

# Fairfield<sup>®</sup> 1438 BROADHEAD ROAD

BY MARRIOTT Monaca, PA 15061

Hospitality  
Investment Opportunity

Offering Memorandum



KEY INVESTMENT HIGHLIGHTS GENERATING DEMAND

RECENT RENOVATION  
Completed in 2024

 4.1 STARS  
Google Rating

**MATTHEWS**<sup>™</sup>

## Exclusively Listed By



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# PROPERTY OVERVIEW

Fairfield Inn & Suites

1438 Brodhead Road | Monaca, PA 15061



±1.2 MILES | OHIO RIVER

Provides opportunity for boating, fishing, riverfront parks, and scenic leisure activities

±20,307 VPD Frankfort Rd

# | Executive Summary

**1438 Brodhead Road**

Monaca, PA 15061

**82**

Total Keys

**±61,000 SF**

Building Size

**±1.87 AC**

Lot Size

## The Opportunity

Mitchell Glasson, Luke Whittaker & Ritik Patel of Matthews™ are pleased to present an exceptional opportunity to acquire the **82-room Fairfield Inn & Suites**, originally built in 2014, located in Monaca, PA.

**The property was renovated at the end of 2024, offering a truly turnkey opportunity for the next investor.** The current ownership is completely absentee, creating meaningful upside through hands-on management and operational efficiencies. Despite stable in-place cash flow, the hotel offers strong RevPAR growth potential relative to the competitive set.

Ideally situated just off I-376 with convenient access to Pittsburgh International Airport, the property benefits from a diverse mix of demand drivers led by the **Shell Polymers Monaca plastics manufacturing complex**, along with regional corporate travel, healthcare, retail traffic from **Beaver Valley Mall**, the development of the now-shuttered **Bruce Mansfield natural gas plant**, and broader **Pittsburgh-area business activity**.



# The Opportunity

Property Name	Fairfield Inn & Suites Monaca
Google Reviews	4.1 (345 Reviews)
Total Keys	82
Address	1438 Brodhead Rd
City, ST	Monaca, PA
Year Built/Renovated	2016/2024
Building Size	±61,000 SF
Lot Size	±1.87 AC
Daily Traffics	±13,000 VPD
5-Mile Population	67,100
5-Mile Household Income	\$78,000
Expected New License	15 Years
Hotel Location Type	Suburban
Market Name	Pittsburgh
Submarket Name	Pittsburgh West/Airport
Class	Upper Midscale
Corridor	Interior
Stories	Four



# Investment Highlights

## Turnkey Property

The hotel was renovated at the end of 2024, positioning it as a truly turnkey acquisition with minimal near-term capital requirements.

## Strong Brand Recognition

Fairfield Inn & Suites by Marriott is a nationally recognized, high-performing select-service brand with broad appeal across corporate, industrial, and leisure travelers.

## Potential for Operational Improvement

The current ownership is completely absentee, providing meaningful upside through hands-on management & revenue optimization.

## Located Near Major Demand Drivers

Ideally situated just off I-376, the hotel benefits from strong demand driven by the Shell Polymers Monaca plastics manufacturing complex, regional corporate and industrial travel, healthcare, retail traffic from Beaver Valley Mall, and proximity to Pittsburgh International Airport.

## Reduced Nearby Competition

The Hampton Inn located directly across the street is scheduled to lose its brand flag, creating an opportunity for the subject property to capture displaced demand and strengthen its market position within the immediate trade area.

## New Developments

The center of that development is in Shippingport, the site of the nuclear-powered Beaver Valley Power Station and the now-shuttered Bruce Mansfield natural gas plant, alongside expanding projects near Shell Polymers.



