

ROCKPORT

VAL

Rockport VAL, LLC in collaboration with MOODY'S
ANALYTICS



Hotel
Training Manual

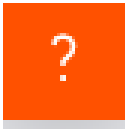
Table of Contents

Introduction to VAL.....	2
Questions about VAL?.....	2
Login to VAL	3
VAL User Interface	3
Create New Property	4
Property Interface.....	5
Model Settings	7
Area Settings.....	8
Growth Rates	9
Other Revenue & Expense	10
Clone as Department Expense.....	11
Property Cash Flow	14
Property Cash Flow	14
Room Revenue.....	15
Occupancy %.....	15
ADR (Average Daily Rate).....	15
Market Competition	17
Valuation.....	19
Cash Flow	20
Investment Analysis: Investment Cash Flow.....	21
Investment Analysis: Return Sensitivities	22
Investment Analysis – As Stabilized	23
Audit Report.....	24

Introduction to VAL

VAL is a cash flow modeling & valuation platform that is user friendly, affordable, efficient and a powerful alternative to all other products on the market. It is cloud-based so you can login to VAL from anywhere, on any device. Seamlessly collaborate and share with colleagues and clients. Today, you will learn how your team can benefit from technology's newest solution to DCF modeling and valuation.

Questions about VAL?



On-Screen Tutorials: Click on the question mark located at the bottom right corner of any VAL screen to access the tutorials. Tutorials include slide shows, interactive data entry assistance, and pdf downloads.



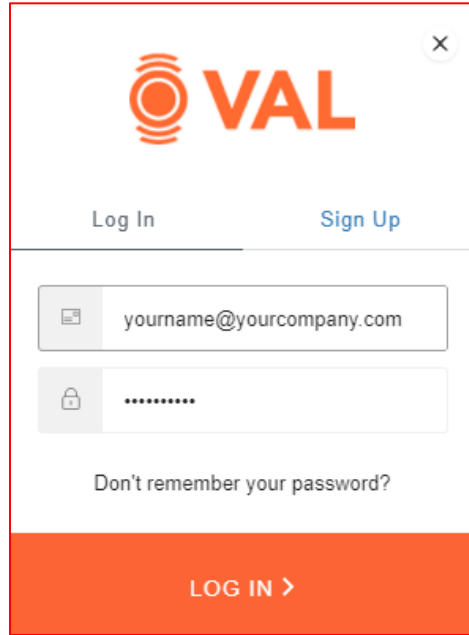
YouTube Channel: Access numerous tutorial videos at <https://www.youtube.com/rockportval>



Support: Email support at support@rockportval.com.

Login to VAL

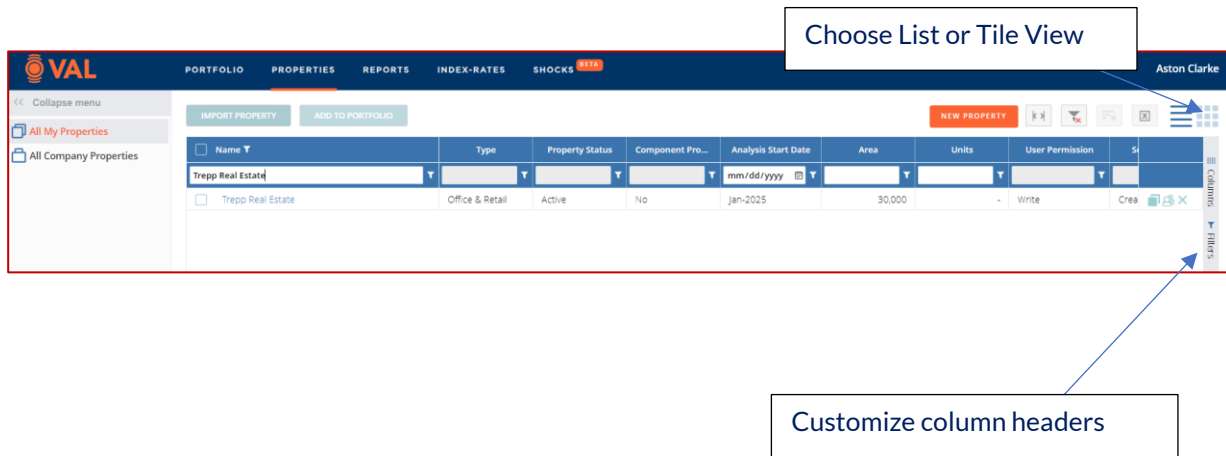
Go to www.rockportval.com and click “Log In” in the upper right-hand corner and enter credential to access VAL.



The login form features the VAL logo at the top left, a close button (X) at the top right, and two tabs: "Log In" (selected) and "Sign Up". Below the tabs are two input fields: one for an email address (containing "yourname@yourcompany.com") and one for a password (containing "*****"). A link "Don't remember your password?" is positioned below the password field. At the bottom, there is a large orange button labeled "LOG IN >".

