

EXCLUSIVE LISTING

HISTORIC ROUTE 66 MOTEL

1620 E Route 66 Blvd, Tucumcari, NM 88401



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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.

EXECUTIVE SUMMARY

Opportunity Overview

Jigar Desai and Anthony Becerra of NewGen Advisory are pleased to present for sale the Historic Route 66 Motel located in Tucumcari, New Mexico. This 23-room independent motel, offered at \$650,000 (\$26,000 per key), combines a functional design with built-in operational advantages. The classic courtyard layout allows guests to park directly outside their rooms, creating ease of access and efficient turnover. The low room count and on-site living quarters make this a perfect opportunity for an owner-operator. A fully equipped coffee shop is included, offering clear potential for a new revenue stream whether self-run or leased out. Positioned along historic Route 66 with convenient access to I-40, the property is well-suited for streamlined operations and future growth. For more information, please reach out to Jigar or Anthony.



Investment Highlights

- Offered at \$26,000 per key
- On-site living quarters – perfect for owner-operator
- Coffee shop can be brought online for additional income
- Great reputation - consistently strong guest reviews

Offering Details

List Price	\$650,000
Property Name	Historic Route 66 Motel
Property Address	1620 E Route 66 Blvd
City, state, Zip	Tucumcari, NM 88401
Room Count	25
Sale Condition	Fee Simple

