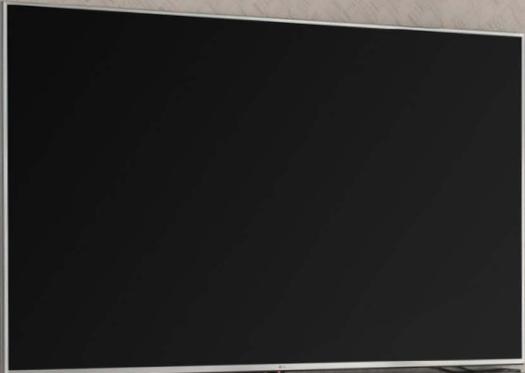




Hampton Inn & Suites National Harbor/Alexandria Area







Summary of facilities and amenities

	Property Name	Hampton Inn & Suites National Harbor/Alexandria Area
	Address	250 Waterfront St, Oxon Hill, MD 20745
	Website	https://www.hilton.com/en/hotels/wasoxhx-hampton-suites-national-harbor-alexandria-area/
	Guestrooms	154
	Year Opened/Renovated size	2008
	Stories	11 Stories
	Brand	Hilton Hotels & Resorts
	Parking	Self-Parking; \$24.00/day
	Food & Beverage	Complimentary Hot Breakfast
	Meeting space	391 SF
	Amenities and Recreational Facilities	Fitness Center, Business Center, Indoor Pool, Free WiFi
	Building Area	22,196 Square Feet (0.51 Acres)
	Management	Unencumbered; Currently OTO Development
	Tenure / Labor	Fee-Simple / Non-Union





