THE DAKOTA

Sioux Falls, South Dakota

Offering Memorandum

Sioux Falls, South Dakota | 98 Guestrooms + 1 Manager's Apartment | Fee Simple

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AVISON YOUNG

NAI Sioux Falls

CONTENTS

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01 EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

Price **$5,500,000** | Price per Key $56,122 | Number of Rooms 98

PROPERTY OVERVIEW

The Dakota is currently operated as an extended-stay hotel catering to long-term guests. Featuring 98 rooms (+ a manager's apartment), a well-appointed water park, and an excellent location. The Dakota appeals to both transient/leisure and corporate travelers. A buyer could choose to operate it as an independent property or leverage one of the newer mid-scale brands from Hilton, IHG, and many others. Spark by Hilton has expressed interest, offering a potential opportunity to reposition the hotel under the sought after Hilton family of brands.

With a history of generating $1.9 million in revenue under a previous owner, the opportunity to purchase and renovate the hotel at a value well below replacement cost presents a compelling investment strategy. This is further supported by the market's Mid-scale REVPAR of $52. In the greater Sioux Falls market, REVPAR has increased by 3.1%, reaching $78, providing additional potential for outperformance with a strong product and successful management team.

PROPERTY HIGHLIGHTS

- 98 Guestrooms, + Manager's Apartment
- Two-story, Interior Corridor
- Hilton, IHG, and other Brand Conversion Opportunity
- Discount to Replacement Cost
- Growing Population in an Expanding Market

FINANCIAL SUMMARY/ PROJECTIONS

	Year Ending Dec 2023	T12 Jun 2024	Year 1	Year 2
Room Revenue	$1,266,933	$1,363,908	$1,750,102	$1,869,950
Total Revenue	$1,277,407	$1,377,953	$1,765,702	$1,887,950
Occupancy	75.0%	70.0%	69.0%	69.7%
Average Daily Rate	$46.75	$53.92	$70.00	$74.26
Net Operating Income (1)	$222,057	$274,033	$636,428	$734,571
Net Operating Percentage	17.4%	19.9%	36.0%	38.9%

(1) - Includes 3% Management fee and 4% FF&E Reserve

02 PROPERTY SUMMARY

LOCATION

The Property's civic address is 3200 West Russell Street in Sioux Falls, South Dakota.

ACCESSIBILITY

The Hotel is easily accessible from Interstate 29 and Russell Street.


The DAKOTA
The DAKOTA


Schaap's
TRAVELAND


Schaap's TRAVELAND


The
DAKOTA


The
DAKOTA

CONSTRUCTION SPECIFICATIONS

Structure	Concrete and wood frame
Foundation	Concrete
Roof	Gable and flat / Rubber Membrane
Exterior Walls	Wood siding, shaker shingles, concrete block and stone veneer
Interior Walls	Painted drywall
Flooring	Combination of carpet, concrete and LVP
Stories	2
Building Size	54,722 square feet
Built	1975
Acreage	4.0 acres
Zoning	C-4, Commercial-Regional
Parking Spaces	184
HVAC	PTACs units in the exterior walls of the hallway and in each guestroom.
Sprinkler	None
Security	Card readers on doors and 40 security cameras

PROPERTY GALLERY


FARMERS MARKET

03 MARKET SUMMARY

SIOUX FALLS, SD MARKET SUMMARY

ECONOMY & TOURISM

- Sioux Falls is South Dakota's largest and most populous city, with the metro region accounting for more than 30 percent of the state's total population
- Healthcare and education form the backbone of Sioux Falls' economy, representing 20 percent of total employment and anchored by Sanford Health and Avera Health
- The metro's second-largest industry is logistics, largely due to Sioux Falls' strategic location and well-developed infrastructure

BUSINESS

MAJOR EMPLOYERS LOCATED IN/NEAR SIOUX FALLS, SD

HEALTHCARE

- Sanford USD Medical Center and Hospital
- Avera McKennan Hospital & University Health Center
- Sioux Falls Specialty Hospital
- Select Specialty Hospital—South Dakota
- Sanford Children's Hospital

