

6921 Baltimore Annapolis Blvd.
Baltimore, MD 21225



FOR SALE

HOTEL OPPORTUNITY AT BWI



DANAC Realty Advisors

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CONFIDENTIALITY

This is a **confidential** Investment Offering Memorandum (“Memorandum”), which is intended solely for your limited use and benefit in determining whether you desire to express any further interest in participating in the acquisition of the **Clarion Inn & Suites BWI Airport** (the “Property” or “Hotel”) in Baltimore, MD. You are bound by the Confidentiality Agreement executed in connection with your receipt of this Memorandum. This Memorandum was prepared by DANAC Realty Advisors (DRA) and has been reviewed by the Owner. It contains select information pertaining to the Property and does not purport to be all-inclusive or to contain all of the information, which prospective investors may desire. It should be noted that all the market analysis projections are provided for general reference purposes and are based on assumptions relating to the general economy, competition and other factors beyond our control and, therefore, are subject to material variation. Additional information and an opportunity to inspect material related to the Property will be made available to interested and qualified prospective investors. Neither the Owner nor DRA nor any of their respective officers have made any representation or warranty, expressed or implied, as to the accuracy or completeness of this Memorandum or any of its contents, and no legal commitments or obligations shall arise by reason of this Memorandum or its contents. It is essential that all parties to real estate transactions be aware of the health, liability and economic impact of environmental factors on real estate. DRA does not conduct investigations or analyses of environmental matters and, accordingly, urges interested parties to retain qualified environmental professionals to determine whether hazardous or toxic wastes or substances (such as asbestos, PCBs and other contaminants or petrochemical products stored in underground tanks) or other undesirable materials or conditions are present at the Property and ii so, whether any health danger or other liability exists. Various laws and regulations have been enacted at the federal, state and local levels dealing with the use, storage, handling, removal, transport and disposal of toxic or hazardous wastes and substances. Depending on past, current and proposed uses of the Property, it may be prudent to retain an environmental expert to conduct a site investigation and/or building inspection. If such substances exist or are contemplated to be used at the Property, special governmental approvals or permits may be required. Consequently, legal counsel and technical experts should be consulted where these substances are or may be present. In this Memorandum, certain documents are described in summary form. The summaries do not purport to be complete descriptions of the full agreements involved, nor do they purport to constitute any legal analysis of the provisions of the documents. This brochure shall not be deemed an indication of the state of affairs of the Owner nor constitute an indication that there has been no change in the business or affairs of the Owner since the date of preparation of this Memorandum. **Photocopying or other duplication of the Investment Offering Memorandum in part or entirety is not authorized.**





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OFFERING SUMMARY

DANAC Reality Advisors is pleased to offer the opportunity to acquire the fee simple interest in the 161-guestroom Clarion Inn & Suites BWI Airport (referred to herein as "Hotel" or "Property") which is located at 6921 Baltimore Annapolis Boulevard, Baltimore, MD 21225.

The Property benefits from its location just 3.5 miles north of Baltimore-Washington International Airport (BWI), the busiest airport in the region. A record 27 million passengers traveled through BWI in 2024. Baltimore's economy is strong, benefiting from its proximity to major government facilities, a variety of colleges and universities, corporations, transportation systems, and leisure attractions. Northrop Grumman Mission Systems is headquartered just five miles southwest of the Hotel and is the second largest employer in Anne Arundel County with over 7,700 employees. Corporations located in Baltimore City, approximately seven miles north of the Hotel, include Under Armour, Legg Mason, T. Rowe Price Group, M&T Bank, and McCormick & Company. More than 66,000 students attend colleges and universities throughout Baltimore and are located within a short drive of the Hotel. The Clarion Inn & Suites is also located proximate to a variety of leisure attractions including Arundel Mills Mall, Maryland Live! Casino, M&T Bank Stadium, and the Inner Harbor.

The Clarion Inn & Suites is conveniently located off of Interstate 695, a beltway which circles Baltimore. The Hotel is also in close proximity to I-95, and the Baltimore Washington Parkway.

The Hotel had a \$5.1 million renovation in May 2015, a \$2 million renovation in 2024, and is in excellent condition. The Property features a complimentary breakfast, complimentary airport shuttle, fitness center, business center, guest laundry facilities, meeting space and on-site restaurant.

The Clarion Inn & Suites BWI Airport represents an opportunity for an investor to acquire an upper midscale hotel with a strong location and significant upside opportunity that with a focus on operational efficiency, would allow the Hotel to capture more of the bottom line.