Property
overview



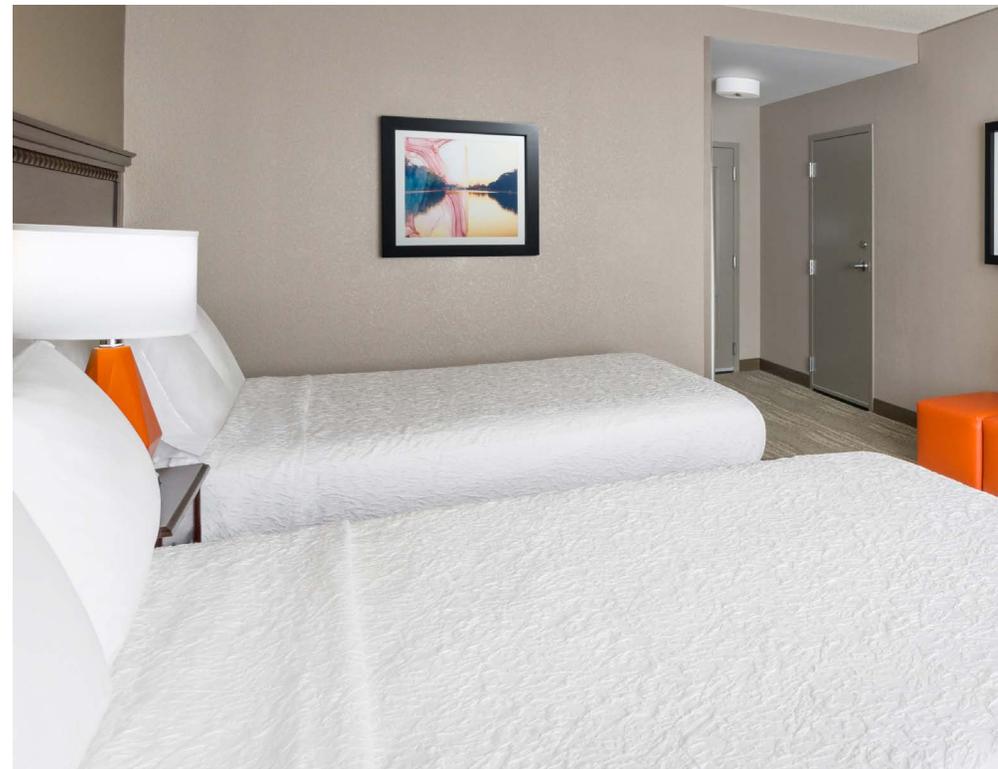
Guestrooms configuration

Guestroom

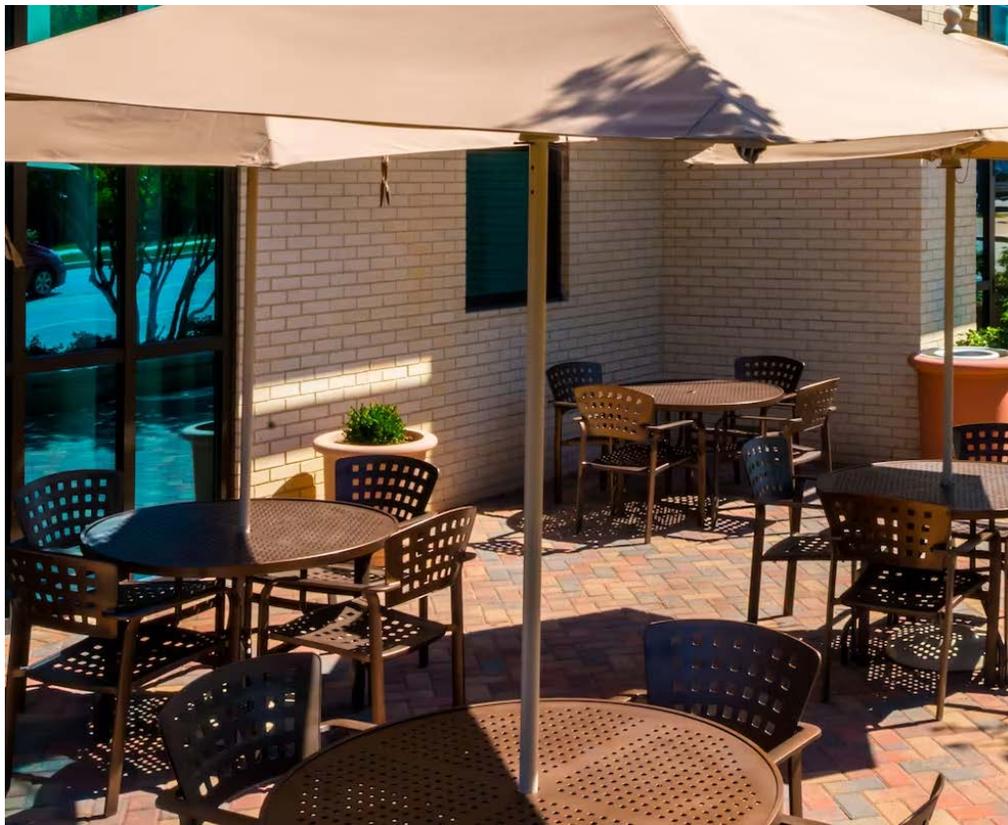
Room type	Size	# of Rooms
King Standard	353 SF	60
King Standard ADA	329 SF	1
King Studio w/ Pullout Sofa	467 SF	38
King ADA Studio w/ Pullout	560 SF	2
Queen Standard	350 SF	39
Queens Studio w/ Pullout	440 SF	7
Queens ADA Standard	342 SF	1
King Standard RI-SHW	329 SF	2
Queens Standard RI-SHW	342 SF	4

154

Total rooms









Market dynamics



D.C. Market overview

The Washington, DC metropolitan region remains one of the most resilient in the nation, with an economy propelled by strong growth in the business and professional service sectors, as well as substantial economic stability provided by the federal government. The region has seen the emergence of a more diverse and dynamic economy that features one of the country's largest technology clusters and rapidly growing biotech and aerospace industries. Positioned just minutes outside of Washington, DC, National Harbor attracts millions of visitors each year, contributing significantly to the local economy. In 2019, the total economic impact of travel and tourism in Maryland was approximately \$18 billion, with visitor spending supporting numerous jobs and businesses in the state. As of 2021, visitor spending in Maryland reached \$26.4 billion, a 32% increase from 2019 levels, indicating a strong rebound off of the COVID-19 pandemic and for future years to come.