VAL User Interface

The VAL user interface is designed to be intuitive and easy to navigate.



The screenshot shows the VAL user interface with a dark blue header and a white sidebar. The main content area displays a table of properties. A callout box "Choose List or Tile View" points to a view toggle icon in the top right. Another callout box "Customize column headers" points to a vertical menu icon on the right side of the table.

Name	Type	Property Status	Component Pro...	Analysis Start Date	Area	Units	User Permission	St...
Trepp Real Estate	Office & Retail	Active	No	jan-2025	30,000	-	Write	Crea

Create New Property

In this training scenario, we will create a hotel property.



- Click **New Property**.

Click **New Property**



Helpful Hint: Property name must be unique. If multiple users are working on this training case study simultaneously add initials to the property name.

Welcome

Welcome to Rockport VAL, get started by adding your property

Property Name <input type="text" value="VAL Hotel California"/>	Street <input type="text" value="424 East Palm Canyon Drive"/>
Property Type <input type="text" value="Lodging"/>	City <input type="text" value="Palm Springs"/> State <input type="text" value="CA"/> Zip <input type="text" value="92264"/>
Property Class <input type="text" value="Not Specified"/>	Country <input type="text" value="United States"/>
Sub Type <input type="text" value="Not Specified"/>	
Total Rooms <input type="text" value="100"/>	

Add the following property details:

- Property Name: VAL Hotel California
- Property Type: Lodging
- Total Rooms: 100
- Address: 424 East Palm Canyon Drive, Palm Springs, CA
- Click **Create**.

Property Interface

When opening a property, the dashboard will display key performing metrics of the property such as Valuation, Average Rent, and Average Occupancy (assuming all relevant inputs have been made).

VAL Hotel California

424 East Palm Canyon Drive, Palm Springs, CA

Analysis Start: Aug-2024: 10 yrs

\$ - \$ - / Room

Valuation

100 Total Ro...

As of Analysis Start Date

0%

Yr 1 Occupancy %

\$ -

Yr 1 ADR

\$ -

Yr 1 RevPAR

Property KPIs

Scenario: Baseline Shock: No Shock Collaborate with + AC

Initial Version

Navigation Pane

- Property Details
- Settings
 - Model Settings
 - Area Settings
- COA
- Other Revenue & Expense
- Room Revenue
- Assumptions
 - Growth Rates
 - Scenarios & Sets
- Valuation
- Debt & Equity
 - Loans
 - Reserves
 - Closing Costs
- Scenario Comparison
- Reports
 - All Reports

Scenarios

EDIT

Property Name: VAL Hotel California

Property Type: Lodging

Legal Property Address

Street: 424 East Palm Canyon Drive

City: Palm Springs

State: CA

Zip: 92264

Country: United States

Region: West

Division: Pacific

MSA: Riverside-San Bernardino-Ontario, CA

Physical Property Address

Data Inputs

Navigation Pane

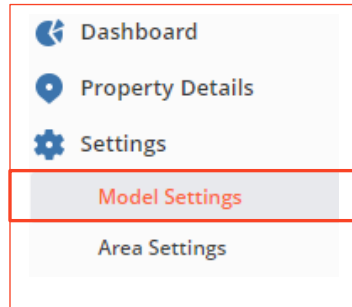


Helpful Hint: Click **F1** to view **VAL** hot keys and short cuts.