INVESTMENT HIGHLIGHTS

Outstanding Location near BWI Airport

The Hotel is situated in an ideal location just 3.5 miles north of BWI Airport, the busiest airport in the region. The Hotel is also located proximate to the area's top leisure demand generators, including Arundel Mills Mall, the largest mall in the state of Maryland, and Maryland Live! Casino. Business demand generators in the area include Northrop Grumman Mission Systems, Under Armour, Legg Mason, M&T Bank, and McCormick & Company. Additionally, Fort Meade Army Base, the largest employer in the state of Maryland with approximately 54,000 employees, is located just 11.5 miles south of the Property.

Excellent Condition

The Hotel is in excellent condition given the \$5.1 million renovation completed in May 2015 and a \$2 million renovation completed in 2024.

Opportunity for a Focused Operator to Improve Performance

Over the last several years there have been four different management companies operating the Property, and as a result, performance and efficiency have declined. The acquisition of the Clarion Inn & Suites represents an opportunity for a more focused operator to implement strategic cost savings strategies aimed at increasing the Property's cash flow.

Increasing Passenger Traffic at BWI Airport

BWI Airport reported a record for passenger traffic in 2024 with more than 27 million passengers. Total passengers using BWI Marshall increased 4.4% from year end 2024 compared to year end 2023.



PROPERTY OVERVIEW

FACT SHEET

PROPERTY:	Clarion Hotel & Suites BWI Airport
ADDRESS:	6921 Baltimore Annapolis Boulevard, Baltimore, MD 21225
COUNTY:	Anne Arundel County
MARKET/TRACT:	Market: Baltimore, MD Tract: BWI Airport, MD
YEAR BUILT:	1987
YEAR RENOVATED:	2015 and 2024
MEETING SPACE:	±2,041 SF
OWNERSHIP INTEREST:	Fee-simple
NUMBER OF ROOMS:	161
PARKING:	On-Site Surface Parking ±266 Total Spaces
AMENITIES:	Complimentary Breakfast and WiFi Internet Business Center Fitness Center Guest Laundry Facilities
MEETING EVENT SPACE:	Airport Shuttle Service Full Service Restaurant On-Site



PROPERTY OVERVIEW

BUILDING SPECIFICATIONS

CONSTRUCTION

Structural Frame - Block & Brick
Foundation Poured - Poured Concrete
Floors - Concrete
Exterior Walls - Stucco
Roof - BUR
Windows - Metal Framing
Doors - Street Exterior / Fireproof Steel Guest Room Doors

MECHANICAL

Hot Water - Gas
Heating/Cooling - Individual PTAC for Guest Rooms (*Age of equipment is 10 yrs old)
Elevators - Case System
Fire Protection - Fully Sprinkler
Security - Electronic Perimeter System

OTHER

Flooring Covering - LVT/LVP/Carpet
Walls - Dry Wall Painted
Ceiling - Combination of Drop & Drywall
Lighting - AU LED

PARKING

Parking Capacity - 202 Surface Parking Spaces
Parking Description- 1.3 spaces per room



