



18375 CHESTERFIELD AIRPORT RD | CHESTERFIELD, MO 63005

OFFERING MEMORANDUM

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AREA OVERVIEW

Chesterfield, MO
St. Louis, MO



PROPERTY OVERVIEW

INVESTMENT HIGHLIGHTS

This is a rare opportunity to acquire a fully renovated, turnkey 94-room Comfort Inn & Suites in Chesterfield, Missouri, one of St. Louis's top submarkets. Recently completing its Property Improvement Plan (PIP), the hotel requires no further upgrades and is primed for continued success with strong RevPAR growth.

- **Chesterfield: A Thriving Submarket**

Chesterfield is consistently recognized as one of the most attractive submarkets in the greater St. Louis area. Its strategic location near major highways, proximity to Lambert International Airport, and its affluent residential base make it a prime destination for both leisure and business travelers. Chesterfield boasts an array of demand generators including Fortune 500 companies, top medical centers, retail hubs, and entertainment venues. The region also benefits from year-round tourism, with visitors attracted by local wineries, historical attractions, and proximity to key St. Louis attractions such as the Gateway Arch and Busch Stadium.

- **Diverse Demand Generators**

Chesterfield's economy is driven by a balanced mix of healthcare, technology, education, and corporate offices. Major employers include Bayer, Mercy Health, and Reinsurance Group of America (RGA), providing a steady stream of business travelers. The Chesterfield Mall, Taubman Prestige Outlets, and Spirit of St. Louis Airport also contribute to the city's vibrant retail and commercial sectors.

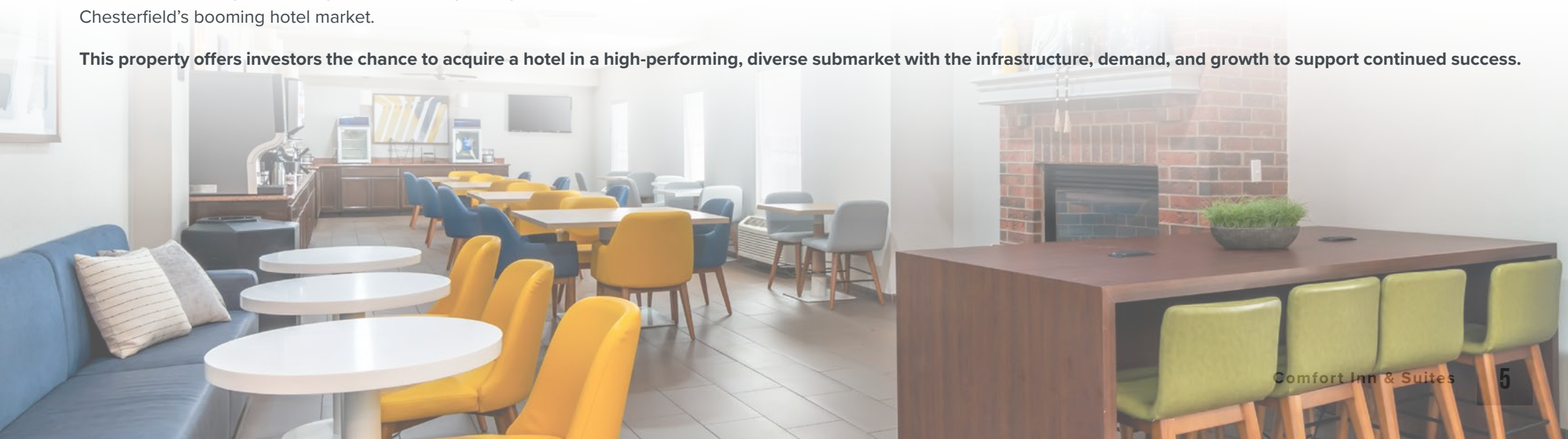
- **Strong Market Fundamentals**

St. Louis, and Chesterfield in particular, has demonstrated strong market performance, particularly in the hotel sector. With rising occupancy rates and consistent RevPAR growth, the market remains a desirable location for investors looking to capitalize on the area's economic expansion and steady tourism. The hotel market is buoyed by robust demand from corporate travelers, family vacations, sports tourism, and regional events.

- **Turnkey Opportunity**

This Comfort Inn & Suites stands out as a fully renovated property requiring no immediate capital improvements, presenting an ideal opportunity for investors seeking a stress-free acquisition. High operating numbers and growing performance metrics indicate immediate cash flow potential. A motivated owner makes this an exceptional time to invest in Chesterfield's booming hotel market.