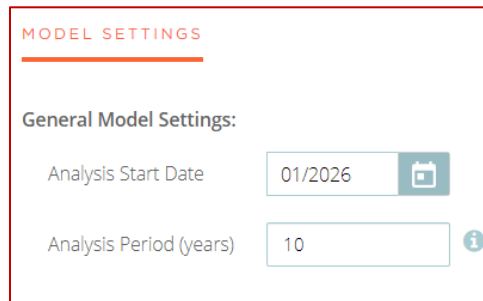
Keyboard Shortcuts	Keyboard Shortcuts	Keyboard Shortcuts
<p>Property Details</p> <p>Press this key To do this</p> <p>Ctrl + I, 9 Tabs navigation</p> <p>⌘/Ctrl + E Edit</p> <p>⌘/Ctrl + S Save</p> <p>Model Settings</p> <p>Press this key To do this</p> <p>Ctrl + I, 9 Tabs navigation</p> <p>Area Measures</p> <p>Press this key To do this</p> <p>⌘/Ctrl + D Erase Varying Values</p> <p>Tenant Based Areas</p> <p>Press this key To do this</p> <p>⌘/Ctrl + - Delete tenant</p> <p>⌘/Ctrl + O Open pop up screen (pencil)</p> <p>COA</p>	<p>General top bar</p> <p>Press this key To do this</p> <p>Alt + I, 3 Tabs navigation</p> <p>Alt + U User menu</p> <p>Portfolio</p> <p>Left navigation sidebar</p> <p>Press this key To do this</p> <p>Alt + Up/Down Sidebar navigation</p> <p>arrow keys</p> <p>Shift + M My Portfolios</p> <p>Shift + N Create Portfolio</p> <p>Shift + S Shared Portfolios</p> <p>Right page</p> <p>Press this key To do this</p> <p>Tab or Arrow keys Navigation</p> <p>Return/Enter Select portfolio</p>	<p>General hotkeys</p> <p>Press this key To do this</p> <p>F2 Open DDL</p> <p>Space Toggle On/Off</p> <p>Space Checkbox check/uncheck</p> <p>Popup hotkeys</p> <p>Press this key To do this</p> <p>⌘/Ctrl + + Add a new row</p> <p>⌘/Ctrl + - in numeric keypad</p> <p>⌘/Ctrl + - Delete a row</p> <p>Alt + E Copy value into all cells to the right (applicable for vectors only)</p> <p>Header bar</p> <p>Press this key To do this</p> <p>Alt + B Collapse/Expand bar</p> <p>Alt + S Open scenarios drop down menu</p>

Model Settings

The settings window is where users specify property settings such as analysis start date, number of years of analysis.



- From the navigation pane go to **Model Settings**.





Add the following Model Settings:

- Analysis Start Date: 1/2026
- Analysis Period (years): 10

Area Settings

Add area measurements in the Area Settings such as Rooms, SF, Seats, Holes or Guests.

Area Settings		
AREA MEASURES		
Name	Area	UoM
Total Rooms	100 	Rooms
Total Available Rooms	100 	Rooms



Helpful Hint: By default, VAL sets the Total Available Rooms equal to the Total Rooms. For Room Revenue calculations, VAL uses Total Available Rooms. For Valuation/Room calculations, VAL uses Total Rooms. The primary use case for a different set of Total Available Rooms versus Total Rooms is in the case where Rooms may be offline due to a PIP or otherwise unavailable.

Growth Rates

Enter the growth rates to be applied to the model. Growth rates can be overridden at the line-item level.



Select **Display Varying Rates** to show every year

Growth Rate Name	Rate Type	Rate	Year Ending							
			Dec-26	Dec-27	Dec-28	Dec-29	Dec-30	Dec-31	Dec-31	
General Growth	Direct Entry	3.00%		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Average Rate Growth	Direct Entry	Varies		0.00%	1.00%	2.00%	3.00%	3.00%	3.00%	3.00%
Dept Revenue Growth	Use General									
Misc. Income Growth	Use General									
Dept Expense Growth	Use General									
Undist OpEx Growth	Use General									

Right click and select **Copy Right** to replicate value

Add the following Growth Rates:

- General Growth: 3%
- Average Rate Growth:
 - 2027 – 0%
 - 2028 – 1%,
 - 2029– 2%
 - 3% each year thereafter



Helpful Hint: To copy values to the right, click **Alt + E** or right click on the field and select **Copy Right**. Expand the grid to see growth rates for all years by clicking the “>>” icon at the top of the Rate column. The grid can be collapsed by clicking the icon again.

Other Revenue & Expense

Revenue and Expenses are reflected on a single screen, which makes it easy to model an item based on a % of another item and link. Revenue and Expenses are organized by Type which is how the items will display on the reports. Every VAL model includes a Rooms Expense line item by default. VAL supports all the customary units of measure related to a hotel property type.

Revenue and Expense Types in VAL include:

- Departmental Revenue
- Room Expense
- Undistributed Operating Expense
- Management Fee
- Fixed Expense
- Capital Expense
- FF&E

Revenue and Expense Unit of Measures include:

- \$ POR (Per Occupied Room)
- \$ PAR (Per Available Room)
- % of Room Revenue
- % of Total Revenue
- % of Line
- \$ Amount
- \$/Area



Other Revenue & Expense						
Note: Enter the same Description in order to tie Dept Rev & Dept Exp items to each other for purposes of calculating Dept Profit.						
	Type	Description	COA		Amount	UoM
			Account Name	Account Code		
	ROOM EXP	Rooms			30.00%	% of Room Rev...

- Rooms Expense is 30% of Room Revenue.

	Type	Description	COA		Amount	UoM	Frequency	Area	Growth Assump...	Growth Rate
			Account Name	Account Code						
	ROOM EXP	Rooms			30.00%	% of Room Rev...		Total Rooms		
	DEPT REV	F&B			5.00%	% of Room Rev...		Total Rooms		

Add Revenue & Expense item below:

- Click **Add** to insert a new row
- Select **Dept Rev** as the Type
- **Food & Beverage (F&B)** is 5% of Room Revenue

Clone as Department Expense

When entering a Departmental Revenue, select the line item and right click to clone as Departmental Expense to easily model the corresponding expense when applicable.