PROPERTY DETAILS



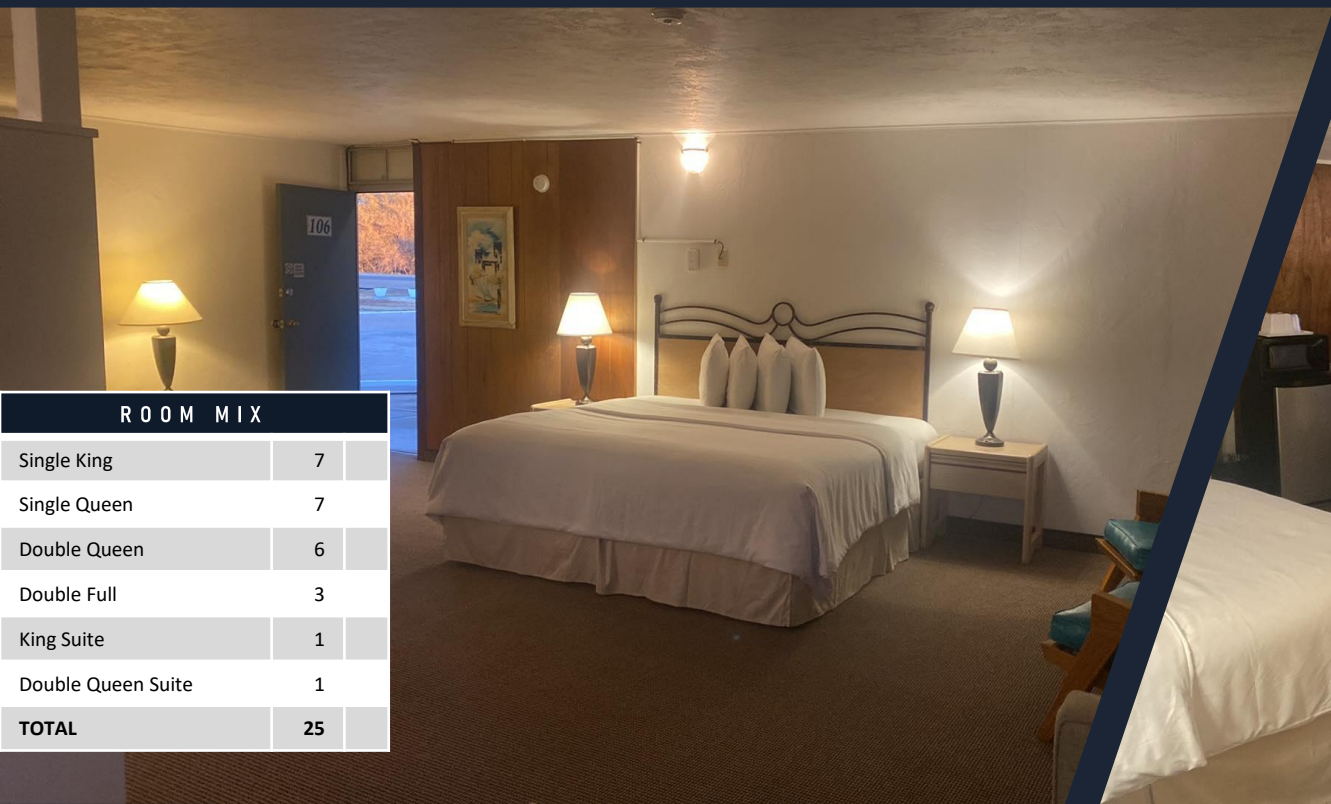
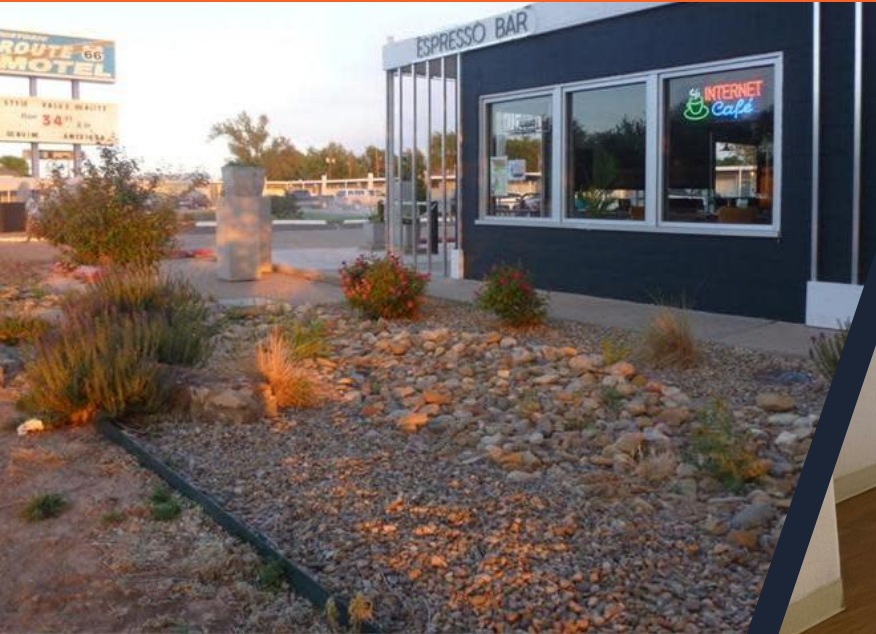
Equipment & Utilities

Electric	Xcel Energy
Gas	NM Gas Co
Water	City of Tucumcari
Heating/Cooling	Through The Wall A/C (TTW)

Building/Lot Details

Rooms	25
Stories	1
GBA	11,610
Corridors	Exterior
Year Built	1963
Property Tax (2024)	\$4,368
Opportunity Zone	Yes
Land Acres	2.00 AC
Zoning	C-1 Commercial
Parking	Surface