EDUCATION

- University of South Dakota—Sioux Falls (9,000+ students)
- George S. Mickelson Center at Southeast Technical College (2,000+ students)
- Augustana University (2,000+ students)
- University of Sioux Falls (1,500+ students)

TRANSPORTATION

- Interstates 29, 29B, 90, and 229
- Sioux Falls Regional Airport (FSD)
- Sioux Area Metro (SAM)

POPULATION & DEMOGRAPHICS

Population

206,405

Median Household Income

$70,925

Income Per Capita

$46,167

MARKET OVERVIEW

SIOUX FALLS, SOUTH DAKOTA

Sioux Falls is South Dakota's largest and most populous city, serving as the county seat of Minnehaha County. It is the heart of the Sioux Falls, SD-MN Metro Area, which boasts a population of 303,837. This metro region accounts for over 30 percent of South Dakota's total population, highlighting its significance as an economic, cultural, and population center for the state.

ECONOMY/TOURISM

The Sioux Falls metropolitan area stands out as a high-performing economic hub in the Upper Midwest, characterized by a dynamic mix of industries, rapid population growth, and impressive employment gains. With a diverse economy anchored by professional services, healthcare, and logistics, the region has solidified its reputation as a vibrant center of commerce and innovation.

Healthcare and education form the backbone of Sioux Falls' economy, representing 20 percent of total employment in the metro area. This sector is primarily driven by leading institutions like Sanford Health and Avera Health, which are not only local employers but also critical healthcare providers for the tri-state region. The area's status as a healthcare hub is further strengthened by ongoing expansions, including the development of new specialty clinics and investments in telehealth initiatives. These advancements ensure that Sioux Falls remains a leader in delivering accessible and cutting-edge healthcare services.

In addition to healthcare, Sioux Falls boasts a robust logistics sector, which is the second-largest industry in the metro area. Its strategic location and well-developed infrastructure have made it a key logistics center for the Upper Midwest. Recent growth in warehousing and distribution—highlighted by the establishment of a new Amazon facility—illustrates the region's appeal to major corporations seeking efficient supply chain solutions. The trade, transportation, and utilities sectors continue to thrive, contributing significantly to the local economy.

POPULATION
206,405

MEDIAN HOUSE-HOLD INCOME
$70,925

UNEMPLOYMENT
2.0%

INCOME PER CAPITA
$46,167

ECONOMY/TOURISM *(CONTINUED)*

Tourism and hospitality also play a growing role in the Sioux Falls economy. The area's major attractions and increasing conference activity draw visitors from across the region, boosting the local hospitality industry. Together, these diverse economic drivers position Sioux Falls as a dynamic and thriving metro area with a promising future.

HEALTHCARE

Sioux Falls serves as a major hub for healthcare, housing two of the region's top-ranked hospital systems: Avera Health and Sanford Health. These healthcare giants are supported by a thriving network of biotech and pharmaceutical companies, including CIGNA, MedVantx, Inc., and SAB Biotherapeutics. Leveraging its strategic location, Sioux Falls attracts talent from esteemed institutions like the USD Sanford School of Medicine and the SDSU School of Pharmacy to strengthen its healthcare workforce. The city's tax-friendly environment, efficient transportation infrastructure, and access to research funding provide a competitive advantage for health, biotech, and life science companies in the region.

EDUCATION

- The University of South Dakota (USD) is the state's flagship university. With two campuses—one in Vermillion and one in Sioux Falls—the university offers a comprehensive range of academic programs. The Sioux Falls campus offers 30+ academic programs to its 9,000+ students.

- The George S. Mickelson Center at Southeast Technical College serves over 2,000 students, offering pathways to success in 65 distinct career fields. As home to the third-largest graduating class in South Dakota, the center plays a significant role in preparing a skilled workforce for the region.

- Augustana University offers more than 90 undergraduate academic programs to choose from. These include a wide array of majors, pre-professional tracks, minors, and specializations, providing the university's 2,000+ students with diverse opportunities to tailor their education to their interests and career goals.

- The University of Sioux Falls has served its community for 140+ years, offering 90+ degree programs to its 1,500+ students.

