



**WYNDHAM
GARDEN®**
WICHITA DOWNTOWN
WICHITA, KANSAS

WYNDHAM GARDEN WICHITA DOWNTOWN

221 EAST KELLOGG STREET
WICHITA, KANSAS 67202

OFFERING MEMORANDUM

Meet The Team

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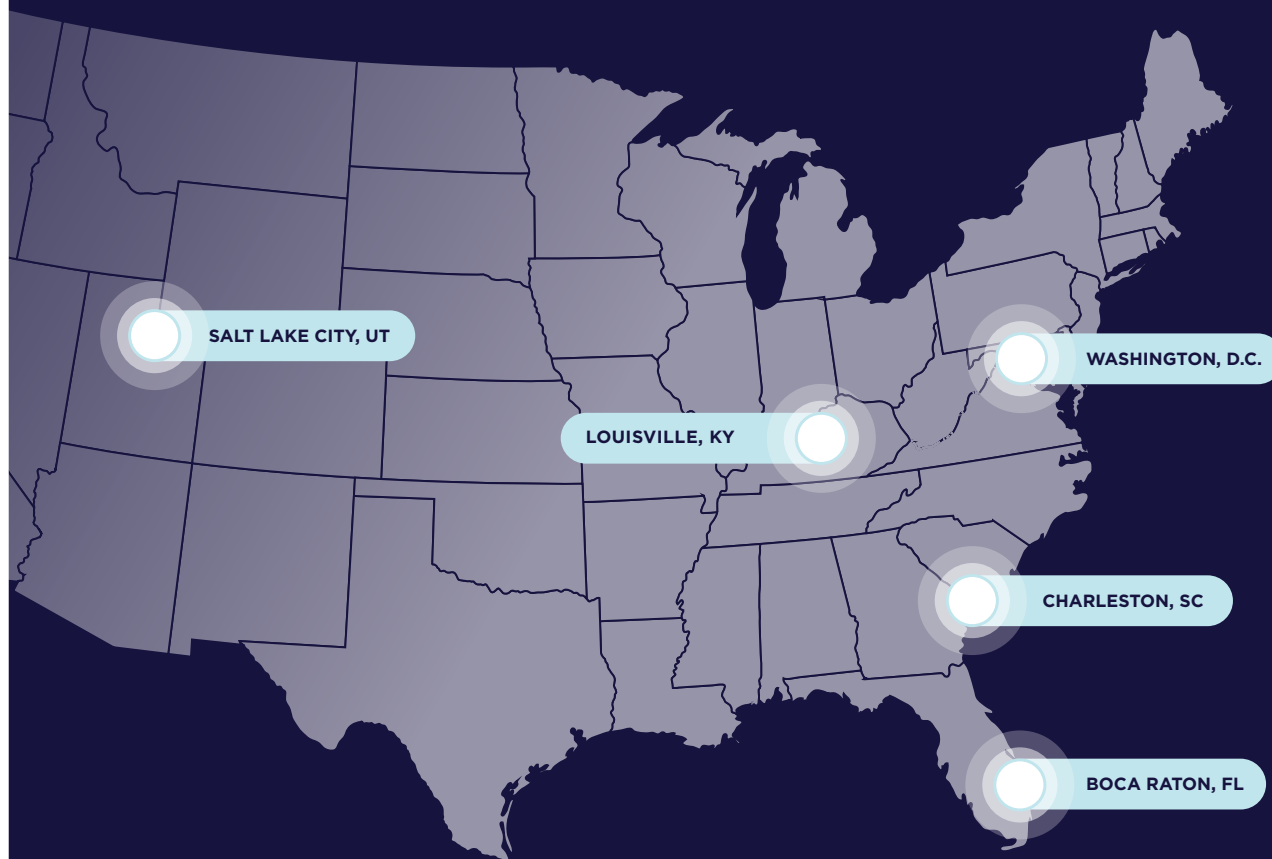
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Operating out of three Cushman & Wakefield offices in the United States

Cushman & Wakefield Global Hospitality is the premier capital markets advisor to the hospitality industry. Integrated as part of the C&W's Equity, Debt and Structured Finance platform, the group has arranged over \$20.0 billion of equity and debt on behalf of the world's largest hotel and resort owners in the past five years.

We understand our clients' real estate vision and deliver tailored, best-in-class solutions that maximize return on investment and create an engaging experience. Our team employs industry best practices and leverages our experienced, talented teams to ensure our clients' businesses thrive in the ever-changing real estate landscape.



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This opinion is based upon Cushman & Wakefield's general knowledge of the marketplace as real estate brokers and should not be relied upon as a real estate appraisal prepared by professional appraisers. This opinion is intended solely for your internal use. It is understood that you will not disclose this analysis to any other party without prior written consent. This opinion cannot serve as the basis for providing financing or a mortgage loan.



CUSHMAN & WAKEFIELD, INC.

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01

INVESTMENT OVERVIEW

OFFERING SUMMARY

Cushman & Wakefield’s Hospitality Group has been retained to offer for sale the fee simple interest in the **150-room Wyndham Garden Wichita Downtown**, located in Wichita, Kansas. The property is a 2023-renovated, seven-story, full-service hotel that is conveniently located directly off of East Kellogg Avenue and within close proximity to Interstate-135 - two major thoroughfares/expressways that provide ease of access to commuters and display excellent visibility. The property presents the opportunity to operate the hotel and increase operations to competitive set standards through focused, hands-on management and marketing. **The Wyndham Garden Wichita Downtown offers investors the opportunity to acquire an up-to-date property in a desirable market with value-add potential.**



EXECUTIVE SUMMARY

Acquisition Price	\$6,900,000	
Hotel	Wyndham Garden Wichita Downtown	
Address	221 East Kellogg Street Wichita, Kansas 67202	
Year Built	1973 / 2023	
Interest	Fee Simple	
Stories	7	
Rooms	150	
Building Area	93,156 SF	
Lot Size	Hotel Parcels +/- 1.32 Acres	
	Additional Parcels +/- 1.04 Acres	
	Total +/- 2.36 Acres	
Zoning District and Description	GC, General Commercial	
Amenities	Banquet Facilities, Bar, Breakfast Area, Business Center, Fitness Center, Meeting Room, Outdoor Pool, Restaurant	
Assessor’s Parcel Numbers	Hotel Parcels	Additional Parcels
	087-129-29-0-11-01-017.00	087-129-29-0-11-01-008.00
	087-129-29-0-11-01-016.00	087-129-29-0-11-01-009.00
	087-129-29-0-11-01-015.00	087-129-29-0-11-01-007.00
	087-129-29-0-11-01-014.00	087-129-29-0-11-01-004.00
	087-129-29-0-11-01-013.00	087-129-29-0-11-01-003.00
	087-129-29-0-11-01-012.00	
	087-129-29-0-11-01-011.00	
	087-129-29-0-11-01-010.00	

INVESTMENT & PROPERTY HIGHLIGHTS

- Property Was Recently Renovated In Compliance With Wyndham's Current Requirements, Leaving Minimal Property Improvement Plan (PIP) Costs Expected For A Buyer
- Property Receives Additional Revenue Through Leasing The On-Site Restaurant
- Wyndham Garden Is A Highly Desirable Flag By Both Investors And Consumers Alike
- Opportunity To Increase RevPAR To Competitive Set Standards And Exceed Performance Of Competition Through Strong Hands-On Management And Increased Marketing
- Located Directly Off Of South Broadway Avenue & East Kellogg Street, Providing Ease Of Access And Displaying Excellent Signage To Commuters
- The Section Of South Broadway Avenue & East Kellogg Street Closest To The Property Has An Average Annual Daily Traffic (AADT) Count Of Approximately 108,000 Vehicles Per Day
- The Property Is Also Located Within Close Proximity To A Variety Of Demand Generators Including, But Not Limited To:



REGIONAL MAP

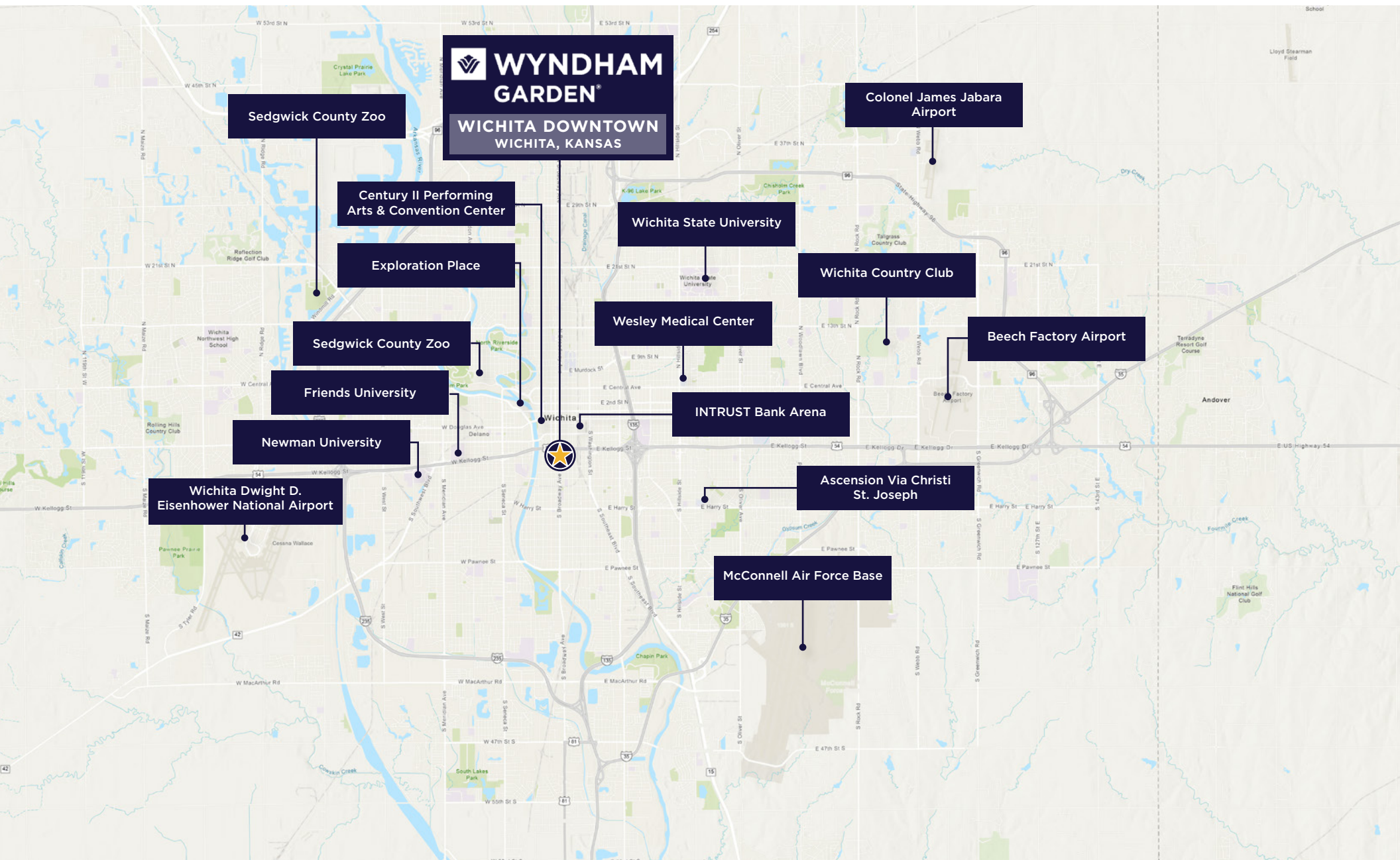


**WYNDHAM
GARDEN®**

- 1** Topeka, Kansas 142 Miles
- 2** Oklahoma City, Oklahoma 161 Miles
- 3** Tulsa, Oklahoma 175 Miles
- 4** Kansas City, Kansas 196 Miles
- 5** Garden City, Kansas 205 Miles
- 6** Springfield, Kansas 247 Miles
- 7** Lincoln, Nebraska 250 Miles



