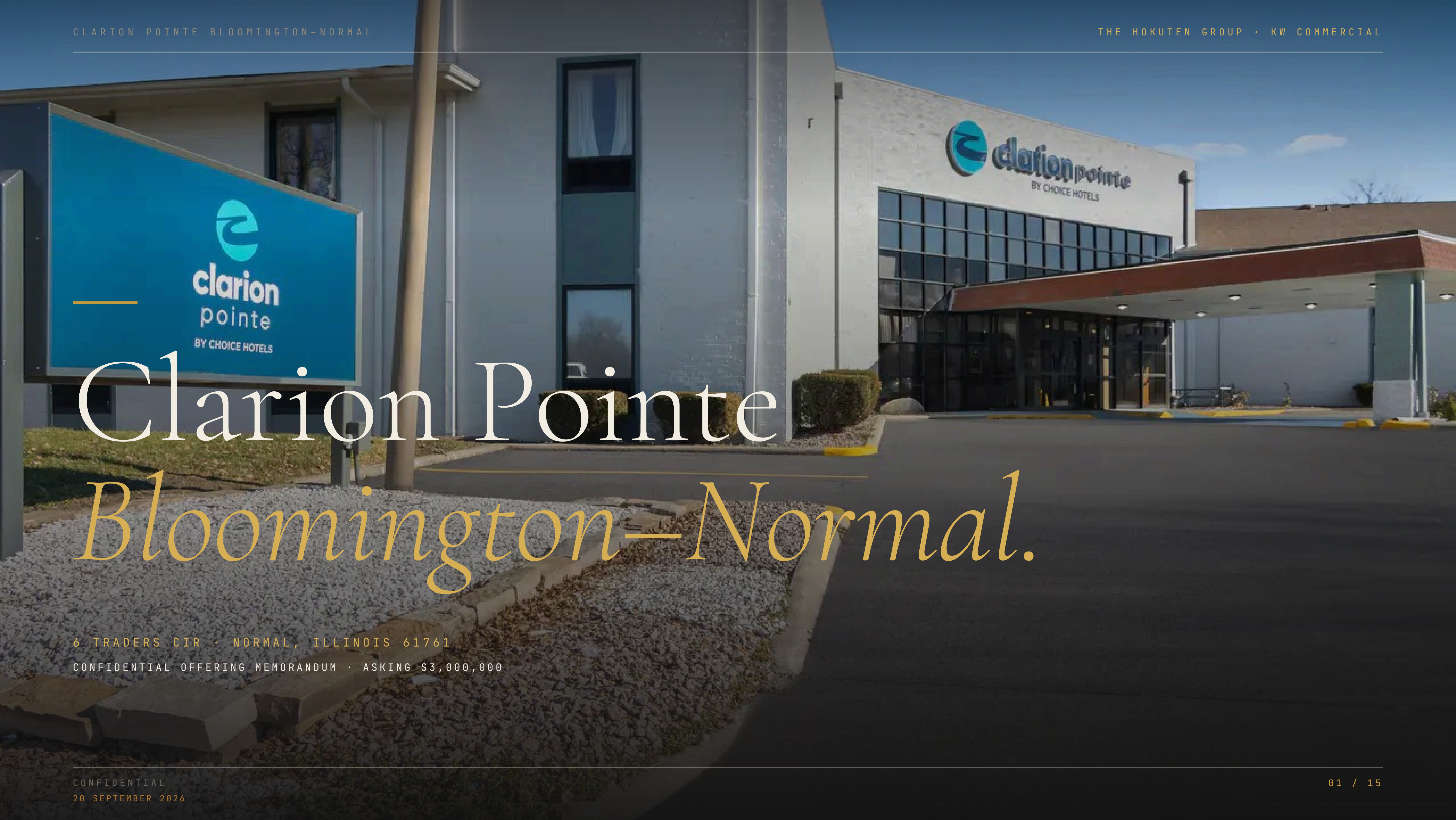


Clarion Pointe
Bloomington–Normal.

6 TRADERS CIR · NORMAL, ILLINOIS 61761

CONFIDENTIAL OFFERING MEMORANDUM · ASKING $3,000,000

00 — CONFIDENTIALITY & DISCLOSURES

Terms of review.

BASIS OF THIS DOCUMENT

This confidential offering memorandum presents Clarion Pointe Bloomington–Normal at a seller asking price of $3,000,000. The asking price is separate from the historical underwriting analysis and is not a statement of market value. All information is subject to independent buyer verification.