This property offers investors the chance to acquire a hotel in a high-performing, diverse submarket with the infrastructure, demand, and growth to support continued success.



FINANCIAL OVERVIEW



ASKING PRICE
\$9,300,000



18375 CHESTERFIELD
AIRPORT RD



FLOORS
3



KEYS
94



GBA
±53,844 SF



LOT SIZE
±2.25 AC



CONSTRUCTION
MASONRY



PARKING SPACES
142



TRAILING 12 MONTHS (THROUGH AUGUST 2024)

Income	Annual	\$/Room
Rooms Revenue	\$2,342,524	\$24,920
Miscellaneous Tax Expenses	\$38,980	\$415
Total Operating Revenue	\$2,303,543	\$24,604
Expenses		
Departmental Expenses		
Rooms	\$647,827	\$6,892
Food and Beverage	\$160,760	\$1,710
Travel	\$0	\$0
Total Departmental Expenses	\$880,587	\$8,602
Undistributed Operating Expenses		
Admin. and Gen.	\$27,082	\$288
Sales and Marketing	\$19,077	\$203
Repair and Maintenance	\$174,500	\$638
Utilities	\$169,169	\$1,800
Franchise Fees	\$132,000	\$1,404
% of Total Operating Revenue	5.7%	
Total Undistributed Operating Expenses	\$521,829	\$5,551
Gross Operating Profit	\$982,352	\$10,451
Fixed Expenses		
Real Estate Taxes	\$112,099	\$1,193
Insurance	\$78,506	\$835
FFE Reserve	\$69,383	\$738
% of Total Operating Revenue	3.0%	
Total Fixed Expenses	\$259,987	\$2,766
Total Operating Expense	\$1,590,403	\$16,919
Net Operating Income	\$722,000	\$7,681
Operating Expense Ratio	68.8%	
NOI Ratio	31.2%	







CHESTERFIELD VALLEY ATHLETIC COMPLEX



SUBJECT PROPERTY



MARYVILLE UNIVERSITY
10,000 STUDENTS
± 9.3 MILES AWAY

✈️
SPIRIT OF ST LOUIS
AIRPORT



🏥 ST. LUKE'S HOSPITAL
74 BEDS

± 91,237 VPD

ST. LOUIS PREMIUM OUTLETS





FRANCHISE OVERVIEW

FRANCHISE OVERVIEW



Comfort™
INN



YEAR FOUNDED

1981



INDUSTRY
HOSPITALITY



HEADQUARTERS
ROCKVILLE, MD

COMFORT INN

Comfort Inn, part of the Choice Hotels family, boasts over 2,000 locations globally in more than 40 countries, offering dependable and comfortable stays. Comfort Inn hotels are strategically located near major highways, airports, and popular attractions, making them an ideal choice for both business and leisure travelers. Comfort Inn provides clean, well-equipped rooms with free Wi-Fi, flat-screen TVs, and work desks. Guests enjoy complimentary hot breakfast, ensuring a convenient start to their day. Many locations also feature fitness centers, swimming pools, and business centers, catering to diverse needs. With a focus on friendly service and a welcoming atmosphere, Comfort Inn is perfect for short stays, extended visits, and everything in between.



AREA OVERVIEW

DEMOGRAPHICS

POPULATION	3 MILE	5 MILE	10 MILE
2024 Population	7,877	56,056	406,850
2029 Est. Population	7,871	57,516	417,428
HOUSEHOLDS	3 MILE	5 MILE	10 MILE
2024 Households	2,566	20,478	155,645
2029 Est. Households	2,569	21,024	159,753
INCOME	3 MILE	5 MILE	10 MILE
Average Household Income	\$210,547	\$160,985	\$132,315



CHESTERFIELD, MISSOURI

Chesterfield, Missouri, is a vibrant suburb of St. Louis, known for its blend of natural beauty and modern amenities. One of its standout attractions is the Chesterfield Mall, which offers a wide range of shopping, dining, and entertainment options. The city also boasts beautiful parks such as the Chesterfield Central Park, featuring walking trails, sports fields, and picnic areas that encourage outdoor recreation. For those interested in history, the nearby Missouri Botanical Garden and the historic Faust Park provide insights into the region’s natural and cultural heritage. Chesterfield’s strategic location along Interstate 64 and its proximity to St. Louis Lambert International Airport make it easily accessible for both residents and visitors.

