

Albuquerque Airport, New Mexico

Confidential

For Sale By Owner

Strong Trends, Excellent Limited Service Interior Corridor Property



Albuquerque Airport, New Mexico



Best Western Airport InnSuites
Albuquerque Hotel & Suites

\$5,900,000 terms
\$5,500,000 Cash to Mortgage
(\$4,000,000 to existing \$1.5
million mortgage for a total of
\$5.5 million)

Albuquerque, New Mexico

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Albuquerque, New Mexico

The owner, Albuquerque Suite Hospitality LLC, offers for the sale, the 102-suite Best Western Airport InnSuites Albuquerque Hotel & Suites Albuquerque, New Mexico (subject property).

This property is a moderate-service 102 unit studio and suite hotel located on Yale Boulevard at the Albuquerque International Sunport Airport entrance. The hotel occupies 2.99 acres of land and is encumbered by a ground lease through September 30, 2033. The Hotel holds a Best Western national franchise in good standing and supplemental month-to-month InnSuites regional reservations source. The Hotel is unencumbered by management. The regional InnSuites Hotel & Suites Trademark license is available as a cost effective supplemental source of reservations at a reasonable rate on a month-to-month basis the first year and year-to-year basis thereafter at the sole option of the Buyer. The national Best Western franchise is current in good standing on a year-to-year basis. Current Quality Assurance scores are consistently above 900. The Hotel has a lobby "PJ's Café" and an adjacent Village Inn 24-hour restaurant which subleases land from the hotel.

The Best Western Airport InnSuites Albuquerque Hotel & Suites provides an exceptional investment opportunity to acquire a Southwestern moderate service, upscale Suite Hotel serving the Albuquerque, New Mexico region.

Confidential Offering Presented by:

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Best Western Airport InnSuites Albuquerque Hotel & Suites
Two-room Family/Executive Suite

Sales of properties are subject to all applicable state and federal real estate and other applicable regulations. Final compliance determination is to be made by counsel for the seller at the time the property goes into escrow. A potential sale is not final and binding and will not take place until all real estate and other regulations have been fully complied with to the satisfaction of counsel for the seller.

Albuquerque, New Mexico

Investment Highlights

Strategic Location

Welcome to the Land of the Enchantment and beautiful Albuquerque! The suite hotels major business sources include its location at the entrance to the Albuquerque International Sunport Airport with free airport van transportation, Albuquerque business, the University of New Mexico, the proximity to Interstates 25 and 40 and just minutes from all that Albuquerque has to offer: Balloon Fiesta, Gathering of Nations, Albuquerque corporate business, Kirtland Air Force Base, Albuquerque Isotopes Baseball Park, Sandia National Labs, Journal Pavilion, Zoo, Aquarium, desert and mountain oases. Albuquerque's central location allows for easy accessibility via major freeways and daily nonstop flights from major U.S. cities to Albuquerque International Sunport Airport with connections available worldwide.

Albuquerque is the highest metropolitan city in America with an elevation of 5312. The weather is mild all the time offering 4 distinct seasons with 310 sunny days a year, perfect for all kinds of outdoor activities and comfortable lifestyle.

Rugged mountains surrounded by high desert scented with sage and piñon and a deep history create a setting for a unique mix of cultures. Ride the world's longest aerial tram and enjoy the largest gathering of hot air balloons in the world. This is Albuquerque.



Albuquerque Balloon Fiesta

Albuquerque, New Mexico

Upside Potential

The Best Western InnSuites Hotel & Suites is strategically located around strong transportation corridors, strong commercial and government development, close proximity to educational centers and a variety of restaurants/shopping. Albuquerque's largest employers include: Intel Corporation, Honeywell Defense and Space Electronic Systems, Eclipse Aviation, Ethicon Endo-Surgery, GE Aircraft Engines, Kirtland Air Force Base and many more! The area's colleges and universities include: University of New Mexico, University of Phoenix, ITT Technical Institute, Pima Medical Institute and more! This creates a good corporate, government and leisure market for the hotel.

Strong Lodging demand is present throughout the area at the crossroads of major I-25 and I-40 freeways, New Mexico's largest Airport, Shopping, University, Government and Businesses.



Downtown Albuquerque, New Mexico

Albuquerque, New Mexico

Property Overview

Property:	Best Western Airport InnSuites Albuquerque Hotel & Suites
Location:	The Suite hotel is located on the northeast corner of Alamo Avenue and Yale Boulevard, approx 3 blocks south of the Albuquerque International Sunport Airport and is just 4 miles from the intersection of I-25 and I-40.
Number of Suites:	102 studios and suites (Originally 121 keys now with 20 suites)
Size and Shape:	The property is generally rectangular in shape with 300 feet frontage along the east side of Yale Boulevard by a depth of approximately 430 feet, which provides frontage along the north side of Alamo Avenue. Two buildings house the suites and both provide easy access to the heated swimming pool and Jacuzzi/Spa. The PJ's Café is located in the Lobby.
Land area:	2.99 acres +/-; 130,234 gross SF +/- Land Lease
Zoning:	The majority of the site is zoned M-1, a light manufacturing zone. A small portion of the southwest corner is zoned C-3, a heavy commercial zone. Within a light manufacturing zone, most varieties of commercial uses, including motels/hotels and restaurants are allowed. These same uses are also allowed under the C-3 classification. The hotel subleases to Village Inn and Bank of America.
Year Built:	1980 and 1984. Refurbished 2007.
Primary Amenities:	Outdoor heated swimming pool and Jacuzzi spa PJ's café in the lobby Meeting room Free Full Hot, Healthy Breakfast Buffet Free Evening Social Hour Exercise Area Free High Speed Internet Access (hard-wired & wireless throughout the property)

Albuquerque, New Mexico

Lease Summarization

The following information is a summary of the existing land lease on the subject Best Western Airport InnSuites Albuquerque Hotel and Suites. The entire land lease and addendums and amendments are available upon opening of escrow with a minimum of \$100,000 in fully refundable earnest money for the first 30 days:

- The monthly lease payment due is \$8,177.75.
- The Village Inn sub leases land and pays the subject \$2,592 per month.
- The Bank of America sub leases land and pays the subject \$390 per month.
- The original lease was a 50-year lease beginning January 10, 1979 which was amended on January 24, 2003 to expire September 30, 2033, unless sooner terminated or extended.
- Net Land Lease Expense less Lease Income is a modest \$5195.95 per month.

