Hampton Inn & Suites

400 SPANISH TOWN BLVD

New Iberia, LA 70560

Hospitality Investment Opportunity

Offering Memorandum

KEY INVESTMENT HIGHLIGHTS GENERATING DEMAND

RECENT RENOVATION
Completed in 2024

4.0 STARS
Google Rating

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Exclusively Listed By

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Hampton Inn & Suites
400 Spanish Town Blvd | New Iberia, LA 70560

Executive Summary

400 Spanish Town Blvd	102	$64,000	2009/2024
New Iberia, LA 70560	Total Keys	Price Per Key	Year Built/Renovated

The Opportunity

Youssef Alkalabani and Mitchell Glasson are pleased to present the opportunity to acquire a well-located Hampton Inn & Suites in New Iberia, Louisiana. The 102-key property offers excellent interstate visibility and consistent transient demand, anchored by its adjacency to a newly constructed Love's Travel Stop that opened in March 2025. This is one of the lowest price per key renovated Forever Young Hampton Inn & Suites.

The hotel is located approximately 8 miles from Avery Island, home to the Tabasco Factory, 19 miles from Lafayette Regional Airport, and 6.5 miles from Acadiana Regional Airport, while also benefiting from proximity to the Westgate High School corridor, supporting year-round demand.

The property completed a Forever Young renovation in 2024, resulting in strong physical condition and a 4.0-star Google rating. The hotel is owned by an absentee owner based in San Diego, California, who visits the property only one to two times per year, creating a clear opportunity for a more engaged owner-operator to increase room revenue through hands-on management.

The seller is pursuing a sale to redeploy capital into the expansion of his California-based industrial business, offering buyers a motivated seller and a compelling value-add opportunity in a stable Louisiana market.

The Opportunity

Property Name	Hampton Inn & Suites
Total Keys	102
Address	400 Spanish Town Blvd
City, ST	New Iberia, LA
Year Built / Last Renovation	2009 / 2024
Building Size	±63,603 SF
Lot Size	±3.53 AC
Abbeville Hwy 14 | Weeks Island Rd E	±20,800 VPD
5-Mile Population	42,192
5-Mile Household Income	$61,902

New License Term	15 Years
Hotel Location Type	Interstate
Market Name	Louisiana South USA
Submarket Name	Louisiana South Area
Class	Upper Midscale
Corridor	Interior
Stories	Three (3)

Investment Highlights

Recently Renovated "Forever Young" Hampton with Minimal Change-of-Ownership
The property recently completed Hilton's Forever Young renovation program, delivering refreshed guestrooms and modernized public spaces. The hotel carries a minimal change-of-ownership PIP, significantly limiting near-term capital requirements and reducing execution risk for a new owner.

Strong Post-Renovation Guest Reception
Following completion of the renovation, the hotel has achieved 4.0-star Google ratings, reflecting improved guest satisfaction, upgraded asset condition, and positive market reception. Early post-renovation performance supports continued stabilization and revenue growth under experienced ownership.

Institutional-Quality Hilton Branding with Proven Loyalty Demand
Affiliated with Hilton Worldwide, Hampton Inn & Suites benefits from one of the strongest loyalty programs in the lodging industry. Hilton branding supports premium ADR, consistent occupancy, and durable demand from both business and leisure travelers across economic cycles.

Limited-Service Asset with Attractive Operational Efficiency
As an upper-midscale, interior-corridor Hampton Inn & Suites with 102 keys, the asset benefits from efficient select-service operations and strong margin scalability. NOI of $618,802 demonstrates meaningful cash flow potential relative to targeted pricing.

Limited Competitive Supply in the Louisiana South Submarket
The Louisiana South submarket exhibits limited new hotel development, new supply remains limited with only 1 hotel proposed and 1 under construction. This supports long-term occupancy stability.

Ideal Owner-Operator or Regional Portfolio Acquisition
Modern construction, minimal PIP exposure, strong branding, and diversified demand drivers position this asset as an attractive acquisition for owner-operators, 1031 buyers, or regional investors seeking durable cash flow with operational upside.

Manageable Change of Ownership PIP
The estimated PIP totals $500,000 ($4,900/key) aligning with buyer expectations for a Hampton Inn & Suites, upper midscale asset.

Investment Highlights

Location Highlights

Convenient Access to Regional and MSA-Level Air Travel

The property is approximately 5 miles from Acadiana Regional Airport, supporting general aviation and corporate travel. Additionally, Lafayette Regional Airport is located approximately 19 miles north, providing access to Lafayette's larger corporate base, healthcare institutions, university-driven demand, and convention activity.

Prime Highway Visibility with Immediate Transient Demand

Strategically positioned along U.S. Highway 90, the hotel offers excellent interstate visibility and is located directly adjacent to a newly constructed Love's Travel Stop delivered in March 2025, creating a durable, long-term revenue demand driver.

