	2.6	2.9	6.0	9.0
073	4,257	350,625	20,256	\$1,738,845	62.8	\$85.84	\$53.91	2.6	2.7	5.4	8.2
074	4,160	347,986	18,580	\$1,565,299	58.0	\$84.25	\$48.89	2.6	3.2	5.3	8.7
081	4,176	350,247	19,600	\$1,735,629	62.2	\$88.55	\$55.06	2.8	1.4	6.0	7.5
082	4,358	355,814	20,550	\$1,915,910	63.5	\$93.23	\$59.17	3.4	3.4	5.5	9.1
083	4,416	362,801	21,116	\$1,903,181	63.3	\$90.13	\$57.02	3.5	4.2	5.0	9.5
084	4,213	355,845	19,176	\$1,691,786	58.6	\$88.23	\$51.68	2.3	3.2	4.7	8.1
091	4,187	359,311	18,555	\$1,587,078	57.4	\$85.54	\$49.08	2.6	-5.3	-3.4	-8.6
092	4,396	366,615	18,490	\$1,606,301	55.4	\$86.87	\$48.15	3.0	-10.0	-6.8	-16.2
093	4,465	376,420	18,951	\$1,585,946	54.7	\$83.69	\$45.80	3.8	-10.2	-7.1	-16.7
094	4,315	374,410	17,116	\$1,366,465	49.7	\$79.83	\$39.67	5.2	-10.7	-9.5	-19.2
CGR %	Past 9 yrs	2.5%	1.2%	3.2%	-1.3%	1.9%	0.6%				
	Past 4 yrs	2.7%	0.0%	3.1%	-2.6%	3.1%	0.4%				
	Past 2 yrs	3.3%	-3.2%	-4.0%	-6.3%	-0.9%	-7.1%				
	Past 1 yr	3.7%	-9.1%	-15.2%	-12.3%	-6.7%	-18.0%				

1. Room-nights sold (derived from est. rate and actual revenues) 2. Occupancy nights sold divided by nights available for sale.
3. Avg. price for room-nights sold; Directories, Surveys, & experience. 4. \$ Revenue per available room per day (room sales per day)

Hotel Market: State of Texas 2010 - 2018

Year & Qtr	# HtIs & MtIs	# Rooms	Room-Nights Sold 000's (1)	Total Room Revenues \$ 000's	% Occ. (2)	\$ Rate (3)	\$ RPAR (4)	% Growth Vs. Prior Yr			
								Supply	Real	ADR	\$ Rev.
101	4,347	378,818	18,986	\$1,541,596	55.7	\$81.20	\$45.22	5.4	2.3	-5.1	-2.9
102	4,588	386,695	20,125	\$1,725,238	57.2	\$85.72	\$49.03	5.5	8.8	-1.3	7.4
103	4,614	392,397	20,768	\$1,734,977	57.5	\$83.54	\$48.06	4.2	9.6	-0.2	9.4
104	4,386	386,086	18,586	\$1,534,439	52.3	\$82.56	\$43.20	3.1	8.6	3.4	12.3
111	4,373	387,566	20,892	\$1,775,855	59.9	\$85.00	\$50.91	2.3	10.0	4.7	15.2
112	4,625	393,399	21,864	\$1,940,404	61.1	\$88.75	\$54.20	1.7	8.6	3.5	12.5
113	4,606	398,406	22,536	\$1,941,707	61.5	\$86.16	\$52.97	1.5	8.5	3.1	11.9
114	4,383	389,041	19,957	\$1,702,649	55.8	\$85.32	\$47.57	0.8	7.4	3.3	11.0
121	4,386	390,487	22,184	\$1,930,172	63.1	\$87.01	\$54.92	0.8	6.2	2.4	8.7
122	4,628	397,172	23,482	\$2,162,378	65.0	\$92.09	\$59.83	1.0	7.4	3.8	11.4
123	4,637	402,068	23,386	\$2,109,568	63.2	\$90.20	\$57.03	0.9	3.8	4.7	8.6
124	4,424	392,827	21,256	\$1,902,427	58.8	\$89.50	\$52.64	1.0	6.5	4.9	11.7
131	4,472	395,935	23,080	\$2,121,117	64.8	\$91.90	\$59.52	1.4	4.0	5.6	9.9
132	4,681	401,983	24,182	\$2,347,253	66.1	\$97.07	\$64.17	1.2	3.0	5.4	8.5
133	4,712	405,252	23,798	\$2,251,680	63.8	\$94.62	\$60.39	0.8	1.8	4.9	6.7
134	4,474	397,610	22,160	\$2,080,850	60.6	\$93.90	\$56.88	1.2	4.2	4.9	9.4
141	4,542	402,095	23,913	\$2,298,836	66.1	\$96.13	\$63.52	1.6	3.6	4.6	8.4
142	4,720	407,370	25,221	\$2,558,737	68.0	\$101.45	\$69.02	1.3	4.3	4.5	9.0
143	4,796	410,685	25,090	\$2,494,612	66.4	\$99.43	\$66.02	1.3	5.4	5.1	10.8
144	4,563	404,076	23,464	\$2,294,653	63.1	\$97.79	\$61.73	1.6	5.9	4.1	10.3
151	4,618	408,802	24,730	\$2,485,815	67.2	\$100.52	\$67.56	1.7	3.4	4.6	8.1
152	4,827	415,494	25,071	\$2,615,111	66.3	\$104.31	\$69.16	2.0	-0.6	2.8	2.2
153	4,848	418,358	25,085	\$2,557,970	65.2	\$101.97	\$66.46	1.9	0.0	2.6	2.5
154	4,586	412,332	23,192	\$2,290,046	61.1	\$98.74	\$60.37	2.0	-1.2	1.0	-0.2
161	4,645	417,760	24,607	\$2,468,662	65.4	\$100.33	\$65.66	2.2	-0.5	-0.2	-0.7
162	4,858	425,002	25,653	\$2,718,156	66.3	\$105.96	\$70.28	2.3	2.3	1.6	3.9
163	4,929	429,484	24,907	\$2,528,728	63.0	\$101.53	\$64.00	2.7	-0.7	-0.4	-1.1
164	4,673	424,368	23,226	\$2,288,843	59.5	\$98.55	\$58.63	2.9	0.1	-0.2	-0.1
171	4,798	432,000	25,149	\$2,619,326	64.7	\$104.15	\$67.36	3.4	2.2	3.8	6.1
172	5,062	440,100	26,027	\$2,741,001	65.0	\$105.31	\$68.44	3.6	1.5	-0.6	0.8
173	5,251	450,700	27,150	\$2,793,238	65.5	\$102.88	\$67.37	4.9	9.0	1.3	10.5
174	5,003	444,435	26,082	\$2,704,207	63.8	\$103.68	\$66.14	4.7	12.3	5.2	18.1
181	5,077	455,300	27,729	\$2,948,031	67.7	\$106.32	\$71.94	5.4	10.3	2.1	12.5
182	5,398	465,400	28,425	\$3,159,647	67.1	\$111.16	\$74.60	5.7	9.2	5.6	15.3
183	5,500	469,300	27,437	\$2,924,125	63.5	\$106.58	\$67.72	4.1	1.1	3.6	4.7
CGR %	Past 9 yrs	5.8%	7.8%	10.5%	5.1%	5.9%	7.8%				
	Past 4 yrs	3.2%	3.3%	5.6%	0.1%	2.3%	2.4%				
	Past 2 yrs	4.4%	5.6%	8.3%	1.2%	2.6%	3.8%				
	Past 1 yr	5.0%	8.0%	12.4%	2.9%	4.1%	7.1%				

1. Room-nights sold (derived from est. rate and actual revenues) 2. Occupancy nights sold divided by nights available for sale.
3. Avg. price for room-nights sold; Directories, Surveys, & experience. 4. \$ Revenue per available room per day (room sales per day)

The Texas lodging revenues increased 12.4% over the past year, while REVPAR rose 7.1% based on a 2.9% gain in occupancy and a 4.1% rate increase. Demand was up 8%, outpacing supply gains of 5%. From 1989 through “9/11,” revenue growth typically was above 8% annually.

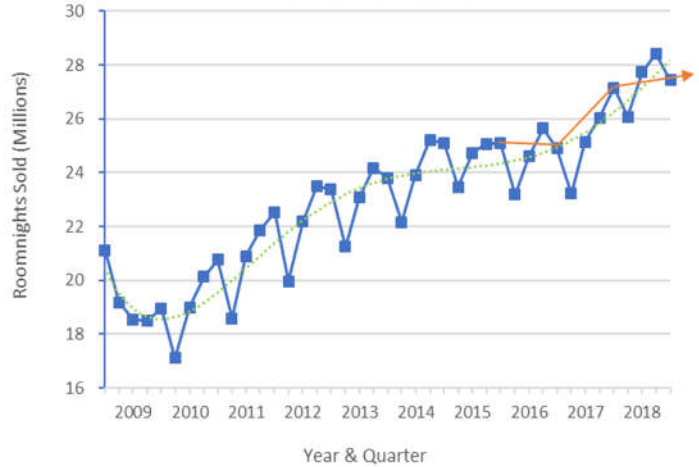
PROJECTIONS & EXPECTATIONS

In making projections for the future, we have considered the historical market patterns for the state of Texas and for the relevant sub-markets within Texas. We have noted the recovery that started in 2010, but since has lost its strong growth trends due to the decline in the price of oil. With the recent rebound of oil prices, the Oil & Gas areas demand increases over the last three quarters has been the strongest in a decade.

Ongoing projections reflect the likelihood of revenue growth through 2018 returning to reasonable and normal revenue increases of at least 6% to 7% revenue growth year-over-year. This assumes national GDP growth of about 2.5% annually and crude oil prices remain above \$50 per barrel.

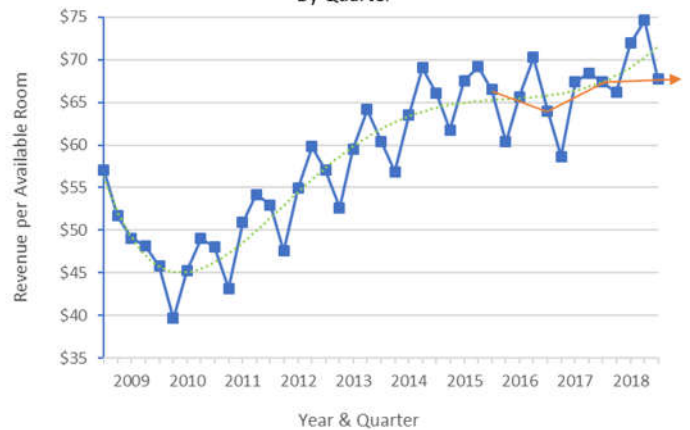
Texas Hotel Roomnights Sold

Millions – By Quarter



Texas Hotel REVPAR \$

By Quarter



LOCAL MARKET PERFORMANCE

2. The subject hotel's market in the Greater Mineola Area (8 County Area) currently generates a REVPAR of \$41, well below the Texas average of \$70. This performance considers that the local market is in a rural area away from a major metro and is lacking any luxury or upscale product segments.

PERIOD: TWELVE MONTHS ENDING JUNE 30, 2018

LODGING MARKET: Mineola Area

BRAND	#* HTL	# *		EST.		\$		EST.		\$
		RMS	%	RNS	%	AMT.	%	EST.	\$	
		000S	RMS	000S	RNS	000S	AMT	%OCC	RATE	RPAR
BEST WEST MINEOLA		.1	1.1	11	1.2	855	1.3	57.9	80.94	46.86
COMFORT STES LINDAL		.1	1.5	15	1.7	1,437	2.2	64.0	94.55	60.55
FAIRFIELD VAN		.1	1.7	18	2.0	1,422	2.2	65.6	79.18	51.94
HAMPTON LINDALE		.1	1.4	15	1.7	1,657	2.5	66.9	109.45	73.24
TOTAL ABOVE		.3	5.7	59	6.6	5,371	8.2	64.0	91.25	58.39
BEST WESTERN EMORY		.1	1.1	10	1.2	707	1.1	56.6	68.38	38.71
AIRBB	1	.0	.1	1	.1	191	.3	39.2	281.53	110.33
HOMEWOOD	1	.1	2.6	27	3.0	3,142	4.8	64.5	118.15	76.17
RESIDENCE	1	.1	2.7	29	3.2	3,281	5.0	66.2	114.18	75.54
STAYBRIDG	1	.1	1.9	22	2.5	1,954	3.0	70.4	88.41	62.24
TOT SUITES	4	.3	7.3	78	8.7	8,567	13.1	66.3	109.69	72.73
COURTYARD	1	.1	2.7	26	2.8	2,450	3.8	57.9	95.76	55.48
HILT GARD	1	.1	2.8	28	3.1	3,636	5.6	61.8	129.02	79.69
HOLID INN	1	.2	4.1	39	4.3	3,149	4.8	57.8	81.51	47.14
TOT MID/UPS	3	.4	9.7	92	10.3	9,235	14.2	59.0	99.95	58.98
CANDLWOOD	1	.1	1.5	12	1.4	630	1.0	52.7	51.16	26.98
COMFO STE	1	.1	1.5	13	1.5	1,092	1.7	56.9	80.93	46.02
HAWTHORN	1	.1	2.9	30	3.3	1,333	2.0	63.8	44.73	28.53
TOT MIN STE	3	.3	5.8	56	6.2	3,055	4.7	59.3	54.94	32.57
BEST WEST	3	.2	4.5	44	4.9	3,058	4.7	60.8	69.54	42.31
CNTRY INN	1	.1	1.6	12	1.3	710	1.1	46.8	60.28	28.21
FAIRFIELD	1	.1	1.5	15	1.6	1,363	2.1	62.9	92.81	58.37
HAMPTON	2	.2	4.0	42	4.6	4,658	7.1	64.5	111.71	72.11
HOLID EXP	3	.2	5.1	48	5.4	4,313	6.6	58.0	89.70	52.06
LA QUINTA	4	.3	7.5	69	7.7	4,934	7.6	57.5	71.25	40.96
SLEEP INN	1	.1	1.8	17	1.9	1,147	1.8	59.6	66.69	39.77
TOT LTD SVE	15	1.1	25.9	247	27.5	20,184	31.0	59.1	81.83	48.34
WOODSPRNG	1	.1	2.7	29	3.2	1,232	1.9	64.8	43.06	27.89
BAYMONT	1	.0	1.0	8	.8	357	.5	46.8	47.53	22.24
BST VALUE	2	.1	3.4	22	2.4	621	1.0	40.0	28.39	11.35
DAYS INN	2	.1	2.7	17	1.9	980	1.5	39.9	56.02	22.38
ECONOLODG	1	.0	.8	5	.6	174	.3	39.6	33.38	13.21
MOTEL 6	3	.2	3.9	32	3.6	1,518	2.3	51.2	46.96	24.05
QUALITY	2	.2	3.7	18	2.0	870	1.3	29.5	49.05	14.47
SUPER 8	3	.2	4.7	38	4.2	1,717	2.6	50.2	45.00	22.61
OTHER BUD	1	.1	1.8	16	1.8	708	1.1	54.3	44.66	24.23
TOT BUDGET	15	1.0	22.1	156	17.4	6,946	10.7	43.8	44.47	19.50
TOT CHAINS	45	3.6	80.5	727	80.9	55,296	84.8	56.1	76.09	42.66
TOT INDEP	25	.9	19.5	171	19.1	9,912	15.2	54.4	57.95	31.51
TOT MARKET	70	4.4	100.0	898	100.0	65,208	100	55.7	72.63	40.81

* All figures annualized. Includes taxed and est non-tax room revenues.
Independents are categorized by price: \$100+, \$60-99.99, and under \$60).

Local Market REVPAR History & Forecast:

3. Over the past nine years, the Greater Mineola Area Market (Wood, Rains, Hopkins, Franklin, Camp, Upshur, Smith, & Van Zandt Counties) has shown real demand growth (room-nights sold) of 2.2%, annual growth of 3% in total room revenues, and a 1% annual increase in REVPAR. Occupancy grew 0.2% over each of the nine years. Supply rose by 2% per year, with room rates rising 0.8% annually.

Over the past four years, demand rose 2.2% annually as supply increased at a much higher 3.8% rate per year. Revenues over this period rose by 2.4% per year, while REVPAR fell 1.3%, occupancy fell 1.5%, and room rates rose 0.2%.

Over the last two years, real demand rose a strong 2.4% annually, below a supply incline of 2.6% per year. Rates decreased 0.7%, and yearly revenues rose by 1.7% per year. These results caused occupancy to fall 0.3% annually, and REVPAR to fall by 1% per year.

In the latest year, demand spiked while supply increases stayed at a more moderate pace. Real demand rose 1.7% as supply grew by 0.8%. Rates fell 1.2% and revenues rose slightly by 0.5%. Occupancy was up slightly with 0.9% growth for the year and REVPAR fell by 0.4%. Market occupancy averaged 56%, above the ten-year average occupancy of 55% for this market. This is a market is in a rural area away from a major metropolitan area, with nearby dining, business and recreational interests. Over time, our projection decreases the current occupancy to 59% as the market comes back to equilibrium, which would be a healthy level for a market such as this one.

Lodging Market History: Wood & Surrounding Counties											
Year & Qtr	# HtIs & Mtls	# Rooms	Room-Nights Sold 000's	Total Room Revenues \$ 000's	% Occ. (2)	\$ Rate (3)	\$ RPAR (4)	% Growth Vs. Prior Yr			
								Supply	Real	ADR	\$ Rev.
84	66	3,541	179	11,897	54.9	66.53	36.52				
91	70	3,712	183	12,131	54.9	66.17	36.31				
92	72	3,771	194	13,875	56.6	71.40	40.43				
93	69	3,802	182	12,055	52.1	66.19	34.46				
94	68	3,867	173	10,749	48.7	61.98	30.21	9.2	-3.0	-6.8	-9.6
101	71	3,996	175	11,175	48.5	64.04	31.07	7.7	-4.8	-3.2	-7.9
102	77	4,077	193	13,478	51.9	69.99	36.33	8.1	-0.9	-2.0	-2.9
103	72	4,157	191	13,080	49.9	68.49	34.20	9.3	4.9	3.5	8.5
104	70	4,059	187	12,052	50.2	64.30	32.27	5.0	8.1	3.7	12.1
111	70	4,117	183	11,760	49.3	64.32	31.74	3.0	4.8	0.4	5.2
112	74	4,193	208	15,064	54.4	72.56	39.48	2.8	7.8	3.7	11.8
113	68	4,123	203	13,868	53.4	68.46	36.56	-0.8	6.1	0.0	6.0
114	64	4,009	187	12,087	50.6	64.71	32.77	-1.2	-0.3	0.6	0.3
121	65	3,909	186	12,624	52.8	67.94	35.88	-5.1	1.6	5.6	7.3
122	71	4,083	213	14,818	57.3	69.55	39.88	-2.6	2.6	-4.1	-1.6
123	65	3,906	202	14,148	56.1	70.21	39.37	-5.3	-0.5	2.6	2.0
124	62	3,856	196	13,080	55.3	66.66	36.87	-3.8	5.0	3.0	8.2
131	63	3,873	194	13,249	55.7	68.19	38.01	-0.9	4.6	0.4	5.0
132	68	3,905	218	15,844	61.5	72.55	44.59	-4.4	2.5	4.3	6.9
133	65	3,891	203	14,622	56.8	71.88	40.85	-0.4	0.9	2.4	3.4
134	60	3,744	195	13,145	56.5	67.59	38.16	-2.9	-0.9	1.4	0.5
141	62	3,822	193	13,170	56.2	68.16	38.29	-1.3	-0.6	0.0	-0.6
142	66	3,876	225	17,098	63.9	75.87	48.48	-0.7	3.2	4.6	7.9
143	64	3,790	209	15,789	59.8	75.71	45.28	-2.6	2.5	5.3	8.0
144	62	3,851	208	14,722	58.7	70.81	41.55	2.9	6.9	4.8	12.0
151	67	4,128	221	15,987	59.5	72.31	43.03	8.0	14.4	6.1	21.4
152	69	4,138	229	18,218	60.8	79.52	48.38	6.8	1.6	4.8	6.6
153	66	4,093	213	16,526	56.5	77.74	43.89	8.0	2.0	2.7	4.7
154	64	4,138	204	14,781	53.6	72.39	38.83	7.5	-1.8	2.2	0.4
161	65	4,175	203	13,750	54.1	67.67	36.59	1.1	-8.1	-6.4	-14.0
162	69	4,238	229	17,401	59.2	76.16	45.12	2.4	-0.3	-4.2	-4.5
163	67	4,208	221	17,133	57.1	77.49	44.26	2.8	4.0	-0.3	3.7
164	68	4,303	208	14,834	52.4	71.46	37.47	4.0	1.7	-1.3	0.4
171	68	4,354	212	14,403	54.1	67.95	36.76	4.3	4.3	0.4	4.7
172	73	4,450	239	18,438	59.0	77.18	45.53	5.0	4.6	1.3	6.0
173	69	4,412	225	17,231	55.4	76.63	42.45	4.8	1.7	-1.1	0.6
174	67	4,345	206	14,410	51.6	69.86	36.05	1.0	-0.6	-2.2	-2.9
181	67	4,307	216	14,463	55.7	67.00	37.31	-1.1	1.8	-1.4	0.4
182	75	4,605	244	18,605	58.2	76.22	44.40	3.5	2.2	-1.2	0.9
183	71	4,396	232	17,729	57.3	76.52	43.84	-0.4	3.1	-0.1	2.9
CGR %	Past 9 yrs	2.0%	2.2%	3.0%	0.2%	0.8%	1.0%				
	Past 4 yrs	3.8%	2.2%	2.4%	-1.5%	0.2%	-1.3%				
	Past 2 yrs	2.6%	2.4%	1.7%	-0.3%	-0.7%	-1.0%				
	Past 1 yr	0.8%	1.7%	0.5%	0.9%	-1.2%	-0.4%				

1. Roomnights sold (derived from est. rate and actual revenues) 2. Occupancy nights sold divided by nights available for sale.
3. Avg. price for roomnights sold; Directories, Surveys, & experience. 4. \$ Revenue per available room per day (room sales per day)

4. Overall market occupancy is projected to rise, with 2.4% demand gains and supply rising at a slower 1.8% annually *for the next nine years*. This translates to occupancy rising 0.7% annually to a 59% long-term equilibrium level. REVPAR should rise 3.7% annually in the period, based on rates rising 3% per year. This compares to an average level of REVPAR growth of 3.7% for the past nine years.

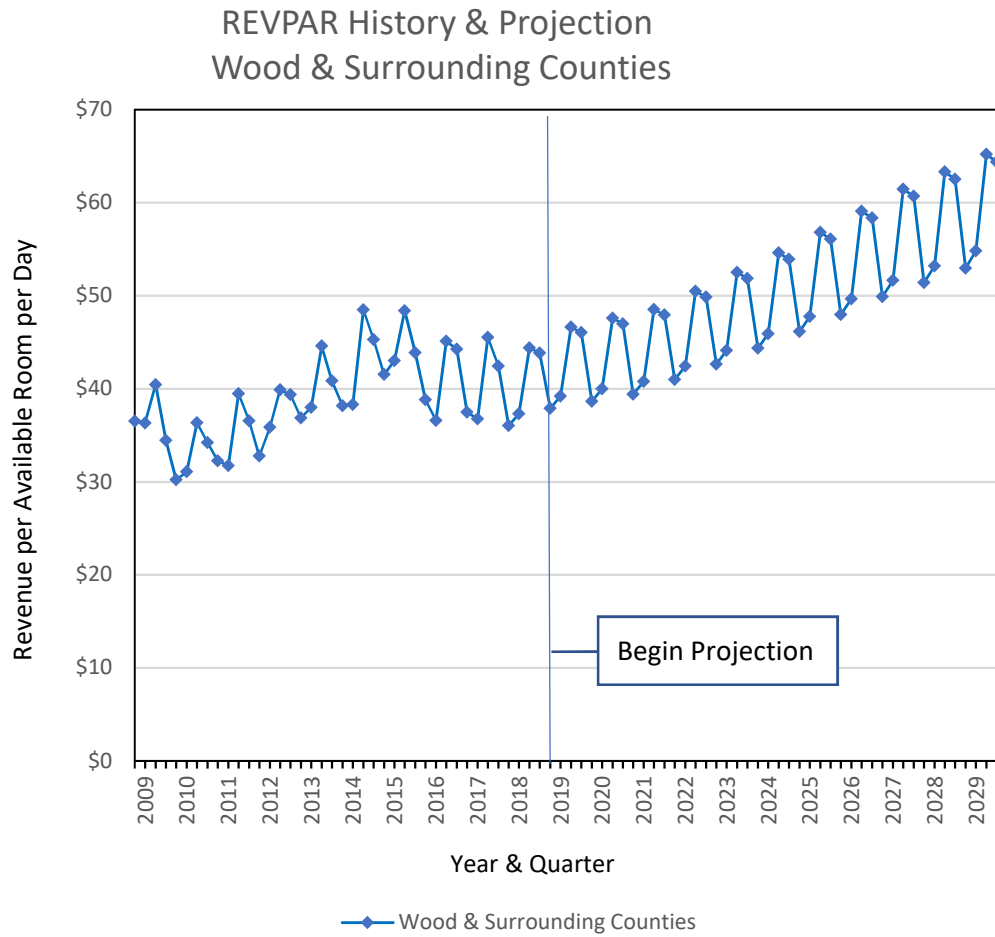
These assumptions relative to demand, supply, and occupancy reflect the fact that over the past 20 years overall occupancy in Texas has averaged about 60%, a level considered to be 'Equilibrium Occupancy' state-wide. This fact considers that larger and more successful metro area markets generate higher overall occupancy and REVPAR numbers than state averages, while rural and Interstate highways areas lag these averages (per the Source Strategies, Inc. database). 'Equilibrium Occupancy' is further explained by the fact that new investment money will eventually be attracted to an under-supplied market until market occupancy falls and lower returns on capital are the result. The equilibrium occupancy point is where net, new supply is being added at about the same rate as growth in demand, and where return on investment is in balance with the cost of capital. The local area market is currently operating at a very healthy level and has room for new development. Higher quality new lodging products at or above mid-priced levels are performing extremely well in the market. Any older, existing competitors are vulnerable to the superior attractiveness of newly-built, major-branded lodging. This pattern can be seen in the success of chain operations at or above the mid-priced levels. Given our growth assumptions, room supply consequently grows from 4,413 rooms currently to 5,112 in 2026, 16% higher and representing 699 *net* new rooms (gross new openings, less closings).

REVPAR growth for every individual hotel unit is below the total revenue growth of the market, with average REVPAR in our projection rising 3.4% per annum over the next five years. Revenues during this upcoming period are forecast to rise by 5.5% per year on demand gains of 2.4% per year and 3% annual increase in prices (room-rates). Occupancy over the next five years is expected to rise 0.4% per year as supply rises by an expected 2% per year. If supply should grow 500 rooms over forecast (+10%), without demand also growing faster than forecast, average individual hotel REVPAR would decline by 9% versus the projection, dropping from the estimated REVPAR of \$55 to \$50 by the end of 2026.

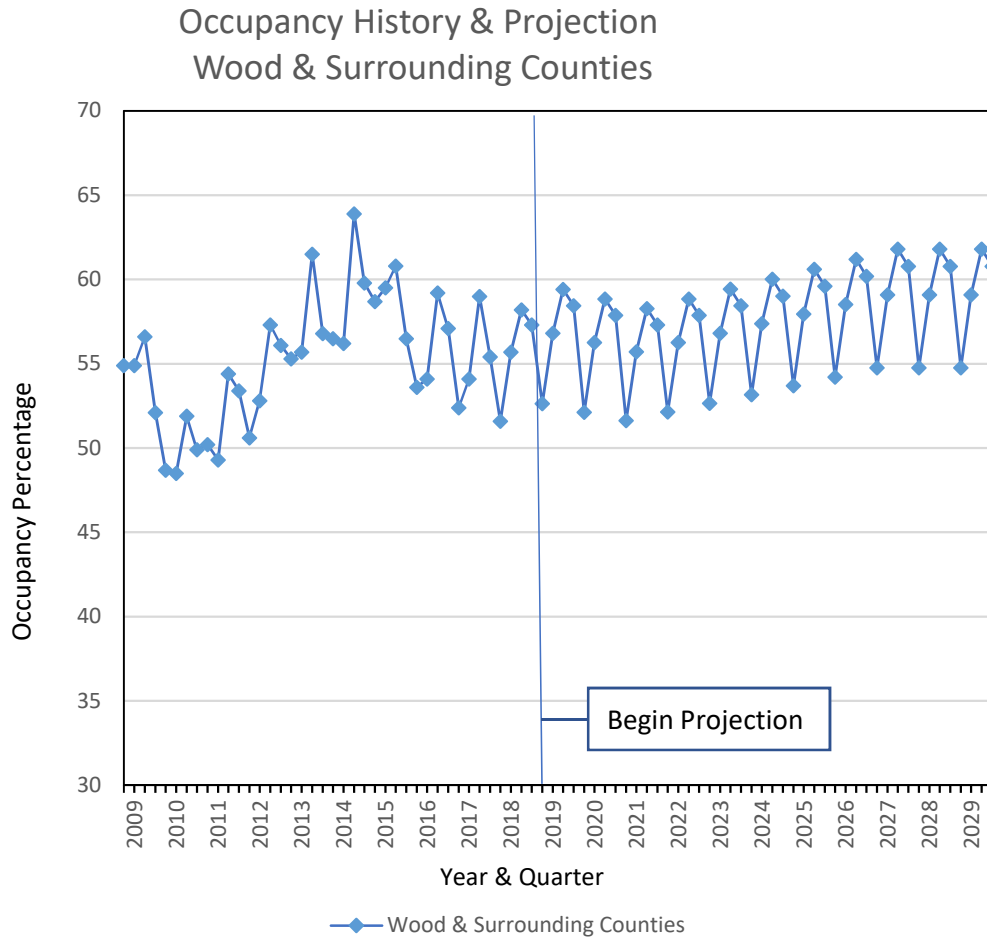
Lodging Market Projection: Wood & Surrounding Counties											
Year & Qtr	# HtIs & Mtls	# Rooms	Nights Sold 000's (1)	Total Room Revenues \$ 000's	% Occ. (2)	\$ Rate (3)	\$ RPAR (4)	% Growth Vs. Prior Yr			
								Supply	Real	ADR	\$ Rev.
184	71	4,345	210	15,141	52.6	71.96	37.88	0.0	2.0	3.0	5.1
191	70	4,307	220	15,197	56.8	69.01	39.21	0.0	2.0	3.0	5.1
192	76	4,605	249	19,547	59.4	78.51	46.64	0.0	2.0	3.0	5.1
193	72	4,396	236	18,627	58.4	78.82	46.06	0.0	2.0	3.0	5.1
194	75	4,497	216	15,986	52.1	74.11	38.64	3.5	2.5	3.0	5.6
201	73	4,458	226	16,044	56.3	71.08	39.99	3.5	2.5	3.0	5.6
202	79	4,766	255	20,636	58.8	80.86	47.58	3.5	2.5	3.0	5.6
203	75	4,550	242	19,665	57.9	81.18	46.98	3.5	2.5	3.0	5.6
204	78	4,654	221	16,877	51.6	76.34	39.41	3.5	2.5	3.0	5.6
211	77	4,614	231	16,939	55.7	73.21	40.79	3.5	2.5	3.0	5.6
212	83	4,933	262	21,787	58.3	83.29	48.53	3.5	2.5	3.0	5.6
213	78	4,709	248	20,762	57.3	83.62	47.92	3.5	2.5	3.0	5.6
214	80	4,724	227	17,818	52.1	78.63	40.99	1.5	2.5	3.0	5.6
221	79	4,683	237	17,883	56.3	75.41	42.43	1.5	2.5	3.0	5.6
222	85	5,007	268	23,002	58.8	85.79	50.48	1.5	2.5	3.0	5.6
223	80	4,780	255	21,919	57.9	86.12	49.85	1.5	2.5	3.0	5.6
224	82	4,795	232	18,811	52.7	80.99	42.64	1.5	2.5	3.0	5.6
231	81	4,753	243	18,880	56.8	77.67	44.13	1.5	2.5	3.0	5.6
232	87	5,082	275	24,284	59.4	88.36	52.51	1.5	2.5	3.0	5.6
233	82	4,851	261	23,141	58.4	88.71	51.85	1.5	2.5	3.0	5.6
234	84	4,867	238	19,860	53.2	83.42	44.35	1.5	2.5	3.0	5.6
241	83	4,825	249	19,933	57.4	80.00	45.91	1.5	2.5	3.0	5.6
242	89	5,158	282	25,638	60.0	91.01	54.62	1.5	2.5	3.0	5.6
243	84	4,924	267	24,431	59.0	91.37	53.93	1.5	2.5	3.0	5.6
244	86	4,940	244	20,967	53.7	85.92	46.13	1.5	2.5	3.0	5.6
251	85	4,897	255	21,044	57.9	82.40	47.75	1.5	2.5	3.0	5.6
252	91	5,236	289	27,067	60.6	93.74	56.81	1.5	2.5	3.0	5.6
253	87	4,998	274	25,793	59.6	94.11	56.09	1.5	2.5	3.0	5.6
254	89	5,014	250	22,136	54.2	88.50	47.98	1.5	2.5	3.0	5.6
261	87	4,970	262	22,217	58.5	84.87	49.67	1.5	2.5	3.0	5.6
262	94	5,314	296	28,576	61.2	96.55	59.09	1.5	2.5	3.0	5.6
263	89	5,073	281	27,231	60.2	96.93	58.35	1.5	2.5	3.0	5.6
264	91	5,089	256	23,370	54.8	91.15	49.91	1.5	2.5	3.0	5.6
271	89	5,045	268	23,456	59.1	87.42	51.66	1.5	2.5	3.0	5.6
272	96	5,394	303	30,169	61.8	99.45	61.46	1.5	2.5	3.0	5.6
273	91	5,149	288	28,749	60.8	99.84	60.69	1.5	2.5	3.0	5.6
274	93	5,166	260	24,432	54.8	93.89	51.41	1.5	1.5	3.0	4.5
281	91	5,121	272	24,522	59.1	90.04	53.21	1.5	1.5	3.0	4.5
282	99	5,475	308	31,540	61.8	102.43	63.31	1.5	1.5	3.0	4.5
283	93	5,226	292	30,056	60.8	102.84	62.51	1.5	1.5	3.0	4.5
284	95	5,243	264	25,542	54.8	96.70	52.95	1.5	1.5	3.0	4.5
291	94	5,197	276	25,637	59.1	92.74	54.81	1.5	1.5	3.0	4.5
292	101	5,557	313	32,974	61.8	105.51	65.21	1.5	1.5	3.0	4.5
293	96	5,305	297	31,422	60.8	105.92	64.38	1.5	1.5	3.0	4.5
CGR %	Next 9 yrs	1.8%	2.4%	5.5%	0.7%	3.0%	3.7%				
	Next 5 yrs	2.0%	2.4%	5.5%	0.4%	3.0%	3.4%				
HISTORY											
CGR %	Past 9 yrs	2.0%	2.2%	3.0%	0.2%	0.8%	1.0%				
	Past 4 yrs	3.8%	2.2%	2.4%	-1.5%	0.2%	-1.3%				
	Past 2 yrs	2.6%	2.4%	1.7%	-0.3%	-0.7%	-1.0%				

1. Roomnights sold (derived from est. rate and actual revenues) 2. Occupancy nights sold divided by nights available for sale.
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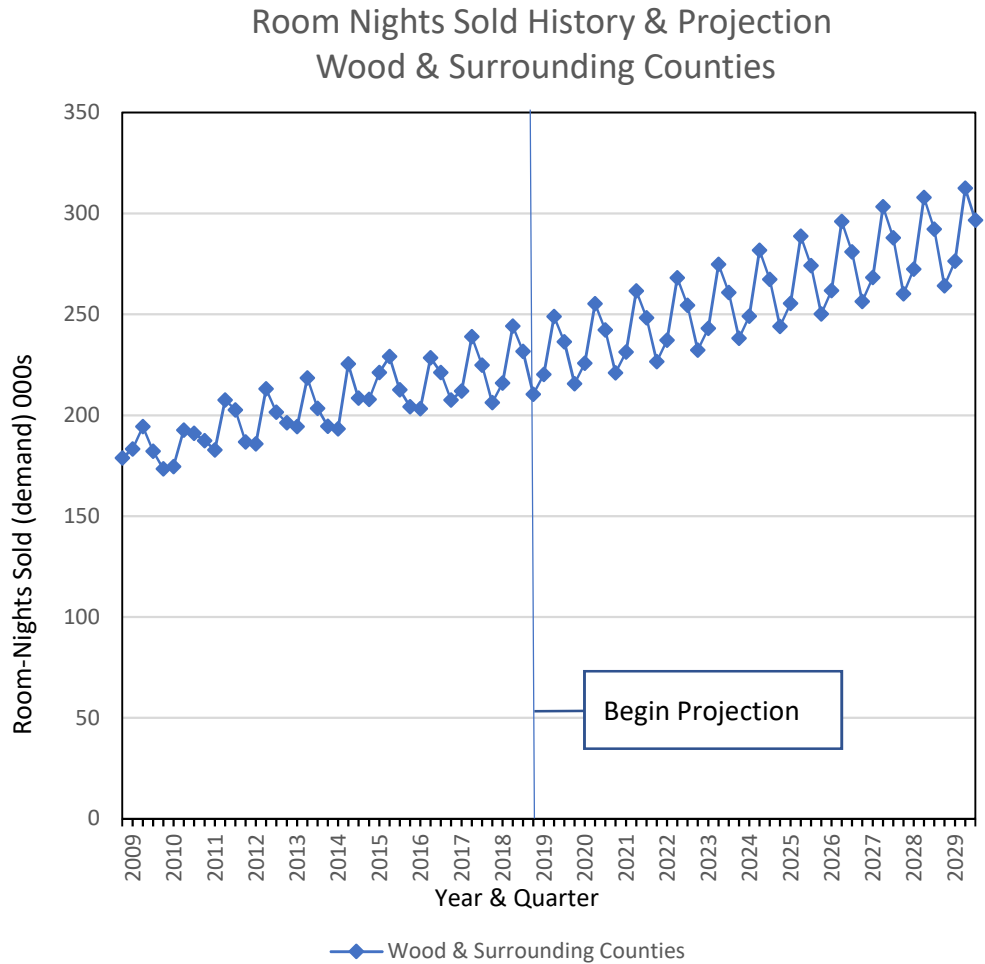
5. A graph of the REVPAR history and projection for the local market shows recent fluctuations followed by an expected slow and steady growth pattern for the area:



6. The occupancy projection for the local market is for a return to normal levels, correcting after the fluctuations of recent years. We expect local occupancy to decline very slightly in the near-term before rising back to an equilibrium occupancy in the 59% average range in the later years of our forecast:



7. The Room Nights Sold history and projection graph shows the reasonable nature of the ‘trend’ expectations for the local market. With recent healthy growth, assuming typical population, economic, and infrastructure growth, we expect normal demand growth to continue in the near future:



PROJECT REVPAR - DEVELOPMENT OF INDICES

Within the above market REVPAR forecast, the expected performance of the proposed hotel is based on six factors. All six factors are independent and modify the market's projected REVPAR average to reflect the subject property's particular characteristics. First, what is the **Base Value**? It is the effect of the Brand, including specified product quality levels. Second, what is the effect of the **brand's overall Age** on its average performance? Third, what is the effect of **the project's Size**, or room-count, on results? Fourth, are there **any 'Other' adjustments** needed to account for various factors, including under- or over-supply in the product's Segment in which the project will compete? Fifth, what is the effect of **the normal Life Cycle** patterns on the project (e.g. the effect of the project's Newness compared to older competition on its unstoppable way to obsolescence)? And sixth, what is the likely influence of **the selected Site** on results?