LOCAL MAP



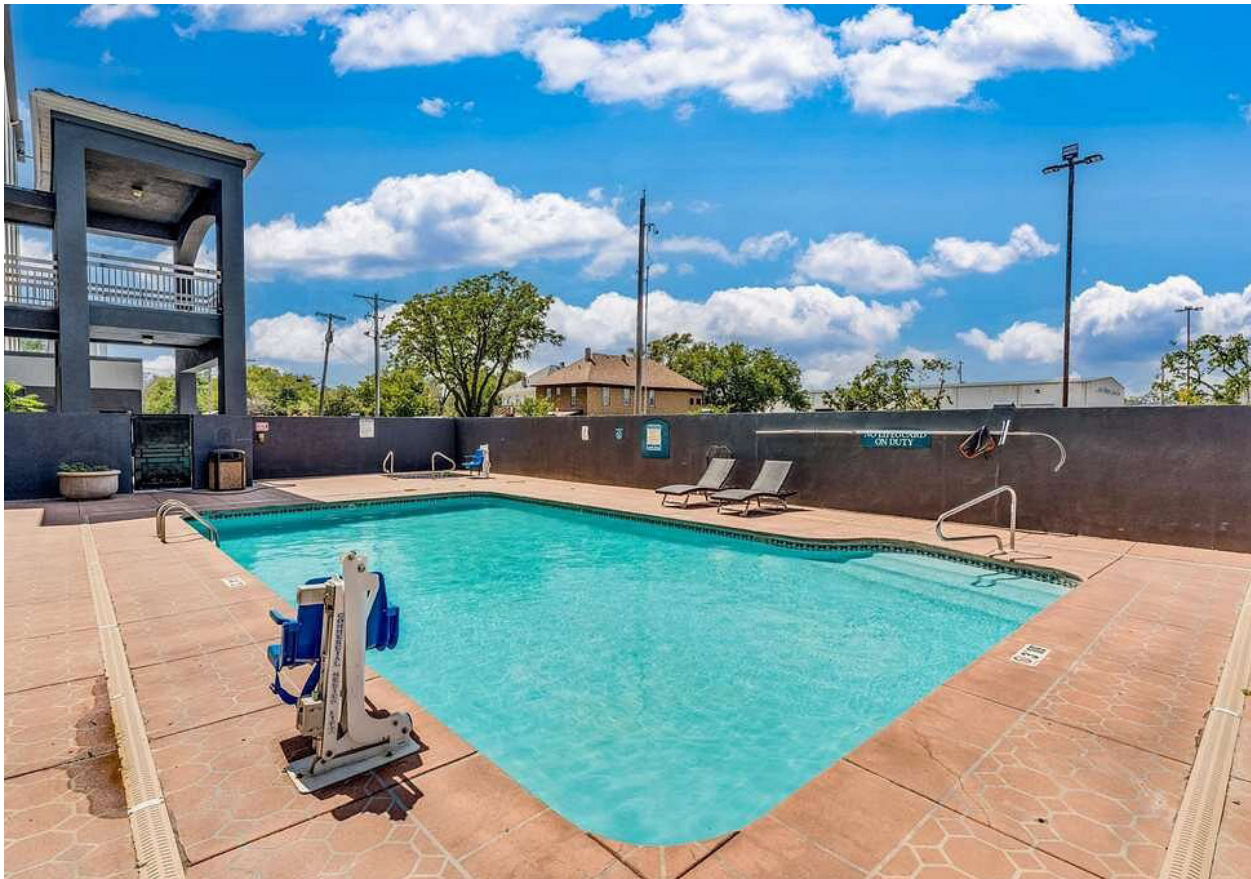
AERIAL VIEW



PROPERTY BOUNDARY









02

FINANCIAL ANALYSIS

PRICING SUMMARY

CURRENT

Acquisition Price	\$6,900,000
Rooms	150
Price Per Room	\$46,000
Property Improvement Plan (PIP)	\$500,000 (~\$3,333/room)

PRO FORMA

CAP Rate - Year 3 (2027) Includes Acquisition Price & PIP	9.64%
RRM - Year 3 (2027) Includes Acquisition Price & PIP	2.90
Five-Year Leveraged IRR	21.7%
Average Cash on Cash Return	10.0%



HISTORICALS

	12 Months Ending December 31, 2020		12 Months Ending December 31, 2021		YTD Ending September 30, 2022		12 Months Ending December 31, 2023		12 Months Ending December 31, 2024	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
REVENUE										
ROOMS	\$41,674	95.6%	\$1,121,822	99.0%	\$930,011	99.2%	\$1,168,457	92.8%	\$1,727,495	89.5%
FOOD & BEVERAGE	-	0.0%	-	0.0%	-	0.0%	24,132	1.9%	72,038	3.7%
OTHER OPERATED DEPARTMENTS	1,899	4.4%	11,315	1.0%	7,240	0.8%	66,214	5.3%	130,413	6.8%
TOTAL REVENUE	43,572	100.0%	1,133,137	100.0%	937,250	100.0%	1,258,803	100.0%	1,929,946	100.0%
DEPARTMENTAL EXPENSES										
ROOMS	23,914	57.4%	365,666	32.6%	297,394	32.0%	366,166	31.3%	544,661	31.5%
FOOD & BEVERAGE	-	0.0%	-	0.0%	-	0.0%	50,555	209.5%	74,594	103.5%
OTHER OPERATED DEPARTMENTS	-	0.0%	7,947	70.2%	3,320	45.9%	575	0.9%	1,206	0.9%
TOTAL DEPARTMENTAL EXPENSES	23,914	54.9%	373,614	33.0%	300,714	32.1%	417,296	33.2%	620,461	32.1%
GROSS OPERATING INCOME	19,658	45.1%	759,523	67.0%	636,536	67.9%	841,507	66.8%	1,309,485	67.9%
DEPARTMENTAL EXPENSES										
ADMINISTRATIVE & GENERAL	34,884	80.1%	184,188	16.3%	150,971	16.1%	145,447	11.6%	130,185	6.7%
SALES & MARKETING	-	0.0%	1,429	0.1%	4,669	0.5%	2,960	0.2%	8,333	0.4%
FRANCHISE FEES	7,500	18.0%	105,232	9.4%	75,369	8.1%	142,478	12.2%	148,366	8.6%
UTILITIES	8,772	20.1%	146,223	12.9%	129,630	13.8%	171,004	13.6%	270,489	14.0%
REPAIRS & MAINTENANCE	6,230	14.3%	54,336	4.8%	56,194	6.0%	31,680	2.5%	71,409	3.7%
TOTAL UNDISTRIBUTED OPERATING EXPENSES	57,385	131.7%	491,409	43.4%	416,832	44.5%	493,570	39.2%	628,781	32.6%
HOUSE PROFIT	(37,728)	-86.6%	268,114	23.7%	219,704	23.4%	347,937	27.6%	680,704	35.3%
FIXED CHARGES										
BUILDING INSURANCE	-	0.0%	1,183	0.1%	-	0.0%	143,532	11.4%	132,476	6.9%
PROPERTY TAXES ⁽¹⁾	124,939	286.7%	93,732	8.3%	109,027	11.6%	139,764	11.1%	156,699	8.1%
MANAGEMENT FEES ⁽²⁾	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
RESERVE FOR REPLACEMENTS ⁽³⁾	1,743	4.0%	45,325	4.0%	37,490	4.0%	50,352	4.0%	77,198	4.0%
TOTAL FIXED CHARGES	126,681	290.7%	140,241	12.4%	146,517	15.6%	333,648	26.5%	366,373	19.0%
NET OPERATING INCOME	-\$164,409	-377.3%	\$127,873	11.3%	\$73,187	7.8%	\$14,290	1.1%	\$314,331	16.3%
OPERATING STATISTICS										
OCCUPANCY	-		-		26.7%		-		-	
AVERAGE DAILY RATE (ADR)	-		-		\$85.35		-		-	
REVPAR	\$0.76		\$20.49		\$22.79		\$21.34		\$31.47	
NUMBER OF ROOMS	150		150		150		150		150	
DAYS IN PERIOD	366		365		273		365		366	
AVAILABLE ROOMS	54,900		54,750		40,950		54,750		54,900	
OCCUPIED ROOMS	-		-		10,934		-		-	

(1) Property Taxes have been derived from Sedgwick County Property Tax Assessor's Office.

(2) Management Fees are set at 0.0% of Total Revenue, assuming owner-operator.

(3) Reserve for Replacements has been set at 4.0% of Total Revenue.

NOTE: Property was closed for majority of 2020, revenues do not reflect a full year of operations.

PRO FORMA ASSUMPTIONS

The following pages provide a Pro Forma and this page and the following page includes the revenue and expense assumptions used in the Pro Forma.

Operating Statistics

- Occupancy is projected to achieve **45.0 percent** in Year One, **47.0 percent** in Year Two, **49.0 percent** in Year Three, and then grow at a rate of **4.0 percent** each year thereafter.
- Average Daily Rate is projected to achieve **\$85.00** in Year One, **\$90.00** in Year Two, **\$95.00** in Year Three, and then grow at a rate of **4.0 percent** each year thereafter.