Albuquerque, New Mexico

Financial Overview

Trailing 12 Month Operating*			
	<u>Total</u>		<u>Room Revenue</u>
Total Revenue	\$1,969,387	October 08	\$204,192
Room Revenue	\$1,961,704	November 08	\$121,554
OCC	73%	December 08	\$129,066
ADR	\$74	January 09	\$126,992
Suites Available	36,865	February 09	\$131,066
Suites Occupied	26,911	March 09	\$162,476
		April 09	\$166,758
		May 09	\$167,543
		June 09	\$183,368
		July 09	\$175,100
		August 09	\$162,700
		September 09	<u>\$163,700</u>
(Oct 2008-Sept 2009) Actual		Total	\$1,895,115

Business Estimated Breakdown

Government: 30% Leisure: 30% Corporate: 25% Groups: 15%

Terms of Sale

Price: \$5,500,000 Cash or
 The seller may consider seller financing*: \$5,900,000 Terms
 35% down \$2,000,000
 Assume First Mortgage at 7.75% (Due 10/1/2021) \$1,500,000 (approx)
 Seller soft second 5% interest only for 2 years
 & thereafter prime rate not less than 8% (Due 9/1/15) \$2,400,000 (approx)
Total **\$5,900,000**

Franchise: Best Western (largest international brand) is in good standing and provides a solid primary source of reservations. InnSuites Hotel & Suites regional trademark is available on a cost effective month-to-month basis the first year and year-to-year thereafter to supplement reservations.

Management: Sale unencumbered by management

Land Lease: Current ground lease (unless extended) would expire 9/30/33.

Cap Rate based on Cash Purchase: 10% (With Good Upside Potential)
 Cap Rate based on Leveraged with 35% Down: 16% (With Good Upside Potential)

*In the event of seller financing, the soft second would be all due in the event of a default on 1st and all due if refinance. Best Western franchise and InnSuites trademarks are required as long there is second financing. A default on the franchise is a default on financing. Management by InnSuites Inc. is required unless buyer manages. Management by InnSuites Inc. is required in the event of default as long as there is outstanding seller financing.

Albuquerque, New Mexico

Annualized Statistics Projected	12 Month Trailing	2010
Annual Room Revenue	\$1,922,301	\$2,005,007
Occupancy	75	77
Average Daily Rate (ADR)	\$ 69	\$ 70
Gross Operating Profit \$	\$689,641	\$733,455
Less Land Lease	\$103,364	\$106,559
Add Back InnSuites Fees:		
Management Fees	\$ 47,947	\$ 50,125
Trademark Fees	\$ 23,974	\$ 25,063
Ad Trust Fees	\$ 19,274	\$ 20,050
Accounting Fees	\$ 24,000	\$ 24,000
Half G&A	<u>\$ 83,983</u>	<u>\$ 82,104</u>
Adjusted Gross Operating Profit \$	\$785,455	\$828,238
Price per Suite (cash price)	\$53,921	
Gross Revenue Multiplier (cash price)	2.90x	
Cash on Cash Unleveraged Return	10% (approx)	
Leveraged Return based on Soft Second	16% (approx)	

Based on Trailing 12 months through October 31, 2009.

All information, including financial information contained herein is provided from sources believed reliable with applicable adjustments. All of the information provided is accurate to the best of the knowledge of the owner and the broker, nonetheless, the property is to be sold "as is". More information should be independently verified by the buyer.

Albuquerque, New Mexico

Financial Information

ALBUQUERQUE BEST WESTERN HOTEL

PROPERTY OPERATING STATEMENTS - UNAUDITED NOI

For the 12 Months Ended January 31, 2008, 2009, October 31, 2009 and Projected December 31, 2009 and 2010

	31-Jan-08	31-Jan-09	Trailing 12-Month 31-Oct-09	Projected 31-Dec-09	Projected 31-Dec-10
Revenues					
Room	\$ 1,832,869	\$ 2,011,622	\$ 1,922,301	\$ 1,900,481	\$ 2,005,007
Food & beverage	6,777	4,605	2,279	2,229	2,507
Telecommunications	4,128	3,433	2,782	2,286	2,515
Miscellaneous	64,008	79,051	72,102	69,342	72,809
Total revenues	\$ 1,907,782	\$ 2,098,711	\$ 1,999,464	\$ 1,974,338	\$ 2,082,838
Expenses					
Rooms	\$ 533,691	\$ 522,258	\$ 483,687	\$ 490,278	\$ 504,986
Food & beverage	12,584	1,290	525	36	38
Telecommunications	13,566	14,671	12,464	12,887	13,209
Miscellaneous	2,996	954	1,140	1,284	1,310
G&A	190,660	181,530	167,966	160,202	164,207
Advertising & promotion	133,240	135,850	141,667	138,870	141,647
Utilities	94,539	92,356	94,614	94,912	96,810
Repairs & maintainance	153,763	135,706	124,686	130,863	133,480
Hospitality	77,242	103,971	109,872	108,466	111,178
Management fees to affiliates	47,698	51,800	47,947	47,502	50,125
Advertising Trust fees to affiliates	18,201	19,920	19,274	19,096	20,050
Corporate accounting fees	24,000	24,000	24,000	24,000	24,000
Best Western trademark license fees	61,841	55,583	58,007	58,006	63,280
Trademark license fees to affiliates	23,847	24,900	23,974	23,751	25,063
Total expenses	\$ 1,387,868	\$ 1,364,789	\$ 1,309,823	\$ 1,310,153	\$ 1,349,383
Gross Operating Profit	\$ 519,914	\$ 733,922	\$ 689,641	\$ 664,185	\$ 733,455
Add back:					
Corporate accounting fees	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000	\$ 24,000
Management fees to affiliates	47,698	51,800	47,947	47,502	50,125
Advertising Trust fees to affiliates	18,201	19,920	19,274	19,096	20,050
Trademark license fees to affiliates	23,847	24,900	23,974	23,751	25,063
1/2 Repairs & maintainance	76,881	67,853	62,343	65,431	66,740
1/2 G&A expense	95,330	90,765	83,983	80,101	82,104
Subtotal add backs	\$ 285,957	\$ 279,238	\$ 261,521	\$ 259,881	\$ 268,082
Adjusted Gross Operating Profit	\$ 805,871	\$ 1,013,160	\$ 951,162	\$ 924,066	\$ 1,001,537
Deduct:					
Real estate and personal property taxes	\$ 43,531	\$ 47,293	\$ 50,333	\$ 47,052	\$ 48,500
Land Lease	99,154	102,360	103,364	103,455	106,559
New Management fee 2%	36,657	40,232	38,446	38,010	40,100
New Trademark license fees 1%	18,329	20,116	19,223	19,005	20,050
Replacement Reserves 3%	54,986	60,349	57,669	57,014	60,150
Subtotal deducts	\$ 252,657	\$ 270,350	\$ 269,035	\$ 264,536	\$ 275,359
Adjusted Net Operating Income	\$ 553,214	\$ 742,810	\$ 682,127	\$ 659,530	\$ 726,178

