

13320 ALI GHAN ROAD NE
Cumberland, MD 21502

**Hospitality
Investment Opportunity**

Offering Memorandum

Sleep

BY CHOICE HOTELS

Sleep
INN & SUITES
BY CHOICE HOTELS



Gold Award

Choice Hotels Gold Award

 **Tripadvisor**

trivago

Highly Rated

MATTHEWS™

Exclusively Listed By

Kyle Matthews
Broker of Record
License No. 664913 (MD)



MATTHEWS™





Loves

59,224
Visits/Month

603,051
Visits/Year



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BY CHOICE HOTELS

Sleep Inn & Suites

13320 Ali Ghan Rd NE | Cumberland, MD 21502

PROPERTY OVERVIEW



Executive Summary

13320 Ali Ghan Road NE

Cumberland, MD 21502

65

Total Keys

±35,118 SF

Building Size

±1.90 AC

Lot Size

The Opportunity

Matthews™, is pleased to offer the exclusive opportunity to acquire the **Sleep Inn & Suites in Cumberland, Maryland, a well-located** midscale hotel with **interstate visibility and reliable demand**, supported by a **recently built, well maintained** physical structure that **limits near term capital requirements** in the Maryland West/Hagerstown submarket.

Positioned **directly off Interstate 68** on Ali Ghan Road, the property benefits from **strong traffic exposure** (±32,000 vehicles daily) and **consistent transient demand** from regional travelers, commercial transport, and contractors.

Built in 2016, this interior-corridor Sleep Inn offers a **modern room inventory** relative to much of the competitive set, supporting **continued occupancy and rate performance**. The franchise license remains in place through January 2036, providing **long-term brand stability and limiting near-term rollover risk**.

The hotel sits adjacent to a **major Love's Travel Stop**, supporting steady commercial truck, contractor, and drive-to guest volumes, while leisure demand is anchored by the region's core outdoor and gaming drivers—**Rocky Gap State Park, Rocky Gap Casino Resort, Deep Creek Lake, and the broader Appalachian outdoor corridor**—which generate **dependable weekend and seasonal visitation** and diversify the demand base beyond pure transient business.

With limited branded supply and efficient limited-service operations, the Sleep Inn & Suites presents **a stable investment opportunity in Western Maryland**.



Investment Highlights

Interstate Location with Strong Traffic Exposure

- The hotel is positioned directly off Interstate 68 on Ali Ghan Road, capturing consistent room demand from regional travelers, commercial transport, and contractors. The daily traffic count of 32,000 vehicles provides reliable visibility and transient business year-round.

Steps From Love's Travel Stop and Key Outdoor Recreation Drivers

- The property sits next to a major Love's Travel Stop that generates continuous commercial truck and contractor traffic. Love's travel stop averages 59,222 visitors per month and around 603,051 per year. The region also pulls steady recreational demand from Rocky Gap State Park, Rocky Gap Casino Resort (\pm \$150 Million Annual Revenue), Deep Creek Lake, and the Appalachian outdoor corridor.

Newest Midscale Hotel in the Comp Set

- Built in 2016, the property's well maintained physical condition drives above average ADR and occupancy, allowing a new owner to further extend the property's competitive advantage relative to the comp set.

Attractive Flag with Long License Term Remaining

- The Sleep Inn franchise license runs through January 2036, providing a long runway of brand stability for the next owner and reducing near term rollover risk.

Solid Market Fundamentals with Limited Branded Supply

- Within the Maryland West and Hagerstown submarket, only 4 midscale hotels operate within 50 miles along the interstate 68 stretch, and 6 upper midscale within 50 miles along interstate 68 stretch. This supports long term occupancy stability.



Investment Highlights



Awards & Reviews

- Choice Hotels Gold Award - The Gold Award represents some of the top hotels, based primarily on real guests reviews via Likelihood to Recommend scores. 4.5-star Google rating, 4.5 star on Choice Hotel Site, 4.7 star on Trip Advisor, 9.1/10 on Trivago, 4.3 Hotels.com, 9.2/10 Expedia.