Financial and operating figures are identified by reporting period and source. Historical CoStar records provide construction and transaction context; calculated figures and illustrative assumptions are distinguished from reported results. Differences between sources remain disclosed.

No financial projection, stabilised income, market capitalisation rate, franchise transfer outcome or renovation budget is represented as fact.

PROPERTY FACTS AND STANDARD DILIGENCE

CURRENT ROOM INVENTORY	93 total / 93 currently available
2026 EXPENSES	Buyer to verify current-year schedule
FRANCHISE TRANSFER	Subject to franchisor approval and terms
PIP / QA COST	Buyer to confirm any future scope and cost
TITLE, SURVEY, ENVIRONMENTAL	Buyer diligence
2024 OTHER INCOME $200,000	Dated statement line; not treated as recurring

STATUS

The supporting BOV analysis provides historical income and sensitivity scenarios. It does not state a concluded current as-is market value.

01 — OPPORTUNITY

A 93-room interior-corridor hotel *with repositioning opportunity.*

Clarion Pointe Bloomington–Normal sits at 6 Traders Cir in Normal, Illinois, immediately off the I-55 corridor and within the Illinois State University trade area. The property carries STR ID 5040 and chain code IL507, and the March 2026 STR report titles it Clarion Pointe.

The 2025 record is the strongest year in the two-year file: $950,513.15 in reported total income against $548,120.98 of ordinary expenses, producing $402,392.17 of net ordinary income before property tax, which the statement carries below that subtotal.

The 2026 record is weaker. Property-management statistics through 30 April 2026 show $175,265.05 of year-to-date total revenue against $194,370.87 in the same period of 2025 — down 9.83% — with April alone down 32.93%. The April PMS report is retained as dated historical operating evidence.

The current offering facts are resolved: Dino Monteverde confirmed 93 total guest rooms, with all 93 currently available for service on 20 September 2026. At the $3,000,000 asking price, the property is approximately $32,258 per room. The 2025 operating record and the dated 2026 revenue softness frame a hands-on repositioning opportunity.

ASKING PRICE	$3,000,000
ADDRESS	6 Traders Cir, Normal, IL 61761
BRAND IN LATEST STR	Clarion Pointe
CURRENT ROOM INVENTORY	93 total / 93 currently available
STATUS	Available for sale
ASKING PRICE / ROOM	$32,258.06
2025 TOTAL INCOME	$950,513.15
2025 NET ORDINARY INCOME	$402,392.17
TTM OCC / ADR / REVPAR (STR)	43.50% / $66.76 / $29.05
PIP INSPECTION	Complete, addendum compliant

STR figures are the running twelve months to March 2026 from the workbook created 18 April 2026. The workbook file name says April; the operating period is March. The current per-room denominator is 93, based on the 20 September 2026 confirmation. The 2022 sale price and its 96-room count remain dated transaction history, not an indication of current value.

02 — EXECUTIVE SUMMARY

The offering.

THE ASSET

Clarion Pointe Bloomington–Normal is a 93-room, upper-midscale, interior-corridor hotel at 6 Traders Cir in Normal, Illinois. The supplied CoStar property record reports approximately 58,974 SF on 2.20 acres, a two-story building, 131 surface parking spaces, zoning B-1, original construction in 1986, and renovation reported in 2023. The property operates under the Clarion Pointe brand within the Choice Hotels system.

Investment highlights: all 93 guest rooms are currently available for service per the 20 September 2026 confirmation; the $3,000,000 asking price is approximately $32,258 per room; 2025 income was $950,513.15 with a $360,185.09 historical operating bridge after property tax; amenities include an indoor pool, breakfast area and business center; and the property is positioned in the I-55 / Illinois State University trade area. Franchise transfer remains subject to franchisor approval.

CoStar's historical record also reports a 3 October 2022 sale for $2,100,000 and 96 rooms at that transaction. Those dated transaction particulars are retained for context only and are not current inventory or value conclusions.

THE OPERATING RECORD

Two full-year P&Ls, 2024 and 2025, plus property-management revenue statistics through April 2026. 2025 income grew to $950,513.15 from $666,965.33 in 2024. The 2024 statement also carries an unexplained $200,000 Other Income line that is not treated as recurring anywhere in this document.

No 2026 expense statement was located in the inspected property folders.

THE PRICE

The ask is $3,000,000, set by the seller side. Applied to the 2025 historical operating bridge after an illustrative management replacement and a 4% FF&E reserve, that ask sits at a 9.79% to 10.10% yield on historical income.