*Professional fees, depreciation and interest expense not included in statement

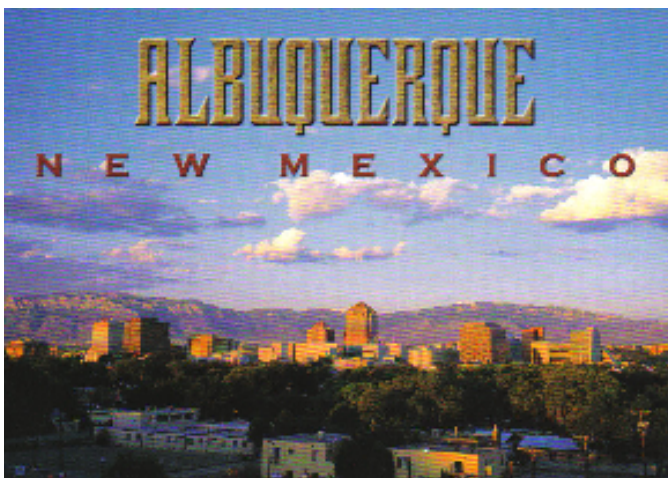
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Albuquerque, New Mexico

Location

Best Western Airport InnSuites Albuquerque Hotel & Suites
2400 Yale Boulevard SE
Albuquerque, NM 87106

- The hotel is ideally located for the government, business and leisure traveler; in the heart of the Southwest, at the entrance to the Albuquerque International Sunport Airport, 3 miles to the Kirtland Air Force Base and 4 miles to the intersection of two major cross-country interstates and in the heart of all New Mexico has to offer—cultural/historical, adventure, mountains, cuisine, golf, spas and more.
- Access to the hotel is convenient from I-25, I-40 or the Airport.
- The Albuquerque International Sunport Airport principal entrance is located approximately 3 blocks from the hotel.
- Albuquerque is acclaimed with:
 - Albuquerque International Sunport Airport (ABQ)
 - Access to Southwest's freeway system via I – 25, I – 40
 - Convenience to local, regional, national & international markets
 - Albuquerque is bordered on the east by the Sandia and Manzano Mountains, and on the west by Petroglyph National Monument.
 - Nearby mountains, high desert playgrounds, cultural/historical/gastronomical attractions
 - Adjacent to University of New Mexico, Kirtland Air Force Base and an abundant and skilled workforce.
 - Albuquerque is home to manufacturing giants including Intel and Honeywell.
 - The city spans 187 square miles at elevations ranging from 4,500 to 6,500 feet. The greater Albuquerque area covers approximately 400 square miles.
 - Albuquerque is home to several wineries. New Mexico is the oldest wine-producing region in the country with the first grapevines brought to the state in 1629. The state now has 19 wineries, producing almost 350,000 gallons of wine each year.



Albuquerque, New Mexico Skyline and New Mexican Famous Chilis

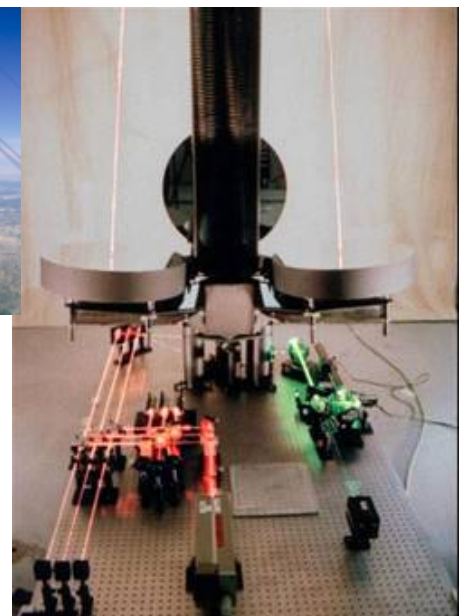
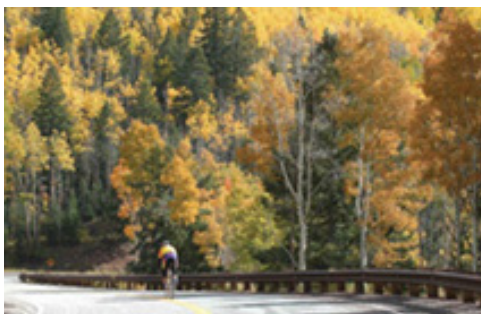
Albuquerque, New Mexico