National Harbor/Oxon Hill

The Oxon Hill/Alexandria area offers excellent connectivity and accessibility. Highway accessibility is a key advantage of the Oxon Hill/Alexandria area, making it an even more attractive location. The region is well-connected to major highways, ensuring effortless travel for both guests and staff. Interstate 95, one of the busiest highways on the East Coast, passes near National Harbor, providing convenient access for travelers arriving from cities north and south, including Washington, D.C., Baltimore, and Philadelphia. Additionally, Interstate 495, also known as the Capital Beltway, surrounds the area, connecting it to the greater D.C. metropolitan region. This allows for seamless transit between different parts of Maryland, Virginia, and the District of Columbia, further enhancing convenience for guests and facilitating efficient transportation logistics for hotel operations. The excellent highway infrastructure in the Oxon Hill/Alexandria area ensures demand from near and far, contributing to its desirability and continuous growth.

Location accessibility

ESRI 2022 Demographics

5 Miles

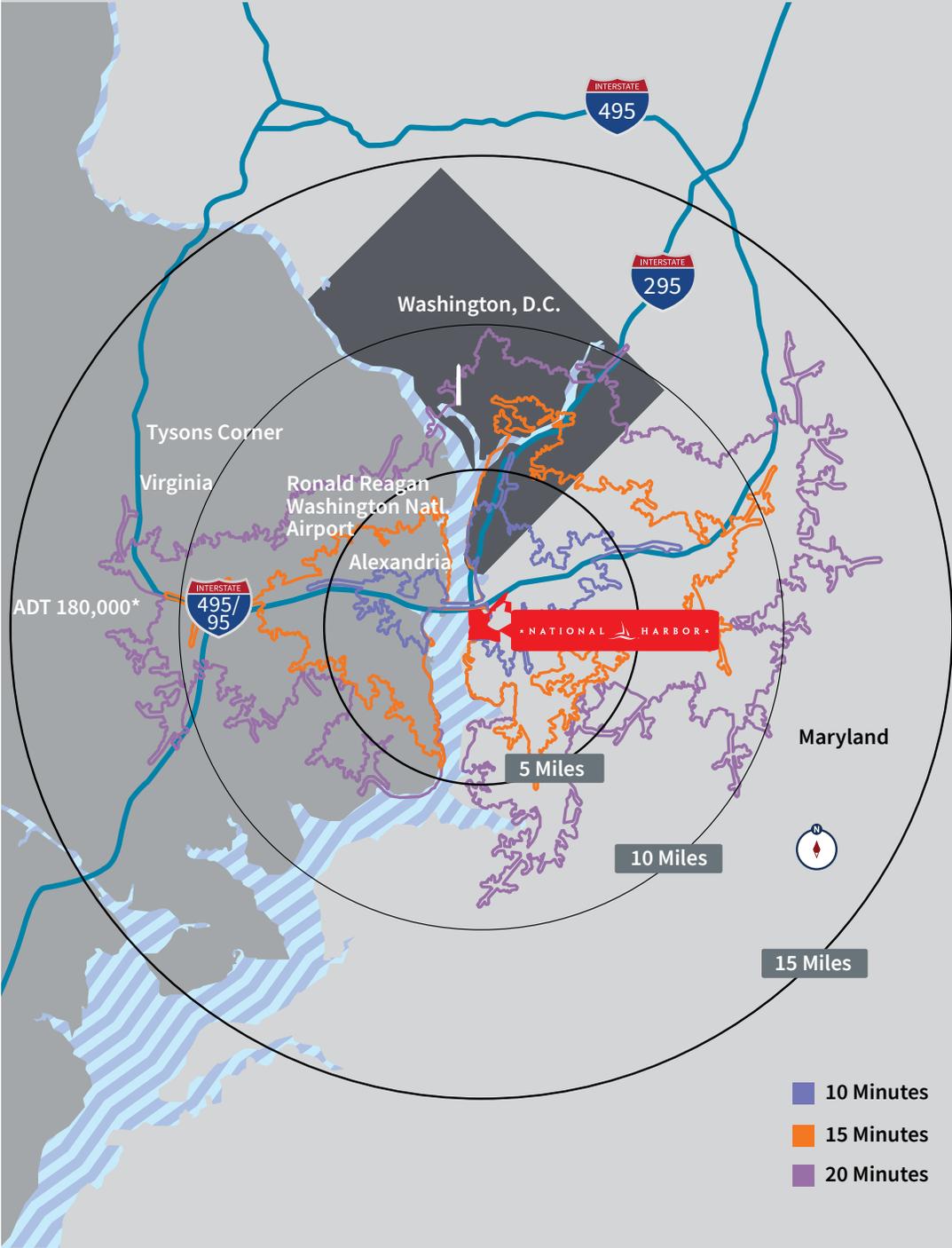
316,174 Population \$157,754 Average HHI