OCCUPANCY ASSUMPTIONS

Year 1	45.0%
Year 2	47.0%
Year 3	49.0%
Year 4	51.0%
Year 5	53.0%

AVERAGE DAILY RATE (ADR) ASSUMPTIONS

Year 1	\$85.00
Year 2	\$90.00
Year 3	\$95.00
Year 4	\$98.80
Year 5	\$102.75



PRO FORMA EXPENSE ASSUMPTIONS

Expenses are estimated based on industry averages by department and current operations. Property Taxes are based off information sourced from the county the property is located in. Insurance expenses are based on a typical property in this market.

DEPARTMENTAL EXPENSES

- Rooms Expense has been set to **24.0 percent**, which is in line with industry averages.
- Food & Beverage revenue will grow proportionally with RevPAR year-over-year. Food & Beverage expenses will grow proportionally with RevPAR year-over-year as well.
- Other Operated Department revenue will grow proportionally with RevPAR year-over-year. Other Operated Department expenses will grow proportionally with RevPAR year-over-year as well.

UNDISTRIBUTED OPERATING EXPENSES

- Administrative & General expense has been set to **6.0 percent**, which is in line with industry averages.
- Sales & Marketing expense has been set to **2.0 percent**, which is in line with industry averages.
- Franchise Fee expense has been set to **10.0 percent**, which is in line with the Wyndham Garden Franchise Disclosure Document.
- Utilities expense set to **14.0 percent**, which is in line with historical averages.
- Repairs & Maintenance expense set to **3.0 percent**, which is in line with historical averages.

FIXED CHARGES

- Building Insurance expense is set to grow at **3.0 percent**.
- Property Taxes have been estimated based on information sourced from Sedgwick County Property Appraiser's Office website.
- Management Fees have been set at **0.0 percent** of Total Revenue, assuming owner-operator.
- Reserve for Replacements have been set at **4.0 percent** of Total Revenue.

PRO FORMA

	12 Months Ending December 2024		Year One (2025)		Year Two (2026)		Year Three (2027)		Year Four (2028)		Year Five (2029)	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
REVENUE												
ROOMS	\$1,727,495	89.5%	\$2,094,188	89.5%	\$2,315,925	89.5%	\$2,548,613	89.5%	\$2,764,132	89.5%	\$2,981,516	89.5%
FOOD & BEVERAGE	72,038	3.7%	87,569	3.7%	96,841	3.7%	106,571	3.7%	115,267	3.7%	124,673	3.7%
OTHER OPERATED DEPARTMENTS	130,413	6.8%	158,529	6.8%	175,314	6.8%	192,929	6.8%	208,672	6.8%	225,699	6.8%
TOTAL REVENUE	1,929,946	100.0%	2,340,285	100.0%	2,588,080	100.0%	2,848,112	100.0%	3,088,070	100.0%	3,331,888	100.0%
DEPARTMENTAL EXPENSES												
ROOMS	544,661	31.5%	502,605	24.0%	555,822	24.0%	611,667	24.0%	663,392	24.0%	715,564	24.0%
FOOD & BEVERAGE	74,594	103.5%	90,676	103.5%	100,277	103.5%	110,352	103.5%	119,357	103.5%	129,096	103.5%
OTHER OPERATED DEPARTMENTS	1,206	0.9%	1,466	0.9%	1,622	0.9%	1,785	0.9%	1,930	0.9%	2,088	0.9%
TOTAL DEPARTMENTAL EXPENSES	620,461	32.1%	594,747	25.4%	657,720	25.4%	723,804	25.4%	784,678	25.4%	846,748	25.4%
GROSS OPERATING INCOME	1,309,485	67.9%	1,745,538	74.6%	1,930,360	74.6%	2,124,308	74.6%	2,303,392	74.6%	2,485,140	74.6%
DEPARTMENTAL EXPENSES												
ADMINISTRATIVE & GENERAL	130,185	6.7%	140,417	6.0%	155,285	6.0%	170,887	6.0%	185,284	6.0%	199,913	6.0%
SALES & MARKETING	8,333	0.4%	46,806	2.0%	51,762	2.0%	56,962	2.0%	61,761	2.0%	66,638	2.0%
FRANCHISE FEES	148,366	8.6%	209,419	10.0%	231,593	10.0%	254,861	10.0%	276,413	10.0%	298,152	10.0%
UTILITIES	270,489	14.0%	327,640	14.0%	362,331	14.0%	398,736	14.0%	432,330	14.0%	466,464	14.0%
REPAIRS & MAINTENANCE	71,409	3.7%	70,209	3.0%	77,642	3.0%	85,443	3.0%	92,642	3.0%	99,957	3.0%
TOTAL UNDISTRIBUTED OPERATING EXPENSES	628,781	32.6%	794,490	33.9%	878,613	33.9%	966,889	33.9%	1,048,431	34.0%	1,131,124	33.9%
HOUSE PROFIT	680,704	35.3%	951,048	40.6%	1,051,747	40.6%	1,157,419	40.6%	1,254,961	40.6%	1,354,017	40.6%
FIXED CHARGES												
BUILDING INSURANCE	132,476	6.9%	145,724	6.2%	150,096	5.8%	154,599	5.4%	159,237	5.2%	164,014	4.9%
PROPERTY TAXES ⁽¹⁾	156,699	8.1%	172,369	7.4%	174,092	6.7%	175,833	6.2%	177,591	5.8%	179,367	5.4%
MANAGEMENT FEES ⁽²⁾	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
RESERVE FOR REPLACEMENTS ⁽³⁾	77,198	4.0%	93,611	4.0%	103,523	4.0%	113,924	4.0%	123,523	4.0%	133,276	4.0%
TOTAL FIXED CHARGES	366,373	19.0%	411,704	17.6%	427,711	16.5%	444,356	15.6%	460,351	14.9%	476,657	14.3%
NET OPERATING INCOME	\$314,331	16.3%	\$539,344	23.0%	\$624,036	24.1%	\$713,063	25.0%	\$794,610	25.7%	\$877,360	26.3%
OPERATING STATISTICS												
OCCUPANCY	-		45.0%		47.0%		49.0%		51.0%		53.0%	
AVERAGE DAILY RATE (ADR)	-		\$85.00		\$90.00		\$95.00		\$98.80		\$102.75	
REVPAR	\$31.47		\$38.25		\$42.30		\$46.55		\$50.35		\$54.46	
NUMBER OF ROOMS	150		150		150		150		150		150	
DAYS IN PERIOD	366		365		365		365		366		365	
AVAILABLE ROOMS	54,900		54,750		54,750		54,750		54,900		54,750	
OCCUPIED ROOMS	-		24,638		25,733		26,828		27,977		29,017	

(1) Property Taxes have been derived from Sedgwick County Property Tax Assessor's Office.

(2) Management Fees are set at 0.0% of Total Revenue, assuming owner-operator.

(3) Reserve for Replacements has been set at 4.0% of Total Revenue.

IRR ANALYSIS

SOURCE AND USE OF FUNDS		
Acquisition Price	\$6,900,000	
Project Improvement Plan Costs	500,000	
Franchise Application Fee	52,500	
Working Capital	69,000	
Financing Costs (1.00%)	57,215	
Acquisition - Soft Costs	50,000	
Total Acquisition Price	7,628,715	
Equity	1,907,179	25.0%
First Mortgage	5,721,536	
Number of Rooms	150	
Cost Per Room	50,858	

CAPITAL GAIN CALCULATION	
Fifth Year Net Operating Income	877,360
Terminal CAP Rate	9.0%
Gross Sale Price	9,748,444
Selling Costs (Brokerage Fees, Attorney Fees, Closing Costs, etc.)	6.0%
Net Sale Price	9,163,538
Remaining First Mortgage Balance	5,282,691
Return of Equity	1,907,179
Capital Gain	1,973,668
Sale Price per Room	64,990

FIRST MORTGAGE					
Mortgage Amount	\$5,721,536	Monthly Payment:	43,216		
Interest Rate	7.75%	Annual Payment:	518,597		
Amortization Period (years)	25	Loan Type:	Fixed-Rate		
LTC	75%				
	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
Beginning Balance	5,721,536	5,646,358	5,565,354	5,478,072	5,384,026
Annual Payment	518,597	518,597	518,597	518,597	518,597
Portion to Interest	443,419	437,593	431,315	424,551	417,262
Portion to Principal	75,178	81,004	87,282	94,046	101,335
Ending Balance	5,646,358	5,565,354	5,478,072	5,384,026	5,282,691

YEARLY CASH FLOW SUMMARY						
	<u>Year 0</u>	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
Net Operating Income	314,331	539,344	624,036	713,063	794,610	877,360
First Mortgage Annual Payment	518,597	518,597	518,597	518,597	518,597	518,597
Cash Flow after Debt Service	(204,266)	20,747	105,439	194,466	276,013	358,763
Debt Service Coverage Ratio	0.61	1.04	1.20	1.37	1.53	1.69
Debt Yield	5%	9%	11%	13%	15%	16%

LEVERAGED IRR ANALYSIS						
	<u>Year 0</u>	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
Equity	(1,907,179)					
Cash Flow after Debt Service		20,747	105,439	194,466	276,013	358,763
Net Sale Price						9,163,538
Remaining First Mortgage Balance						(5,282,691)
Net Cash Flow	(1,907,179)	20,747	105,439	194,466	276,013	4,239,610
Cash on Cash Return		1.1%	5.5%	10.2%	14.5%	18.8%
Cash plus Debt Reduction Return		5.0%	9.8%	14.8%	19.4%	24.1%
Five-Year Leveraged IRR	21.7%					
Average Cash on Cash Return	10.0%					



03

COMPETITIVE PROPERTIES & STR REPORT

OPERATING STATISTICS

Over the last three years, the property's Occupancy and RevPAR have both fluctuated, achieving a **51.4 percent** average annual Occupancy penetration index and a **50.5 percent** average annual RevPAR penetration index. The property's Average Daily Rate (ADR) has decreased over the last three years, achieving a **98.8 percent** average annual ADR penetration index. Aggressive yield strategies, along with a focused sales and marketing program should allow for Occupancy, ADR, and RevPAR to achieve full market penetration.