That is a historical sensitivity, not a market capitalisation rate, and not a value conclusion. It uses 2025 revenue and 2025 expenses. It does not reflect the 2026 decline, out-of-order rooms, or any PIP or QA cost.

03 — PROPERTY OVERVIEW

The asset, as photographed by ownership.

EXTERIOR — PORTE-COCHERE AND BRAND SIGNAGE

EXTERIOR — SECONDARY ELEVATION

EXTERIOR — SITE AND PARKING

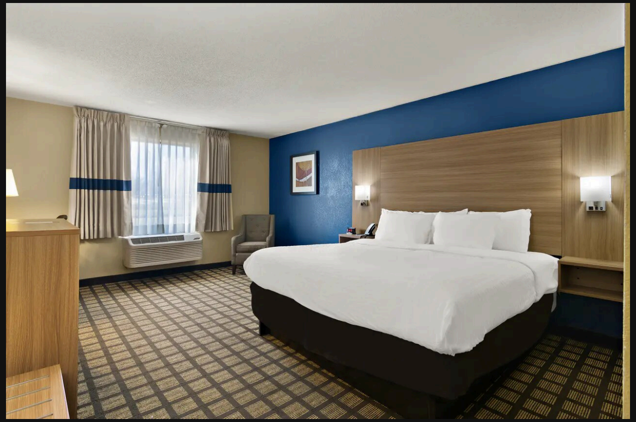
LOBBY

INDOOR POOL

BREAKFAST AREA

03 — PROPERTY OVERVIEW

Guest rooms and amenity.


KING


STUDIO KING


DOUBLE QUEEN


ADA BATH


KING — ALTERNATE


DOUBLE QUEEN — ALTERNATE


BUSINESS CENTRE


STANDARD BATH

Property photographs reproduced here come from the owner-supplied listing files. Photography illustrates observed finishes and amenities; it does not establish current room availability, franchise status or a current condition assessment.

Photography establishes finish level and amenity only. It does not establish room count, room mix, out-of-service status, franchise standing or condition as of today. The images carry no date evidence in the file.

03 — PROPERTY OVERVIEW

Current inventory and availability are *confirmed.*

Current inventory is 93 rooms, with all 93 currently available for service per the 20 September 2026 confirmation. The April PMS report is retained below as dated historical operating evidence.

SOURCE	ROOMS	DATE	NOTE
CoStar property PDF	93	20 Sep 2026	Current property record; confirmed by Dino
PMS statistics	90 total	30 Apr 2026	Dated historical report: 13 OOO, 77 available then
Dino confirmation	93 / 93 available	20 Sep 2026	Current inventory and availability confirmation

WHY THIS MATTERS

The current denominator is 93 rooms, supporting the $32,258.06 asking price per room shown in this package. The April PMS count of 90 total rooms and 13 OOO rooms is dated historical operating evidence only; the 2022 CoStar count of 96 is dated transaction history.

DATED PMS OPERATING CONTEXT

OOO ROOMS 30 APR 2026	13 (dated historical report)
AVAILABLE 30 APR 2026	77 (dated historical report)
OOO ROOM NIGHTS YTD 2026	1,785
TOTAL ROOM NIGHTS YTD 2026	10,800
REVENUE ROOM NIGHTS YTD 2026	2,479
REVENUE ROOM NIGHTS YTD 2025	3,202

The 13 OOO rooms and 77 available rooms are reported only for 30 April 2026. Current status is 93 of 93 rooms available per the 20 September 2026 confirmation. Any future capital, QA, PIP or transfer cost remains a standard buyer diligence item.

04 — MARKET & DEMAND

Bloomington–Normal, *from the STR record only.*

The STR competitive set provides the following operating comparison for the running twelve months through March 2026.

METRIC	SUBJECT	COMP SET	INDEX
Occupancy	43.50%	43.08%	MPI 100.99
ADR	$66.76	$72.12	ARI 92.57
RevPAR	$29.05	$31.07	RGI 93.49

Subject fills at parity with its competitive set and discounts rate by roughly 7.4%. The rate gap, not occupancy, is the measurable performance difference in the STR record.

March 2026 as a single month was materially weaker than the trailing year: occupancy 25.59%, ADR $72.80, RevPAR $18.63. One month is not a trend. The April PMS OOO count is dated historical context; current availability is 93 of 93 rooms per the 20 September confirmation.

