



Jones Lang LaSalle Americas, Inc.
("JLL"), real estate license #01223413

Residence INN
BY MARRIOTT
SAN RAMON, CALIFORNIA

JLL's Hotels & Hospitality Group, as sole and exclusive representative of the Seller, is pleased to offer for sale the fee simple interest in the 106-room Residence Inn by Marriott San Ramon (the "Property" or "Hotel") located in San Ramon, California.

Summary of Facilities and Amenities


 **Address** 1071 Market Place, San Ramon, CA 94583


 **Opened** 1989

 **Guestrooms** 106

 **Food & Beverage** Complimentary Hot Breakfast
The Market

 **Tenure / Labor** Fee simple / Non-union

 **Brand / Management** Residence Inn by Marriott / Marriott International (expiring May 2027; three 10-year extension options at Manager's discretion); potential to convert to franchise upon sale assuming approval by Marriott of new ownership and the proposed management company

 **Amenities**

- Fitness center
- Outdoor pool
- Hot tub
- Digital check-in
- Mobile key
- Complimentary, high-speed Wi-Fi

 **Parking** Self-parking (\$10 per day)



Lobby



Double Queen Guestroom

Investment Highlights



Fee Simple, Institutional-Quality Asset

The Property provides an excellent opportunity to acquire an institutional-quality, premium-branded hotel located on 2.8 acres of fee simple land in a high-growth Bay Area location. The Hotel's all-suites accommodations average 575 square feet and are equipped with full kitchens, supplying guests with functional amenities for extended-stay bookings.



Front Desk



Potential Franchise Conversion Option

The Hotel is offered with a potential conversion to franchise, subject to approval by Marriott. Assuming consent by Marriott of the new owner and the proposed management company, a new owner could convert the existing management agreement to franchise upon sale.



San Ramon's Signature Extended-Stay Destination

The Hotel benefits from a long-term affiliation with Marriott International's brand and management, exposing the Hotel to the industry's signature global distribution system and exceptional guest loyalty programming. The Hotel is also the only Marriott-branded extended-stay hotel in San Ramon and one of only two premium-branded extended-stay assets in the city overall.



Exceptional Profitability

The Hotel leverages its extended-stay operating model to command exceptional profitability, with NOI historically averaging more than 36% of total revenues in 2018 and 2019. The Hotel continues its trajectory towards recapturing peak performance as evidenced by recovering year-end NOI margins.



Lobby



Breakfast Area



Studio



Exceptional Demand Base

The Hotel is proximate to a wealth of demand generators tailored to deliver premium extended-stay room nights. The Hotel neighbors Bishop Ranch, a 585-acre mixed-use campus which includes the \$300 million City Center, one of the largest office parks in the Bay Area with more than 500 corporate clients, and 850,000 square feet of retail and entertainment. An additional 10,000 homes are planned for the development. San Ramon is also home to the headquarters of multi-national corporations such as Accela, Five9, and 24-Hour Fitness.



Prolific RevPAR Penetration

The Hotel leverages its superior brand and management affiliations to outperform the competitive set across both occupancy and ADR. RevPAR penetration for the Hotel has improved year-on-year through March 2026, indicative of the Property's sustained pricing power.



Significant Discount to Replacement Cost

The Hotel represents an exceptional opportunity to acquire an institutional-quality, premium-branded hospitality asset in a prominent market supported by a high-margin operating model below replacement cost given the current development climate.



Pool

Value Enhancement Opportunities



Significant RevPAR Upside Through Renovation

Administering a cosmetic refresh of the guestrooms and public spaces will drive RevPAR growth, recapturing pre-COVID performance and solidifying the Hotel's over-penetration of rival assets in the competitive landscape.



Benign Supply Fundamentals

As one of only seven hotels delivered to San Ramon since 1989, new investors will inherit durable pricing power in the absence of new competition.

Additionally, there are no rooms under construction throughout San Ramon, positioning the Hotel to leverage the compression generated by the community's economic growth.



Lower Fixed Costs

A new owner will benefit from reduced property taxes and the opportunity to decrease insurance costs. Historic property tax costs are the result of an earlier basis, and a Proposition 13 reset will lower property taxes going forward. Additionally, there is an opportunity to reduce insurance costs below previous levels by bidding out costs to multiple carriers.



Transformational Future Development and Resurgent Business Travel

Bishop Ranch in San Ramon, California, represents one of Northern California's most successful master-planned developments under the stewardship of Sunset Development. Strategically positioned 34 miles east of San Francisco within the San Ramon Valley, this 585-acre business hub has transformed from a former peach orchard into a thriving corporate campus encompassing over 10 million square feet of office space serving more than 500 corporate clients. The development's exceptional connectivity is reinforced by California's first privately funded interstate interchange and comprehensive transportation infrastructure, including North America's first autonomous vehicle passenger shuttle route.

Building on this success, Sunset Development acquired a 92-acre parcel adjoining Bishop Ranch from Chevron (formerly known as Chevron Park) in 2022, positioning the company to expand its vision for the area. In 2023, Sunset Development presented plans to the San Ramon Planning Commission for The Orchards, an ambitious mixed-use project designed to integrate experiential retail and residential housing. The refined development plan includes 125,000 square feet of activated retail space, 2,600 homes, a central park, and several open spaces. In April 2026, the San Ramon City Council formally approved The Orchards project, marking a significant milestone in the continued evolution of Bishop Ranch. A new owner of the Residence Inn San Ramon can leverage the ongoing evolution of Bishop Ranch's development to uncover new demand drivers and seize opportunities for growth.



**WALNUT CREEK
(13 miles)**

Lakeside BR-2600

- Nearly 1.6 million SF of office space
- 101-acre lot with two man-made lakes



BR-3

Four office buildings with nearly 1.0 million SF of space



The Bridge Golf Course

Canyon Lakes Golf Course
SAN RAMON

Kaiser Permanente



San Ramon Regional Medical Center

123-bed, acute-care hospital provides comprehensive inpatient and outpatient services

SAN RAMON CITY HALL

Residence INN.
BY MARRIOTT

City Center Bishop Ranch

- 285,000 SF of lifestyle retail, dining, and entertainment
- Built in 2018
- 100% occupied
- 62 tenants which include Equinox, Sandbox VR, Williams-Sonoma, West Elm, Salt & Straw and several restaurants

680

BR-1

747,000 SF of office space across three buildings



The Orchards

The former Chevron Park will be redeveloped into a mixed-use community with housing, retail space, parks, and amenities by Sunset Development

**PLEASANTON
(10 miles)**

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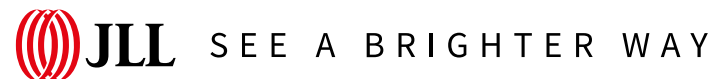
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