



THE COPLEY SQUARE HOTEL

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A rare opportunity to acquire a 164-room hotel ideally located in Boston's Back Bay neighborhood, completely unencumbered by both brand and management

OFFERING SUMMARY





The Opportunity

JLL's Hotels & Hospitality Group, as sole and exclusive advisor, is pleased to present for sale the fee simple interest in the 164-room Copley Square Hotel (the "Hotel" or "Property"). The recently-renovated, historic Hotel benefits from an ideal location in the heart of Boston's Back Bay neighborhood, one of the strongest retail, residential and office submarkets in the country. The Hotel is being offered completely unencumbered by brand and management and at an attractive basis relative to recent sales and replacement costs, presenting investors with an extremely rare opportunity in the high-barrier Boston lodging market.

Property Summary



Name:

Copley Square Hotel



Address:

47 Huntington Ave, Boston, MA, 02116



Built / Renovated:

1891 / 2020-2022



Number of Rooms:

164



Configuration:

7-Story Building Plus Basement



Gross SF:

84,816 SF



Site Area:

11,053 SF



Food & Beverage:

Hue Boston & Rosebar (Leased)



Amenities:

Fitness Center, Communal Kitchen



Parking:

Valet Parking (\$65 Per Day)



Ownership Interest:

Fee Simple



Labor:

Union (Housekeeping Only)



Management:

Unencumbered



Brand:

Unencumbered

Location Overview

Cambridge

THE
COPLEY SQUARE HOTEL
EST. 1891 A FOUND HOTEL

Downtown

Seaport

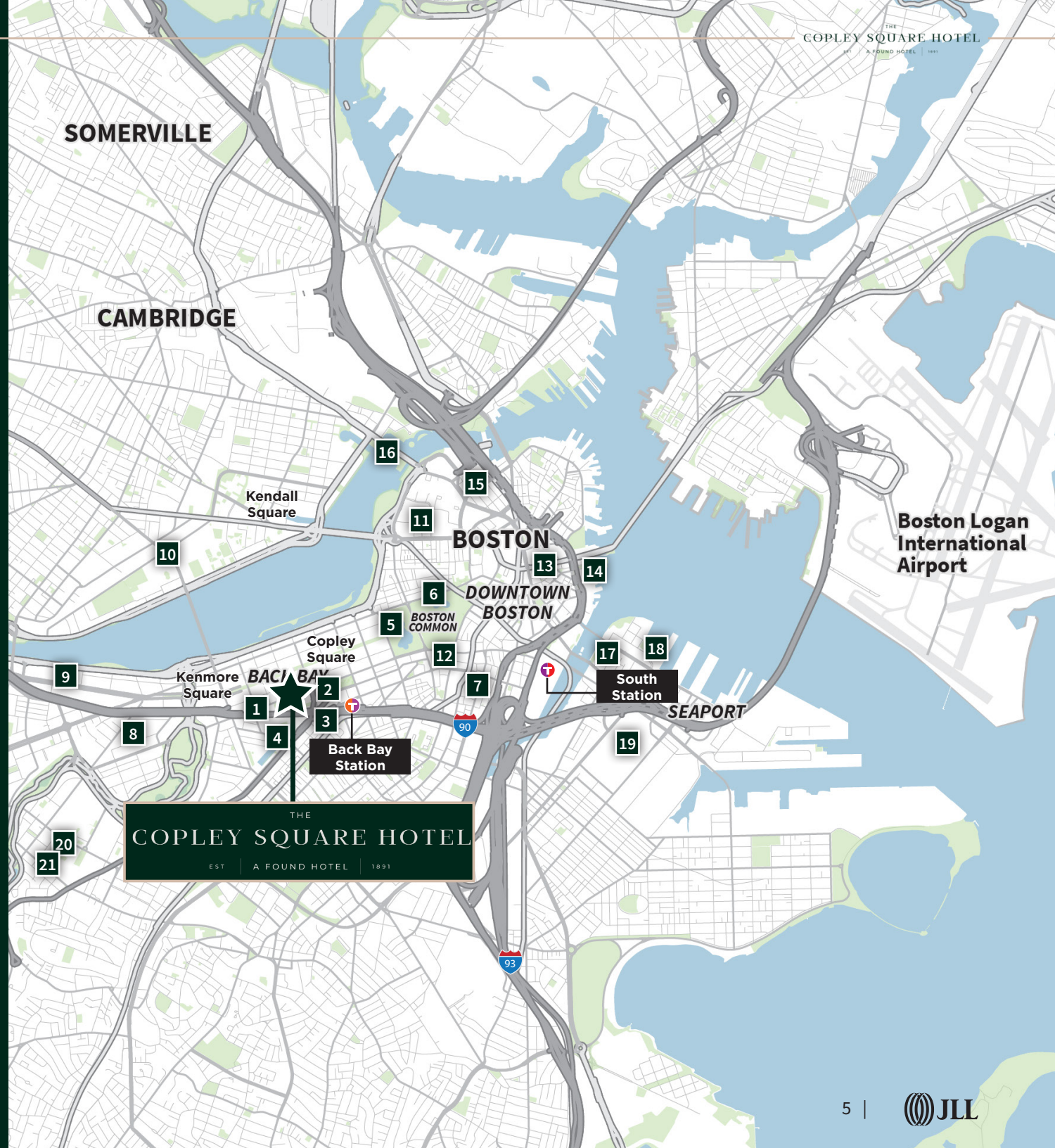
Back Bay

South End



Boston Attractions

- 1 Hynes Convention Center
- 2 Boston Public Library
- 3 Copley Place Shopping Mall
- 4 Prudential Center
- 5 Boston Public Garden
- 6 Boston Common
- 7 Tufts Medical Center
- 8 Fenway Park
- 9 Boston University
- 10 Massachusetts Institute of Technology
- 11 Massachusetts General Hospital
- 12 Emerson College
- 13 Faneuil Hall Marketplace
- 14 New England Aquarium
- 15 TD Garden
- 16 Museum of Science
- 17 Boston Children's Museum
- 18 The Institute of Contemporary Art
- 19 Boston Convention and Exhibition Center
- 20 Boston Children's Hospital
- 21 Brigham and Women's Hospital