SIOUX FALLS, SD MARKET SUMMARY

INFRASTRUCTURE

Highways

- Interstates 29, 29B, 90, and 229

Airports

Sioux Falls Regional Airport (FSD) stands as the largest airport in South Dakota, serving as a critical hub for southeastern South Dakota, southwestern Minnesota, and northwestern Iowa. This airport facilitates a diverse range of operations, including passenger travel, overnight cargo transport, general aviation, and serving as a U.S. Customs Port of Entry. In 2024, FSD accommodated 677,000 passenger arrivals and departures, alongside managing an impressive 97 million pounds of freight and mail, encompassing both scheduled and non-scheduled shipments. The airport is supported by several major airlines, including Frontier Airlines, Allegiant, Delta Air Lines, United Airlines, and American Airlines.

Transit

Sioux Area Metro (SAM) is the local public transit system, operating 16 bus lines within the city.

MAJOR EMPLOYERS	
Sanford Health	9,500+
Avera Health	7,000+
Sioux Falls School District	3,500+
Smithfield Foods	3,000+
Hy-Vee Food Stores	2,500+
Wells Fargo	1,500+

NEARBY CITIES		
Omaha, Nebraska	483,335	163 miles
Lincoln, Nebraska	294,757	189 miles
Minneapolis, Minnesota	425,115	200 miles
Saint Paul, Minnesota	303,820	207 miles
Kansas City, Missouri	510,704	326 miles

MARKET INVENTORY

SIOUX FALLS HOSPITALITY SUBMARKET

The Sioux Falls hospitality submarket contains 69 hotel properties offering a total of 5,900 rooms. These accommodations span a range of categories, including 630 rooms in luxury and upper-upscale hotels, 3,000 rooms in upscale and upper-midscale hotels, and 2,300 rooms in midscale and economy hotels.

Over the past year, the market reported a 12-month occupancy rate of 63.5 percent, with an ADR of $122 and RevPAR of $77, reflecting strong performance metrics. The submarket is also experiencing growth, with approximately 110 rooms currently under construction, representing 1.9 percent of the existing inventory. Over the past 12 months, 270 new rooms have opened across two properties.

Source: CoStar

KEY INDICATORS

Class	Rooms	12 Mo Occ	12 Mo ADR	12 Mo RevPAR	12 Mo Delivered	Under Construction
Luxury & Upper Upscale	627				0	0
Upscale & Upper Midscale	2,967	69.9%	$135.85	$95.00	53	0
Midscale & Economy	2,310	55.0%	$93.91	$51.62	0	114
Total	**5,904**	**63.5%**	**$121.84**	**$77.39**	**53**	**114**

Average Trend	Current	3 Mo	YTD	12 Mo	Historical Average	Forecast Average
Occupancy	70.1%	72.6%	66.1%	63.5%	59.7%	63.2%
Occupancy Change	6.3%	2.7%	-0.3%	-0.6%	0%	0.3%
ADR	$121.65	$124.85	$124.00	$121.84	$108.98	$130.20
ADR Change	4.7%	1.7%	2.9%	2.8%	5.3%	2.1%
RevPAR	$85.32	$90.69	$82.02	$77.39	$65.01	$82.24
RevPAR Change	11.2%	4.5%	2.7%	2.2%	5.3%	2.3%

04 FINANCIAL SUMMARY

HISTORICAL PERFORMANCE

Operating Statistics	Year Ending December 2022	Year Ending December 2023	Trailing Twelve June 2024
Occupancy	60.0%	75.0%	70.0%
Average Daily Rate	$44.81	$46.75	$53.92
RevPAR	$26.88	$35.06	$37.74
Number of Rooms	99	99	99
Days In Period	365	365	365
Available Rooms	36,135	36,135	36,135
Occupied Rooms	21,681	27,101	25,295

