



Double Tree Hotel By Hilton

1800 S Santan Village Pkwy
Gilbert AZ 85295

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DoubleTree by Hilton Hotel Phoenix – Gilbert, AZ 85295

General Info & Timing

Property	DoubleTree by Hilton Hotel Phoenix
Address	1800 S San Tan Village Pky
City, State	Gilbert, AZ 85295
Rooms / Keys	121
Acquisition Start	Nov 25
Month	11
Year	2025
Hold Period	7 Year

Acquisition Assumptions

Purchase Price	27000000
Acquisition Costs (lender's fees excluded)	3%
Deal Costs	\$810,000
Transfer PIP/ Major Capital Improvement Reserve	\$0
Lender's Fees	\$0
All-in Basis	\$27,810,000

Financing Assumptions

Loan Amount	\$18,900,000
LTV/LTC	70%
Interest Rate	8%
Loan Fees	0%
Interest Only Period (Years)	0
Amortization Period (Years)	25
Term	10
Loan Disbursal Amount	\$18,900,000
I/O Payments (Yearly)	\$1,512,000
Amortization Payments (Yearly)	\$1,750,479
Loan Balance Repayment	\$16,671,942

Exit Assumptions

Sale Price	\$69,729,579
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Exit Cap Rate	6.5%
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Sales Expense	3%
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	\$2,091,887
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Net Sales Proceeds - (Unlevered)	\$67,637,691
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Net Sales Proceeds - (Levered)	\$50,965,749
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Summary

Property Level Return Metrics

Unlevered

IRR	19.14%
EM	3.06x
Total Cash Invested	\$27,810,000
Total Revenue	\$85,062,160
Total Profit	\$57,252,160

Levered

IRR	29.85%
EM	5.82x
Total Cash Invested	\$9,803,607
Total Revenue	\$57,030,470
Total Profit	\$47,226,863
Average Cash on Cash Return	8.29%

Property Metrics	Per Key	Total
Acquisition		
Purchase Price	\$223,140	\$27,000,000
All-in Basis	\$229,835	\$27,810,000
All-in Basis Less Debt Proceeds	\$73,636	\$8,910,000
Exit		
Sale Price	\$576,278	\$69,729,579
Net Sales Proceeds - (Unlevered)	\$558,989	\$67,637,691
Net Sales Proceeds - (Levered)	\$421,205	\$50,965,749

Debt Metrics	
Min. DSCR	0.65x
Min Debt Yield	8.40%

Sensitivity Analysis on Exit Year and Exit Cap Rate

Sensitivity Tested on:

IRR

Acquisition	5.00%	5.50%	6.00%	6.50%	7.00%	7.50%	8.00%
Year 2	37.02%	23.18%	10.37%	-1.72%	-13.37%	-24.85%	-36.49%
Year 3	43.93%	36.22%	29.06%	22.34%	15.94%	9.78%	3.78%
Year 4	45.63%	40.66%	36.09%	31.83%	27.83%	24.04%	20.41%
Year 5	41.11%	37.58%	34.34%	31.33%	28.51%	25.86%	23.34%
Year 6	37.92%	35.25%	32.81%	30.56%	28.46%	26.49%	24.63%
Year 7	35.62%	33.52%	31.61%	29.85%	28.21%	26.69%	25.25%
Year 8	33.66%	31.96%	30.42%	29.00%	27.69%	26.47%	25.33%
Year 9	32.15%	30.74%	29.47%	28.30%	27.23%	26.23%	25.30%
Year 10	30.91%	29.73%	28.65%	27.68%	26.78%	25.95%	25.18%

Cash Flow Summary

Year Ending	Year 0 2025 Nov 25	Year 1 2025 Nov 26	Year 2 2025 Nov 27	Year 3 2025 Nov 28	Year 4 2025 Nov 29	Year 5 2025 Nov 30	Year 6 2025 Nov 31	Year 7 2025 Nov 32
Total Acquisition Costs								
Purchase Price	27,000,000							
Transfer PIP/ Major Capital Improvement Reserve	\$0							
Closing Costs	810,000							
Total Acquisition Costs	-	-	-	-	-	-	-	-
Departmental Revenues								
Rooms		5,179,691	5,742,863	6,379,501	7,196,601	8,267,833	8,929,260	9,643,600
Food & Beverage		1,047,718	1,107,854	1,173,693	1,262,724	1,383,523	1,425,028	1,467,779
Other Operated Departments		76,740	81,145	85,968	92,489	101,337	104,377	107,508
Total Revenue		6,341,064	6,970,897	7,680,514	8,596,305	9,801,439	10,508,873	11,270,603
Departmental Expenses								
Rooms Expense		1,292,244	1,366,415	1,447,619	1,557,430	1,706,421	1,757,614	1,810,342
Food & Beverage Expense		947,674	1,002,068	1,061,620	1,142,150	1,251,414	1,288,956	1,327,625
Other Operated Departments Expense		39,027	41,267	43,719	47,036	51,535	53,081	54,674
Total Departmental Expenses		2,278,945	2,409,750	2,552,958	2,746,616	3,009,370	3,099,651	3,192,641