Competitive Overview

Property	Rooms	Opened
Best Western InnSuites Hotel Albq. (subject)	102	1980
Comfort Inn Airport Albuquerque	118	1984
Holiday Inn Express Hotel Albq Airport	58	1995
Hampton Inn Albuquerque Airport	62	1995
Sleep Inn Albuquerque Airport	105	1996
Fairfield Inn Albuquerque Airport	118	1997
Country Inn & Suites Albuquerque Airport	80	2001
Ramada Limited Albuquerque Airport	72	1997
La Quinta Inns Albuquerque Airport	105	1982
Hilton Garden Inn Albuquerque Airport	107	2002
Total	927	

The Hotel is well located with respect to numerous Albuquerque-based businesses and other key demand generators:

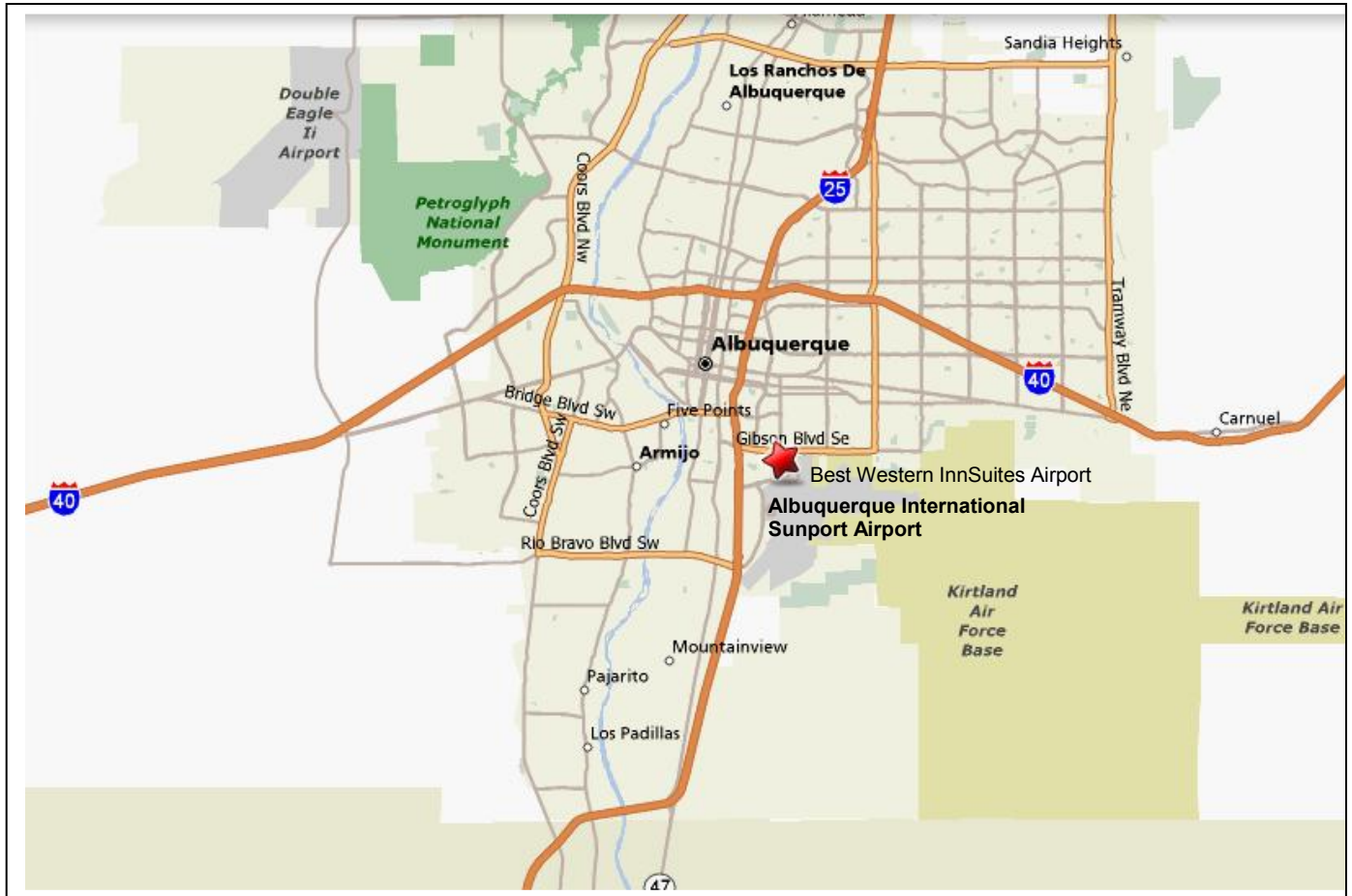
Area Demand Generators	Distance
Albuquerque International Airport	< 1 mile
Puerto del Sol Golf Course	< 1 mile
University of New Mexico	2 miles
Eclipse Aviation Corporation	2 miles
Kirtland Air Force Base	3 miles
Honeywell Corporation	5 miles
Intel Corporation	15 miles
Santa Fe	65 miles
Taos	130 miles



Albuquerque, New Mexico Recreation and Commerce

Albuquerque, New Mexico

Location Map



Albuquerque, New Mexico

Guestrooms

The hotel features 102 guest studios and suites. Of all the suites, the Studio with 1 King and Studio with 2 Queens are single studios. The remaining suites are 2-room suites in design. Therefore, 21 of the 102 units are 2-room suites. 5 of the 102 units include an oversized therapeutic two-person Jacuzzi tub which benefits premium corporate and weekend leisure business.