Consistent Historical Performance with Upside Opportunity

- The hotel posted a 2025 Occupancy of 66.7%, an ADR of \$106.81, and RevPAR of \$71.20. With improved revenue management, targeted ADR growth, and operational alignment, the property can trend toward the submarket ADR of \$126.41.

Efficient Limited-Service Operations

- As a midscale interior corridor hotel with 65-keys, the Sleep Inn benefits from straightforward operations and margin scalability. 2025 NOI of \$685k+ demonstrates meaningful cash flow potential relative to list pricing targets.

Manageable Change of Ownership PIP

- The estimated PIP totals \$975,000 (\$15k/key), aligning with buyer expectations for a 2016 construction Sleep Inn, interior corridor, midscale asset which allows the next owner to refresh and reposition the asset competitively.

Backed by Durable Regional Demand

- Cumberland's economy is supported by public sector institutions, logistics-oriented employers, healthcare networks, affordable housing, and outdoor recreation. The stable employment base creates durable year-round lodging demand.

| Property Amenities & Services

Indoor Heated Pool

Fitness Center

Complimentary Breakfast

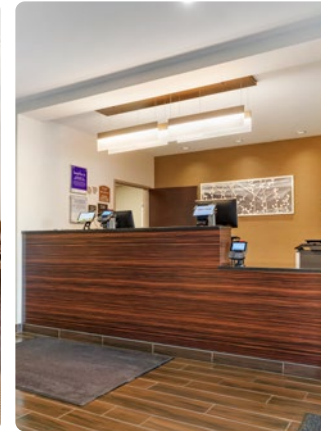
Business Center

Pet Friendly

EV Charging

Meeting Space

100% Smoke Free





Loves
 Love's Dog Park
 McDonald's
SUBWAY
 CAT SCALE

Rocky Gap State Park
 ±3.0 Miles Away

Cumberland Gateway Center

QUEEN CITY SCOOP SHOP

LEFTY'S PLACE

BASECAMP COFFEE Co

save a lot

Baltimore St. GRILL

ROCKY GAP CASINO · RESORT · GOLF
 ± 5.0 Miles Away

Subject Property

CUMBERLAND COUNTRY CLUB
 19 19

FSU
Frostburg State University
 ±4,100 Students

ACM
Allegany College of Maryland
 ±2,578 Students

AMTRAK

Great Allegheny Passage
 Appalachian Outdoor Corridor Entrance

Cumberland

Western Maryland Scenic Railroad

UPMC Western Maryland
 ±224 Beds

MARTIN'S

Chick-fil-A

DUNKIN'

SHERWIN WILLIAMS

Coca-Cola

CHIPOTLE

Auto Zone

TACO BELL

HunterDouglas

FedEx Ship Center

Schroeder INDUSTRIES
 Advanced Fluid Conditioning Solutions*

Berry

amcor

SMITH INDUSTRIES

Riverside Industrial Park

PENN MAR RECYCLE CO., INC.
 METAL PROCESSORS AND TRADERS

The Final Touch
 ENGINEERING & SCREEN PRINTING

the Y

ups

FASTENAL

± 9.6 Miles Away

Deep Creek Lake
 ±44 Miles Away

CSX Locomotive Roundhouse and Turntable

220

Google Earth

The Opportunity



Property Overview

Daily Traffic Interstate 68	±32,000 VPD
5-Mile Population	30,031
5-Mile Household Income	\$65,587
License Term Expiration	Jan-36
Hotel Location Type	Interstate
Market Name	Maryland Area
Submarket Name	Maryland West/Hagerstown
Class	Midscale
Corridor	Interior
Stories	3



Maryland West Submarket

12-Month Submarket Midscale/Upper Midscale Hotel Performance, Sales, & Supply

12-Month RevPAR Change as of September 2025	9.1%
12-Month RevPAR Forecast for September 2026	0.49%
12-Month ADR	\$126.41
12-Month Occupancy (Midscale & Upper Midscale)	53.6%
12-Month RevPAR	\$67.79
Number of Hotels Midscale & Upper Midscale	10
Average Rooms Per Hotel	89
Number of Rooms	890
Under Construction Hotels	1
New Hotels 'Proposed' or 'Final Planning'	20