## PROPERTY AMENITIES

- |                   |                           |
|-------------------|---------------------------|
| Indoor Pool       | Fitness Center            |
| On-Site Laundry   | Restaurant On-Site        |
| Convenience Store | Business Center           |
| Meeting Space     | Focused On Sustainability |

# Interior Photos



# Room Photos



51  
**Heritage Valley Beaver Hospital**  
±358 Beds

**Eaton**  
Powering Business Worldwide

Beaver Historic District

**giant eagle**  
Distribution Center

UNITED STATES  
POSTAL SERVICE®

**Sto** STOELZLE  
GLASS GROUP

Beaver Valley Mall  
**DICK'S** SPORTING GOODS  
**OLLIE'S OUTLET** Bargain  
"GOOD STUFF CHEAP"  
**Chick-fil-A**  
**JCPenney**  
**GNC** LIVE WELL  
**HARBOR FREIGHT** QUALITY TOOLS LOWEST PRICES

**Penn State Beaver**  
±500 Students

**Norfolk Southern**  
Conway Yard

**PAPA JOHN'S**  
Distribution Center

**Subject Property**

Ohio River

**Shell**  
Polymers

**New Development**  
±\$218 Million Steel Plant in  
development on former J&L  
Land in Aliquippa.

**Ambridge Regional Distribution  
& Manufacturing Center**  
±85 Acre Industrial Complex

**BASF**  
We create chemistry

Brodhead Rd Commercial District

**ACRISURE** STADIUM  
**PPG**  
**PNC PARK**  
**PAINTS**  
ARENA

**Raccoon Creek**  
State Park  
±15.8 Miles Away

**Pittsburgh Intl. Airport**  
±15.8 Miles Away  
±10 Million Annual Passengers

**RMU**  
**Robert Morris University**  
±5,300 Students  
±16 Miles Away

**32 Miles**  
Downtown Pittsburgh  
via I-376 E

Google Earth

±98,000 VPD

±29,000 WPD



# MARKET OVERVIEW

**Fairfield Inn & Suites**

1438 Brodhead Road | Monaca, PA 15061



Pittsburgh, MSA

# Monaca, PA

## Market Demographics

**5,466**

Total Population

**\$64,839**

Median HH Income

**2,200**

# of Households

**62%**

Homeownership Rate

**2,670**

Employed Population

**25%**

% Bachelor's Degree

**39.5**

Median Age

**\$178,031**

Median Property Value

## Local Market Overview

Monaca, Pennsylvania is situated along the Ohio River in Beaver County, approximately 25 miles northwest of Pittsburgh, forming part of the broader Pittsburgh metropolitan area. With a stable residential population just over 5,400 people, Monaca provides a community-scaled environment with regional connectivity that supports local lodging and service demand from both transient visitors and area commuters.

The local market benefits from affordable cost structures, with average household incomes around \$64,800 and property values below many Pennsylvania benchmarks, which supports discretionary spending toward local dining and overnight stays. Visitor demand drivers include proximity to corporate and manufacturing facilities in Beaver County and recreational traffic along the Ohio River corridor. These fundamentals underpin a steady baseline for hospitality operations oriented toward both business and leisure guests.

## Property Demographics

POPULATION	1-MILE	3-MILE	5-MILE
2025 Population	2,892	28,836	67,176
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2025 Households	1,260	12,633	29,308
INCOME	1-MILE	3-MILE	5-MILE
Avg Household Income	\$89,655	\$86,610	\$78,001

# Economic Drivers

Monaca's economy is supported by manufacturing, logistics, education, and regional services—driving steady employment and baseline hospitality demand.

Located near Pittsburgh and situated along the Ohio River, Monaca offers access to key industrial employers, interstate highways, and mid-sized airport hubs—fueling modest visitor traffic and business travel.

## Economic Drivers

Monaca and the surrounding Beaver County benefit from a steady economy tied to light manufacturing, healthcare, logistics, and education. The borough's location near I-376 and the Ohio River positions it well for regional mobility and contractor-based hospitality demand. Its proximity to Pittsburgh and surrounding industrial zones makes it an ideal choice for budget-focused travelers and work crews. Civic infrastructure and community services also contribute to local employment stability and visitor stays.

## Primary Industries

Monaca is supported by a range of service-based and industrial sectors that shape its labor market and travel dynamics. These include education, healthcare, logistics, small-scale manufacturing, and professional services. The local school system and regional hospitals provide consistent employment, while business travelers and service contractors drive transient visitation. Connectivity to the Greater Pittsburgh area enhances Monaca's role as a secondary lodging market that supports event travel, industrial operations, and regional tourism.