Guest Studio and Suite Inventory	
Type	Number
Studio with 1 King bed	45
Studio with 2 Queen beds	35
Executive Suite with 1King bed	13
Family Suite with 2 Queen beds	2
Presidential Jacuzzi Suite	5
Convertible Meeting "Board Room Suite"	1
Manager's Apartment	1
Total No. of Studios and Suites	102 Suites

Guest Studios and Suites feature the following amenities:

- Simmons Cloud 9 Pillowtop Beds
- Large TV's with Premier Cable Movie Channels
- Microwave/Refrigerator
- Coffee Maker with Coffee & Tea
- Free Hi-Speed and Wi-Fi Internet Access with both Reliable Hard-wired and Convenient WiFi
- Two-line phones with Free Local Phone Calls and Voicemail
- Room Service
- Convertible Sofa beds in the Living Room and select Studios
- AM/FM Clock Radios
- Hairdryer
- Quiet Air Conditioning with Wall-mounted Thermostats
- Iron/Ironing board
- Electronic Locks
- Smoking/Non-Smoking
- Handicap Accessible



View of Suite's Living Room

Albuquerque, New Mexico

Meeting Facilities

The hotel is the ideal location for your meeting with conference facilities ranging for 10 – 40 people. Catering, Audio Visual Equipment and free High Speed Internet access are all available for client's meeting success. Also, enjoy the Computer Business Center with free high speed internet access plus limited fax and copy service, free local phone calls and other business support services, making the meeting a very special event.

Meeting Space (Size and Capacity)							
Room	Dimensions	Sq Ft	Height	Conference	Classroom	Theater	Banquet
The Sunport Meeting Room	25 x 25	625	9'		35	40	40



The Sunport Meeting Room

Albuquerque, New Mexico

Food & Beverage

PJ's Café restaurant provides a complimentary hot healthy breakfast buffet and complimentary afternoon social hour.

Dining Out

In addition to PJ's Café, there are many restaurants in the surrounding Albuquerque area. Most popular and convenient is the adjacent 24-hour Village Inn.

Guests will love the dining experience in the surrounding Albuquerque area where there are so many choices of fine restaurants. Some of the restaurants available within 5 minutes include: Fuddrucker's, Tucanos, Yanni's, Albuquerque Petroleum Club, El Norteno, The Artichoke Café, Great American Land and Cattle, Los Cuates Mexican Restaurant, Rancher's Club of New Mexico, Trombino's Bistro Italiano, Mr. Powdrell's Barbeque House, Bangkok Café, Route 66 Diner, Applebee's and many, many more!



Best Western Airport InnSuites Albuquerque Hotel & Suites

Albuquerque, New Mexico

Guest Services

The hotels convenient location is just minutes away from all Albuquerque's attractions including airport, shopping, cultural/historical sites, golf courses, mountains, sporting events, freeways as well as major business and government districts making this hotel an excellent choice for the business traveler or the leisure guest. The hotels staff is available 24 hours a day to assist guests with any request they may have.

Guest Services

Complimentary 24 hour Airport Shuttle
Complimentary Hot Healthy New Mexico
Breakfast Buffet
Guest Laundry, Ice Machines,
Beverages/Snacks

Fitness Center
Heated Pool/Spa
PJ's Café
24 hour Front Desk
Pet Friendly

Complimentary Daily Newspaper
Complimentary Hosted Social Hour with New
Friends
Business Center with Free High Speed Internet
Computers and Printer plus Limited Free
Copies and Faxes
Meeting Room Facilities
Patio Area/Sundeck
Barbeque Gas Grills
Ample Free Parking/Bus, Car, Truck, RV
Safe Deposit Boxes



Relaxing Pool Area

Albuquerque, New Mexico

Capital Expenditures

Total 2006, 2007 and so far in 2008 capital expenditures for the hotel were approximately \$250,000. This included but was not limited to:

- Cloud 9® Beds (New comfortable Simmons pillow-top “Cloud 9®” beds.), Premium Carpet, Lights, Framed Vanity Mirrors, Queen-sized Sofa Sleepers, Flat screen TVs, Premium Granite bathroom vanities, Framed mirrors, Tulip vanity lights, Paint/Stucco, PJ’s Café upgrades and much more.

Taxes

Real Estate

The hotel is assessed tax parcel number 101605502738820214 by Bernalillo County Assessor’s Office. The 2006 real estate taxes were \$41,109 or \$407 per room. The low per room amount is due to the hotels numerous 2-room suites. According to the Assessor’s office, all taxes are current and there are no delinquent taxes.



New Cloud 9® Beds and Bedding

Albuquerque, New Mexico

Environmental

Neither the Owner nor their advisors make any representations regarding the environmental condition of the hotel. All prospective purchasers are encouraged to perform an independent environmental inspection of the property. A prior Phase I lender environmental report is available upon request.



Sandia Mountains

Albuquerque, New Mexico

Property Features

Property:

The total improvement size is 54,806 square feet. The average size of the studios and suites in the Original Building range from approximately 300 to over 400 square feet. The Executive Building has studios and suites ranging from 380 to 400 square feet with one unit measuring 520 square feet. The Original Building contains the hotel lobby and registration area, along with the administrative offices, PJ's Café, meeting room, and library. The Executive Building contains the fitness facility.

Of the 102 guest suites, 6 are handicapped and 92 are non-smoking.

There is a heated swimming pool and Jacuzzi spa, along with a guest gas barbeque grills.

There are walkways throughout the common area of attractive landscaping.

Utilities:

All public utilities are available to the subject including the following:

Electricity: PNM Electric and Gas Service
Telephone: Qwest Communications
Gas: PNM Electric and Gas Service
Water/Sewer: City of Albuquerque
Public services of police and fire protection are provided by the City of Albuquerque.



