



**RAMADA**<sup>®</sup>  
BY WYNDHAM

2101 VETERANS BLVD | DEL RIO, TX, 78840

OFFERING MEMORANDUM

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Mitchell Glasson and Ryan Kawai Sanchez in conjunction with Matthews Real Estate Investment Services™, a cooperating foreign broker for this listing pursuant to Section 535.4(b) of the Texas Administrative Code



Total Keys: 147  
Interior Corridor Keys: 55  
Exterior Corridor Keys: 92  
Total Buildings: 5

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Del Rio, TX



# PROPERTY OVERVIEW

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# THE OPPORTUNITY

## PROPERTY OVERVIEW

PROPERTY NAME	Ramada Del Rio
TOTAL KEYS	147
ADDRESS	2101 Veterans Blvd
CITY, ST	Del Rio, TX
YEAR BUILT/YEAR REMODELED	1974/2022
BUILDING SIZE (SF)	±242,062
LOT SIZE (AC)	±7.56
DAILY TRAFFIC COUNTS (VETERANS BLVD)	26,553
5-MILE POPULATION	40,748
5-MILE HOUSEHOLD INCOME	\$64,072
<b>BRAND</b> Ramada	
<b>REMODEL DATE</b> 2021 - 2022	
<b>REMODEL COST</b> \$2.5 Million	
<b>LICENSE TERM EXPIRATION</b> November 2027	
<b>ANNUAL FRANCHISE FEES</b> 6%	
<b>HOTEL LOCATION TYPE</b> Small Metro/Town	
<b>MARKET NAME</b> Texas West	
<b>SUBMARKET NAME</b> Texas West Area	
<b>FLAG</b> Wyndham	
<b>CLASS</b> Midscale	
<b>INTERIOR &amp; EXTERIOR CORRIDOR</b> Exterior (92 Keys)   Interior (55 Keys)	
<b>NUMBER OF BUILDINGS</b> 5	
<b>STORIES</b> 2	
<b>AMENITIES</b> Full Service Restaurant, Full Service Bar, Outdoor/Indoor Pool, Gym, Sauna, Swim-Up Bar, Conference meeting rooms, Banquet rooms for events. Bus/Boat parking, Business Center, Airport Shuttle	
<b>DEMAND DRIVERS</b> International Airport, Migration, Lakefront Shoreline	



# INVESTMENT HIGHLIGHTS

Matthews Real Estate Investment Services™ is pleased to present an exceptional opportunity to acquire the fee-simple interest in the 147-room Ramada, located on 2101 Veterans Blvd, Del Rio, TX with 2025 total Revenue from rooms and F&B exceeding \$5,000,000 for the fifth time in six years excluding 2020 Covid. This property, with its established operating history and recent renovations, provides significant upside potential for hands-on operators and presents an excellent acquisition opportunity. Situated in a vibrant market with strong demand drivers, the Ramada benefits from its strategic location near the Amistad Lake, Laughlin AirForce Base, and the Del Rio Civic Center. Investors have the opportunity to leverage a hotel with strong cash flow and enhance operational efficiencies to maximize profits. For pricing guidance and additional information, please contact Matthews Real Estate Investment Services. Please refrain from contacting the hotel's staff, management, or ownership directly.

**No PIP and Turn-Key:** Recently completed PIP in 2022.

**Prime Location Near Demand Drivers:** The Ramada Del Rio is strategically located near the Amistad Lake, Laughlin Airforce Base, Del Rio Civic Center, and various retail centers.

## **New Project Developments:**

- Amistad Dam remediation project is expected to bring an economic boost as it is estimated to bring a workforce of 300 plus that includes drill rig operators, concrete plant operators, grout plant operators, local trades, and labor.
- The North American Trade Agreement between Canada, the USA, and Mexico is driving a shift towards increased production in North America rather than China. This shift is expected to boost border travel and trade between Mexico and the USA, leading to a rise in visitors and economic activity in Del Rio.

**Potential for Operational Improvement:** New ownership can improve the Hotel's operations, implement strategic cost management, and maximize revenue strategies for increased profitability.

**Strong Brand Recognition:** Ramada is a well-known and respected brand within the Wyndham Hotels & Resorts portfolio, attracting a loyal customer base. It has become a favored choice for both locals and travelers visiting Del Rio over the years.