10 Miles

1,453,335 Population \$153,227 Average HHI

15 Miles

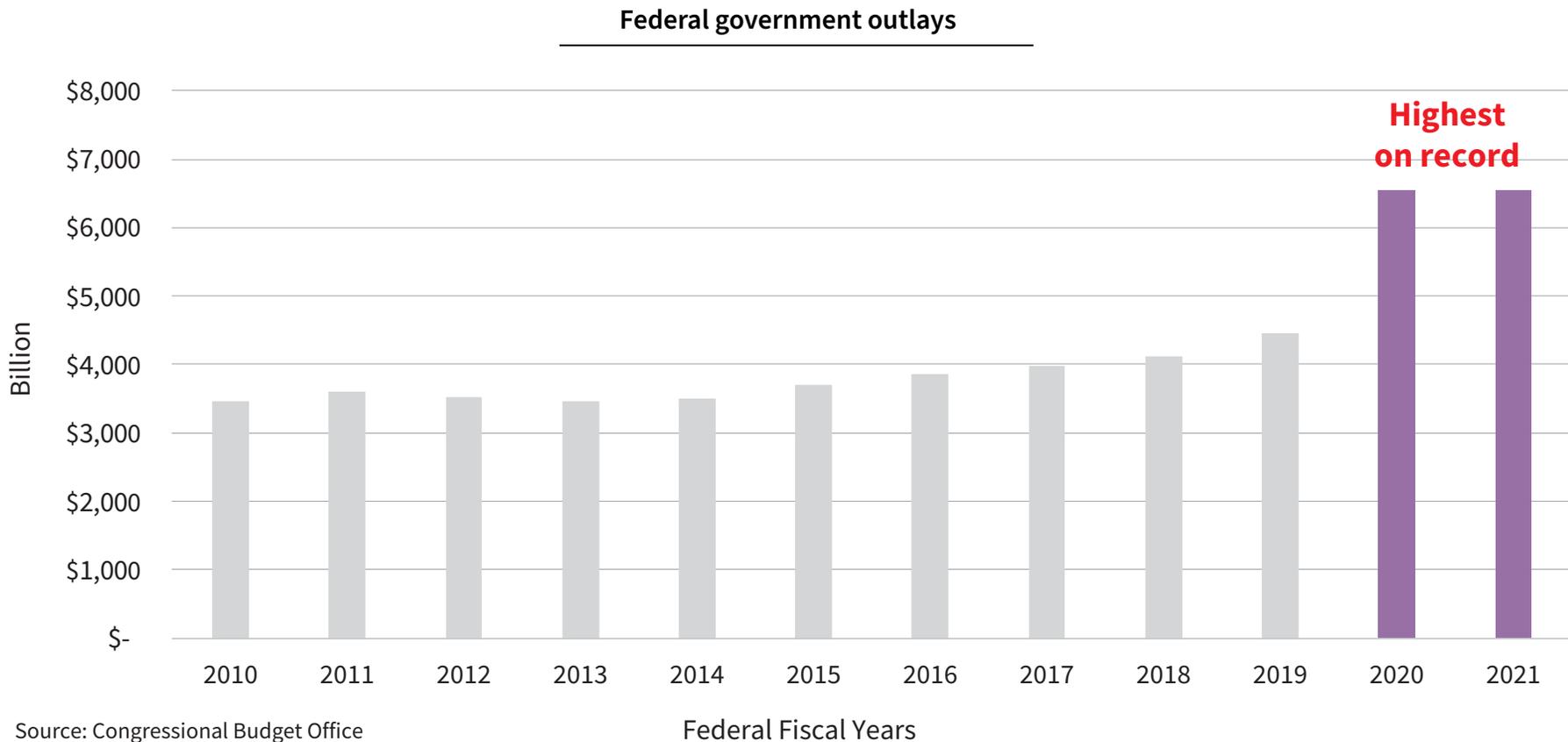
2,702,645 Population \$159,805 Average HHI