	Year Ending December 2022				Year Ending December 2023				Trailing Twelve June 2024			
Revenue	Amount	Ratio	POR	PAR	Amount	Ratio	POR	PAR	Amount	Ratio	POR	PAR
Rooms	$971,440	99.6%	$45	$27	$1,266,933	99.2%	$47	$35	$1,363,908	99.0%	$54	$38
Other	$4,309	0.4%	$0	$0	$10,474	0.8%	$0	$0	$14,045	1.0%	$1	$0
Total Revenue	**$975,749**	**100.0%**	**45**	**27**	**$1,277,407**	**100.0%**	**47**	**35**	**$1,377,953**	**100.0%**	**54**	**38**
Departmental Expenses												
Rooms	$417,159	42.9%	$19	$12	$455,501	36.0%	$17	$13	$474,866	34.8%	$19	$13
Total Departmental Expenses	**$417,159**	**42.8%**	**19**	**12**	**$455,501**	**35.7%**	**17**	**13**	**$474,866**	**34.5%**	**19**	**13**
Gross Operating Income	**$558,589**	**57.2%**	**26**	**15**	**$821,907**	**64.3%**	**30**	**23**	**$903,087**	**65.5%**	**36**	**25**
Undistributed Oper. Expenses												
Admin. and Gen.	$27,683	2.8%	$1	$1	$46,850	3.7%	$2	$1	$38,471	2.8%	$2	$1
Franchise Fees	$0	0.0%	$0	$0	$0	0.0%	$0	$0	$0	0.0%	$0	$0
Marketing	$83,925	8.6%	$4	$2	$56,730	4.4%	$2	$2	$49,081	3.6%	$2	$1
Utility Costs	$189,152	19.4%	$9	$5	$198,731	15.6%	$7	$5	$228,250	16.6%	$9	$6
Property Oper. and Maint.	$94,887	9.7%	$4	$3	$78,447	6.1%	$3	$2	$87,941	6.4%	$3	$2
Total Undistributed Oper. Expenses	**$395,648**	**40.5%**	**18**	**11**	**$380,758**	**29.8%**	**14**	**11**	**$403,743**	**29.3%**	**16**	**11**
Gross Operating Profit	**$162,942**	**16.7%**	**8**	**5**	**$441,149**	**34.5%**	**16**	**12**	**$499,344**	**36.2%**	**20**	**14**
Fixed Charges												
Insurance	$60,767	6.2%	$3	$2	$63,090	4.9%	$2	$2	$65,227	4.7%	$3	$2
Property Taxes	$63,627	6.5%	$3	$2	$66,584	5.2%	$2	$2	$63,627	4.6%	$3	$2
Management Fees (1)	$29,272	3.0%	$1	$1	$38,322	3.0%	$1	$1	$41,339	3.0%	$2	$1
Total Fixed Charges	**$153,667**	**15.7%**	**7**	**4**	**$167,996**	**13.2%**	**6**	**5**	**$170,193**	**12.4%**	**7**	**5**
EBITDA	**$9,275**	**1.0%**	**$0**	**$0**	**$273,153**	**21.4%**	**$10**	**$8**	**$329,151**	**23.9%**	**$13**	**$9**
Reserve for Replacement (2)	$39,030	4.0%	$2	$1	$51,096	4.0%	$2	$1	$55,118	4.0%	$2	$2
Net Operating Income	**($29,755)**	**-3.0%**	**($1)**	**($1)**	**$222,057**	**17.4%**	**$8**	**$6**	**$274,033**	**19.9%**	**$11**	**$8**