## **Potential Return of Commercial Flights at Del Rio International:**

- **Increased Connectivity:** The potential return of commercial air service, as discussed in recent local news, could significantly enhance Del Rio's connectivity, particularly with hubs like Dallas/Fort Worth. This could lead to: Increased Business Travel: Easier access might encourage more business visits, particularly for industries involved in border trade or related to the military base.
- **Tourism Boost:** Improved flight options could make Del Rio more accessible for tourists, possibly leading to a rise in visitors exploring the local attractions or attending festivals.
- **Economic Growth:** Enhanced air service could stimulate local economic activities, attracting more conventions, meetings, and events, thereby increasing hotel demand.
- **Local Support and Initiatives:** There's active effort from the city to restore commercial flights, which includes applying for grants and engaging consultants like Volaire Aviation Consulting to secure airline service. This commitment suggests optimism about future growth in air travel demand, which would positively impact the hotel industry.















# FINANCIAL OVERVIEW

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**±\$5,000,000**

2024 Total Revenue



**±\$1,500,000**

2024 F&B (Bar & Restaurant) Revenue



**±\$3,500,000**

2024 Room Revenue



**\$13,500,000**

Asking Price



**2.70**

Revenue Multiple

	2019	2021	2022	2023	2024
<b>ROOM REVENUE</b>	\$4,372,445	\$4,734,639	\$5,015,805	\$4,310,392	\$3,529,631
<b>F&amp;B - RESTAURANT</b>		\$501,310	\$573,979	\$710,575	\$894,214
<b>F&amp;B - WHITE HORSE BAR</b>		\$422,296	\$227,620	\$266,523	\$616,083
<b>TOTAL REVENUE</b>		\$5,658,245	\$5,817,403	\$5,287,490	\$5,039,928
<b>YTD OCCUPANCY</b>	89.30%	82.30%	79.52%	70.6%	58.83%
<b>YTD ADR</b>	\$91.88	\$107.95	\$118.36	\$113.82	\$112.28
<b>YTD REVPAR</b>	\$82.05	\$88.65	\$94.12	\$80.32	\$66.05