PROPERTY OVERVIEW

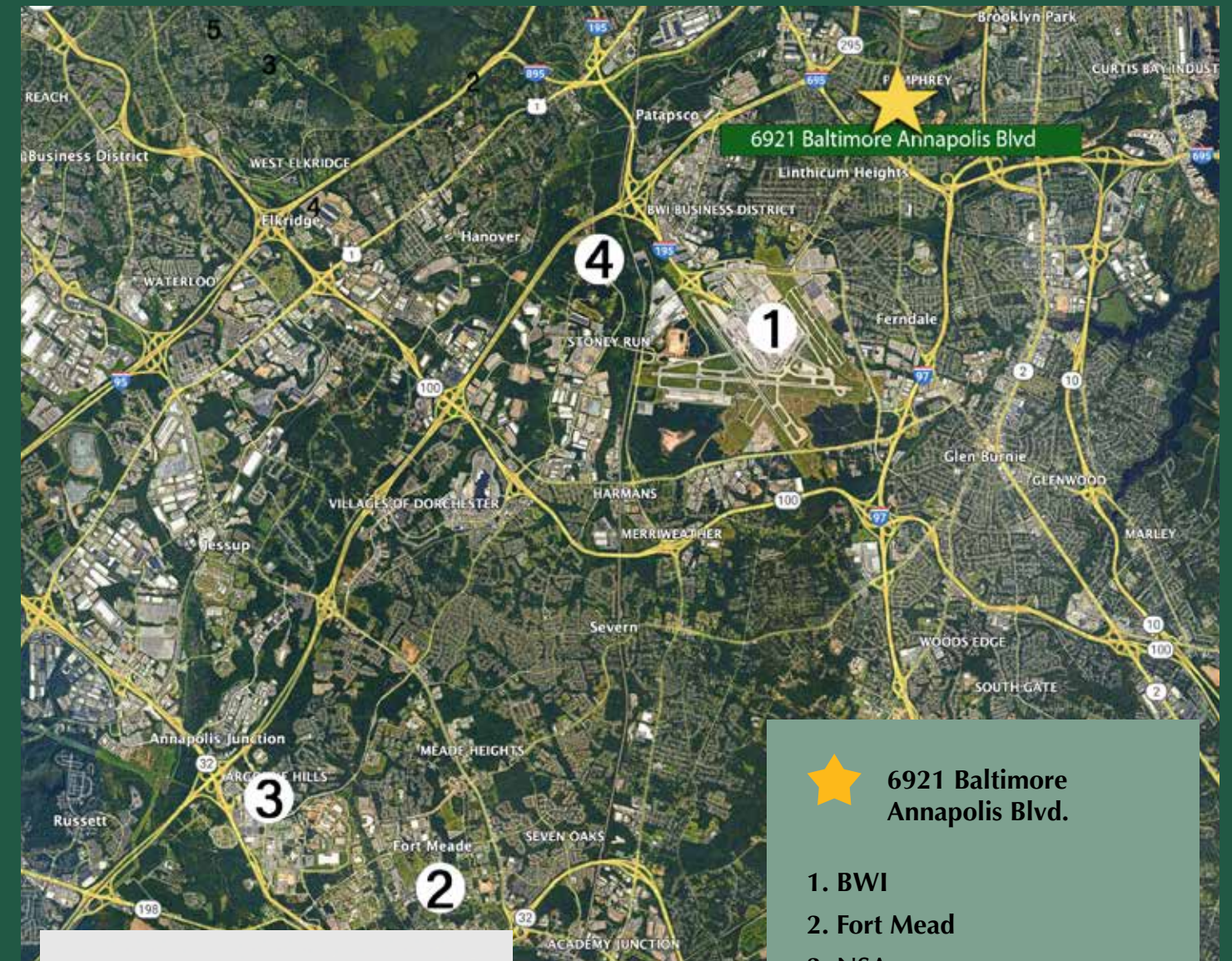
LOCATION

The BWI Business District, adjacent to Baltimore/Washington International Thurgood Marshall Airport (BWI), is a thriving corporate hub renowned for its economic vitality. Boasting unparalleled accessibility via major transportation routes like Interstate 95 and the Baltimore-Washington Parkway, it seamlessly connects local businesses to regional and global markets, making it a prime choice for conferences and corporate events. Moreover, residents and employees enjoy an outstanding quality of life with nearby shopping and entertainment options, emphasizing the district's status as a pinnacle of success in Maryland's corporate arena.



PROPERTY OVERVIEW

LOCATION MAP



★ 6921 Baltimore Annapolis Blvd.