Proximity to Major Tourism and Regional Demand Drivers

The property is located approximately 8.0 miles from Avery Island, home to the Tabasco® Factory, a nationally recognized tourism destination drawing hundreds of thousands of visitors annually. The hotel benefits from steady tourism-driven demand in addition to regional leisure travel.

Healthcare, Government, and Employment-Based Demand Support

The hotel serves diversified demand from Iberia Parish's core institutions. Iberia Medical Center, the parish's primary hospital, is located 4.0 miles from the property, supporting consistent patient, family, and medical-staff travel. Iberia Parish government offices and civic facilities are concentrated within 4 miles, generating administrative and government-related demand. The asset is also located within 0.5 miles of the Port of Iberia.

PROPERTY AMENITIES

Free Breakfast	Fitness Center
±3,500 SF Ballroom & Event Space	Outdoor Pool
Free WI-FI	Pet-Friendly
Non-Smoking Hotel	Business Center & Meeting Rooms

Property Photos

Ample surface parking for guest convenience

Renovated in 2023 & 2024, enhancing asset condition and market positioning

Acadiana Regional Airport
General Aviation
Acadiana Fairgrounds
University of Louisiana Lafayette
±19,000 Students
UL Lafayette Has A $2.7B Economic Impact Statewide
Cane Row Golf & Turf Club
Golf Course
Baton Rouge, Louisiana
±76 Miles Away
Lafayette, Louisiana
±21.5 Miles Away
N
Bayou Teche Museum
Lafayette Regional Airport
±19 Miles Away
slb
2M Oilfield Group
Outdoor Recreation & Bayou Tourism
Sugarland Elementary
±269 Students
Downtown New Iberia
Westgate High School
±990 Students
West End Park
Walmart Neighborhood Market
Walmart Supercenter
Walgreens
90
± 286,000 VPD
Leblanc Honda · Kia · Nissan
A Louisiana Tradition
Lowe's
Chili's
RaceTrac
Exxon
West Park Shopping Center
planet fitness
Harbor Freight
Iberia Medical Center
±99 Beds | ±5 Miles Away
Iberia Travel
Convention and Visitors Bureau
Chevron
Wendy's
± 20,800 VPD
14
Hobby Lobby
Ross Dress for Less
TABASCO Factory & Jungle Gardens
±8 Miles Away | 16 Minute Drive
Avery Island
Hampton Inn & Suites by Hilton
Subject Property
enterprise
Lagniappe Village
T.J.maxx
bealls outlet
five BELOW
tropical smoothie CAFE
Whataburger
ALDI
O'Reilly Auto Parts
New Iberia Senior High School
±1,373 Students
Port of Iberia
±4 Miles Away
90
Brand New March of 2025
Love's
Google Earth

MARKET OVERVIEW

Hampton Inn & Suites
400 Spanish Town Blvd | New Iberia, LA 70560

Lafayette, LA ±21.5 miles away from Subject Property

New Iberia, LA

Market Demographics

27,926 Total Population	**$50,802** Median HH Income	**11,381** # of Households	**±21.5 Miles** Distance to Lafayette, LA
10,359 Employed Population	**500K** Annual Visitors	**35.4** Median Age	**$43.74M** Iberia Parish Visitor Spending

Local Market Overview

New Iberia, Louisiana operates as a regional hospitality center within the Acadiana area, positioned along the U.S. Highway 90 corridor between Lafayette and coastal South Louisiana. The city captures a steady mix of leisure, corporate, and pass-through lodging demand driven by cultural attractions, employment centers, and regional travel patterns. Avery Island, home to an internationally recognized food brand and botanical destination, anchors consistent visitation throughout the year, while historic estates, museums, and seasonal festivals generate repeat overnight stays.

The local economy is supported by healthcare, port-related activity, food production, and light industrial operations, sustaining weekday business travel and project-based lodging demand. Proximity to Lafayette expands access to university activity, a broader labor pool, and regional air service, while allowing the market to capture overflow demand at competitive rates. Limited new hotel supply, combined with stable tourism drivers and strong transportation connectivity, supports consistent occupancy fundamentals and balanced performance across leisure, corporate, and event-driven travel patterns.