Petroglyph National Monument

Albuquerque, New Mexico

Property Features

Site Improvements:	The hotel has paved parking for approximately 148 vehicles. Parking is shared with the Village Inn restaurant to the west. The bulk of the site is attractively landscaped with petrified wood, ponderosa pine trees and grassy areas. The site was developed with 121 hotel suites indicating a density of 40 suites per acre.
Locks:	Electronic
HVAC:	All Suites are thermostatically controlled. Heating and cooling is provided by remote roof-mounted systems.
Laundry Facilities:	The guest laundry facility consists of one washer and one dryer. The onsite laundry for the hotel consists of four commercial washers and three dryers.
Gross Building Area:	54,806 SF
Number of Studios and Suites:	102 Studios and Suites
Parking:	148 Total parking spaces
Assessor's Parcel Number	101605502738820214
Zoning:	Majority is MI-Light Manufacturing Zone and a small portion of the SW corner is C-3, heavy commercial zone, (allowing office, hotel and restaurant uses)



Enjoy Albuquerque's Golf Courses with Over 310 Sunny Days per Year!

Albuquerque, New Mexico

Construction Detail

A general description of the subject's construction material follows. These descriptions relate to all buildings.

Foundation:	Four-inch concrete
Floors:	Poured concrete on both the ground floor and second floor.
Exterior Walls:	Wood frame with a stucco finish.
Roof:	Built-up plywood and roofing material that is tarred with gravel coating.
Windows:	Dual pane glass panel in aluminum frame.
Doors:	Attractive glass in metal frame for the lobby entrances. The doors to each individual suite are hollow core metal. All guest suite doors are automated card key electronic locking system.
Floor Coverings:	The guest suites have good quality carpet. This carpet is also found in the meeting room and lobby areas. The lobby and reservation area are attractive ceramic tile. The restrooms have upgraded ceramic tile.
Ceilings:	Blown-on acoustic. Corridors in the original building are 2' x 4' dropped acoustic tile in metal grid system.
Interior Walls:	The walls between the guest suites are 2' x 6' studs with insulation, covered with 5/8" gypsum wallboard. The walls are covered with a combination of smooth finished paint and attractive wallpaper. Crown molding has been installed in all guest studios and suites.
Restrooms:	Each guest suite has at least one tub/shower, one toilet and one sink. A mirrored wall and vanity are located outside the restroom area in some suites.
Lighting:	Lighting is provided by wall-mounted lights and lamps on desks.
Fire protection:	Each studio and suite has a smoke detector.



Free Airport Transportation

Albuquerque, New Mexico

Submarket Overview

Forbes voted Albuquerque one of the top cities for Business and Careers in 2007. Inc. magazine voted Albuquerque one of the best mid-size cities for doing business due to its business services, education and health, and leisure. Fortune magazine named Albuquerque one of the top 10 best places to own real estate in 2007.

The Best Western Airport InnSuites Albuquerque Hotel & Suites benefits from its Airport location at Yale Boulevard. The Albuquerque International Sunport Airport (ABQ) is decorated with more than 100 pieces of fine art from New Mexican artists and is host to regular art exhibits and musical performances. However, the airport market in Albuquerque is different than most airport markets, as it is conveniently located to a substantial business base of offices, including Sandia National Laboratories and the industrial/office market around the airport along with Kirtland Air Force Base. Corporate and Government provide a large percentage of “base business” to the hotel.

The city's major sporting facilities are located near the airport, too. Nearby sports include: football at the University Stadium, baseball at the multimillion-dollar Isotopes Park, basketball at the University of New Mexico Arena (named by Sports Illustrated as one of the top places to watch a sporting event) or golf at either the Puerto del Sol Golf Course or the University of New Mexico's Championship Golf Course (nationally recognized by Golf Digest and Golfweek magazines).

Not far from the airport is New Mexico's premier 12,000-seat outdoor amphitheatre, the Journal Pavilion where national touring acts play all summer long.

This high desert city offers a wide variety of business opportunity along with a wide range of activities to increase guest satisfaction.



Albuquerque, New Mexico

Albuquerque Region

Albuquerque is a city of contrasts. Nestled between the towering Sandia Mountains and the Rio Grande Valley, the city of Albuquerque is rich with culture and heritage, breathtaking landscape and equipped with vibrant energy that's indispensable to a fast-growing city.

Year after year residents flock to the city to enjoy Albuquerque's quality of life and developing business environment. The city continues to grow its infrastructure, enhance its business policies and expand its outlook for current and future business prospects. The population continues to grow as well to accommodate the evolving environment. Albuquerque has grown from 5,000 residents at the onset of the railroad era in the 1880s to more than 550,000 in the year 2000, in the metro area alone.

New Mexico ranks as the 12th state in the nation for growth, due in large part to the rapid population growth of the Albuquerque metropolitan area. Albuquerque is also a center for tourism, attracting skiers, museum-goers, balloonists, and adventure-seekers of all kinds. Albuquerque's temperate climate, large number of sunny days, proximity to both mountains and rivers and central location along both old Route 66 and, later, Interstate 40 have been drawing people to Albuquerque for years.

Basic Information:

Incorporated: 1885

Elevation: 5314

Located in Bernalillo County

Nearby Highways: Hwys I-25 and I-40

Climate: Moderate, dry and sunny all year with four seasons. During the summer months Albuquerque is warm with temperatures well over 90 degrees while winters can be cold as daytime temperatures can fall to freezing levels during December and January.

Distance to Major Cities:

Santa Fe: 63 miles

Las Cruces: 222 miles

El Paso, TX: 266 miles

Flagstaff, AZ: 322 miles

Colorado Springs, CO: 378 miles

	Population		
	1990	2000	2006
Albuquerque	384,736	448,607	486,929
Bernalillo County	480,577	556,678	602,338
New Mexico	1,515,069	1,819,046	1,954,599

Source: City of Albuquerque, Bernalillo County and State of New Mexico

Albuquerque has a strong, diversified economy featuring aviation/aerospace, microelectronics, biotechnology, IT/software, optics and Microsystems.