OCCUPANCY



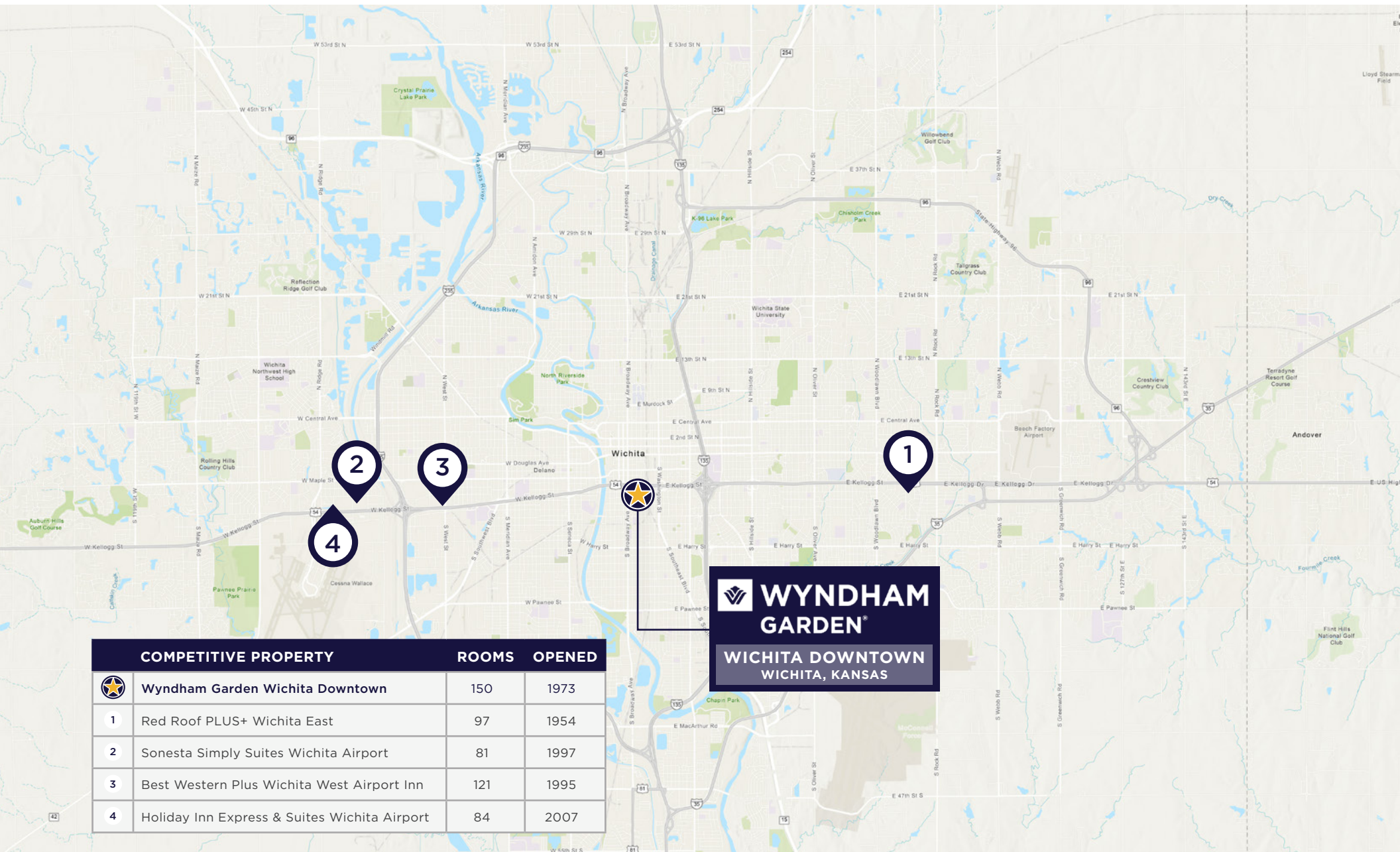
AVERAGE DAILY RATE



REVPAR



COMPETITIVE SET



STR # 8118 / Created December 17, 2024

Monthly STAR Report : Wyndham Garden Wichita Downtown

For the Month of: November 2024

Currency: US Dollar / Competitive Set Data Excludes Subject Property



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STR REPORT

Tab 2 - Monthly Performance at a Glance - My Property vs. Competitive Set

Wyndham Garden Wichita Downtown 221 E Kellogg St Wichita, KS 67202-3917 Phone: (316) 269-2090
STR # 8118 ChainID: 06222 MgtCo: TNJ Group LLC Owner: None
For the Month of: November 2024 Date Created: December 17, 2024 Monthly Competitive Set Data Excludes Subject Property

November 2024									
	Occupancy (%)			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	36.0	44.0	81.9	75.64	78.13	96.8	27.23	34.35	79.3
Year To Date	39.3	54.2	72.6	83.07	87.05	95.4	32.68	47.20	69.2
Running 3 Month	43.1	51.2	84.2	75.53	80.59	93.7	32.58	41.27	78.9
Running 12 Month	38.1	53.5	71.3	82.30	86.55	95.1	31.38	46.28	67.8

November 2024 vs. 2023 Percent Change (%)									
	Occupancy			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (ARI)	My Prop	Comp Set	Index (RGI)
Current Month	14.9	-18.1	40.3	0.1	-7.1	7.8	15.1	-23.9	51.2
Year To Date	56.3	-11.2	76.0	-8.6	-3.1	-5.7	42.9	-13.9	66.0
Running 3 Month	28.4	-11.6	45.3	-7.3	-5.7	-1.7	19.0	-16.7	42.8
Running 12 Month	55.2	-11.2	74.8	-8.2	-2.8	-5.5	42.6	-13.7	65.2

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Tab 3 - STAR Summary - My Property vs. Comp Set and Industry Segments

Wyndham Garden Wichita Downtown 221 E Kellogg St Wichita, KS 67202-3917 Phone: (316) 269-2090
STR # 8118 ChainID: 06222 MgtCo: TNJ Group LLC Owner: None
For the Month of: November 2024 Date Created: December 17, 2024 Monthly Competitive Set Data Excludes Subject Property

Wyndham Garden Wichita Downtown
Market: Kansas
Market Class: Upper Midscale Class
Submarket: Wichita, KS
Submarket Scale: Midscale Chains
Competitive Set: Competitors

Occupancy (%)							
Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg
36.0	14.9	39.3	56.3	43.1	28.4	38.1	55.2
50.8	-1.0	54.8	-2.4	56.1	0.4	53.7	-2.4
60.3	1.0	65.0	-0.3	65.9	2.2	63.6	-0.3
55.5	-2.4	59.5	-3.3	61.3	1.9	58.4	-3.3
56.8	-3.0	62.2	-2.5	63.7	3.3	61.1	-2.4
44.0	-18.1	54.2	-11.2	51.2	-11.6	53.5	-11.2

Supply			
Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
0.0	0.3	0.0	0.3
-0.2	-0.2	-0.2	-0.3
0.6	0.7	0.2	0.8
1.3	0.3	0.7	0.3
4.9	3.2	3.8	3.2
0.0	0.0	0.0	0.0

Wyndham Garden Wichita Downtown
Market: Kansas
Market Class: Upper Midscale Class
Submarket: Wichita, KS
Submarket Scale: Midscale Chains
Competitive Set: Competitors

Average Daily Rate							
Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg
75.64	0.1	83.07	-8.6	75.53	-7.3	82.30	-8.2
99.49	3.9	99.39	3.0	100.45	2.3	98.71	3.0
113.80	3.9	115.23	2.6	116.45	2.3	114.36	2.5
100.43	2.3	102.17	2.6	100.05	1.1	101.44	2.7
98.29	2.4	101.23	1.6	97.53	0.3	100.44	1.7
78.13	-7.1	87.05	-3.1	80.59	-5.7	86.55	-2.8

Demand			
Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
14.9	56.8	28.4	55.6
-1.1	-2.6	0.2	-2.7
1.6	0.4	2.3	0.5
-1.1	-3.0	2.5	-3.0
1.7	0.6	7.2	0.7
-18.1	-11.2	-11.6	-11.2

Wyndham Garden Wichita Downtown
Market: Kansas
Market Class: Upper Midscale Class
Submarket: Wichita, KS
Submarket Scale: Midscale Chains
Competitive Set: Competitors

RevPAR							
Current Month	% Chg	Year to Date	% Chg	Running 3 Month	% Chg	Running 12 Month	% Chg
27.23	15.1	32.68	42.9	32.58	19.0	31.38	42.6
50.52	2.9	54.48	0.5	56.36	2.7	53.00	0.5
68.67	4.9	74.85	2.3	76.74	4.5	72.76	2.3
55.77	-0.2	60.75	-0.9	61.36	3.0	59.20	-0.7
55.82	-0.7	62.92	-0.9	62.10	3.5	61.35	-0.8
34.35	-23.9	47.20	-13.9	41.27	-16.7	46.28	-13.7

Revenue			
Month % Chg	YTD % Chg	Run 3 Mon % Chg	Run 12 Mon % Chg
15.1	43.3	19.0	43.0
2.8	0.2	2.5	0.2
5.5	3.0	4.7	3.0
1.1	-0.5	3.7	-0.4
4.1	2.2	7.5	2.4
-23.9	-13.9	-16.7	-13.7

Market: Kansas
Market Class: Upper Midscale Class
Submarket: Wichita, KS
Submarket Scale: Midscale Chains
Competitive Set: Competitors

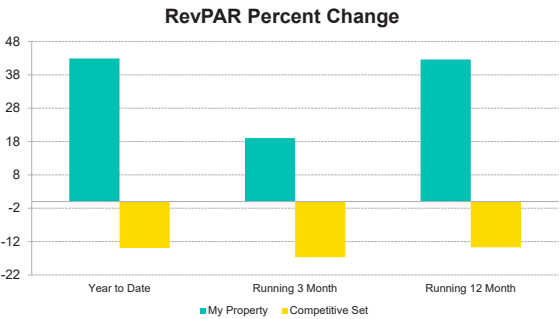
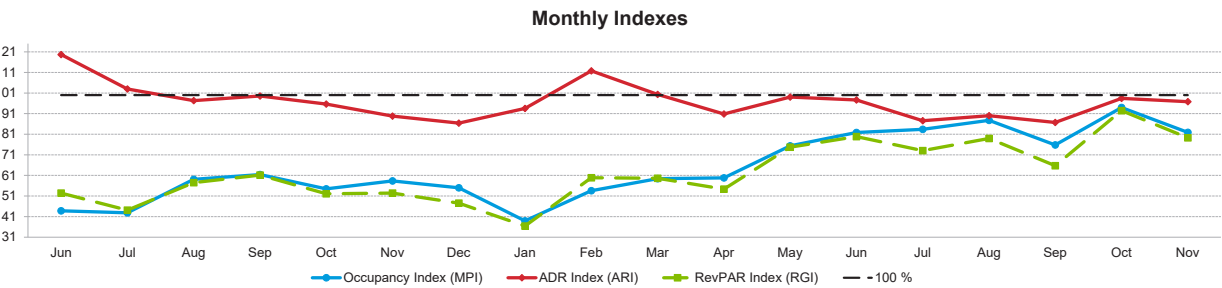
Census/Sample - Properties & Rooms				
Census		Sample		Sample %
Properties	Rooms	Properties	Rooms	Rooms
594	35698	333	25596	71.7
140	11003	121	10100	91.8
141	10398	87	8264	79.5
52	4646	49	4430	95.4
4	383	3	299	78.1