1. The Base Value factor sets property type/brand/product quality for an *Sleep Inn/MainStay Suites* hotel at 110% of the average of the Exhibit IV market REVPAR, and is a reflection of the current performance of both brands.⁹

With only two MainStay Suites in the Exhibit IV market, we looked at MainStay Suites in all Texas Metro markets to develop a performance index versus Sleep Inns statewide. MainStay Suites statewide have a REVPAR of \$51.16 while Sleep Inns have a \$48.43 REVPAR. This allows us to set the Brand Value of the combined hotel at 110% of the Exhibit IV market average of \$45.37.

Utilizing the existing REVPAR performance for the two brands, equally weighted illustrates the basic expectations of REVPAR performance for the project:

$$\text{Combination of REVPAR Index } (1.128 + (1.068) / 2 = 1.098 \text{ or } 110\%$$

This sample of Sleep Inns and MainStay Suites hotels in Texas markets firmly establishes the basic REVPAR performance that can be expected when operating such a hotel in a market such as the proposed location.

9. The Exhibit IV hotel market excludes the largest metros, Odessa & Midland, the luxury and upscale segments, and products priced over \$150 per night. This large market was selected to closely mimic the local market situation/mix and to provide a wider body of information from which to draw the characteristics of specific brand performance.

2. The second adjustment factor, Brand Aging, is set at 1.00 (100%), reflecting the average age of the two brands (a combined 2007/2008 average opening). This factor adjusts for the effect of the average age of the existing hotels on the brand's current performance. Please see *Exhibit VI: Start-Up Performance of New Hotels and Motels* for a full description of our study of the impact of the overall newness or age of a group of same branded hotels on REVPAR performance. The brand age adjustment, or life-cycle adjustment, for other brands includes:**BRAND AGING: TEXAS MARKETS**

Brand	Average Opening	Brand Aging Adjustment
Sleep Inn / MainStay Suites	2015	0.89
Holiday Inn Express	2009	0.97
Best Western	2000	1.13
La Quinta	1997	1.19
Super 8	1992	1.29
Days Inn	1990	1.32
Americas Best Value Inn	1986	1.32

3. The property Size factor - reflecting room count - is set at 1.03 (103%). The average new limited service hotel currently being built in Texas has over 80 units, compared to the the subject, at 74 units, giving this hotel an advantage over the norm. The size factor assigns a premium if the property is smaller than average and a penalty to the property if it is larger than average. The size adjustment is necessary because demand is not affected by the number of rental rooms offered, as the individual consumer only needs one room: customers do not care whether a hotel offers 100, 125 or 150 rooms and their purchasing behavior will be the same regardless of how many rooms the property offers. Keeping a project conservatively sized assures a higher per-unit revenue yield, particularly in very competitive markets like the local area. The highly-positive effect on revenues and return on capital due to building small, and not 'over-sizing' projects is best explained in *Exhibit V: A Study of the Effect of Hotel Size on Performance in the Texas Hotel Industry - The Case for Downsizing New Hotels*. This study that can be replicated with any brand, in almost any situation. The net effect of building small is to run higher occupancy and rate, thereby increasing brand REVPAR by building a below-average number of rental units.

4. Fourth, the Segment or Other adjustment factor is set at 110% (1.10), upwards 10% due to the fact that this hotel will be offering the sought after and under-represented product type of the extended stay suites, with full kitchens.

5. Fifth, the **Aging** Adjustment factor reflects the standard hotel life cycle: 92% (-8%) in Year I; 107% for Year II; 112% for Years III through V; followed by a 1.67% annual decline in the REVPAR index starting in Year VI. The aging factor also mirrors extensive studies of hotel life-cycles conducted by Source Strategies, Inc.'s chairman, Bruce Walker, when heading the Holiday Corporation's strategic planning department (1979-83). It also reflects recent research on the life cycles of 25,000 Texas hotel rooms, developed from 1980 through 1982, and then again in 1990 through 1992, with each group's performance versus the market tracked to the present (MarketShare newsletter, "The Hotel Life Cycle - It's Very Real" published September 1994).

6. The last factor, Site, is set at 0.85 (85%), or below average for the local market, and reasonable when the sites of currently operating nearby competition are measured. The 4 sites examined around town were roughly equivalent, as demand for hotels in this area is fairly regional. As long as access is available without difficulty, sites on US 69, beside the existing Best Western, on West Broad Street, and East Broad Street, all appeared to have good access and varying degrees of visibility. In our opinion, focusing on a site which is in the most commercially active area available would be the best choice, and not one that would be impinged upon by residential areas.

With the evaluation of the current sites around this location, we have an easy analysis of the site potential. The site values for this property, as well as for nearby existing competitors have been developed by quantifying the influence site has had on their performance. Applying known adjustment factors to existing properties, except for a site factor, lets us solve for the site value itself. Source Strategies' site methodology 'backs into' the value of the site by matching actual performance against known factors, using the site factor as the 'plugged number.' The differences between the closest key competitors appear to be both explainable and reasonable. The site value is 'plugged' so that projected REVPAR versus market approaches the actual REVPAR over the past 12 months.

Overall, current performance of nearby existing competition would indicate that an 85% site value for the *Sleep Inn / MainStay Suites* would be a reasonable estimate of the site:

DERIVATION OF LOCAL COMPETITION

	Best Western Mineola	Comfort Suites Lindale	Fairfield I&S Van	Hampton Inn Lindale	Best Western Emory
Data in 2018 \$'s	75310	75771	75790	75771	75440
Base: Name & Quality	1.14	1.14	1.38	1.54	1.14
x Brand Age Adjustment	1.12	1.02	1.02	1.12	1.00
x Site Value Adjustment	0.86	1.04	0.79	1.06	0.77
x Size Adjustment	1.05	1.11	1.02	1.09	1.05
x Other Adjustments	1.00	1.10	1.00	1.00	0.95
x Newness Adjustment	0.99	1.01	1.12	0.90	1.08
= Performance Factor	114%	149%	127%	180%	95%
x Market REVPAR	\$40.81	\$40.81	\$40.81	\$40.81	\$40.81
= Projected Performance	\$46.72	\$60.85	\$51.69	\$73.34	\$38.71
REVPAR latest 12 months	\$46.86	\$60.55	\$51.94	\$73.24	\$38.71
Index (Proj. Vs Actual)	100	100	100	100	100
Units in Above Subject	50	65	75	62	50
Average Units	58	68	78	79	58
Size Adjustment (33%)	5	2	2	9	5
Year Built	2007	2008	2016	2001	2012

Combining all six factors affecting a hotel's REVPAR performance, we calculate that the proposed hotel's REVPAR will achieve 118% of the market average REVPAR in Years III-V, declining slowly thereafter:

Sleep / MainStay Suites Derivation			
Data in 2018 \$'s	Year I	Year II	Year III
Base: Name & Quality	1.10	1.10	1.10
x Brand Age Adjustment	1.00	1.00	1.00
x Site Value Adjustment	0.85	0.85	0.85
x Size Adjustment	1.03	1.03	1.03
x Other Adjustments	1.10	1.10	1.10
x Newness Adjustment	0.92	1.07	1.12
= Performance Factor	97%	113%	118%
x Market REVPAR	\$40.81	\$40.81	\$40.81
= Projected Performance	\$39.59	\$46.04	\$48.19

**COMBINING THE ABOVE MARKET REVPAR PROJECTION AND THE HOTEL'S
REVPAR INDEX TO DEVELOP REVENUES, OCCUPANCY, AND RATE**

Using the projected Year III REVPAR index of 118%, the above process generates a theoretical REVPAR of \$48.19 in 2018 market dollars. This is the result of the Year III performance index of 118% (1.18) multiplied by the current market average REVPAR of \$40.81.

Therefore, if the property were open today and were in its third year of operation, it should theoretically be operating at the following level against 2018 market results: a \$48.19 REVPAR computes to gross room revenues of approximately \$1,301,682 (\$48.19 times 74 units times 365 days). Please note that the actual effect on the market due to the introduction of this project and other new hotels is fully reflected in subsequent pro forma market projections and financials.

In latest year's dollars (2018), this projection for the project's theoretical Year III revenue breaks down seasonally as follows:

Quarter	First	Second	Third	Fourth	Year III
Room Revenues	\$293,762	\$353,386	\$352,765	\$301,770	\$1,301,682
% of Year	22.6%	27.1%	27.1%	23.2%	100
Seasonal Index	92	109	108	92	100
REVPAR\$	\$44.11	\$52.48	\$51.82	\$44.33	\$48.19

Source Strategies, Inc.'s projections of a reasonable rate and occupancy mix, a split of the subject hotel's REVPAR for occupancy and rate, in latest year dollars, would be as follows:

Quarter	First	Second	Third	Fourth	Year III
ADR - \$	\$61.82	\$73.41	\$69.54	\$60.85	\$66.42
Occupancy %	71.4%	71.5%	74.5%	72.8%	72.6%
REVPAR\$	\$44.11	\$52.48	\$51.82	\$44.33	\$48.19

TESTS FOR REASONABILITY

Comparisons made here support the reasonable nature of market and subject projections:

1. Individual property projections depend importantly on the projection of local market REVPAR - forecast to rise at a conservative rate through 2026, starting at the current level. Over the next nine years market REVPAR is projected to rise 3.7% per year, compared to a 1% increase on average over the past nine years. REVPAR encompasses the net effects of room supply, room-night demand and prices. Over the next nine years, we are comfortable with the 2.4% real compound demand gain projected for the market, the projected lower net supply growth of 1.8% annually, and prices going up 3%. The resulting level of overall occupancy is 59% (equilibrium).

2. The derived Base Value of 1.10 (110%) for a *Sleep Inn / MainStay Suites* is reasonable when compared to the Base Values of other hotels in these same markets. The hierarchy of REVPAR indices for various brands is shown below:

REVPAR INDEX COMPARISON¹⁰

Brand	REVPAR Index
Hampton Inn	154
<i>Sleep Inn / MainStay</i>	110
Holiday Inn Express	145
Comfort Inn	112
<i>Sleep Inn / MainStay</i>	110
Quality Inn	85
Motel 6	64

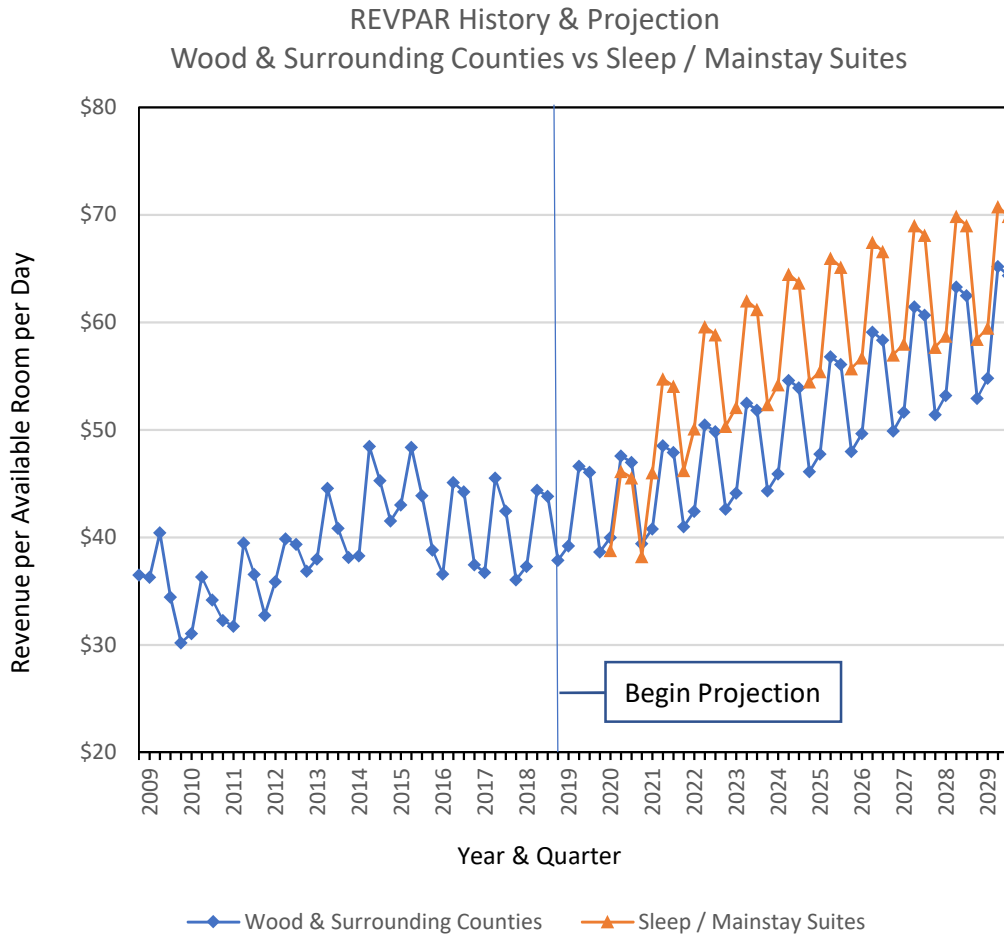
3. Developing actual adjustment factors for the existing properties - so that their projected REVPAR equals actual REVPAR - indicates why the REVPAR index projection has a high probability of being achieved. The REVPAR differences between the closest key competitors appear to be both explainable and reasonable, using the standard, Source Strategies' adjustment factor quantification. For each property, revenues are driven first by chain name affiliation and product type, and are further adjusted for size, segment, hotel age and site location. The REVPAR Index is then multiplied by the actual local area market average to generate dollar REVPAR. We also include the theoretical Year III performance of the subject hotel, as if it were open today and in its third year of operation, as follows:

10. Unadjusted for physical aging of each brand.

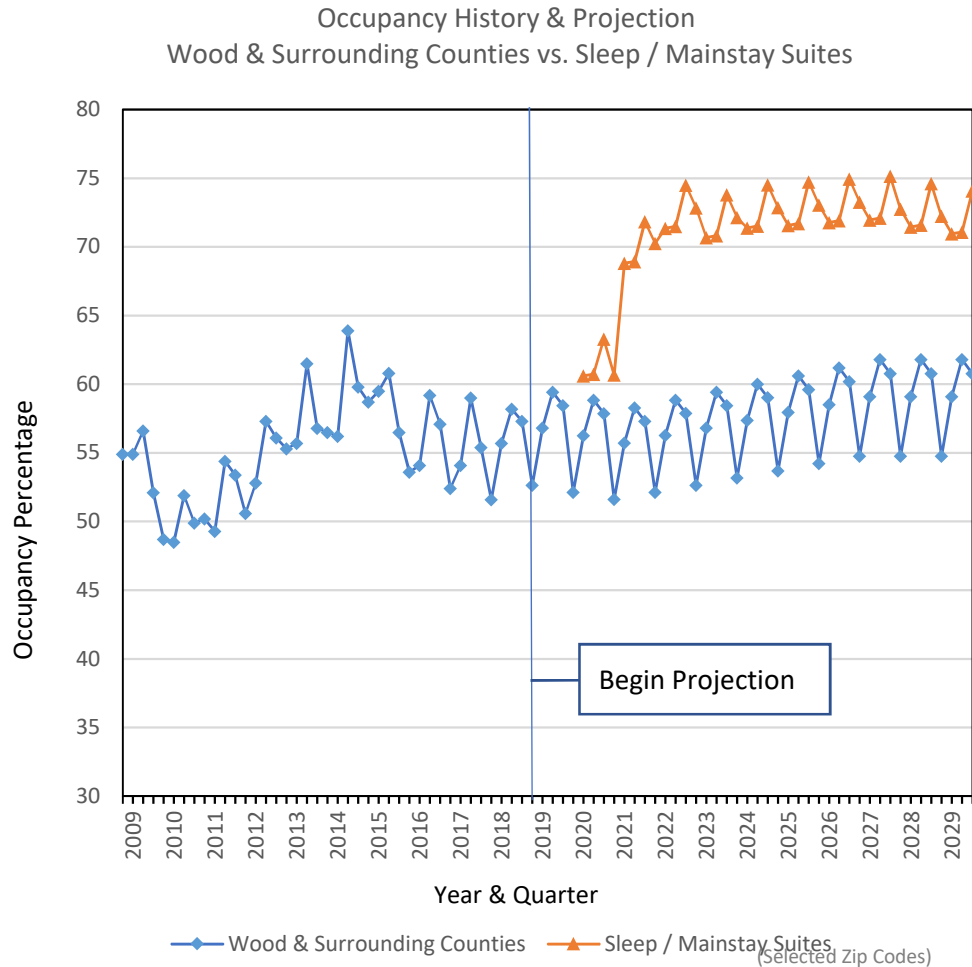
REVPAR DERIVATION

	SUBJECT: Sleep / Mainstay Suites Derivation	Best Western Mineola	Comfort Suites Lindale	Fairfield I&S Van	Hampton Inn Lindale	Best Western Emory
Data in 2018 \$'s	Yr III	75310	75771	75790	75771	75440
Base: Name & Quality	1.10	1.14	1.14	1.38	1.54	1.14
x Brand Age Adjustment	1.00	1.12	1.02	1.02	1.12	1.00
x Site Value Adjustment	0.85	0.86	1.04	0.79	1.06	0.77
x Size Adjustment	1.03	1.05	1.11	1.02	1.09	1.05
x Other Adjustments	1.10	1.00	1.10	1.00	1.00	0.95
<u>x Newness Adjustment</u>	<u>1.12</u>	<u>0.99</u>	<u>1.01</u>	<u>1.12</u>	<u>0.90</u>	<u>1.08</u>
= Performance Factor	118%	114%	149%	127%	180%	95%
<u>x Market REVPAR</u>	<u>\$40.81</u>	<u>\$40.81</u>	<u>\$40.81</u>	<u>\$40.81</u>	<u>\$40.81</u>	<u>\$40.81</u>
= Projected Performance	\$48.19	\$46.72	\$60.85	\$51.69	\$73.34	\$38.71
Actual Past Year	n/a	46.86	60.55	51.94	73.24	38.71
Index (Proj./Actual)	n/a	100	100	100	100	100
Year Opened	n/a	2007	2008	2016	2001	2012
# Rooms	74	50	65	75	62	50

4. The projected REVPAR performance of the *Sleep Inn / MainStay Suites* versus the local market average reflects the fact that this hotel will be new, well-sized, and will offer a known brand and sought after product type in a reasonable location near local amenities:



5. The graphically projected occupancy performance of the *Sleep Inn / MainStay Suites* versus the local market average reflects the fact that this hotel will be above the overall market average because of its branding, size, location, and newness:



6. An analysis of the Greater Mineola Area Market¹¹ reflect a mixture of mostly older and some new hotels. Typically, a new hotel will have an inordinate advantage over older products. The average hotel room in the local market is 20 years old, past the peak performing first ten years of the life cycle of the typical hotel building, which becomes stylistically and structurally obsolete after 30+ years. This 30 year life cycle is significantly longer for high-rise/concrete structures. Out of 4,400 total rooms in the local market, 1,719, or 37% have been built since 2009, while 1,773, or 39% were opened before 1999 (at least 20 years old). There is typically a wide and dramatic gap between the performance of new and older properties, with newer hotel inventory easily outperforming older hotels that are well past their peak performing years. Well established consumer research strongly

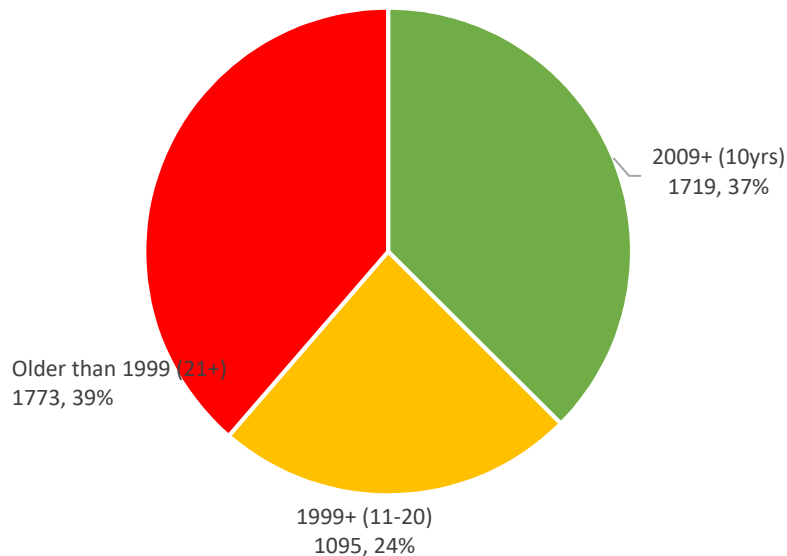
11. Counties of Wood, Rains, Hopkins, Franklin, Camp, Upshur, Smith, & Van Zandt.

indicates that to consumers '*new*' means '*clean*,' and '*old*' means '*dirty*', with cleanliness the number one consumer selection factor in lodging.

Greater Mineola Area Hotel Market

Year Open	# Rooms	Hotel
2017	15	DEER LAKE CABINS RANCH
2017	6	AIRBNB - CITY OF TYLER (\$110 @
2016	113	HOMWOOD SUITES TYLER
2016	75	FAIRFIELD INN
2015	73	LA QUINTA INN & SUITES
2015	107	HAMPTON INN & SUITES
2014	119	RESIDENCE INN
2013	41	EXECUTIVE INN & SUITES
2012	50	LONE STAR INN
2011	86	STAYBRIDGE SUITES
2010	25	PITTSBURG EXECUTIVE INN
2010	70	HAMPTON INN
2010	18	COPPER LAKE STATE PARK
2010	121	COURTYARD TYLER
2009	65	LA QUINTA INN & SUITES
2009	44	BAYMONT INN AND SUITES
2009	125	HILTON GARDEN INN
2009	69	COUNTRY INN & SUITES
2008	62	LA QUINTA INN & SUITES
2008	121	WOODSPRING SUITES
2008	79	SLEEP INN AND SUITES
2008	13	HIDDEN LAKES HUNTING RESORT
2007	50	BEST WESTERN INN
2007	72	HOLIDAY EXPRESS
2007	29	WHISPERING PINES CABINS (FMR R
2005	44	WINDSOR INN & SUITES (FMR SCOT
2003	65	COMFORT SUITES

Local Hotel Inventory Age



PRO FORMA: Applying the project derivation factor (118% Years III-V) to the quarterly local market REVPAR forecast results in the following progression:

PROJECT REVPAR PROJECTION

Year & Qtr	Local Market	Subject Hotel	Subj/Local Index	Annualized
201	39.99	38.79	97	
202	47.58	46.15	97	
203	46.98	45.57	97	
204	39.41	38.23	97	97
211	40.79	46.02	113	
212	48.53	54.76	113	
213	47.92	54.06	113	
214	40.99	46.25	113	113
221	42.43	50.11	118	
222	50.48	59.61	118	
223	49.85	58.86	118	
224	42.64	50.35	118	118
231	44.13	52.12	118	
232	52.51	62.01	118	
233	51.85	61.23	118	
234	44.35	52.38	118	118
241	45.91	54.21	118	
242	54.62	64.50	118	
243	53.93	63.68	118	
244	46.13	54.48	118	118
251	47.75	55.45	116	
252	56.81	65.97	116	
253	56.09	65.14	116	
254	47.98	55.72	116	116
261	49.67	56.71	114	
262	59.09	67.47	114	
263	58.35	66.62	114	
264	49.91	56.99	114	114
271	51.66	58.00	112	
272	61.46	69.01	112	
273	60.69	68.14	112	
274	51.41	57.72	112	112
281	53.21	58.74	110	
282	63.31	69.89	110	
283	62.51	69.01	110	
284	52.95	58.46	110	110
291	54.81	59.49	109	
292	65.21	70.78	109	
293	64.38	69.89	109	
294	54.41	59.06	109	109
301	56.31	60.11	107	
302	67.00	71.52	107	
303	66.15	70.61	107	
304	55.90	59.67	107	107
311	57.86	60.73	105	
312	68.84	72.26	105	
*CGR% measured from open date				

This REVPAR forecast is then extended to room revenues - multiplying REVPAR by the number of days in each quarter and by the number of rooms in the project - and to occupancy, estimated rate and to room-nights sold:

RESULTING PROJECTION: Sleep Inn / MainStay Suites

Year & Qtr	Resulting Room Revenues	Annual Basis	Estimated % Occ	ADR	Room Nights Sold	Annual Basis		
						RNS	% Occ	ADR
201	\$258,360		60.6	\$64.00	4037			
202	\$310,800		60.7	\$76.00	4089			
203	\$310,254		63.3	\$72.00	4309			
204	\$260,275	\$1,139,689	60.7	\$63.00	4131	16567	61.3%	\$68.79
211	\$306,509		68.8	\$66.88	4583			
212	\$368,721		68.9	\$79.42	4643			
213	\$368,073		71.9	\$75.24	4892			
214	\$314,864	\$1,358,166	70.3	\$65.84	4783	18900	70.0%	\$71.86
221	\$333,712		71.4	\$70.22	4752			
222	\$401,445		71.5	\$83.39	4814			
223	\$400,740		74.5	\$79.00	5073			
224	\$342,809	\$1,478,707	72.8	\$69.13	4959	19598	72.6%	\$75.45
231	\$347,110		70.7	\$73.74	4708			
232	\$417,563		70.8	\$87.56	4769			
233	\$416,829		73.8	\$82.95	5025			
234	\$356,572	\$1,538,074	72.2	\$72.58	4913	19414	71.9%	\$79.23
241	\$361,046		71.4	\$75.95	4754			
242	\$434,327		71.5	\$90.19	4816			
243	\$433,564		74.5	\$85.44	5074			
244	\$370,888	\$1,599,824	72.9	\$74.76	4961	19605	72.6%	\$81.60
251	\$369,269		71.6	\$77.47	4767			
252	\$444,220		71.7	\$91.99	4829			
253	\$443,439		74.7	\$87.15	5088			
254	\$379,336	\$1,636,264	73.1	\$76.26	4975	19659	72.8%	\$83.23
261	\$377,680		71.8	\$79.02	4780			
262	\$454,338		71.9	\$93.83	4842			
263	\$453,539		74.9	\$88.89	5102			
264	\$387,976	\$1,673,534	73.3	\$77.78	4988	19712	73.0%	\$84.90
271	\$386,283		72.0	\$80.60	4793			
272	\$464,686		72.1	\$95.71	4855			
273	\$463,870		75.1	\$90.67	5116			
274	\$392,942	\$1,707,781	72.8	\$79.34	4953	19717	73.0%	\$86.61
281	\$391,227		71.5	\$82.21	4759			
282	\$470,634		71.6	\$97.62	4821			
283	\$469,807		74.6	\$92.48	5080			
284	\$397,971	\$1,729,639	72.2	\$80.92	4918	19578	72.5%	\$88.35
291	\$396,234		71.0	\$83.85	4725			
292	\$476,658		71.1	\$99.57	4787			
293	\$475,820		74.1	\$94.33	5044			
294	\$402,086	\$1,750,798	71.6	\$82.54	4871	19428	71.9%	\$90.12
301	\$400,332		70.3	\$85.53	4681			
302	\$481,587		70.4	\$101.57	4742			
303	\$480,740		73.4	\$96.22	4996			

-CGR% measured from open date-

OPERATING COSTS¹²

Profitability and returns reflect the above revenue projections and the following other critical assumptions: operating costs per occupied room approximate Select & Limited Service hotels of similar size, rate, and occupancy and include appropriate fixed, semi-fixed and variable costs (*Host Almanac 2018: For the year 2017* by STR, and Source Strategies, Inc. data).

Estimates of operating costs take into account the lower costs of the West South Central region of the United States, which had an average Per Occupied Room Cost of \$55.23 (including royalties) in 2017 in Limited Service hotels - versus a national average of \$65.08 - or 84.9% of the U.S. average. The following cost comparisons have all been adjusted to reflect this 15.1% lower-cost environment that may be expected in operating a hotel in the West South Central (WSC) region.

Rooms only Operating Costs per Occupied Room (before Fixed Charges) are estimated as:

Operating Costs per Occupied Room

Year	Cost per Occupied Room	Room Nights Sold	Annual Operating Cost
Year I	\$36.65	16,567	\$607,165
Year II	\$37.13	18,900	\$701,813
Year III	\$38.24	19,598	\$749,436

- a) \$46.61 in the Host Almanac for Suburban hotels in 2017, adjusted to Southwest the WSC region of the USA. This POR cost translates to \$49.45 when inflated 3% annually to Year 2019 dollars.
- b) \$60.65 in the Host Almanac for Upper-Midscale hotels in 2017, adjusted to WSC USA. This POR cost translates to \$64.35 when inflated to Year 2019 dollars.
- c) \$46.99 in the Host Almanac for Interstate hotels in 2017, adjusted to WSC USA. This POR cost translates to \$49.85 when inflated to Year 2019 dollars.
- d) \$67.77 in the Host Almanac for Upscale hotels in 2017, adjusted to WSC USA. This translates to \$71.90, when inflated to Year 2019 dollars.
- e) \$31.58 in the Host Report for Midscale/Economy hotels, 2017 data, adjusted to WSC USA. This POR cost translates to \$33.50 when inflated to Year 2019 dollars.

12. The calculation of the statistic of Operating Costs Per Occupied Room (before fixed/capital costs are deducted) is typically the important cost to examine carefully because it is highly stable and predictable, regardless of occupancy and rate. Looking at costs on a percentage basis can be highly misleading because of the high variability in average room revenues.

- **Versus room revenues:** a necessary marketing expense of 7% in Year I and thereafter. Marketing includes reservation and advertising fees, sales expense, local advertising and the always important outdoor billboards. A 6% annual franchise fee was also charged for this project.

A reserve for renovations is taken and subtracted from projected cash flows annually; such renovation reserves amount to \$878,436 in the first ten years (\$11,871 per unit). Reserves insure that future revenue streams continue by maintaining product quality at high levels as required by the franchisor. Reserves are based on an extensive 2001 study, *CapEx*, by the International Society of Hospitality Consultants. The study shows that required reserves average 5.5% over a 20 year period. We have applied this reasonable 5.5% annual reserve annually for the first ten years.

- Total capital of \$5,034,000 is allocated for the development of the project. The estimated total turn-key cost (excluding land) of \$66,000 per unit is low-to-average, in our experience. Land has been given an estimated value of \$150,000. Should capital needs vary, then returns would change proportionately. The estimates of necessary capital include:

<u>Total Investment</u>	
Land Value	\$ 150,000
Improvements Budget	<u>\$ 4,884,000</u> @ \$66,000 per key ¹³
Total Investment	\$ 5,034,000

<PROFIT & LOSS STATEMENTS FOLLOW OVERLEAF>

13. SSI estimate of land and development costs.

Sleep Inn / MainStay Suites, Year I

Land Value: \$150,000 Starts 1/1/20 #Rooms: 74 Cost Per Key \$66,000

QUARTER:	First	Second	Third	Fourth	Year	
Roomnights Sold	4,037	4,089	4,309	4,131	16,567	
Roomnights Available	6,660	6,734	6,808	6,808	27,010	
Occupancy %	60.6%	60.7%	63.3%	60.7%	61.3%	
Average Rate	\$64.00	\$76.00	\$72.00	\$63.00	\$68.79	
REVPAR	\$38.79	\$46.15	\$45.57	\$38.23	\$42.20	
						% Revenues
Room Revenues	\$258,360	\$310,800	\$310,254	\$260,275	\$1,139,689	97.8%
Other Revenue	\$5,942	\$7,148	\$7,136	\$5,986	\$26,213	2.2%
Total Sales	\$264,303	\$317,948	\$317,389	\$266,261	\$1,165,902	100.0%
Operating Expense - Payroll						
Administration	\$18,501	\$22,256	\$22,217	\$18,638	\$81,613	7.0%
Housekeeping	\$12,111	\$12,268	\$12,927	\$12,394	\$49,700	4.3%
Laundry	\$8,074	\$8,179	\$8,618	\$8,263	\$33,134	2.8%
Front Desk	\$15,138	\$15,336	\$16,159	\$15,493	\$62,125	5.3%
Miscellaneous	\$2,643	\$3,179	\$3,174	\$2,663	\$11,659	1.0%
Taxes/Benefits	\$9,035	\$9,795	\$10,095	\$9,192	\$38,117	3.3%
Total Payroll	\$65,502	\$71,014	\$73,191	\$66,642	\$276,348	23.7%
Room Expense						
Linen & Laundry	\$5,046	\$5,112	\$5,386	\$5,164	\$20,708	1.8%
Comp. F & B	\$6,055	\$6,134	\$6,464	\$6,197	\$24,850	2.1%
Total Room	\$11,101	\$11,246	\$11,850	\$11,361	\$45,559	3.9%
Other Expense						
Phone Lines	\$8,074	\$8,179	\$8,618	\$8,263	\$33,134	2.8%
Electric/Utility	\$14,129	\$14,313	\$15,082	\$14,460	\$57,984	5.0%
Maintenance & Repair	\$3,965	\$4,769	\$4,761	\$3,994	\$17,489	1.5%
Total Other	\$26,167	\$27,261	\$28,461	\$26,716	\$108,606	9.3%
General & Administration						
Marketing & Advertising	\$18,085	\$21,756	\$21,718	\$18,219	\$79,778	6.8%
Franchise Fee	\$15,502	\$18,648	\$18,615	\$15,616	\$68,381	5.9%
Credit Card	\$6,459	\$7,770	\$7,756	\$6,507	\$28,492	2.4%
Tot Admin & Gen	\$40,046	\$48,174	\$48,089	\$40,343	\$176,652	15.2%
Total Op Expense	\$142,816	\$157,695	\$161,591	\$145,062	\$607,165	52.1%
Income Before Fixed	\$121,486	\$160,253	\$155,799	\$121,199	\$558,737	47.9%
Fixed Charges						
Insurance	\$5,286	\$6,359	\$6,348	\$5,325	\$23,318	2.0%
Property Tax	\$10,572	\$12,718	\$12,696	\$10,650	\$46,636	4.0%
Deprec SL 39 Yrs.	\$31,308	\$31,308	\$31,308	\$31,308	\$125,231	10.7%
Tot Capital Expense	\$47,166	\$50,385	\$50,351	\$47,283	\$195,185	16.7%
Income Before Tax & Fin	\$74,321	\$109,869	\$105,447	\$73,915	\$363,552	31.2%
Depreciation AddBack	\$31,308	\$31,308	\$31,308	\$31,308	\$125,231	10.7%
Renovation Reserve	-\$14,537	-\$17,487	-\$17,456	-\$14,644	-\$64,125	-5.5%
Cash Flow Before Tax & Fin	\$91,092	\$123,689	\$119,299	\$90,579	\$424,658	36.4%

Sleep Inn / MainStay Suites Years II-X

Year	2	3	4	5	6	7	8	9	10	CGR Yr 2-10
Roomnights Sold	18,900	19,598	19,414	19,605	19,659	19,712	19,717	19,578	19,428	1.9%
Roomnights Available	27,010	27,010	27,010	27,010	27,010	27,010	27,010	27,010	27,010	0.0%
Occupancy %	70.0%	72.6%	71.9%	72.6%	72.8%	73.0%	73.0%	72.5%	71.9%	1.8%
Average Rate*	\$71.86	\$75.45	\$79.23	\$81.60	\$83.23	\$84.90	\$86.61	\$88.35	\$90.12	3.0%
REVPAR	\$50.28	\$54.75	\$56.94	\$59.23	\$60.58	\$61.96	\$63.23	\$64.04	\$64.82	4.9%
Room Revenues	\$1,358,166	\$1,478,707	\$1,538,074	\$1,599,824	\$1,636,264	\$1,673,534	\$1,707,781	\$1,729,639	\$1,750,798	4.7%
Other Revenues	\$31,238	\$34,010	\$35,376	\$36,796	\$37,634	\$38,491	\$39,279	\$39,782	\$40,268	4.9%
Total Revenues	\$1,389,404	\$1,512,717	\$1,573,450	\$1,636,620	\$1,673,898	\$1,712,025	\$1,747,060	\$1,769,420	\$1,791,066	4.9%
Operating Expense - Payroll										
Administration	\$83,857	\$86,164	\$88,533	\$90,968	\$93,469	\$96,040	\$98,681	\$101,395	\$104,183	2.8%
Housekeeping	\$58,260	\$62,071	\$63,180	\$65,557	\$67,543	\$69,590	\$71,521	\$72,969	\$74,401	4.6%
Laundry	\$38,840	\$41,381	\$42,120	\$43,705	\$45,029	\$46,393	\$47,681	\$48,646	\$49,601	4.6%
Front Desk	\$72,825	\$77,589	\$78,975	\$81,946	\$84,429	\$86,987	\$89,401	\$91,211	\$93,001	4.6%
Miscellaneous	\$13,667	\$14,561	\$14,821	\$15,379	\$15,845	\$16,325	\$16,778	\$17,118	\$17,453	4.6%
Taxes/Benefits	\$42,792	\$45,083	\$46,021	\$47,609	\$49,010	\$50,454	\$51,850	\$53,014	\$54,182	4.0%
Total Payroll	\$310,241	\$326,849	\$333,650	\$345,163	\$355,326	\$365,788	\$375,912	\$384,353	\$392,822	4.0%
Room Expense										
Linen & Laundry	\$24,275	\$25,863	\$26,325	\$27,315	\$28,143	\$28,996	\$29,800	\$30,404	\$31,000	4.6%
Comp. F & B	\$29,130	\$31,036	\$31,590	\$32,779	\$33,772	\$34,795	\$35,761	\$36,485	\$37,201	4.6%
Total Room	\$53,405	\$56,899	\$57,915	\$60,094	\$61,915	\$63,791	\$65,561	\$66,888	\$68,201	4.6%
Other Expense										
Phone Lines	\$38,840	\$41,381	\$42,120	\$43,705	\$45,029	\$46,393	\$47,681	\$48,646	\$49,601	4.6%
Electric	\$67,970	\$72,417	\$73,710	\$76,483	\$78,800	\$81,188	\$83,441	\$85,131	\$86,801	4.6%
Repairs & Maint.	\$20,841	\$22,691	\$23,602	\$24,549	\$25,108	\$25,680	\$26,206	\$26,541	\$26,866	4.9%
Total Other	\$127,651	\$136,488	\$139,432	\$144,737	\$148,938	\$153,261	\$157,328	\$160,318	\$163,268	4.6%
General & Administration										
Marketing & Advert	\$95,072	\$103,509	\$107,665	\$111,988	\$114,538	\$117,147	\$119,545	\$121,075	\$122,556	4.9%
Franchise Fee	\$81,490	\$88,722	\$92,284	\$95,989	\$98,176	\$100,412	\$102,467	\$103,778	\$105,048	4.9%
Credit Card	\$33,954	\$36,968	\$38,452	\$39,996	\$40,907	\$41,838	\$42,695	\$43,241	\$43,770	4.9%
Total Admin & Gen	\$210,516	\$229,200	\$238,401	\$247,973	\$253,621	\$259,398	\$264,706	\$268,094	\$271,374	4.9%

Sleep Inn / MainStay Suites Years II-X

Year	2	3	4	5	6	7	8	9	10	CGR Yr 2-10
Roomnights Sold	18,900	19,598	19,414	19,605	19,659	19,712	19,717	19,578	19,428	1.9%
Roomnights Available	27,010	27,010	27,010	27,010	27,010	27,010	27,010	27,010	27,010	0.0%
Occupancy %	70.0%	72.6%	71.9%	72.6%	72.8%	73.0%	73.0%	72.5%	71.9%	1.8%
Average Rate*	\$71.86	\$75.45	\$79.23	\$81.60	\$83.23	\$84.90	\$86.61	\$88.35	\$90.12	3.0%
REVPAR	\$50.28	\$54.75	\$56.94	\$59.23	\$60.58	\$61.96	\$63.23	\$64.04	\$64.82	4.9%
Room Revenues	\$1,358,166	\$1,478,707	\$1,538,074	\$1,599,824	\$1,636,264	\$1,673,534	\$1,707,781	\$1,729,639	\$1,750,798	4.7%
Other Revenues	\$31,238	\$34,010	\$35,376	\$36,796	\$37,634	\$38,491	\$39,279	\$39,782	\$40,268	4.9%
Total Revenues	\$1,389,404	\$1,512,717	\$1,573,450	\$1,636,620	\$1,673,898	\$1,712,025	\$1,747,060	\$1,769,420	\$1,791,066	4.9%
Income Before Fixed Charges	\$687,591	\$763,281	\$804,051	\$838,653	\$854,099	\$869,787	\$883,553	\$889,767	\$895,402	5.4%
Fixed Charges										
Insurance	\$23,959	\$24,618	\$25,295	\$25,991	\$26,706	\$27,440	\$28,195	\$28,970	\$29,767	2.8%
Land Lease	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Property Tax	\$47,919	\$49,236	\$50,590	\$51,982	\$53,411	\$54,880	\$56,389	\$57,940	\$59,533	2.8%
Depr. SL 39 Yrs.	\$125,231	\$125,231	\$125,231	\$125,231	\$125,231	\$125,231	\$125,231	\$125,231	\$125,231	0.0%
Total Fixed Charges	\$197,109	\$199,085	\$201,116	\$203,203	\$205,347	\$207,551	\$209,814	\$212,140	\$214,530	1.1%
Income Before Tax & Financing	\$490,482	\$564,196	\$602,935	\$635,450	\$648,751	\$662,237	\$673,739	\$677,627	\$680,872	7.2%
Depr. AddBack	\$125,231	\$125,231	\$125,231	\$125,231	\$125,231	\$125,231	\$125,231	\$125,231	\$125,231	0.0%
Renovation Reserve	-\$76,417	-\$83,199	-\$86,540	-\$90,014	-\$92,064	-\$94,161	-\$96,088	-\$97,318	-\$98,509	4.9%
Cash Flow Bef Tax & Fin	\$539,296	\$606,227	\$641,626	\$670,666	\$681,918	\$693,306	\$702,881	\$705,539	\$707,594	5.8%



December 14, 2018

OPINION

This report is based on independent opinion, surveys and research from sources considered reliable. No representation is made as to accuracy or completeness and no contingent liability of any kind can be accepted.