Albuquerque, New Mexico

Albuquerque Region

Metropolitan Area Occupational Employment and Wage Estimates

Major Occupation Category	Hourly Mean	Hourly Median	Annual Median
Food Preparation & Serving	\$7.52	\$6.80	\$14,136
Building & Grounds Maintenance	\$8.89	\$8.03	\$16,694
Personal Care & Service	\$9.00	\$8.49	\$17,666
Healthcare Support	\$11.49	\$10.70	\$22,255
Production	\$13.84	\$12.26	\$25,494
Office & Administrative Support	\$13.24	\$12.35	\$25,682
Transportation & Material Moving	\$13.84	\$11.68	\$24,289
Sales & Related	\$14.00	\$10.75	\$22,363
Construction & Extraction	\$14.91	\$13.65	\$28,390
Protective Services	\$14.60	\$13.30	\$27,649
Community & Social Service	\$16.36	\$14.86	\$30,910
Installation, Maintenance, Repair	\$17.26	\$16.16	\$33,628
Arts, Design, Entertainment, Sports, Media	\$17.80	\$15.55	\$32,345
Business & Financial Operations	\$24.95	\$22.06	\$45,889
Life, Physical & Social Science	\$28.56	\$24.27	\$50,480
Legal	\$31.59	\$23.17	\$48,204
Computer & Mathematical	\$31.21	\$28.32	\$58,905
Management	\$37.04	\$32.21	\$66,988

Source: New Mexico Department of Labor Economic Research & Analysis,
Occupational Employment Statistics, March 2006

Major Employers

Intel Corporation
Honeywell Defense & Space Electronic Systems
Eclipse Aviation
Ethicon Endo-Surgery
GE Aircraft Engines
Thomas & Betts
General Mills
Kirtland Air Force Base
University of New Mexico
Albuquerque Public Schools
Sandia National Laboratories
City of Albuquerque
Central NM Community College
Bernalillo County

Source: abq.org

Albuquerque, New Mexico

Albuquerque Region

Climate

Albuquerque is located on a semi-arid plateau at over 5,300 feet above sea level - making it the highest metropolitan city in the United States. Located along the Rio Grande River, the city is bounded by the Sandia Mountains to the east of the city. The highest peak of the Sandia Mountains is over 10,800 ft.

Weather	City Stats	Natl. Avg.
Annual days with precipitation	59	110
Annual days with mostly sun	283	213
Annual snowfall (inches)	9.7	24.2
Annual days <32° F	123	88.0
Annual days >90° F	61	37.9
Average high temp in July °F	91.7°	86.8°
Average low temp in January °F	23.4°	26.5°

Source: abq.org

Medical

Albuquerque has eight hospitals

Education

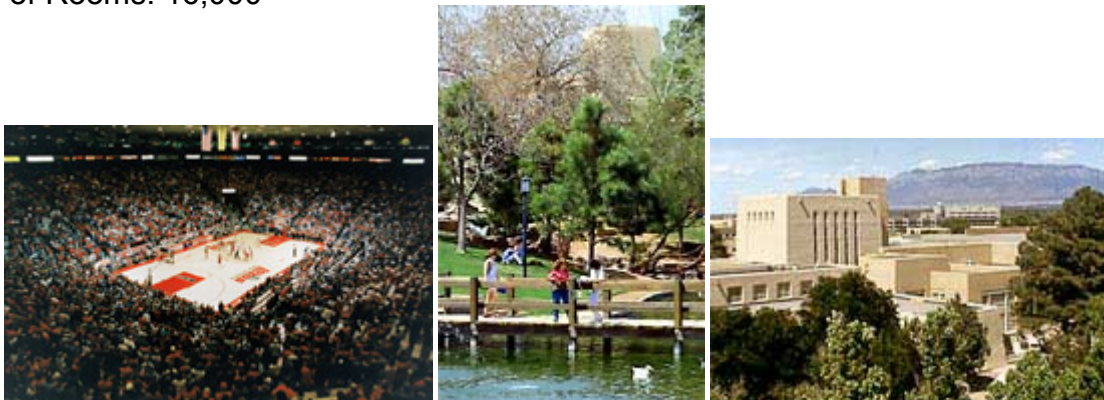
There are private and public schools, colleges and universities located in Albuquerque.

Financial

Number of banks: 120

Hotel & Lodging

Number of Rooms: 16,000



University of New Mexico

Albuquerque, New Mexico

Airline Transportation

Albuquerque International Sunport Airport (ABQ)

Albuquerque International Sunport Airport welcomes more than six million travelers per year. Eight major commercial carriers serve the airport: American, Continental, Delta, Frontier, Northwest, Southwest and US Airways. Regional airline service is provided by ExpressJet, Shuttle America, Horizon Air, Mesa Airlines and Skywest Airlines. It also receives regular service from commuter airlines: Great Lakes Airlines, and Mesa Airlines. Freight service is provided by DHL Express, Empire, Federal Express, Southwest Aero Service and UPS.

Southwest Airlines is ABQ's largest carrier; it handled 51.2% of ABQ's 2006 passengers.

ABQ offers nonstop service to 39 cities, including: Amarillo, Atlanta, Austin, Baltimore (BWI), Chicago (Midway/O'Hare), Cincinnati, Dallas (DFW/Love Field), Denver, El Paso, Houston (Bush/Hobby), Kansas City, Las Vegas, Los Angeles, L.A.-Ontario, Lubbock, Midland/Odessa, Minneapolis/St. Paul, Newark, Oakland, Oklahoma City, Orlando, Phoenix, Portland, Sacramento, Salt Lake City, San Antonio, San Diego, San Francisco, Seattle/Tacoma, St. Louis, Tampa Bay, Tucson, Tulsa, Washington (Dulles). Nonstop in-state service is offered to Carlsbad, Clovis, Farmington, Roswell and Silver City.

The Albuquerque International Sunport Art Collection is displayed throughout the terminal. The collection includes Native American, Hispanic and Contemporary works by New Mexico artists.

The Best Western InnSuites Hotel & Suites is located just 4 blocks from the Airport principal entrance/exits.