Property Demographics

POPULATION	3-MILE	5-MILE	10-MILE
2025 Population	23,413	42,192	75,726
HOUSEHOLDS	**3-MILE**	**5-MILE**	**10-MILE**
2025 Households	9,306	16,512	29,372
INCOME	**3-MILE**	**5-MILE**	**10-MILE**
Avg Household Income	$53,840	$61,902	$66,376

Hospitality Demand Drivers

Corporate Travel

- **Proximity to Business Hubs**: The Hampton Inn & Suites hotel is positioned near New Iberia's primary commercial corridors. Nearby demand drivers include Iberia Medical Center, port-related operations, food production employers, and service and logistics users
- **Office Complexes**: The surrounding area includes medical campuses, port-adjacent offices, and municipal facilities, offering meeting-friendly layouts, convenient parking, and highway acces-all appealing to corporate, healthcare, and project-based travelers seeking midscale accommodations for short-term assignments and extended stays

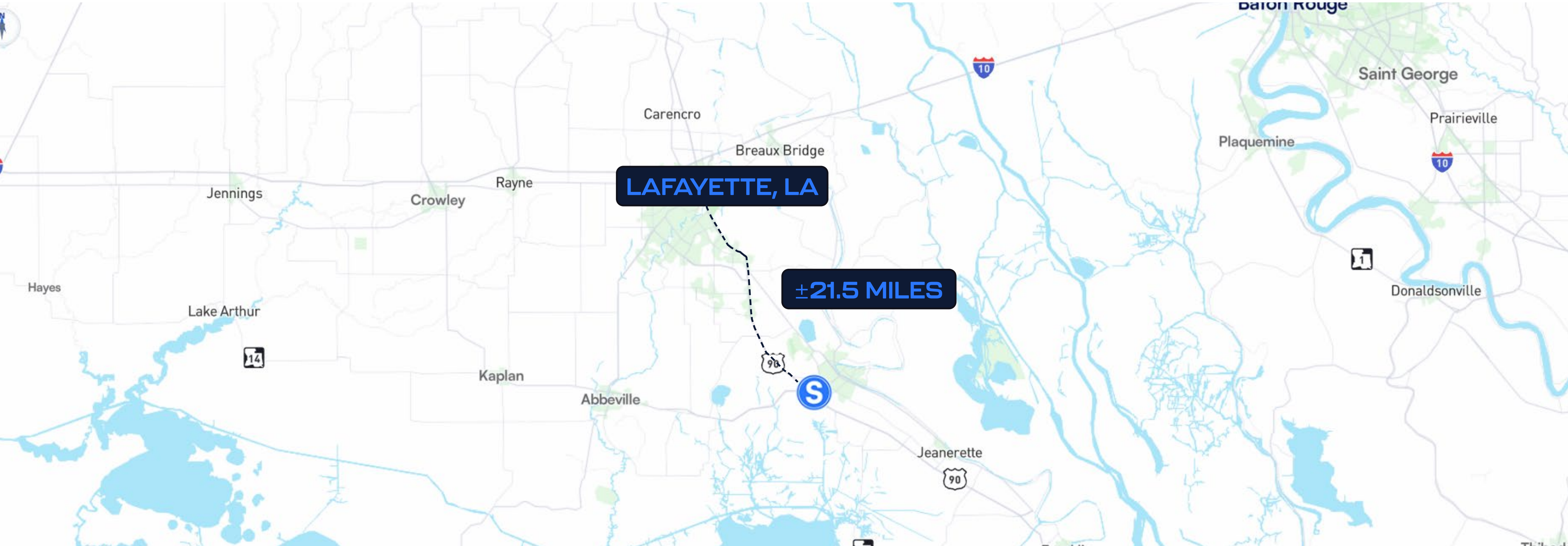
Impact on Hotel Demand: These nearby corporate and office uses help stabilize weekday occupancy, support negotiated rates, and attract small-meeting and transient business stays, boosting the hotel's RevPAR.

Tourism & Leisure Attractions

The Hampton Inn & Suites is located nearby:

- Avery Island (Tabasco Factory and Jungle Gardens visitor attraction site)
- Downtown New Iberia retail dining and historic district
- Shadows-on-the-Teche historic home attraction and Bayou Teche National Wildlife Refuge preserve area outdoor destination

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



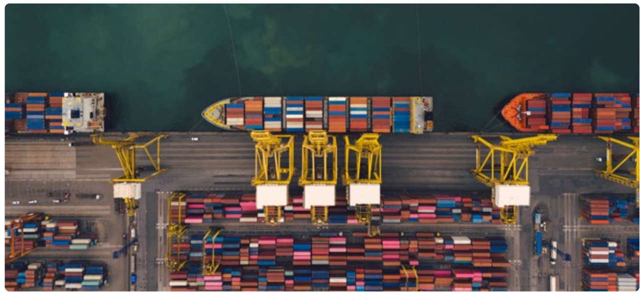
Economic Drivers

Cajun Culture Tourism Supports Diverse Visitor Flows

New Iberia's economy blends tourism, agriculture, industrial activity, and transport logistics. As a gateway to Cajun heritage and natural attractions, destination travel is a key driver of hospitality demand.