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Tab 4 - Competitive Set Report

Wyndham Garden Wichita Downtown 221 E Kellogg St Wichita, KS 67202-3917 Phone: (316) 269-2090
STR # 8118 ChainID: 06222 MgtCo: TNJ Group LLC Owner: None
For the Month of: November 2024 Date Created: December 17, 2024 Monthly Competitive Set Data Excludes Subject Property



Occupancy (%)	2023							2024										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
My Property	30.9	27.2	34.1	36.4	33.1	31.3	25.0	18.3	28.6	33.7	30.9	46.0	52.2	48.2	45.2	40.8	52.3	36.0
Competitive Set	70.6	63.4	57.7	59.3	60.7	53.7	45.4	47.0	53.4	56.6	51.7	61.0	63.8	57.8	51.5	53.9	55.6	44.0
Index (MPI)	43.8	42.9	59.1	61.4	54.5	58.4	55.0	38.9	53.6	59.5	59.8	75.4	81.8	83.4	87.8	75.8	94.0	81.9
Rank	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	4 of 5	4 of 5	4 of 5	4 of 5	4 of 5	3 of 4	4 of 4

% Chg																									
My Property		1.4	-5.6	45.3	43.0	47.9	44.0	38.9		21.5	40.8	73.7	125.6	201.0	68.6	77.4	32.6	12.1	58.0	14.9					
Competitive Set		12.6	-3.6	-10.1	-4.2	-10.3	-6.3	-11.5		-6.1	-8.2	-20.7	-17.0	-5.0	-9.7	-8.8	-10.8	-9.2	-8.4	-18.1					
Index (MPI)		-9.9	-2.0	61.7	49.3	64.9	53.7	56.8		29.4	53.3	118.9	171.8	216.7	86.8	94.6	48.5	23.4	72.5	40.3					
Rank		5 of 5	5 of 5	1 of 5	1 of 5	1 of 5	1 of 5	1 of 5		1 of 5	1 of 5	1 of 5	1 of 5	1 of 5	1 of 5	1 of 5	1 of 5	1 of 5	1 of 4	1 of 4					

ADR	2023							2024										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
My Property	115.45	96.01	90.31	85.85	82.25	75.53	69.24	74.66	94.47	88.57	79.26	93.30	90.42	81.00	82.88	74.63	76.15	75.64
Competitive Set	96.45	93.25	92.79	86.19	85.99	84.09	80.14	79.80	84.51	88.29	87.24	94.18	92.62	92.51	92.10	86.03	77.38	78.13
Index (ARI)	119.7	103.0	97.3	99.6	95.7	89.8	86.4	93.6	111.8	100.3	90.9	99.1	97.6	87.6	90.0	86.7	98.4	96.8
Rank	2 of 5	2 of 5	3 of 5	2 of 5	2 of 5	4 of 5	3 of 5	3 of 5	2 of 5	2 of 5	2 of 5	3 of 5	2 of 5	2 of 5	3 of 5	3 of 5	2 of 4	2 of 4

% Chg																					
My Property		28.3	-4.8	-2.1	-1.7	-1.1	-4.7	-2.1		7.6	22.0	-6.4	-22.8	-20.7	-21.7	-15.6	-8.2	-13.1	-7.4	0.1	
Competitive Set		8.7	6.9	5.2	0.6	2.8	3.6	1.3		0.0	-1.9	-3.4	-4.3	-1.9	-4.0	-0.8	-0.7	-0.2	-10.0	-7.1	
Index (ARI)		18.0	-11.0	-6.9	-2.3	-3.7	-8.0	-3.3		7.6	24.3	-3.1	-19.4	-19.2	-18.4	-15.0	-7.5	-12.9	2.9	7.8	
Rank		1 of 5	5 of 5	4 of 5	4 of 5	4 of 5	5 of 5	4 of 5		1 of 5	1 of 5	4 of 5	5 of 5	5 of 5	5 of 5	4 of 5	5 of 5	5 of 5	3 of 4	3 of 4	

RevPAR	2023							2024										
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
My Property	35.71	26.10	30.78	31.27	27.21	23.66	17.29	13.68	27.04	29.81	24.52	42.88	47.16	39.05	37.45	30.48	39.80	27.23
Competitive Set	68.11	59.15	53.54	51.13	52.22	45.15	36.38	37.54	45.14	49.98	45.11	57.41	59.04	53.49	47.42	46.36	43.04	34.35
Index (RGI)	52.4	44.1	57.5	61.2	52.1	52.4	47.5	36.4	59.9	59.6	54.4	74.7	79.9	73.0	79.0	65.7	92.5	79.3
Rank	5 of 5	5 of 5	5 of 5	4 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	5 of 5	4 of 5	4 of 5	4 of 5	4 of 5	4 of 5	3 of 4	4 of 4

% Chg																									
My Property		30.0	-10.2	42.2	40.5	46.3	37.3	35.9		30.8	71.7	62.5	74.1	138.7	32.0	49.7	21.6	-2.5	46.3	15.1					
Competitive Set		22.4	3.0	-5.5	-3.7	-7.8	-2.9	-10.3		-6.1	-9.9	-23.4	-20.6	-6.7	-13.3	-9.6	-11.4	-9.3	-17.6	-23.9					
Index (RGI)		6.2	-12.8	50.5	45.9	58.7	41.4	51.6		39.2	90.6	112.2	119.2	155.9	52.3	65.5	37.3	7.5	77.5	51.2					
Rank		2 of 5	5 of 5	1 of 5	1 of 5	1 of 5	1 of 5	1 of 5		1 of 5	1 of 5	1 of 5	1 of 5	1 of 5	1 of 5	1 of 5	1 of 5	2 of 5	1 of 4	1 of 4					

Year To Date		
2022	2023	2024
25.9	25.2	39.3
61.4	61.1	54.2
42.1	41.2	72.6
5 of 5	5 of 5	5 of 5

Running 3 Month		
2022	2023	2024
23.2	33.6	43.1
62.4	57.9	51.2
37.2	58.0	84.2
5 of 5	5 of 5	3 of 4

Running 12 Month		
2022	2023	2024
25.7	24.6	38.1
60.9	60.2	53.5
42.2	40.8	71.3
5 of 5	5 of 5	5 of 5

-9.9	-2.7	56.3
10.4	-0.6	-11.2
-18.3	-2.1	76.0
5 of 5	4 of 5	1 of 5

-23.0	44.9	28.4
13.1	-7.1	-11.6
-31.9	56.0	45.3
5 of 5	1 of 5	1 of 4

-7.7	-4.5	55.2
13.7	-1.1	-11.2
-18.9	-3.4	74.8
5 of 5	4 of 5	1 of 5

Year To Date		
2022	2023	2024
84.71	90.86	83.07
83.75	89.82	87.05
101.2	101.2	95.4
2 of 5	2 of 5	3 of 5

Running 3 Month		
2022	2023	2024
83.45	81.47	75.53
83.57	85.48	80.59
99.9	95.3	93.7
2 of 5	2 of 5	2 of 4

Running 12 Month		
2022	2023	2024
83.41	89.61	82.30
82.75	89.05	86.55
100.8	100.6	95.1
2 of 5	2 of 5	3 of 5

14.9	7.3	-8.6
8.2	7.3	-3.1
6.2	0.0	-5.7
1 of 5	3 of 5	4 of 5

13.2	-2.4	-7.3
5.7	2.3	-5.7
7.1	-4.6	-1.7
2 of 5	4 of 5	3 of 4

15.1	7.4	-8.2
7.6	7.6	-2.8
7.0	-0.2	-5.5
1 of 5	3 of 5	4 of 5

Year To Date		
2022	2023	2024
21.91	22.87	32.68
51.46	54.85	47.20
42.6	41.7	69.2
5 of 5	5 of 5	4 of 5

Running 3 Month		
2022	2023	2024
19.35	27.38	32.58
52.12	49.53	41.27
37.1	55.3	78.9
5 of 5	5 of 5	3 of 4

Running 12 Month		
2022	2023	2024
21.44	22.01	31.38
50.38	53.64	46.28
42.6	41.0	67.8
5 of 5	5 of 5	5 of 5

3.5	4.4	42.9
19.4	6.6	-13.9
-13.3	-2.1	66.0
5 of 5	4 of 5	1 of 5

-12.9	41.5	19.0
19.5	-5.0	-16.7
-27.1	48.9	42.8
5 of 5	1 of 5	1 of 4

6.3	2.6	42.6
22.4	6.5	-13.7
-13.2	-3.6	65.2
5 of 5	5 of 5	1 of 5

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Tab 5 - Response Report

Wyndham Garden Wichita Downtown 221 E Kellogg St Wichita, KS 67202-3917 Phone: (316) 269-2090
STR # 8118 ChainID: 06222 MgtCo: TNJ Group LLC Owner: None
For the Month of: November 2024 Date Created: December 17, 2024

This Year

Nov 11th - Veterans Day
Nov 28th - Thanksgiving Day

Last Year

Nov 11th - Veterans Day
Nov 23rd - Thanksgiving Day

STR#	Name	City, State	Zip	Phone	Rooms	Open Date
8118	Wyndham Garden Wichita Downtown	Wichita, KS	67202-3917	(316) 269-2090	150	197306
958	Red Roof PLUS+ Wichita East	Wichita, KS	67207	(316) 685-1281	97	195412
30384	Sonesta Simply Suites Wichita Airport	Wichita, KS	67209	(316) 942-0400	81	199711
31327	Best Western Plus Wichita West Airport Inn	Wichita, KS	67213	(316) 945-4100	121	199509
54992	Holiday Inn Express & Suites Wichita Airport	Wichita, KS	67209	(316) 522-0008	84	200703
					533	

November 2024 (This Year)						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

November 2023 (Last Year)						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

2023												2024											
Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●

Data received:
○ = Monthly Only
● = Monthly & Daily

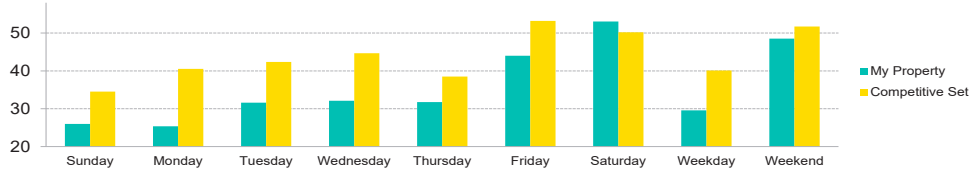
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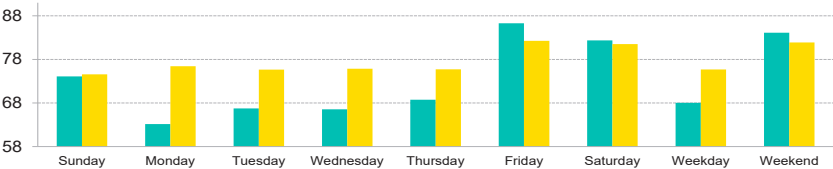
Tab 6 - Day of Week and Weekday/Weekend Report