Type	Description	Account
ROOM EXP	Rooms	
DEPT REV	F&B	

- Clone
- Clone X times
- Clone as DEPT EXP
- Delete

- Right-click F&B revenue line item
- Select **Clone as Dept Exp**

Other Revenue & Expense [Helpful Hints](#)

Note: Enter the same Description in order to tie Dept Rev & Dept Exp items to each other for purposes of calculating Dept Profit.

Type	Description	Account	Amount	UoM	Frequency
ROOM EXP	Rooms		30.00%	% of Room Rev...	
DEPT REV	F&B		5.00%	% of Room Rev...	
DEPT EXP	F&B		0.00% of F&B	% of Line	

- Click on the pencil icon to edit.

Percent of line

Apply to: Analysis Period | Start Date: / / | End Date: / / | Term:

	Min	Max
Applied	Annually	
Amount		
Growth Rate		

Sort Revenue & Expenses: As Entered

Cash Flow Item	%
Departmental Revenue	
Rooms	
F&B	40.00%
Departmental Expenses	
Rooms	
F&B	
Departmental Profit	
Rooms	
F&B	

Buttons: Cancel, SAVE

- Enter 40% of F&B (Departmental Revenue)
- Click Save.



Helpful Hint: Variable Expense Formula = (Expense \$ x Variable % x Occupancy %) + (Expense \$ x % Fixed)



Other Revenue & Expense

Note: Enter the same Description in order to be Dept Rev. & Dept Exp items to each other for purposes of calculating Dept Profit.

	Type	Description	COA		Amount	UoM	Frequency	Area	Growth Assump...	Growth Rate	Variable	% Variabl	Filter
			Account Name	Account Code									
	ROOM EXP	Rooms			30.00%	% of Room Rev...		Total Rooms			No		
	DEPT REV	F&B			5.00%	% of Room Rev...		Total Rooms			No		X
	DEPT EXP	F&B			40.00% of F&B	% of Line		Total Rooms	Dept Expense ...	3.00%	No		X
	UNDIST	General & Administrative			700	\$ PAR		Total Rooms	Dept Revenue...	3.00%	No		X
	UNDIST	Repairs & Maintenance			8.00	\$ POR		Total Rooms	Dept Revenue...	3.00%	No		X
	UNDIST	Utilities			350,000	\$ amount	Annual	Total Rooms	Dept Revenue...	3.00%	No		X
	UNDIST	Franchise Fee			8.00% of Departmental Profit	% of Line		Total Rooms	Dept Revenue ...	3.00%	No		X
	MGMT FEE	Management Fee			4.00%	% of Total Reve...		Total Rooms			No		X
	FIXED EXP	Insurance			275,000	\$ amount	Annual	Total Rooms	Dept Revenue...	3.00%	No		X
	FIXED EXP	Real Estate Taxes			Detailed	\$ amount	Monthly	Total Rooms	Custom	2.00%	No		X

Add the following entries to Other Revenue & Expenses, all growing by General Growth unless otherwise specified:

- **UNDIST OPEX:** General & Administrative is \$700 Per Available Room
- **UNDIST OPEX:** Repairs & Maintenance is \$8 Per Occupied Room
- **UNDIST OPEX:** Utilities is \$350,000 per year
- **UNDIST OPEX:** Franchise Fee is 8% of Departmental Profit
- **MGMT FEE:** Management Fee is 4% of Total Revenue
- **FIXED EXP:** Insurance is \$275,000 per year
- **FIXED EXP:** Real Estate Taxes are \$400,000 paid every October with 2% Growth (click the pencil icon to edit).

