



NewGenAdv.com

EXCLUSIVE LISTING:

Family Inns of America

900 West Interstate 65
Service Rd S Mobile, AL
36609

Jigar "Jay" Desai
Senior Vice President
AZ #SA675144000

Samuel J. Zalowitz
Popes Real Estate LLC
DESIGNATED BROKER
AL #000159949



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EXCLUSIVELY LISTED BY:

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INVESTMENT PROFILE

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Jigar “Jay” Desai of NewGen Advisory is proud to present for sale the Family Inns of America located in Mobile, AL. This 83-room, independent economy hotel offers a proven, straightforward hospitality footprint in a suburban setting. The property is a two-story, masonry-constructed hotel built in June 1981, featuring exterior corridor access designed for efficient operations and ease of guest circulation.

The hotel totals approximately 33,935 SF on a 1.70-acre site (74,052 SF) with B-3 zoning, providing a flexible commercial positioning. Guests are supported by high-speed internet access and public Wi-Fi, and the site includes 88 surface parking spaces, accommodating both transient and extended-stay demand within the Mobile market.



OFFERING SUMMARY

 Sale Price:	Contact Broker
 Building Size:	33,935 SF
 Lot Size:	1.70 AC
 Year Built:	1981
 Number of Rooms:	83
 Stories:	2
 Zoning:	B-3
 Hotel Type:	Economy

PROPERTY HIGHLIGHTS

- Steady and consistent revenues
- Numerous brand options available for rebranding opportunities
- Large manager's apartment on-site perfect for owner/operator
- Motivated seller bring all offers



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FINANCIAL ANALYSIS

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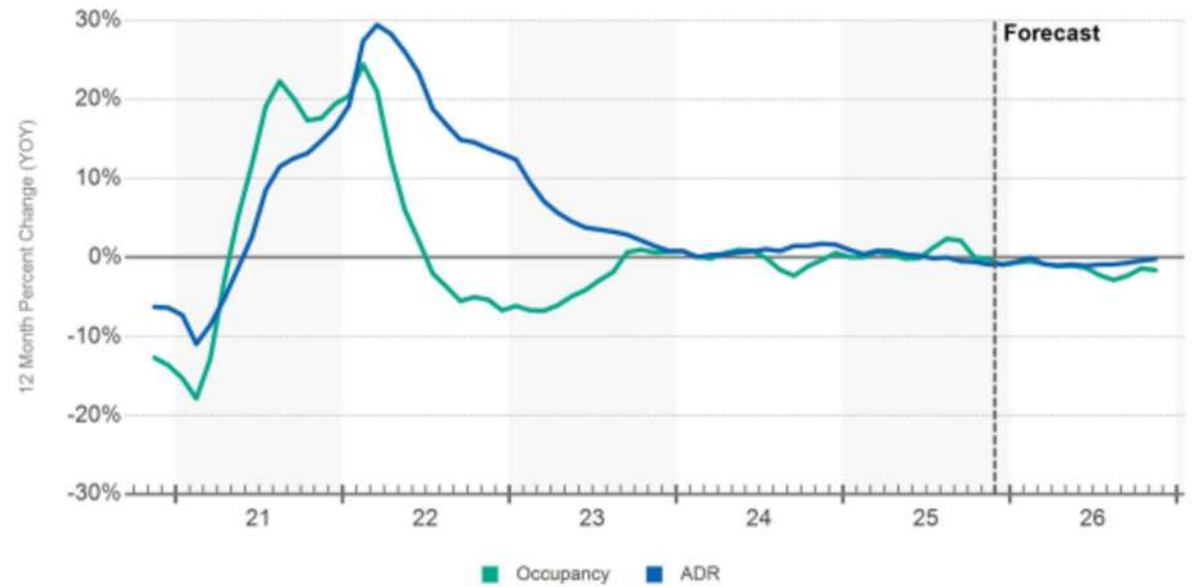
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OCCUPANCY & ADR CHANGE