Federal spending by the numbers

Federal spending has increased \$109 billion per year on average since the Eisenhower administration, fueling the DC economy. Anticipated long-term Federal spending growth will continue to benefit the region.

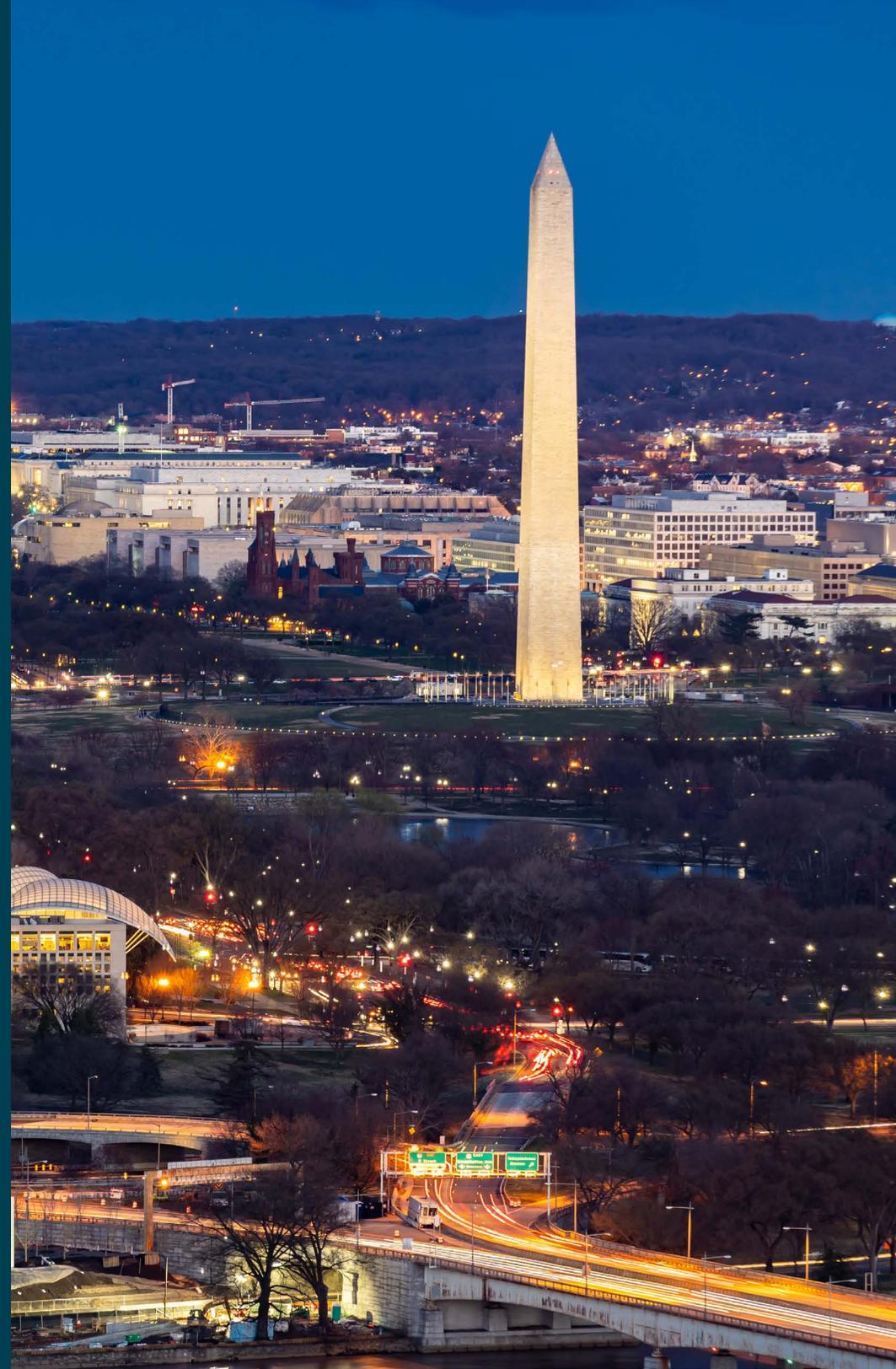
Record government spending will provide consistent demand at National Harbor