Property Photos



Modern finish with strong tenant-first impression



Large lot with abundant surface parking



Love's travel stop is steps away from property



Eye-catching signage enhances visibility and branding

MARKET OVERVIEW

Sleep Inn & Suites

13320 Ali Ghan Rd NE | Cumberland, MD 21502



Cumberland, MD

Market Demographics



18,938

Total Population

\$47,819

Median HH Income

8,379

of Households

58.3%

Homeownership Rate

\$200M+

Annual Visitor Spend

2M+

Annual Visitors

41.5

Median Age

\$120,800

Median Property Value

Local Market Overview

Cumberland sits in the mountainous terrain of Western Maryland and serves as the county seat of Allegany County. With a small-city scale, it offers a low-cost living environment compared with coastal Maryland metros. The stable median household income and modest housing values suggest that the area can support value-focused or mid-scale hospitality accommodations rather than luxury or high-end resorts. Given its history as a regional business and transport center and its location along natural and historic corridors, the town has appeal for travelers drawn to heritage, outdoor recreation, and regional connectivity — which supports demand for a well-positioned hospitality asset.

The modest size of Cumberland and its slower population growth means occupancy demand is unlikely to mirror larger metro/tourism hubs — but the relative affordability may generate demand from budget-conscious visitors, families, regional vacationers, and business travelers visiting nearby towns, rural areas, or West Virginia. For a hospitality operator, the property at Ali Ghan Rd NE has potential to serve as a value-oriented or extended-stay offering with stable baseline demand.

Property Demographics

POPULATION	3-MILE	5-MILE	10-MILE
2020 Population	11,643	29,610	55,716
2025 Population	12,748	30,031	54,544
2030 Population Projection	12,783	29,706	53,617
HOUSEHOLDS	3-MILE	5-MILE	10-MILE
2020 Households	5,156	12,799	22,391
2025 Households	5,681	12,981	21,848
2030 Household Projections	5,690	12,812	21,422
INCOME	3-MILE	5-MILE	10-MILE
Avg Household Income	\$58,985	\$65,587	\$70,219

| Local Demand Drivers That Sustain Year-Round Occupancy



Love's Travel Stop

- Located directly next door to the property, this full-service travel center caters to long-haul truckers and regional drivers. With 24-hour fuel, food, and rest amenities, it generates consistent overnight demand for nearby hotels from transport professionals seeking safe, accessible lodging.

Rocky Gap State Park

- Just 5 miles east via I-68, Rocky Gap draws year-round outdoor visitors for hiking, fishing, and camping. Seasonal peaks in park visitation, especially spring through fall, drive consistent leisure demand for hotels within a 10-minute radius, including group and family stays.

Rocky Gap Casino Resort

- This full-scale casino and hotel complex offers gaming, dining, and event space—supporting steady visitation from across Western Maryland and beyond. Its draw boosts hotel overflow demand during major tournaments, seasonal promotions, and corporate functions held onsite.

Deep Creek Lake

- Roughly 45 minutes west, Deep Creek Lake serves as a major four-season recreation destination. As lodging fills closer to the lake during holidays and summer weekends, overflow demand often reaches outer lodging markets like Cumberland, benefiting area hotels.

Appalachian Outdoor Corridor

- Cumberland is a key stop on this regional recreation network, linking the Great Allegheny Passage and C&O Canal Towpath. Cyclists, hikers, and eco-tourists frequently book overnight stays in the area, especially from April to October, supporting robust seasonal demand.

Economic Drivers

Cumberland is a historic transportation hub and regional service center.

Strategic location along major regional corridors, near natural amenities.

Economic Drivers

Cumberland historically served as a key rail and manufacturing junction, shaping its identity as a regional center. While heavy manufacturing has declined, the area has gradually transitioned toward service sectors — notably healthcare, education, hospitality, and small-scale manufacturing — with tourism and recreation gaining more importance thanks to the city's natural surroundings and historic character.