Wyndham Garden Wichita Downtown 221 E Kellogg St Wichita, KS 67202-3917 Phone: (316) 269-2090
STR # 8118 ChainID: 06222 MgtCo: TNJ Group LLC Owner: None
For the Month of: November 2024 Date Created: December 17, 2024 Monthly Competitive Set Data Excludes Subject Property

Current Month Occupancy



Current Month ADR



		Occupancy (%)						Average Daily Rate						RevPAR					
Day of Week	Time Period	My Property		Competitive Set		Index (MPI)		My Property		Competitive Set		Index (ARI)		My Property		Competitive Set		Index (RGI)	
			% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg		% Chg
Sunday	Current Month	26.0	9.7	34.5	-11.1	75.2	23.4	74.11	4.9	74.57	-6.0	99.4	11.5	19.25	15.1	25.75	-16.4	74.7	37.7
	Year To Date	26.3	35.8	39.7	-13.4	66.3	56.8	71.47	-13.5	79.68	-4.9	89.7	-9.0	18.81	17.4	31.66	-17.7	59.4	42.7
	Running 3 Month	32.4	34.7	40.4	-4.4	80.1	40.8	68.65	-6.8	76.03	-6.9	90.3	0.2	22.23	25.5	30.74	-11.0	72.3	41.1
	Running 12 Month	26.1	36.7	39.7	-12.9	65.7	57.1	71.17	-12.8	79.61	-4.4	89.4	-8.8	18.57	19.2	31.61	-16.7	58.7	43.2
Monday	Current Month	25.4	12.8	40.5	-26.1	62.6	52.6	63.17	-11.3	76.44	-5.7	82.6	-5.9	16.03	0.1	30.98	-30.3	51.7	43.6
	Year To Date	27.9	67.1	48.0	-14.3	58.1	94.9	70.95	-11.5	84.00	-9.7	84.5	-9.7	19.79	47.8	40.36	-16.0	49.0	76.0
	Running 3 Month	30.6	56.9	46.8	-16.1	65.4	87.0	65.17	-12.5	79.58	-4.1	81.9	-8.8	19.93	37.3	37.21	-19.5	53.6	70.5
	Running 12 Month	27.2	65.9	47.8	-14.0	56.9	92.9	70.69	-11.1	83.62	-2.0	84.5	-9.3	19.23	47.4	40.00	-15.7	48.1	74.9
Tuesday	Current Month	31.6	3.6	42.4	-24.8	74.6	37.8	66.77	-7.8	75.65	-9.5	88.3	1.8	21.11	-4.5	32.05	-31.9	65.9	40.4
	Year To Date	32.7	65.5	53.8	-10.6	60.7	85.2	74.14	-8.6	86.85	-1.7	85.4	-7.0	24.23	51.4	46.75	-12.1	51.8	72.2
	Running 3 Month	38.1	33.0	51.5	-15.1	74.1	56.6	72.94	-7.0	80.99	-5.6	90.1	-1.5	27.81	23.7	41.69	-19.9	66.7	54.3
	Running 12 Month	31.8	63.3	53.6	-10.0	59.4	81.4	73.76	-7.8	86.32	-1.6	85.4	-6.4	23.49	50.5	46.31	-11.4	50.7	69.8
Wednesday	Current Month	32.1	10.4	44.6	-24.8	71.9	46.8	66.55	-6.5	75.86	-10.2	87.7	4.1	21.36	3.2	33.87	-32.5	63.1	52.9
	Year To Date	35.1	52.5	55.5	-12.3	63.3	73.9	72.08	-12.9	86.05	-3.1	83.8	-10.1	25.32	32.9	47.74	-15.0	53.0	56.4
	Running 3 Month	39.4	18.0	53.7	-14.5	73.3	38.0	66.20	-16.6	80.50	-5.8	82.2	-11.4	26.07	-1.6	43.25	-19.5	60.3	22.2
	Running 12 Month	34.3	52.0	55.2	-11.5	62.2	71.7	71.95	-11.9	85.57	-3.2	84.1	-9.1	24.71	33.8	47.25	-14.3	52.3	56.1
Thursday	Current Month	31.8	11.9	38.5	-24.0	82.5	47.2	68.75	-2.0	75.72	-10.2	90.8	9.1	21.85	9.6	29.16	-31.7	74.9	60.5
	Year To Date	40.4	64.1	53.6	-14.6	75.3	92.2	78.92	-10.7	86.66	-2.4	91.1	-8.5	31.85	46.5	46.45	-16.6	68.6	75.8
	Running 3 Month	41.6	22.5	48.0	-16.4	86.6	46.5	66.49	-16.1	79.35	-6.3	83.8	-10.4	27.64	2.8	38.10	-21.7	72.5	31.3
	Running 12 Month	39.0	63.8	52.7	-14.4	73.9	91.3	78.40	-9.8	86.11	-2.2	91.0	-7.8	30.54	47.8	45.37	-16.3	67.3	76.5
Friday	Current Month	44.0	12.8	53.2	-11.0	82.7	26.8	86.28	3.9	82.25	-5.2	104.9	9.6	37.96	17.3	43.77	-15.6	86.7	39.0
	Year To Date	56.1	58.4	65.1	-6.8	86.2	70.0	98.86	-3.4	90.82	-3.7	108.9	0.3	55.46	53.1	59.11	-10.2	93.8	70.5
	Running 3 Month	57.0	29.1	59.2	-6.7	96.3	38.4	87.15	-1.0	83.05	-4.6	104.9	3.7	49.68	27.8	49.16	-11.0	101.1	43.5
	Running 12 Month	53.3	56.8	63.1	-7.6	84.3	69.8	97.44	-3.3	90.28	-3.0	107.9	-0.3	51.89	51.7	57.00	-10.4	91.0	69.3
Saturday	Current Month	53.0	9.0	50.2	-9.3	105.7	20.2	82.36	1.5	81.51	-6.7	101.0	8.7	43.68	10.6	40.90	-15.4	106.8	30.7
	Year To Date	56.4	47.1	63.5	-8.9	88.9	61.5	93.43	-6.3	91.36	-4.9	102.3	-1.5	52.73	37.8	57.99	-13.3	90.9	59.1
	Running 3 Month	62.1	18.4	58.9	-6.9	105.3	27.2	86.50	1.5	82.72	-7.1	104.6	9.2	53.69	20.2	48.75	-13.5	110.1	38.9
	Running 12 Month	54.5	46.4	61.8	-9.8	88.3	62.3	92.11	-6.1	90.75	-4.2	101.5	-2.0	50.22	37.5	56.05	-13.6	89.6	59.1
Weekday/Weekend																			
Weekday (Sun-Thu)	Current Month	29.6	9.5	40.1	-23.3	73.7	42.7	68.04	-4.3	75.68	-8.7	89.9	4.8	20.12	4.8	30.36	-30.0	66.3	49.6
	Year To Date	32.5	57.2	50.2	-12.9	64.8	80.6	73.92	-11.3	84.97	-2.7	87.0	-8.8	24.04	39.4	42.64	-15.3	56.4	64.6
	Running 3 Month	36.5	30.8	48.1	-13.8	75.9	51.7	67.98	-12.2	79.44	-5.8	85.6	-6.9	24.81	14.8	38.20	-18.8	65.0	41.3
	Running 12 Month	31.7	56.3	49.8	-12.5	63.6	78.7	73.56	-10.6	84.52	-2.6	87.0	-8.2	23.32	39.8	42.10	-14.8	55.4	64.0
Weekend (Fri-Sat)	Current Month	48.5	10.7	51.7	-10.2	93.8	23.3	84.14	2.6	81.89	-5.9	102.7	9.0	40.82	13.6	42.34	-15.5	96.4	34.4
	Year To Date	56.3	52.5	64.3	-7.9	87.5	65.6	96.13	-4.8	91.08	-4.3	105.5	-0.5	54.09	45.3	58.55	-11.8	92.4	64.7
	Running 3 Month	59.5	23.3	59.1	-6.8	100.8	32.3	86.81	0.3	82.89	-5.9	104.7	6.6	51.69	23.7	48.95	-12.2	105.6	41.0
	Running 12 Month	53.9	51.4	62.4	-8.7	86.3	65.8	94.75	-4.6	90.51	-3.6	104.7	-1.1	51.06	44.3	56.52	-12.0	90.3	64.1
Total	Current Month	36.0	14.9	44.0	-18.1	81.9	40.3	75.64	0.1	78.13	-7.1	96.8	7.8	27.23	15.1	34.35	-23.9	79.3	51.2
	Year To Date	39.3	56.3	54.2	-11.2	72.6	76.0	83.07	-8.6	87.05	-3.1	95.4	-5.7	32.68	42.9	47.20	-13.9	69.2	66.0
	Running 3 Month	43.1	28.4	51.2	-11.6	84.2	45.3	75.53	-7.3	80.59	-5.7	93.7	-1.7	32.58	19.0	41.27	-16.7	78.9	42.8
	Running 12 Month	38.1	55.2	53.5	-11.2	71.3	74.8	82.30	-8.2	86.55	-2.8	95.1	-5.5	31.38	42.6	46.28	-13.7	67.8	65.2

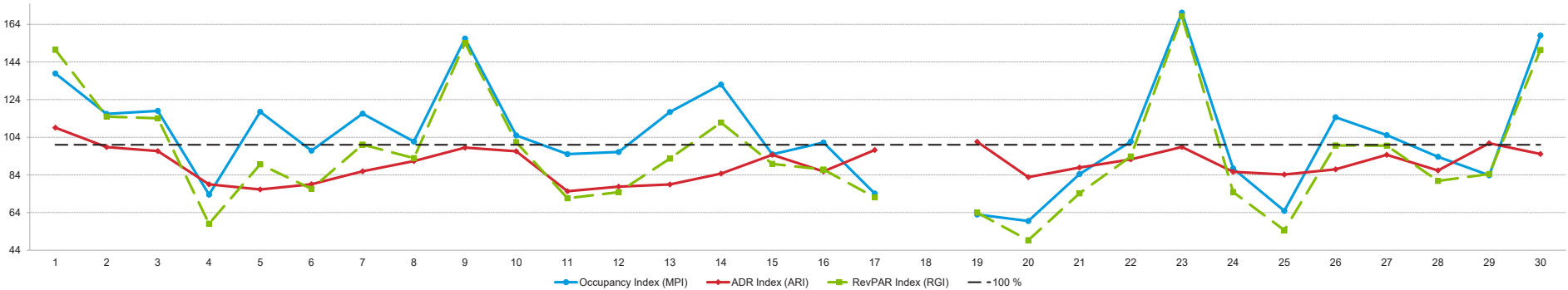
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STR REPORT