The study projections are dependent on the developer building and operating a *Sleep Inn / MainStay Suites*, including certain amenities, and spending the appropriate operating funds necessary to generate projected revenues, most especially budgeted funds for aforementioned amenities and for marketing, including a listing in the *American Automobile Association Texas Tourbook*.

It is our opinion that this report fairly and conservatively represents the room revenues, profitability and return on investment performance that can be achieved by developing and operating an 74 unit *Sleep Inn / MainStay Suites* at the aforementioned site in Mineola, Texas.

Please contact us with any questions at (210) 734-3434.

Respectfully submitted,

A handwritten signature in black ink that reads "Todd Walker".

Todd Walker,
President

A handwritten signature in black ink that reads "Bruce H. Walker".

Bruce H. Walker,
Chairman

Addendum: Project as a Holiday Inn Express & Suites

Total Investment

Land Value	\$ 150,000
Improvements Budget	\$ 8,400,000 @ \$105,000 per key ¹⁴
Total Investment	\$ 8,550,000

Pre-Tax Project Return	12.80% ¹⁵
Pre-Tax Return on Equity	31.70% ¹⁶

This study incorporates the recent fluctuations in the Texas hotel market, the rebound from the 2008 national recession, and the continued impact of the Permian Basin and the Eagle Ford Shale Oil and Gas developments. In our Market section, we highlight the historical hotel performance in Texas, noting the effect of past recessions. Consequently, our market projections consider how the lodging industry reacts in times of economic downturn and in normal times. See the Market section for further details.

With a January 2020 opening, cash flow market projections for the subject hotel before taxes and after renovation reserves, should be available for debt service, income tax and dividends as follows:

Project Summary

	Occupancy Percent	Average \$ Rate*	\$ REVPAR	Total Revenue	Cash Flow**
Year I	62.1%	\$85.15	\$52.90	\$1,583,160	\$657,258
Year II	70.9%	\$88.95	\$63.04	\$1,886,650	\$826,843
Year III	73.5%	\$93.40	\$68.63	\$2,054,096	\$923,927
Year IV	72.8%	\$98.07	\$71.39	\$2,136,563	\$973,807
Year V	73.5%	\$101.01	\$74.25	\$2,222,341	\$1,017,100
Year VI	73.7%	\$103.03	\$75.94	\$2,272,960	\$1,035,597
Year VII	73.9%	\$105.09	\$77.67	\$2,324,732	\$1,054,378
Year VIII	73.9%	\$107.21	\$79.26	\$2,372,306	\$1,070,493
Year IX	73.4%	\$109.35	\$80.28	\$2,402,669	\$1,076,447
Year X	72.8%	\$111.54	\$81.26	\$2,432,061	\$12,618,096 ***

*Year I ADR equates to approximately \$83 in current market dollars. **Before Income Tax & Financing expense, but reflecting \$1,192,815 in reserves for capital expenditures/property renovation (\$14,910 per unit). ***Assumes valuing property at Year 10 cash flow at a 9% return-to-buyer, less 4% expense of sale, plus year 10 cash flow.

14. SSI estimate of land and development costs.

15. After reserve for on-going renovations and management fee.

16. Assuming 25% equity and 75% debt at a 6.5% pre-tax debt cost; calculated weighted average.

Holiday Inn Express Hotel & Suites Years II-X

Land Value: \$150,000 Starts 1/1/20 #Rooms: 80 Cost Per Key \$105,000

QUARTER:	First	Second	Third	Fourth	Year	
Roomnights Sold	4,323	4,680	4,672	4,465	18,140	
Roomnights Available	7,200	7,280	7,360	7,360	29,200	
Occupancy %	60.0%	64.3%	63.5%	60.7%	62.1%	
Average Rate	\$81.00	\$90.00	\$90.00	\$79.00	\$85.15	
REVPAR	\$48.63	\$57.86	\$57.13	\$47.93	\$52.90	
						% Revenues
Room Revenues	\$350,139	\$421,207	\$420,467	\$352,734	\$1,544,546	97.6%
Other Revenue	\$8,753	\$10,530	\$10,512	\$8,818	\$38,614	2.4%
Total Sales	\$358,893	\$431,737	\$430,978	\$361,552	\$1,583,160	100.0%
Operating Expense - Payroll						
Administration	\$25,122	\$30,222	\$30,168	\$25,309	\$110,821	7.0%
Housekeeping	\$12,968	\$14,040	\$14,016	\$13,395	\$54,419	3.4%
Laundry	\$8,645	\$9,360	\$9,344	\$8,930	\$36,279	2.3%
Front Desk	\$16,210	\$17,550	\$17,519	\$16,744	\$68,024	4.3%
Miscellaneous	\$3,589	\$4,317	\$4,310	\$3,616	\$15,832	1.0%
Taxes/Benefits	\$10,646	\$12,078	\$12,057	\$10,879	\$45,660	2.9%
Total Payroll	\$77,181	\$87,568	\$87,414	\$78,872	\$331,034	20.9%
Room Expense						
Linen & Laundry	\$5,403	\$5,850	\$5,840	\$5,581	\$22,675	1.4%
Comp. F & B	\$6,484	\$7,020	\$7,008	\$6,697	\$27,209	1.7%
Total Room	\$11,887	\$12,870	\$12,848	\$12,279	\$49,884	3.2%
Other Expense						
Phone Lines	\$8,645	\$9,360	\$9,344	\$8,930	\$36,279	2.3%
Electric/Utility	\$15,129	\$16,380	\$16,351	\$15,627	\$63,489	4.0%
Maintenance & Repair	\$5,383	\$6,476	\$6,465	\$5,423	\$23,747	1.5%
Total Other	\$29,158	\$32,216	\$32,160	\$29,981	\$123,515	7.8%
General & Administration						
Marketing & Advertising	\$24,510	\$29,484	\$29,433	\$24,691	\$108,118	6.8%
Franchise Fee	\$21,008	\$25,272	\$25,228	\$21,164	\$92,673	5.9%
Credit Card	\$8,753	\$10,530	\$10,512	\$8,818	\$38,614	2.4%
Tot Admin & Gen	\$54,272	\$65,287	\$65,172	\$54,674	\$239,405	15.1%
Total Op Expense	\$172,498	\$197,942	\$197,594	\$175,805	\$743,838	47.0%
Gross Operating Profit	\$186,395	\$233,795	\$233,384	\$185,747	\$839,322	53.0%
Management Fee	\$0	\$0	\$0	\$0	\$0	0.0%
Income Before Fixed	\$186,395	\$233,795	\$233,384	\$185,747	\$839,322	53.0%
Fixed Charges						
Insurance	\$7,178	\$8,635	\$8,620	\$7,231	\$31,663	2.0%
Property Tax	\$14,356	\$17,269	\$17,239	\$14,462	\$63,326	4.0%
Deprec SL 39 Yrs.	\$53,846	\$53,846	\$53,846	\$53,846	\$215,385	13.6%
Tot Capital Expense	\$75,380	\$79,750	\$79,705	\$75,539	\$310,374	19.6%
Income Before Tax & Fin	\$111,015	\$154,045	\$153,680	\$110,208	\$528,947	33.4%
Depreciation AddBack	\$53,846	\$53,846	\$53,846	\$53,846	\$215,385	13.6%
Renovation Reserve	-\$19,739	-\$23,746	-\$23,704	-\$19,885	-\$87,074	-5.5%
Cash Flow Before Tax & Fin	\$145,122	\$184,145	\$183,822	\$144,169	\$657,258	41.5%

Holiday Inn Express Hotel & Suites Years II-X

Land Value: \$150,000

Starts 1/1/20

#Rooms: 80

Cost Per Key \$105,000

Year	2	3	4	5	6	7	8	9	10	CGR Yr 2-10
Roomnights Sold	20,693	21,457	21,256	21,465	21,524	21,582	21,588	21,436	21,272	1.9%
Roomnights Available	29,200	29,200	29,200	29,200	29,200	29,200	29,200	29,200	29,200	0.0%
Occupancy %	70.9%	73.5%	72.8%	73.5%	73.7%	73.9%	73.9%	73.4%	72.8%	1.8%
Average Rate*	\$88.95	\$93.40	\$98.07	\$101.01	\$103.03	\$105.09	\$107.21	\$109.35	\$111.54	3.0%
REVPAR	\$63.04	\$68.63	\$71.39	\$74.25	\$75.94	\$77.67	\$79.26	\$80.28	\$81.26	4.9%
Room Revenues	\$1,840,634	\$2,003,996	\$2,084,452	\$2,168,138	\$2,217,522	\$2,268,031	\$2,314,444	\$2,344,067	\$2,372,743	4.7%
Other Revenues	\$46,016	\$50,100	\$52,111	\$54,203	\$55,438	\$56,701	\$57,861	\$58,602	\$59,319	4.9%
Total Revenues	\$1,886,650	\$2,054,096	\$2,136,563	\$2,222,341	\$2,272,960	\$2,324,732	\$2,372,306	\$2,402,669	\$2,432,061	4.9%
Operating Expense - Payroll										
Administration	\$113,869	\$117,000	\$120,218	\$123,524	\$126,921	\$130,411	\$133,997	\$137,682	\$141,468	2.8%
Housekeeping	\$63,787	\$67,960	\$69,174	\$71,776	\$73,951	\$76,192	\$78,309	\$79,894	\$81,463	4.6%
Laundry	\$42,525	\$45,307	\$46,116	\$47,851	\$49,301	\$50,794	\$52,206	\$53,263	\$54,308	4.6%
Front Desk	\$79,734	\$84,950	\$86,467	\$89,721	\$92,439	\$95,240	\$97,886	\$99,868	\$101,828	4.6%
Miscellaneous	\$18,557	\$19,771	\$20,124	\$20,881	\$21,514	\$22,166	\$22,782	\$23,243	\$23,699	4.6%
Taxes/Benefits	\$50,955	\$53,598	\$54,736	\$56,600	\$58,260	\$59,968	\$61,629	\$63,032	\$64,443	3.9%
Total Payroll	\$369,427	\$388,587	\$396,835	\$410,353	\$422,385	\$434,771	\$446,808	\$456,982	\$467,210	3.9%
Room Expense										
Linen & Laundry	\$26,578	\$28,317	\$28,822	\$29,907	\$30,813	\$31,747	\$32,629	\$33,289	\$33,943	4.6%
Comp. F & B	\$31,894	\$33,980	\$34,587	\$35,888	\$36,976	\$38,096	\$39,154	\$39,947	\$40,731	4.6%
Total Room	\$58,472	\$62,297	\$63,409	\$65,795	\$67,789	\$69,842	\$71,783	\$73,236	\$74,674	4.6%
Other Expense										
Phone Lines	\$42,525	\$45,307	\$46,116	\$47,851	\$49,301	\$50,794	\$52,206	\$53,263	\$54,308	4.6%
Electric	\$74,418	\$79,287	\$80,703	\$83,739	\$86,276	\$88,890	\$91,360	\$93,210	\$95,040	4.6%
Repairs & Maint.	\$28,300	\$30,811	\$32,048	\$33,335	\$34,094	\$34,871	\$35,585	\$36,040	\$36,481	4.9%
Total Other	\$145,243	\$155,405	\$158,867	\$164,925	\$169,671	\$174,556	\$179,151	\$182,513	\$185,829	4.6%
General & Administration										
Marketing & Advert	\$128,844	\$140,280	\$145,912	\$151,770	\$155,227	\$158,762	\$162,011	\$164,085	\$166,092	4.9%
Franchise Fee	\$110,438	\$120,240	\$125,067	\$130,088	\$133,051	\$136,082	\$138,867	\$140,644	\$142,365	4.9%
Credit Card	\$46,016	\$50,100	\$52,111	\$54,203	\$55,438	\$56,701	\$57,861	\$58,602	\$59,319	4.9%
Total Admin & Gen	\$285,298	\$310,619	\$323,090	\$336,061	\$343,716	\$351,545	\$358,739	\$363,330	\$367,775	4.9%
Total Oper Expense	\$858,439	\$916,908	\$942,202	\$977,135	\$1,003,561	\$1,030,714	\$1,056,481	\$1,076,061	\$1,095,488	4.4%
Gross Op Profit	\$1,028,211	\$1,137,188	\$1,194,361	\$1,245,206	\$1,269,399	\$1,294,019	\$1,315,825	\$1,326,607	\$1,336,573	5.3%

Holiday Inn Express Hotel & Suites Years II-X

Land Value: \$150,000

Starts 1/1/20

#Rooms: 80

Cost Per Key \$105,000

Year	2	3	4	5	6	7	8	9	10	CGR Yr 2-10
Roomnights Sold	20,693	21,457	21,256	21,465	21,524	21,582	21,588	21,436	21,272	1.9%
Roomnights Available	29,200	29,200	29,200	29,200	29,200	29,200	29,200	29,200	29,200	0.0%
Occupancy %	70.9%	73.5%	72.8%	73.5%	73.7%	73.9%	73.9%	73.4%	72.8%	1.8%
Average Rate*	\$88.95	\$93.40	\$98.07	\$101.01	\$103.03	\$105.09	\$107.21	\$109.35	\$111.54	3.0%
REVPAR	\$63.04	\$68.63	\$71.39	\$74.25	\$75.94	\$77.67	\$79.26	\$80.28	\$81.26	4.9%
Room Revenues	\$1,840,634	\$2,003,996	\$2,084,452	\$2,168,138	\$2,217,522	\$2,268,031	\$2,314,444	\$2,344,067	\$2,372,743	4.7%
Other Revenues	\$46,016	\$50,100	\$52,111	\$54,203	\$55,438	\$56,701	\$57,861	\$58,602	\$59,319	4.9%
Total Revenues	\$1,886,650	\$2,054,096	\$2,136,563	\$2,222,341	\$2,272,960	\$2,324,732	\$2,372,306	\$2,402,669	\$2,432,061	4.9%
Income Before Fixed Charges	\$1,028,211	\$1,137,188	\$1,194,361	\$1,245,206	\$1,269,399	\$1,294,019	\$1,315,825	\$1,326,607	\$1,336,573	5.3%
Fixed Charges										
Insurance	\$32,534	\$33,429	\$34,348	\$35,292	\$36,263	\$37,260	\$38,285	\$39,338	\$40,420	2.8%
Land Lease	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Property Tax	\$65,068	\$66,857	\$68,696	\$70,585	\$72,526	\$74,520	\$76,570	\$78,675	\$80,839	2.8%
Depr. SL 39 Yrs.	\$215,385	\$215,385	\$215,385	\$215,385	\$215,385	\$215,385	\$215,385	\$215,385	\$215,385	0.0%
Total Fixed Charges	\$312,986	\$315,670	\$318,428	\$321,262	\$324,174	\$327,165	\$330,239	\$333,398	\$336,643	0.9%
Income Before Tax & Financing	\$715,224	\$821,517	\$875,933	\$923,944	\$945,225	\$966,853	\$985,585	\$993,209	\$999,930	7.3%
Depr. AddBack	\$215,385	\$215,385	\$215,385	\$215,385	\$215,385	\$215,385	\$215,385	\$215,385	\$215,385	0.0%
Renovation Reserve	-\$103,766	-\$112,975	-\$117,511	-\$122,229	-\$125,013	-\$127,860	-\$130,477	-\$132,147	-\$133,763	4.9%
Cash Flow Bef Tax & Fin	\$826,843	\$923,927	\$973,807	\$1,017,100	\$1,035,597	\$1,054,378	\$1,070,493	\$1,076,447	\$1,081,551	5.7%

EXHIBITS:

- I Greater Mineola Area, Aggregated Basis
- II Local Market History: By Segment and Brand, Past Five Years, Annual Basis
- III Individual Hotel/Motel Histories Local Market
- IV Non-Metro Areas of Texas Excluding Most Metros, and the Luxury & Upscale Segments, & Products Over \$150 per Night
- V The Case For Downsizing Hotels
- VI Start-up Performance of New Hotels
- VII CAPEX Study of Capital Expenditures
- VIII Preparer Qualifications and Client List
- IX Source Strategies Database Methodology
- X Hotel Brand Report Newsletter (separate file)

HOTEL MARKET: WOOD & SURROUNDING COUNTIES							
YRQ	# Hotels Motels	# Rooms	Rnights sold 1 (000s)	\$ Rooms Revenues (000 s)	% OCC2	\$ Rate3	\$ RPAR4
083	70	3,517	209.5	14,862	64.8	70.94	45.93
084	66	3,541	178.8	11,897	54.9	66.53	36.52
*TOTAL 2008			388.3	26,758	59.8	68.91	41.21
091	70	3,712	183.3	12,131	54.9	66.17	36.31
092	72	3,771	194.3	13,875	56.6	71.40	40.43
093	69	3,802	182.1	12,055	52.1	66.19	34.46
094	68	3,867	173.4	10,749	48.7	61.98	30.21
*TOTAL 2009			733.2	48,810	53.0	66.57	35.30
101	71	3,996	174.5	11,175	48.5	64.04	31.07
102	77	4,077	192.6	13,478	51.9	69.99	36.33
103	72	4,157	191.0	13,080	49.9	68.49	34.20
104	70	4,059	187.4	12,052	50.2	64.30	32.27
*TOTAL 2010			745.5	49,785	50.1	66.78	33.49
111	70	4,117	182.8	11,760	49.3	64.32	31.74
112	74	4,193	207.6	15,064	54.4	72.56	39.48
113	68	4,123	202.6	13,868	53.4	68.46	36.56
114	64	4,009	186.8	12,087	50.6	64.71	32.77
*TOTAL 2011			779.8	52,778	52.0	67.68	35.18
121	65	3,909	185.8	12,624	52.8	67.94	35.88
122	71	4,083	213.1	14,818	57.3	69.55	39.88
123	65	3,906	201.5	14,148	56.1	70.21	39.37
124	62	3,856	196.2	13,080	55.3	66.66	36.87
*TOTAL 2012			796.6	54,670	55.4	68.63	38.03
131	63	3,873	194.3	13,249	55.7	68.19	38.01
132	68	3,905	218.4	15,844	61.5	72.55	44.59
133	65	3,891	203.4	14,622	56.8	71.88	40.85
134	60	3,744	194.5	13,145	56.5	67.59	38.16
*TOTAL 2013			810.6	56,860	57.6	70.15	40.43
141	62	3,822	193.2	13,170	56.2	68.16	38.29
142	66	3,876	225.4	17,098	63.9	75.87	48.48
143	64	3,790	208.5	15,789	59.8	75.71	45.28
144	62	3,851	207.9	14,722	58.7	70.81	41.55
*TOTAL 2014			835.1	60,780	59.7	72.79	43.42
151	67	4,128	221.1	15,987	59.5	72.31	43.03
152	69	4,138	229.1	18,218	60.8	79.52	48.38
153	66	4,093	212.6	16,526	56.5	77.74	43.89
154	64	4,138	204.2	14,781	53.6	72.39	38.83
*TOTAL 2015			866.9	65,512	57.6	75.57	43.52

HOTEL MARKET: WOOD & SURROUNDING COUNTIES

YRQ	# Hotels Motels	# Rooms	Rnights sold 1 (000s)	\$ Rooms Revenues (000 s)	% OCC2	\$ Rate3	\$ RPAR4
---	-----	-----	-----	-----	-----	-----	-----
161	65	4,175	203.2	13,750	54.1	67.67	36.59
162	69	4,238	228.5	17,401	59.2	76.16	45.12
163	67	4,208	221.1	17,133	57.1	77.49	44.26
164	68	4,303	207.6	14,834	52.4	71.46	37.47
*TOTAL 2016			860.4	63,118	55.7	73.36	40.87
171	68	4,354	212.0	14,403	54.1	67.95	36.76
172	73	4,450	238.9	18,438	59.0	77.18	45.53
173	69	4,412	224.8	17,231	55.4	76.63	42.45
174	67	4,345	206.3	14,410	51.6	69.86	36.05
*TOTAL 2017			882.0	64,483	55.0	73.11	40.24
181	67	4,307	215.9	14,463	55.7	67.00	37.31
182	75	4,605	244.1	18,605	58.2	76.22	44.40
183	71	4,396	231.7	17,729	57.3	76.52	43.84
*TOTAL 2018			691.6	50,798	57.1	73.44	41.94
*TOTAL			8,390.0	594,352	55.5	70.84	39.29

1. Roomnights sold (derived from est. rate and actual room revenues)
2. Occupancy: nights sold divided by nights available for sale(x 100)
3. Average price for each roomnight sold;from Directories and surveys
4. \$ Revenue per available room per day (room sales per day)

PERIOD: TWELVE MONTHS ENDING SEPT 30, 2018
HOTEL MARKET: WOOD & SURROUNDING COUNTIES

BRAND	# *	EST.		EST.		EST.		EST.		
	HTL	RMS 000S	% RMS	RNS 000S	% RNS	\$ AMT. 000S	% AMT	% OCC	\$ RATE	\$ RPAR
BEST WEST MINEOLA	.1	1.1	11	1.2	855	1.3	57.9	80.94	46.86	
COMFORT STES LINDAL	.1	1.5	15	1.7	1,437	2.2	64.0	94.55	60.55	
FAIRFIELD VAN	.1	1.7	18	2.0	1,422	2.2	65.6	79.18	51.94	
HAMPTON LINDALE	.1	1.4	15	1.7	1,657	2.5	66.9	109.45	73.24	
TOTAL ABOVE	.3	5.7	59	6.6	5,371	8.2	64.0	91.25	58.39	
BEST WESTERN EMORY	.1	1.1	10	1.2	707	1.1	56.6	68.38	38.71	
AIRBB	1	.0	.1	.1	191	.3	39.2	281.53	110.33	
HOMEWOOD	1	.1	2.6	27	3.0	3,142	4.8	64.5	118.15	76.17
RESIDENCE	1	.1	2.7	29	3.2	3,281	5.0	66.2	114.18	75.54
STAYBRIDG	1	.1	1.9	22	2.5	1,954	3.0	70.4	88.41	62.24
TOT SUITES	4	.3	7.3	78	8.7	8,567	13.1	66.3	109.69	72.73
COURTYARD	1	.1	2.7	26	2.8	2,450	3.8	57.9	95.76	55.48
HILT GARD	1	.1	2.8	28	3.1	3,636	5.6	61.8	129.02	79.69
HOLID INN	1	.2	4.1	39	4.3	3,149	4.8	57.8	81.51	47.14
TOT MID/UPS	3	.4	9.7	92	10.3	9,235	14.2	59.0	99.95	58.98
CANDLWOOD	1	.1	1.5	12	1.4	630	1.0	52.7	51.16	26.98
COMFO STE	1	.1	1.5	13	1.5	1,092	1.7	56.9	80.93	46.02
HAWTHORN	1	.1	2.9	30	3.3	1,333	2.0	63.8	44.73	28.53
TOT MIN STE	3	.3	5.8	56	6.2	3,055	4.7	59.3	54.94	32.57
BEST WEST	3	.2	4.5	44	4.9	3,058	4.7	60.8	69.54	42.31
CNTRY INN	1	.1	1.6	12	1.3	710	1.1	46.8	60.28	28.21
FAIRFIELD	1	.1	1.5	15	1.6	1,363	2.1	62.9	92.81	58.37
HAMPTON	2	.2	4.0	42	4.6	4,658	7.1	64.5	111.71	72.11
HOLID EXP	3	.2	5.1	48	5.4	4,313	6.6	58.0	89.70	52.06
LA QUINTA	4	.3	7.5	69	7.7	4,934	7.6	57.5	71.25	40.96
SLEEP INN	1	.1	1.8	17	1.9	1,147	1.8	59.6	66.69	39.77
TOT LTD SVE	15	1.1	25.9	247	27.5	20,184	31.0	59.1	81.83	48.34
WOODSPRNG	1	.1	2.7	29	3.2	1,232	1.9	64.8	43.06	27.89
BAYMONT	1	.0	1.0	8	.8	357	.5	46.8	47.53	22.24
BST VALUE	2	.1	3.4	22	2.4	621	1.0	40.0	28.39	11.35
DAYS INN	2	.1	2.7	17	1.9	980	1.5	39.9	56.02	22.38
ECONOLODG	1	.0	.8	5	.6	174	.3	39.6	33.38	13.21
MOTEL 6	3	.2	3.9	32	3.6	1,518	2.3	51.2	46.96	24.05
QUALITY	2	.2	3.7	18	2.0	870	1.3	29.5	49.05	14.47
SUPER 8	3	.2	4.7	38	4.2	1,717	2.6	50.2	45.00	22.61
OTHER BUD	1	.1	1.8	16	1.8	708	1.1	54.3	44.66	24.23
TOT BUDGET	15	1.0	22.1	156	17.4	6,946	10.7	43.8	44.47	19.50
TOT CHAINS	45	3.6	80.5	727	80.9	55,296	84.8	56.1	76.09	42.66
INDEPENDENTS										
\$100+ ADR	3	.0	.7	6	.6	965	1.5	50.2	171.30	86.06
\$60-99ADR	8	.2	5.4	42	4.7	3,525	5.4	48.3	83.48	40.31
LT \$60ADR	14	.6	13.4	123	13.7	5,421	8.3	57.1	44.01	25.11
TOT INDEP	25	.9	19.5	171	19.1	9,912	15.2	54.4	57.95	31.51
TOT MARKET	70	4.4	100.0	898	100.0	65,208	100	55.7	72.63	40.81

* All figures annualized. Includes taxed and est non-tax room revenues. Independents are categorized by price: \$100+, \$60-99.99, and under \$60)

PERIOD: TWELVE MONTHS ENDING SEPT 30, 2017
HOTEL MARKET: WOOD & SURROUNDING COUNTIES

BRAND	#*	#*	EST.		\$		EST.		EST.	\$
	HTL	RMS	%	RNS	%	AMT.	%	EST.	\$	RPAR
	000S	000S	000S	000S	RNS	000S	AMT	%OCC	RATE	
CHAINS										
BEST WEST	1	.1	1.1	10	1.2	881	1.4	57.2	84.48	48.29
COMFO STE	1	.1	1.5	15	1.7	1,472	2.3	63.6	97.61	62.04
FAIRFIELD	1	.0	.5	5	.6	422	.7	66.3	81.81	54.20
HAMPTON	1	.1	1.4	15	1.7	1,735	2.7	66.7	114.90	76.65
TOT NEARBY	4	.2	4.5	46	5.2	4,510	6.9	63.2	98.54	62.29
BEST WEST	1	.1	1.1	10	1.2	704	1.1	56.3	68.54	38.59
HOMEWOOD	1	.1	2.3	23	2.6	2,610	4.0	62.8	113.65	71.41
RESIDENCE	1	.1	2.7	27	3.1	3,106	4.8	63.3	113.03	71.51
STAYBRIDG	1	.1	2.0	20	2.2	2,039	3.1	62.5	103.97	64.96
TOT SUITES	3	.3	7.0	70	7.9	7,755	11.9	62.9	110.70	69.63
COURTYARD	1	.1	2.8	26	2.9	2,747	4.2	58.6	106.12	62.19
HILT GARD	1	.1	2.9	27	3.0	3,881	6.0	58.9	144.55	85.07
HOLID INN	1	.2	4.2	38	4.3	3,249	5.0	57.5	84.62	48.64
TOT MID/UPS	3	.4	9.8	91	10.3	9,877	15.2	58.2	108.38	63.08
CANDLWOOD	1	.1	1.5	13	1.5	737	1.1	56.2	56.09	31.54
COMFO STE	1	.1	1.5	14	1.5	1,184	1.8	57.4	86.94	49.90
HAWTHORN	1	.1	2.9	25	2.8	1,110	1.7	53.8	44.14	23.77
TOT MIN STE	3	.3	5.9	52	5.9	3,031	4.7	55.3	58.39	32.31
BEST WEST	3	.2	4.5	43	4.9	3,335	5.1	59.6	77.44	46.15
CNTRY INN	1	.1	1.6	13	1.5	866	1.3	51.2	67.08	34.38
FAIRFIELD	1	.1	1.5	14	1.6	1,423	2.2	59.7	102.02	60.93
HAMPTON	2	.2	4.0	41	4.7	4,559	7.0	63.7	110.76	70.56
HOLID EXP	3	.2	5.2	48	5.5	4,432	6.8	58.2	91.95	53.49
LA QUINTA	4	.3	7.5	70	7.9	4,892	7.5	57.9	70.10	40.61
SLEEP INN	1	.1	1.8	15	1.7	1,068	1.6	53.6	69.15	37.04
TOT LTD SVE	15	1.1	26.1	245	27.7	20,574	31.7	58.6	84.14	49.27
WOODSPRNG	1	.1	2.8	27	3.1	1,060	1.6	61.7	38.89	24.00
BAYMONT	1	.0	1.0	9	1.1	450	.7	59.0	47.53	28.04
BST VALUE	2	.1	3.2	21	2.3	559	.9	40.2	27.17	10.94
DAYS INN	2	.1	2.7	21	2.4	1,398	2.2	47.8	66.71	31.92
MOTEL 6	2	.1	2.1	18	2.1	1,020	1.6	54.8	55.36	30.36
QUALITY	2	.2	4.6	31	3.5	1,346	2.1	42.3	43.60	18.44
SUPER 8	3	.2	4.7	38	4.3	1,714	2.6	49.9	45.26	22.58
OTHER BUD	1	.1	1.8	15	1.7	669	1.0	50.9	45.01	22.91
TOT BUDGET	13	.9	20.2	153	17.3	7,157	11.0	47.4	46.76	22.18
TOT CHAINS	43	3.4	77.4	694	78.6	54,669	84.2	56.1	78.78	44.20
INDEPENDENTS										
\$100+ ADR	2	.0	.6	5	.6	1,088	1.7	54.1	216.23	117.00
\$60-99ADR	7	.2	4.7	36	4.1	2,961	4.6	47.8	82.63	39.48
LT \$60ADR	17	.8	17.4	148	16.8	6,188	9.5	53.5	41.71	22.30
TOT INDEP	27	1.0	22.6	189	21.4	10,238	15.8	52.3	54.10	28.30
TOT MARKET	69	4.4	100.0	883	100.0	64,906	100	55.2	73.49	40.60

* All figures annualized. Includes taxed and est non-tax room revenues. Independents are categorized by price: \$100+, \$60-99.99, and under \$60)

PERIOD: TWELVE MONTHS ENDING SEPT 30, 2016
HOTEL MARKET: WOOD & SURROUNDING COUNTIES

BRAND	#* HTL	* RMS 000S	% RMS	EST. RNS 000S	% RNS	\$ AMT. 000S	% AMT	EST. %OCC	EST. \$ RATE	\$ RPAR
CHAINS										
BEST WEST	1	.1	1.2	10	1.2	840	1.3	54.1	85.07	46.01
COMFO STE	1	.1	1.6	14	1.7	1,389	2.2	60.9	96.12	58.56
HAMPTON	1	.1	1.5	15	1.8	1,769	2.8	66.4	117.66	78.16
TOT NEARBY	3	.2	4.2	39	4.6	3,998	6.3	60.9	101.58	61.88
BEST WEST	1	.1	1.2	9	1.0	566	.9	48.3	64.25	31.04
RESIDENCE	1	.1	2.8	29	3.4	3,241	5.1	66.7	111.93	74.61
STAYBRIDG	1	.1	2.1	18	2.1	2,104	3.3	57.7	116.18	67.04
TOT SUITES	2	.2	4.9	47	5.5	5,345	8.5	62.9	113.56	71.44
COURTYARD	1	.1	2.9	28	3.3	3,094	4.9	63.3	110.73	70.07
HILT GARD	1	.1	3.0	30	3.5	4,514	7.2	65.4	151.33	98.94
HOLID INN	1	.2	4.4	38	4.5	3,206	5.1	57.4	83.67	48.00
TOT MID/UPS	3	.4	10.2	96	11.2	10,815	17.1	61.4	112.54	69.07
CANDLWOOD	1	.1	1.5	15	1.7	821	1.3	62.6	56.17	35.16
COMFO STE	1	.1	1.6	14	1.7	1,293	2.1	60.5	90.08	54.50
HAWTHORN	1	.1	3.1	29	3.3	1,510	2.4	61.0	52.97	32.32
TOT MIN STE	3	.3	6.1	57	6.7	3,624	5.7	61.3	63.05	38.64
BEST WEST	3	.2	4.7	42	5.0	3,145	5.0	58.8	74.02	43.52
CNTRY INN	1	.1	1.6	13	1.5	984	1.6	51.2	76.37	39.08
FAIRFIELD	1	.1	1.5	15	1.7	1,374	2.2	62.5	94.12	58.80
HAMPTON	3	.2	6.0	54	6.3	5,295	8.4	58.8	98.86	58.09
HOLID EXP	3	.2	5.4	48	5.6	4,434	7.0	58.1	92.08	53.51
LA QUINTA	4	.3	7.9	70	8.2	5,031	8.0	58.1	71.95	41.77
SLEEP INN	1	.1	1.9	16	1.9	1,169	1.9	55.9	72.52	40.53
TOT LTD SVE	16	1.2	29.0	258	30.1	21,431	34.0	58.0	83.16	48.26
WOODSPRNG	1	.1	2.9	26	3.0	949	1.5	58.8	36.56	21.49
BAYMONT	1	.0	1.1	9	1.0	380	.6	53.1	44.53	23.67
BST VALUE	2	.1	3.3	25	2.9	724	1.1	48.9	28.97	14.17
DAYS INN	1	.0	1.0	8	.9	419	.7	49.2	54.30	26.73
MOTEL 6	2	.1	2.2	21	2.4	1,006	1.6	61.9	48.44	29.97
QUALITY	2	.2	4.8	34	4.0	1,416	2.2	46.4	41.79	19.39
SUPER 8	3	.2	5.0	38	4.5	1,864	3.0	50.4	48.73	24.55
OTHER BUD	1	.1	1.8	15	1.8	804	1.3	55.2	53.20	29.38
TOT BUDGET	12	.8	19.1	149	17.4	6,613	10.5	51.0	44.31	22.59
TOT CHAINS	41	3.3	77.8	682	79.6	53,342	84.6	57.3	78.24	44.86
INDEPENDENTS										
\$100+ ADR	3	.0	.7	5	.6	1,122	1.8	51.7	208.71	107.84
\$60-99ADR	8	.2	5.5	40	4.7	3,292	5.2	48.4	81.53	39.48
LT \$60ADR	15	.7	16.1	129	15.1	5,309	8.4	52.5	41.05	21.55
TOT INDEP	25	.9	22.2	175	20.4	9,724	15.4	51.5	55.54	28.58
TOT MARKET	66	4.2	100.0	857	100.0	63,065	100	56.0	73.60	41.24

* All figures annualized. Includes taxed and est non-tax rooms revenues. Independents are categorized by price: \$100+, \$60-99.99, and under \$60)

PERIOD: TWELVE MONTHS ENDING SEPT 30, 2015
HOTEL MARKET: WOOD & SURROUNDING COUNTIES

BRAND	#* HTL	* RMS 000S	% RMS	EST. RNS 000S	% RNS	\$ AMT. 000S	% AMT.	EST. %OCC	EST. \$ RATE	\$ RPAR
CHAINS										
BEST WEST	1	.1	1.2	10	1.2	903	1.4	57.2	86.49	49.50
COMFO STE	1	.1	1.6	15	1.7	1,374	2.1	63.2	91.56	57.91
HAMPTON	1	.1	1.5	15	1.7	1,609	2.5	65.1	109.19	71.12
TOT NEARBY	3	.2	4.4	40	4.6	3,887	5.9	62.2	96.71	60.16
BEST WEST	1	.1	1.2	9	1.1	594	.9	51.7	63.01	32.55
RESIDENCE	1	.1	2.4	24	2.7	2,656	4.1	66.4	111.99	74.38
STAYBRIDG	1	.1	2.1	19	2.2	2,299	3.5	60.4	121.15	73.24
TOT SUITES	2	.2	4.5	43	4.9	4,955	7.6	63.6	116.07	73.85
COURTYARD	1	.1	3.0	29	3.3	3,651	5.6	64.7	127.76	82.67
HILT GARD	1	.1	3.1	31	3.6	4,819	7.4	68.2	154.83	105.62
HOLID INN	1	.2	4.5	40	4.6	3,526	5.4	59.5	88.76	52.79
TOT MID/UPS	3	.4	10.6	99	11.4	11,996	18.3	63.5	120.66	76.61
CANDLWOOD	1	.1	1.6	15	1.7	1,043	1.6	62.5	71.39	44.64
COMFO STE	1	.1	1.6	15	1.7	1,332	2.0	62.0	90.48	56.14
HAWTHORN	1	.1	3.2	29	3.4	1,836	2.8	62.8	62.58	39.30
TOT MIN STE	3	.3	6.3	59	6.7	4,211	6.4	62.5	71.78	44.89
BEST WEST	3	.2	4.9	45	5.1	3,400	5.2	61.7	76.27	47.04
CNTRY INN	1	.1	1.7	15	1.8	1,203	1.8	61.0	78.31	47.78
FAIRFIELD	1	.1	1.6	15	1.8	1,431	2.2	66.0	92.80	61.25
HAMPTON	2	.1	3.6	34	3.9	3,270	5.0	63.6	95.82	60.95
HOLID EXP	3	.2	5.6	52	6.0	5,055	7.7	62.9	97.08	61.02
LA QUINTA	4	.3	7.7	69	8.0	5,159	7.9	61.0	74.37	45.36
SLEEP INN	1	.1	1.9	18	2.1	1,483	2.3	62.6	82.19	51.44
TOT LTD SVE	15	1.1	27.0	249	28.6	21,002	32.1	62.3	84.35	52.52
WOODSPRNG	1	.1	3.0	30	3.4	1,212	1.9	67.9	40.39	27.43
BAYMONT	1	.0	1.1	10	1.1	463	.7	61.8	46.63	28.82
BST VALUE	2	.1	3.5	27	3.1	929	1.4	52.2	34.86	18.19
DAYS INN	1	.0	1.1	8	.9	418	.6	49.4	53.89	26.65
MOTEL 6	2	.1	2.3	20	2.3	967	1.5	60.8	47.35	28.81
QUALITY	2	.2	4.9	38	4.3	1,696	2.6	51.7	44.95	23.24
SUPER 8	3	.2	5.1	44	5.0	2,209	3.4	57.5	50.63	29.09
OTHER BUD	1	.0	1.2	10	1.1	571	.9	52.3	59.96	31.34
TOT BUDGET	12	.8	19.2	156	17.9	7,253	11.1	54.9	46.60	25.58
TOT CHAINS	39	3.1	76.3	685	78.7	55,109	84.2	60.7	80.45	48.86
INDEPENDENTS										
\$100+ ADR	3	.0	.8	5	.6	1,027	1.6	47.3	193.74	91.58
\$60-99ADR	8	.2	6.1	47	5.3	3,533	5.4	52.0	75.88	39.48
LT \$60ADR	15	.7	16.9	134	15.4	5,783	8.8	53.4	43.28	23.11
TOT INDEP	26	1.0	23.7	186	21.3	10,344	15.8	52.9	55.76	29.47
TOT MARKET	66	4.1	100.0	871	100.0	65,453	100	58.9	75.19	44.26