Transportation

The region is well-connected by major highways, allowing for seamless commutes. Beyond the allure of National Harbor, guests can explore the rich history and cultural landmarks of Alexandria, such as the historic Old Town, George Washington's Mount Vernon, and the Torpedo Factory Art Center. This enticing blend of urban convenience, accessibility, and cultural significance creates a compelling proposition for a hotel in the Oxon Hill/Alexandria area.

National Harbor is nearby to Amtrak transportation offerings, such as the Alexandria Station, which provides convenient services to major cities such as Philadelphia, New York City, and Boston. From National Harbor, travelers are able to take a taxi service to the Alexandria Station, which is approximately 10 miles away. In addition to the Amtrak system, the closest Metrorail station to National Harbor is the Branch Avenue Station. The Green Line allows travelers to take the Metrorail to D.C.'s Union Station, where Amtrak and other provider connections accessible and allow access to major cities.





Ronald Reagan Washington National Airport

The Hotel benefits from its location just 8.8 miles away from Ronald Reagan National Airport. Primarily serving flight connections to major cities across the United States, Ronald Reagan Washington National Airport is a hub for several national airlines, including American Airlines. In 2022, Reagan National Airport broke a passenger record of 24 million, driven by heavy leisure demand and proving a strong recovery off its COVID-19 pandemic levels.

Nearby Airports	Annual Travelers	Distance (mi)
Ronald Reagan Washington National Airport	24.5M	8.8 mi
Washington Dulles International Airport	21.4M	38 mi
Baltimore/Washington International Airport	27.1M	41.2 mi

Prince George's County overview

Prince George's County

As growth has radiated outward from one of the most desirable real estate markets in the country, businesses and homeowners alike are searching for an affordable alternative to Washington, DC, without straying too far from the city, its demand drivers, and its amenities. Prince George's County offers residents and businesses a highly desirable location with easy access to the District via the Metrorail's Yellow/Green line, Branch Avenue, Pennsylvania Avenue, and the Suitland Parkway. The city's proximity to the District via the Metrorail and main arterial roads provide its inhabitants with convenient and affordable access to the District.

In 2006, Prince George's County created an initiative to improve mixed-use developments around its main transportation hubs, namely Metro stops and arterial roads. As a result, the County has experienced a rapid transformation which has coincided with a growing population base. Investors have poured into Prince George's County to take part in the transformation.