**LA VILLITA SHOPPING CENTER**

**Auto Zone** **dd's DISCOUNTS**

**cricket wireless** **ups** **PANDA EXPRESS CHINESE KITCHEN**

**THE HOME DEPOT**

**planet fitness**

**McALISTER'S DELI** **Wendy's**

**Walmart Supercenter**

**HARBOR FREIGHT**  
Quality Tools at Ridiculously Low Prices

**DOLLAR TREE**

**OLLIE'S OUTLET**  
Bargain GOOD STUFF CHEAP



**PEPSICO**

**BURGER KING**

**PNC**

**Chick-fil-A**

**IHOP**

**PLAZA DEL SOL SHOPPING CENTER**

**ROSS** **Marshall's**  
DRESS FOR LESS **JCPenney**

**HIBBETT** **ULTA BEAUTY**  
SPORTS

**motel 6**

**WHATABURGER**

**SUBWAY**

**Pizza Hut**

**Chevron**

**TEXAS PECOS TRAIL ± 27,000 VPD**

**RAMADA BY WYNDHAM**

**SUBJECT PROPERTY**

Truck & Boat Parking for the Lake

**W CANTU RD ± 10,000 VPD**

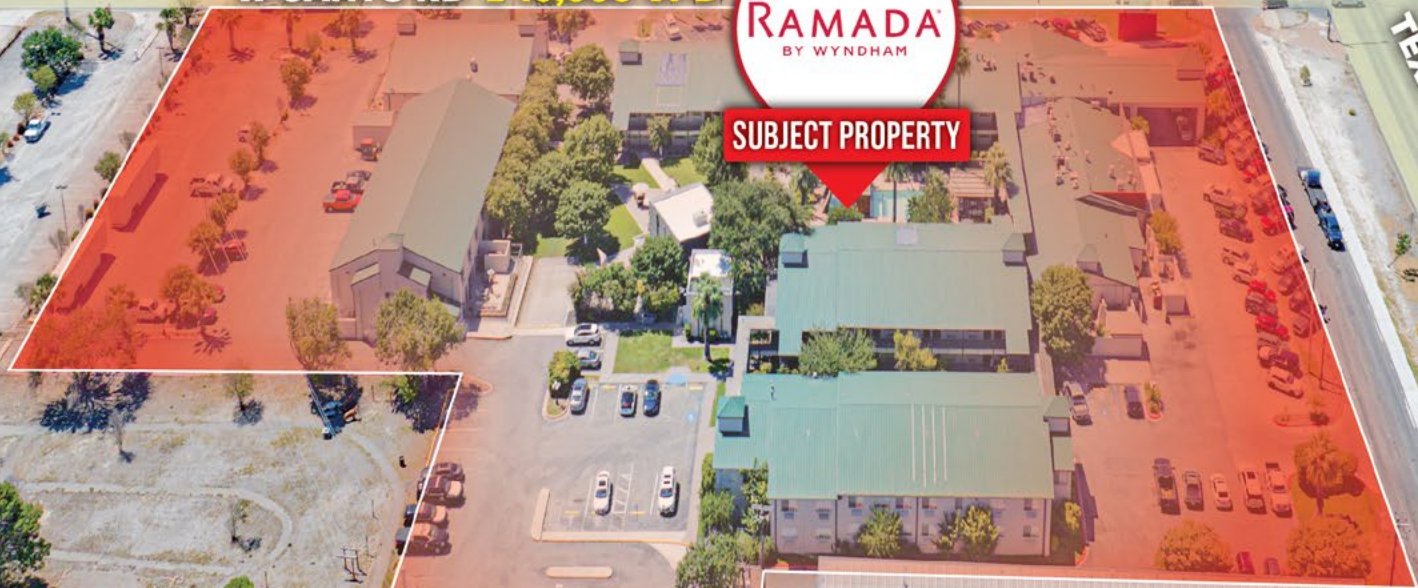


W CANTU RD ± 10,000 VPD



SUBJECT PROPERTY

TEXAS PECOS TRAIL ± 27,000 VPD





Lake Amistad  
±12.8 MILES

Laughlin Air Force Base  
±10.5 MILES

The Del Rio Dam Projection  
±19.6 MILES

US & Mexico Border  
±4.6 MILES

# AREA OVERVIEW

# DEL RIO, TEXAS

Del Rio, Texas, is a border city located in Val Verde County, nestled along the banks of the Rio Grande River, which forms the natural boundary between the United States and Mexico. As the county seat, Del Rio plays a central role in the region's economy, culture, and government. The city is known for its rich history, influenced by both Mexican and American cultures, creating a unique blend of traditions, cuisine, and festivals. **Del Rio is also home to Laughlin Air Force Base, a significant military installation that contributes to the local economy and community life.** The nearby Amistad Reservoir offers residents and visitors opportunities for water-based recreation, including boating, fishing, and swimming. The city's proximity to the border adds a dynamic aspect to its character, with cross-border trade and travel being integral to its daily life. Despite its relatively small size, Del Rio is a vibrant community with a deep sense of heritage and a strong connection to the surrounding natural landscape.