* All figures annualized. Included taxed and est non-tax rooms revenues. Independents are categorized by price: \$100+, \$60-99.99, and under \$60)

PERIOD: TWELVE MONTHS ENDING SEPT 30, 2014
HOTEL MARKET: WOOD & SURROUNDING COUNTIES

BRAND	#*	#*	EST.		\$		EST.		EST.	\$
	HTL	RMS	%	RNS	%	AMT.	%	OCC.	RATE	RPAR
	000S	RMS	000S	RNS	000S	AMT	OCC			
CHAINS										
BEST WEST	1	.1	1.3	10	1.2	873	1.5	55.2	86.63	47.84
COMFO STE	1	.1	1.7	15	1.9	1,255	2.1	64.8	81.58	52.90
HAMPTON	1	.1	1.6	15	1.8	1,453	2.5	65.6	97.94	64.22
TOT NEARBY	3	.2	4.6	40	4.9	3,582	6.0	62.4	88.87	55.44
BEST WEST	1	.1	1.3	9	1.1	579	1.0	51.2	61.97	31.72
RESIDENCE	1	.1	3.4	30	3.6	2,132	3.6	64.1	71.21	45.62
STAYBRIDG	1	.1	2.3	21	2.5	2,280	3.9	66.2	109.64	72.63
TOT SUITES	2	.2	5.6	51	6.2	4,411	7.5	64.9	86.96	56.48
COURTYARD	1	.1	3.2	27	3.3	3,767	6.4	62.2	137.20	85.29
HILT GARD	1	.1	3.3	32	3.9	4,516	7.6	69.4	142.65	98.99
HOLID INN	1	.2	4.8	40	4.9	3,685	6.2	60.1	91.83	55.17
TOT MID/UPS	3	.4	11.3	99	12.1	11,968	20.2	63.4	120.59	76.43
CANDLWOOD	1	.1	1.7	16	2.0	1,226	2.1	69.9	75.15	52.49
COMFO STE	2	.1	3.3	27	3.3	1,941	3.3	58.8	72.34	42.54
TOT MIN STE	3	.2	5.0	43	5.3	3,167	5.3	62.5	73.40	45.91
BEST WEST	3	.2	5.2	44	5.4	3,255	5.5	60.9	73.76	44.93
CNTRY INN	1	.1	1.8	17	2.1	1,303	2.2	68.2	75.84	51.73
FAIRFIELD	1	.1	1.7	14	1.8	1,152	1.9	61.6	80.01	49.29
HAMPTON	2	.1	3.9	35	4.3	3,294	5.6	65.8	93.31	61.40
HOLID EXP	3	.2	6.0	55	6.7	5,350	9.0	66.3	97.39	64.57
LA QUINTA	3	.3	6.7	59	7.1	3,903	6.6	62.6	66.48	41.60
SLEEP INN	1	.1	2.1	18	2.2	1,398	2.4	63.8	76.02	48.48
TOT LTD SVE	14	1.0	27.4	243	29.6	19,654	33.2	63.9	80.87	51.70
WOODSPRNG	1	.1	3.2	30	3.7	1,161	2.0	68.4	38.43	26.29
BAYMONT	1	.0	1.2	10	1.2	420	.7	60.5	43.15	26.12
BST VALUE	2	.1	3.7	29	3.5	954	1.6	56.2	33.25	18.68
DAYS INN	2	.1	2.5	16	2.0	677	1.1	46.9	41.61	19.53
MOTEL 6	1	.0	1.1	8	1.0	474	.8	53.5	60.61	32.44
QUALITY	2	.2	5.3	39	4.8	1,759	3.0	54.0	44.61	24.09
SUPER 8	3	.2	5.5	42	5.1	1,941	3.3	54.9	46.54	25.57
TRAVELODG	1	.1	2.1	10	1.2	322	.5	32.8	33.19	10.88
OTHER BUD	0	.0	.3	2	.2	109	.2	53.2	55.85	29.73
TOT BUDGET	12	.8	21.5	155	18.9	6,656	11.2	52.0	42.86	22.29
TOT CHAINS	39	3.0	79.8	671	81.7	51,178	86.4	60.5	76.24	46.13
INDEPENDENTS										
\$100+ ADR	3	.0	.8	5	.6	772	1.3	45.7	158.28	72.27
\$60-99ADR	6	.2	4.0	28	3.4	2,188	3.7	49.2	79.10	38.88
LT \$60ADR	15	.6	15.4	118	14.3	5,065	8.6	55.1	43.05	23.73
TOT INDEP	24	.8	20.2	150	18.3	8,025	13.6	53.6	53.43	28.62
TOT MARKET	63	3.8	100.0	822	100.0	59,203	100	59.1	72.07	42.60

* All figures annualized. Included taxed and est non-tax rooms revenues.
Independents are categorized by price: \$100+, \$60-99.99, and under \$60)
Source Strategies Inc. (210) 734-3434 12/04/18 BRDR1000.FEX

HOTEL MARKET: WOOD & SURROUNDING COUNTIES

CITY	ADDR	ZIP	E	3	YR	AVG		
----	----	---	S	EST	OP	ADJ 1		
YRQ	#	TAXABLE	T	AVG.	---	-----		
----	----	REVENUE	2	DAILY	\$	5		
----	----	REVENUE	ADJ 1	RATE	EST	REVPAR		
----	----	-----	-----	---	---	-----		
ALBA		HWY 515 AND HWY	75410	LAKE FORK	LODGE	93	1.020	
20143	7	37,851		38,608	.000	115.00	52	59.95
		275 COUNTY ROAD	75410	LAKE FORK	MARINA	86	1.035	
20131	36	98,160		101,596	.000	59.91	52	31.36
20132	36	166,695		172,529	.000	84.46	62	52.66
20133	36	77,800		80,523	.000	85.76	28	24.31
20134	36	72,390		74,924	.000	65.74	34	22.62
20141	36	92,905		96,157	.000	67.12	44	29.68
20142	36	181,540		187,894	.000	92.35	62	57.35
20143	36	90,450		93,616	.000	98.58	29	28.27
20144	36	69,825		72,269	.000	70.58	31	21.82
20151	36	76,935		79,628	.000	71.71	34	24.58
20152	36	192,270		198,999	.000	99.30	61	60.74
20153	36	104,240		107,888	.000	94.66	34	32.57
20154	36	79,640		82,427	.000	76.23	33	24.89
20161	36	91,671		94,879	.000	77.83	38	29.28
20162	36	185,295		191,780	.000	106.32	55	58.54
20163	36	97,210		103,160	1.061	101.50	31	31.15
20164	36	70,452		72,918	.000	76.50	29	22.02
20171	36	91,765		94,977	.000	81.39	36	29.31
20172	36	186,301		192,822	.000	94.23	62	58.86
20173	36	103,331		106,646	1.032	87.67	37	32.20
20174	36	72,638		75,180	.000	77.23	29	22.70
20181	36	93,060		96,317	.000	80.11	37	29.73
20182	36	204,758		212,000	1.035	99.01	65	64.71
20183	36	93,743		97,000	1.035	90.78	32	29.29
		5004 N FM 17	75410	LAKE FORK	RESORT	91	1.020	
20132	20	45,295		46,201	.000	67.76	37	25.39
20142	20	34,023		34,703	.000	66.31	29	19.07
CANTON		2251 N TRADE DA	75103	BEST WESTERN	CANTON INN	81	1.030	
20131	82	BWEST 197,695		202,019	1.022	51.06	54	27.37
20132	82	BWEST 243,842		251,153	1.030	57.74	58	33.66
20133	82	BWEST 177,749		189,837	1.068	60.05	42	25.16
20134	82	BWEST 235,626		243,905	1.035	55.03	59	32.33
20141	82	BWEST 192,915		196,110	1.017	54.11	49	26.57
20142	82	BWEST 270,165		276,272	1.023	60.96	61	37.02
20143	82	BWEST 216,750		220,865	1.019	61.34	48	29.28
20144	82	BWEST 245,426		250,151	1.019	56.34	59	33.16
20151	82	BWEST 189,880		191,754	1.010	49.63	52	25.98
20152	82	BWEST 314,981		340,666	1.082	66.97	68	45.65
20153	82	BWEST 290,138		293,202	1.011	67.38	58	38.87
20154	82	BWEST 280,077		288,479	.000	65.94	58	38.24
20161	82	BWEST 230,488		232,067	1.007	51.09	62	31.45
20162	82	BWEST 293,087		305,208	1.041	62.40	66	40.90

CITY		ADDR		ZIP		E S T	3 EST AVG.	4 %	YR OP	AVG ADJ 1
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YRQ	# RMS	BRAND	TAXABLE REVENUE	GROSS REVENUE	ADJ 1 FACTOR	2	DAILY RATE	OCC EST	\$ 5 REVPAR	
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CANTON		2251 N	TRADE DA	75103	BEST WESTERN	CANTON	INN		81	1.030
20163	82	BWEST	254,394	261,930	1.030	62.19	56	34.72		
20164	82	BWEST	277,687	286,018	.000	62.69	60	37.91		
20171	82	BWEST	229,364	232,811	1.015	56.48	56	31.55		
20172	82	BWEST	450,270	484,213	1.075	85.47	76	64.89		
20173	82	BWEST	291,455	305,453	1.048	73.18	55	40.49		
20174	82	BWEST	271,701	274,023	1.009	62.55	58	36.32		
20181	82	BWEST	259,331	263,977	1.018	54.62	65	35.77		
20182	82	BWEST	306,116	316,106	1.033	65.93	64	42.36		
20183	82	BWEST	283,892	284,197	1.001	65.29	58	37.67		
		17299	INTERSTAT	75103	DAYS INN				93	1.120
20131	43	DAYS	75,509	84,570	.000	46.75	47	21.85		
20132	43	DAYS	90,539	101,404	.000	54.13	48	25.91		
20133	43	DAYS	65,850	73,752	.000	48.39	39	18.64		
20134	43	DAYS	86,661	97,060	.000	48.37	51	24.53		
20141	43	DAYS	70,178	78,599	.000	47.18	43	20.31		
20142	43	DAYS	108,698	121,742	.000	58.49	53	31.11		
20143	43	DAYS	83,719	93,765	.000	54.67	43	23.70		
20144	43	DAYS	96,290	107,845	.000	54.67	50	27.26		
20151	43	DAYS	61,051	68,377	.000	46.30	38	17.67		
20152	43	DAYS	124,241	139,150	.000	56.02	63	35.56		
20153	43	DAYS	91,864	102,888	.000	56.20	46	26.01		
20154	43	DAYS	95,269	106,701	.000	53.60	50	26.97		
20161	43	DAYS	74,570	83,518	.000	48.60	44	21.58		
20162	43	DAYS	95,631	107,107	.000	55.91	49	27.37		
20163	43	DAYS	109,063	122,151	.000	58.10	53	30.88		
20164	43	DAYS	80,285	89,919	.000	53.10	43	22.73		
20171	43	DAYS	70,661	79,140	.000	51.84	39	20.45		
20172	43	DAYS	125,881	140,987	.000	57.52	63	36.03		
20173	43	DAYS	79,922	89,513	.000	52.89	43	22.63		
20174	43	DAYS	44,863	50,247	.000	47.11	27	12.70		
20181	43	DAYS	66,464	74,440	.000	50.06	38	19.24		
20182	43	DAYS	65,823	74,000	1.124	49.49	38	18.91		
20183	43	DAYS	78,552	88,000	1.120	G 54.97	40	22.24		
		2102 N	TRADE DA	75103	MILL CREEK RANCH RV	PARK			08	1.035
20131	26		98,157	106,097	1.081	78.52	58	45.34		
20132	26		169,950	172,823	1.017	98.39	74	73.04		
20133	26		172,083	174,279	1.013	111.89	65	72.86		
20134	26		111,838	115,624	1.034	92.86	52	48.34		
20141	26		91,214	101,714	1.115	90.02	48	43.47		
20142	26		175,584	195,201	1.112	116.62	71	82.50		
20143	26		168,770	187,120	1.109	123.42	63	78.23		
20144	26		126,844	136,251	1.074	95.42	60	56.96		
20151	26		74,788	78,488	1.049	76.63	44	33.54		
20152	26		167,286	171,322	1.024	124.91	58	72.41		
20153	26		184,857	191,327	.000	132.40	60	79.99		

CITY		ADDR		ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	--	-----
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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CANTON		2102 N	TRADE DA	75103	MILL CREEK		RANCH RV	PARK	08	1.035
20154	26		163,417	169,137	.000		92.55	76	70.71	
20161	26		117,566	121,681	.000		61.82	84	52.00	
20162	26		205,538	212,732	.000		132.08	68	89.91	
20163	26		217,146	224,746	.000		140.65	67	93.96	
20164	26		128,620	133,122	.000		95.65	58	55.65	
20171	26		126,238	130,656	.000		95.24	59	55.84	
20172	26		195,337	202,174	.000		129.00	66	85.45	
20173	26		221,214	228,956	.000		151.87	63	95.72	
20174	26		123,179	127,490	.000		94.91	56	53.30	
20181	26		111,760	115,672	.000		89.85	55	49.43	
20182	26		186,165	193,000	1.037		131.56	62	81.57	
20183	26		229,117	237,000	1.035	G	160.78	62	99.08	
		3001 N	TRADE DA	75103	MOTEL 6 (FMR		LUXURY	SUITES	98	1.050
20131	40	MTL 6	117,995	123,895	.000		52.55	65	34.42	
20132	40	MTL 6	133,834	140,526	.000		58.25	66	38.61	
20133	40	MTL 6	109,539	115,016	.000		60.58	52	31.25	
20134	40	MTL 6	112,073	117,677	.000		56.56	57	31.98	
20141	40	MTL 6	81,576	85,655	.000		55.70	43	23.79	
20142	40	MTL 6	130,105	136,610	.000		64.34	58	37.53	
20143	40	MTL 6	127,329	133,695	.000		64.41	56	36.33	
20144	40	MTL 6	130,127	136,633	.000		63.50	58	37.13	
20151	40	MTL 6	99,670	104,654	.000		55.53	52	29.07	
20152	40	MTL 6	156,433	164,255	.000		69.12	65	45.12	
20153	40	MTL 6	137,255	144,118	.000		68.90	57	39.16	
20154	40	MTL 6	142,195	149,305	.000		64.83	63	40.57	
20161	40	MTL 6	120,081	126,085	.000		62.11	56	35.02	
20162	40	MTL 6	154,917	162,663	.000		69.34	64	44.69	
20163	40	MTL 6	151,682	159,416	1.051		73.84	59	43.32	
20164	40	MTL 6	150,256	157,769	.000		73.84	58	42.87	
20171	40	MTL 6	127,119	133,475	.000		80.24	46	37.08	
20172	40	MTL 6	170,337	178,854	.000		86.41	57	49.14	
20173	40	MTL 6	154,146	161,853	.000		87.91	50	43.98	
20174	40	MTL 6	137,557	144,435	.000		63.91	61	39.25	
20181	40	MTL 6	141,767	148,855	.000		63.39	65	41.35	
20182	40	MTL 6	158,205	166,115	.000		70.89	64	45.64	
20183	40	MTL 6	176,865	186,000	1.050	G	79.87	63	50.54	
		2406 N	TRADE DA	75103	QUALITY INN (FMR		COMFO/HAL	99	1.030	
20131	60	QUALY	110,263	113,571	.000		50.00	42	21.03	
20132	60	QUALY	148,641	153,100	.000		51.50	54	28.04	
20133	60	QUALY	109,315	112,594	.000		52.00	39	20.40	
20134	60	QUALY	138,637	142,796	.000		53.48	48	25.87	
20141	60	QUALY	109,739	113,031	.000		52.50	40	20.93	
20142	60	QUALY	150,304	154,813	.000		55.65	51	28.35	
20143	60	QUALY	206,264	212,452	.000		68.13	56	38.49	
20144	60	QUALY	183,548	189,054	.000		58.50	59	34.25	

CITY		ADDR		ZIP		E	3		YR	AVG
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						T	AVG.	%	--	-----
YRQ	#	BRAND	TAXABLE	GROSS	ADJ 1		DAILY	OCC	\$ 5	
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CANTON		2406 N	TRADE DA	75103	QUALITY INN		(FMR COMFO/	HAL	99	1.030
20151	60	QUALY	138,913	143,080	.000		51.31	52	26.50	
20152	60	QUALY	259,601	277,510	1.069		69.09	74	50.83	
20153	60	QUALY	174,820	199,600	1.142		67.41	54	36.16	
20154	60	QUALY	164,549	180,563	1.097		63.72	51	32.71	
20161	60	QUALY	140,250	149,283	1.064		53.62	52	27.65	
20162	60	QUALY	196,704	204,455	1.039		71.91	52	37.45	
20163	60	QUALY	189,523	192,340	1.015		72.32	48	34.84	
20164	60	QUALY	177,989	180,247	1.013		67.80	48	32.65	
20171	60	QUALY	127,995	132,231	1.033		58.11	42	24.49	
20172	60	QUALY	268,150	274,559	1.024		68.87	73	50.29	
20173	60	QUALY	182,459	185,438	1.016		65.78	51	33.59	
20174	60	QUALY	169,503	181,611	1.071		57.99	57	32.90	
20181	60	QUALY	155,517	157,984	1.016		51.36	57	29.26	
20182	60	QUALY	191,598	193,402	1.009		67.39	53	35.42	
20183	60	QUALY	197,107	204,104	1.035		69.23	53	36.98	
		17350	INTERSTAT	75103	SUPER 8				85	1.080
20131	40	SUPR8	62,287	67,270	.000		42.45	44	18.69	
20132	40	SUPR8	82,074	88,640	.000		46.81	52	24.35	
20133	40	SUPR8	65,568	70,813	.000		45.25	43	19.24	
20134	40	SUPR8	78,737	85,036	.000		45.23	51	23.11	
20141	40	SUPR8	52,220	56,398	.000		44.23	35	15.67	
20142	40	SUPR8	92,058	99,423	.000		44.58	61	27.31	
20143	40	SUPR8	83,558	90,243	.000		47.58	52	24.52	
20144	40	SUPR8	74,408	80,361	.000		45.08	48	21.84	
20151	40	SUPR8	51,721	55,859	.000		40.72	38	15.52	
20152	40	SUPR8	113,120	122,170	.000		51.97	65	33.56	
20153	40	SUPR8	72,971	78,809	.000		51.41	42	21.42	
20154	40	SUPR8	69,804	75,388	.000		45.96	45	20.49	
20161	40	SUPR8	42,703	46,119	.000		43.86	29	12.81	
20162	40	SUPR8	62,158	67,131	.000		46.71	39	18.44	
20163	40	SUPR8	81,238	87,737	.000		49.75	48	23.84	
20164	40	SUPR8	59,815	64,600	.000		48.75	36	17.55	
20171	40	SUPR8	48,883	52,794	.000		45.86	32	14.66	
20172	40	SUPR8	97,486	105,285	.000		52.39	55	28.92	
20173	40	SUPR8	64,066	69,191	.000		48.45	39	18.80	
20174	40	SUPR8	39,733	42,912	.000		44.01	26	11.66	
20181	40	SUPR8	56,221	60,719	.000		37.88	45	16.87	
20182	40	SUPR8	76,119	82,000	1.080	G	58.32	39	22.53	
20183	40	SUPR8	70,000	75,600	.000	1	49.74	41	20.54	
EMORY		381 W	LENNON DR	75440	BENT TREE	MOTEL			96	1.350
20152	19		41,294	42,044	1.018		42.88	57	24.32	
20153	19		37,359	37,758	1.011		42.40	51	21.60	
20162	19		38,509	39,343	1.022		45.16	50	22.75	
20163	19		42,263	57,055	.000		48.09	68	32.64	
20164	19		36,211	36,610	1.011		42.22	50	20.94	

CITY		ADDR	ZIP		E	3		YR	AVG	
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	---	
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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EMORY		381 W	LENNON DR	75440	BENT TREE	MOTEL			96	1.350
20171	19		33,654	45,433	.000		38.99	68	26.57	
20172	19		49,621	58,945	1.188		46.89	73	34.09	
20173	19		47,384	66,060	1.394		55.18	68	37.79	
20174	19		33,528	44,529	1.328		44.81	57	25.47	
		1026 E	LENNON D	75440	BEST WESTERN	PLUS			12	1.030
20131	50	BWEST	115,350	118,811	.000		57.65	46	26.40	
20132	50	BWEST	169,669	174,759	.000		59.38	65	38.41	
20133	50	BWEST	153,221	157,818	.000		61.76	56	34.31	
20134	50	BWEST	103,972	107,091	.000		59.98	39	23.28	
20141	50	BWEST	124,524	126,065	1.012		58.84	48	28.01	
20142	50	BWEST	183,750	189,263	.000		62.37	67	41.60	
20143	50	BWEST	150,064	156,519	1.043		65.72	52	34.03	
20144	50	BWEST	129,606	131,639	1.016		60.02	48	28.62	
20151	50	BWEST	94,737	96,368	1.017		55.90	38	21.42	
20152	50	BWEST	203,991	210,111	.000		66.51	69	46.18	
20153	50	BWEST	150,271	155,925	1.038		66.26	51	33.90	
20154	50	BWEST	145,564	146,399	1.006		62.79	51	31.83	
20161	50	BWEST	107,588	108,281	1.006		56.27	43	24.06	
20162	50	BWEST	138,568	142,725	.000		65.58	48	31.37	
20163	50	BWEST	164,183	169,051	1.030		70.88	52	36.75	
20164	50	BWEST	159,000	163,770	.000	1	68.88	52	35.60	
20171	50	BWEST	141,663	143,708	1.014		61.21	52	31.94	
20172	50	BWEST	224,793	231,537	.000		72.50	70	50.89	
20173	50	BWEST	160,443	165,256	.000		70.07	51	35.93	
20174	50	BWEST	153,191	156,234	1.020		65.45	52	33.96	
20181	50	BWEST	137,621	145,366	1.056		59.28	54	32.30	
20182	50	BWEST	213,014	215,086	1.010		74.19	64	47.27	
20183	50	BWEST	188,387	189,840	1.008		73.16	56	41.27	
FLINT		10271 FM	2813	75762	CENTAUR	ARABIAN FARMS	BED	08	.000	
20132	5		61,625	64,213	.000		166.65	85	141.13	
		18270	SINGING W	75762	HOLIDAY INN	CLUB VCTNS	VIL	06	1.030	
20131	22		72,656	74,836	.000		75.05	50	37.80	
20132	10		33,665	34,675	.000		85.90	44	38.10	
20133	10		37,113	38,226	.000		89.29	47	41.55	
20134	8		26,303	27,092	.000		76.29	48	36.81	
20141	25		84,410	86,942	.000		79.34	49	38.64	
20142	21		73,142	75,336	.000		79.11	50	39.42	
20143	15		53,756	55,369	.000		80.99	49	40.12	
20151	16		56,970	58,679	.000		85.83	47	40.75	
20152	16		59,370	61,151	.000		90.72	46	42.00	
20153	11		37,995	39,135	.000		89.18	43	38.67	
20161	20		71,764	73,917	.000		85.18	48	41.06	
20162	14		49,704	51,195	.000		93.70	43	40.18	
20163	12		42,487	43,762	.000		94.35	42	39.64	

CITY		ADDR	ZIP		E	3		YR	AVG
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					T	AVG.	%	--	-----
YRQ	#	BRAND	TAXABLE	GROSS	ADJ 1	DAILY	OCC	\$ 5	
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FLINT		18270 SINGING W	75762	HOLIDAY	INN	CLUB VCTNS	VIL	06	1.030
20164	12		35,622	36,691	.000	82.39	40	33.23	
20171	12		59,819	61,614	.000	83.85	68	57.05	
20172	18		65,846	67,821	.000	89.56	46	41.40	
20173	12		44,175	45,500	.000	85.22	48	41.21	
20174	12		41,055	42,287	.000	79.60	48	38.30	
20181	22		78,128	80,472	.000	72.80	56	40.64	
20182	56		197,840	203,775	.000	89.58	45	39.99	
20183	74	X.STE	264,095	272,000	1.030	G 91.23	44	39.95	
		16698 COUNTY RO	75762	LAKESIDE	GETAWAY			04	1.200
20182	13		44,220	53,423	1.208	75.25	60	45.16	
20183	13		34,760	42,664	1.227	65.29	55	35.67	
GILMER		920 US HIGHWAY	75644	EXECUTIVE	INN (FMR RAMADA			99	1.040
20131	35		60,353	61,230	1.015	47.23	41	19.44	
20132	35		78,099	78,996	1.011	48.54	51	24.80	
20133	35		72,551	73,184	1.009	47.82	48	22.73	
20134	35		92,634	95,066	1.026	51.78	57	29.52	
20141	35		90,544	93,043	1.028	51.78	57	29.54	
20142	35		90,694	91,931	1.014	52.82	55	28.86	
20143	35		84,703	85,884	1.014	54.68	49	26.67	
20144	35		76,811	78,901	1.027	54.79	45	24.50	
20151	35		78,373	88,311	1.127	54.79	51	28.04	
20152	35	102,001	107,704	1.056		59.29	57	33.82	
20153	35		91,634	98,711	1.077	60.19	51	30.66	
20154	35		75,527	77,473	1.026	51.44	47	24.06	
20161	35		76,715	84,945	1.107	45.98	59	26.97	
20162	35		70,000	72,800	.000	1 35.45	64	22.86	
20163	35		90,171	92,609	1.027	31.91	90	28.76	
20164	35		75,157	78,287	1.042	30.30	80	24.31	
20171	35		95,273	99,936	1.049	43.59	73	31.73	
20172	35		86,268	88,757	1.029	48.03	58	27.87	
20173	35		77,526	83,433	1.076	47.09	55	25.91	
20174	35		72,999	73,514	1.007	44.66	51	22.83	
20181	35		68,923	72,266	1.049	41.94	55	22.94	
20182	35		84,119	85,783	1.020	49.72	54	26.93	
20183	35		77,449	78,102	1.008	45.79	53	24.26	
		1018 HWY 271 S	75644	GILMER	INN			83	1.100
20131	39		47,856	52,642	.000	33.93	44	15.00	
20132	39		49,381	51,419	1.041	35.46	41	14.49	
20133	39		38,350	39,184	1.022	32.04	34	10.92	
20134	39		62,280	68,508	.000	32.20	59	19.09	
20141	39		69,812	70,424	1.009	32.50	62	20.06	
20142	39		66,416	66,789	1.006	33.15	57	18.82	
20143	39		49,641	54,750	1.103	32.04	48	15.26	
20144	39		55,789	56,836	1.019	33.39	47	15.84	

CITY		ADDR	ZIP		E	3		YR	AVG	
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	---	
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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GILMER		1018 HWY 271 S	75644	GILMER INN					83	1.100
20151	39		65,798	73,546	1.118		36.59	57	20.95	
20152	39		67,278	74,006	.000		37.70	55	20.85	
20153	39		66,052	78,749	1.192		39.61	55	21.95	
20154	39		60,684	65,260	1.075		40.60	45	18.19	
20161	39		89,951	90,506	1.006		42.74	60	25.79	
20162	39		72,731	80,004	.000		41.36	54	22.54	
20163	39		57,482	63,230	.000		39.06	45	17.62	
20164	39		58,554	64,409	.000		39.45	45	17.95	
20171	39		69,101	76,011	.000		39.56	55	21.66	
20172	39		53,251	54,757	1.028		40.36	38	15.43	
20173	39		71,427	74,500	1.043		43.12	48	20.76	
20174	39		68,386	76,766	1.123		43.29	49	21.40	
20181	39		57,950	66,477	1.147		36.03	53	18.94	
20182	39		76,066	89,010	1.170		40.62	62	25.08	
20183	39		69,080	83,382	1.207		40.57	57	23.24	
LINDALE		3501 S MAIN ST	75771	BEST WESTERN (FMR EXPRESS/					96	1.030
20131	56	BWEST	173,725	178,937	.000		59.15	60	35.50	
20132	56	BWEST	215,221	221,678	.000		65.20	67	43.50	
20133	56	BWEST	212,012	218,372	.000		67.78	63	42.39	
20134	56	BWEST	197,462	203,386	.000		62.58	63	39.48	
20141	56	BWEST	192,303	198,072	.000		65.08	60	39.30	
20142	55	BWEST	271,763	279,916	.000		76.13	73	55.93	
20143	55	BWEST	237,350	244,471	.000		70.16	69	48.31	
20144	55	BWEST	206,738	212,940	.000		62.16	68	42.08	
20151	55	BWEST	200,357	206,368	.000		68.42	61	41.69	
20152	55	BWEST	267,967	276,006	.000		80.07	69	55.15	
20153	55	BWEST	227,885	234,722	.000		76.54	61	46.39	
20154	55	BWEST	192,493	198,268	.000		69.43	56	39.18	
20161	55	BWEST	182,083	187,545	.000		66.43	57	37.89	
20162	55	BWEST	265,549	273,515	.000		81.87	67	54.65	
20163	55	BWEST	217,061	223,573	.000		76.98	57	44.18	
20164	55	BWEST	227,874	234,710	.000		80.08	58	46.39	
20171	55	BWEST	164,355	169,286	.000		64.91	53	34.20	
20172	55	BWEST	258,606	266,364	.000		80.30	66	53.22	
20173	55	BWEST	218,227	224,774	.000		78.98	56	44.42	
20174	55	BWEST	196,614	202,215	1.028		73.39	54	39.96	
20181	55	BWEST	153,240	202,215	1.320		54.16	75	40.85	
20182	55	BWEST	222,676	229,356	.000		66.80	69	45.83	
20183	55	BWEST	220,099	227,000	1.030	G	73.47	61	44.86	
		200 CENTENNIAL	75771	COMFORT SUITES					08	1.015
20131	65	COMFS	237,748	240,996	1.014		73.00	56	41.20	
20132	65	COMFS	301,411	304,465	1.010		80.80	64	51.47	
20133	65	COMFS	246,885	248,102	1.005		77.44	54	41.49	
20134	65	COMFS	249,908	251,993	1.008		72.54	58	42.14	
20141	65	COMFS	251,758	253,822	1.008		76.48	57	43.39	

CITY		ADDR	ZIP		E	3		YR	AVG	
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	---	
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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LINDALE		200 CENTENNIAL	75771	COMFORT SUITES					08	1.015
20142	65	COMFS	393,564	399,467	.000		87.68	77	67.53	
20143	65	COMFS	347,139	349,775	1.008		86.59	68	58.49	
20144	65	COMFS	331,739	335,675	1.012		86.59	65	56.13	
20151	65	COMFS	290,915	292,684	1.006		87.53	57	50.03	
20152	65	COMFS	394,437	405,560	1.028		99.92	69	68.56	
20153	65	COMFS	335,654	339,902	1.013		91.19	62	56.84	
20154	65	COMFS	333,330	336,279	1.009		92.65	61	56.23	
20161	65	COMFS	285,750	288,030	1.008		89.65	55	49.24	
20162	65	COMFS	408,512	419,293	1.026		106.32	67	70.89	
20163	65	COMFS	342,861	345,654	1.008		94.17	61	57.80	
20164	65	COMFS	361,569	370,329	1.024		97.97	63	61.93	
20171	65	COMFS	322,719	325,365	1.008		87.93	63	55.62	
20172	65	COMFS	415,071	418,733	1.009		106.53	66	70.79	
20173	65	COMFS	351,102	357,387	1.018		97.42	61	59.76	
20174	65	COMFS	335,136	341,720	1.020		92.66	62	57.14	
20181	65	COMFS	311,846	315,128	1.011		83.64	64	53.87	
20182	65	COMFS	388,181	392,535	1.011		98.50	67	66.36	
20183	65	COMFS	378,390	387,273	1.023		103.13	63	64.76	
		22580 COUNTY RO	75771	CROSSROADS BED AND BREAKFA					04	1.240
20131	9		50,207	62,257	.000		140.23	55	76.86	
20132	9		43,760	54,262	.000		141.63	47	66.25	
20133	9		43,155	49,515	1.147		147.22	41	59.80	
20141	9		40,184	44,247	1.101		153.11	36	54.63	
20142	9		28,622	34,246	1.196		148.17	28	41.81	
20143	9		37,677	46,045	1.222		151.69	37	55.61	
20151	9		39,255	45,308	1.154		160.76	35	55.94	
		22049 FM 1995	75771	GOLF RESORT CHALLENGE @ GA					00	1.070
20132	15		43,730	46,791	.000		110.41	31	34.28	
20133	15		43,500	46,545	.000		114.77	29	33.73	
20142	15		65,454	70,036	.000		116.31	44	51.31	
20143	15		48,897	52,320	.000		112.93	34	37.91	
20152	15		64,743	69,275	.000		122.12	42	50.75	
20153	15		38,716	41,426	.000		114.57	26	30.02	
20162	15		69,720	74,600	.000		134.83	41	54.65	
20163	15		47,764	51,107	.000		115.09	32	37.03	
20172	15		49,148	52,588	.000		119.23	32	38.53	
20182	15		61,916	66,000	1.066		125.91	38	48.35	
20183	15		37,161	40,000	1.070	G	113.45	26	28.99	
		3505 S MAIN ST	75771	HAMPTON INN					01	1.050
20131	62	HAMPT	322,936	325,537	1.008		84.37	69	58.34	
20132	62	HAMPT	372,476	376,918	1.012		93.50	71	66.81	
20133	62	HAMPT	338,646	341,980	1.010		99.28	60	59.95	
20134	62	HAMPT	330,726	334,206	1.011		95.28	61	58.59	
20141	62	HAMPT	308,112	311,785	1.012		91.08	61	55.88	

CITY		ADDR	ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	DAILY	OCC	\$ 5	
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	RATE	EST	REVPAR	
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LINDALE		3505 S	MAIN ST	75771	HAMPTON INN			01	1.050
20142	62	HAMPT	409,301	419,489	1.025	101.41	73	74.35	
20143	62	HAMPT	377,007	387,892	1.029	102.79	66	68.00	
20144	62	HAMPT	337,188	343,051	1.017	95.09	63	60.14	
20151	62	HAMPT	356,818	372,176	1.043	100.78	66	66.70	
20152	62	HAMPT	453,204	472,146	1.042	121.11	69	83.68	
20153	62	HAMPT	412,084	422,044	1.024	119.14	62	73.99	
20154	62	HAMPT	398,576	418,505	.000	111.90	66	73.37	
20161	62	HAMPT	367,657	386,040	.000	104.92	66	69.18	
20162	62	HAMPT	477,501	501,376	.000	130.37	68	88.86	
20163	62	HAMPT	440,844	462,886	.000	122.78	66	81.15	
20164	62	HAMPT	412,255	432,868	.000	120.22	63	75.89	
20171	62	HAMPT	385,238	404,500	.000	106.82	68	72.49	
20172	62	HAMPT	477,058	500,911	.000	120.69	74	88.78	
20173	62	HAMPT	377,435	396,307	.000	111.31	62	69.48	
20174	62	HAMPT	378,937	397,884	.000	111.11	63	69.76	
20181	62	HAMPT	364,258	382,471	.000	104.18	66	68.54	
20182	62	HAMPT	432,097	454,000	1.051	113.45	71	80.47	
20183	62	HAMPT	403,054	423,000	1.050	108.71	68	74.16	
		204	CENTENNIAL	75771	LA QUINTA INN & SUITES			08	1.025
20131	62	LAQUN	215,729	226,890	1.052	70.75	57	40.66	
20132	62	LAQUN	261,665	265,494	1.015	75.30	62	47.06	
20133	62	LAQUN	212,635	218,056	1.025	71.00	54	38.23	
20134	62	LAQUN	229,944	235,591	1.025	68.20	61	41.30	
20141	62	LAQUN	211,932	221,968	1.047	67.81	59	39.78	
20142	62	LAQUN	286,897	306,272	1.068	78.24	69	54.28	
20143	62	LAQUN	275,386	293,293	1.065	76.31	67	51.42	
20144	62	LAQUN	214,560	221,080	1.030	65.31	59	38.76	
20151	62	LAQUN	214,126	218,093	1.019	68.37	57	39.08	
20152	62	LAQUN	308,467	309,928	1.005	79.88	69	54.93	
20153	62	LAQUN	258,278	260,771	1.010	78.55	58	45.72	
20154	62	LAQUN	249,268	250,843	1.006	72.69	60	43.98	
20161	62	LAQUN	190,710	200,726	1.053	65.69	55	35.97	
20162	62	LAQUN	314,668	322,157	1.024	81.25	70	57.10	
20163	62	LAQUN	279,297	298,657	1.069	79.41	66	52.36	
20164	62	LAQUN	232,412	266,441	1.146	76.54	61	46.71	
20171	62	LAQUN	218,381	224,002	1.026	64.66	62	40.14	
20172	62	LAQUN	331,887	335,250	1.010	80.35	74	59.42	
20173	62	LAQUN	270,280	272,475	1.008	77.98	61	47.77	
20174	62	LAQUN	167,534	172,630	1.030	60.74	50	30.26	
20181	62	LAQUN	197,754	201,698	1.020	62.68	58	36.15	
20182	62	LAQUN	302,841	305,452	1.009	84.85	64	54.14	
20183	62	LAQUN	251,087	263,971	1.051	78.49	59	46.28	
		13307	COUNTY RO	75771	MOTEL 6 (FMR	DAYS/EXEC)		95	1.120
20131	52	DAYS	65,138	72,955	.000	35.60	44	15.59	
20132	52	DAYS	87,746	98,276	.000	35.96	58	20.77	