Year Ending	Year 0 2025 Nov 25	Year 1 2025 Nov 26	Year 2 2025 Nov 27	Year 3 2025 Nov 28	Year 4 2025 Nov 29	Year 5 2025 Nov 30	Year 6 2025 Nov 31	Year 7 2025 Nov 32
Cash Flow After Financing								
Unlevered Cash Flow	(27,810,000)	1,133,263	1,474,089	1,867,808	2,382,488	3,069,293	3,508,620	71,626,599
Levered Cash Flow	(8,910,000)	(617,216)	(276,391)	117,329	632,009	1,318,813	1,758,141	53,204,177

Return Metrics								
Cash on Cash - 8.29% Ave		-6.93%	-3.10%	1.32%	7.09%	14.80%	19.73%	25.12%
DSCR - 0.65x Min		0.65x	0.84x	1.07x	1.36x	1.75x	2.0x	2.28x

LP Cash Flow		Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Distributions	35,632,399	0	0	0	82,130	442,406	923,169	1,230,699	#####	0	0	0
Contributions	9,803,607	8,910,000	617,216	276,391	0	0	0	0	0	0	0	0
Net Cash Flow	25,828,792	-8,910,000	-617,216	-276,391	82,130	442,406	923,169	1,230,699	#####	0	0	0
IRR	21.1%											
Equity Multiple	3.63X											

Hurdle 1 – Preferred Return & Return of Capital		Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Beginning Balance (LP Capital Account)		8,910,000	617,216	276,391	0	0	0	0	0	0	0	0
LP Req'd Return to hit Hurdle 1		0	712,800	819,201	906,849	972,826	1,015,260	1,022,627	1,005,981	0	0	0
Contributions from LP	100.0%	8,910,000	617,216	276,391	0	0	0	0	0	0	0	0
Distributions to LP (Hurdle 1)	70.0%	0	0	0	82,130	442,406	923,169	1,230,699	#####	0	0	0
Ending Balance (LP Capital Account)		8,910,000	10,240,016	#####	#####	#####	12,782,837	#####	0	0	0	0
LP IRR Error Check	8.0%	-8,910,000	-617,216	-276,391	82,130	442,406	923,169	1,230,699	#####	0	0	0
Contributions from Sponsor	0.0%	0	0	0	0	0	0	0	0	0	0	0
Distributions to Sponsor	30.0%	0	0	0	35,199	189,603	395,644	527,442	5,820,320	0	0	0
Sponsor IRR Error Check	8.0%	0	0	0	35,199	189,603	395,644	527,442	5,820,320	0	0	0
Total Distributions		0	0	0	117,329	632,009	1,318,813	1,758,141	#####	0	0	0
Cash Flow Remaining		0	0	0	0	0	0	0	#####	0	0	0

Hurdle 2		Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Beginning Balance (LP Capital Account)		0	8,910,000	#####	#####	#####	16,351,025	#####	#####	0	0	0
LP Req'd Return to hit Hurdle 2		0	1,336,500	1,629,557	1,915,450	2,190,448	2,452,654	2,682,076	2,899,783	0	0	0
Contributions from LP		8,910,000	617,216	276,391	0	0	0	0	0	0	0	0
Prior Distributions		0	0	0	82,130	442,406	923,169	1,230,699	#####	0	0	0
Distributions to LP (Hurdle 2)	70.0%	0	0	0	0	0	0	0	8,650,924	0	0	0
Ending Balance (LP Capital Account)		8,910,000	10,863,716	#####	#####	#####	16,351,025	#####	#####	0	0	0
LP IRR Error Check	15.0%	-8,910,000	-617,216	-276,391	82,130	442,406	923,169	1,230,699	#####	0	0	0
Contributions from Sponsor		0	0	0	0	0	0	0	0	0	0	0
Distributions to Sponsor	30.0%	0	0	0	0	0	0	0	3,707,539	0	0	0
Total Distributions		0	0	0	0	0	0	0	#####	0	0	0
Cash Flow Remaining		0	0	0	0	0	0	0	#####	0	0	0

Hurdle 3		Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Distributions to LP	50.0%	0	0	0	0	0	0	0	#####	0	0	0
Distributions to Sponsor	50.0%	0	0	0	0	0	0	0	#####	0	0	0
Total Distributions		0	0	0	0	0	0	0	#####	0	0	0



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