JAN - AUG 2025

Gross receipts	\$721,258.54
Other Income	
Total income	\$721,258.54
Deduction	
Salaries and wages	\$123,063.07
Repairs and maintenance	\$539.65
Property tax	
Payroll tax	\$10,032.73
Licenses	\$695.00
BPT	\$201.00
Advertising	-
Auto exp	-
Bank Charges	\$102.91
Contract Labor	\$8,412.31
Depreciation	\$23,131.33
Amortization	\$1,424.00
Franchise fee	-
Insurance	\$45,168.51
Mortgage Interest	\$83,802.77
Maintenance	\$1,625.00
Meals	\$90.43
Prof and Legal fees	\$3,410.00
Office exp	\$1,769.86
Security	\$7,650.00
Supplies	\$28,551.65
Utilities	\$106,404.54
Fire safety exp	\$732.00
Credit card processing fees	\$9,786.59
Gifts	\$550.00
Storage Exp	\$1,100.00
Travel agent commission	\$6,934.39
Total deduction	\$465,177.74
Ordinary business income	\$256,080.80
Adjusted NOI w/ Addbacks	\$364,438.90

JAN - DEC 2024

Gross receipts	\$1,022,201.00
Other Income	
Total income	\$1,022,201.00
Deduction	
Salaries and wages	\$168,700.00
Repairs and maintenance	\$22,487.00
Property tax	\$25,371.00
Payroll tax	\$13,669.00
Licenses	\$4,610.00
BPT	\$154.00
Advertising	\$325.00
Auto exp	\$266.00
Bank Charges	\$154.00
Contract Labor	\$4,968.00
Dues and Subscription	\$50.00
Depreciation	\$34,697.00
Equipment rent	\$1,909.00
Amortization	\$2,136.00
Franchise fee	\$7,000.00
Insurance	\$56,473.00
Mortgage Interest	\$130,609.00
Maintenance	\$3,897.00
Miscellaneous	\$387.00
Meals	\$135.00
Prof and Legal fees	\$5,055.00
Office exp	\$2,221.00
Postage	\$68.00
Security	\$10,665.00
Small tools and equipment	\$3,981.00
Supplies	\$34,767.00
Utilities	\$148,101.00
Fire safety exp	\$1,293.00
Credit card processing fees	\$16,618.00
Gifts	\$325.00
Finance charges	\$387.00
Storage Exp	\$712.00
Travel agent commission	\$12,381.00
Total deduction	\$714,571.00
Ordinary business income	\$307,630.00
Adjusted NOI w/ Addbacks	\$475,072.00

JAN - DEC 2023

Gross receipts	\$903,685.58
Other Income	
Total income	\$903,685.58
Deduction	
Salaries and wages	\$168,133.52
Repairs and maintenance	\$1,534.68
Property tax	\$25,778.58
Payroll tax	\$14,402.75
Licenses	\$2,630.00
BPT	\$116.00
Automobile Expense	\$14.27
Bank Charges	\$1,588.06
Contract Labor	\$11,426.00
Dues and Subscription	\$400.00
Depreciation	\$34,495.00
Equipment rent	\$4,582.06
Franchise fee	\$7,000.00
Insurance	\$45,912.64
Mortgage Interest	\$89,987.99
Maintenance	\$1,128.60
Meals	\$146.08
Prof and Legal fees	\$5,150.00
Office exp	\$190.50
Security	\$7,640.00
Supplies	\$59,530.88
Utilities	\$137,015.74
Fire safety exp	\$1,811.00
Credit card processing fees	\$17,747.97
Land scaping	\$2,407.21
Small tools & equipment	\$4,648.00
Travel agent commission	\$6,272.63
Postage	\$83.10
Pest control	\$1,308.63
Vending	\$259.66
Total deduction	\$653,341.57
Ordinary business income	\$250,344.01
Adjusted NOI w/ Addbacks	\$374,827.00



 **NewGen**
ADVISORY

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PROPERTY IMPRESSIONS

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MOBILE, ALABAMA

Mobile, Alabama is a historic Gulf Coast city known for its deep cultural roots, maritime heritage, and role as one of the oldest port cities in the United States. Often referred to as the birthplace of Mardi Gras in America, Mobile draws visitors year-round for its festivals, historic architecture, waterfront attractions, museums, and proximity to the Gulf of Mexico. Major tourism drivers include the Port of Mobile, USS ALABAMA Battleship Memorial Park, downtown entertainment districts, cultural institutions, and seasonal events that attract both leisure and group travel. Its coastal location also makes it a convenient gateway to nearby beach destinations while maintaining a lower-cost, business-friendly environment.