Kirtland Air Force Base and Albuquerque International Sunport Airport

Albuquerque, New Mexico

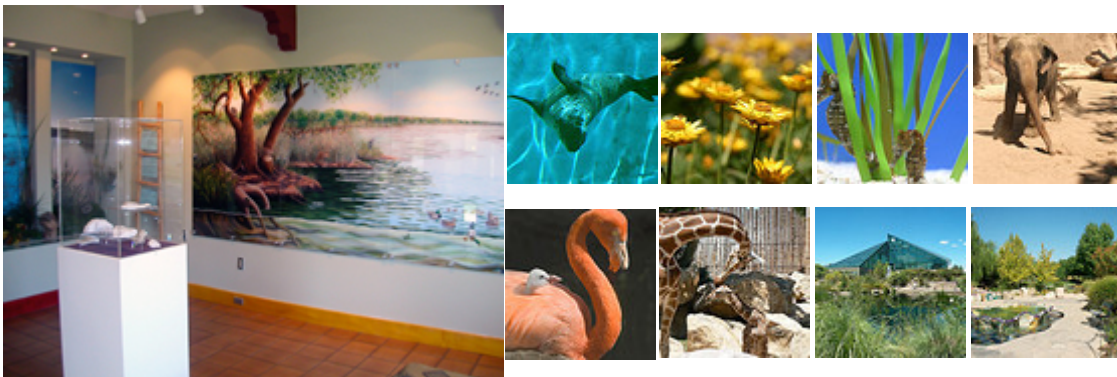
Tourism

The true Southwest awaits you in Albuquerque, New Mexico. Immerse yourself in the rich culture and heritage, rooted in centuries of history. Soak in the blue skies and sun that shines 310 days a year- perfect for outdoor activities. Breathe in the high desert air scented with sage and piñon, and you'll understand why Albuquerque, NM is a destination like no other.

Whether you want to shop for authentic Native American jewelry, try hot air ballooning, explore living history museums, enjoy Albuquerque events and festivals, sample local cuisines or hit the golf courses and spas, Albuquerque has you covered.

One of the oldest cities in the U.S., Albuquerque boasts a unique multicultural heritage and history where Native American, Hispanic & Latino, Anglo and other cultural influences are a part of everyday life. You'll always feel you're someplace special when you're eating at one of our traditional New Mexican restaurants, shopping at one of our more than 3,000 shops and galleries, or enjoying our world-class visual and performing arts. Nowhere is the confluence of past and present more dramatic than in Albuquerque, where the modern city skyline is set against a backdrop of the ancient Sandia Mountains and an endless, timeless blue sky.

Spectacular weather makes Albuquerque an ideal destination for outdoor activities, including golfing, biking and skiing. The unique weather features also make Albuquerque the hot air ballooning capital of the world. Balloons dot the clear blue skies almost every morning, revealing a myriad of colors year-round. At night, the city is bathed in the glow of neon signs, relics of Albuquerque's place on historic Route 66. Locals and visitors kick up their heels in the bustling downtown entertainment district, go out for a night of entertainment by one of the international theater and dance companies, or visit one of the many casinos surrounding the metropolitan area.



Art Galleries, Albuquerque Aquarium, Rio Grande Botanic Garden, Rio Grande Zoo and Tingley Beach.

Albuquerque, New Mexico

Competitive Overview

The Best Western Airport InnSuites Albuquerque Hotel & Suites' competitive set comprises of 10 hotels including Best Western Airport InnSuites Albq.) offering a total of 927 guestrooms. The properties are considered competitive based upon their location, demand orientation, chain affiliation, facilities, amenities, and overall quality. A summary of the competitive properties appears in the table below.

Property	Rooms	Opened
Best Western InnSuites Hotel Albq. (subject)	102	1980
Comfort Inn Airport Albuquerque	118	1984
Holiday Inn Express Hotel Albq Airport	58	1995
Hampton Inn Albuquerque Airport	62	1995
Sleep Inn Albuquerque Airport	105	1996
Fairfield Inn Albuquerque Airport	118	1997
Country Inn & Suites Albuquerque Airport	80	2001
Ramada Limited Albuquerque Airport	72	1997
La Quinta Inns Albuquerque Airport	105	1982
Hilton Garden Inn Albuquerque Airport	107	2002
Total	927	

Comfort Inn Airport Albuquerque

Location: 2300 Yale Blvd SE
Albuquerque, NM

Number of Rooms: 118

Built: 1984

Meeting Space: none

Facilities: Guests enjoy Free deluxe continental breakfast, Free airport shuttle, Free wireless and wired high-speed Internet access, Free weekday newspaper and Free coffee. The pool is seasonal.



Albuquerque, New Mexico

Competitive Overview

Hilton Garden Albuquerque Airport

Location: 2601 Yale Blvd SE
Albuquerque, NM

Number of Rooms: 107

Built: 2002

Meeting Space: 1188 SF

Facilities: Designed for the executive and family traveler, rooms include one king or two double beds, chair with ottoman, large work desk, 2 phones, each with 2 lines, data port and voicemail, refrigerator, microwave, coffeemaker, iron and ironing board. Also available is on-site restaurant.



Sleep Inn Albuquerque Airport

Location: 2300 International Ave SE
Albuquerque, NM

Number of Rooms: 105

Built: 1996

Meeting Space: none

Facilities: Guests enjoy Free hot breakfast, free local calls, free USA Today, free high speed internet, free airport shuttle service between 5:00 a.m. and 10:00 p.m. Guests will also enjoy the evening dessert and coffee hour, plus use of the indoor heated pool, hot tub and exercise room. Refrigerators and microwaves are available in some rooms—not all.



La Quinta Inns Albuquerque Airport

Location: 2116 Yale Blvd SE
Albuquerque, NM

Number of Rooms: 105

Built: 1982

Meeting Space: none

Facilities: Guests enjoy Free deluxe continental breakfast, Free airport shuttle, Free high-speed Internet access in some rooms and Free coffee.