PRO FORMA

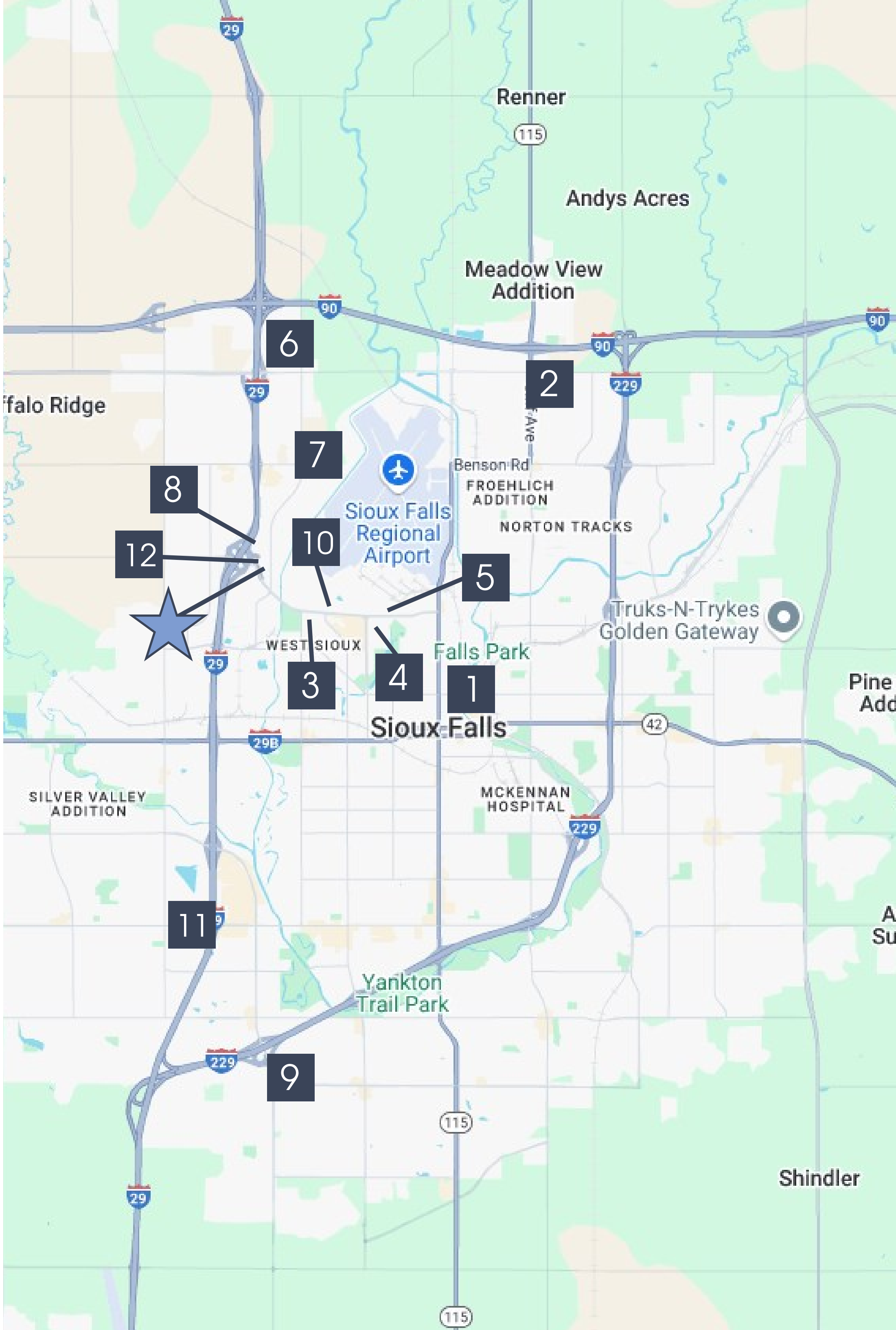
Operating Statistics	Forecast Year 1	Forecast Year 2	Forecast Year 3	Forecast Year 4
Occupancy	69.0%	69.7%	69.7%	69.7%
Average Daily Rate	$70.00	$74.26	$77.26	$78.80
RevPAR	$48.30	$51.75	$53.84	$54.92
Number of Rooms	99	99	99	99
Days In Period	366	365	365	365
Available Rooms	36,234	36,135	36,135	36,135
Occupied Rooms	25,001	25,182	25,182	25,182