The city has an estimated population of approximately 187,000 residents, with the broader Mobile metropolitan area exceeding 430,000 people, making it a regional hub for commerce, healthcare, education, and industry along the Gulf Coast. Mobile's diversified economy - anchored by port activity, shipbuilding, aerospace, healthcare, education, and tourism - supports steady year-round demand. This combination of cultural appeal, economic stability, and strategic coastal positioning makes Mobile an attractive and resilient market for hospitality investment.





USS ALABAMA BATTLESHIP MEMORIAL PARK

USS ALABAMA Battleship Memorial Park is one of Mobile's most recognizable attractions, anchored by the WWII battleship USS Alabama and the submarine USS Drum, plus aircraft, military vehicles, memorials, and immersive walk-through exhibits. Located just off I-10 on Mobile Bay, it's a natural "must-stop" for leisure travelers, group tours, and school field trips—driving year-round visitation that supports area hotels, restaurants, and other waterfront activities. The park also hosts ceremonies and special events that bring in out-of-town attendees and help strengthen Mobile's heritage tourism identity.



USA HEALTH UNIVERSITY HOSPITAL

USA Health University Hospital is a leading academic medical center and regional referral destination, drawing steady "medical travel" into Mobile—patients, families, visiting clinicians, trainees, and vendors who often require overnight lodging and multi-day stays. Its specialized care and affiliation with the University of South Alabama help position Mobile as a Gulf Coast healthcare hub, which supports year-round demand that is less seasonal than leisure travel. This consistent visitor flow benefits local hospitality through patient-family lodging, extended-stay accommodations, and service needs near the medical district.



NATIONAL MARITIME MUSEUM OF THE GULF

The National Maritime Museum of the Gulf of Mexico is an interactive, family-friendly museum on Mobile's riverfront that spotlights the Gulf Coast's maritime history, commerce, and coastal ecology. Its hands-on exhibits and educational programming attract leisure travelers, families, and school groups, helping drive daytime traffic downtown and encouraging visitors to pair the museum with other nearby attractions, dining, and entertainment. As a unique "only-in-Mobile" experience, it strengthens the city's cultural tourism mix and supports group travel itineraries that can extend average length of stay.