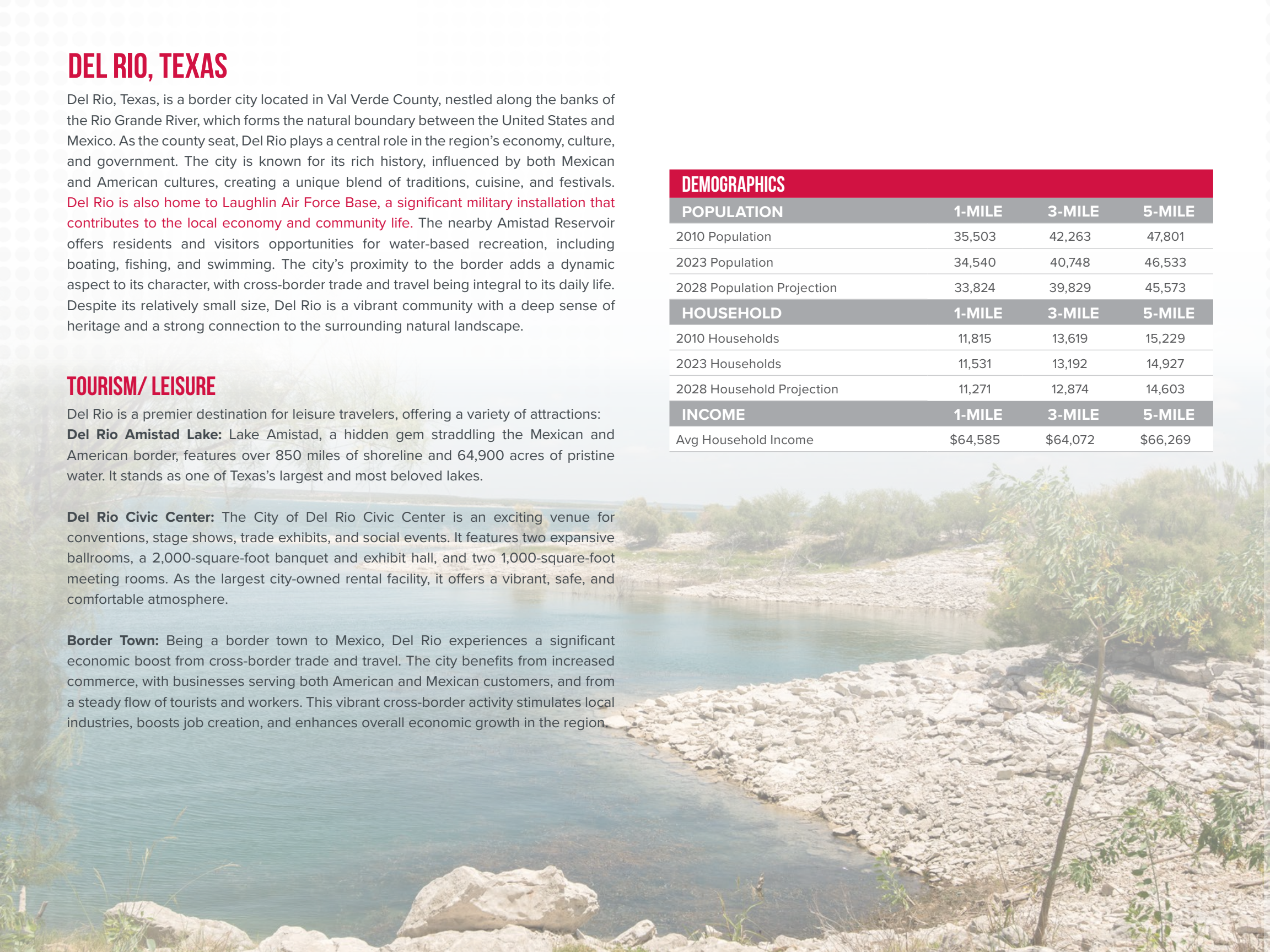
## TOURISM/ LEISURE

Del Rio is a premier destination for leisure travelers, offering a variety of attractions: **Del Rio Amistad Lake:** Lake Amistad, a hidden gem straddling the Mexican and American border, features over 850 miles of shoreline and 64,900 acres of pristine water. It stands as one of Texas's largest and most beloved lakes.

**Del Rio Civic Center:** The City of Del Rio Civic Center is an exciting venue for conventions, stage shows, trade exhibits, and social events. It features two expansive ballrooms, a 2,000-square-foot banquet and exhibit hall, and two 1,000-square-foot meeting rooms. As the largest city-owned rental facility, it offers a vibrant, safe, and comfortable atmosphere.

**Border Town:** Being a border town to Mexico, Del Rio experiences a significant economic boost from cross-border trade and travel. The city benefits from increased commerce, with businesses serving both American and Mexican customers, and from a steady flow of tourists and workers. This vibrant cross-border activity stimulates local industries, boosts job creation, and enhances overall economic growth in the region.

DEMOGRAPHICS			
POPULATION	1-MILE	3-MILE	5-MILE
2010 Population	35,503	42,263	47,801
2023 Population	34,540	40,748	46,533
2028 Population Projection	33,824	39,829	45,573
HOUSEHOLD	1-MILE	3-MILE	5-MILE
2010 Households	11,815	13,619	15,229
2023 Households	11,531	13,192	14,927
2028 Household Projection	11,271	12,874	14,603
INCOME	1-MILE	3-MILE	5-MILE
Avg Household Income	\$64,585	\$64,072	\$66,269