LOCATION, AS SUPPORTED

The address of record is 6 Traders Cir, Normal, Illinois 61761. The STR property title itself identifies the location as near I-55 and the university. Illinois State University and the Bloomington–Normal corridor are the demand context named in the source record.

INTERPRETING THE DATA

STR is an operating comparison, not a forecast of future results. Current performance, property condition, inventory and buyer operating assumptions should be assessed separately.

05 — OPERATING RECORD

Owner-supplied profit-and-loss statements, *2024 and 2025.*

LINE	2025	2024
Lodging sales	$1,045,588.90	$735,003.59
Sales-tax deduction	$(95,075.75)	$(68,038.26)
Total income	$950,513.15	$666,965.33
Total ordinary expense	$548,120.98	$407,598.97
Net ordinary income	$402,392.17	$259,366.36
Other income	$0.00	$201,266.18
Other expense	$441,140.87	$450,370.16
Net income	$(38,748.70)	$10,262.38

Both statements carry property tax, interest, depreciation and amortisation below net ordinary income. 2025 other expense comprises interest $201,061.79, depreciation $197,018.00, property tax $42,207.08 and amortisation $854.00.

THREE THINGS TO READ CAREFULLY

2024 OTHER INCOME

The 2024 statement carries a $200,000 Other Income line with no explanation in the file. It is not classified as recurring or non-recurring here. It is excluded from every income measure in this memorandum and in the BOV.

2024 RESTATEMENT

Standalone 2024 net income is $10,262.38; the 2025 statement's comparative 2024 column shows $10,282.37 — a $19.99 difference. Both versions are kept visible rather than reconciled.

NO 2026 EXPENSES

The inspected folders contain 2026 revenue statistics but no 2026 expense statement. Current-year operating margin cannot be computed from the available record.

Property-management revenue *is a separate basis.*

PMS MEASURE	2026	2025	CHANGE
Jan–Apr total revenue	$175,265.05	$194,370.87	−9.83%
Jan–Apr room revenue	$174,444.41	$190,578.15	−8.47%
April total revenue	$41,324.04	$61,613.37	−32.93%
Revenue room nights YTD	2,479	3,202	−22.6%

Four-month PMS-reported revenue decline is $19,105.82. Seasonality makes mechanical annualisation of the −9.83% invalid, and this memorandum does not annualise it.

Full-year 2025 PMS total revenue is **$968,811.68** against **$950,513.15** of P&L total income — a **$18,298.53** difference on a different accounting basis. The two are not spliced.

CONSTRUCTED TTM — REVENUE ONLY	
PMS TTM MAY 2025 – APR 2026, TOTAL	$949,705.86
PMS TTM, ROOM REVENUE	$935,966.98
PMS FY2025 TOTAL	$968,811.68
P&L FY2025 TOTAL INCOME	$950,513.15
UNRECONCILED DIFFERENCE	$18,298.53

THIS IS NOT NOI

The constructed TTM figure is revenue assembled from two PMS years. It is not a trailing-twelve-month profit and loss, it carries no expenses, and it must not be read as current net operating income.

06 — UNDERWRITING

What the 2025 record supports, *and what it does not.*

HISTORICAL BRIDGE — 2025 BASIS	AMOUNT
Reported total income	$950,513.15
Reported net ordinary income	$402,392.17
Less property tax (carried below subtotal)	$(42,207.08)
Historical operating bridge	$360,185.09
Add back management already in expenses	$9,443.38
Less replacement management — Case A at 3%	$(28,515.39)
Less replacement management — Case B at 4%	$(38,020.53)
Less FF&E reserve at 4%	$(38,020.53)
Case A historical income	$303,092.55
Case B historical income	$293,587.42

YIELD ON THE ASK — HISTORICAL BASIS

CASE A ON $3,000,000	10.10%
CASE B ON $3,000,000	9.79%

READ THIS BEFORE USING THOSE TWO NUMBERS

They are a historical sensitivity on 2025 income against a seller-set ask. They are not a market capitalisation rate, not a stabilised yield and not a value conclusion. The 3% and 4% management rates and the 4% reserve are illustrative conventions, not contracted terms. No 2026 expense data, no out-of-order room recovery cost, no PIP or QA cost and no franchise transfer cost is inside them.