- 1. BWI
- 2. Fort Mead
- 3. NSA
- 4. Ciena HQ

AREA HIGHLIGHTS

 **43,489**
Daytime Employees

 **\$80,305**
Average Household Income

 **87,146**
Residents

 **Opportunity Zone**

PROPERTY OVERVIEW

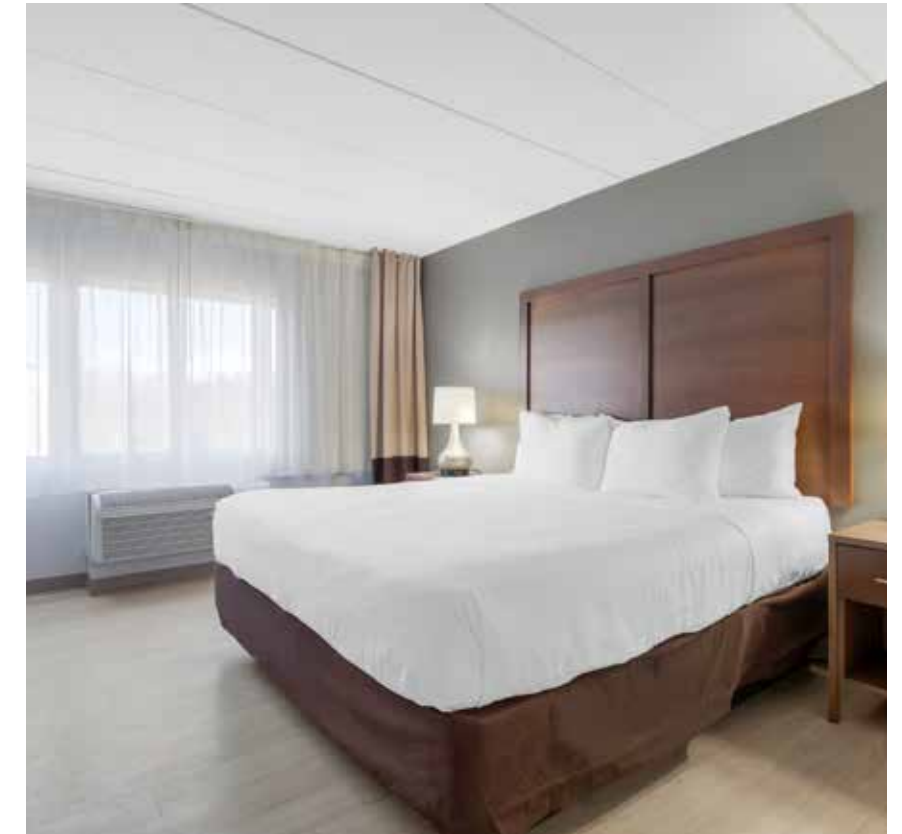
GUEST ROOMS & COMMON AREAS

The Property features 161 guestrooms ranging in configuration from Double Doubles, Double Double Suites, Kings, and King Suites. All guestrooms include the following amenities:

- Coffee Maker
- Desk
- Flat Screen TV
- Free local call
- Hair Dryer
- Voice Mail
- Complimentary WiFi
- Operable Windows

GUEST ROOMS BREAKDOWN

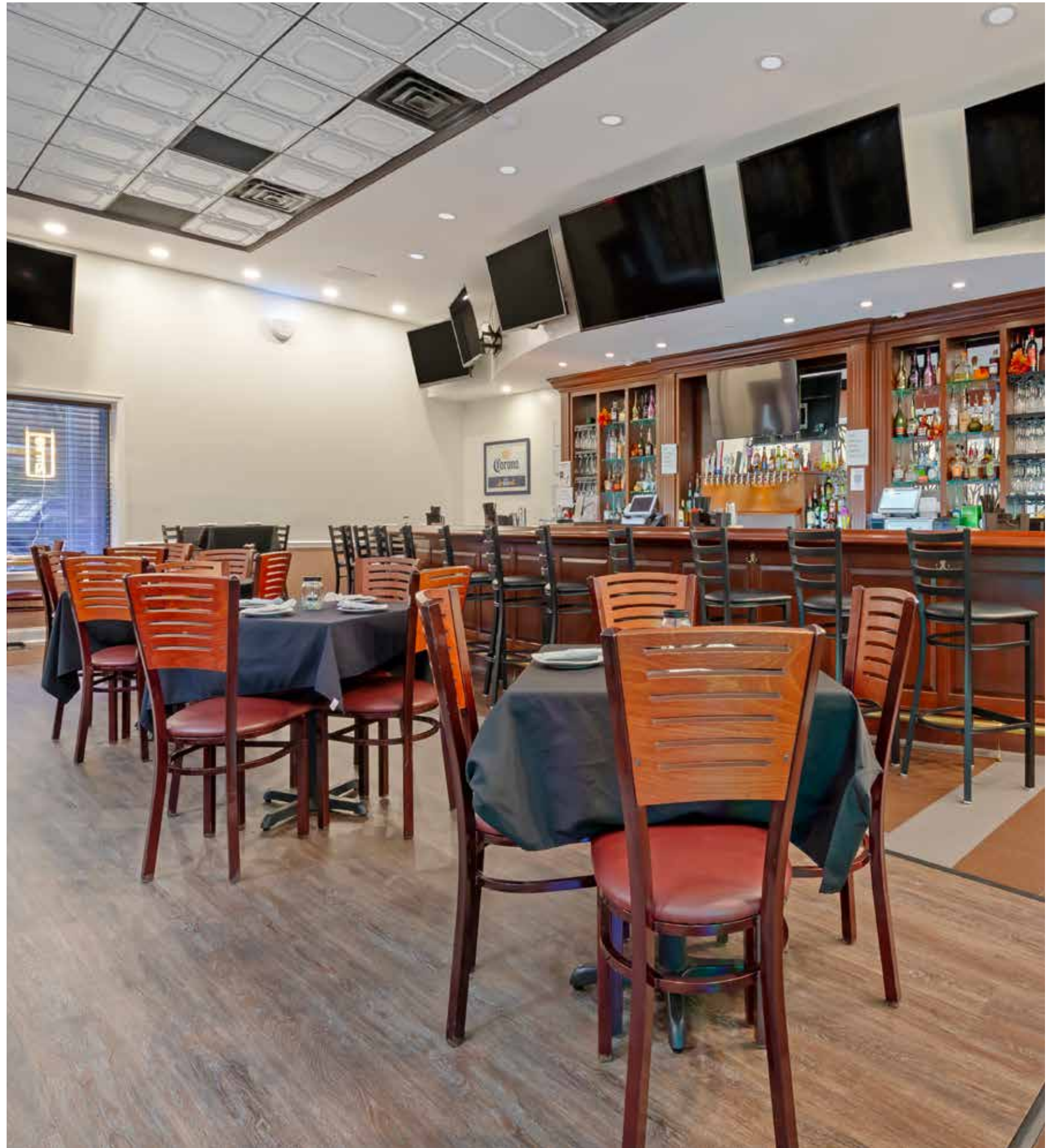
Double/Double	80
Double/Double Suite	20
Double/Double ADA	2
King	47
King Suite	7
King ADA	2
King Suite ADA	3
TOTAL	161