CITY		ADDR		ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	--	-----
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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LINDALE		13307	COUNTY RO	75771	MOTEL 6 (FMR		DAYS/EXEC)		95	1.120
20133	52	DAYS	77,233	86,501	.000		34.89	52	18.08	
20134	52	DAYS	74,969	83,965	.000		34.19	51	17.55	
20141	52	DAYS	49,256	55,167	.000		31.81	37	11.79	
20142	52	DAYS	75,828	84,927	.000		32.55	55	17.95	
20143	52	DAYS	55,431	62,083	.000		30.87	42	12.98	
20144	52	MTL 6	91,228	102,175	.000		34.57	62	21.36	
20151	52	MTL 6	87,045	91,499	1.051		34.48	57	19.55	
20152	52	MTL 6	109,196	116,364	1.066		37.05	66	24.59	
20153	52	MTL 6	96,137	107,673	.000		33.86	66	22.51	
20154	52	MTL 6	79,948	89,542	.000		32.06	58	18.72	
20161	52	MTL 6	68,540	76,765	.000		29.06	56	16.40	
20162	52	MTL 6	107,248	120,118	.000		35.93	71	25.38	
20163	52	MTL 6	109,273	122,386	.000		38.69	66	25.58	
20164	52	MTL 6	91,447	102,421	.000		37.69	57	21.41	
20171	52	MTL 6	74,934	83,926	.000		33.22	54	17.93	
20172	52	MTL 6	83,120	93,094	.000		34.42	57	19.67	
20173	52	MTL 6	96,634	108,230	.000		39.18	58	22.62	
20174	52	MTL 6	81,125	90,860	.000		35.42	54	18.99	
20181	52	MTL 6	79,944	89,537	.000		32.70	59	19.13	
20182	52	MTL 6	117,654	131,772	.000		40.35	69	27.85	
20183	52	MTL 6	106,953	120,000	1.120	G	38.43	65	25.08	
MINEOLA		100	DEBBY LANE	75773	BEST WESTERN		INN		07	1.050
20131	50	BWEST	170,324	177,219	1.040		75.50	52	39.38	
20132	50	BWEST	212,647	223,449	1.051		82.92	59	49.11	
20133	50	BWEST	209,426	259,721	1.240		86.84	65	56.46	
20134	50	BWEST	183,811	192,064	1.045		79.81	52	41.75	
20141	50	BWEST	179,365	181,708	1.013		79.57	51	40.38	
20142	50	BWEST	243,968	250,943	1.029		90.70	61	55.15	
20143	50	BWEST	244,365	248,359	1.016		94.68	57	53.99	
20144	50	BWEST	214,618	217,221	1.012		84.68	56	47.22	
20151	50	BWEST	184,641	188,653	1.022		78.82	53	41.92	
20152	50	BWEST	249,428	255,405	1.024		91.60	61	56.13	
20153	50	BWEST	234,745	242,105	1.031		89.68	59	52.63	
20154	50	BWEST	191,258	194,313	1.016		82.42	51	42.24	
20161	50	BWEST	167,886	172,059	1.025		77.00	50	38.24	
20162	50	BWEST	222,754	227,390	1.021		86.80	58	49.98	
20163	50	BWEST	240,184	245,840	1.024		92.43	58	53.44	
20164	50	BWEST	200,839	203,916	1.015		82.43	54	44.33	
20171	50	BWEST	187,181	190,448	1.017		77.89	54	42.32	
20172	50	BWEST	236,299	241,881	1.024		85.08	62	53.16	
20173	50	BWEST	239,705	244,961	1.022		91.68	58	53.25	
20174	50	BWEST	192,935	195,493	1.013		81.75	52	42.50	
20181	50	BWEST	157,593	166,127	1.054		70.83	52	36.92	
20182	50	BWEST	214,728	241,373	1.124		83.42	64	53.05	
20183	50	BWEST	220,131	252,177	1.146		85.89	64	54.82	
MOUNT VERNON		1692	PANTHER CR	75457	DEER LAKE		CABINS RANCH		17	1.050
20173	15		179,722	188,708	.000		241.82	57	136.75	

CITY		ADDR	ZIP		E	3		YR	AVG	
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	---	
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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MOUNT VERNON		1692	PANTHER CR	75457	DEER LAKE		CABINS RANCH		17	1.050
20174	15		99,019	103,970	.000		193.86	39	75.34	
20181	15		83,397	87,567	.000		149.84	43	64.86	
20182	15		149,496	157,000	1.050		155.25	74	115.02	
20183	15		150,000	157,500	.000	1	152.47	75	114.13	
		401	INTERSTATE	75457	SUPER 8 OF MT VERNON				96	1.080
20131	43	SUPR8	107,632	116,243	.000		55.00	55	30.04	
20132	43	SUPR8	110,899	119,771	.000		56.65	54	30.61	
20133	43	SUPR8	118,833	128,340	.000		58.92	55	32.44	
20134	43	SUPR8	113,113	122,162	.000		54.50	57	30.88	
20141	43	SUPR8	137,104	148,072	.000		56.68	67	38.26	
20142	43	SUPR8	132,272	142,854	.000		60.08	61	36.51	
20143	43	SUPR8	128,784	139,087	.000		64.13	55	35.16	
20144	43	SUPR8	122,874	132,704	.000		58.53	57	33.54	
20151	43	SUPR8	93,258	100,719	.000		53.37	49	26.03	
20152	43	SUPR8	122,286	132,069	.000		57.16	59	33.75	
20153	43	SUPR8	119,735	129,314	.000		60.59	54	32.69	
20154	43	SUPR8	114,003	123,123	.000		61.86	50	31.12	
20161	43	SUPR8	105,443	113,878	.000		54.23	54	29.43	
20162	43	SUPR8	155,524	156,266	1.005		55.62	72	39.94	
20163	43	SUPR8	145,332	156,959	.000		59.23	67	39.68	
20164	43	SUPR8	105,978	114,456	.000		54.23	53	28.93	
20171	43	SUPR8	105,216	113,633	.000		54.77	54	29.36	
20172	43	SUPR8	126,854	137,002	.000		52.07	67	35.01	
20173	43	SUPR8	121,743	131,482	.000		54.88	61	33.24	
20174	43	SUPR8	65,957	71,234	.000		47.41	38	18.01	
20181	43	SUPR8	120,190	129,805	.000		53.91	62	33.54	
20182	43	SUPR8	140,361	152,000	1.083		56.71	68	38.84	
20183	43	SUPR8	112,686	122,000	1.080	G	58.10	53	30.84	
PITTSBURG		508 S	GREER BLV	75686	BUDGET INN				13	1.200
20151	25		45,031	51,374	1.141		33.00	69	22.83	
		3335	FM RD 21	75686	CAMP SHILOH LUTHERAN RETRE				04	1.750
20182	36		38,829	69,460	1.789		34.83	61	21.20	
		949 N	GREER BLV	75686	PITTSBURG EXECUTIVE INN				10	1.015
20131	25		52,302	52,843	1.010		53.59	44	23.49	
20132	25		50,853	52,353	1.029		54.17	42	23.01	
20133	25		59,584	62,618	1.051		56.34	48	27.23	
20134	25		67,072	71,517	1.066		57.52	54	31.09	
20141	25		49,110	51,436	1.047		54.62	42	22.86	
20142	25		73,395	77,075	1.050		58.32	58	33.88	
20143	25		79,396	80,047	1.008		61.40	57	34.80	
20144	25		86,290	93,755	1.087		62.50	65	40.76	
20151	25		77,020	90,291	1.172		61.47	65	40.13	
20152	25		65,928	73,485	1.115		60.59	53	32.30	

CITY	ADDR	ZIP	E	3	YR	AVG	
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			T	AVG.	%	--	-----
YRQ	#	TAXABLE	GROSS	ADJ 1	DAILY	OCC	\$ 5
---	RMS	REVENUE	REVENUE	FACTOR	RATE	EST	REVPAR
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PITTSBURG	949 N GREER BLV	75686	PITTSBURG	EXECUTIVE	INN	10	1.015
20153	25	75,305	82,548	1.096	64.23	56	35.89
20154	25	69,531	72,721	1.046	63.54	50	31.62
20161	25	53,288	56,728	1.065	53.85	47	25.21
20162	25	56,523	60,084	1.063	53.78	49	26.41
20163	25	62,380	63,316	.000	55.11	50	27.53
20164	25	63,440	64,392	.000	53.51	52	28.00
20171	25	56,104	59,664	1.063	47.99	55	26.52
20172	25	57,250	57,625	1.007	46.89	54	25.33
20173	25	58,624	59,503	.000	50.68	51	25.87
20174	25	49,628	50,258	1.013	47.10	46	21.85
20181	25	39,148	39,708	1.014	37.49	47	17.65
20182	25	54,195	55,008	.000	49.27	49	24.18
20183	25	70,040	70,160	1.002	53.65	57	30.50
QUITMAN	3035 W STATE HI	75783	BIG BASS	LODGE		13	1.050
20152	16	51,355	53,923	.000	283.82	13	37.03
20162	16	48,255	50,668	.000	293.75	12	34.80
20172	16	42,367	44,485	.000	273.05	11	30.55
	2919 W STATE HI	75783	OAK RIDGE	RESORT	2D Q	02	1.080
20132	12	38,665	41,758	.000	62.57	61	38.24
20142	12	47,223	51,001	.000	73.74	63	46.70
20152	12	45,870	49,540	.000	78.98	57	45.37
20162	12	44,738	48,317	.000	84.11	53	44.25
20172	12	36,087	38,974	.000	80.11	45	35.69
SCROGGINS	830 DREAM LAKE	75480	FIREBAUGH	RANCHES		04	1.050
20131	7	75,208	78,968	.000	145.33	86	125.35
20132	7	97,627	102,508	.000	185.74	86	160.92
20133	12	119,001	124,951	.000	193.17	59	113.18
20134	12	75,282	79,046	.000	165.10	43	71.60
20141	12	87,785	92,174	.000	161.30	53	85.35
20142	12	126,964	133,312	.000	196.42	62	122.08
20143	12	138,173	145,082	.000	209.67	63	131.41
20144	12	100,309	105,324	.000	209.67	45	95.40
20151	12	143,954	151,152	.000	203.88	69	139.96
20152	12	161,449	169,521	.000	225.85	69	155.24
20153	12	171,098	179,653	.000	239.40	68	162.73
20154	12	119,321	125,287	.000	205.43	55	113.48
20161	12	180,641	189,673	.000	209.74	84	175.62
20162	12	172,476	181,100	.000	223.37	74	165.84
20163	12	193,211	202,872	.000	266.62	69	183.76
20164	12	136,221	143,032	.000	205.62	63	129.56
20171	12	186,114	195,420	.000	207.68	87	180.94
20172	12	183,212	192,373	.000	213.91	82	176.17
SULPHUR SPRI	1529 INDUSTRIAL	75482	BUDGET	INN		00	1.050
20131	40	59,371	61,788	1.041	25.20	68	17.16

CITY		ADDR		ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	--	-----
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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SULPHUR	SPRI	1529	INDUSTRIAL	75482	BUDGET INN				00	1.050
20132	40		68,880	73,920	1.073		26.99	75	20.31	
20133	40		79,996	82,491	1.031		29.73	75	22.42	
20134	40		65,137	67,663	1.039		30.02	61	18.39	
20141	40		64,289	67,503	.000		31.22	60	18.75	
20142	40		83,417	83,845	1.005		33.39	69	23.03	
20143	40		69,442	72,914	.000		33.72	59	19.81	
20144	40		64,744	67,981	.000		30.55	60	18.47	
20151	40		55,516	58,292	.000		31.04	52	16.19	
20152	40		71,329	74,895	.000		34.85	59	20.58	
20153	40		77,469	80,057	1.033		35.51	61	21.75	
20154	40		70,577	74,106	.000		36.26	56	20.14	
20161	40		69,812	73,303	.000		36.52	56	20.36	
20162	40		84,926	90,390	1.064		41.02	61	24.83	
20163	40		84,858	89,190	1.051		42.98	56	24.24	
20164	40		62,398	63,295	1.014		37.65	46	17.20	
20171	40		63,352	68,305	1.078		37.80	50	18.97	
20172	40		64,077	70,604	1.102		39.26	49	19.40	
20173	40		72,771	80,417	1.105		44.82	49	21.85	
20174	40		75,144	78,256	1.041		39.96	53	21.27	
20181	40		72,001	75,044	1.042		34.29	61	20.85	
20182	40		79,019	89,584	1.134		42.25	58	24.61	
20183	40		89,671	106,414	1.187		47.45	61	28.92	
		1690	FARM ROAD	75482	COPPER LAKE STATE PARK				10	1.010
20131	18		31,460	31,775	.000		67.51	29	19.61	
20132	18		52,560	53,086	.000		69.54	47	32.41	
20133	18		45,213	45,665	.000		68.16	40	27.58	
20134	18		30,320	30,623	.000		68.13	27	18.49	
20141	18		35,855	36,214	.000		70.86	32	22.35	
20142	18		46,760	47,228	.000		72.67	40	28.83	
20143	18		47,707	48,184	.000		73.19	40	29.10	
20144	18		31,040	31,350	.000		73.19	26	18.93	
20151	18		33,921	34,260	.000		74.36	28	21.15	
20152	18		59,441	60,035	.000		79.64	46	36.65	
20153	18		66,605	67,271	.000		84.42	48	40.62	
20154	18		41,035	41,445	.000		86.19	29	25.03	
20161	18		55,293	55,846	.000		86.98	40	34.47	
20162	18		53,255	53,788	.000		92.63	35	32.84	
20163	18		62,165	62,787	.000		98.64	38	37.91	
20164	18		38,223	38,605	.000		77.59	30	23.31	
20171	18		45,570	46,026	.000		78.53	36	28.41	
20172	18		60,733	61,340	.000		84.84	44	37.45	
20173	18		58,881	59,470	.000		85.70	42	35.91	
20174	18		45,390	45,844	.000		75.42	37	27.68	
20181	18		36,118	36,479	.000		57.81	39	22.52	
20182	18		50,210	51,000	1.016	G	74.22	42	31.14	
20183	18		62,063	63,000	1.010	G	90.73	42	38.04	

CITY		ADDR		ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	--	-----
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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SULPHUR	SPRI	1495	INDUSTRIAL	75482	ECONO LODGE	(FMR	QUALY/DAY	84	1.100	
20141	48		36,885	65,445	1.774	24.00	63	15.15		
20142	48		42,232	46,455	.000	26.28	40	10.64		
20164	48		46,447	51,092	.000	26.28	44	11.57		
20171	48	ECONO	51,548	55,522	1.077	26.61	48	12.85		
20172	48	ECONO	73,980	104,985	1.419	37.34	64	24.04		
20173	48	ECONO	43,422	54,359	1.252	30.95	40	12.31		
20174	48	ECONO	44,680	48,629	1.088	28.88	38	11.01		
20182	48	ECONO	56,420	65,459	1.160	37.24	40	14.99		
20183	48	ECONO	52,649	60,320	1.146	33.78	40	13.66		
		1202	MOCKINGBIR	75482	HAMPTON INN			10	1.040	
20131	70	HAMPT	221,383	235,501	1.064	67.50	55	37.38		
20132	70	HAMPT	284,705	291,432	1.024	69.53	66	45.75		
20133	70	HAMPT	330,952	343,467	1.038	76.47	70	53.33		
20134	70	HAMPT	315,135	322,177	1.022	78.54	64	50.03		
20141	70	HAMPT	260,715	268,851	1.031	72.32	59	42.67		
20142	70	HAMPT	393,430	402,080	1.022	84.29	75	63.12		
20143	70	HAMPT	354,332	364,388	1.028	85.55	66	56.58		
20144	70	HAMPT	330,108	343,312	.000	77.55	69	53.31		
20151	70	HAMPT	272,763	282,690	1.036	74.73	60	44.87		
20152	70	HAMPT	381,917	397,085	1.040	91.58	68	62.34		
20153	70	HAMPT	361,193	372,829	1.032	92.83	62	57.89		
20154	70	HAMPT	346,446	360,304	.000	92.74	60	55.95		
20161	70	HAMPT	316,157	344,199	1.089	86.32	63	54.63		
20162	70	HAMPT	406,921	427,500	1.051	98.25	68	67.11		
20163	70	HAMPT	413,220	432,294	1.046	105.55	64	67.13		
20164	70	HAMPT	372,407	384,328	1.032	95.49	62	59.68		
20171	70	HAMPT	372,505	387,184	1.039	96.44	64	61.46		
20172	70	HAMPT	486,655	499,734	1.027	113.31	69	78.45		
20173	70	HAMPT	437,009	449,371	1.028	117.98	59	69.78		
20174	70	HAMPT	424,234	446,602	1.053	110.26	63	69.35		
20181	70	HAMPT	474,725	489,194	1.030	112.47	69	77.65		
20182	70	HAMPT	461,903	490,013	1.061	113.09	68	76.93		
20183	70	HAMPT	437,730	456,419	1.043	109.67	65	70.87		
		421	INDUSTRIAL	75482	HOLIDAY EXPRESS			07	1.035	
20131	72	HIEXP	206,322	217,236	1.053	60.47	55	33.52		
20132	72	HIEXP	287,762	302,492	1.051	68.57	67	46.17		
20133	72	HIEXP	323,529	335,123	1.036	74.43	68	50.59		
20134	72	HIEXP	320,264	325,352	1.016	77.50	63	49.12		
20141	72	HIEXP	274,544	280,982	1.023	72.28	60	43.36		
20142	72	HIEXP	304,101	332,426	1.093	76.62	66	50.74		
20143	72	HIEXP	294,980	313,362	1.062	77.12	61	47.31		
20144	72	HIEXP	257,463	260,445	1.012	63.12	62	39.32		
20151	72	HIEXP	219,848	226,655	1.031	59.46	59	34.98		
20152	72	HIEXP	324,373	338,565	1.044	75.56	68	51.67		

CITY	ADDR	ZIP	E S T	3 EST	4	YR	OP	AVG
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YRQ	# RMS	BRAND	TAXABLE REVENUE	GROSS REVENUE	ADJ 1 FACTOR	DAILY RATE	OCC EST	\$ 5 REVPAR
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SULPHUR	SPRI	421 INDUSTRIAL	75482	HOLIDAY EXPRESS			07	1.035
20153	72	HIEXP	301,076	310,501	1.031	77.01	61	46.88
20154	72	HIEXP	280,780	292,705	1.042	75.56	58	44.19
20161	72	HIEXP	258,558	300,061	1.161	74.08	63	46.31
20162	72	HIEXP	299,538	340,971	1.138	82.27	63	52.04
20163	72	HIEXP	299,082	304,024	1.017	86.62	53	45.90
20164	72	HIEXP	281,614	292,410	1.038	80.95	55	44.14
20171	72	HIEXP	259,703	276,723	1.066	76.69	56	42.70
20172	72	HIEXP	302,832	310,557	1.026	81.09	58	47.40
20173	72	HIEXP	314,978	320,252	1.017	87.92	55	48.35
20174	72	HIEXP	266,525	279,199	1.048	81.95	51	42.15
20181	72	HIEXP	290,765	305,088	1.049	80.37	59	47.08
20182	72	HIEXP	330,709	341,846	1.034	84.21	62	52.17
20183	72	HIEXP	311,426	318,899	1.024	81.91	59	48.14
		1521 INDUSTRIAL	75482	HOME SPRING SUITES (FMR CO 00				1.060
20131	60	COMFS	115,814	121,291	1.047	46.58	48	22.46
20132	60	COMFS	131,455	153,945	1.171	47.98	59	28.20
20133	60	COMFS	167,046	180,219	1.079	52.60	62	32.65
20134	60	COMFS	147,561	161,651	1.095	48.58	60	29.28
20141	60	COMFS	87,038	91,287	1.049	46.28	37	16.91
20142	60	COMFS	150,290	163,645	1.089	55.73	54	29.97
20143	60	COMFS	138,170	154,568	1.119	55.00	51	28.00
20144	60		78,112	95,061	1.217	45.00	38	17.22
20151	60		59,644	71,571	1.200	35.05	38	13.25
20152	60		84,771	98,192	1.158	34.86	52	17.98
20153	60		87,194	97,902	1.123	35.56	50	17.74
20154	60		73,846	84,690	1.147	31.20	49	15.34
20161	60		62,498	69,406	1.111	27.06	47	12.85
20162	60		112,459	121,489	1.080	32.11	69	22.25
20163	60		111,758	118,179	1.057	34.13	63	21.41
20164	60		121,504	129,481	1.066	34.85	67	23.46
20171	60		98,915	105,281	1.064	31.33	62	19.50
20172	60		141,910	153,716	1.083	44.48	63	28.15
20173	60		121,979	132,876	1.089	43.50	55	24.07
20174	60		131,604	136,607	1.038	43.24	57	24.75
20181	60		119,674	136,607	1.141	35.71	71	25.30
20182	60		144,519	146,090	1.011	44.75	60	26.76
20183	60		145,672	148,849	1.022	46.05	59	26.97
		1344 EATON DR	75482	LA QUINTA INN & SUITES			09	1.060
20131	65	LAQUN	177,329	218,495	1.232	62.68	60	37.35
20132	65	LAQUN	185,733	227,418	1.224	60.77	63	38.45
20133	65	LAQUN	197,695	224,730	1.137	62.40	60	37.58
20134	65	LAQUN	225,236	231,530	1.028	60.38	64	38.72
20141	65	LAQUN	186,017	203,028	1.091	59.74	58	34.71
20142	65	LAQUN	260,788	286,060	1.097	68.94	70	48.36
20143	65	LAQUN	237,786	253,809	1.067	70.18	60	42.44

CITY		ADDR	ZIP			E S T	3 EST AVG.	4 %	YR OP --	AVG ADJ 1 -----
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YRQ	# RMS	BRAND	TAXABLE REVENUE	GROSS REVENUE	ADJ 1 FACTOR	2	RATE	EST	REVPAR	
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SULPHUR	SPRI	1344	EATON DR	75482	LA QUINTA	INN & SUITES			09	1.060
20144	65	LAQUN	229,738	237,062	1.032		63.58	62	39.64	
20151	65	LAQUN	175,322	178,943	1.021		56.47	54	30.59	
20152	65	LAQUN	261,815	280,127	1.070		68.94	69	47.36	
20153	65	LAQUN	212,495	228,051	1.073		65.13	59	38.14	
20154	65	LAQUN	213,209	235,834	1.106		66.50	59	39.44	
20161	65	LAQUN	191,438	216,854	1.133		67.90	55	37.07	
20162	65	LAQUN	243,235	267,906	1.101		71.89	63	45.29	
20163	65	LAQUN	233,302	250,160	1.072		74.81	56	41.83	
20164	65	LAQUN	247,863	256,319	1.034		74.81	57	42.86	
20171	65	LAQUN	195,696	202,116	1.033		70.30	49	34.55	
20172	65	LAQUN	244,845	264,653	1.081		75.38	59	44.74	
20173	65	LAQUN	206,129	222,961	1.082		78.24	48	37.28	
20174	65	LAQUN	195,110	208,503	1.069		73.46	47	34.87	
20181	65	LAQUN	226,524	227,797	1.006		69.20	56	38.94	
20182	65	LAQUN	235,460	260,000	1.104	G	73.23	60	43.96	
20183	65	LAQUN	280,831	286,352	.000		78.76	61	47.88	
		1233	S BROADWAY	75482	ROYAL INN				78	1.185
20131	26		35,381	39,299	1.111		31.77	53	16.79	
20132	26		34,205	40,533	.000		32.72	52	17.13	
20133	26		43,960	52,093	.000		34.03	64	21.78	
20134	26		38,320	43,323	1.131		34.02	53	18.11	
20182	26		37,215	49,952	1.342		33.72	63	21.11	
20183	26		32,184	45,550	1.415		34.04	56	19.04	
		1521	SHANNON RD	75482	TRAIL DUST	INN			82	1.065
20131	72		73,470	78,246	.000		38.57	31	12.07	
20132	72		88,287	94,026	.000		36.05	40	14.35	
20133	72		184,357	196,340	.000		44.20	67	29.64	
20144	72		131,387	137,250	1.045		40.20	52	20.72	
20151	72		118,055	131,619	1.115		40.84	50	20.31	
20152	72		210,661	228,097	1.083		49.52	70	34.81	
20153	72		206,081	232,339	1.127		52.49	67	35.08	
20154	72		171,335	195,065	1.139		49.77	59	29.45	
20161	72		130,212	153,933	1.182		46.63	51	23.76	
20162	72		193,237	205,575	1.064		51.79	61	31.38	
20163	72		224,747	240,571	1.070		56.94	64	36.32	
20164	72		226,114	241,233	1.067		56.94	64	36.42	
20171	72		211,540	225,290	.000		52.40	66	34.77	
20172	72		262,146	278,681	1.063		62.37	68	42.53	
20173	72		212,529	227,300	1.070		62.15	55	34.31	
20174	72		194,149	204,465	1.053		59.80	52	30.87	
20181	72		190,315	209,554	1.101		53.53	60	32.34	
20182	72		244,709	251,265	1.027		62.55	61	38.35	
20183	72		277,246	285,768	1.031		69.85	62	43.14	
TALCO		450	COUNTY ROAD	75487	SELAH INN				03	.000
20172	17		40,991	48,054	1.172		48.41	64	31.06	

CITY		ADDR	ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	AVG.	%	--	-----
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	DAILY	OCC	\$ 5	
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TYLER		3913 FRANKSTON	75701	BAYMONT	INN	AND SUITES		09	1.100
20131	44	BAYMT	79,670	87,637	.000	43.10	51	22.13	
20132	44	BAYMT	109,589	111,709	1.019	43.53	64	27.90	
20133	44	BAYMT	87,019	95,721	.000	39.02	61	23.65	
20134	44	BAYMT	99,586	109,545	.000	43.52	62	27.06	
20141	44	BAYMT	78,020	85,822	.000	40.06	54	21.67	
20142	44	BAYMT	109,871	120,858	.000	45.21	67	30.18	
20143	44	BAYMT	93,947	103,342	.000	43.21	59	25.53	
20144	44	BAYMT	89,812	98,793	.000	43.21	56	24.41	
20151	44	BAYMT	91,102	100,212	.000	45.11	56	25.31	
20152	44	BAYMT	122,176	123,983	1.015	47.68	65	30.96	
20153	44	BAYMT	127,143	139,857	.000	49.60	70	34.55	
20154	44	BAYMT	84,667	93,134	.000	41.25	56	23.01	
20161	44	BAYMT	62,408	68,649	.000	40.25	43	17.34	
20162	44	BAYMT	92,502	101,752	.000	46.75	54	25.41	
20163	44	BAYMT	105,938	116,532	.000	48.60	59	28.79	
20164	44	BAYMT	98,757	108,633	.000	47.46	57	26.84	
20171	44	BAYMT	69,780	72,049	1.033	40.43	45	18.19	
20172	44	BAYMT	117,502	122,077	1.039	49.43	62	30.49	
20173	44	BAYMT	111,332	147,620	1.326	50.26	73	36.47	
20174	44	BAYMT	80,666	89,587	1.111	44.86	49	22.13	
20181	44	BAYMT	57,445	64,550	1.124	37.84	43	16.30	
20182	44	BAYMT	91,767	92,567	1.009	52.20	44	23.12	
20183	44	BAYMT	107,703	110,506	1.026	54.12	50	27.30	
		3130 TROUP HWY	75701	DAYS	INN	(FMR HAMPT)		97	1.065
20131	77	HAMPT	459,318	471,928	1.027	98.56	69	68.10	
20132	77	HAMPT	484,732	496,531	1.024	99.55	71	70.86	
20133	77	HAMPT	454,055	465,659	1.026	101.41	65	65.73	
20134	77	HAMPT	408,279	417,340	1.022	96.51	61	58.91	
20141	77	HAMPT	439,318	447,841	1.019	97.25	66	64.62	
20142	77	HAMPT	560,286	579,057	1.034	120.17	69	82.64	
20143	77	HAMPT	485,539	492,467	1.014	104.60	66	69.52	
20144	77	HAMPT	467,153	469,822	1.006	101.50	65	66.32	
20151	77	HAMPT	467,192	472,276	1.011	105.45	65	68.15	
20152	77	HAMPT	477,051	489,736	1.027	111.46	63	69.89	
20153	77	HAMPT	433,286	442,316	1.021	108.68	57	62.44	
20154	77	HAMPT	364,903	370,707	1.016	94.37	55	52.33	
20161	77	HAMPT	296,227	298,175	1.007	84.37	51	43.03	
20162	77		154,656	159,486	.000	41.61	55	22.76	
20163	77	DAYS	214,960	238,526	1.110	76.75	44	33.67	
20164	77	DAYS	214,867	254,613	1.185	79.84	45	35.94	
20171	77	DAYS	191,236	228,791	1.196	70.93	47	33.01	
20172	77	DAYS	240,738	279,094	1.159	76.60	52	39.83	
20173	77	DAYS	228,282	235,938	1.034	66.71	50	33.31	
20174	77	DAYS	131,465	139,208	1.059	52.23	38	19.65	
20181	77	DAYS	149,072	158,394	1.063	56.18	41	22.86	

CITY		ADDR	ZIP		E	3		YR	AVG	
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	---	
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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TYLER		3130 TROUP HWY	75701	DAYS INN	(FMR HAMPT)				97	1.065
20182	77	DAYS	187,714	196,304	1.046		60.89	46	28.02	
20183	77	DAYS	189,498	199,620	1.053		63.52	44	28.18	
		1945 W SOUTHWES	75701	FAIRFIELD INN					95	1.065
20131	64	FAIRF	276,674	291,357	1.053		77.28	65	50.58	
20132	64	FAIRF	299,232	325,180	1.087		80.29	70	55.83	
20133	64	FAIRF	276,661	282,419	1.021		78.58	61	47.97	
20134	64	FAIRF	248,980	267,862	1.076		74.58	61	45.49	
20141	64	FAIRF	198,276	215,457	1.087		69.97	53	37.41	
20142	64	FAIRF	254,497	282,446	1.110		81.45	60	48.50	
20143	64	FAIRF	363,857	385,766	1.060		90.66	72	65.52	
20144	64	FAIRF	350,002	368,952	1.054		94.56	66	62.66	
20151	64	FAIRF	325,214	337,281	1.037		89.62	65	58.56	
20152	64	FAIRF	360,164	383,575	.000		94.73	70	65.86	
20153	64	FAIRF	338,441	341,013	1.008		92.00	63	57.92	
20154	64	FAIRF	295,780	311,423	1.053		85.85	62	52.89	
20161	64	FAIRF	283,573	292,827	1.033		82.15	62	50.84	
20162	64	FAIRF	374,491	388,815	1.038		104.12	64	66.76	
20163	64	FAIRF	368,720	380,550	1.032		103.68	62	64.63	
20164	64	FAIRF	307,420	316,333	1.029		98.00	55	53.73	
20171	64	FAIRF	317,045	337,370	1.064		93.30	63	58.57	
20172	64	FAIRF	368,075	395,540	1.075		109.64	62	67.92	
20173	64	FAIRF	359,657	374,146	1.040		106.78	59	63.54	
20174	64	FAIRF	316,055	330,615	1.046		93.94	60	56.15	
20181	64	FAIRF	294,720	349,785	1.187		91.84	66	60.73	
20182	64	FAIRF	337,805	348,299	1.031		92.78	64	59.80	
20183	64	FAIRF	327,182	334,751	1.023		92.74	61	56.85	
		3303 TROUP HWY	75701	HAWTHORN INN	(FMR RESIDENC				85	1.300
20131	128	RESID	465,872	615,991	1.322		83.36	64	53.47	
20132	128	RESID	546,270	683,469	1.251		82.17	71	58.68	
20133	128	RESID	519,106	638,045	1.229		82.71	66	54.18	
20134	128	RESID	433,546	527,864	1.218		72.00	62	44.83	
20141	128	RESID	496,035	598,745	1.207		74.88	69	51.97	
20142	128	HAWTH	417,734	498,342	1.193		69.52	62	42.78	
20143	128	HAWTH	420,895	506,635	1.204		68.10	63	43.02	
20144	128	HAWTH	312,839	486,152	1.554		63.50	65	41.28	
20151	128	HAWTH	344,908	440,381	1.277		62.53	61	38.23	
20152	128	HAWTH	379,937	460,741	1.213		63.45	62	39.56	
20153	128	HAWTH	368,932	448,836	1.217		60.81	63	38.11	
20154	128	HAWTH	318,792	381,505	1.197		56.54	57	32.40	
20161	128	HAWTH	261,543	318,070	1.216		50.22	55	27.61	
20162	128	HAWTH	289,433	407,005	.000		52.27	67	34.94	
20163	128	HAWTH	279,472	403,457	1.444		52.78	65	34.26	
20164	128	HAWTH	189,544	277,703	1.465		43.63	54	23.58	
20171	128	HAWTH	160,050	228,875	1.430		38.97	51	19.87	
20172	128	HAWTH	203,407	232,345	1.142		42.15	47	19.95	

CITY		ADDR	ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	---
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5
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TYLER		3303 TROUP HWY	75701	HAWTHORN	INN	(FMR	RESIDENC	85	1.300
20173	128	HAWTH	313,572	371,511	1.185	50.14	63	31.55	
20174	128	HAWTH	243,331	318,425	1.309	42.15	64	27.04	
20181	128	HAWTH	241,510	293,116	1.214	39.34	65	25.44	
20182	128	HAWTH	247,769	339,254	1.369	45.51	64	29.13	
20183	128	HAWTH	220,114	382,197	1.736	52.07	62	32.46	
		2421 E SOUTHEAS	75701	HOLIDAY EXPRESS	(FMR WINGA	01		1.065	
20131	88	HIEXP	633,016	662,921	1.047	117.69	71	83.70	
20132	88	HIEXP	626,440	666,768	1.064	119.78	70	83.26	
20133	88	HIEXP	634,343	651,313	1.027	124.51	65	80.45	
20134	88	HIEXP	564,972	598,752	1.060	115.51	64	73.96	
20141	88	HIEXP	579,225	617,208	1.066	113.89	68	77.93	
20142	88	HIEXP	639,085	710,108	1.111	125.57	71	88.67	
20143	88	HIEXP	616,560	699,051	1.134	122.92	70	86.35	
20144	88	HIEXP	591,280	624,680	1.056	118.52	65	77.16	
20151	88	HIEXP	517,092	545,379	1.055	115.00	60	68.86	
20152	88	HIEXP	581,568	646,615	1.112	125.25	64	80.75	
20153	88	HIEXP	494,974	526,480	1.064	117.10	56	65.03	
20154	88	HIEXP	438,720	450,658	1.027	91.10	61	55.66	
20161	88	HIEXP	417,013	437,723	1.050	86.10	64	55.27	
20162	88	HIEXP	484,009	566,285	1.170	107.25	66	70.71	
20163	88	HIEXP	510,363	573,248	1.123	111.56	63	70.81	
20164	88	HIEXP	454,159	469,851	1.035	101.34	57	58.03	
20171	88	HIEXP	472,802	489,614	1.036	98.25	63	61.82	
20172	88	HIEXP	472,910	526,734	1.114	104.75	63	65.78	
20173	88	HIEXP	512,893	558,933	1.090	115.36	60	69.04	
20174	88	HIEXP	330,002	336,324	1.019	88.39	47	41.54	
20181	88	HIEXP	465,443	480,491	1.032	94.77	64	60.67	
20182	88	HIEXP	564,146	595,248	1.055	110.62	67	74.33	
20183	88	HIEXP	485,528	534,741	1.101	102.84	64	66.05	
		3104 GOLDEN RD	75701	HOMWOOD	SUITES TYLER			16	1.085
20164	62	HOMEW	325,740	343,659	1.055	114.43	53	60.25	
20171	113	HOMEW	608,113	625,135	1.028	98.90	62	61.47	
20172	113	HOMEW	804,767	846,275	1.052	121.48	68	82.30	
20173	113	HOMEW	716,283	795,262	1.110	119.05	64	76.50	
20174	113	HOMEW	650,946	706,787	1.086	110.57	61	67.99	
20181	113	HOMEW	677,239	736,277	1.087	108.46	67	72.40	
20182	113	HOMEW	740,777	861,533	1.163	126.28	66	83.78	
20183	113	HOMEW	740,249	837,182	1.131	127.05	63	80.53	
		1601 W SOUTHWES	75701	LA QUINTA	INN #457			83	1.045
20131	130	LAQUN	382,057	396,588	1.038	61.89	55	33.90	
20132	130	LAQUN	468,210	505,330	1.079	65.65	65	42.72	
20133	130	LAQUN	449,331	475,734	1.059	66.01	60	39.78	
20134	130	LAQUN	409,164	417,920	1.021	62.31	56	34.94	
20141	130	LAQUN	367,592	382,301	1.040	59.81	55	32.68	

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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	--	-----
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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TYLER		1601 W	SOUTHWES	75701 LA	QUINTA	INN	#457		83	1.045
20142	130	LAQUN	499,267	528,662	1.059		65.64	68	44.69	
20143	130	LAQUN	517,203	542,075	1.048		67.20	67	45.32	
20144	130	LAQUN	417,052	436,876	1.048		60.50	60	36.53	
20151	130	LAQUN	538,389	560,585	1.041		70.64	68	47.91	
20152	130	LAQUN	509,570	529,988	1.040		71.50	63	44.80	
20153	130	LAQUN	470,944	486,282	1.033		70.23	58	40.66	
20154	130	LAQUN	346,166	376,923	1.089		61.19	51	31.52	
20161	130	LAQUN	275,965	284,920	1.032		51.43	47	24.35	
20162	130	LAQUN	380,868	392,644	1.031		60.97	54	33.19	
20163	130	LAQUN	384,423	399,533	1.039		62.79	53	33.41	
20164	130	LAQUN	237,922	258,984	1.089		47.36	46	21.65	
20171	130	LAQUN	245,937	255,005	1.037		45.31	48	21.80	
20172	130	LAQUN	378,576	386,885	1.022		58.83	56	32.70	
20173	130	LAQUN	362,939	391,974	1.080		58.71	56	32.77	
20174	130	LAQUN	277,158	286,933	1.035		45.01	53	23.99	
20181	130	LAQUN	249,351	255,349	1.024		42.65	51	21.82	
20182	130	LAQUN	345,197	369,508	1.070		62.12	50	31.23	
20183	130	LAQUN	355,888	370,964	1.042		63.57	49	31.02	
		2552 S	SOUTHEAS	75701 LA	QUINTA	INN & SUITES			15	1.100
20151	73	LAQUN	368,158	378,300	1.028		103.33	56	57.58	
20152	73	LAQUN	393,418	423,557	1.077		107.32	59	63.76	
20153	73	LAQUN	372,398	409,638	.000		101.26	60	60.99	
20154	73	LAQUN	331,712	364,883	.000		79.82	68	54.33	
20161	73	LAQUN	294,634	307,749	1.045		75.22	62	46.84	
20162	73	LAQUN	381,910	446,161	1.168		98.14	68	67.16	
20163	73	LAQUN	366,489	414,861	1.132		99.29	62	61.77	
20164	73	LAQUN	314,340	324,590	1.033		80.41	60	48.33	
20171	73	LAQUN	373,050	386,087	1.035		83.54	70	58.77	
20172	73	LAQUN	372,167	409,384	.000		87.50	70	61.63	
20173	73	LAQUN	378,484	434,427	1.148		89.96	72	64.69	
20174	73	LAQUN	364,978	393,291	1.078		85.02	69	58.56	
20181	73	LAQUN	365,572	383,649	1.049		82.24	71	58.39	
20182	73	LAQUN	457,772	510,584	1.115		103.40	74	76.86	
20183	73	LAQUN	385,608	437,515	1.135		96.25	68	65.15	
		3310	TROUP HWY	75701	MAGNUSON	HOTEL (FMR	RAMA/H	62	1.125	
20131	50	MAGNU	117,112	125,739	1.074		55.55	50	27.94	
20132	30	MAGNU	79,467	79,932	1.006		56.11	52	29.28	
20133	40	MAGNU	46,373	52,170	.000		50.83	28	14.18	
20134	40	MAGNU	97,251	109,407	.000		55.83	53	29.73	
20151	60	MAGNU	160,003	180,003	.000		59.17	56	33.33	
20152	70	MAGNU	192,167	216,188	.000		62.54	54	33.94	
20153	70	MAGNU	157,865	174,462	1.105		57.78	47	27.09	
20154	70	MAGNU	167,046	188,401	1.128		54.44	54	29.25	
20161	70	MAGNU	163,467	169,829	1.039		49.54	54	26.96	
20162	80	MAGNU	221,937	228,415	1.029		54.49	58	31.38	