$3.16B
Regional Gross Domestic Product

$1.4B
Port of Iberia Economic Impact



Economic Drivers

New Iberia's economy is rooted in agriculture, food production, port-related activity, and healthcare, which collectively support stable employment, while tourism, logistics, and energy-related services contribute diversified, noncyclical demand. Major institutions such as Iberia Medical Center, food-processing operations, port facilities, and regional service employers drive consistent demand for lodging, services, and commercial activity.

Primary Industries

New Iberia's economy is supported by a combination of core industries, led by agriculture and food manufacturing. Healthcare, port services, logistics, and energy-related support roles provide steady employment for the area. Retail trade, tourism, and public services contribute to daily services and localized economic activity overall.

Top Employers

- Iberia Medical Center / regional healthcare provider
- McIlhenny Company / food production and tourism
- Port of Iberia / maritime logistics
- Iberia Parish School System / education
- Energy service and industrial employers regionwide

Local Demand Drivers Increasing Business

New Iberia's hotel demand is supported year-round by regional healthcare activity, including Iberia Medical Center, which generates consistent overnight stays. Tourism tied to Avery Island, cultural attractions, and seasonal festivals drives leisure visitation throughout the year. The market also benefits from business travel linked to port operations, food production, energy services, and transient traffic along the U.S. Highway 90 corridor regionwide.

Hospitality Demand Drivers

Higher Education

- **University of Louisiana at Lafayette** is located within a short driving distance, serving as a regional anchor for academic visitors-including students, families, faculty, athletic programs, and event-related travel

Strategic Value: This academic proximity supports recurring seasonal bookings (e.g. orientation, commencements, campus events), and opportunities for university partnership blocks.

Transportation & Connectivity

- **Interstate Access**: Located near U.S. Highway 90 and Highway 182, providing efficient regional connectivity across Acadiana and South Louisiana
- **Freight & Warehousing**: Nearby port facilities, food production sites, and industrial service yards highlight ongoing logistics activity and consistent demand from transportation crews, contractors, and project-based business travelers

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

This mix provides a compelling case: corporate and education anchors drive weekday and event bookings, leisure attractions broaden weekend demand, and transport connectivity secures robust transient and group traffic. **Together, these demand drivers enhance occupancy reliability, ADR strength, and RevPAR upside-making this location highly attractive from an investment standpoint.**

Higher Education

240+	**19,000**	**$10,418**	**16**
Academic Programs	Total Enrollment	Avg In-State Tuition	Athletic Teams

Academic Profile

The University of Louisiana at Lafayette is organized into nine colleges and offers a wide range of academic programs, including 80 bachelor's, 26 master's, and 10 doctoral degrees, totaling over 240 academic offerings across undergraduate and graduate levels.

Enrollment & Demographics

With 19,000 students enrolled in Fall 2024, UL Lafayette continues to rank among the top public universities in the state and maintains its standing as the second-largest in the University of Louisiana System.

Regional & National Draw

As a Carnegie R1 research institution, UL Lafayette attracts a diverse student population from across Louisiana and beyond, drawing students to its central Lafayette campus in the heart of South Louisiana's culturally rich Acadiana region.

Community & Economic Impact

The university's academic breadth and student population play a vital role in the local economy—generating impact through housing demand, workforce development, research and innovation, and long-standing community partnership

Why UL Lafayette Matters to Investors

- **Consistent Demand Driver**: Over 19,000 students generate reliable demand for housing, dining, and student-focused retail.
- **Workforce Pipeline**: UL Lafayette supports key industries—healthcare, energy, education, and technology—with a steady stream of skilled graduates.
- **Institutional Growth & Infrastructure**: Facility upgrades and campus enhancements elevate the university's regional influence.
- **Community Anchor**: UL Lafayette strengthens the region's knowledge economy and supports year-round commercial activity.

Key Takeaways

- **Resilient and Steady**: Enrolled over 19,000 students in Fall 2024.
- **Broad Academic Reach**: Offers more than 240 degree programs across 9 colleges.
- **Affordable Access**: Undergraduate in-state tuition is $10,418 (2023—24).
- **Division I Athletics**: Sponsors 16 varsity teams, reinforcing campus culture and community engagement.

INVESTMENT OVERVIEW

Hampton Inn & Suites
400 Spanish Town Blvd | New Iberia, LA 70560

Financial Overview

$6,500,000	$64,000	3.15x	9.52%
List Price	Price Per Key	2024 RRM	2024 Cap Rate

2024 Operating Overview

Number of Rooms	102
Available Rooms	37,230
Occupancy	60.54%
ADR	$97.10
RevPAR	$58.78
Room Revenue	$2,065,997
Total Lodging Sales	$2,122,697
Net Operating Income	$618,802

One of the Lowest Price-Per-Key Forever Young Hampton Inn & Suites on the Market

$25K PER KEY DISCOUNT

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