PROPERTY OVERVIEW

FOOD AND BEVERAGE

The Hotel offers complimentary full hot breakfast. In addition, There is a full service restaurant attached to the hotel. The Hotel is also located within walking distance of a variety of restaurants such as Antonio's Pizza Planet, Hot Wok Chinese Restaurant, Tropic Thunder Bar & Grill, and Chili's.

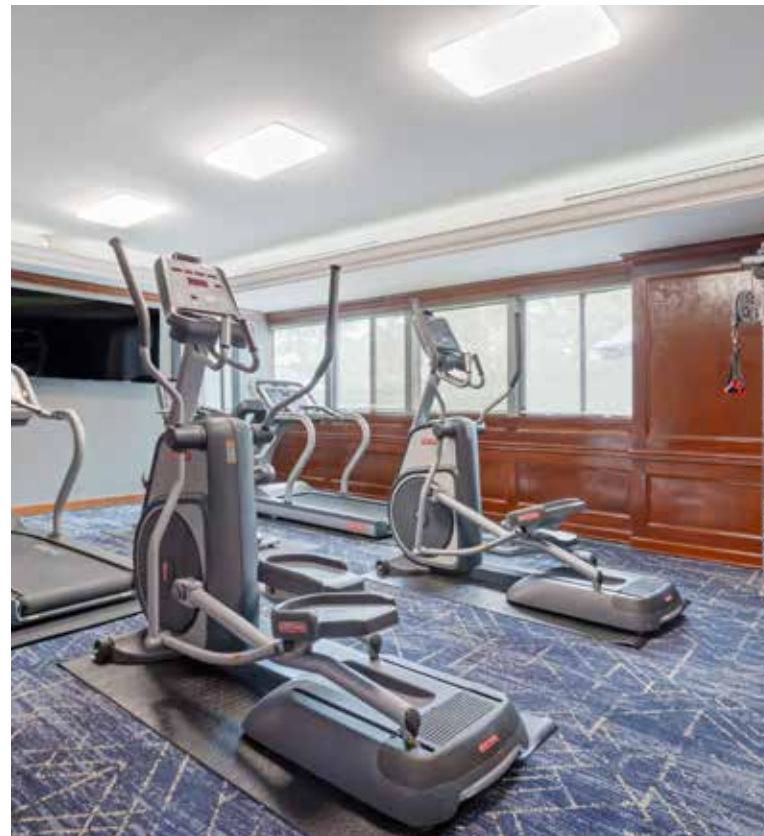


PROPERTY OVERVIEW

MEETING SPACE

The hotel features two meeting rooms totaling approximately 2,000 square feet:

Maryland Room	943 sq ft.
Chesapeake Room	1,098 sq ft.
TOTAL	2,041 sq ft.