Property Cash Flow

Reports ▼

All Reports ▼

Cash Flow

Investment Analysis

Valuation

Audit

▼ Undistributed Operating Expenses												
General & Administrative	70,000	72,100	74,263	76,491	78,786	81,149	83,584	86,091	88,674	91,334	94,074	
Repairs & Maintenance	-	-	-	-	-	-	-	-	-	-	-	
Utilities	850,000	860,500	871,315	882,454	893,928	905,746	917,918	930,456	943,370	956,671	970,371	
Franchise Fee	-	-	-	-	-	-	-	-	-	-	-	
Total Undistributed Operating Expenses	420,000	432,600	445,578	458,945	472,714	486,895	501,502	516,547	532,043	548,005	564,445	
Gross Operating Profit	(420,000)	(432,600)	(445,578)	(458,945)	(472,714)	(486,895)	(501,502)	(516,547)	(532,043)	(548,005)	(564,445)	
Management Fees	-	-	-	-	-	-	-	-	-	-	-	
Income Before Fixed & Capital Expenses	(420,000)	(432,600)	(445,578)	(458,945)	(472,714)	(486,895)	(501,502)	(516,547)	(532,043)	(548,005)	(564,445)	
▼ Fixed Expenses												
Insurance	275,000	283,250	291,748	300,500	309,515	318,800	328,364	338,215	348,362	358,813	369,577	
Real Estate Taxes	400,000	408,000	416,160	424,483	432,973	441,632	450,465	459,474	468,664	478,037	487,598	
Total Fixed Expenses	675,000	691,250	707,908	724,983	742,488	760,433	778,829	797,690	817,026	836,850	857,175	
Net Operating Income	(1,095,000)	(1,123,850)	(1,153,485)	(1,183,928)	(1,215,201)	(1,247,328)	(1,280,331)	(1,314,237)	(1,349,069)	(1,384,854)	(1,421,620)	
▼ Capital Expenses												
FF&E	-	-	-	-	-	-	-	-	-	-	-	
Other Capital Expenses	-	-	-	-	-	-	-	-	-	-	-	
Total Capital Expenses	-	-	-	-	-	-	-	-	-	-	-	
Net Cash Flow	(1,095,000)	(1,123,850)	(1,153,485)	(1,183,928)	(1,215,201)	(1,247,328)	(1,280,331)	(1,314,237)	(1,349,069)	(1,384,854)	(1,421,620)	

Room Revenue

Every model requires a baseline room revenue set where revenue is projected based on the average daily rate and estimated occupancy of the hotel property. Create an unlimited number of room revenue sets to run numerous scenarios by changing the occupancy and ADR.

Occupancy %

Enter a static percent for occupancy or click on the pencil icon to enter a varying rate either monthly or annually to address seasonality trends.

ADR (Average Daily Rate)

Enter a static rate for room revenue or click on the pencil icon to enter a varying rate either monthly or annually to address seasonality trends.



Name	Occupancy %		Average Daily Rate		
	Rate	UoM	Amount	UoM	Growth Assumption
Baseline		% of Total Available Rooms		\$ Amount	Average Rate Growth

- Click on the Occupancy Rate pencil icon to enter a varying rate.



Occupancy % » Detailed

Frequency: Monthly

For the Years Ending	Year 1 Dec-2026	Year 2 Dec-2027	Year 3 Dec-2028	Year 4 Dec-2029	Year 5 Dec-2030	Year 6 Dec-2031	Year 7 Dec-2032	Year 8 Dec-2033	Year 9 Dec-2034	Year 10 Dec-2035	Year 11 Dec-2036
January	50.00%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
February	50.00%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
March	50.00%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
April	50.00%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
May	50.00%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
June	50.00%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
July	65.00%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
August	65.00%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
September	65.00%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
October	65.00%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
November	65.00%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
December	65.00%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
Annual	57.56%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%

Use Control C and Control V to copy and paste values in the grid

SAVE

Select Monthly Frequency:

- Jan – June 2026 – 50%
- **July – December 2026 – 65%**
- 2027 – 75%
- 2028 and each year thereafter – 85%
- **Click Save.**

Room Revenue

MY PROPERTY MARKET COMPETITION

Name	Occupancy %		Average Daily Rate	
	Rate	UoM	Amount	UoM
Baseline	Varies	% of Total Available Rooms		\$ Amount

Click on the ADR Amount pencil icon to enter a varying rate.

Average Daily Rate - Detailed

Frequency: Annual

For the Years Ending	Year 1 Dec-2026	Year 2 Dec-2027	Year 3 Dec-2028	Year 4 Dec-2029	Year 5 Dec-2030	Year 6 Dec-2031	Year 7 Dec-2032	Year 8 Dec-2033	Year 9 Dec-2034	Year 10 Dec-2035	Year 11 Dec-2036
Annual (uninflated)	180.00	190.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00
Average Rate Growth		0.00	1.00	2.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
Annual (inflated)	180.00	190.00	202.00	206.04	212.22	218.59	225.15	231.90	238.86	246.02	253.40

Buttons: Cancel, SAVE

- 2026 - \$180
- 2027 - \$190
- 2028 and each year thereafter: \$200
- Click **Save**.

Market Competition

Create an unlimited number of Market Competition sets in the Market Competition tab to reflect the market occupancy and ADR to reference in the Room Revenue window. Market competition sets can include a specific comp or market average.



Room Revenue

MY PROPERTY MARKET COMPETITION

Name	Rate
Baseline	Varies

Click on the Market Competition tab.