UNIVERSITY OF SOUTH ALABAMA

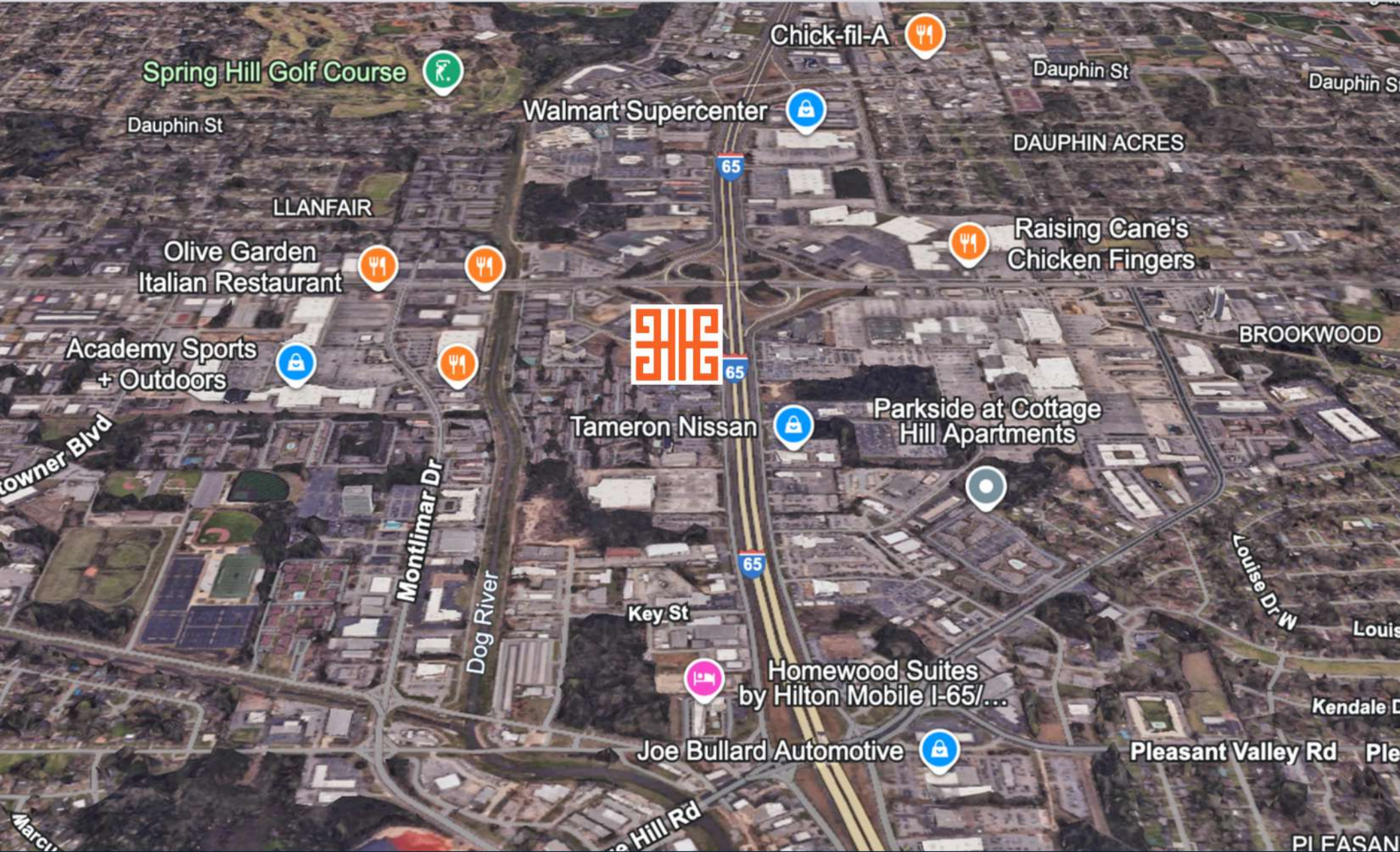
The University of South Alabama (USA) is a major public university that generates consistent travel demand through student and family visits, campus tours, graduations, athletic events, academic conferences, and cultural programming. These recurring events create steady room-night demand throughout the year—especially during move-in periods, commencement weekends, and large on-campus gatherings—while also supporting restaurants and retail in the surrounding area. USA is also a large employment hub, with more than 5,500 employees, and its academic and research presence helps keep Mobile on the map as a regional center for education, innovation, and healthcare-related training.

