

COURTYARD[®]

BY MARRIOTT

BOSTON COPLEY SQUARE

OFFERING SUMMARY

RARE OPPORTUNITY TO ACQUIRE HIGH-PERFORMING 81-ROOM HOTEL IN BOSTON'S BACK BAY, COMPLETELY UNENCUMBERED BY BRAND AND MANAGEMENT



SEE A BRIGHTER WAY



The Offering

JLL's Hotels & Hospitality Group, as sole and exclusive advisor, is pleased to present for sale the fee simple interest in the 81-room Courtyard Boston Copley Square (the "Hotel" or "Property"). The Hotel benefits from an ideal location in Boston's sought-after Back Bay neighborhood, within walking distance of the city's leisure, corporate, and convention demand generators. The high-performing Hotel is being offered completely unencumbered by brand and management presenting investors with a rare acquisition opportunity in the high-barrier Boston market.

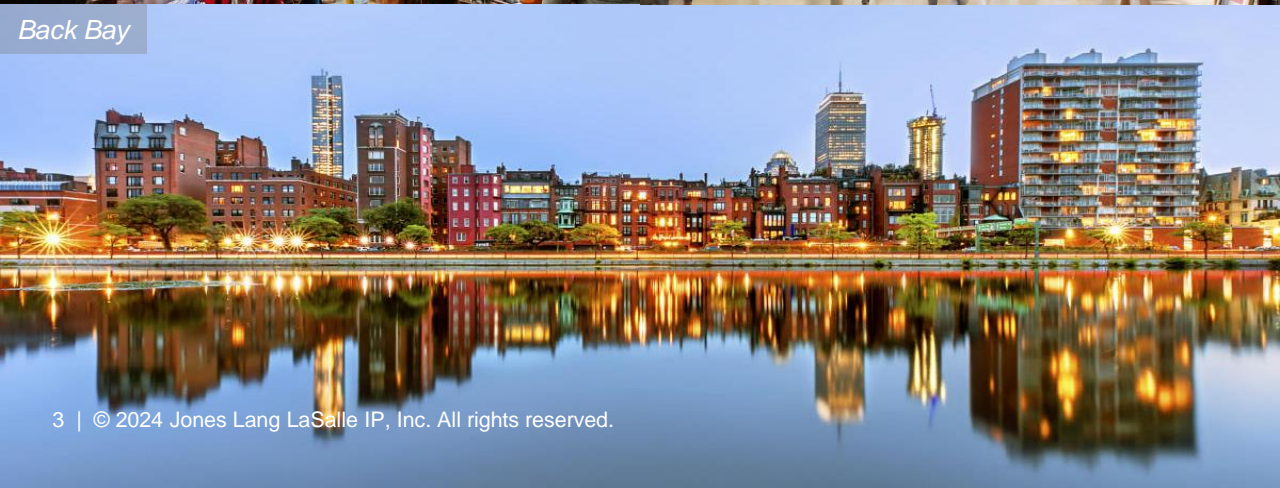
Address:	88 Exeter Street, Boston, Massachusetts, USA, 02116
Lot Size:	5,700 SF / 0.13 Acres
Total Rooms:	81
Year Built / Converted:	1891 / 2003
Open Date:	May 2004
PIP Refresh Years:	2012 & 2019
F&B:	Table 88 (Breakfast)
Amenities:	Fitness Center, Business Center, The Market, & Laundry
Parking:	Valet Parking (\$65/Day)
Brand & Management:	Unencumbered
Ownership Interest:	Fee Simple



Investment Highlights

Ideal Back Bay Location

The Courtyard Boston Copley Square benefits from its core location in Boston's strongest retail, residential and office submarket. The Back Bay is regarded as Boston's most desirable neighborhood. The Hotel is within walking distance of high-end shopping on Newbury Street and other luxury retail destinations such as Copley Place and the Prudential Center. The Hotel is also surrounded by prominent corporate tenants such as Liberty Mutual, John Hancock, and Deloitte as well as leading technology companies such as Wayfair and Draft Kings. Boston's historical attractions and leisure amenities are all easily accessible from the Hotel's core location which is one block from Back Bay Station (Amtrak and MBTA).



Investment Highlights

One-of-a-kind, Irreplaceable Historic Hotel

Originally built in 1891 by the architect Theodore Minot Clark, the historic building was established during the Industrial Revolution as an exclusive men's boarding house known as Exeter Chambers. In the early 2000s, Exeter Chambers underwent a transformation and reopened its doors as the first Courtyard by Marriott in Boston in May 2004. The Hotel is truly one-of-a-kind and competitively superior given its rich history, distinctive architectural detail, and modern décor. The renovation preserved the gothic revival style exterior with vibrant multi-colored brick, ironwork, and terracotta accents. An additional three floors were added, elevating the building to 10 stories. The hotel's unique floor plan allows for different guest room configurations, many with spectacular bay windows and sweeping views of Boston. The Hotel offers 81 guest rooms (including five suites), Table 88, The Market, fitness center, business center, laundry, and valet parking.



Investment Highlights

Highly Desirable Boston Lodging Market

Boston is one of the most dynamic lodging markets in the country given its unique supply and demand fundamentals. Boston benefits from an exceptionally diverse base of demand generators bolstered by strong tourism, an expanding corporate roster, a unique concentration of the world's best medical and academic institutions, a leading life sciences and research sector and world-class convention facilities. On the supply side, Boston features high barriers to entry given severe geographic and regulatory limitations as well as high construction costs. With only one hotel under construction in Boston, the market is poised for exceptional growth. The Back Bay lodging market will continue to benefit from 428 fewer hotel rooms at the Sheraton Boston Hotel due to its south tower student-housing conversion as well as the long-term viability of the Hynes Convention Center.



Investment Highlights

Strong Historical Cash Flow

Due to its ideal location and its high-quality product, the Property has had an impressive recovery in recent years and is projected to achieve record results. In 2023, the hotel achieved an occupancy of nearly 83%, an ADR of \$328, a RevPAR of \$271 and an NOI of nearly \$3.4 million which is a highly efficient 40% margin. Cash flow is expected to grow in both the short and long term as the Boston urban market continues its recovery, particularly among corporate and international travelers, and the Property benefits from a PIP refresh renovation in 2019.

High Barriers to Entry

Boston has significant barriers to additions in lodging supply given severe geographic and regulatory limitations in addition to rising construction costs and limited developable land.

Fee-Simple, Non-Union, Completely Unencumbered by Brand and Management

The Courtyard Boston Copley Square is being offered unencumbered by brand and management presenting investors rare business plan optionality. The franchise expires May 31, 2024. Investors can explore a new long-term franchise license agreement with Marriott and build upon the Hotel's successful track-record following a renovation. Alternative business plans could include affiliating with a new brand, transitioning to a fully independent hotel, or converting to alternative uses such as residential or student housing (subject to local approvals).

Historically, the Hotel has been leased to the operator and the current lease is also expiring on May 31, 2024. The Property is being offered unencumbered by management which offers investors the opportunity to partner with third party management companies or brand management to further drive top and bottom-line performance.



Aerial Overview



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