Investment Highlights

Ideal Back Bay Location

The Copley Square Hotel benefits from its ideal location in Boston's sought-after Back Bay neighborhood, the city's cultural hub featuring an abundance of offices, restaurants, and destination retail stores, as well as numerous art galleries, museums, private clubs, and the Boston Public Library. The Hotel is within walking distance of Newbury and Boylston Streets, the Prudential Center, Copley Place, the Hynes Convention Center, Fenway Park, Berklee College of Music and Northeastern University. The Hotel is also surrounded by prominent corporate tenants such as Liberty Mutual, IBM and John Hancock, as well as leading technology companies such as Wayfair and DraftKings. 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), one of Boston's three major train stations.

Recently Renovated, Historic Hotel

The Copley Square Hotel is set within a beautifully restored historic building. The Property underwent a comprehensive \$13.4 million (\$80,500 per room) renovation from July 2020 to April 2022 and now features 164 guest rooms. The renovation included 21 new rooms (increasing total room count from 143 to 164), refreshed all the guestrooms and lobby interiors, and added a new 24-hour fitness center, communal kitchen, and guest laundry facility. Additionally, a complete renovation of the leased food & beverage outlets was completed in March 2023. Mechanical, HVAC, elevator, and fire-life-safety systems were also upgraded. As a result, the Property is in excellent physical condition and offers guests a modern experience.

Leased Food & Beverage Program

The Copley Square Hotel features HUE, a premier multi-concept dining and entertainment destination that operates under a 20-year lease agreement (including two, five-year extension options), providing stable long-term income while eliminating operational risk. This high-energy venue spans two floors with three distinct outlets: Rosebar on the ground floor offering global cuisine with American-Asian fusion, an upscale Supper Club featuring live music and fine dining in a sophisticated atmosphere, and an intimate Speakeasy lounge with craft cocktails in an art deco setting. The space is 10,500 square feet and 250+ seats total, including 9,000 square feet of lower-level restaurant space, 1,500 square feet of street level interior space, and additional seasonal outdoor dining space (conditional use privilege, not included in base rent calculations). The strategic lease structure allows the Hotel to benefit from a dynamic food and beverage program that attracts both hotel guests and local clientele, while the tenant assumes full operational responsibility. Current ownership collected \$317,625 in rent over the past 12 months. The Hotel can be offered unencumbered by the existing F&B lease should a new owner be interested in repositioning the space or executing an alternative business plan.

High-Barrier Boston Lodging Market

Boston is one of the most dynamic lodging markets in the country and is well positioned for future growth given its unique supply and demand fundamentals. Boston benefits from a diverse and growing base of demand generators, which include numerous Fortune 500 companies and other notable domestic and multi-national firms, a unique concentration of the world's best medical and academic institutions, a leading life sciences and research sector, world-class convention facilities, historical and cultural attractions, and a multi-modal transportation system. Notable special events in 2026 include the FIFA World Cup and America's 250th Anniversary which are expected to drive high-rated demand. On the supply side, Boston features high barriers to entry given severe geographic and regulatory limitations as well as high construction costs. There are no hotels currently under construction in Downtown Boston, and as such, the market is poised for exceptional growth.

Completely Unencumbered by Brand and Management

The Copley Square Hotel is being offered completely unencumbered by brand and management, presenting investors with rare optionality in the high-barrier-to-entry Boston lodging market. Alternative branding strategies could drive significant top and bottom-line growth. Several soft and hard brands in the immediate submarket have achieved nearly \$100 average daily rate premiums to the Copley Square Hotel as a result of robust distribution systems. Similarly, a repositioned and enhanced independent hotel could also drive significant average daily rate upside.

In-Place Cash Flow with Significant Upside

The Hotel's core location, updated product and highly efficient operating model have generated solid financial results. In the trailing 12 months as of August 2025, the Hotel achieved an occupancy of 84.5%, an average daily rate of \$253 and revenue per available room of \$214. Over the same time period, the Hotel generated nearly \$4.6 million in net operating income (after 3% management fee and 4% FF&E reserve) at a 33.9% margin.

Attractive Basis Relative to Recent Sales, Discount to Replacement Cost

The Copley Square Hotel is being offered at an attractive basis relative to recent hotel sales and at a significant discount to replacement costs. High performing hotels in Boston have historically traded for as much as \$617,000 per key (prior to a comprehensive renovation) to as much as \$877,000 per key stabilized. Replacement costs for an upper-upscale hotel in Boston are estimated to be nearly \$850,000 per room (excluding land), offering new ownership the opportunity to acquire the Property at a significant relative discount. In addition to high construction costs, site availability in Boston is very limited and development timelines can be upwards of five years given strict approval requirements.





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