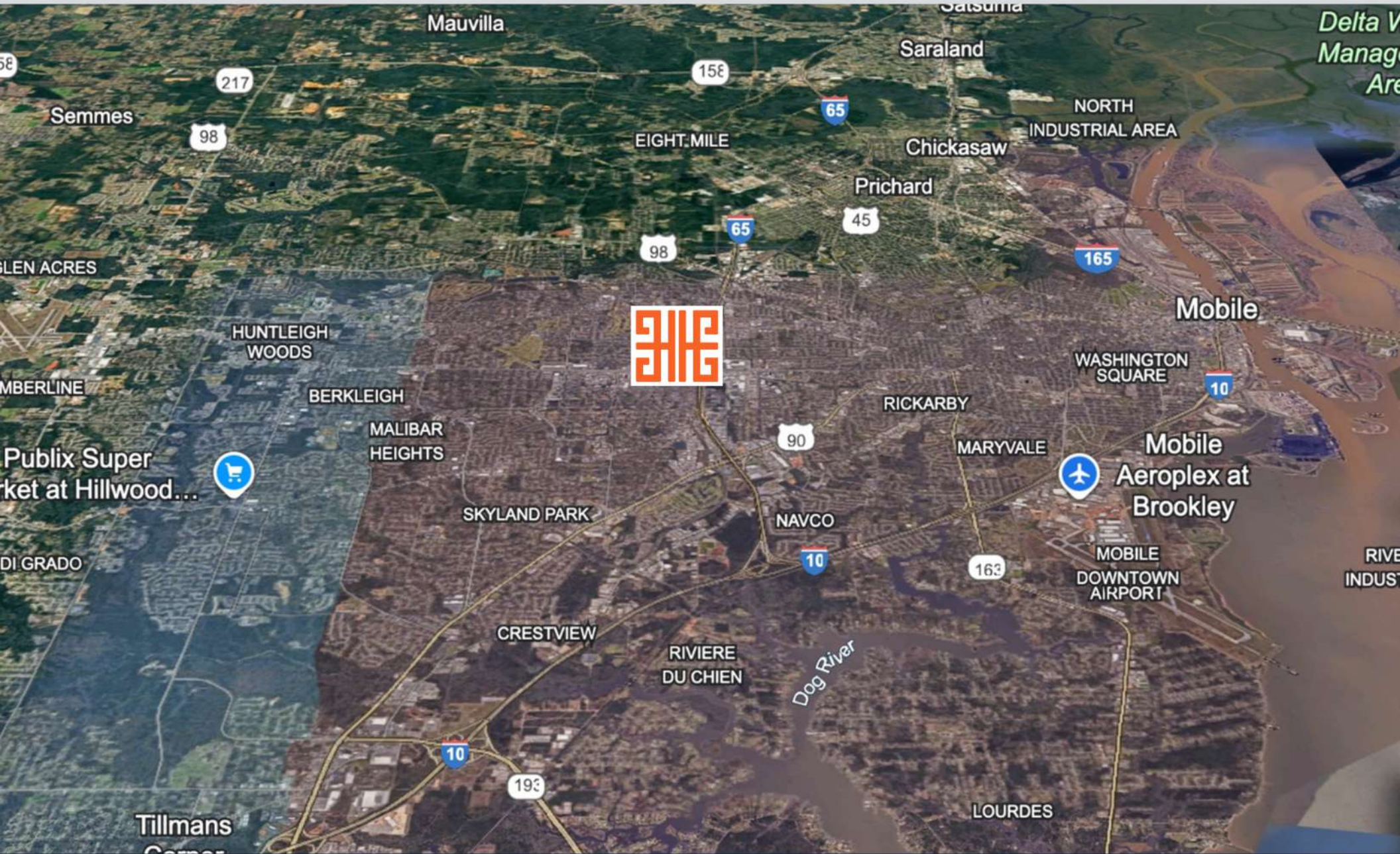
MOBILE MUSEUM OF ART

The Mobile Museum of Art, located in Langan Park, is the region's premier art museum and a key cultural anchor for Mobile, featuring a permanent collection of 6,400+ works alongside rotating exhibitions and community programming. It attracts cultural travelers, weekend visitors, and group outings through special exhibits, education initiatives, events, and classes—creating reasons for both locals and out-of-town guests to include Mobile in their plans. The museum's presence broadens the city's appeal beyond seasonal tourism, strengthening Mobile's identity as a well-rounded destination for arts, culture, and family activities.











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PROFESSIONAL BACKGROUND

Jigar "Jay" Desai joined the NewGen Advisory team of Arizona in 2017. He is focused throughout the Southwestern regions of Texas to California assisting our clients with all their hotel and lodging transactional needs. Jay has a unique ability to connect prospective buyers with sellers while focusing on and balancing the critical financial needs of both making him a true asset to any team and every client. Jay's extensive background in the hotel industry has given him the insight to better understand the critical needs of his clients. Having grown up in the hotel industry, Jay's ability to relate and understand the rigorous demands of hotel operations has provided the insight which has led to facilitate successful transactions. Furthermore, prior to joining the NewGen team, Jay was immersed into the financing and lending world with a large national bank which gave him the unique view into the lending world and provided the connections which allow his clients to seek out financing for even the most challenging assets.

EDUCATION

Jigar graduated from the U of A in 2011 attaining a dual degree from Eller College of Management in Finance and Real Estate.

MEMBERSHIPS

Jigar is a member and ambassador for the Asian American Hotel Owners Association (AAHOA) and holds certifications for Choice Hotels and Best Western.

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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by NewGen Advisory, LLC in compliance with all applicable fair housing and equal opportunity laws.



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