PROPERTY OVERVIEW

BWI AIRPORT

Baltimore is home to the Baltimore Washington International Thurgood Marshall Airport (BWI) which is located roughly 3.5 miles south of the Hotel. BWI is the busiest airport in the region serving over 27 million passengers. The airport is named after Thurgood Marshall, a Baltimore Native who became the first African American to serve on the Supreme Court of the United States. The Hotel offers a complimentary airport shuttle.

BWI is a hub city for Southwest Airlines, and is the second largest airport by number of departures for that airline after Chicago-Midway. With a 68% market share in 2024, a record 27 million passengers traveled through BWI in 2024. BWI was ranked the 23rd busiest in the United States in 2024 by the number of passengers.



PROPERTY OVERVIEW

TRANSPORTATION

Highway

Baltimore is serviced by three major interstate highways I-95, I-83, and I-70. In addition, Baltimore has two major tunnels traversing the city, and other major roadways such as US-1 and US-40. State Routes in the city all traverse along surface streets, with the exception of Maryland Route 295. The Hotel is conveniently located off of Interstate 695, commonly referred to as the Baltimore Beltway, which is an auxiliary route of I-95 that extends around Baltimore.

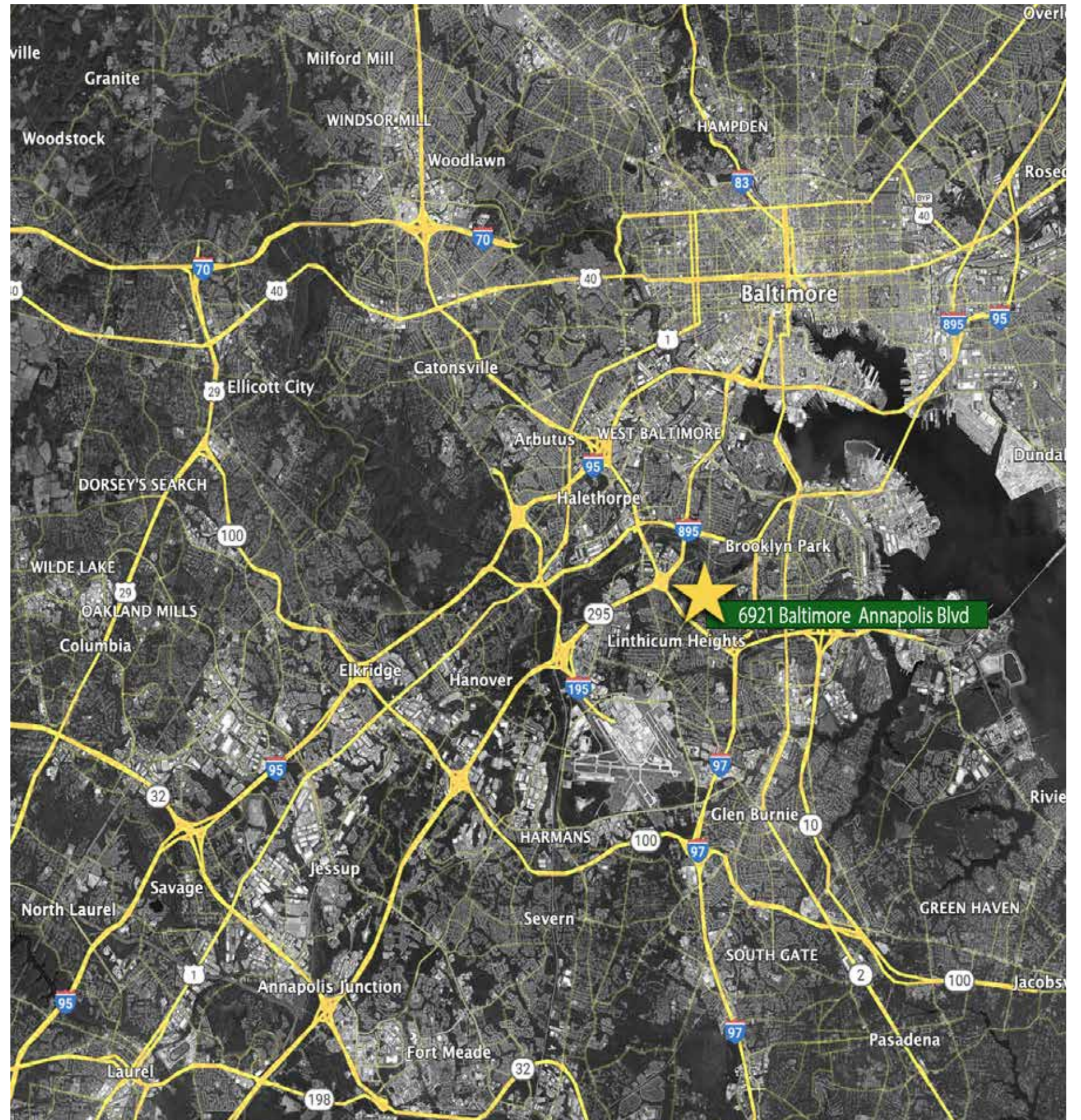
Public Transportation

Public transit in Baltimore is mostly provided by the Maryland Transit Administration (abbreviated "MTA Maryland") and Charm City Circulator. MTA Maryland operates a comprehensive bus network, including several local, express, and commuter buses, a small light rail network connecting Hunt Valley in the north to BWI Airport and Cromwell in the south, and a subway line between Owings Mills and Johns Hopkins Hospital. The North Linthicum Light Rail station is located across the street from the Property providing easy access to BWI Airport or Downtown Baltimore. The Charm City Circulator operates a fleet of diesel and hybrid vehicles in addition to several bus lines and shuttles. Baltimore is a top destination for Amtrak along the Northeast Corridor, and the city's Penn Station is one of the busiest stations in the country.

Maritime Transportation