## MILITARY & TRANSPORTATION

### Military Presence:

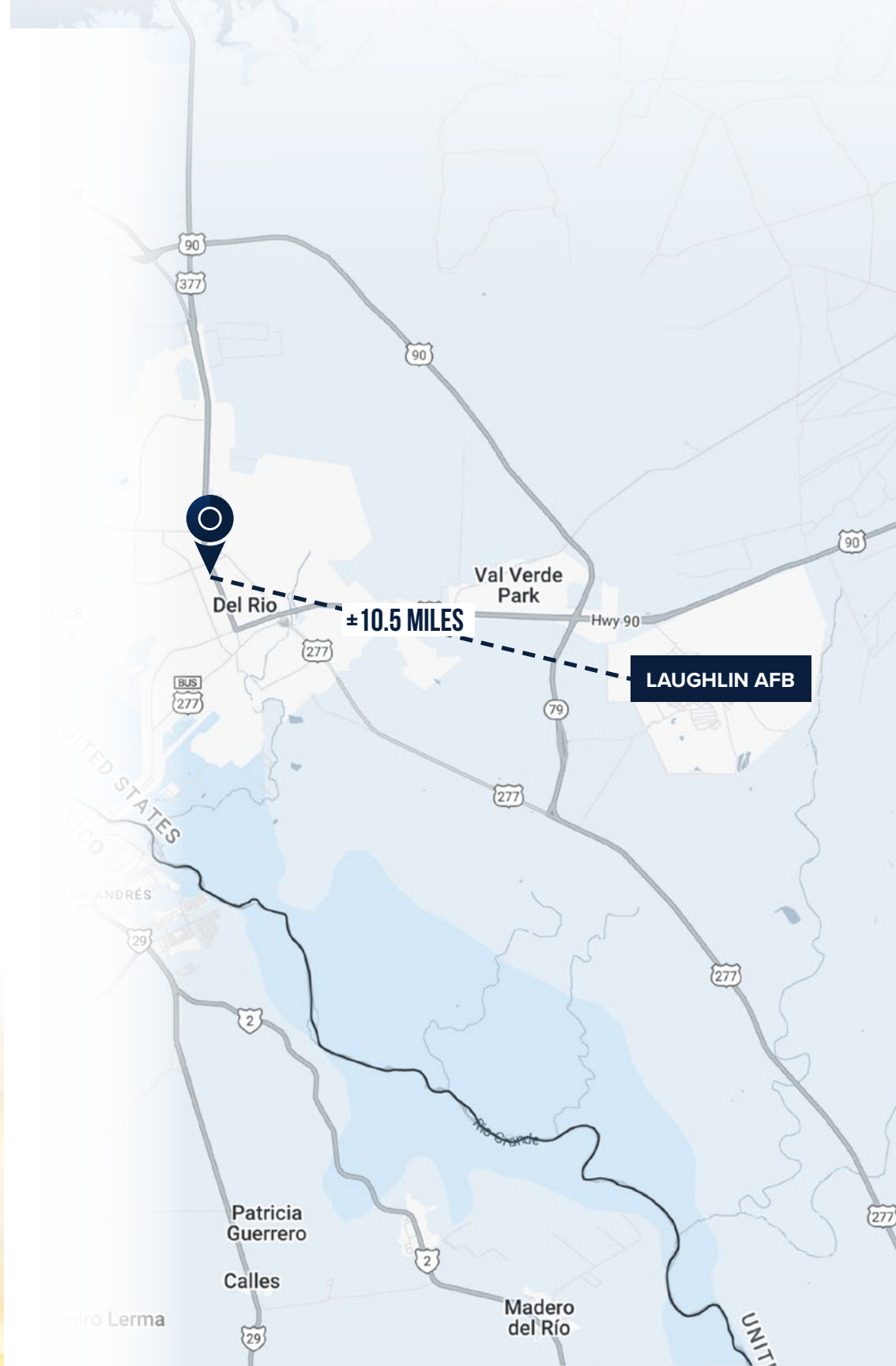
**Laughlin Air Force Base:** Since September 1, 1972, the 47th Flying Training Wing has been a cornerstone at Laughlin Air Force Base. Over nearly fifty years, it has trained over 15,000 pilots for the United States and its allies, welcoming numerous talented and dedicated Airmen through its gates

### Transportation Infrastructure:

**Highway Access:** Ramada Del Rio, TX boasts a strategic location with convenient access to major highways, making it easy to reach nearby cities such as San Antonio, TX. Its position on key transportation routes ensures seamless travel for both business and leisure travelers, enhancing connectivity and accessibility to a broader regional network.

**Del Rio International Airport:** Del Rio International Airport, located two miles northwest of Del Rio in Val Verde County, Texas, serves primarily general aviation. Its proximity to Laughlin Air Force Base makes it a frequent choice for USAF students during training flights.

**Del Rio International Bridge:** The Del Rio International Bridge offers a vital link between Del Rio, Texas, and Mexico, making it a key gateway for tourism and cultural exchange. This well-maintained crossing provides easy access for visitors to explore the rich heritage, vibrant culture, and unique attractions on both sides of the border. Its strategic location enhances travel opportunities and invites tourists to experience the diverse experiences that Del Rio and its neighboring Mexican communities have to offer.



## CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **2101 Veterans Blvd, Del Rio, TX 78840** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services, the property, or the seller by such entity.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property

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**MATTHEWS<sup>™</sup>**  
REAL ESTATE INVESTMENT SERVICES



# Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

11-2-2015



### TYPES OF REAL ESTATE LICENSE HOLDERS:

- A **BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A **SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

### A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

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Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date

Regulated by the Texas Real Estate Commission

Information available at [www.trec.texas.gov](http://www.trec.texas.gov)

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