Room Revenue Helpful Hints ADD

MY PROPERTY MARKET COMPETITION

Name	Occupancy %		Average Daily Rate			Filters
	Rate	UoM	Amount	UoM	Growth Assump	
Market Comps Average	83.00%	% of Total Available Rooms	168.00	\$ Amount	Average Rate Growth	

- Click **ADD** located on the top right corner of screen to insert row
- Name: Market Comps Average
- Occupancy Rate: 83%
- ADR: \$168

Room Revenue

MY PROPERTY MARKET COMPETITION

The Revenue Per Available Room in Year 1 displays for each room revenue set

Name	Occupancy %		Average Daily Rate			RevPAR (Year 1)	Filters
	Rate	UoM	Amount	UoM	Growth Assumption		
Baseline	Varies	% of Total Available Rooms	Varies	\$ Amount	Average Rate Growth	103.57	
100% Market Penetration	100.00%	% of Market - Market Comps Av...	100.00%	% of Market - Market Com...		139.44	

Add below Rollover Lease Assumptions:

- Click on the **My Property** tab
- Click **ADD** to insert new row
- Name: 100% Market Penetration
- Occupancy: 100% of Market Competition Average set
- ADR: 100% of Market Competition Average set

Valuation

Create an unlimited number of valuations. VAL supports the following valuation methods:

- DCF
- Direct Capitalization
- Direct Entry
- Room Revenue Multiplier



Room Revenue Multiplier displays for each valuation set

Property Valuation Helpful Hints

Auto Extend Cashflows to include Hold Period & Cap Year ADD VALUATION

Use as Default	Valuation		Valuation Description	Valuation As of Date	Valuation Method	NOI to Cap	NOI Adj for Residual Value Calc	Capitalization Rate (%)	Discount Rate (%)	Room Revenue Multiplier	H
	Amount	Per UoM									
<input checked="" type="checkbox"/>				mm/dd/yyyy							
<input checked="" type="checkbox"/>	32,414,154	324,142 / Room	As is DCF	Analysis Start	DCF	NOI Less FF&E	None	8.00	9.00	5.09	
<input type="checkbox"/>	22,690,800	226,908 / Room	As is RR	Analysis Start	Room Revenue...	None	None	4.93		6.00	
<input type="checkbox"/>	33,850,922	338,509 / Room	As Stabilized Direct	01/2028	Direct Capitali...	NOI Less FF&E	None	7.50		5.39	

Add the following Valuations to the Hotel Model to run different valuations models:

- As is DCF: Select DCF as the Valuation Method calculating as of the analysis start date with 8% Cap Rate and 9% Discount Rate over a 10 year hold capping the 11th
- As is Room Revenue Multiplier: Select Room Revenue Multiplier as the Valuation Method with a multiplier of 6 as of the analysis start date
- As Stabilized Direct Cap: Select Direct Capitalization as the Valuation Method calculating as of 01/2026 with a 7.5% Cap Rate

Cash Flow

Cash Flow

MAIN

Hotel metrics included in Cash Flow

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
► For the Years Ending	Dec-2026	Dec-2027	Dec-2028	Dec-2029	Dec-2030	Dec-2031	Dec-2032	Dec-2033	Dec-2034	Dec-2035	Dec-2036
▼ Metrics											
Total Available Rooms	100	100	100	100	100	100	100	100	100	100	100
Days	365	365	366	365	365	365	366	365	365	365	366
Room Nights Available	36,500	36,500	36,600	36,500	36,500	36,500	36,600	36,500	36,500	36,500	36,600
Room Nights Occupied	21,010	27,375	31,110	31,025	31,025	31,025	31,110	31,025	31,025	31,025	31,110
Occupancy %	57.56%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
Average Daily Rate	180.00	190.00	202.00	206.04	212.22	218.59	225.15	231.90	238.86	246.02	253.40
RevPAR	103.61	142.50	171.70	175.13	180.39	185.80	191.37	197.11	203.03	209.12	215.39
► Departmental Revenue	3,970,890	5,461,313	6,598,431	6,712,011	6,913,371	7,120,772	7,354,489	7,554,427	7,781,060	8,014,492	8,277,543
► Departmental Expenses	1,210,176	1,664,400	2,010,950	2,045,565	2,106,932	2,170,140	2,241,368	2,302,302	2,371,371	2,442,512	2,522,680
► Departmental Profit	2,760,714	3,796,913	4,587,481	4,666,445	4,806,439	4,950,632	5,113,121	5,252,125	5,409,689	5,571,980	5,754,863
► Undistributed Operating Expen...	808,937	961,923	1,076,817	1,103,476	1,136,580	1,170,677	1,207,956	1,241,972	1,279,231	1,317,608	1,359,566
Gross Operating Profit	1,951,777	2,834,990	3,510,664	3,562,970	3,669,859	3,779,954	3,905,165	4,010,154	4,130,458	4,254,372	4,395,297
► Management Fees	158,836	218,453	263,937	268,480	276,535	284,831	294,180	302,177	311,242	320,580	331,102
Income Before Fixed & Capital ...	1,792,941	2,616,537	3,246,727	3,294,489	3,393,324	3,495,124	3,610,985	3,707,977	3,819,216	3,933,792	4,064,196
► Fixed Expenses	675,000	691,250	707,908	724,983	742,488	760,433	778,829	797,690	817,026	836,850	857,175
Net Operating Income	1,117,941	1,925,287	2,538,819	2,569,506	2,650,836	2,734,691	2,832,156	2,910,287	3,002,190	3,096,943	3,207,021
▼ Capital Expenses											
FF&E	-	-	-	-	-	-	-	-	-	-	-
Other Capital Expenses	-	-	-	-	-	-	-	-	-	-	-
Total Capital Expenses	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow	1,117,941	1,925,287	2,538,819	2,569,506	2,650,836	2,734,691	2,832,156	2,910,287	3,002,190	3,096,943	3,207,021