PROPERTY IMPRESSIONS



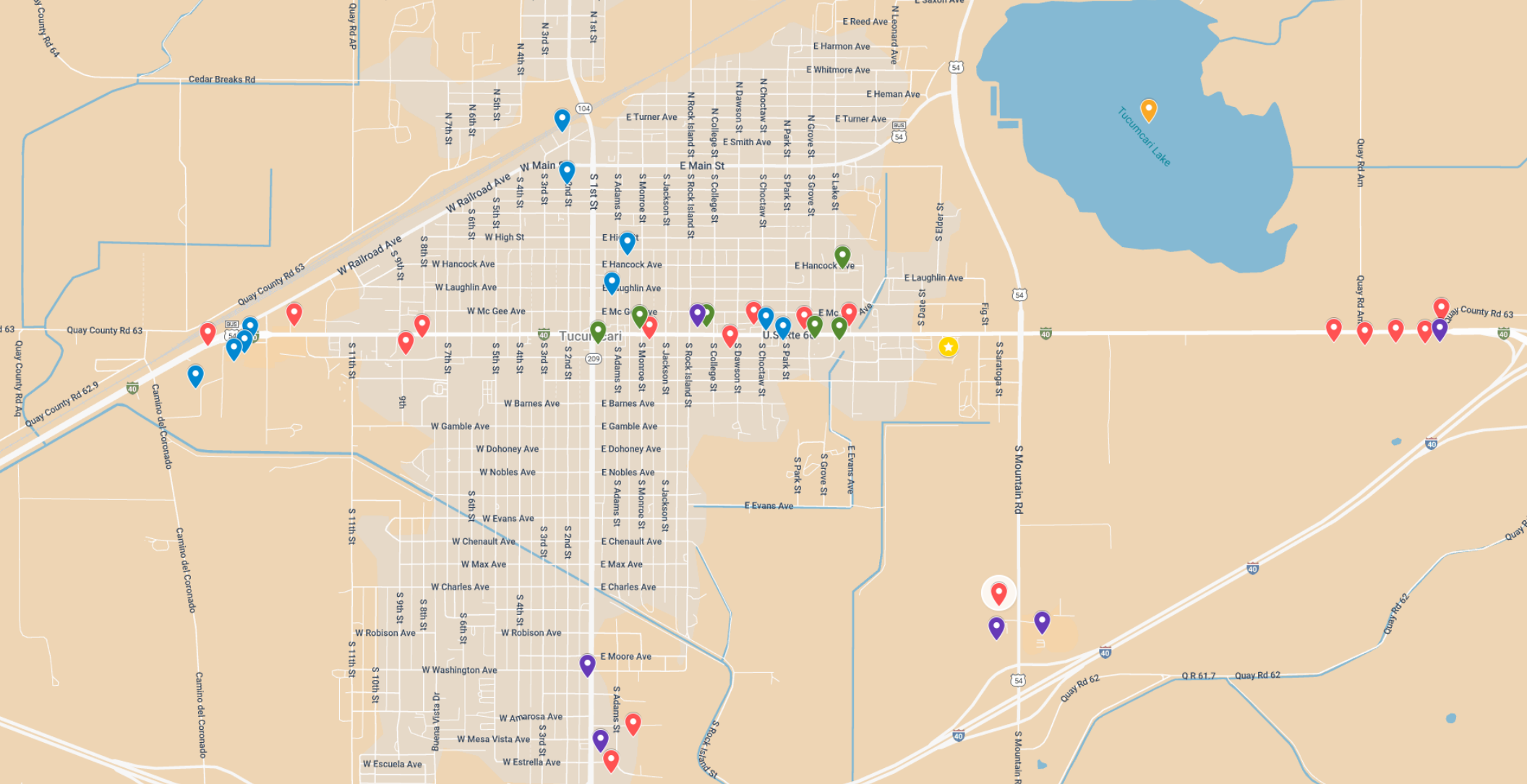
ROOM MIX

Single King	7
Single Queen	7
Double Queen	6
Double Full	3
King Suite	1
Double Queen Suite	1
TOTAL	25

COMPARABLE SALES



#	Property Address	Property Name	Year Built	Room Count	Sales Price	Price/Key	Sale Date
1	722 E Route 66 Blvd, Tucumcari, NM 88401	Motel Safari	1959	14	\$700,000	\$50,000	6/18/2025
2	112 McArthur St, Grants, NM 87020	Sands Motel	1932	24	\$630,000	\$26,250	12/7/2024
3	710 N White Sands Blvd, Alamogordo, NM 88310	Classic Inn	1965	22	\$880,000	\$40,000	11/1/2024
4	2222 Central Ave NW, Albuquerque, NM 87104	El Don Motel	1950	15	\$750,000	\$50,000	10/30/2024
5	1000 E Santa Fe Ave, Grants, NM 87020	Southwest Motel	2000	25	\$500,000	\$20,000	5/24/2024
6	13139 Central Ave NE, Albuquerque, NM 87123	Tramway Inn	1990	41	\$1,150,000	\$28,049	1/30/2024
Average			1966	24	\$768,333	\$35,717	