The Port of Baltimore has long been a center of maritime transportation within the city. Once the indisputable leader for shipbuilding in the US, today the Port and its Inner Harbor are a means of transportation through water taxis, cruise lines and transshipment,

HIGHWAY SYSTEM



PROPERTY OVERVIEW

LEISURE DEMAND GENERATORS

Arundel Mills Mall

Arundel Mills is an outlet and value retail shopping, dining, and entertainment destination located in Hanover, Maryland roughly 8 miles south of the Property. At over 1,600,000 sf, it is the largest mall in the state of Maryland. In addition to 17 large anchor stores, Arundel Mills also features a Dave & Buster's and an Egyptian themed 24 screen megaplex theater.

Maryland Live! Casino

Maryland Live! Is a casino and entertainment complex in Hanover, Maryland, adjacent to Arundel Mills Mall, roughly 8 miles south of the Property. The Casino is the fifth largest employer in Anne Arundel County with 3,000 employees. The casino features over 4,200 slots and electronic table games, 189 live table games, and 52 poker tables. The facility features nine restaurants, a live event venue, function space and a hotel and spa.

Horseshoe Casino

Horseshoe Baltimore is an urban two-story casino, and the second largest casino in Maryland with a 122,000 square foot gaming floor. The \$442 million facility features video lottery terminals, table games, and a World Series of Poker room. Horseshoe's 20,000 square foot Baltimore Marketplace features Charm City food outlets, three premier restaurants, and several bars and lounges. The casino is located 5.5 miles north of the Hotel and is one of the largest employers in Baltimore with over 2,100 employees.



MARKET COMPARABLES

1. Courtyard SOLD

Manassas, VA 20109
 Sale Date Sep 30, 2024
 Sale Price \$13,500,000
 Price/SF \$122.68
 Price/Room \$90,604
 Parcels 7697-27-4120
 Comp ID 6883287
 Comp Status Research Complete

Prince William
 Type 4 Star Hotel
 Year Built 1989; Renov 2012
 GBA 110,044 SF
 Land Acres 5.22 AC
 Land SF 227,383 SF
 Zoning PBD



2. Beacon Hotel & Corporate Quarters, World Hotels Distinctive SOLD

Washington, DC 20036
 Sale Date Aug 1, 2024
 Sale Price \$28,000,000
 Price/SF \$137.22
 Price/Room \$140,704
 Parcels 0182N-0011
 Comp ID 6810124
 Comp Status Research Complete

District of Columbia
 Type 3 Star Hotel
 Year Built 1963; Renov 2014
 GBA 204,050 SF
 Land Acres 0.27 AC
 Land SF 11,940 SF
 Zoning MU-15
 Sale Condition Recapitalization