Investment Analysis: Investment Cash Flow

Investment Analysis

INVESTMENT CASH FLOW RETURN SENSITIVITIES SOURCES & USES RESERVES ACTIVITY COST BASIS

Show data: Annual Show: No

Select As is DCF Valuation Enter a 6% cap rate at sale

Investment Period				Purchase/Start					Sale/Exit					IRR Methodology	
Start Date	Investment Period	Exit Date	Exit Costs (%)	Valuation	Cap Rate	Discount Rate	Room Revenue Multiplier	Amount	Valuation	Cap Rate	Discount Rate	Room Revenue Multiplier	Amount	Discounting	Actual Day Count?
Analysis S1	120M	12/2035		As is DCF An...	8.00	9.00	5.09	32,414,154	Direct Cap	6.00		6.78	53,450,...	Annual	Yes
				Override:					Override:						
For the Years Ending		Time 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10			
		Jan-01-2026	Dec-2026	Dec-2027	Dec-2028	Dec-2029	Dec-2030	Dec-2031	Dec-2032	Dec-2033	Dec-2034	Dec-2035			
Property Cashflows															
Net Operating Income			1,117,941	1,925,287	2,538,819	2,569,506	2,650,836	2,734,691	2,832,156	2,910,287	3,002,190	3,096,943			
Capital Expenses			-	-	-	-	-	-	-	-	-	-			
Net Cash Flow			1,117,941	1,925,287	2,538,819	2,569,506	2,650,836	2,734,691	2,832,156	2,910,287	3,002,190	3,096,943			
Purchase/Sale															
Purchase/Sale		(32,414,154)	-	-	-	-	-	-	-	-	-	-	53,450,349		
Exit Costs		-	-	-	-	-	-	-	-	-	-	-	-		
Net Proceeds		(32,414,154)	-	-	-	-	-	-	-	-	-	-	53,450,349		
Cash Flow Available for Distribution															
IRR/MOC															
Total Unlevered Cash Flow		11.19% / 2.43x	(32,414,154)	1,117,941	1,925,287	2,538,819	2,569,506	2,650,836	2,734,691	2,832,156	2,910,287	3,002,190	56,547,291		
Unlevered Cash On Cash			-	3.45%	5.94%	7.83%	7.93%	8.18%	8.44%	8.74%	8.98%	9.26%	9.55%		

Investment Analysis: Return Sensitivities

Investment Analysis										
INVESTMENT CASH FLOW			RETURN SENSITIVITIES			SOURCES & USES		RESERVES ACTIVITY		COST BASIS
Investment Period				Purchase/Start						
Start Date	Investme... Period	Exit D... 12/2035	Exit Costs (%)	Valuation As is DCF: An...	Cap Rate 8.00	Discoun... Rate 9.00	Room Revenue Multiplier 5.09	Amou... 32,414.15	Valuation Direct Cap	
				Override:				Override:		
Sale/Exit Cap Rate (%)	UNLEVERED IRR			UNLEVERED Equity Multiple (MOC)						
	108	120	132	108	120	132				
5.00%	13.04%	12.68%	12.33%	2.60x	2.76x	2.92x				
5.50%	12.13%	11.89%	11.64%	2.42x	2.58x	2.73x				
6.00%	11.33%	11.19%	11.03%	2.28x	2.43x	2.58x				
6.50%	10.60%	10.56%	10.47%	2.16x	2.31x	2.45x				
7.00%	9.95%	9.99%	9.97%	2.05x	2.20x	2.33x				
Purchase/Start Value	Investment Period (Mos)			UNLEVERED Equity Multiple (MOC)						
	108	120	132	108	120	132				
30,414,154	12.30%	12.09%	11.86%	2.43x	2.59x	2.75x				
31,414,154	11.80%	11.63%	11.44%	2.35x	2.51x	2.66x				
32,414,154	11.33%	11.19%	11.03%	2.28x	2.43x	2.58x				
33,414,154	10.87%	10.77%	10.63%	2.21x	2.36x	2.50x				
34,414,154	10.43%	10.36%	10.25%	2.15x	2.29x	2.43x				
Target IRR	Investment Period (Mos)			UNLEVERED Purchase/Start Value						
	108	120	132	108	120	132				
9.19%	37,435,045	37,512,725	37,418,517							
10.19%	34,971,419	34,846,816	34,577,362							
11.19%	32,706,612	32,414,154	32,003,397							
12.19%	30,622,521	30,191,798	29,668,428							
13.19%	28,702,855	28,159,269	27,547,500							
Target Equity Multiple (MOC)	Investment Period (Mos)			UNLEVERED Purchase/Start Value						
	108	120	132	108	120	132				
1.93x	38,250,540	40,803,207	43,225,193							
2.18x	33,867,893	36,128,083	38,272,564							
2.43x	30,386,310	32,414,154	34,338,185							
2.68x	27,553,807	29,392,623	31,137,303							
2.93x	25,204,349	26,886,373	28,482,287							