07 — COMPARABLE SALES SCREEN

Seven regional transactions, *each qualified.*

PROPERTY	MARKET	DATE	PRICE	ROOMS	$/ROOM	COMPARABILITY
Motel 6 Normal	Normal	03 Sep 2024	$1,650,000	89	$18,539	Same town, lower tier
Ramada Limited Bloomington	Bloomington	29 Aug 2024	$1,900,000	64	$29,688	Allocation in $5.85M package
Sleep Inn Champaign	Champaign	23 Feb 2024	$2,514,000	95	$26,463	Similar size, older sale
Super 8 Peoria East	East Peoria	23 Sep 2021	$2,060,000	64	$32,188	Regional, 2021
Americas Best Value Inn	East Peoria	09 Feb 2026	$2,300,000	65	$35,385	Seller-reported 10% cap
The Peoria Hotel SureStay	Peoria	05 Nov 2025	$3,700,000	124	$29,839	Regional economy
Comfort Suites Normal	Normal	23 Apr 2026	$3,000,000	59	$50,847	Upper-midscale, upper bound only

Source: local CoStar export retained as transaction evidence; rows 5474, 6849, 7856, 9613, 10321, 11950 and 19933. Per-room figures use each transaction's own reported room count.

WHY NO CONCLUDED PER-ROOM VALUE

The set spans 2021 to 2026, four submarkets, 59 to 124 rooms and economy through upper-midscale positioning. Only one transaction reports a capitalisation rate, and it is seller-stated with no independent reconciliation of its NOI or reserve definition. The subject denominator is 93 rooms, so the $3,000,000 ask implies approximately $32,258 per room. Comparable sale per-room figures remain specific to each dated transaction.

08 — BRAND, PIP & CAPITAL

Inspection complete *is not the same as no cost.*

WHAT THE LETTER ACTUALLY SAYS

INSPECTION DATE	15 January 2026
LETTER DATE	6 March 2026
CONTRACT NUMBER	0000040977
STATUS	PIP Inspection Status: Complete

Verbatim: “Based on the results of the most recent PIP evaluation, conducted at your hotel on 01/15/2026, all items have been either marked complete or will be evaluated via other channels such as the Quality Assurance Review. This means you are compliant with your addendum for contract number: 0000040977.”

WHAT IT DOES NOT ESTABLISH

The letter gives **no project-level cost**, **no renovation scope** and **no franchise transfer approval**. Items deferred to a Quality Assurance Review remain open by the letter's own wording. A buyer's capital cost is therefore unpriced, not zero.

FRANCHISE STANDING

The March 2026 STR record titles the property Clarion Pointe. An STR brand label is a reporting attribute. It does not evidence a current licence in good standing, and it does not evidence that a new owner would be approved on transfer or on what terms.

THIRTEEN ROOMS

Out-of-order rooms on 30 April 2026 are a separate capital question from the PIP. Neither cause nor cost is in the file.

09 — OFFERING & PROCESS

Offering and inquiries.

THE OFFERING

ASKING PRICE	$3,000,000
BASIS	Seller instruction, 20 Sep 2026
FINANCING	Buyer to source

No financing terms, assumable debt, seller carry or SBA eligibility is represented. Nothing in the source file supports any of those.

DILIGENCE TO BE PROVIDED

2024 and 2025 profit-and-loss statements · March 2026 STR report · December 2025, February 2026 and April 2026 property-management statistics · 6 March 2026 PIP inspection letter · owner listing photography.

STANDARD BUYER DILIGENCE

2026 year-to-date expense statement · franchise licence and transfer terms · QA review status and any priced scope · title, survey, environmental and physical-condition review. Current inventory is 93 rooms / 93 available per the 20 September 2026 confirmation. The 2024 $200,000 Other Income line is excluded from recurring income.

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Source notes.

OPERATING AND FINANCIAL SOURCES

Owner-supplied 2024 and 2025 Prabodham Hotels Group profit-and-loss statements; March 2026 STR report (workbook created 18 April 2026); December 2025, February 2026 and April 2026 hotel-statistics reports; and the 6 March 2026 PIP inspection letter for the 15 January inspection.

The PMS and P&L figures use separate reporting bases. The room-count differences, 2024 accounting differences and limits of current-year expense and capital information are disclosed in the relevant sections.

PROPERTY AND TRANSACTION HISTORY

CoStar historical transaction record, Property ID 9207202: 3 October 2022 sale at $2,100,000, 1986 construction and 96 rooms reported at that sale. Historical transaction particulars are not representations of current inventory, brand or value.

The regional comparable-sale table uses retained CoStar transaction records, with property-specific qualifications. Asking prices, transaction prices and income scenarios are distinguished. Property images are from owner-supplied listing materials.

Prepared 20 September 2026. Detailed source references and financial supporting materials are available through the listing team.