	Forecast Year 1				Forecast Year 2				Forecast Year 3				Forecast Year 4			
Revenue	**Amount**	**Ratio**	**POR**	**PAR**	**Amount**	**Ratio**	**POR**	**PAR**	**Amount**	**Ratio**	**POR**	**PAR**	**Amount**	**Ratio**	**POR**	**PAR**
Rooms	$1,750,102	99.1%	$70	$48	$1,869,950	99.0%	$74	$52	$1,945,496	99.1%	$77	$54	$1,984,406	99.0%	$79	$55
Other	$15,600	0.9%	$1	$0	$18,000	1.0%	$1	$0	$18,540	0.9%	$1	$1	$19,096	1.0%	$1	$1
Total Revenue	**$1,765,702**	**100.0%**	**71**	**49**	**$1,887,950**	**100.0%**	**75**	**52**	**$1,964,036**	**100.0%**	**78**	**54**	**$2,003,502**	**100.0%**	**80**	**55**
Departmental Expenses																
Rooms	$560,033	32.0%	$22	$15	$560,985	30.0%	$22	$16	$572,205	29.4%	$23	$16	$583,649	29.4%	$23	$16
Total Departmental Expenses	**$560,033**	**31.7%**	**22**	**15**	**$560,985**	**29.7%**	**22**	**16**	**$572,205**	**29.1%**	**23**	**16**	**$583,649**	**29.1%**	**23**	**16**
Gross Operating Income	**$1,205,669**	**68.3%**	**48**	**33**	**$1,326,965**	**70.3%**	**53**	**37**	**$1,391,832**	**70.9%**	**55**	**39**	**$1,419,854**	**70.9%**	**56**	**39**
Undistributed Oper. Expenses																
Admin. and Gen.	$52,971	3.0%	$2	$1	$56,639	3.0%	$2	$2	$57,771	2.9%	$2	$2	$58,927	2.9%	$2	$2
Franchise Fees	$0	0.0%	$0	$0	$0	0.0%	$0	$0	$0	0.0%	$0	$0	$0	0.0%	$0	$0
Marketing	$62,892	3.6%	$3	$2	$67,247	3.6%	$3	$2	$68,592	3.5%	$3	$2	$69,963	3.5%	$3	$2
Utility Costs	$232,374	13.2%	$9	$6	$238,737	12.6%	$9	$7	$243,512	12.4%	$10	$7	$248,382	12.4%	$10	$7
Property Oper. and Maint.	$88,285	5.0%	$4	$2	$94,398	5.0%	$4	$3	$96,285	4.9%	$4	$3	$98,211	4.9%	$4	$3
Total Undistributed Oper. Expenses	**$436,522**	**24.7%**	**17**	**12**	**$457,020**	**24.2%**	**18**	**13**	**$466,160**	**23.7%**	**19**	**13**	**$475,484**	**23.7%**	**19**	**13**
Gross Operating Profit	**$769,147**	**43.6%**	**31**	**21**	**$869,945**	**46.1%**	**35**	**24**	**$925,671**	**47.1%**	**37**	**26**	**$944,370**	**47.1%**	**38**	**26**
Fixed Charges																
Insurance	$67,184	3.8%	$3	$2	$68,528	3.6%	$3	$2	$69,898	3.6%	$3	$2	$71,296	3.6%	$3	$2
Property Taxes	$65,536	3.7%	$3	$2	$66,847	3.5%	$3	$2	$68,183	3.5%	$3	$2	$69,547	3.5%	$3	$2
Management Fees (1)	$0	0.0%	$0	$0	$0	0.0%	$0	$0	$0	0.0%	$0	$0	$0	0.0%	$0	$0
Total Fixed Charges	**$132,720**	**7.5%**	**5**	**4**	**$135,374**	**7.2%**	**5**	**4**	**$138,082**	**7.0%**	**5**	**4**	**$140,843**	**7.0%**	**6**	**4**
EBITDA	**$636,428**	**36.0%**	**$25**	**$18**	**$734,571**	**38.9%**	**$29**	**$20**	**$787,589**	**40.1%**	**$31**	**$22**	**$803,527**	**40.1%**	**$32**	**$22**
Reserve for Replacement (2)	$0	0.0%	$0	$0	$0	0.0%	$0	$0	$0	0.0%	$0	$0	$0	0.0%	$0	$0
Net Operating Income	**$636,428**	**36.0%**	**$25**	**$18**	**$734,571**	**38.9%**	**$29**	**$20**	**$787,589**	**40.1%**	**$31**	**$22**	**$803,527**	**40.1%**	**$32**	**$22**