CITY		ADDR	ZIP		E	3		YR	AVG	
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YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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TYLER		3310	TROUP HWY	75701	MAGNUSON		HOTEL (FMR	RAMA/H	62	1.125
20163	80	MAGNU	215,182	217,748	1.012		53.88	55	29.59	
20164	80	MAGNU	145,014	165,901	1.144		45.65	49	22.54	
20171	80	MAGNU	124,931	129,380	1.036		40.53	44	17.97	
20172	80	MAGNU	171,761	186,129	1.084		46.57	55	25.57	
20173	80	MAGNU	140,001	187,632	1.340		46.41	55	25.49	
20174	80	MAGNU	98,353	122,540	1.246		38.39	43	16.65	
20181	80	MAGNU	91,056	98,031	1.077		33.08	41	13.62	
20182	80	MAGNU	196,795	221,000	1.123		49.18	62	30.36	
20183	80	MAGNU	236,140	266,000	1.125	G	51.17	71	36.14	
		2759	MCDONALD R	75701	STAYBRIDGE		SUITES		11	1.120
20131	86	STAYB	492,342	551,423	.000		106.47	67	71.24	
20132	86	STAYB	553,158	619,537	.000		111.57	71	79.16	
20133	86	STAYB	537,068	601,516	.000		109.74	69	76.03	
20134	86	STAYB	509,208	570,313	.000		105.54	68	72.08	
20141	86	STAYB	513,925	575,596	.000		109.76	68	74.37	
20142	86	STAYB	535,517	599,779	.000		115.25	66	76.64	
20143	86	STAYB	476,817	534,035	.000		108.06	62	67.50	
20144	86	STAYB	525,686	588,768	.000		115.06	65	74.41	
20151	86	STAYB	586,960	657,395	.000		129.36	66	84.93	
20152	86	STAYB	524,141	587,038	.000		127.22	59	75.01	
20153	86	STAYB	415,798	465,694	.000		111.86	53	58.86	
20154	86	STAYB	447,015	500,657	.000		110.30	57	63.28	
20161	86	STAYB	477,843	535,184	.000		110.30	63	69.15	
20162	86	STAYB	486,702	545,106	.000		123.75	56	69.65	
20163	86	STAYB	467,419	523,509	.000		121.20	55	66.17	
20164	86	STAYB	487,893	546,440	.000		110.92	62	69.06	
20171	86	STAYB	511,670	573,070	.000		110.80	67	74.04	
20172	86	STAYB	459,406	514,535	.000		104.49	63	65.75	
20173	86	STAYB	361,565	404,953	.000		88.24	58	51.18	
20174	86	STAYB	418,058	468,225	.000		87.24	68	59.18	
20181	86	STAYB	479,757	537,328	.000		94.46	73	69.42	
20182	86	STAYB	445,749	499,239	.000		88.34	72	63.79	
20183	86	STAYB	401,146	449,000	1.120	G	83.26	68	56.75	
		3393	S SOUTHWES	75701	WINDSOR INN		& SUITES (FMR		05	1.080
20131	44		97,561	106,251	1.089		48.07	56	26.83	
20132	44		98,048	107,107	1.092		46.53	57	26.75	
20133	44		93,164	96,007	1.031		42.65	56	23.72	
20134	44		83,453	85,718	1.027		42.65	50	21.18	
20141	44		75,106	76,620	1.020		41.24	47	19.35	
20142	44		92,674	96,701	1.043		44.63	54	24.15	
20143	44		88,784	93,225	1.050		43.64	53	23.03	
20144	44		73,669	76,023	1.032		41.54	45	18.78	
20151	44		92,392	97,627	1.057		44.02	56	24.65	
20152	44		85,271	92,093	.000		43.89	52	23.00	
20153	44		89,511	96,672	.000		43.27	55	23.88	

CITY		ADDR		ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	--	-----
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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TYLER		3393 S	SOUTHWES	75701	WINDSOR INN		& SUITES	(FMR	05	1.080
20154	44		75,925	76,300	1.005		41.93	45	18.85	
20161	44		68,633	74,124	.000		37.53	50	18.72	
20162	44		96,028	103,710	.000		36.88	70	25.90	
20163	44		98,432	106,307	.000		37.62	70	26.26	
20164	44		86,142	88,408	1.026		36.64	60	21.84	
20171	44		56,144	58,007	1.033		31.82	46	14.65	
20172	44		91,953	98,170	1.068		34.00	72	24.52	
20173	44		80,899	111,448	1.378		38.90	71	27.53	
20174	44		75,492	99,010	1.312		36.39	67	24.46	
20181	44		69,996	75,070	1.072		33.52	57	18.96	
20182	44		99,539	107,202	1.077		40.90	65	26.77	
20183	44		85,506	89,379	1.045		37.12	59	22.08	
		3210 S	SOUTHWES	75701	WOODSPRING SUITES				08	2.500
20131	121	VALUP	78,197	262,847	3.361		35.68	68	24.14	
20132	121	VALUP	59,696	274,635	4.601		35.73	70	24.94	
20133	121	VALUP	124,264	258,469	2.080		35.07	66	23.22	
20134	121	VALUP	126,383	253,564	2.006		35.07	65	22.78	
20141	121	VALUP	131,563	279,620	2.125		36.47	70	25.68	
20142	121	VALUP	138,411	307,796	2.224		40.50	69	27.95	
20143	121	VALUP	153,308	319,981	2.087		41.47	69	28.74	
20144	121	VALUP	139,552	289,490	2.074		37.77	69	26.01	
20151	121	VALUP	169,079	338,911	2.004		43.11	72	31.12	
20152	121	VALUP	155,333	261,178	1.681		38.17	62	23.72	
20153	121	VALUP	174,675	321,963	1.843		42.21	69	28.92	
20154	121	VALUP	113,618	255,133	2.246		37.34	61	22.92	
20161	121	VALUP	123,618	241,055	1.950		34.74	64	22.14	
20162	121	VALUP	86,297	225,139	2.609		35.79	57	20.45	
20163	121	VALUP	104,828	227,669	2.172		38.61	53	20.45	
20164	121	VALUP	88,985	199,468	2.242		36.83	49	17.92	
20171	121	VALUP	132,171	249,289	1.886		36.87	62	22.89	
20172	121	WOODS	125,852	298,272	2.370		41.17	66	27.09	
20173	121	WOODS	84,127	312,759	3.718		39.93	70	28.10	
20174	121	WOODS	95,333	286,687	3.007		40.21	64	25.75	
20181	121	WOODS	98,773	297,014	3.007		41.17	66	27.27	
20182	121	WOODS	127,647	308,564	2.417		44.48	63	28.02	
20183	121	WOODS	130,105	339,342	2.608		46.33	66	30.48	
		1800 W	ERWIN ST	75702	AMERICAN INN		(FMR ALAMO	PL	72	1.900
20131	40		30,888	64,668	2.094		33.83	53	17.96	
20132	40		34,278	72,800	2.124		32.86	61	20.00	
20133	40		30,530	70,738	2.317		33.85	57	19.22	
20134	40		31,105	72,244	2.323		33.85	58	19.63	
20141	40		33,221	61,521	1.852		34.16	50	17.09	
20142	40		36,426	71,254	1.956		36.29	54	19.58	
20143	40		41,127	73,688	1.792		37.15	54	20.02	
20144	40		37,351	79,134	2.119		37.15	58	21.50	

CITY		ADDR		ZIP		E	3		YR	AVG	
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	--	-----	
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5		
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TYLER		1800 W	ERWIN ST	75702	AMERICAN	INN	(FMR	ALAMO	PL	72	1.900
20151	40		48,074	92,439	1.923		41.49	62	25.68		
20152	40		41,919	67,292	1.605		37.62	49	18.49		
20153	40		36,468	80,832	2.217		38.52	57	21.97		
20154	40		31,523	76,220	2.418		36.60	57	20.71		
20161	40		35,209	67,321	1.912		34.50	54	18.70		
20162	40		36,442	69,954	1.920		37.95	51	19.22		
20163	40		42,344	73,200	1.729		38.71	51	19.89		
20164	40		36,931	69,257	1.875		36.63	51	18.82		
20171	40		32,869	67,430	2.051		33.67	56	18.73		
20172	40		35,174	66,356	1.887		35.07	52	18.23		
20173	40		30,545	60,607	1.984		31.76	52	16.47		
20182	40		43,194	73,418	1.700		37.03	54	20.17		
20183	40		36,315	73,665	2.029		35.66	56	20.02		
		2828 W	NORTHWES	75702	BEST VALUE	INN	(FMR	BEST W	73	1.285	
20131	90	BVALU	86,798	112,727	1.299		33.97	41	13.92		
20132	90	BVALU	97,277	123,003	1.264		32.90	46	15.02		
20133	90	BVALU	90,435	126,934	1.404		34.20	45	15.33		
20134	90	BVALU	104,334	132,090	1.266		33.20	48	15.95		
20141	90	BVALU	95,428	130,116	1.363		31.41	51	16.06		
20142	90	BVALU	125,148	165,218	1.320		32.98	61	20.17		
20143	90	BVALU	152,217	193,990	1.274		35.81	65	23.43		
20144	90	BVALU	98,817	170,564	1.726		34.51	60	20.60		
20151	90	BVALU	134,383	206,696	1.538		37.63	68	25.52		
20152	90	BVALU	98,439	121,732	1.237		34.38	43	14.86		
20153	90	BVALU	95,626	117,898	1.233		31.61	45	14.24		
20154	90	BVALU	103,456	127,285	1.230		29.47	52	15.37		
20161	90	BVALU	58,756	82,776	1.409		25.47	40	10.22		
20162	90	BVALU	103,108	128,129	1.243		29.23	54	15.64		
20163	90	BVALU	91,016	120,845	1.328		28.68	51	14.59		
20164	90	BVALU	64,959	81,294	1.251		26.14	38	9.82		
20171	90	BVALU	49,664	65,143	1.312		23.98	34	8.04		
20172	90	BVALU	56,678	75,815	1.338		27.41	34	9.26		
20173	90	BVALU	54,240	69,745	1.286		27.58	31	8.42		
20174	90	BVALU	41,488	50,795	1.224		25.26	24	6.13		
20181	90	BVALU	51,681	66,793	1.292		25.55	32	8.25		
20182	90	BVALU	65,806	87,418	1.328		28.64	37	10.67		
20183	90	BVALU	52,158	73,032	1.400		27.17	32	8.82		
		3701	CHANDLER H	75702	EXECUTIVE	INN & SUITES			13	1.040	
20133	20		34,739	36,129	.000		35.00	56	19.64		
20141	41		96,014	99,855	.000		45.00	60	27.06		
20142	41		129,070	134,233	.000		55.00	65	35.98		
20143	41		125,652	130,678	.000		56.31	62	34.64		
20144	41		111,058	115,500	.000		56.31	54	30.62		
20151	41		126,674	131,741	.000		57.77	62	35.70		
20152	41		115,637	120,262	.000		59.79	54	32.23		

CITY		ADDR	ZIP		E	3		YR	AVG	
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	---	
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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TYLER		3701	CHANDLER H	75702	EXECUTIVE	INN & SUITES			13	1.040
20153	41		105,462	109,680	.000		59.91	49	29.08	
20154	41		104,849	109,043	.000		55.89	52	28.91	
20161	41		87,446	90,944	.000		52.10	47	24.65	
20162	41		115,484	120,103	.000		59.95	54	32.19	
20163	41		122,465	127,364	.000		61.36	55	33.77	
20164	41		104,304	108,476	.000		57.95	50	28.76	
20171	41		79,731	82,920	.000		52.33	43	22.47	
20172	41		119,555	124,337	.000		56.23	59	33.33	
20173	41		116,802	121,474	.000		56.21	57	32.20	
20174	41		109,741	114,131	.000		54.13	56	30.26	
20181	41		93,691	97,439	.000		50.54	52	26.41	
20182	41		126,591	132,000	1.043		59.38	60	35.38	
20183	41		102,786	107,000	1.040	G	57.48	49	28.37	
		2631	W NORTHWES	75702	EXPRESS	INN (FMR JUPITER/R			70	1.080
20131	52		115,159	133,317	1.158		42.22	67	28.49	
20132	52		107,861	116,038	1.076		39.01	63	24.52	
20133	52		109,181	113,795	1.042		39.51	60	23.79	
20134	52		98,832	114,494	1.158		40.00	60	23.93	
20141	52		114,860	121,398	1.057		41.60	62	25.94	
20142	52		170,431	176,701	1.037		51.97	72	37.34	
20143	52		144,668	149,732	1.035		45.63	69	31.30	
20144	52		140,152	146,594	1.046		45.63	67	30.64	
20151	52		148,433	163,441	1.101		50.58	69	34.92	
20152	52		102,653	112,281	1.094		48.18	49	23.73	
20153	52		94,657	108,101	1.142		48.04	47	22.60	
20154	52		78,983	84,699	1.072		40.08	44	17.70	
20161	52		83,314	89,030	1.069		40.08	47	19.02	
20162	52		105,324	124,283	1.180		47.85	55	26.26	
20163	52		137,520	142,804	1.038		49.23	61	29.85	
20164	52		104,646	113,018	.000		43.53	54	23.62	
20171	52		110,007	118,808	.000		41.73	61	25.39	
20172	52		109,479	118,237	.000		42.74	58	24.99	
20173	52		105,134	113,545	.000		42.64	56	23.73	
20174	52		59,176	63,910	.000		37.07	36	13.36	
20181	52		105,130	113,540	.000		41.08	59	24.26	
20182	52		106,279	115,000	1.082		42.13	58	24.30	
20183	52		100,105	108,000	1.080	G	42.09	54	22.58	
		3247	W GENTRY P	75702	HOLIDAY	EXPRESS			00	1.050
20131	67	HIEXP	317,411	329,428	1.038		82.39	66	54.63	
20132	67	HIEXP	311,626	337,438	1.083		81.19	68	55.34	
20133	67	HIEXP	301,011	318,388	1.058		83.36	62	51.65	
20134	67	HIEXP	292,315	304,831	1.043		79.56	62	49.45	
20141	67	HIEXP	287,558	302,500	1.052		78.23	64	50.17	
20142	67	HIEXP	419,769	444,334	1.059		97.16	75	72.88	
20143	67	HIEXP	400,458	421,171	1.052		99.47	69	68.33	

CITY		ADDR	ZIP		E	3		YR	AVG	
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	5	
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	RATE	OCC	\$	
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TYLER		3247 W	GENTRY P	75702	HOLIDAY EXPRESS				00	1.050
20144	67	HIEXP	352,221	374,913	1.064		93.22	65	60.82	
20151	67	HIEXP	355,604	374,074	1.052		94.55	66	62.04	
20152	67	HIEXP	412,499	433,124	.000		105.57	67	71.04	
20153	67	HIEXP	387,657	393,967	1.016		101.51	63	63.91	
20154	67	HIEXP	283,960	295,886	1.042		102.97	47	48.00	
20161	67	HIEXP	259,047	268,246	1.036		97.57	46	44.49	
20162	67	HIEXP	329,814	339,444	1.029		93.89	59	55.67	
20163	67	HIEXP	247,116	264,334	1.070		91.43	47	42.88	
20164	67	HIEXP	177,634	186,331	1.049		82.29	37	30.23	
20171	67	HIEXP	251,627	268,241	1.066		73.14	61	44.48	
20172	67	HIEXP	344,249	356,378	1.035		87.62	67	58.45	
20173	67	HIEXP	371,678	375,492	1.010		93.51	65	60.92	
20174	67	HIEXP	184,630	197,097	1.068		79.50	40	31.98	
20181	67	HIEXP	248,074	258,962	1.044		76.87	56	42.95	
20182	67	HIEXP	342,604	350,284	1.022		89.53	64	57.45	
20183	67	HIEXP	300,000	315,000	.000	1	84.78	60	51.10	
		528 S	SAUNDERS	75702	HOSPITALITY HOUSE				98	1.015
20131	30		58,230	88,730	1.524		56.96	58	32.86	
20132	30		62,370	83,105	1.332		57.53	53	30.44	
20133	30		63,950	104,250	1.630		60.85	62	37.77	
20134	30		67,580	105,265	1.558		59.05	65	38.14	
20141	30		52,970	116,890	2.207		65.05	67	43.29	
20142	30		55,905	113,485	2.030		68.30	61	41.57	
20143	30		61,745	105,465	1.708		66.86	57	38.21	
20144	30		63,710	98,585	1.547		60.05	59	35.72	
20151	30		70,380	118,830	1.688		68.41	64	44.01	
20152	30		66,800	67,802	.000		71.25	35	24.84	
20153	30		61,130	121,910	1.994		74.13	60	44.17	
20154	30		45,258	45,937	.000		61.09	27	16.64	
20161	30		84,024	85,284	.000		75.09	42	31.59	
20162	30		87,858	89,176	.000		79.85	41	32.67	
20163	30		80,529	81,737	.000		76.45	39	29.61	
20164	30		72,247	73,331	.000		72.19	37	26.57	
20171	30		63,028	63,973	.000		66.83	35	23.69	
20172	30		66,053	67,044	.000		70.96	35	24.56	
20173	30		58,506	59,384	.000		67.67	32	21.52	
20174	30		66,699	67,699	.000		68.74	36	24.53	
20181	30		67,486	68,498	.000		65.79	39	25.37	
20182	30		70,285	71,000	1.010		66.93	39	26.01	
20183	30		58,138	59,000	1.015	G	64.53	33	21.38	
		3236 W	GENTRY P	75702	LONE STAR INN				12	1.450
20131	40		107,824	120,697	1.119		48.11	70	33.53	
20132	40		102,462	119,080	1.162		48.59	67	32.71	
20133	40		107,658	123,166	1.144		54.67	61	33.47	
20134	40		119,092	140,501	1.180		58.67	65	38.18	

CITY		ADDR		ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	--	-----
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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TYLER		3236 W	GENTRY P	75702	LONE STAR	INN			12	1.450
20141	40		111,667	143,710	1.287		61.02	65	39.92	
20142	40		133,650	164,691	1.232		69.85	65	45.24	
20143	40		141,492	181,137	1.280		71.51	69	49.22	
20144	40		138,638	187,201	1.350		71.51	71	50.87	
20151	50		170,930	244,035	1.428		75.79	72	54.23	
20152	50		131,245	160,979	1.227		69.54	51	35.38	
20153	50		151,175	178,456	1.180		70.27	55	38.79	
20154	50		124,952	163,845	1.311		68.65	52	35.62	
20161	50		134,438	174,229	1.296		68.65	56	38.72	
20162	50		137,704	173,041	1.257		75.51	50	38.03	
20163	50		150,643	195,880	1.300		77.02	55	42.58	
20164	50		115,573	172,399	1.492		68.68	55	37.48	
20171	50		109,748	162,786	1.483		63.50	57	36.17	
20172	50		114,469	168,939	1.476		68.49	54	37.13	
20173	50		110,784	171,075	1.544		69.30	54	37.19	
20174	50		99,274	155,117	1.563		65.36	52	33.72	
20181	50		99,489	157,211	1.580		62.52	56	34.94	
20182	50		115,055	172,450	1.499		70.33	54	37.90	
20183	50		132,419	194,299	1.467		73.36	58	42.24	
		2739 W	NORTHWES	75702	LUXURY I&S	(FMR EXPRESS/DA			69	1.030
20131	46		111,503	114,848	.000		38.88	71	27.74	
20132	46		142,681	146,961	.000		58.13	60	35.11	
20133	46		146,660	151,060	.000		63.55	56	35.69	
20134	46		147,079	151,491	.000		62.55	57	35.80	
20141	46		134,756	138,799	.000		60.88	55	33.53	
20142	46		141,518	145,764	.000		63.92	54	34.82	
20143	46		143,266	147,564	.000		62.98	55	34.87	
20144	46		135,803	139,877	.000		61.58	54	33.05	
20151	46		143,652	147,962	.000		65.26	55	35.74	
20152	46		122,648	126,327	.000		63.69	47	30.18	
20153	46		117,144	120,658	.000		58.25	49	28.51	
20154	46		106,473	109,667	.000		50.29	52	25.91	
20161	46		100,637	103,656	.000		49.22	51	25.04	
20162	46		83,290	85,789	.000		45.34	45	20.49	
20163	46		76,741	79,043	.000		42.99	43	18.68	
20164	46		103,471	106,575	.000		42.64	59	25.18	
20171	46		71,399	73,541	.000		37.68	47	17.76	
20172	46		81,959	84,418	.000		42.17	48	20.17	
20173	46		105,566	108,913	1.032		44.71	58	25.74	
20174	46		115,348	118,808	.000		44.94	62	28.07	
20181	46		118,721	122,283	.000		44.36	67	29.54	
20182	46		139,545	143,731	.000		49.53	69	34.34	
20183	46		118,457	122,000	1.030	G	46.31	62	28.83	
		3209 W	GENTRY P	75702	ROSE CITY	MOTEL (FMR TRAVL			82	1.080
20131	50		43,321	46,787	.000		23.82	44	10.40	

CITY		ADDR		ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	--	-----
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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TYLER		3209 W	GENTRY P	75702	ROSE CITY		MOTEL (FMR TRAVL	82	1.080	
20132	50		36,537	39,460	.000		22.75	38	8.67	
20133	50		40,010	43,211	.000		23.65	40	9.39	
20134	50		39,593	42,760	.000		22.65	41	9.30	
20141	50		35,000	37,800	.000	1	23.56	36	8.40	
20142	50		39,532	42,695	.000		24.74	38	9.38	
20143	50		48,847	52,755	.000		24.81	46	11.47	
20144	50		45,362	48,991	.000		23.51	45	10.65	
20151	50		79,873	86,263	.000		30.21	63	19.17	
20152	50		80,000	86,400	.000	1	34.53	55	18.99	
20153	50		50,287	54,310	.000		32.28	37	11.81	
20154	50		43,485	46,964	.000		24.97	41	10.21	
20161	50		38,695	41,791	.000		24.97	37	9.29	
20162	47		32,608	35,217	.000		24.83	33	8.23	
20163	47		40,089	43,296	.000		25.66	39	10.01	
20164	47		37,670	40,684	.000		25.35	37	9.41	
20171	47		42,936	46,371	.000		25.86	42	10.96	
20172	47		38,262	41,323	.000		24.75	39	9.66	
20173	47		28,745	31,045	.000		23.43	31	7.18	
20182	47		41,402	45,000	1.087		26.14	40	10.52	
20183	47		41,971	41,974	1.000		25.82	38	9.71	
		2843 W	NORTHWES	75702	STAY EXPRESS		INN (FMR QUAL	75	1.020	
20131	140	QUALY	184,030	193,240	1.050		40.66	38	15.34	
20132	140	QUALY	282,706	301,718	1.067		41.07	58	23.68	
20133	140	QUALY	227,776	256,270	1.125		39.57	50	19.90	
20134	140	QUALY	195,504	214,663	1.098		37.57	44	16.67	
20141	140	QUALY	222,549	237,462	1.067		35.95	52	18.85	
20142	140	QUALY	300,261	387,468	1.290		43.58	70	30.41	
20143	140	QUALY	260,511	295,861	1.136		39.50	58	22.97	
20144	140	QUALY	225,783	242,406	1.074		36.50	52	18.82	
20151	140	QUALY	283,359	293,258	1.035		38.68	60	23.27	
20152	140	QUALY	207,608	212,539	1.024		34.54	48	16.68	
20153	140	QUALY	136,659	138,850	1.016		31.77	34	10.78	
20154	140	QUALY	110,108	114,600	1.041		29.03	31	8.90	
20161	140	QUALY	119,803	123,013	1.027		27.03	36	9.76	
20162	140	QUALY	243,610	252,113	1.035		31.38	63	19.79	
20163	140	QUALY	195,228	199,138	1.020		32.01	48	15.46	
20164	140	QUALY	165,148	167,770	1.016		31.22	42	13.03	
20171	140	QUALY	177,340	179,380	1.011		31.16	46	14.24	
20172	140	QUALY	143,505	145,507	1.014		29.16	39	11.42	
20173	140	QUALY	78,604	81,323	1.035		26.89	23	6.31	
20174	140	QUALY	61,028	62,249	.000		24.18	20	4.83	
20181	140		40,064	40,865	.000		22.81	14	3.24	
20182	140		29,267	30,000	1.025		22.19	11	2.35	
		2600 WNW LOOP 3		75702	STRATFORD		HOUSE INN	84	1.200	
20131	40		37,787	45,344	.000		32.50	39	12.60	

CITY		ADDR		ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	--	-----
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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TYLER		2600 WNW LOOP 3	75702	STRATFORD		HOUSE INN			84	1.200
20132	40		45,077	54,092	.000		31.41	47	14.86	
20133	40		37,639	45,167	.000		29.64	41	12.27	
20134	40		48,495	58,194	.000		29.64	53	15.81	
20141	40		38,719	46,147	1.192		28.75	45	12.82	
20142	40		43,724	52,051	1.190		30.19	47	14.30	
20143	40		34,387	37,336	1.086		27.22	37	10.15	
20144	40		42,460	47,884	1.128		27.22	48	13.01	
20151	40		44,520	73,097	1.642		30.97	66	20.30	
		2616 W NORTHWES	75702	SUPER 8 OF TYLER					83	1.025
20131	125	SUPR8	202,533	213,036	1.052		41.14	46	18.94	
20132	125	SUPR8	235,866	247,467	1.049		43.98	49	21.76	
20133	125	SUPR8	229,993	235,005	1.022		45.72	45	20.44	
20134	125	SUPR8	215,481	218,755	1.015		40.02	48	19.02	
20141	125	SUPR8	211,874	217,171	.000		39.54	49	19.30	
20142	125	SUPR8	317,234	325,165	.000		44.67	64	28.59	
20143	125	SUPR8	294,520	296,801	1.008		43.68	59	25.81	
20144	125	SUPR8	288,365	296,967	1.030		42.68	60	25.82	
20151	125	SUPR8	380,467	414,265	1.089		51.59	71	36.82	
20152	125	SUPR8	308,412	323,324	1.048		50.30	57	28.42	
20153	125	SUPR8	325,383	342,093	1.051		52.02	57	29.75	
20154	125	SUPR8	205,769	214,058	1.040		42.69	44	18.61	
20161	125	SUPR8	213,377	217,893	1.021		39.69	49	19.37	
20162	125	SUPR8	294,816	308,715	1.047		50.26	54	27.14	
20163	125	SUPR8	272,968	296,279	1.085		48.09	54	25.76	
20164	125	SUPR8	197,786	211,716	1.070		39.62	46	18.41	
20171	125	SUPR8	204,864	210,745	1.029		38.89	48	18.73	
20172	125	SUPR8	237,954	241,954	1.017		42.30	50	21.27	
20173	125	SUPR8	251,802	261,633	1.039		41.68	55	22.75	
20174	125	SUPR8	185,701	189,942	1.023		36.28	46	16.52	
20181	125	SUPR8	212,009	214,420	1.011		38.29	50	19.06	
20182	125	SUPR8	293,592	296,483	1.010		44.67	58	26.06	
20183	125	SUPR8	270,254	279,411	1.034		43.11	56	24.30	
		3300 MINEOLA HW	75702	TRAVEL INN (FMR MOTEL6/TRA					69	1.035
20131	81	TRAVL	30,000	60,000	2.000	3	40.90	20	8.23	
20132	81	TRAVL	69,857	80,006	1.145		36.87	29	10.85	
20133	81	TRAVL	93,189	107,306	1.151		35.20	41	14.40	
20134	81	TRAVL	78,351	81,093	.000		32.20	34	10.88	
20141	81	TRAVL	74,525	77,133	.000		33.49	32	10.58	
20142	81	TRAVL	83,239	86,152	.000		33.17	35	11.69	
20143	81	TRAVL	74,772	77,389	.000		33.96	31	10.38	
20144	81		77,665	80,383	.000		31.00	35	10.79	
20151	81		212,651	220,094	.000		49.50	61	30.19	
20152	81		184,794	191,262	.000		49.15	53	25.95	
20153	81		131,269	135,863	.000		46.35	39	18.23	
20154	81		116,106	120,170	.000		41.00	39	16.13	

CITY	ADDR	ZIP	E	3	YR	AVG	
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			T	AVG.	%	----	
YRQ	#	TAXABLE	GROSS	ADJ 1	DAILY	OCC	\$ 5
----	RMS	REVENUE	REVENUE	FACTOR	RATE	EST	REVPAR
	BRAND						
TYLER		3300 MINEOLA HW	75702	TRAVEL INN	(FMR MOTEL6/TRA	69	1.035
20161	81	110,960	114,844	.000	35.50	44	15.75
20162	81	149,228	154,451	.000	42.35	49	20.95
20163	81	149,453	154,684	.000	42.98	48	20.76
20164	81	98,531	101,980	.000	38.99	35	13.68
20171	81	98,862	102,322	.000	38.47	36	14.04
20172	81	MTL 6 119,769	123,961	.000	42.15	40	16.82
20173	81	MTL 6 159,884	162,790	1.018	45.38	48	21.85
20174	81	MTL 6 165,090	173,817	1.053	45.64	51	23.32
20181	81	MTL 6 109,236	112,595	1.031	34.95	44	15.45
20182	81	70,943	73,426	.000	30.51	33	9.96
20183	81	78,295	81,000	1.035	G 41.95	26	10.87
		3100 NORTHWEST	75702	TWELVE OAKS	MOTOR HOTEL	74	1.085
20131	40	46,914	48,647	1.037	34.34	39	13.51
20132	40	49,927	57,484	1.151	33.67	47	15.79
20133	40	57,428	63,214	1.101	35.00	49	17.18
20134	40	70,629	76,462	1.083	37.50	55	20.78
20141	40	48,266	51,251	1.062	32.76	43	14.24
20142	40	62,004	63,232	1.020	33.14	52	17.37
20143	40	67,361	69,854	1.037	33.93	56	18.98
20144	40	58,507	61,278	1.047	32.00	52	16.65
20151	40	90,490	104,952	1.160	39.74	73	29.15
20152	40	59,774	62,016	1.038	35.45	48	17.04
20153	40	76,174	81,457	1.069	37.92	58	22.14
20154	40	66,806	69,971	1.047	35.56	53	19.01
20161	40	50,415	52,644	1.044	31.46	46	14.62
20162	40	67,193	70,364	1.047	34.61	56	19.33
20163	40	61,504	68,294	1.110	34.16	54	18.56
20164	40	59,890	64,566	1.078	34.08	51	17.55
20171	40	60,128	69,011	1.148	32.59	59	19.17
20172	40	63,443	69,838	1.101	35.11	55	19.19
20173	40	64,054	72,484	1.132	36.82	53	19.70
20174	40	53,253	57,631	1.082	32.93	48	15.66
20181	40	61,196	66,515	1.087	32.87	56	18.48
20182	40	75,173	79,506	1.058	37.08	59	21.84
20183	40	82,295	86,831	1.055	38.98	61	23.60
		120 W RIECK RD	75703	BEST WESTERN	SOUTHPARK INN	99	1.065
20131	61	BWEST 293,427	316,136	1.077	86.39	67	57.58
20132	61	BWEST 307,498	326,453	1.062	88.26	67	58.81
20133	61	BWEST 296,147	310,353	1.048	87.90	63	55.30
20134	61	BWEST 272,588	281,982	1.034	86.86	58	50.25
20141	61	BWEST 305,584	326,702	1.069	90.33	66	59.51
20142	61	BWEST 371,305	393,092	1.059	101.49	70	70.81
20143	61	BWEST 378,891	390,189	1.030	103.90	67	69.53
20144	61	BWEST 316,699	331,957	1.048	94.50	63	59.15
20151	61	BWEST 331,153	346,492	1.046	98.03	64	63.11

CITY		ADDR	ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	---
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5
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TYLER		120 W RIECK RD	75703	BEST WESTERN	SOUTHPARK	INN	99		1.065
20152	61	BWEST	358,779	374,189	1.043		107.85	62	67.41
20153	61	BWEST	328,120	341,121	1.040		101.44	60	60.78
20154	61	BWEST	277,250	295,651	1.066		89.86	59	52.68
20161	61	BWEST	251,799	265,806	1.056		85.86	56	48.42
20162	61	BWEST	289,938	312,988	1.079		99.00	57	56.38
20163	61	BWEST	285,817	300,027	1.050		99.96	53	53.46
20164	61	BWEST	258,404	277,795	1.075		87.13	57	49.50
20171	61	BWEST	250,982	273,964	1.092		83.31	60	49.90
20172	61	BWEST	277,424	292,967	1.056		90.05	59	52.78
20173	61	BWEST	271,619	286,985	1.057		92.00	56	51.14
20174	61	BWEST	230,706	240,137	1.041		84.18	51	42.79
20181	61	BWEST	229,575	245,827	1.071		76.16	59	44.78
20182	61	BWEST	286,970	313,315	1.092		90.09	63	56.44
20183	61	BWEST	250,843	259,163	1.033		85.22	54	46.18
		315 E RIECK RD	75703	CANDLEWOOD SUITES	HOTEL			03	1.400
20131	64	CANDL	116,300	287,356	2.471		67.25	74	49.89
20132	64	CANDL	136,582	298,141	2.183		70.95	72	51.19
20133	64	CANDL	162,346	245,336	1.511		67.52	62	41.67
20134	64	CANDL	154,572	257,619	1.667		67.52	65	43.75
20141	64	CANDL	62,718	311,974	4.974		74.38	73	54.16
20142	64	CANDL	54,535	324,515	5.951		78.10	71	55.72
20143	64	CANDL	87,372	332,111	3.801		79.95	71	56.40
20144	64	CANDL	97,735	296,375	3.032		74.50	68	50.34
20151	64	CANDL	127,723	273,853	2.144		75.78	63	47.54
20152	64	CANDL	157,614	249,132	1.581		69.53	62	42.78
20153	64	CANDL	120,790	223,516	1.850		65.06	58	37.96
20154	64	CANDL	93,822	162,206	1.729		55.94	49	27.55
20161	64	CANDL	96,076	233,007	2.425		54.44	74	40.45
20162	64	CANDL	146,132	205,236	1.404		55.55	63	35.24
20163	64	CANDL	171,213	220,860	1.290		58.92	64	37.51
20164	64	CANDL	116,123	155,241	1.337		53.16	50	26.37
20171	64	CANDL	119,956	153,120	1.276		50.76	52	26.58
20172	64	CANDL	145,821	213,574	1.465		58.12	63	36.67
20173	64	CANDL	116,805	214,862	1.839		60.93	60	36.49
20174	64	CANDL	62,701	125,018	1.994		49.37	43	21.23
20181	64	CANDL	124,039	138,180	1.114		51.05	47	23.99
20182	64	CANDL	130,078	199,049	1.530		51.44	66	34.18
20183	64	CANDL	120,000	168,000	.000	1	52.32	55	28.53
		303 E RIECK RD	75703	COMFORT SUITES				03	1.040
20131	65	COMFS	231,123	246,408	1.066		72.23	58	42.12
20132	65	COMFS	296,857	311,028	1.048		77.30	68	52.58
20133	65	COMFS	302,587	324,304	1.072		78.28	69	54.23
20134	65	COMFS	268,070	283,316	1.057		77.28	61	47.38
20141	65	COMFS	277,286	288,467	1.040		77.48	64	49.31
20142	65	COMFS	389,711	406,221	1.042		93.95	73	68.68

CITY		ADDR	ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	DAILY	OCC	\$ 5	
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	RATE	EST	REVPAR	
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TYLER		303 E	RIECK RD	75703	COMFORT SUITES			03	1.040
20143	65	COMFS	346,254	391,860	1.132	96.18	68	65.53	
20144	65	COMFS	334,447	337,427	1.009	89.58	63	56.43	
20151	65	COMFS	311,776	323,594	1.038	87.52	63	55.32	
20152	65	COMFS	331,779	352,877	1.064	94.62	63	59.66	
20153	65	COMFS	304,042	317,996	1.046	90.11	59	53.18	
20154	65	COMFS	287,413	294,047	1.023	84.85	58	49.17	
20161	65	COMFS	273,074	279,846	1.025	82.85	58	47.84	
20162	65	COMFS	315,078	333,201	1.058	94.11	60	56.33	
20163	65	COMFS	380,273	385,899	1.015	97.15	66	64.53	
20164	65	COMFS	282,416	286,802	1.016	85.77	56	47.96	
20171	65	COMFS	281,007	287,339	1.023	84.05	58	49.12	
20172	65	COMFS	283,465	298,958	1.055	87.32	58	50.54	
20173	65	COMFS	285,072	310,874	1.091	90.49	57	51.99	
20174	65	COMFS	243,947	258,103	1.058	82.87	52	43.16	
20181	65	COMFS	221,894	224,522	1.012	72.99	53	38.38	
20182	65	COMFS	305,215	325,974	1.068	88.21	62	55.11	
20183	65	COMFS	270,543	283,344	1.047	78.54	60	47.38	
		6702 S	BROADWAY	75703	COUNTRY INN & SUITES			09	1.055
20131	69	CTRYI	228,932	242,869	1.061	67.82	58	39.11	
20132	69	CTRYI	255,042	285,019	1.118	68.50	66	45.39	
20133	69	CTRYI	253,286	277,400	1.095	71.21	61	43.70	
20134	69	CTRYI	285,732	319,474	1.118	71.51	70	50.33	
20141	69	CTRYI	279,078	302,566	1.084	73.03	67	48.72	
20142	69	CTRYI	329,995	365,628	1.108	82.46	71	58.23	
20143	69	CTRYI	289,577	315,241	1.089	76.23	65	49.66	
20144	69	CTRYI	280,514	291,391	1.039	72.23	64	45.90	
20151	69	CTRYI	278,691	304,800	1.094	76.55	64	49.08	
20152	69	CTRYI	275,455	290,961	1.056	80.91	57	46.34	
20153	69	CTRYI	279,239	316,107	1.132	84.18	59	49.80	
20154	69	CTRYI	247,579	256,603	1.036	75.37	54	40.42	
20161	69	CTRYI	218,531	224,933	1.029	70.37	51	36.22	
20162	69	CTRYI	262,667	282,367	1.075	80.17	56	44.97	
20163	69	CTRYI	213,849	220,411	1.031	79.68	44	34.72	
20164	69	CTRYI	215,195	237,997	1.106	73.53	51	37.49	
20171	69	CTRYI	214,526	221,248	1.031	69.86	51	35.63	
20172	69	CTRYI	263,651	274,094	1.040	73.57	59	43.65	
20173	69	CTRYI	126,396	132,413	1.048	47.64	44	20.86	
20174	69	CTRYI	81,813	85,018	1.039	38.17	35	13.39	
20181	69	CTRYI	109,856	117,190	1.067	49.28	38	18.87	
20182	69	CTRYI	256,971	267,845	1.042	72.69	59	42.66	
20183	69	CTRYI	211,028	240,416	1.139	68.71	55	37.87	
		7424 S	BROADWAY	75703	COURTYARD TYLER			10	1.025
20131	121	COURT	1,060,992	1,084,164	1.022	130.34	76	99.56	
20132	121	COURT	1,335,098	1,347,811	1.010	156.89	78	122.41	
20133	121	COURT	1,136,378	1,158,507	1.019	152.69	68	104.07	

CITY		ADDR		ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	--	-----
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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TYLER		7424 S BROADWAY	75703	COURTYARD	TYLER				10	1.025
20134	121	COURT	803,279	825,577	1.028		135.69	55	74.16	
20141	121	COURT	836,217	878,408	1.050		130.72	62	80.66	
20142	121	COURT	1,104,363	1,133,413	1.026		142.51	72	102.93	
20143	121	COURT	888,363	929,395	1.046		138.73	60	83.49	
20144	121	COURT	875,359	896,067	1.024		128.53	63	80.49	
20151	121	COURT	861,585	879,501	1.021		123.49	65	80.76	
20152	121	COURT	953,719	988,548	1.037		129.47	69	89.78	
20153	121	COURT	876,837	886,987	1.012		129.50	62	79.68	
20154	121	COURT	728,750	743,673	1.020		112.27	59	66.80	
20161	121	COURT	654,266	666,166	1.018		95.27	64	61.17	
20162	121	COURT	856,618	884,800	1.033		118.00	68	80.36	
20163	121	COURT	784,582	799,827	1.019		117.04	61	71.85	
20164	121	COURT	651,777	661,572	1.015		107.47	55	59.43	
20171	121	COURT	564,031	577,922	1.025		95.70	55	53.07	
20172	121	COURT	801,046	820,895	1.025		114.98	65	74.55	
20173	121	COURT	649,237	686,376	1.057		104.77	59	61.66	
20174	121	COURT	511,140	517,410	1.012		81.72	57	46.48	
20181	121	COURT	526,087	534,222	1.015		84.47	58	49.06	
20182	121	COURT	689,991	705,736	1.023		108.42	59	64.09	
20183	121	COURT	689,938	692,776	1.004		107.87	58	62.23	
		8962 S BROADWAY	75703	HAMPTON INN & SUITES					15	1.050
20154	90	HAMPT	497,092	503,231	1.012		116.84	52	60.78	
20161	107	HAMPT	554,288	570,501	1.029		97.54	61	59.24	
20162	107	HAMPT	767,977	798,548	1.040		123.97	66	82.01	
20163	107	HAMPT	760,977	791,532	1.040		126.74	63	80.41	
20164	107	HAMPT	682,181	716,235	1.050		119.28	61	72.76	
20171	107	HAMPT	598,884	618,156	1.032		97.98	66	64.19	
20172	107	HAMPT	702,539	734,316	1.045		118.11	64	75.42	
20173	107	HAMPT	672,748	769,288	1.144		120.71	65	78.15	
20174	107	HAMPT	717,565	728,932	1.016		114.61	65	74.05	
20181	107	HAMPT	567,050	584,634	1.031		95.48	64	60.71	
20182	107	HAMPT	706,508	740,882	1.049		120.72	63	76.09	
20183	107	HAMPT	698,457	721,795	1.033		116.62	63	73.32	
		220 GRANDE BLVD	75703	HILTON GARDEN INN					09	1.030
20131	125	HILTG	1,056,366	1,097,331	1.039		122.71	79	97.54	
20132	125	HILTG	1,391,255	1,424,407	1.024		151.21	83	125.22	
20133	125	HILTG	1,060,629	1,092,925	1.030		149.18	64	95.04	
20134	125	HILTG	979,637	1,031,007	1.052		135.18	66	89.65	
20141	125	HILTG	1,035,215	1,066,574	1.030		137.88	69	94.81	
20142	125	HILTG	1,218,812	1,275,930	1.047		149.71	75	112.17	
20143	125	HILTG	1,089,920	1,142,924	1.049		146.92	68	99.38	
20144	125	HILTG	1,133,959	1,153,972	1.018		146.92	68	100.35	
20151	125	HILTG	1,191,452	1,223,191	1.027		153.66	71	108.73	
20152	125	HILTG	1,219,472	1,256,056	.000		162.42	68	110.42	
20153	125	HILTG	1,151,162	1,185,697	.000		156.50	66	103.10	