Investment Analysis – As Stabilized

Investment Analysis

INVESTMENT CASH FLOW

Enter 01/2028 as Start Date and 12/2035 as End Date

Select As Stabilized Direct Cap as Valuation

Show data: Annual | Show Levered?: No | Show figures in 000s?: No

Investment Period			Purchase/Start					Sale/Exit				
Start Date	Investment Period	Exit Date	Exit Costs (%)	Valuation	Cap Rate	Discount Rate	Room Revenue Multiplier	Amount	Valuation	Cap Rate	Discount Rate	Room Revenue Multiplier
01/2028	96M	12/2035		As Stabilized ...	7.50		5.39	33,850,922	Direct Cap	6.00		6.78
Override:												

For the Years Ending	Time 0 Jan-01-2028	Year 1 Dec-2028	Year 2 Dec-2029	Year 3 Dec-2030	Year 4 Dec-2031	Year 5 Dec-2032	Year 6 Dec-2033	Year 7 Dec-2034	Year 8 Dec-2035	
Property Cashflows										
Net Operating Income		2,538,819	2,569,506	2,650,836	2,734,691	2,832,156	2,910,287	3,002,190	3,096,943	
Capital Expenses		-	-	-	-	-	-	-	-	
Net Cash Flow		2,538,819	2,569,506	2,650,836	2,734,691	2,832,156	2,910,287	3,002,190	3,096,943	
Purchase/Sale										
Purchase/Sale	(33,850,922)	-	-	-	-	-	-	-	53,450,349	
Exit Costs	-	-	-	-	-	-	-	-	-	
Net Proceeds	(33,850,922)	-	-	-	-	-	-	-	53,450,349	
Cash Flow Available for Distribution										
	IRR/MOC									
Total Unlevered Cash Flow	12.68% / 2.24x	(33,850,922)	2,538,819	2,569,506	2,650,836	2,734,691	2,832,156	2,910,287	3,002,190	56,547,291

Audit Report

Audit Report											
SUMMARY											
Show data											
Annual											
For the Years Ending	Year 1 Dec-2026	Year 2 Dec-2027	Year 3 Dec-2028	Year 4 Dec-2029	Year 5 Dec-2030	Year 6 Dec-2031	Year 7 Dec-2032	Year 8 Dec-2033	Year 9 Dec-2034	Year 10 Dec-2035	Year 11 Dec-2036
Total Rooms	100	100	100	100	100	100	100	100	100	100	100
Total Available Rooms	100	100	100	100	100	100	100	100	100	100	100
Days	365	365	366	365	365	365	366	365	365	365	366
Room Nights Available	36,500	36,500	36,600	36,500	36,500	36,500	36,600	36,500	36,500	36,500	36,600
Room Nights Occupied	21,010	27,375	31,110	31,025	31,025	31,025	31,110	31,025	31,025	31,025	31,110
Occupancy %	57.56%	75.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%	85.00%
▼ Average Daily Rate	180.00	190.00	202.00	206.04	212.22	218.59	225.15	231.90	238.86	246.02	253.40
% Change	NA	5.56%	6.32%	2.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
▼ RevPAR	103.61	142.50	171.70	175.13	180.39	185.80	191.37	197.11	203.03	209.12	215.39
% Change	NA	37.53%	20.49%	2.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
▼ Room Revenue	3,781,800	5,201,250	6,284,220	6,392,391	6,584,163	6,781,688	7,004,276	7,194,692	7,410,533	7,632,849	7,883,374
% Change	NA	37.53%	20.82%	1.72%	3.00%	3.00%	3.28%	2.72%	3.00%	3.00%	3.28%