05 COMPETITIVE SET

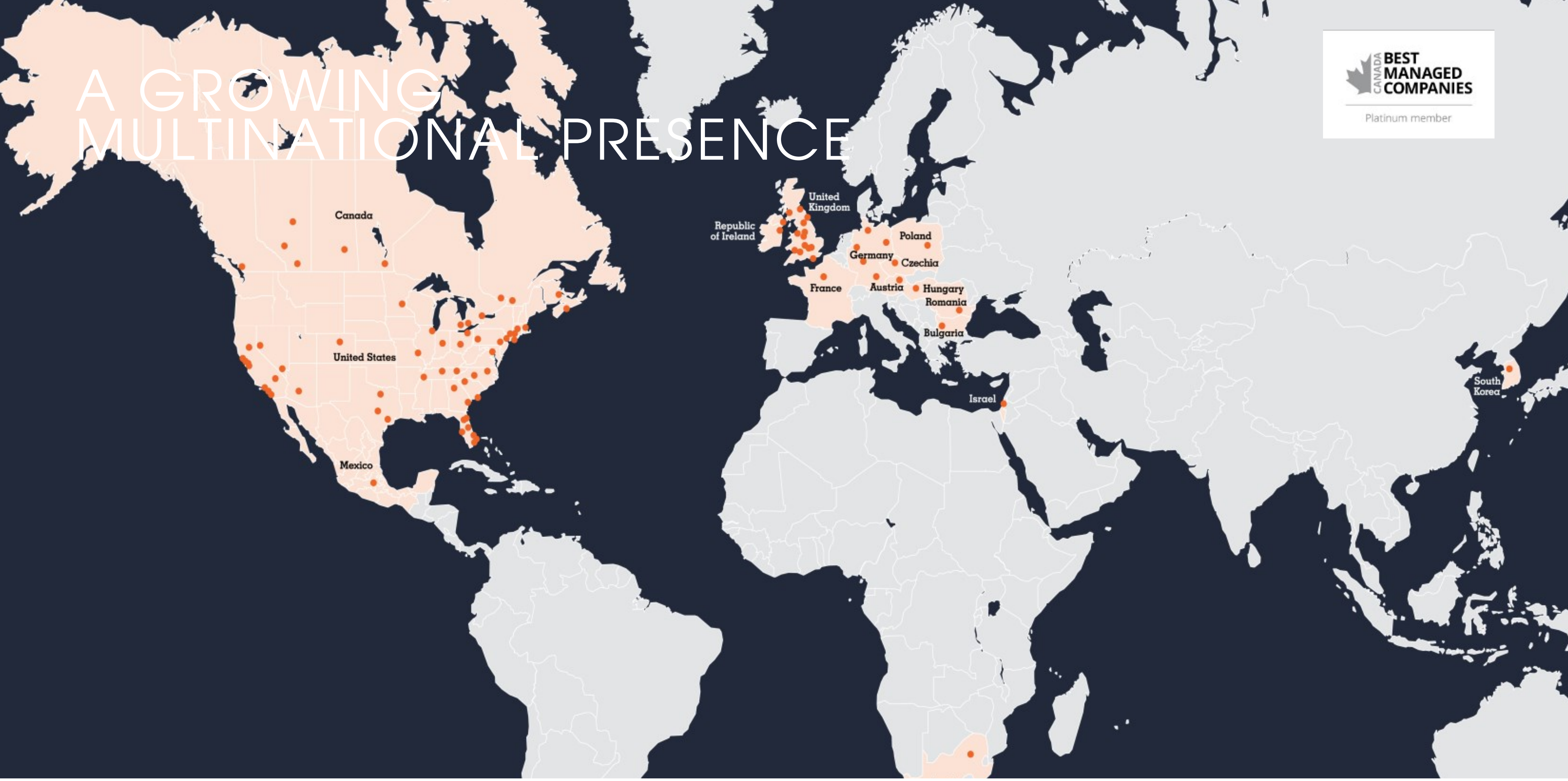
COMPETITIVE SET

		Location
★	**The Dakota**	Sioux Falls, South Dakota
1	Country Inn & Suites Sioux Falls South Dakota	Sioux Falls, South Dakota
2	Days Inn Sioux Falls Airport	Sioux Falls, South Dakota
3	Sleep Inn Airport Sioux Falls	Sioux Falls, South Dakota
4	Ramada Sioux Falls Airport—Waterpark & Event Center	Sioux Falls, South Dakota
5	Sioux Falls Inn	Sioux Falls, South Dakota
6	Quality Inn & Suites Airport North Sioux Falls	Sioux Falls, South Dakota
7	Comfort Inn & Suites at Sanford Sports Complex	Sioux Falls, South Dakota
8	Best Western Plus Ramkota Hotel Sioux Falls	Sioux Falls, South Dakota
9	Sleep Inn & Suites Sioux Falls	Sioux Falls, South Dakota
10	Holiday Inn & Suites Sioux Falls Airport	Sioux Falls, South Dakota
11	Baymont Sioux Falls West	Sioux Falls, South Dakota
12	AmericInn Sioux Falls North	Sioux Falls, South Dakota