Tab 7 - Daily Data for the Month

Wyndham Garden Wichita Downtown 221 E Kellogg St Wichita, KS 67202-3917 Phone: (316) 269-2090
STR # 8118 ChainID: 06222 MgtCo: TNJ Group LLC Owner: None
For the Month of: November 2024 Date Created: December 17, 2024 Daily Competitive Set Data Excludes Subject Property

Daily Indexes for the Month of November



Occupancy (%)	November																													
	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
My Property	72.0	65.3	32.7	22.7	38.7	34.7	31.3	50.0	58.0	29.3	34.0	36.7	42.0	40.7	38.7	43.3	18.0		23.3	25.3	27.3	34.0	58.7	25.3	20.0	29.3	28.0	29.3	28.7	43.3
Competitive Set	52.2	56.1	27.7	30.8	32.9	35.8	26.9	49.2	37.1	27.9	35.8	38.1	35.8	30.8	40.7	42.8	24.3	30.3	37.1	42.6	32.4	33.4	34.5	29.0	30.8	25.6	26.6	31.3	34.2	27.4
Index (MPI)	137.9	116.4	118.0	73.6	117.5	96.9	116.5	101.7	156.4	105.0	95.1	96.2	117.4	132.0	94.9	101.2	74.1		62.9	59.5	84.4	101.7	170.2	87.4	64.9	114.6	105.1	93.6	83.8	158.1

% Chg																														
My Property	28.6	-14.0	19.5	-8.1	0.0	2.0	-4.1	50.0	40.3	63.0	24.4	0.0	50.0	69.4	20.8	32.7	-32.5		9.4	-15.6	-22.6	-3.8	29.4	11.8	7.1	15.8	-6.7	22.2	26.5	22.6
Competitive Set	-31.5	-26.4	-39.4	-51.4	-51.2	-44.3	-48.0	-21.5	-39.6	-31.0	-43.6	-44.9	-53.1	-49.8	-29.1	-4.1	-37.2	-28.0	2.9	28.3	-17.3	-22.0	-12.0	-5.1	-38.9	-51.5	-55.5	-31.8	-30.3	-49.3
Index (MPI)	87.7	16.8	97.3	89.2	104.8	83.1	84.4	91.2	132.2	136.1	120.6	81.5	219.7	237.5	70.4	38.3	7.4		6.3	-34.2	-6.4	23.3	47.1	17.8	75.2	138.7	109.5	79.3	81.5	141.8

ADR	November																														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
	My Property	89.19	81.23	68.78	57.90	57.32	59.46	62.70	77.74	80.37	74.23	59.01	59.55	61.72	63.95	78.70	72.51	72.90		77.54	63.43	67.61	73.52	78.35	64.23	64.05	63.63	68.29	66.31	80.40	73.42
	Competitive Set	81.75	82.22	71.15	73.33	75.18	75.24	72.99	85.13	81.59	76.89	78.34	76.58	78.21	75.51	83.14	84.47	74.97	77.75	76.33	76.58	76.92	79.73	79.26	74.98	76.08	73.19	72.12	76.80	79.76	77.18
Index (ARI)	109.1	98.8	96.7	79.0	76.2	79.0	85.9	91.3	98.5	96.5	75.3	77.8	78.9	84.7	94.7	85.8	97.2		101.6	82.8	87.9	92.2	98.9	85.7	84.2	86.9	94.7	86.3	100.8	95.1	

% Chg																														
My Property	1.6	-8.5	-9.4	-29.4	-31.7	-28.4	-20.0	-19.5	-10.7	-6.7	-25.3	-25.0	-25.7	-11.8	-2.4	-3.0	3.8		15.3	6.9	1.3	0.9	7.5	-1.8	14.9	9.0	0.5	-9.4	18.6	-3.0
Competitive Set	-13.3	-10.9	-12.6	-12.8	-13.5	-11.5	-9.8	-0.8	-3.4	-3.3	-9.5	-12.4	-10.0	-11.2	1.5	-0.1	-3.1	7.2	4.9	7.9	-5.8	-1.8	-6.9	-4.2	-1.9	-10.5	-13.8	-9.4	-3.6	-9.3
Index (ARI)	17.2	2.7	3.7	-19.0	-21.0	-19.1	-11.2	-18.9	-7.5	-3.6	-17.4	-14.4	-17.5	-0.7	-3.8	-2.9	7.1		10.0	-1.0	7.6	2.8	15.5	2.6	17.1	21.8	16.6	0.0	23.0	7.0

RevPAR	November																														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
	My Property	64.22	53.07	22.47	13.12	22.16	20.61	19.65	38.87	46.61	21.78	20.06	21.84	25.92	26.01	30.43	31.42	13.12		18.09	16.07	18.48	25.00	45.97	16.27	12.81	18.67	19.12	19.45	23.05	31.82
	Competitive Set	42.69	46.15	19.69	22.59	24.73	26.91	19.63	41.85	30.25	21.48	28.02	29.19	27.98	23.26	33.86	36.17	18.20	23.55	28.30	32.59	24.90	26.65	27.32	21.73	23.44	18.73	19.21	24.06	27.28	21.16
Index (RGI)	150.4	115.0	114.1	58.1	89.6	76.6	100.1	92.9	154.1	101.4	71.6	74.8	92.7	111.8	89.9	86.9	72.1		63.9	49.3	74.2	93.8	168.3	74.9	54.6	99.7	99.6	80.8	84.5	150.4	

% Chg																														
My Property	30.7	-21.3	8.3	-35.1	-31.7	-27.0	-23.2	20.8	25.3	52.1	-7.0	-25.0	11.4	49.5	18.0	28.7	-30.0		26.1	-9.8	-21.6	-2.9	39.1	9.8	23.1	26.2	-6.2	10.7	50.0	19.0
Competitive Set	-40.6	-34.4	-47.1	-57.7	-57.7	-50.7	-53.1	-22.2	-41.7	-33.2	-49.0	-51.7	-57.8	-55.4	-28.0	-4.2	-39.1	-22.8	7.9	38.5	-22.1	-23.4	-18.1	-9.2	-40.0	-56.6	-61.6	-38.2	-32.8	-54.0
Index (RGI)	120.0	20.0	104.6	53.4	61.7	48.1	63.7	55.1	114.7	127.7	82.2	55.4	163.8	235.1	63.9	34.4	15.1		16.9	-34.9	0.7	26.7	69.9	20.9	105.1	190.6	144.3	79.3	123.2	158.7

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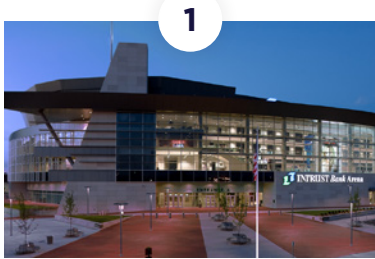


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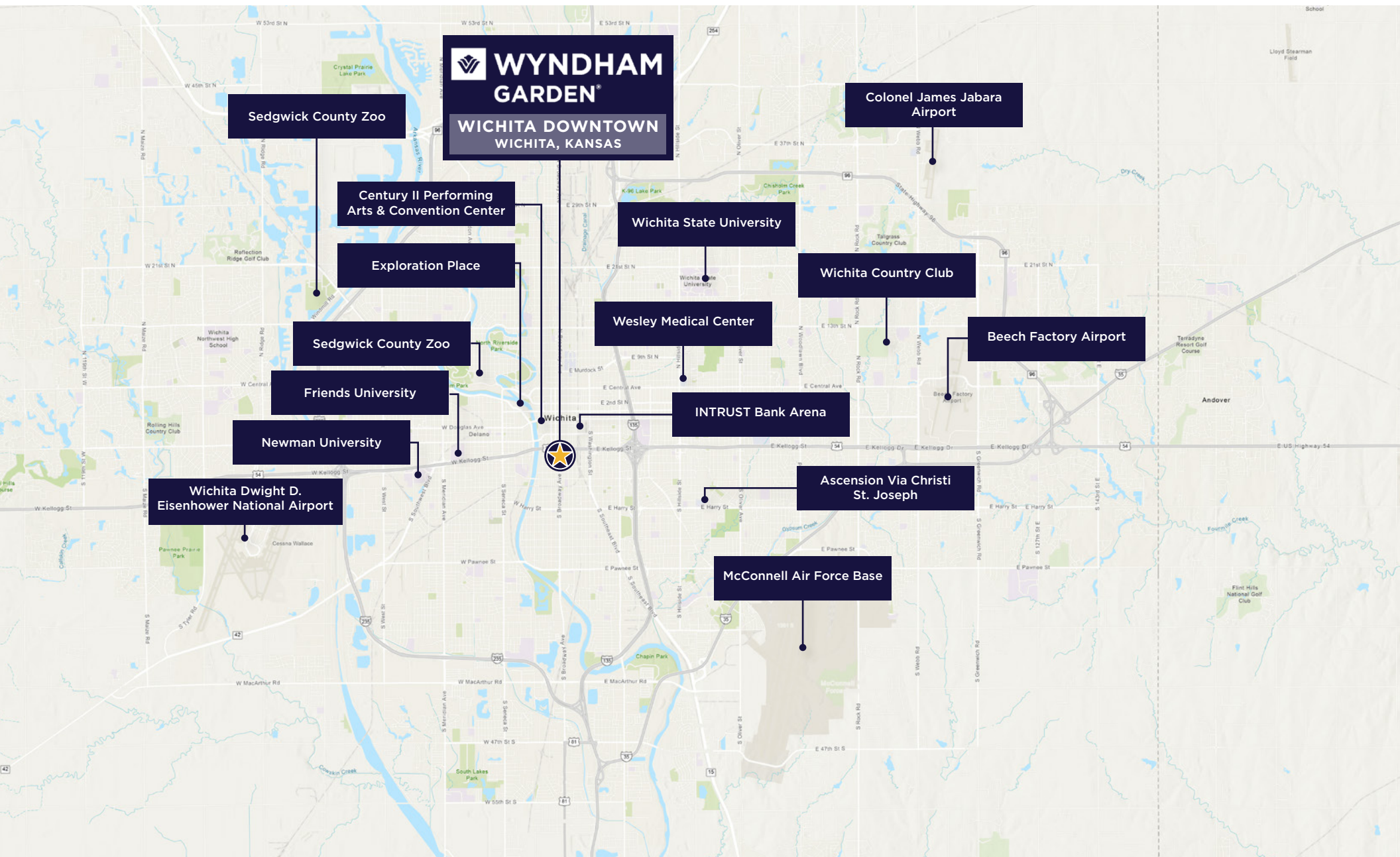
MARKET OVERVIEW