CITY		ADDR	ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	DAILY	OCC	\$ 5	
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	RATE	EST	REVPAR	
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TYLER		220 GRANDE BLVD	75703	HILTON GARDEN INN				09	1.030
20154	125	HILTG	1,038,682	1,069,842	.000	147.83	63	93.03	
20161	125	HILTG	1,050,234	1,081,741	.000	142.53	67	96.15	
20162	125	HILTG	1,082,013	1,171,205	1.082	155.68	66	102.96	
20163	125	HILTG	1,147,298	1,191,298	1.038	159.22	65	103.59	
20164	125	HILTG	914,785	938,456	1.026	144.83	56	81.60	
20171	125	HILTG	898,605	923,657	1.028	133.37	62	82.10	
20172	125	HILTG	1,000,637	1,027,458	1.027	150.43	60	90.33	
20173	125	HILTG	773,799	991,813	1.282	149.85	58	86.24	
20174	125	HILTG	873,575	890,579	1.019	139.93	55	77.44	
20181	125	HILTG	821,506	841,823	1.025	125.44	60	74.83	
20182	125	HILTG	982,994	1,011,055	1.029	132.85	67	88.88	
20183	125	HILTG	867,950	892,534	1.028	119.05	65	77.61	
		5701 S BROADWAY	75703	HOLIDAY INN SELECT (FMR SH				83	1.100
20131	183	HOLID	656,573	777,420	1.184	86.62	54	47.20	
20132	183	HOLID	886,734	980,982	1.106	89.41	66	58.91	
20133	183	HOLID	798,393	915,249	1.146	92.94	58	54.36	
20134	183	HOLID	617,296	751,616	1.218	85.54	52	44.64	
20141	183	HOLID	717,212	813,376	1.134	86.88	57	49.39	
20142	183	HOLID	983,230	1,130,751	1.150	98.26	69	67.90	
20143	183	HOLID	823,774	989,291	1.201	94.45	62	58.76	
20144	183	HOLID	718,959	874,375	1.216	88.45	59	51.93	
20151	183	HOLID	651,470	748,956	1.150	84.25	54	45.47	
20152	183	HOLID	900,958	1,007,742	1.119	91.48	66	60.51	
20153	183	HOLID	840,274	894,952	1.065	90.08	59	53.16	
20154	183	HOLID	591,473	717,163	1.213	77.81	55	42.60	
20161	183	HOLID	620,790	678,956	1.094	72.51	57	41.22	
20162	183	HOLID	801,638	869,716	1.085	90.76	58	52.23	
20163	183	HOLID	854,268	940,320	1.101	92.58	60	55.85	
20164	183	HOLID	612,964	708,791	1.156	80.71	52	42.10	
20171	183	HOLID	645,889	722,331	1.118	77.77	56	43.86	
20172	183	HOLID	802,811	913,845	1.138	88.62	62	54.88	
20173	183	HOLID	763,993	904,265	1.184	90.26	60	53.71	
20174	183	HOLID	558,055	653,651	1.171	73.98	52	38.82	
20181	183	HOLID	651,219	720,867	1.107	76.56	57	43.77	
20182	183	HOLID	868,593	943,867	1.087	90.58	63	56.68	
20183	183	HOLID	716,693	830,277	1.158	83.37	59	49.32	
		4267 FM 344 E	75703	KIEPERSOL ESTATES BED & BR				00	1.025
20143	5		36,210	37,115	.000	155.29	52	80.69	
20144	5		45,443	46,579	.000	155.29	65	101.26	
20151	5		50,625	51,891	.000	175.17	66	115.31	
20152	5		58,565	60,029	.000	195.72	67	131.93	
20153	5		51,815	53,110	.000	203.62	57	115.46	
20154	5		51,600	52,890	.000	206.88	55	114.98	
20161	5		55,425	56,811	.000	206.88	61	126.25	
20162	5		64,875	66,497	.000	227.57	64	146.15	

CITY		ADDR	ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	---
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5
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TYLER		4267 FM 344 E	75703	KIEPERSOL	ESTATES	BED & BR	00		1.025
20163	5		68,978	70,702	.000	232.12	66	153.70	
20164	5		49,960	52,820	1.057	223.79	51	114.83	
20171	5		57,624	60,564	1.051	214.67	63	134.59	
20172	5		100,973	101,968	1.010	289.12	77	224.11	
20173	5		54,961	56,335	.000	228.78	53	122.47	
20174	5		73,207	74,907	1.023	234.14	69	162.84	
20181	5		54,193	74,907	1.382	201.58	82	166.46	
20182	5		80,087	82,000	1.024	285.31	63	180.22	
20183	5		62,024	64,000	1.025	G 225.96	62	139.13	
		350 W HERITAGE	75703	RESIDENCE	INN			14	1.250
20144	35	RESID	235,908	251,734	1.067	115.00	68	78.18	
20151	119	RESID	567,409	678,609	1.196	110.22	57	63.36	
20152	119	RESID	666,600	858,078	1.287	112.59	70	79.24	
20153	119	RESID	679,192	867,506	1.277	111.93	71	79.24	
20154	119	RESID	656,921	832,984	1.268	110.27	69	76.09	
20161	119	RESID	520,709	673,754	1.294	99.35	63	62.91	
20162	119	RESID	648,558	836,012	1.289	118.19	65	77.20	
20163	119	RESID	631,411	897,931	1.422	119.01	69	82.02	
20164	119	RESID	539,862	749,933	1.389	110.47	62	68.50	
20171	119	RESID	536,161	636,888	1.188	99.88	60	59.47	
20172	119	RESID	668,312	829,979	1.242	119.02	64	76.64	
20173	119	RESID	628,335	889,323	1.415	121.09	67	81.23	
20174	119	RESID	659,595	833,521	1.264	117.69	65	76.13	
20181	119	RESID	607,718	743,421	1.223	104.17	67	69.41	
20182	119	RESID	689,436	840,499	1.219	115.69	67	77.62	
20183	119	RESID	690,087	863,469	1.251	119.06	66	78.87	
		5555 DONNYBROOK	75703	SLEEP INN	AND SUITES			08	1.080
20131	79	SLEEP	236,138	260,192	1.102	63.13	58	36.60	
20132	79	SLEEP	281,893	320,248	1.136	65.78	68	44.55	
20133	79	SLEEP	292,430	311,665	1.066	68.38	63	42.88	
20134	79	SLEEP	224,293	260,564	1.162	65.08	55	35.85	
20141	79	SLEEP	248,337	280,701	1.130	65.08	61	39.48	
20142	79	SLEEP	400,407	437,814	1.093	84.08	72	60.90	
20143	79	SLEEP	385,684	418,893	1.086	86.07	67	57.64	
20144	79	SLEEP	322,049	353,431	1.097	78.07	62	48.63	
20151	79	SLEEP	311,282	336,561	1.081	78.50	60	47.34	
20152	79	SLEEP	378,162	419,916	1.110	86.91	67	58.41	
20153	79	SLEEP	356,085	373,235	1.048	84.80	61	51.35	
20154	79	SLEEP	285,145	304,133	1.067	76.66	55	41.85	
20161	79	SLEEP	185,386	211,126	1.139	64.66	46	29.69	
20162	79	SLEEP	267,379	300,240	1.123	71.13	59	41.76	
20163	79	SLEEP	316,160	353,185	1.117	75.75	64	48.59	
20164	79	SLEEP	236,719	254,097	1.073	68.38	51	34.96	
20171	79	SLEEP	182,430	201,916	1.107	62.99	45	28.40	
20172	79	SLEEP	268,918	309,348	1.150	70.47	61	43.03	

CITY		ADDR	ZIP		E	3		YR	AVG	
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	---	
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
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TYLER		5555 DONNYBROOK	75703	SLEEP INN	AND SUITES				08	1.080
20173	79	SLEEP	287,619	302,557	1.052		73.16	57	41.63	
20174	79	SLEEP	237,029	265,324	1.119		66.06	55	36.51	
20181	79	SLEEP	197,318	210,370	1.066		57.14	52	29.59	
20182	79	SLEEP	317,662	339,275	1.068		70.42	67	47.19	
20183	79	SLEEP	314,435	331,775	1.055		70.86	64	45.65	
		13429 INTERSTAT	75706	BEST VALUE	(FMR ROYAL/ECON				73	1.025
20131	50	BVALU	45,240	46,371	.000		27.85	37	10.30	
20132	50	BVALU	64,350	65,959	.000		27.77	52	14.50	
20133	50	BVALU	67,964	69,663	.000		28.87	52	15.14	
20134	50	BVALU	73,715	75,558	.000		29.57	56	16.43	
20141	50	BVALU	70,321	72,079	.000		30.75	52	16.02	
20142	50	BVALU	104,178	106,782	.000		34.91	67	23.47	
20143	50	BVALU	76,579	78,493	.000		35.74	48	17.06	
20144	50	BVALU	70,978	72,752	.000		34.00	47	15.82	
20151	50	BVALU	75,931	82,644	1.088		34.45	53	18.37	
20152	50	BVALU	80,403	90,500	1.126		36.41	55	19.89	
20153	50	BVALU	64,973	66,597	.000		34.45	42	14.48	
20154	50	BVALU	57,916	59,364	.000		29.92	43	12.91	
20161	50	BVALU	46,061	47,213	.000		26.52	40	10.49	
20162	50	BVALU	78,786	80,756	.000		31.37	57	17.75	
20163	50	BVALU	75,771	77,665	.000		31.16	54	16.88	
20164	50	BVALU	69,666	71,408	.000		28.71	54	15.52	
20171	50	BVALU	52,718	54,036	.000		26.64	45	12.01	
20172	50	BVALU	79,477	81,464	.000		29.11	61	17.90	
20173	50	BVALU	58,532	59,995	.000		28.08	46	13.04	
20174	50	BVALU	70,363	73,153	1.040		28.46	56	15.90	
20181	50	BVALU	62,098	62,380	1.005		25.25	55	13.86	
20182	50	BVALU	73,611	75,000	1.019		29.74	55	16.48	
20183	50	BVALU	84,001	86,000	1.025	G	32.77	57	18.70	
		5583 FM 16 E	75706	WHISPERING	PINES CABINS	(F			07	1.040
20131	29		48,936	50,893	.000		44.19	44	19.50	
20132	29		64,140	66,706	.000		47.66	53	25.28	
20133	29		89,633	93,218	.000		54.64	64	34.94	
20141	29		35,040	36,442	.000		44.24	32	13.96	
20142	29		75,153	78,159	.000		55.17	54	29.62	
20143	29		111,534	115,995	.000		66.11	66	43.48	
20144	29		50,170	52,177	.000		50.11	39	19.56	
20151	29		43,151	44,877	.000		50.35	34	17.19	
20152	29		107,550	111,852	.000		69.07	61	42.38	
20153	29		151,258	157,308	.000		82.26	72	58.96	
20154	29		58,958	61,316	.000		66.30	35	22.98	
20161	29		70,286	73,097	.000		66.30	42	28.01	
20162	29		119,428	124,205	.000		82.83	57	47.07	
20163	29		134,525	139,906	.000		84.51	62	52.44	
20164	29		66,988	69,668	.000		69.20	38	26.11	

CITY		ADDR	ZIP		E	3		YR	AVG
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	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	5
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$
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TYLER		5583 FM 16 E		75706	WHISPERING	PINES CABINS	(F	07	1.040
20171	29		54,340	56,514	.000	61.44	35	21.65	
20172	29		111,628	116,093	.000	72.87	60	43.99	
20173	29		155,634	161,859	.000	87.39	69	60.67	
20174	29		78,589	81,733	.000	66.85	46	30.63	
20181	29		55,547	57,769	.000	53.65	41	22.13	
20182	29		132,483	137,782	.000	76.95	68	52.21	
20183	29		209,709	218,000	1.040	G 116.88	70	81.71	
		12732 HWY 155 N		75708	AMERICAS	BEST VALUE INN	(F	87	1.250
20182	40	BVALU	36,600	46,630	1.274	35.00	37	12.81	
		2420 E GENTRY P		75708	TOWNHOUSE	MOTEL		81	1.045
20131	27		49,985	52,234	.000	37.37	57	21.50	
20132	27		40,680	42,511	.000	37.74	46	17.30	
20133	27		39,505	41,283	.000	38.19	43	16.62	
20134	27		54,064	56,497	.000	38.19	60	22.74	
20141	27		53,712	56,129	.000	39.72	58	23.10	
20142	27		47,277	49,404	.000	40.45	50	20.11	
20143	27		56,770	59,325	.000	41.41	58	23.88	
20144	27		54,941	57,413	.000	41.41	56	23.11	
20151	27		78,085	81,599	.000	47.17	71	33.58	
20152	27		44,077	46,060	.000	42.46	44	18.75	
20153	27		45,024	47,050	.000	41.88	45	18.94	
20154	27		43,957	45,935	.000	37.47	49	18.49	
20161	27		48,794	50,990	.000	37.47	56	20.98	
20162	27		38,486	40,218	.000	38.03	43	16.37	
20163	27		44,779	46,794	.000	38.30	49	18.84	
20164	27		45,547	47,597	.000	36.72	52	19.16	
20171	27		54,518	56,971	.000	37.64	62	23.44	
20172	27		47,901	50,057	.000	36.60	56	20.37	
20173	27		51,763	54,092	.000	38.78	56	21.78	
20174	27		48,330	50,505	.000	35.48	57	20.33	
20181	27		59,326	61,996	.000	37.06	69	25.51	
20182	27		63,488	66,345	.000	39.65	68	27.00	
20183	27		67,606	71,000	1.045	G 44.10	65	28.58	
		TYLER AIRBNB PO		75710	AIRBNB -	CITY OF TYLER	(\$1	17	1.000
20181	6	AIRBB	51,823	63,573	1.227	286.85	41	117.73	
20182	6	AIRBB	54,718	60,604	1.108	277.49	40	111.00	
20183	7	AIRBB	62,076	66,702	1.075	278.55	37	103.57	
VAN		3064 INTERSTATE		75790	FAIRFIELD	INN		16	1.025
20172	30	FAIRF	137,974	141,423	.000	82.40	63	51.80	
20173	55	FAIRF	272,901	280,777	1.029	81.48	68	55.49	
20174	75	FAIRF	335,472	339,825	1.013	76.00	65	49.25	
20181	75	FAIRF	290,827	299,372	1.029	67.54	66	44.35	
20182	75	FAIRF	396,527	407,461	1.028	87.57	68	59.70	

CITY		ADDR	ZIP			E	3		YR	AVG
----		----	----			S	EST	4	OP	ADJ 1
	#		TAXABLE	GROSS	ADJ 1	T	AVG.	%	--	-----
YRQ	RMS	BRAND	REVENUE	REVENUE	FACTOR	2	DAILY	OCC	\$ 5	
----	----	-----	-----	-----	-----	-	RATE	EST	REVPAR	
VAN		3064	INTERSTATE	75790	FAIRFIELD	INN			16	1.025
20183	75	FAIRF	362,474	375,143	1.035		85.24	64	54.37	
YANTIS		1609	COUNTY ROA	75497	HIDDEN LAKES	HUNTING RESOR			08	.000
20181	13		50,858	57,266	.000		170.57	29	48.95	
		285	PRIVATE ROA	75497	LODGES AT	LAND'S END			09	1.050
20132	12		48,834	51,276	.000		79.69	59	46.96	
20142	12		56,482	59,306	.000		90.83	60	54.31	
20152	12		40,879	42,923	.000		97.28	40	39.31	
20182	12		38,363	40,000	1.043		86.47	42	36.63	

NOTES: 1. 'G' INDICATES AN ESTIMATE OF GROSS REVENUES. AREA FACTOR USED IF PROPERTY DOES NOT PROVIDE GROSS. TAXABLE IS 89% OF GROSS STATEWIDE. 2. A NUMBER OR A 'Y' INDICATES QUARTERS REVENUES ARE ESTIMATED. 3. ESTIMATED AVERAGE DAILY RATE (IE 60-85% OF RACK SINGLE) 4. Occupancy derived from calculated roomnights sold (gross room revenues divided by Average Daily Rate), divided by roomnights available. 5. Total REVENUES Per Available Room per day, or 'REVPAR'; Prepared from State Comptroller, chain directories and private records. INCLUDES ALL QUARTERLY REPORTS EXCEEDING \$35,000 (OTHERWISE OMITTED).

PERIOD: TWELVE MONTHS ENDING JUNE 30, 2018
LODGING MARKET: TEXAS EXCLUDING MOST METROS, LUXURY, UPSCALE,
SEGMENTS, & PRODUCTS OVER \$150 PER NIGHT

BRAND	#* HTL	#* RMS 000S	EST.		\$		EST.		\$ RATE	\$ RPAR
			% RNS 000S	% RNS	AMT. 000S	% AMT	% OCC			
CHAINS										
AIRBB	0	.0	.0	6	.0	794	.0	52.9	125.60	66.38
HOMEWOOD	11	1.1	.9	279	1.0	33,441	1.7	70.1	120.00	84.10
RESIDENCE	14	1.5	1.2	372	1.4	43,892	2.2	68.6	118.13	81.05
STAYBRIDG	11	1.1	.9	267	1.0	27,593	1.4	69.2	103.22	71.45
OTH SUITE	1	.3	.2	59	.2	6,779	.3	61.5	115.20	70.89
TOT SUITES	38	3.9	3.2	983	3.7	112,499	5.6	68.6	114.48	78.51
4 POINTS	1	.1	.1	30	.1	2,927	.1	64.3	98.95	63.65
ALOFT	2	.1	.1	33	.1	3,911	.2	65.6	117.59	77.13
COURTYARD	21	2.2	1.8	535	2.0	58,396	2.9	66.7	109.24	72.89
DOUBLTREE	1	.2	.2	54	.2	6,806	.3	73.3	127.21	93.24
HILT GARD	15	1.8	1.5	451	1.7	55,251	2.7	67.3	122.58	82.53
HOLID INN	11	1.5	1.2	363	1.3	36,492	1.8	67.8	100.54	68.12
HYATT PLC	3	.3	.3	82	.3	10,364	.5	69.0	125.79	86.83
INDIGO	0	.1	.0	17	.1	2,310	.1	77.6	137.48	106.65
RADIS HTL	1	.2	.2	64	.2	6,832	.3	73.7	106.30	78.32
WYNDHAM	2	.4	.3	88	.3	8,203	.4	63.7	93.57	59.61
OTHER MUP	1	.1	.1	8	.0	365	.0	30.0	43.76	13.14
TOT MID/UPS	58	7.0	5.8	1,724	6.4	191,858	9.5	67.1	111.28	74.66
CANDLWOOD	22	1.7	1.4	426	1.6	37,222	1.8	67.2	87.31	58.70
COMFO STE	37	2.5	2.1	562	2.1	47,305	2.3	61.4	84.20	51.71
HAWTHORN	8	.8	.7	196	.7	15,163	.8	63.9	77.43	49.51
HOME2STES	7	.7	.6	189	.7	22,880	1.1	70.0	120.78	84.53
QUAL STES	1	.1	.1	20	.1	941	.0	57.3	46.65	26.74
SPRNGHILL	6	.6	.5	153	.6	15,845	.8	70.8	103.35	73.21
TOWNPLACE	11	1.1	.9	272	1.0	28,177	1.4	70.3	103.53	72.76
OTHER MIN	3	.4	.3	74	.3	5,410	.3	56.5	73.24	41.40
TOT MIN STE	96	7.9	6.5	1,893	7.0	172,941	8.6	65.4	91.36	59.73
BEST WEST	114	6.5	5.4	1,510	5.6	123,638	6.1	63.3	81.86	51.79
CNTRY INN	8	.7	.5	150	.6	11,377	.6	62.0	75.87	47.01
COMFO INN	28	1.8	1.5	414	1.5	33,288	1.6	63.0	80.32	50.63
DRURY INN	1	.2	.2	44	.2	5,277	.3	65.6	118.83	77.97
FAIRFIELD	29	2.3	1.9	542	2.0	51,919	2.6	65.4	95.86	62.72
HAMPTON	72	5.7	4.7	1,348	5.0	144,900	7.2	64.9	107.50	69.78
HOLID EXP	115	8.9	7.3	2,059	7.7	212,098	10.5	63.7	103.02	65.60
LA QUINTA	90	7.7	6.3	1,756	6.5	139,379	6.9	62.1	79.37	49.33
SLEEP INN	16	1.0	.8	229	.9	17,658	.9	62.8	77.09	48.43
WINGATE	6	.5	.4	104	.4	8,250	.4	56.3	79.63	44.85
TOT LTD SVE	479	35.3	28.9	8,156	30.3	747,783	37.0	63.4	91.68	58.12
EXT AMERI	6	.6	.5	147	.5	7,502	.4	70.1	51.01	35.75
INTOWN ST	1	.1	.1	35	.1	1,128	.1	70.0	31.98	22.40
STUDIO 6	16	1.1	.9	250	.9	12,040	.6	63.8	48.20	30.73
WOODSPRNG	16	1.9	1.5	436	1.6	18,172	.9	63.9	41.65	26.61
OTHER BUD	2	.1	.1	28	.1	3,168	.2	76.8	114.20	87.67
OTHER EXT	5	.3	.3	87	.3	5,037	.2	72.0	57.87	41.64
TOT EXT STA	46	4.1	3.4	983	3.7	47,048	2.3	65.9	47.85	31.53

PERIOD: TWELVE MONTHS ENDING JUNE 30, 2018
LODGING MARKET: TEXAS EXCLUDING MOST METROS, LUXURY, UPSCALE,
SEGMENTS, & PRODUCTS OVER \$150 PER NIGHT

BRAND	#* HTL	#* RMS 000S	% RMS	EST.		\$			EST.	
				RNS 000S	% RNS	AMT. 000S	% AMT	% OCC	\$ RATE	\$ RPAR
CHAINS										
BAYMONT	20	1.4	1.1	279	1.0	18,022	.9	55.9	64.58	36.08
BST VALUE	47	2.9	2.4	599	2.2	25,938	1.3	55.8	43.29	24.16
CLARION	3	.4	.4	71	.3	3,894	.2	43.4	54.68	23.70
DAYS INN	68	4.2	3.4	871	3.2	49,309	2.4	57.2	56.63	32.38
ECONOLODG	24	1.3	1.1	254	.9	12,060	.6	52.9	47.47	25.10
HO JO	4	.3	.3	68	.3	3,471	.2	58.4	51.02	29.81
MICROTEL	10	.7	.6	168	.6	10,635	.5	65.6	63.38	41.56
MOTEL 6	71	5.6	4.6	1,244	4.6	59,098	2.9	61.2	47.50	29.06
QUALITY	45	3.1	2.5	657	2.4	43,093	2.1	58.7	65.56	38.51
RAMADA	9	1.0	.8	217	.8	15,365	.8	62.2	70.66	43.94
RED ROOF	14	1.3	1.1	284	1.1	15,098	.7	59.8	53.14	31.79
RODEWAY	13	.8	.6	132	.5	5,906	.3	47.7	44.60	21.26
SUPER 8	67	4.0	3.3	857	3.2	47,890	2.4	58.6	55.89	32.73
TRAVELODG	7	.3	.3	55	.2	2,074	.1	43.8	37.43	16.40
OTHER BUD	30	1.6	1.3	317	1.2	13,331	.7	53.9	42.09	22.69
TOT BUDGET	431	28.9	23.7	6,075	22.6	325,185	16.1	57.6	53.53	30.84
TOT CHAINS	1,158	87.9	72.0	19,955	74.2	1,602,947	79.4	62.2	80.33	49.98
INDEPENDENTS										
\$100+ ADR	94	3.7	3.0	736	2.7	87,024	4.3	55.2	118.25	65.28
\$60-99ADR	167	8.4	6.9	1,858	6.9	149,673	7.4	60.3	80.57	48.60
LT \$60ADR	405	21.9	17.9	4,320	16.1	179,474	8.9	54.1	41.55	22.48
TOTAL INDEP	667	34.1	28.0	6,934	25.8	416,721	20.6	55.7	60.10	33.49
TOT MARKET	1,825	122.0	100.0	26,889	100.0	2,019,668	100	60.4	75.11	45.37

* All figures annualized. Includes taxed and estimated non-tax room revenues.
Independents are categorized by price: \$100+, \$60-99.99, and under \$60)



A Study of the Effect of Hotel Size on Performance in the Texas Hotel Industry The Case for Downsizing New Hotels

11/30/99

By Douglas W. Sutton and Bruce H. Walker

Source Strategies has long contended that the number of rooms a developer offers in a new property is one of the key factors in determining a venture's relative success or failure. It is every bit as important to size a hotel project properly as it is to select the appropriate brand, and to develop in a suitable market and location. We have previously conducted extensive studies of the lodging market that support our hotel sizing contention, and we have taken this opportunity to re-examine the issue using our extensive database of hotel and motel performance for the State of Texas.

Before delving into the numbers that define the role of room count in a hotel's performance, we should first highlight the basic industry theory of 'right-sizing' a property. The premise offered by many inexperienced developers is "If I can make a profit constructing a 50 room hotel in a given market, it would be twice as profitable to develop 100 rooms." In virtually all cases nothing could be farther from the truth. At some point adding rooms to a project reaches a point of diminishing returns, and the investment in the additional rooms cannot be economically justified.

To illustrate this point, mentally divide our hypothetical 100 room project into two 50 room hotels. The initial 50 rooms may perform very well, with occupancies over 70% and a very strong rate structure. However, the second 50 rooms are only utilized when there is overflow from the first hotel because its rooms are 100% occupied. Effectively, the second 50 rooms may only attain an occupancy of 30% or less. This low level of occupancy may prompt the general manager to lower rates to bolster occupancy, but this is a losing battle. Ultimately, overbuilding causes REVPAR erosion in the property, and in the market as a whole.

Today's developers and lenders would not seriously consider involvement in a 50 room project operating at this low level, but often times they accomplish the same end by pushing for more rooms in a project than the market can effectively support. If we now mentally put these two 50 room properties back together (one operating at 70%, the other at 30% occupancy), what we end up with is an oversized 100 room hotel that is running a mediocre 50% occupancy.

Over-sizing a hotel makes it difficult, if not impossible, to be competitive in a marketplace. There are a finite number of room-nights sold to be divided among existing hotels in the market, and developing a more conservatively sized property helps insure that a profitable level of those room-nights can be captured. Building a hotel is not the 'Field of Dreams'.... If you build it - they won't come.... With the exception of destination resorts and some unique convention hotels, people do not go someplace because there is a hotel. Rather, they stay in a hotel because they want to be near someplace.



Builders who construct too many rooms usually put themselves in unenviable financial situations. Many hotels which we see put up for sale were developed with far too many rooms. The owners, having had difficulty getting a return on their investment, are often trying to get out from under a bad investment. There are even drastic cases of properties bulldozing entire wings to provide additional parking, because those extra rooms are a financial burden, remaining unsold the vast majority of the time.

Now that we've outlined the basic economic benefits of 'building small', let's look into hotel performance numbers and see if they support this development principle. We analyzed two separate hotel samplings: First we will look at Comfort Inns across Texas as a selected brand sampling. Then we will look at all branded hotels built during a given period of time for a more diverse sampling.

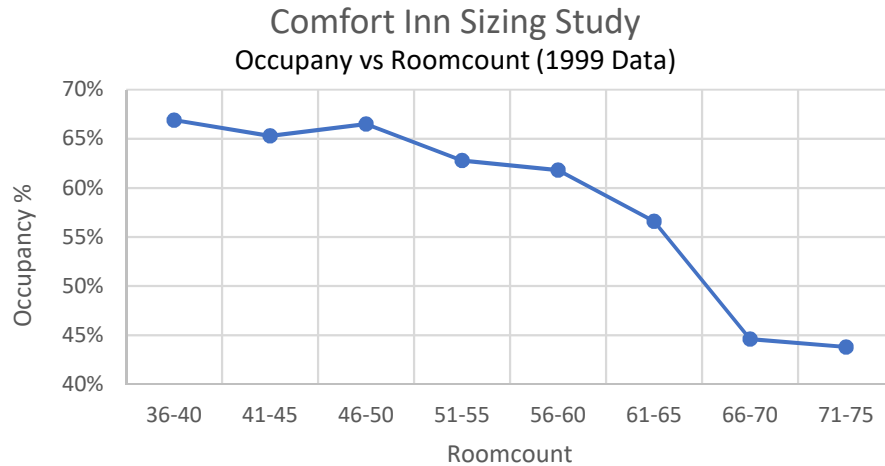
COMFORT INN - ANALYSIS OF SIZING AND ITS IMPACT ON PERFORMANCE

In our initial analysis, we selected a sampling of Texas Comfort Inn branded properties ranging in size from 36 to 75 rooms; they are all 'Limited Service' hotels. We excluded those properties located in exclusive, higher priced markets, since they would naturally support larger room counts while maintaining strong performance levels and would distort the findings. The resulting sample included 55 Comfort Inn hotels located across Texas.

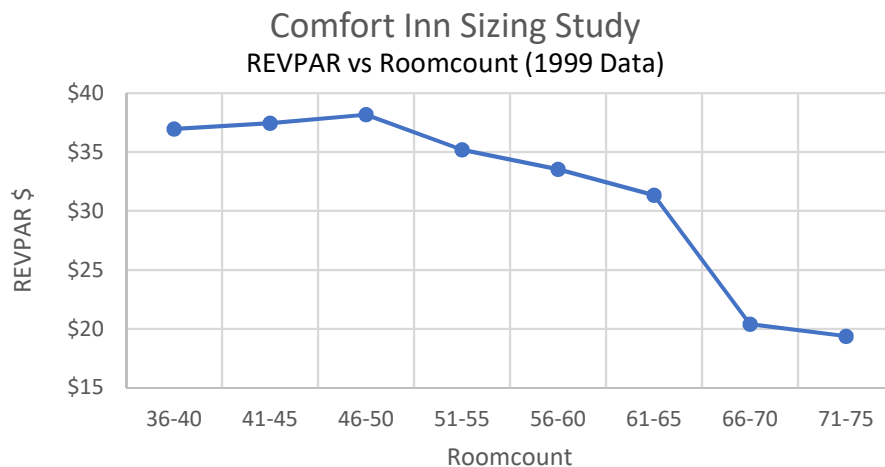
The following chart of performance statistics from the latest year on file (12 months ending September 30, 1999) clearly illustrates the consistent curve, showing marked declines in performance as room count increases. This decline was exhibited in all three measures shown, Occupancy, Average Daily Rate, and REVPAR:

SIZING ANALYSIS			
12 Months Ending September 30, 1999			
Rooms	Occupancy	Rate	REVPAR
36-40	66.9%	\$55.25	\$36.95
41-45	65.3%	\$57.34	\$37.45
46-50	66.5%	\$57.38	\$38.17
51-55	62.8%	\$56.02	\$35.20
56-60	61.8%	\$54.26	\$33.55
61-65	56.6%	\$55.33	\$31.33
66-70	44.6%	\$45.71	\$20.41
71-75	43.8%	\$44.20	\$19.38
Combined: 52	63.2%	\$55.46	\$35.03

Looking only at occupancy, the following graph gives a clear depiction of the notable negative impact of larger room counts on a hotel's ability to maintain an acceptable level of room-nights sold. Properties with lower room counts were clearly able to sustain a higher level of occupancy. Average occupancy ranged from 66.9% for properties of 36-40 rooms, downward to a much lower 43.8% average occupancy for properties in the 71-75 room size bracket.



When looking at REVPAR, the following graph follows a very similar performance curve, ranging from an average REVPAR of \$36.95 for properties of 36-74 units, downward to a mediocre \$19.38 average REVPAR for properties in the 71-35 unit size bracket. Note that the downward slide in both graphs did not begin until room counts exceeded 35 units. Prior to that, a mild upward trend is experienced. This appears to indicate that, on average, 50 rooms is the 'optimum' size for a Comfort Inn in Texas markets (excluding high priced areas). Of course, this is an average number for this type of market. Each project must be examined on an individual basis to determine the proper size to develop within its given market.



The above chart and graphs clearly illustrates that Developers often missed the mark, building more rooms than 'optimum.' 'Optimum' is defined as generating the highest return on invested capital, and is closely tied to occupancy and REVPAR generation.

Analyzing the above data provides a measure of the effect of over building. For the typical range of rooms for Comfort Inn projects (40-75 rooms) outside of higher priced areas, the occupancy dropped 23.1 points (a full 35%) from 66.9% to 43.8% as room counts escalated. With a 35 room increase in rooms from the 36-40 room size bracket to the 71-75 room size bracket, a resulting 35% drop in occupancy is experienced.



The key question, is how to apply this principle to a given hotel project. Naturally, each project would have to be judged on its individual merits, but looking at an 'average' project for a single brand and product is very revealing. All are Comfort Inns. All are very similar products in similar market environments, leaving size as the major variable in performance.

In our sampling, the average project is 65 rooms in size. At this size, the average occupancy is 62.8%. If we built 36% fewer rooms (42 rooms) our average occupancy would rise a moderate 6.5% to 66.9%. Conversely, if we built 36% more than average, (71 rooms) our average occupancy plummets by 42.5% to 43.8%.

Clearly there are some basic economic principles at work. Comfort Inns are conservatively-sized. Building smaller than the average of 65 rooms yields slightly higher occupancies, but the ability to charge ever higher rates as size decreases is marginal. As rates rise, some consumers perceive lost value and will stay at another property. On the other side of the coin, properties built larger than the average 65 rooms suffer serious occupancy declines. At some point the need for additional rooms that was envisioned by the optimistic developer is simply not there, and the extra rooms only serve to depress the overall performance of the property.

BRANDED HOTELS - ANALYSIS OF SIZING AND ITS IMPACT ON PERFORMANCE

In our second analysis, we selected a sampling of all Texas branded hotels constructed from 1970-1975; 91 properties across Texas, predominantly 'Full Service'. Our sampling was limited to hotels of less than 135 rooms. We once again excluded those properties located in exclusive, higher priced markets. For our analysis we examined performance results from the year 1985 when all subject hotels were 10 to 15 years old, well into their aging life cycles.

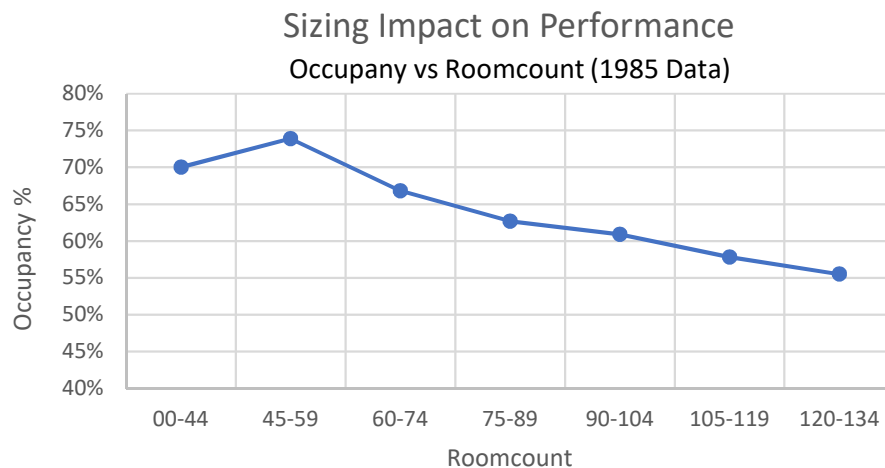
The following chart of performance statistics from 1985 for branded properties throughout Texas clearly illustrates the downward curve, with definite erosion in performance measures as room count increases:

SIZING ANALYSIS				
1985 Performance Results				
# of Hotels	Rooms	Occupancy	Rate	REVPAR
2	00-44	70.0%	\$37.88	\$26.50
3	45-59	73.9%	\$36.13	\$26.71
7	60-74	66.8%	\$31.10	\$20.77
14	75-89	62.7%	\$31.65	\$19.86
29	90-104	60.9%	\$32.42	\$19.75
16	105-119	57.8%	\$26.25	\$15.18
20	120-134	55.5%	\$29.35	\$16.28
Combined: 91	98	59.8%	\$30.34	\$18.14

With occupancy declines being the strongest indicator of the negative impact of building too large, the following graph provides a clear picture of the descending performance slide as room counts increase. Once again, properties with lower



room counts were more insulated from market competition and were therefore able to be more competitive in both favorable and depressed market environments. Average occupancy ranged from 70% for properties of 58 rooms or less, downward to a much lower 55.5% average occupancy for properties in the 120-134 room size bracket, after peaking at 73.9% in the 45-59 size range.



As with the Comfort Inn analysis, the above data provides a measure of the effect of over building. However, since a number of varying brands are considered in this sample, the typical size of these projects ranges from about 40 to 135. This is a wider range than the Comfort sampling, since many of the brands in this sample typically have larger room counts than a Comfort Inn. This is partially due to some brands' ability to support higher room counts, and partially due to the tendency to overbuild in the early 1970s, when all hotels in this sample were constructed.

While the 65 room average for our Comfort Inn sample is reasonably close to optimum sizing for that brand, the 98 room average for this analysis appears to be oversized. In our assessment, the optimum average number of rooms for this sampling would have been 60 to 41 rooms, depending upon brand. In 1985, this roomcount supported occupancies near 70%, with an average REVPAR of almost \$27. Compare this to the average capacity of 98 rooms attaining a much lower average occupancy of 60.9% and REVPAR below \$20. Clearly this lower level of performance can be attributed to over-sizing projects in the early 1970s.

Looking at our average (oversized) roomcount of 98 rooms, increasing the size by 30% (135 rooms) would cause occupancy to slide 10% from 60.9% to 55.5%. On the other hand, making the average project smaller (58 rooms, or 75% smaller) would improve occupancy to 73.9%, or a healthy 21% increase.

For the sake of comparison, let us assume that the average property was more appropriately sized at about 58 rooms. If the project size were increased to 135 rooms, the largest range in our sample, occupancy would suffer a significant 33% decline from optimum levels.



Of course this assumes that locational differences are not significant. We believe this is true; the large sample and clear correlation between size and performance support this conclusion.

SUMMARY

The data is clear. In most cases, small hotels outperform large hotels, with the exception of higher-priced markets where competitive barriers to entry exist (e.g. lack of land, excessive land cost, building restrictions, etc.).

Common sense explains this occurrence: a successful 100 room hotel will inevitably prompt the development of one or more new, small hotels of similar quality in the immediate area. In a competitive market environment, the smaller hotel has a distinct advantage and wins - almost every time.