06 ABOUT AVISON YOUNG

A GROWING MULTINATIONAL PRESENCE



AVISON YOUNG AT A GLANCE

Founded:	1978
Total Real Estate Professionals:	5,000
Offices:	100+
Countries:	16
Brokerage Professionals:	1,600+
Property Under Management	283 million sf

Avison Young is the world's fastest-growing commercial real estate services firm. Headquartered in Toronto, Canada, Avison Young is a collaborative, global firm owned and operated by its Principals. Founded in 1978, with legacies dating back more than 200 years, the company comprises approximately 5,000 real estate professionals in 100+ offices in 16 countries. The firm's experts provide value-added, client-centric investment sales, leasing, advisory, management, and financing services to clients across the office, retail, industrial, multi-family, and hospitality sectors.

OUR HOSPITALITY EXPERIENCE

Sales Performance

159,356 Total Guestrooms Sold

1,210 Hotels Sold

$10.3B In Total Hotel Assets Sold

67,729 Guestrooms Sold

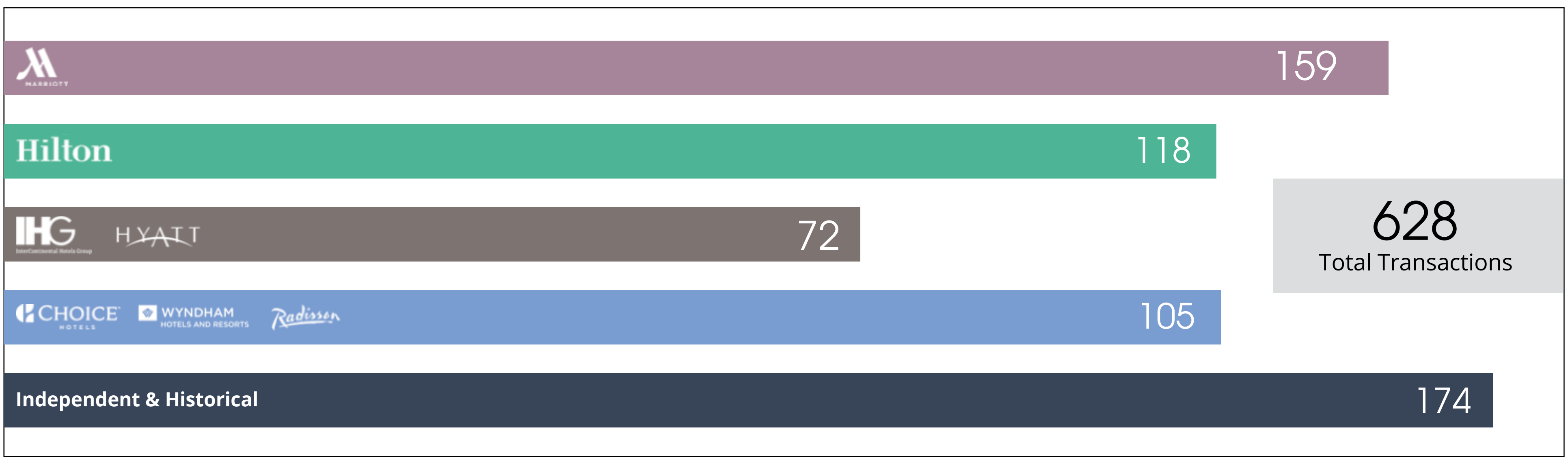
628 Hotel Transactions Closed

$6.14B In Total Hotel Assets Sold

Since 2012

**Current as of 12/15/2024*

Sales by Brand Since 2012



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