SUBJECT PROPERTY	POINTS OF INTEREST	HOTELS/MOTELS	HOTELS/MOTELS	GAS/TRAVEL CENTER
Historic Route 66 Motel	New Mexico Route 66 Museum	Best Western Discovery Inn	Roadrunner Lodge Motel	Love's Travel Stop
POPULAR RESTAURANTS	Odeon Theatre	Blue Swallow Motel	Rodeway Inn	One 9 Travel Center
Del's Restaurant	Quay County Fair Grounds	Buckaroo Motel	Sunset Inn	Valero
Donut Pro	Route 66 Monument	Budget Inn	Super 8 by Wyndham	OUTDOOR/LEISURE
Kix on 66	Route 66 Welcome Center/Gift Shop	Econo Lodge	Travelers Motel Inn	Tucumcari Lake
La Cita Restaurant	TeePee Curios	Fairfield Inn & Suites	Tristar Inn Xpress	Tucumcari Metropolitan Park
Loretta's Burrito Hut	Tucumcari Convention Center	Historic Route 66 Motel	GAS/TRAVEL CENTER	(Not Pictured)
Watson's BBQ	Tucumcari Historical Museum	La Quinta Inn & Suites	Circle K	Tucumcari Mountain
POINTS OF INTEREST	Tucumcari Railroad Musuem	Motel Safari	Circle K	Tucumcari Municipal Golf Course
Art City Tucumcari	HOTELS/MOTELS	Palomino Motel	Conoco	Conchas Lake
Mesalands Dinosuar Museum	Americana Motel	Quality Inn	Flying J Travel Center	Ute Lake State Park

MARKET OVERVIEW



Occupancy

53.1%



Avg Daily Rate

\$100



RevPAR

\$53



Under Construction

0



Inventory Rooms

1,123

Tucumcari, New Mexico

Tucumcari, New Mexico, is a historic Route 66 destination, that attracts visitors from around the world. Positioned along Interstate 40, the city benefits from a steady flow of transient guests, including long-haul truckers, leisure travelers, and road-trippers looking for a convenient overnight stay. Independent motels in Tucumcari hold strong recognition among Route 66 tourists. Travelers drawn to the town's historic charm actively seek out locally owned properties that preserve the vintage roadside experience. These motels often outperform chain hotels in capturing this niche segment, benefiting from word-of-mouth, travel blogs, and social media exposure. Tucumcari's lodging market is projected to stable, with little new development. This creates a favorable environment for well-positioned hotels that cater to both traditional overnight guests and those drawn by the town's Route 66 heritage.



DEMOGRAPHICS & STATISTICS

Population	1 Mile	3 Miles	5 Miles
2020 Population	3,263	5,849	6,296
2024 Population	3,384	5,852	6,252
Median Age	42	43.5	44.1
Bachelor's or Higher	11%	12%	12%
Average Household Income	\$48,173	\$47,971	\$48,094

Households	1 Mile	3 Miles	5 Miles
2020 Households	1,391	2,558	2,760
2024 Households	1,453	2,580	2,762
Average Household Size	2	2.2	2.2
Median Home Value	\$63,589	\$73,999	\$75,956

Leisure & Hospitality Employment	1 Mile	3 Miles	5 Miles
Employees	162	556	556
Businesses	25	54	54
Employees per Business	6	10	10

Traffic Counts	Cross Street	Traffic Volume	Count Year	Distance from Property
East Tucumcari Boulevard	South Date Street W	3,422	2023	0.04 mi
East Tucumcari Boulevard	S Fig St E	3,298	2025	0.07 mi
I 40 Business	S Fig St E	3,319	2024	0.07 mi

ADVISOR PROFILE

JIGAR “JAY” DESAI

SENIOR VICE PRESIDENT - AZ

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.

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