## Top Employers



## Recent Developments

Monaca's economic base benefits from its location near the I-376 corridor and access to Pittsburgh International Airport. Regional highway upgrades and steady infrastructure investment have supported logistics operations and healthcare facility expansion. New industrial and service-sector developments near the Shell Polymers plant in Potter Township have increased area employment and contractor demand. These drivers enhance Monaca's visibility as a regional stopover for affordable accommodations and repeat lodging needs.

**\$53.6B**

Regional GDP | Pittsburgh MSA

**±25 Miles**

To Pittsburgh, PA



# Hospitality Demand Drivers

## Corporate Travel

- **Proximity to Business Hubs:** The Fairfield Inn & Suites hotel is positioned near Monaca's primary commercial corridors. Nearby demand drivers include Shell Polymers' petrochemical complex, major manufacturers, distribution and logistics operators, regional energy facilities, and leading healthcare systems.
- **Office Complexes:** The surrounding area includes corporate offices, medical campuses, industrial facilities, and municipal buildings, offering meeting-friendly layouts, convenient parking, and highway access—all appealing to corporate, healthcare, and project-based travelers seeking midscale accommodations for short-term assignments and extended stays.

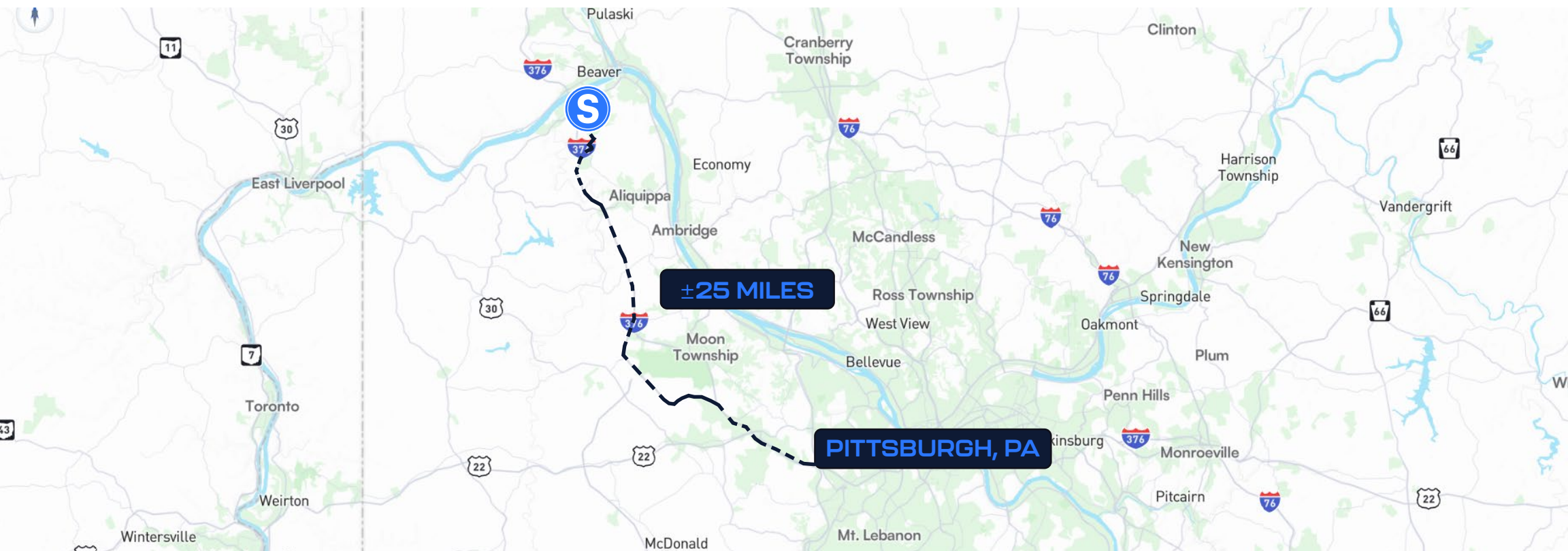
**Impact on Hotel Demand:** These nearby corporate and office uses help stabilize weekday occupancy, support negotiated rates, and attract small-meeting and transient business stays, boosting the hotel's RevPAR.