MAJOR DEMAND GENERATORS

DEMAND GENERATOR	DISTANCE	DEMAND GENERATOR	DISTANCE	DEMAND GENERATOR	DISTANCE
1 INTRUST BANK ARENA	0.5 MILES	6 BOTANICA, THE WICHITA GARDENS	2.6 MILES	11 BEECH FACTORY AIRPORT	7.5 MILES
2 CENTURY II PERFORMING ARTS & CONVENTION CENTER	0.6 MILES	7 WESLEY MEDICAL CENTER	3.4 MILES	12 MCCONNELL AIR FORCE BASE	7.5 MILES
3 EXPLORATION PLACE	1.4 MILES	8 ASCENSION VIA CHRISTI ST. JOSEPH HOSPITAL	3.6 MILES	13 SEDGWICK COUNTY ZOO	7.7 MILES
4 FRIENDS UNIVERSITY	1.8 MILES	9 WICHITA STATE UNIVERSITY	5.3 MILES	14 WICHITA COUNTRY CLUB	7.7 MILES
5 NEWMAN UNIVERSITY	2.3 MILES	10 WICHITA DWIGHT D. EISENHOWER NATIONAL AIRPORT	5.9 MILES	15 COLONEL JAMES JABARA AIRPORT	10.9 MILES



MAJOR DEMAND GENERATORS MAP



MAJOR DEMAND GENERATORS

1



**INTRUST
Bank Arena**
0.5 Miles

Intrust Bank Arena is a state-of-the-art multi-purpose venue located in Wichita, Kansas. Opened in 2010, the arena boasts a seating capacity of up to 15,000 and hosts a variety of events, including concerts, sporting events, and family entertainment. It features modern amenities such as luxury suites, club seating, and high-quality acoustics. Notable for its versatility, the arena has hosted major acts like Elton John and Taylor Swift, as well as NCAA basketball tournaments and professional hockey games.

2



**Century II Performing Arts &
Convention Center**
0.6 Miles

The Century II Performing Arts & Convention Center is a distinctive circular venue in Wichita, Kansas, known for its iconic mid-century modern architecture. Opened in 1969, it serves as a hub for performing arts, conventions, and community events, featuring spaces like a concert hall, a theater, and expansive exhibit halls. Home to the Wichita Symphony Orchestra and Music Theatre Wichita, it has hosted countless performances, trade shows, and cultural events. The building's unique domed structure and scenic riverside location make it a landmark of the city.

3



**Exploration
Place**
1.4 Miles

Exploration Place is a premier science and discovery center located in Wichita, Kansas, offering interactive exhibits and hands-on learning experiences for visitors of all ages. The facility features permanent galleries on topics like aviation, engineering, and Kansas ecosystems, as well as a cutting-edge digital dome theater and a maker space. Opened in 2000, it is situated along the Arkansas River and is known for its striking modern architecture. Notable for engaging STEM education programs and hosting traveling exhibitions, it has become a favorite destination for families and school groups.

4



Friends University

1.8 Miles

Friends University is a private Christian university located in Wichita, Kansas, founded in 1898 by the Religious Society of Friends (Quakers). Known for its picturesque campus featuring the historic Davis Administration Building, the university offers a wide range of undergraduate and graduate programs in arts, sciences, business, and theology. It emphasizes small class sizes, a close-knit community, and a commitment to integrating faith and learning. Friends University is also notable for its robust performing arts programs and its dedication to fostering leadership and service among its students.

5



Newman University

2.3 Miles

Newman University is a private Catholic university located in Wichita, Kansas, founded in 1933 by the Adorers of the Blood of Christ. The university offers a variety of undergraduate and graduate programs, with strong emphases on health sciences, education, and liberal arts. Known for its welcoming campus and personalized education, it fosters a values-driven environment that integrates academic excellence and spiritual growth. Newman University is particularly recognized for its nursing and allied health programs, as well as its commitment to community service and social justice initiatives.

6



Botanica, The Wichita Gardens

2.6 Miles

Botanica, The Wichita Gardens, is a stunning botanical garden in Wichita, Kansas, spanning over 17 acres of lush, themed gardens and vibrant displays. Opened in 1987, it features more than 30 unique gardens, including the Butterfly House, Shakespeare Garden, and the magical Downing Children's Garden. The gardens host seasonal events like Illuminations, a dazzling holiday light show, and serve as a serene retreat for nature enthusiasts. Known for its beauty and community engagement, Botanica is a beloved destination for weddings, educational programs, and family outings.

MAJOR DEMAND GENERATORS

7



Wesley Medical Center
3.4 Miles

Wesley Medical Center is a leading healthcare facility located in Wichita, Kansas, renowned for its comprehensive medical services and state-of-the-art technology. Established in 1912, it features specialized centers for trauma, cardiology, women's health, and neonatal intensive care, making it a regional hub for advanced care. The center is home to one of the busiest emergency departments in the state and boasts the largest Level III NICU in Kansas. Known for its commitment to patient care and medical innovation, Wesley Medical Center plays a vital role in the community's health and well-being.

8



Ascension Via Christi St. Joseph Hospital
3.6 Miles

Ascension Via Christi St. Joseph Hospital is a prominent healthcare facility in Wichita, Kansas, offering a wide range of medical services with a focus on compassionate, faith-based care. Known for its expertise in maternity and women's health, the hospital features a nationally recognized Level III Neonatal Intensive Care Unit (NICU) and comprehensive rehabilitation services. As one of the region's oldest hospitals, dating back to 1889, it has a long-standing tradition of serving the community. The hospital is also notable for its advanced surgical and cardiac care capabilities.

9



Wichita State University
5.3 Miles

Wichita State University is a public research university in Wichita, Kansas, known for its innovation-driven programs and strong emphasis on applied learning. The university offers a wide range of undergraduate and graduate degrees, with standout programs in engineering, business, and health sciences. Its sprawling campus features state-of-the-art facilities like the Innovation Campus, complete with research labs, business partnerships, and student housing. WSU is also home to the Shockers athletics teams and the renowned Ulrich Museum of Art, making it a vibrant hub for education, culture, and sports.

10



Wichita Dwight D. Eisenhower National Airport
5.9 Miles

Wichita Dwight D. Eisenhower National Airport is the largest and busiest airport in Kansas, located in the western part of Wichita. Opened in 1954 and renamed in 2015 to honor the 34th U.S. president, it features a modern terminal with state-of-the-art amenities, multiple airlines, and nonstop flights to major U.S. cities. The airport is known for its efficient layout, passenger-friendly services, and role in supporting Wichita's status as the "Air Capital of the World." It serves as a vital hub for both commercial and general aviation, connecting the region to global destinations.

11



Beech Factory Airport
7.5 Miles

Beech Factory Airport is a historic airport located in Wichita, Kansas, originally serving as the manufacturing facility for Beech Aircraft Corporation. Established in 1929, it has evolved into a general aviation airport that features a runway, hangars, and office space for aviation-related businesses. The airport remains a key part of Wichita's rich aviation history, as it played a significant role in the development of Beechcraft airplanes. It is notable for its role in supporting the aviation industry in the region, providing facilities for both aircraft maintenance and private flight operations.

12



McConnell Air Force Base
7.5 Miles

McConnell Air Force Base, located in Wichita, Kansas, is a key U.S. Air Force base that primarily supports air mobility and refueling operations. Established in 1951, it is home to the 22nd Air Refueling Wing, which operates the KC-46 Pegasus tanker aircraft, crucial for global air operations. The base features advanced facilities for aircraft maintenance, training, and operations, and plays a vital role in supporting both national defense and international military missions. McConnell is also integral to the local community, hosting air shows and providing support for various military and civilian initiatives.

MAJOR DEMAND GENERATORS

13



Sedgwick County Zoo

7.7 Miles

The Sedgwick County Zoo, located in Wichita, Kansas, is one of the largest zoos in the state, home to over 3,000 animals from around the world. Opened in 1971, the zoo features a variety of exhibits that replicate natural habitats, including African and Asian landscapes, as well as aquatic and tropical environments. Known for its conservation efforts and educational programs, the zoo is a popular destination for families and school groups. Notable for its expansive grounds and diverse animal species, it has earned recognition for its commitment to wildlife preservation and animal care.

14



Wichita Country Club

7.7 Miles

The Wichita Country Club is an exclusive private club located in Wichita, Kansas, offering a premier golf experience alongside a variety of recreational and social amenities. Established in 1900, the club features an 18-hole golf course designed by renowned architect Perry Maxwell, along with tennis courts, a swimming pool, and dining facilities. Known for hosting prestigious tournaments and events, including the Kansas Amateur Golf Championship, the Wichita Country Club has long been a hub for local business leaders and families. Its rich history and commitment to tradition make it one of the city's most respected institutions.

15



Colonel James Jabara Airport

10.9 Miles

Colonel James Jabara Airport is a public-use airport located in Wichita, Kansas, primarily serving general aviation needs. Established in 1954, it features a 7,500-foot runway, making it capable of handling a variety of aircraft, from small private planes to larger corporate jets. The airport is named after Colonel James Jabara, a distinguished World War II and Korean War fighter pilot from Wichita. Notable for its proximity to Wichita's industrial and aviation sectors, the airport supports both aviation training and corporate aviation services.

NEW HOTEL SUPPLY

PROPERTY NAME	UNITS	DISTANCE FROM SUBJECT	SCHEDULED OPENING
AC Hotel Wichita Downtown 105 South Broadway Avenue, Wichita, Kansas 67202	119	0.6 Miles	Under Construction
Homewood Suites by Hilton Wichita Airport (Dual Brand) 1523 South Ridge Road, Wichita, Kansas 67209	74	5.7 Miles	Under Construction
Hilton Garden Inn Wichita Airport (Dual Brand) 1523 Ridge Road South, Wichita, Kansas 67209	82	5.7 Miles	Under Construction
Everhome Suites Wichita 3880 North Rock Road, Wichita, Kansas 67226	123	10.5 Miles	Under Construction
Unscripted Wichita McLean Boulevard & Maple Street, Wichita, Kansas 67202	158	0.7 Miles	Final Planning
Holiday Inn Express Wichita South Main Street & East Dewey Street, Wichita, Kansas 67202	123	0.2 Miles	Proposed Property
Hotel Indigo Wichita Greenwich Road, Wichita, Kansas 67226	125	7.3 Miles	Proposed Property

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