Primary Industries

- Healthcare & social assistance
- Education
- Retail & services
- Tourism, arts & recreation
- Small-scale manufacturing / light industrial

Top Employers

- Local hospitals/healthcare providers (regional healthcare)
- Educational institutions (e.g., community college / regional schools)
- Local government & public administration (county seat)
- Service, retail, hospitality businesses (serving local and visiting population)
- Small manufacturing / light industrial firms

Recent Developments

- Focus on regional connectivity (roads, highways serving Potomac Highlands and West-Virginia border area)
- Emphasis on developing tourism and recreation amenities — to leverage natural and historic assets
- Encouragement of service-sector growth as manufacturing declined

Although the city and its surrounding area experienced economic contraction in late 20th century, the diversification into services and tourism helps stabilize the economy. The modest cost of living and housing affordability support community stability, though income levels remain below state-wide averages, which reflects in the income and disposable spending potential in the local market.

\$3.37B+

Regional GDP | Allegany County

431K Passengers

Greater Cumberland Regional Airport



Hospitality Demand Drivers

Corporate Travel

- **Proximity to Business Hubs:** The Sleep Inn & Suites benefits from direct access to I-68 and is situated near key service-sector employers. Western Maryland Health System and Allegany College of Maryland drive weekday room demand from visiting professionals, educators, and medical personnel.
- **Office Complexes:** The area includes business parks like the Riverside Industrial Park and Cumberland Gateway Center, featuring healthcare offices, logistics firms, and regional administrative buildings—all supporting steady corporate travel bookings throughout the year.

Impact on Hotel Demand: These nearby corporate and office uses help stabilize weekday occupancy, support negotiated rates, and attract small-meeting and transient business stays, boosting the hotel's RevPAR.

Transportation & Connectivity

- **Interstate Access:** Located directly off I-68 (Exit 46), the property offers immediate east-west highway connectivity through Western Maryland, serving regional traffic and business travelers.
- **Freight & Warehousing:** Nearby distribution nodes such as Riverside Industrial Park and CSX rail access support logistics, construction, and trucking firms—driving overnight stays from transport crews and contractors.

Connectivity Benefits: This locational advantage conveniently captures transient travelers, distribution staff, and group events requiring accessibility. Excellent catchment expansion and group market potential.





BY CHOICE HOTELS

Sleep Inn & Suites

13320 Ali Ghan Rd NE | Cumberland, MD 21502

VALUATION SUMMARY



Financial Overview

2025 Operating Overview

Number of Rooms	65
Available Rooms	23,725
Occupancy	66.70%
ADR	\$106.81
RevPAR	\$71.20
Room Revenue	\$1,685,727.85
2025 NOI	\$685,576

2024 Operating Overview

Number of Rooms	65
Available Rooms	23,725
Occupancy	61.90%
ADR	\$105.83
RevPAR	\$65.54
Room Revenue	\$1,469,545



Loan Quote

SBA 7(a) Loan

Offering Name	Sleep Inn & Suites	
City, ST	Cumberland, MD	
Purchase Price	\$6,030,000	
Cap Rate	11.36%	
Down Payment	\$1,206,000	
New Loan	\$4,824,000	
Interest Rate	7.75%	
Amortization	25 Years	
Term	25 Years	
Loan to Value	80%	
Debt Service Coverage Ratio	1.57	
2025 Net Operating Income	\$685,000	
Loan Payments	\$437,245	
Buyer's Year 1 Net Cash Flow	\$247,755	20.54% Buyer's Annual Cash-on-Cash Return
Buyer's Year 1 Principal Reduction	\$65,685	5.45% Principal Reduction
Buyer's Year 1 Total Return	\$313,441	25.99% Buyer's Total Annual Return



Financial Overview

\$6,030,000

List Price

\$92,800

Price Per Key

11.4%

Pro Forma Cap Rate

3.54X

2025 Revenue Multiple



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Exclusively Listed By

Kyle Matthews

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By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

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2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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Owner and Matthews™ expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™ or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.