3. Days Inn Manassas Battlefield SOLD

Manassas, VA 20109
 Sale Date Jul 30, 2024
 Sale Price \$4,000,000
 Price/SF \$63.48
 Price/Room \$26,667
 Parcels 7697-25-0978
 Comp ID 6825245
 Comp Status Research Complete

Prince William
 Type 2 Star Hotel
 Year Built 1978
 GBA 63,015 SF
 Land Acres 3.13 AC
 Land SF 136,343 SF
 Zoning General BU



4. Hilton Garden Inn Arlington/Courthouse Plaza SOLD

Arlington, VA 22201
 Sale Date Jul 22, 2024
 Sale Price \$35,972,000
 Price/SF \$334.06
 Price/Room \$186,383
 Parcels 17-016-003, 17-016-006, 17-016-008
 Comp ID 6801979
 Comp Status Research Complete

Arlington
 Type 4 Star Hotel
 Year Built 2002; Renov 2022
 GBA 107,680 SF
 Land Acres 0.65 AC
 Land SF 28,314 SF
 Zoning C-O



5. Holiday Inn Express & Suites Owings Mills Baltimore Area SOLD

Owings Mills, MD 21117
 Sale Date May 30, 2024
 Sale Price \$10,150,000
 Price/SF \$188.03
 Price/Room \$118,023
 Actual Cap Rate 5.12%
 Parcels 04-2300004650
 Comp ID 6753809
 Comp Status Research Complete

Baltimore
 Type 3 Star Hotel
 Year Built 2017
 GBA 53,980 SF
 Land Acres 5.71 AC
 Land SF 248,709 SF



6. SpringHill Suites Fairfax Fair Oaks SOLD

Fairfax, VA 22030
 Sale Date May 14, 2024
 Sale Price \$21,000,000
 Price/SF \$236.81
 Price/Room \$150,000
 Actual Cap Rate 7.70%
 Parcels 0562-01-0037C
 Comp ID 6728619
 Comp Status Research Complete

Fairfax
 Type 3 Star Hotel
 Year Built 2009; Renov 2017
 GBA 88,679 SF
 Land Acres 1.89 AC
 Land SF 82,519 SF
 Zoning PRM
 Sale Condition 1031 Exchange, Furniture, Fixtures and Equipment Included



7. Staybridge Suites Tysons - McLean SOLD

McLean, VA 22101
 Sale Date May 10, 2024
 Sale Price \$42,000,000
 Price/SF \$405.23
 Price/Room \$295,775
 Actual Cap Rate 8.50%
 Parcels 0302-01-0017
 Comp ID 6729701
 Comp Status Research Complete

Fairfax
 Type 4 Star Hotel
 Year Built 2001; Renov 2015
 GBA 103,646 SF
 Land Acres 2.22 AC
 Land SF 96,497 SF
 Zoning C-3
 Sale Condition Furniture, Fixtures and Equipment Included



8. Delta Hotel Baltimore Inner Harbor SOLD

Baltimore, MD 21202
 Sale Date May 7, 2024
 Sale Price \$20,000,000
 Price/SF \$503.55
 Price/Room \$133,333
 Parcels 04-11-0660-026
 Comp ID 6762591
 Comp Status Research Complete

Baltimore City
 Type 4 Star Hotel
 Year Built 1962; Renov 2017
 GBA 39,718 SF
 Land Acres 0.13 AC
 Land SF 5,663 SF
 Zoning C-5DC
 Sale Condition Hotel Brand Change, Non Operating Hotel



9. Hampton by Hilton Inn & Suites National Harbor/Alexandria Area SOLD

Oxon Hill, MD 20745
 Sale Date Mar 8, 2024
 Sale Price \$47,000,000
 Price/SF \$392.81
 Price/Room \$305,195
 Actual Cap Rate 8.40%
 Parcels 12-3762457
 Comp ID 6691008
 Comp Status Research Complete

Prince George's
 Type 3 Star Hotel
 Year Built 2008; Renov 2019
 GBA 119,651 SF
 Land Acres 0.51 AC
 Land SF 22,198 SF
 Zoning RTOLC
 Sale Condition Furniture, Fixtures and Equipment Included



FINANCIAL HIGHLIGHTS

1. Average Occupancy 2024 - 72.2%
2. Upper Mid-scale Hospitality Property
3. Assumable Mortgage
4. Potential Future Redevelopment Opportunity
5. Long-term Lease with Restaurant Operator
6. Transferable Management Agreement with Clarion
7. Current Detailed Financial Information available upon execution of NDA with current Ownership group.



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