## Tourism & Leisure Attractions

The Fairfield Inn & Suites is located nearby:

- **Ohio River** access for boating, fishing, riverfront parks, and scenic recreation
- **Historic Beaver's walkable downtown**, local shops, restaurants, and seasonal events
- **Raccoon Creek State Park** offering hiking, swimming, boating, fishing, and camping
- **Beaver County festivals**, riverfront gatherings, and annual community celebrations
- **Downtown Pittsburgh** attractions including sports, concerts, museums, and cultural events

**Weekend and Leisure Draw:** These attractions help generate complementary weekend and leisure demand, expanding beyond business-oriented stays.



# PITTSBURGH, PA MSA

The Pittsburgh MSA is a key economic engine in Pennsylvania, supported by its healthcare systems, research universities, and diverse corporate presence. A balanced employment market,

growing tech sector, and regional accessibility continue to drive housing demand, positioning Pittsburgh as a strong candidate for long-term investment.

Total Population  
**2,430,000**

Annual Visitors  
**12.6 Million**

Tourism Economic Impact  
**\$9 Billion**

GDP  
**\$194.2+ Billion**



# FINANCIAL OVERVIEW

**Fairfield Inn & Suites**

1438 Brodhead Road | Monaca, PA 15061



# Financial Overview

**\$7,650,000**

List Price

**\$93,300**

Price Per Key

**3.86x**

RRM

**9.20%**

2025 Cap Rate

**2014/2024**

Year Built/Renovated



# Operating Overview

## 2026 Trailing 12 Month Operating Overview

Number of Rooms	82
Available Rooms	29,930
Occupancy	63.2%
ADR	\$104.63
RevPAR	\$66.14
Room Revenue	\$1,979,570
Total Revenue	\$2,009,570

## 2025 Operating Overview

Number of Rooms	82
Available Rooms	29,930
Occupancy	65.3%
ADR	\$102.14
RevPAR	\$66.50
Room Revenue	\$1,994,880
Total Revenue	\$2,033,990

## 2024 Operating Overview

Number of Rooms	82
Available Rooms	29,930
Occupancy	64.0%
ADR	\$101.93
RevPAR	\$65.21
Room Revenue	\$1,956,968
Total Revenue	\$1,984,516



# Loan Quotes

## SBA 504 Loan

Offering Name	Fairfield Monaca
List Price	\$7,900,000
Cap Rate	8.92%
Down Payment	\$1,580,000
New SBA 504 Loan	\$6,320,000
Interest Rate	7.15%
Amortization	25 Years
Term	25 Years
Loan to Value	80%
Debt Service Coverage Ratio	1.30
2025 Owner/User NOI ("EBITDA")	\$704,290
Loan Payments	\$543,300
Buyer's Year 1 Net Cash Flow	\$160,990
Buyer's Year 1 Principal Reduction	\$94,476
Buyer's Year 1 Total Return	\$255,466
Buyer's Annual Cash-on-Cash Return	10.19%
Principal Reduction	5.98%
Buyer's Total Annual Return	16.17%

## SBA 7(a) Loan

Offering Name	Fairfield Monaca
List Price	\$7,900,000
Cap Rate	8.92%
Down Payment	\$1,975,000
New SBA 7(a) Loan	\$5,925,000
Interest Rate	7.75%
Amortization	25 Years
Term	25 Years
Loan to Value	75%
Debt Service Coverage Ratio	1.31
2025 Owner/User NOI ("EBITDA")	\$704,290
Loan Payments	\$537,039
Buyer's Year 1 Net Cash Flow	\$167,251
Buyer's Year 1 Principal Reduction	\$80,677
Buyer's Year 1 Total Return	\$247,928
Buyer's Annual Cash-on-Cash Return	8.47%
Principal Reduction	4.08%
Buyer's Total Annual Return	12.55%

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2. You will hold it and treat it in the strictest of confidence; and
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