Education in Chesterfield is well-regarded, with several highly-rated public and private schools that serve the community, ensuring a strong foundation for local families. The area is also home to institutions like St. Louis Community College, which provides further education and vocational training. Economically, Chesterfield is thriving, with a mix of retail, healthcare, and professional services driving growth. The city’s commitment to attracting businesses has fostered a robust job market, enhancing its appeal as a place to live and work. Additionally, Chesterfield’s proximity to military installations, such as Scott Air Force Base, adds a layer of community involvement and support for service members and their families, contributing to the city’s diverse demographic and economic landscape.

ST LOUIS, MISSOURI

St. Louis, Missouri, has a thriving and diverse economy, which has helped to establish it as a significant US commercial hub. The city acts as a regional hub for a number of sectors, including technology, manufacturing, healthcare, and finance. St. Louis has long been a top choice for companies looking for logistical advantages due to its great position along the Mississippi River and well-connected transit system. Express Scripts, Emerson Electric, and Centene Corporation, among other large companies, have made the city their headquarters, fostering job growth and economic prosperity.

Its metro area is home to major corporations, including Anheuser-Busch, Express Scripts, Energizer, Panera, Enterprise, Peabody Energy, Monsanto, Go Jet, Purina, and Sigma-Aldrich. Eight Fortune 500 companies are located within the St. Louis metropolitan area including Centene, Emerson Electric, Reinsurance Group of America, Edward Jones, Graybar Electric, Olin, Ameren, and Post Holdings. This city has also become known for its growing medical, pharmaceutical, and research presence. The total Gross Domestic Product (GDP) for the St. Louis Metropolitan Statistical Area was over \$187.6 billion.



TOURISM

A bustling city with a wide variety of tourist attractions and cultural experiences is St. Louis, Missouri. **The Gateway Arch**, a spectacular stainless steel monument that represents the city's function as the Gateway to the West, is one of the most recognizable sights.

The Mississippi River and the city may be seen in magnificent detail from the top, where visitors can ride. A refuge for outdoor enthusiasts, **Forest Park** is a huge urban park that is bigger than Central Park in New York City. The **Missouri History Museum**, the **Saint Louis Zoo**, and the renowned **Saint Louis Art Museum** are all located there and offer a mix of historical, natural history, and artistic displays.

The City Museum, an eclectic and interactive museum built in a converted shoe factory, is another must-see destination. It has interesting architectural features, slides, and tunnels to explore.

Soulard is a very busy and historic district known for its thriving nightlife, extensive cultural history, and the well-known Soulard Market. By watching a live performance at The Pageant, a renowned music venue that has played host to recognized musicians, visitors can fully immerse themselves in the city's music scene.

Furthermore, St. Louis is renowned for its delectable cuisine, particularly its barbeque made in the city and its gooey butter cake. Tourists from all walks of life will find St. Louis to be a remarkable and delightful experience because to its wide variety of attractions, rich history, and thriving cultural environment.

**26 MILLION
VISITORS ANNUALLY**

**\$5.9 BILLION
IN VISITOR SPENDING**



Construction to Resume



“HIGH-END URBAN DOWNTOWN” AREA COMING SOON

“The development by The Staenberg Group dubbed “Downtown Chesterfield” looks to bring around 2,700 new residential units and millions more square feet for office, retail, grocery, restaurant or other uses on the 117-acre site”.

Chesterfield Valley Athletic Complex



“An Iowa company that calls itself the largest amateur baseball and softball platform and scouting service in the world has signed a long-term lease with the city of Chesterfield, Missouri, to operate the Chesterfield Valley Athletic Complex that is part of the burgeoning sports tourism corridor in West St. Louis County.

Perfect Game agreed to a 10-year lease for the 176-acre athletic campus that includes 21 ball diamonds, 13 multi-purpose fields, 10 baseball and softball practice fields, six sand volleyball courts, four concession buildings, two playgrounds and two entertainment plazas along Interstate 64. It also includes Chesterfield’s Catch 22 Miracle Field, a baseball field for individuals with disabilities”.

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 **18375 Chesterfield Airport Rd, Chesterfield, MO 63005** ("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.

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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 since the date of this Offering Memorandum.



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