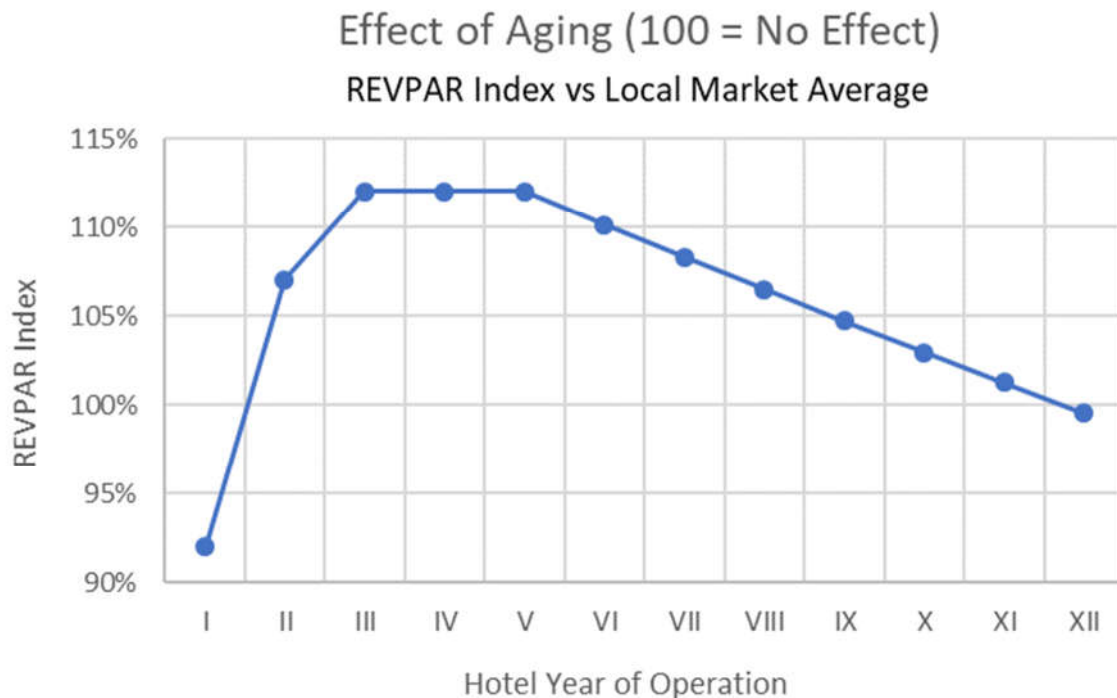


START-UP PERFORMANCE OF NEW HOTELS AND MOTELS

A new study by Source Strategies, Inc., utilizing all new chain hotels opened in Texas between 1990 and 1994, shows that new hotels and motels provide their peak performance in Years III through V, when they typically reach 112% of their 20-year average REVPAR performance level.

In other words, the newness of a property is an advantage on the order of a 12% premium in Years III through V - versus the average REVPAR that would otherwise be expected for that property over a twenty-year period. That's because the consumer almost always picks new over old because, to them, 'new' means 'clean' and 'new' means 'value.' Perhaps this is not news to many, but it is highly important to those who forecast the performance of new properties.

Here's what the graph looks like for the first twelve years for new properties opened in the moderately-good and improving markets of the 1990's. The years after peak are projected based on two major previous studies: one by Limited Service in the early 1980's and the second last year by Source Strategies, Inc.





Year I at 92% of the 20 Year Average, Year II at 107%

The study found that a property could expect a REVPAR at Year I of 92% of the twenty-year average for a project. In Year II, this would move to 107% and to 112% in Years' III through V.

For example, if over the twenty-year span of the project, we expect a hypothetical new hotel to generate 105% of the market average REVPAR, this means that in Year I it would generate 97% of market (105% times 92%), and in Year II 112% (105% times Year II's 107%), and then peak at 118% for Years III-V.

Study Method

The underlying design for this study was to determine what effect a property's age had on its REVPAR during the first five years of operation.

From two other studies, we know that properties will decline at 1.67% per year, versus the market average, over long periods of time. The second study sample consisted of all new Texas development in the early 1980's, a time of major under-supply. Consequently, the first few years performance of this group of hotels and motels was probably be overstated - versus the current, more-normal times. The current study confirmed that belief.

The current study's design was to develop the REVPAR index for every new chain property (each new property's REVPAR, divided by the REVPAR of all nearby hotels and motels). Then all the resulting indices were averaged.

This process was done for each year of development, 1990, 1991, 1992, 1993 and 1994, in order to obtain data for "Year I," "Year II" and so on. These were averaged as well to obtain an over-all, average Year I result.

This process produced the graph curve shown above, and is reflective of the particular mix of chain properties, a mix which produced REVPAR slightly above the market average. To eliminate the effect of a specific mix of chains, the scale was moved down slightly, so that the application of the year-by-year REVPAR indices to any project would result in averaging 100 of the first twenty years of the project.



**REVPAR of all New Chain Hotels Opened 1990-1994
With Local Market Averages (Same Zip-Codes)**

Opened 1990	Year I	Year II	Year III	Year IV	Year V	Year VI
9 Chain Hotels	\$41.97	\$49.45	\$54.76	\$54.17	\$59.45	\$66.16
Local Market Average	\$35.38	\$37.40	\$39.72	\$39.71	\$43.31	\$48.87
Index New Chain/Market	119	132	138	136	137	135

(Peak)

Opened 1991	Year I	Year II	Year III	Year IV	Year V	Year VI
8 Chain Hotels	\$32.06	\$37.95	\$41.49	\$44.18	\$46.26	
Local Market Average	\$29.96	\$31.26	\$32.36	\$33.04	\$33.70	est
Index New Chain/Market	107	121	128	134	137	135

(Peak)

Above assumes Year VI index decline of 1.67%

Opened 1992	Year I	Year II	Year III	Year IV	Year V	Year VI
7 Chain Hotels	\$25.07	\$36.53	\$39.76	\$41.74		
Local Market Average	\$30.60	\$33.62	\$34.36	\$37.49	est	est
Index New Chain/Market	82	109	116	111	111	109

(Peak)

Above assumes Year V is "flat" and Year VI index declines by 1.67%

Opened 1993	Year I	Year II	Year III	Year IV	Year V	Year VI
16 Chain Hotels	\$24.51	\$29.15	\$33.19			
Local Market Average	\$30.70	\$31.88	\$35.27	est	est	est
Index New Chain/Market	80	91	94	94	93	91

(Peak) (Peak)

Above assumes Year III and IV are Peak, and Year V and Year VI index declines by 1.67% annually

Opened 1994	Year I	Year II	Year III	Year IV	Year V	Year VI
29 Chain Hotels	\$30.40	\$35.97				
Local Market Average	\$38.68	\$41.29	est	est	est	est
Index New Chain/Market	79	87	90	89	87	86

Above assumes Year III and Year IV Peak equals Year II plus 4%, as above, and Year V and Year VI index declines by 1.67% annually

COMBINED INDICES	Year I	Year II	Year III	Year IV	Year V	Year VI
Average of Raw Data	93	108	113	113	113	111
Adjusted 100 over 20 years	92	107	112	112	112	110

(Peak)



After Year V, Declines Average 1.67% Per Annum

In the sixth year and thereafter, the twenty-year average REVPAR index is diminished at a rate of 1.67% per annum in order to reflect aging and the normal life-cycle of a hotel.

This pattern of declining performance with property aging is based on major studies of economic life-cycle patterns, studies which were conducted on a census of all 25,000 Texas rooms built between 1980 and 1982 (study published in September 1994 issues of MarketShare and the October 1994 issue of Hotel & Motel Management). These Source Strategies studies confirm a similar, major study conducted in 1982 at the Holiday corporation on 160 company-owned and company-operated hotels.



CapEx: A STUDY OF CAPITAL EXPENDITURES IN THE US HOTEL INDUSTRY

The following is a summary of the International Society of Hospitality Consultants' 2000 "CapEx Study, A Study of Capital Expenditures in the US Hotel Industry" as it applies to limited service properties:

The objective of our historical analysis in CapEx 2000 was to determine what has been spent in the past to maintain a hotel in good, competitive condition. Hotel owners and management companies were contacted to provide data for the study.

Definition of CapEx

"Capital Expenditure" is defined as: investments of cash or the creation of liability to acquire or improve an asset, e.g., land, buildings, building additions, site improvements, machinery, equipment; Comparatively, the "reserve for replacement" for a hotel asset has been narrowly defined as the funds set aside for the periodic replacement of furniture, fixtures and equipment (FF&E). The reserve was not contemplated to fund the replacement of major building components, such as roofs, elevators, and chillers.

For this study the term has been defined as: the cost of replacing worn out FF&E, as well as the cost of;

- updating design and decor
- curing functional and economic obsolescence...
- complying with franchisors' brand requirements
- technology improvements
- product change to meet market demands
- adhering to government regulatory requirements
- replacing all short- and long-lived building components due to wear and tear

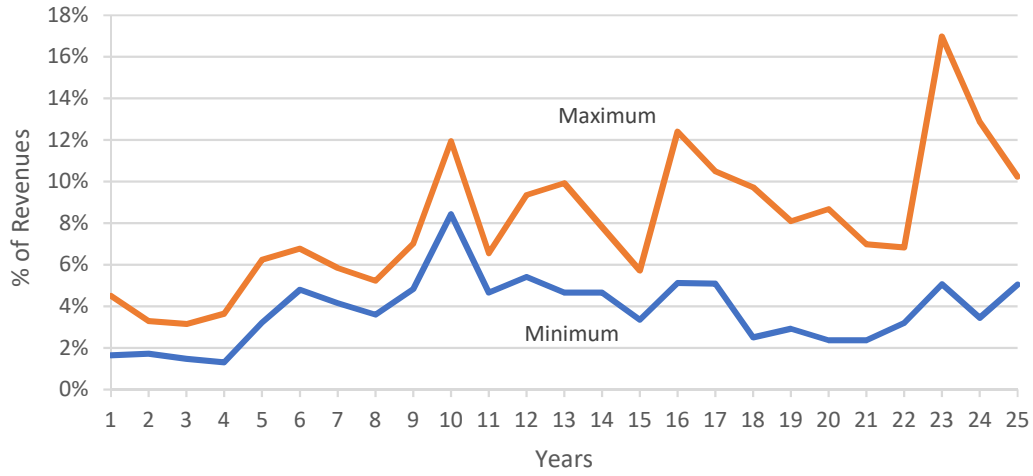
Although many equity investors frequently argue against the necessity of a reserve, particularly if the investor does not plan to hold the property for greater than five years, the requirement for and amount of reserves are typically contractual issues between ownership, lender, manager, and/or franchisor/franchisee.

Significant Findings of CapEx 2000

The average amount spent per year by limited-service hotels in the survey was determined to be 5.5% of total revenue for the time period covered by CapEx 2000 (1988-1998). As these limited-service hotels have matured, CapEx has increased, underscoring one of our principal findings that CapEx requirements increase as a hotel ages. CapEx Spending is highly dependent upon a hotel's point in its life cycle. The following chart shows the range of CapEx spending (as a percentage of total revenues) over a 25-year time period; the table following the chart identifies the specific ranges of CapEx spending as a percentage of total revenues by year.



Average CapEx Range by Year
as a Ratio to Total Sales

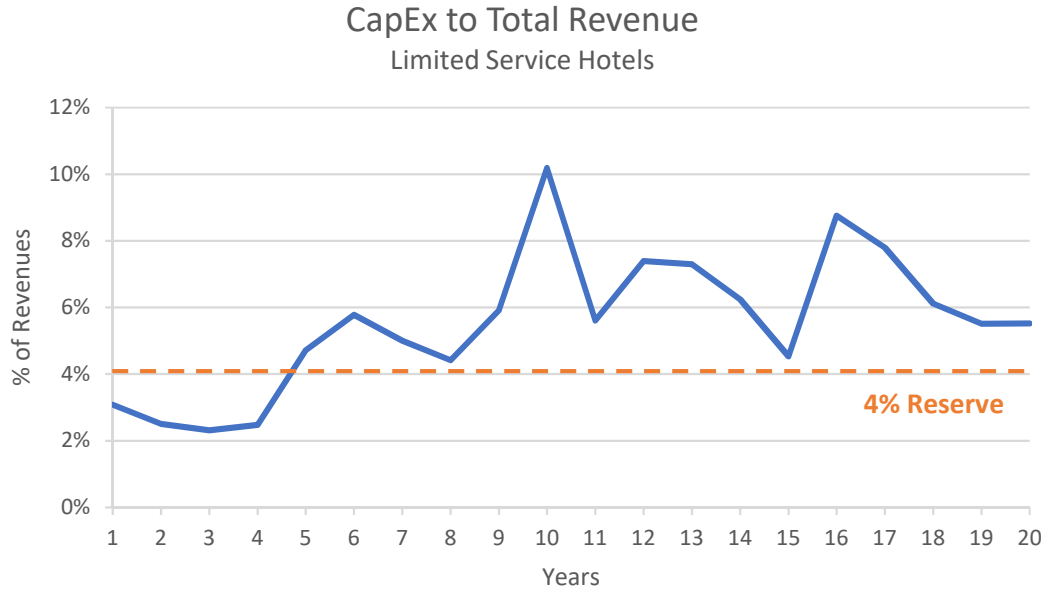


Percentage Range of CapEx Spending by Year

Year	Minimum	Maximum
1	1.7%	4.5%
2	1.7%	3.3%
3	1.5%	3.2%
4	1.3%	3.6%
5	3.2%	6.2%
6	4.8%	6.8%
7	4.2%	5.9%
8	3.6%	5.2%
9	4.8%	7.0%
10	8.4%	11.9%
11	4.7%	6.6%
12	5.4%	9.4%
13	4.7%	9.9%
14	4.7%	7.8%
15	3.4%	5.7%
16	5.1%	12.4%
17	5.1%	10.5%
18	2.5%	9.7%
19	2.9%	8.1%
20	2.4%	8.7%
21	2.4%	7.0%
22	3.2%	6.8%
23	5.1%	17.0%
24	3.5%	12.9%
25	5.1%	10.2%



As the data indicates, CapEx spending increases over time for all (U.S.) hotels, with large differences in both the level of CapEx spending and timing across different hotels. The data illustrates that, over time, the minimum and maximum levels of CapEx spending generally widens as a hotel increases in age.



For limited-service hotels, the first major increase in spending occurs in the sixth year, which likely represents the replacement of soft goods. The first major spike occurs in year 10, which is likely to be the result of a rooms and corridors renovation. Smaller spikes in CapEx spending occur in the following years, with the next major spending spike occurring in year 17, which is likely building and some mechanical renovation and replacement.

The following series of tables illustrates limited-service CapEx spending levels in various demographic categories:

CapEx 2000- Limited Service Hotels by Location

Location	Average Age in Years	CapEx/ Total Revenue	CapEx per Room per Year
All Properties	12	5.5%	\$1,111
Airport	9.8	5.4%	\$1,268
Urban	15.2	4.3%	\$820
Small City/Hwy	9.2	5.1%	\$773
Suburban	10.5	5.7%	\$1,172



CapEx 2000- Limited Service Hotels by Average Daily Rate

Location	Average Age in Years	CapEx/ Total Revenue	CapEx per Room per Year
All Properties	12	5.5%	\$1,111
< \$60	12.7	5.0%	\$687
\$60-\$80	12.5	6.3%	\$1,134
> \$80	12	5.3%	\$1,570

CapEx 2000- Limited Service Hotels by Property Size

Location	Average Age in Years	CapEx/ Total Revenue	CapEx per Room per Year
All Properties	12	5.5%	\$1,111
< 100 rooms	8.7	3.3%	\$475
100-150 rooms	10.3	5.4%	\$1,107
> 150 rooms	20	6.9%	\$1,360

CapEx 2000- Limited Service Hotels by Age of Property

Property Age	CapEx/ Total Revenue	CapEx per Room per Year
All Properties	5.5%	\$1,111
> 15 yrs old	6.5%	\$1,372
5-15 yrs old	4.8%	\$897
< 5 yrs old	3.0%	\$547

Overall, the study details the varying levels of capital required to keep a hotel competitive in its life cycle. Historically, many operators have held no more than 3-4% of gross revenues in reserve, a level which may be sufficient for FF&E replacement, but is woefully inadequate for other required expenditures.¹⁷

¹⁷ Data compiled and organized from the CapEx report of the International Society of Hospitality Consultants, copyright 2000.



ABOUT SOURCE STRATEGIES

Source Strategies, Inc. is the leading hotel consultant in Texas, providing Financial Feasibility Studies, Appraisal Market Packages, Litigation Support and Data Analysis. Source publishes extensive market and individual hotel statistics: the Hotel Performance Factbook, the Hotel Brand Report and the Hotel Markets Report.

Source Strategies maintains the most accurate and comprehensive Texas hotel database, covering 98% of all hotels. Source is the *only provider of individual, hotel-by-hotel data*, trends and financial projections in Texas.

Bruce Walker, Todd Walker, Douglas Sutton, Paul Vaughn and Amanda Sykes are the team behind the Source Strategies hotel consultancy, with over 100 years of hospitality industry experience.

Source data is based on the Texas State Comptroller audited tax files for the period of 1980 to the present, making it more accurate than voluntary samples. Source researches and writes over 100 Hotel Financial Feasibility Studies annually – a key part in the underwriting of \$1 billion in new hotel investment. Beyond lenders and developers, Source's client list includes TxDOT and the Texas Governor's Tourism Office (1988 – 2016). Services detailed below and at SourceStrategies.org.

- ***The Texas Hotel Performance Factbook:*** Contains every hotel and motel's Revenue, REVPAR, Occupancy Numbers, etc. compared to last year and summarized by zip, city and metro. Factbooks contain 3-month data or 12-month data.
- ***Financial Feasibility Studies:*** Over 100 Hotel Feasibility Studies annually. Texas' lenders insist on a Source study because of the speed, accuracy and high value.
- ***The Hotel Brand Report:*** Newsletter that is the only industry source tracking each brand's performance, as well as product and price segments. Includes top 500 hotels every quarter.
- ***Hotel Markets Report:*** Geographic Breakdowns of Texas Markets – metro, county and city by quarter and by past 12 months.
- ***Appraisal Market Packages:*** Five- and ten-year market and individual property histories that show market and individual property trends.
- ***Litigation Support and Data Analysis:*** Almost any question can be analyzed and proved with the powerful Source database. Extensive testimonial experience.

Contacts us at (210) 734-3434 or visit SourceStrategies.org!

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Todd A. Walker, President & COO	todd@SourceStrategies.org
Douglas W. Sutton, Executive Vice President	doug@SourceStrategies.org
Paul J. Vaughn, Senior Vice President	paul@SourceStrategies.org
Amanda B. Sykes, Administration Manager	amanda@SourceStrategies.org

Endorsed by the Texas Hotel & Lodging Association



BRUCE H. WALKER

Bruce Walker is the founder and chairman of Source Strategies, Texas' leading hotel consultancy. His experience includes working with some of the world's most recognizable consumer companies (Holiday Inn, Hampton Inns, Howard Johnson, Procter & Gamble, Crest, Secret, Scope, La Quinta). Bruce Walker leveraged his innovative marketing and branding work to develop Source Strategies into a key resource for the Texas lodging industry.

CAREER HIGHLIGHTS

- **1987-Present: Source Strategies, Inc.** Founder and Chairman. Practice includes 100+ hotel feasibility studies annually for individual developers. Maintain Database Texas hotels and motels. Litigation support and expert testimony. Publisher and writer of *The Hotel Brand Report*, the *Texas Hotel Performance Factbook* and the *Texas Hotel Markets Report*.
- **1986-1987: La Quinta Motor Inns, Inc.** Senior Vice President, Marketing. Repositioned brand with the ad campaign "Just Right Overnight," new corporate logo, extensive couponing and premium-quality king rooms.
- **1984-1985: Portel Videotex Network.** President. Home-banking, home-shopping start-up.
- **1976-1983: Holiday Corporation.** Vice President, Marketing (1975-79), President of Subsidiaries (1979-82), Senior Vice President, Central/Strategic Planning (1980-83). Initiated the first hotel frequent traveler's program, and the classic ad campaign, "The Best Surprise is No Surprise." Developed and launched the Hi-Net satellite reception network to Holiday Inn hotels (HBO, CNN and ESPN). Created prototypes and strategic plans for new chains Hampton Inns and Embassy Suites, and recommended sale of Holiday Inn chain (sold 1989 to Bass PLC).
- **1969-1975: Howard Johnson Company.** Assistant to the President, Director Disney World Development, Director Restaurant Marketing.
- **1964-1968: Procter & Gamble Company.** International Brand Manager. Introduced Scope, Secret and Crisco Oil into Canada; Crest and Tempo into the United Kingdom.

EDUCATION

- **Amherst College, BA, 1961, Economics. Harvard Business School, MBA, 1963.**
- Boston Consulting Group seminars.
- Hotel/Motel Valuation and Investment Seminar, April 1992. Appraisal Institute

PUBLICATIONS AND SEMINARS

- **The Appraisal Journal: *New Option in Hotel Appraisals: Quantifying the Revenue Enhancement Value of Hotel Brands.*** 2012. Co-written with Doug Sutton.
- **The Cornell Quarterly, "What's Ahead: A Strategic Look at Lodging Trends."** 1993
- **Hotel & Motel Management, "Hoteliers Should Examine Hotels' Life Cycles."** 1994
- **Hotel Brand Report**, written and published quarterly since 1987.
- Speeches to Urban Land Institute, Appraisal Institute, Real Estate Counseling Group of America, Texas Hotel & Lodging Association, O'Connor & Associates, and metro hotel associations.



TODD ANDERSON WALKER

Todd Walker is the president of Source Strategies, Inc. and has served over 20 years as the main communicator to Source clients. He has authored over 800 hotel studies for Texas developers and lenders equating to approximately \$750 million in capital projects annually since 2005.

CAREER HIGHLIGHTS

- **1994 – Present: Source Strategies, Inc.** President (2016-present), Senior Vice President, (1997-2016). Major contributor to Source Strategies in its achieving market status as the largest supplier of Hotel Financial Feasibility Studies to Texas' developers and lending institutions. Completed over 800 Financial Feasibility Studies successfully, encompassing over thirty different brands now operating successfully in Texas, New Mexico, Louisiana, Kansas, Colorado, Oklahoma and other states. Studies include major and local market assessments and projections, proposed hotel's revenue generation, ten-year cash flow forecasts and the projection of return on capital investment.

Responsible for sales and operation of Source Strategies' publications, including the *Texas Hotel Performance Factbook* and the *Hotel Brand Report* newsletter. Contributes as analyst, writer and editor to *Hotel Brand Report* newsletter and the *Texas Hotel Performance Factbook*, including 'Results from 1995, 2004, & 2005: Limited Service Dominates' (2005), 'First Quarter 2004, The Best Increase Since the Year 2000' (2004), 'Age Matters, Size Matters' (2005).

Provides litigation support, analysis and strategy for hotel litigation and testimony.

- **1997: Toronto Globe & Mail Newspaper.** Assistant Editor of Business Publications. The Globe & Mail is Canada's national newspaper. Wrote business articles and edited publications. Edited *InfoGlobe*.

EDUCATION

- **University of Toronto.** Bachelor of Arts with Honors in English and History, 1994.



DOUGLAS W. SUTTON

Doug Sutton is Executive Vice President of Source Strategies, Inc. and the lead analyst in the practice.

CAREER HIGHLIGHTS

- 1996-Present: Source Strategies, Inc.** Executive Vice President developing hotel feasibility studies, proprietary Source Strategies database software development and maintenance, undertaking complicated analytical studies and writing for Source publications.

Completed over 800 Financial Feasibility Studies successfully, encompassing over thirty-two different brands in Texas, New Mexico, Louisiana, Kansas, Nebraska, Iowa and Oklahoma. Studies include market assessments and projections, proposed hotel's revenue generation and ten-year cash flow forecasts and the projection of return on capital investment. Responsible for programming and maintaining Source database of Texas hotels and motels.

Contributing analyst and writer to *Hotel Brand Report* newsletter and the *Texas Hotel Performance Factbook*, including 'Hot Brands & Dying Brands', 'Development Since 9/11: Winners & Losers', 'Higher Priced Brands in Turmoil, Mid-Priced Brands Prosper'.

Provides in-depth and extreme analysis and strategy for hotel litigation and testimony.
- 1994-1996: University Health System, San Antonio.** Decision Support Analyst. Provided data analysis to all levels of hospital management. Prepared numerous medical studies, grant support documents, cost-analysis studies, staffing studies, and other decision support analysis. Developed vertical software applications to allow departments to track and study their individual patient populations.
- 1987-1994: Systems IV Professionals, Inc.** President. Consulting firm specializing in data analysis and customized software development utilizing *FOCUS* database software. Created major applications, including a long distance network analysis system for a major carrier; system allowed the carrier to determine the effect of various network changes before implementation to facilitate selection of the most cost efficient network possible.
- 1983-1987: United States Air Force.** Captain and Information Services Officer, **Directorate of Special Weapons, Kelly AFB, Texas.** Duties included writing and maintaining software to manage the Air Force Nuclear weapons arsenal, tracking nuclear component parts and supplies, and acquisition and installation of major secure computer network.

EDUCATION

- Troy State University.** Bachelor of Science in Computer and Information Science, 1983.

PUBLICATIONS AND SEMINARS

- The Appraisal Journal: *New Option in Hotel Appraisals: Quantifying the Revenue Enhancement Value of Hotel Brands.*** 2012. Primary analyst and co-author.
- Numerous articles for the *Hotel Brand Report* newsletter.



PAUL J. VAUGHN

Paul Vaughn is a business technology consultant and writer and has consulted for businesses from manufacturers to retailers, non-profits to law firms, for more than 25 years. He has extensive experience working with data of all types and developing database-driven web sites.

CAREER HIGHLIGHTS

- **2016 – Present: Source Strategies, Inc.** Senior Vice President with extensive knowledge of database management, industry analysis and methodology. Developed and managed Source Strategies website.
- **2009 – 2016: Sanford-Brown College.** Department Chair for the Technology programs including *Visual Communications*, *Web Design & Development*, *Internet Marketing* and *Information Technology*. Responsible for hiring and managing instructors, retaining and mentoring students, marketing programs, and teaching courses.
- **2001 – 2016: Dingus Design.** Principal. Major projects with a variety of clients including Source Strategies, LumiQuest (international marketing campaign in print and on the web), Digital Pro Lab (managed transition from Photo Express to Digital Pro Lab branding), Wilshire Homes, Fotoseptiembre USA international photography festival (created database-driven website), City of San Antonio Office of Cultural Affairs (launched city's *Fall Arts Festivals* web site), Zeitgraph (launch of Steelhouse Lofts website) and many more. Provided business technology consulting and training.
- **2008 – 2011: Southwest School of Art.** Adjunct Technology Instructor.
- **2001 – 2009: San Antonio Express-News / MySanAntonio.com.** Wrote weekly technology column for the Sunday Business section of the newspaper.
- **1993 – 2001: River City Silver – Photo & Digital Imaging.** Director of Digital Services – Managed transition from traditional photographic workflow to digital workflow. Worked with clients including the San Antonio Convention & Visitors Bureau, The Adkins Agency, Anderson Advertising, Goodman Sign Art and the UT Health Science Center.
- **1988 – 1993: Quest Productions.** Production Manager – Designed and produced corporate presentations for clients including Valero, USAA, Kinetic Concepts and Procermex.

EDUCATION

- **Texas State University,** Bachelor of Fine Art in Graphic Communications, 1988.
- **Center for Excellence in Education (CEE),** Various courses on management, technology and training, 2010-2015.
- **Adobe Certified Expert,** Dreamweaver and Contribute



AMANDA B. SYKES

Amanda Sykes is the Administration Manager of Source Strategies. She brings a business and accounting background to ensure that all account issues and contacts are handled efficiently and professionally.

CAREER HIGHLIGHTS

- **2006-Present: Source Strategies, Inc.** Responsible for sales and operations of Source Strategies' publications, duties include *Texas Hotel Performance Factbook* and *Hotel Brand Report* newsletter. Manage Accounts Receivables, billing and collections.

Contributes as analyst, writer and editor to *Hotel Brand Report* newsletter and the *Texas Hotel Performance Factbook*.

Maintains AP, AR, publication delivery and verification of the Source database.

- **2003-2005: Valero Energy Corporation.** Associate Accountant.

EDUCATION

- **Southern Methodist University, Bachelor of Business Administration, 2001.**
- **Southern Methodist University, Masters of Science in Accounting, 2002.**



FINANCIAL FEASIBILITY STUDIES

SAMPLE PROJECTS

AmeriSuites

- Austin NW
- College Station
- Denton
- Fort Worth Stockyards
- San Antonio
- Waco

Baymont Inn

- Katy Area
- New Braunfels

Best Value

- Houston
- Houston SW
- San Antonio
- Waller

Best Western Inn & Suites

- Addison
- Andrews
- Big Spring
- Bridgeport
- Cameron
- Cleveland
- Copperas Cove
- Dickinson
- Franklin
- Hallettsville
- La Grange
- Lake Dallas
- Laredo
- Levelland
- Lumberton
- Pearsall
- Pilot Point
- Rosenberg
- Schulenberg
- Temple
- Tomball
- Wakeeney, KS

Candlewood Suites

- Beaumont
- Irving DFW
- Friendswood
- Houston Westheimer
- San Antonio Toyota
- San Marcos
- Temple
- Wichita Falls

Clarion Hotel

- O'Brien San Antonio

Comfort Inn & Suites

- Fredericksburg
- Navasota
- Pampa
- Pharr
- Bay City
- College Station
- Copperas Cove
- Deer Park
- Elmendorf
- Georgetown
- Katy Area
- Hobbs, NM
- Longview
- Pasadena
- Quanah
- San Antonio
- San Antonio North
- Sugarland
- Longview
- Webster

Country Inn & Suites

- Arlington

Econo Lodge

- Dallas
- Lake Charles
- Port Arthur
- Texas City

Embassy Suites

- Laredo
- Lubbock
- McAllen

Fairfield Inn by Marriott

- Livingston
- Laredo
- San Marcos

Hampton Inn & Suites

- Austin Pecan Park
- Austin Ben White
- Cedar Park
- Corpus Christi
- Del Rio
- Galveston
- Gainesville
- Greenville
- Hillsboro
- Katy Area
- Houston Beltway 8
- Greenville
- Nipomo, CA
- Rosenberg
- Seguin
- Schertz
- South Austin
- Texarkana
- Waxahachie

Hawthorn Suites Ltd

- Marble Falls

Hilton Hotel

- Fort Worth CC

Hilton Garden Inn

- Amarillo
- Corpus Christi
- Granbury
- Houston Beltway 8
- Killeen
- Odessa
- New Braunfels
- Temple



Sample Projects Continued

Holiday Express

- Odessa
- Alvarado
- Amarillo
- Atlanta
- Austin
- Buda
- Cameron
- Center
- Cleburne
- Corsicana
- Desoto
- Galveston
- Gatesville
- La Grange
- La Porte
- Lampasas
- Manvel
- Pearland
- Orange
- San Antonio I-10 West
- San Antonio Toyota
- San Marcos
- Sherman
- Texarkana
- Wichita Falls

Holiday Inn

- Austin (Select)
- Dallas North
- Frisco
- San Antonio

Homewood Suites

- Houston Katy Freeway
- Norman, OK
- Marble Falls
- McAllen
- Odessa
- New Braunfels
- Waco
- Wichita Falls

Independent Hotels

- St. George, Marfa
- Crescent Hotel, New Orleans
- Dacoma Inn Houston
- Executive Inn Tyler
- Fairmont Hotel San Antonio
- First Choice Inn Grand Prairie
- Garden Inn San Antonio
- Killeen Inn
- Laredo Inn
- Luxury Suites Canton
- Palms Hotel South Padre
- Palace Inn Houston
- Passport Houston
- San Antonio Inn & Suites

Hotel Indigo

- Alamo Plaza San Antonio

La Quinta Inn & Suites

- Boerne
- Cedar Hill
- Gun Barrel City
- Keene
- Palestine
- Pasadena
- Pearland
- Rockwall
- San Antonio
- San Antonio I-10W
- San Antonio Toyota
- Seguin
- Tomball

Marriott Hotel

- Dallas Convention Center
- Colorado Springs CC
- JW Marriott, Houston

Quality Inn & Suites

- Katy
- San Antonio East
- Waco

Red Roof Inn

- Katy Area
- Pharr
- Stafford
- Temple

Staybridge Suites

- San Antonio
- South Padre Island

Studio 6

- Bay City
- Tyler
- Winnie

Super 8

- Austin East
- Beaumont
- Conroe
- Copperas Cove
- Fort Stockton
- Humble
- Killeen
- Livingston
- Pharr
- Plainview
- Rosenberg
- San Antonio South

TownePlace Suites

- Killeen
- Universal City

Travelodge

- Killeen
- San Antonio

Westin

- San Antonio Riverwalk

Wingate Inn & Suites

- Odessa
- San Antonio



SAMPLE STUDIES, DATA AND LITIGATION SUPPORT

1. Contracted by the Texas' Governors Office of Economic Development, Tourism Division (1988 – 2016) to assess Texas tourism promotion efforts and to aid in marketing Texas.

2. Provided over 1,000 ten-year custom local hotel market histories to MAI appraiser clients (Appraisal Market Packages).

3. Developed numerous competitive REVPAR performance studies versus local area market averages. This unique analysis technique highlights trends and deviations in performance, regardless of market movement; a REVPAR index versus market average shows how well a property has performed. By limiting study to a single variable, truly scientific conclusions can be made as to cause and effect.

Deviations from trend can be related to specific, causal events such as management problems or outside influence (e.g. new highway construction, brand change, new competition); if there is no effect from an event, studies confirm the absence of any impact). If there is an effect, the degree is measurable and apparent. This study approach is among Source's most important work, frequently the basis for expert witness testimony by Source's principal Bruce Walker.

Examples of major studies include: a) the (lack of) induced demand from opening large North hotels in Texas, 1980 through 2003; b) the impact of adding a second luxury hotel of the same brand in a local market, or removing a hotel of the same name, on the performance of the pre-existing property; 3) Studies to separate and quantify hotel Business Value - and the separate Real Estate Value - for tax assessment disputes. The most important study here was to determine the average revenue effect of adding or removing the "Marriott Hotel" name to numerous hotel properties from 1980 through 1995. Source Strategies has produced values for the Marriott Austin hotel and the Marriott Rivercenter hotel San Antonio, both with- and without- the Marriott name for real property tax disputes. Clients included USAA, the Bexar County Appraisal District, and Texas Department of Transportation (TxDOT).

Frequent litigation clients have included the TxDOT through Texas Attorney General's Office for condemnation valuation and damage cases (Days Inn Houston I-45N, Motel 6 Ft. Worth, Holiday Inn Houston I-45N, La Quinta Houston I-45N, Holiday Inn Lubbock, Austin Hawthorn Suites South, Chariot Inn, Malibu Grand Prix, Dallas Sheraton, San Antonio Holiday Select Airport, Coit Towers Hotel Dallas, Erie County PA Hotel Owners vs. Convention Authority, Bandera Motel San Antonio), USAA, Bexar County Appraisal District, Capital Income Properties (Hilton Nassau Bay, Austin Marriott North), American Liberty, Dosani Brenham Inn, Wes-Tex Management El Campo. Hospitality (Homeplace Inn), Ramada Bannister Austin (lock manufacturer), Rodeway Inn I-10 West (bank's non-funding of a committed loan), Homer J. Rader, and Siu Ft Worth and San Antonio Inn (bankruptcies), Holiday/Clarion (loss due to change of brand), United Fire (Wingate McAllen performance due to construction issues), Hyatt Regency San Antonio (arbitration re: introduction of second Hyatt in CVB), Drury Inn Riverwalk.

4. Numerous studies to determine the effect on revenues and cash flow of brand name alternatives, whether in new builds or in changing to or from a brand name. This technique is used extensively in feasibility work to predict revenue performance of new hotel projects under various brand name alternatives.

5. Represented Host Marriott before Real Estate Tax Appeal Board, Virginia.

6. Drafted national lending guidelines for Heller Small Business Finance for lodging projects under \$5 million.

7. Presentations to bank lending committees to explain the economics of the lodging industry, particularly the effect of market demand and supply, equilibrium occupancy, cost structures, and the effect of brand name on REVPAR and ROIC.

8. Analysis of alternative markets to determine their potential for new lodging: alternative metro areas, alternative sites, and strategically, for an expanding chain.

9. Consumer intercept and secondary data studies, including the effect of a new hotel or a potential name change.



Methodology of Texas Hotel/Motel Reports

Texas Hotel/Motel Quarterly Reports are prepared on a custom basis for private and public clients. Reports are prepared by Source Strategies of San Antonio, Texas, based on the SSI proprietary database.

Data sources include the following:

Room Revenues: State of Texas Comptroller records are the source of taxable and gross room revenues for all properties. All properties exceeding \$36,000 in the current quarter are included; allowing the Source Strategies database to cover. As a 98% of Texas lodging industry market.

Gross room revenues (including Non-taxable) were reported to the Comptroller starting in the third quarter of 1990. To account for the missing non-taxable revenues prior to the third quarter of 1990, Source Strategies increases each individual property's taxable-only, reported revenues by variable factors averaging 12% to reflect this untaxed volume (e.g. government business, over 30-day stays, charitable and educational purchases).

Starting in the third quarter of 1990, hotels and motels were required by the Texas Comptroller to report both taxable and gross room revenues. Approximately 80% of properties usually comply, allowing the development of adjustment factors for all hotels and motels, even if only taxable revenues are reported. For example, taxable room revenues are adjusted accordingly higher if a hotel reports only taxable revenues (i.e. where taxable equals gross room revenues).

Properties that make no report or only partial reports are estimated based on the taxable and gross revenues of the past five quarter trends and performance of similar hotels. If and when they subsequently report accurately, their actual revenues 'overwrite' our estimates.

Room Counts: these are checked annually in chain directories, the Texas American Automobile Association Tour Book, brand websites and telephoning to hotels; properties checked account for approximately 80% of revenues. For independent properties too small to be listed, the room counts reported to the state are used (unless they appear unreasonable; if so, a telephone contact is made).

As a result, the 'CHAIN' occupancies and room counts appear to be very close to 'actual', while independent room counts could be slightly overstated. Reports are split into CHAIN and INDEPENDENT categories.

Average Daily Rates are estimated with the aid of financial reports, appraisers, private S.S.I. surveys, chain and AAA directories and another reliable industry database.

Room-nights sold are derived from the above revenues, divided by Average Daily Rates. Room-nights available are calculated from Room Counts (times days in the period).

Occupancy is calculated from room-nights sold and room-nights available. All occupancy figures reported represent fully weighted averages, as calculations are always made after sub-totaling or totaling room-nights sold and room-nights available.

"CHAINS" are defined as one of the "Top 70+" brands, and include the following names: Four Seasons, Gaylord, Westin, ZaZa, W, Hilton, Hyatt, Inter-Continental, Marriott, Omni, Renaissance, Wyndham, Embassy, Homewood, Residence, Staybridge, Clarion, Courtyard, Crowne Plaza, Indigo, Doubletree, Hilton Garden Inn, Holiday Inn, Radisson, Sheraton, Candlewood, Comfort Suites, Hawthorn, Quality Suites, SpringHill, TownePlace, Baymont, Best Western, Comfort Inn, Country Inn, Drury, Fairfield, Hampton, Holiday Express, La Quinta, Wingate, Budget Suites, Extended Stay America, Intown, Value Place, Studio Plus, Studio 6, Best Value, Days, Econo Lodge, Howard Johnson, Microtel, Motel 6, Quality Inn, Ramada, Red Roof, Super 8, Home2 Suites and Tru.

Accuracy: Room counts and Room Revenues are within 2%. On an overall basis, the change in average daily rates reported by Source Strategies Inc. have typically been within a few tenths of one-percent of other private research firms operating in the Texas market.