Prince George's County has experienced tremendous growth over the past decade. With an affordable housing stock, multiple interstate highways, access to three international airports, and several Metro stations providing connectivity to Downtown Washington, DC, Prince George's county is primed to continue its accelerated development pace.

National Harbor has the highest number of visitors among popular destinations YTD through August 7, 2022

15,200,000

National Harbor

3,600,000

Old Town Alexandria

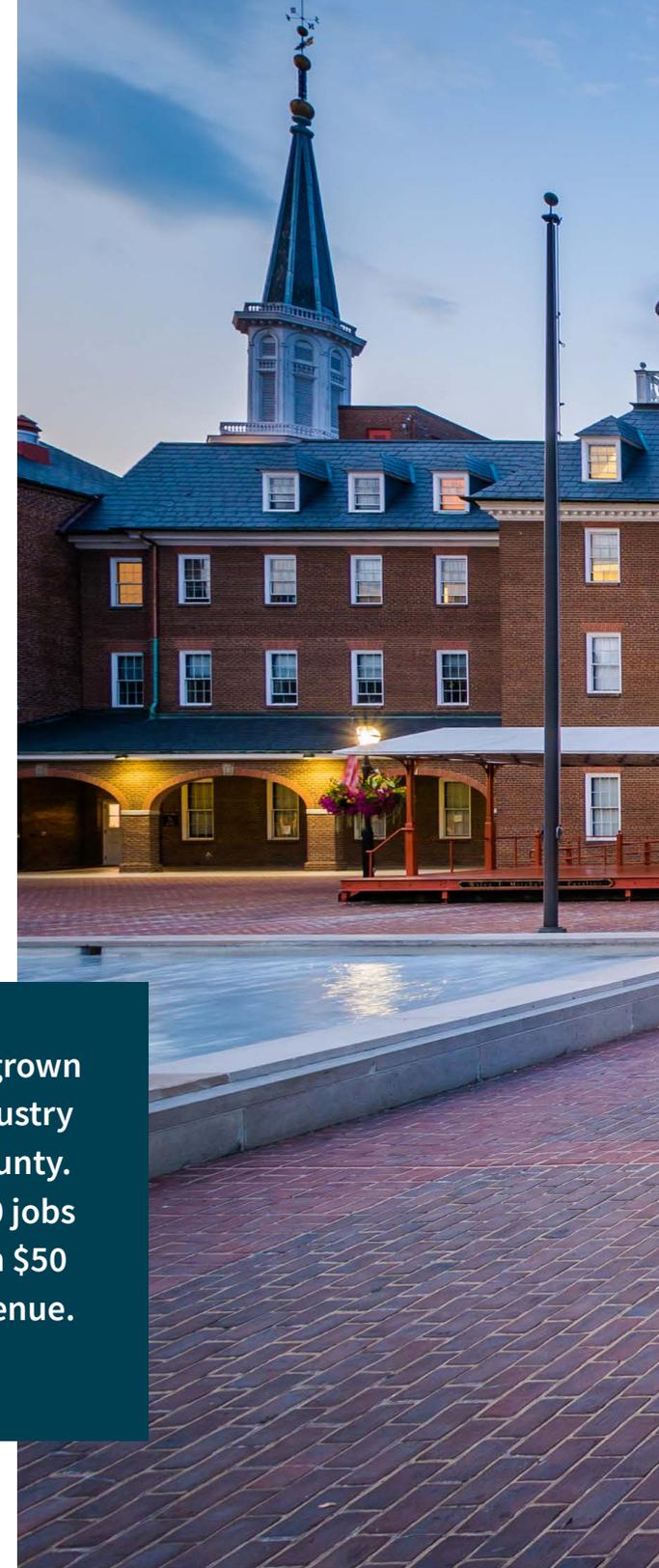
2,600,000

District Wharf

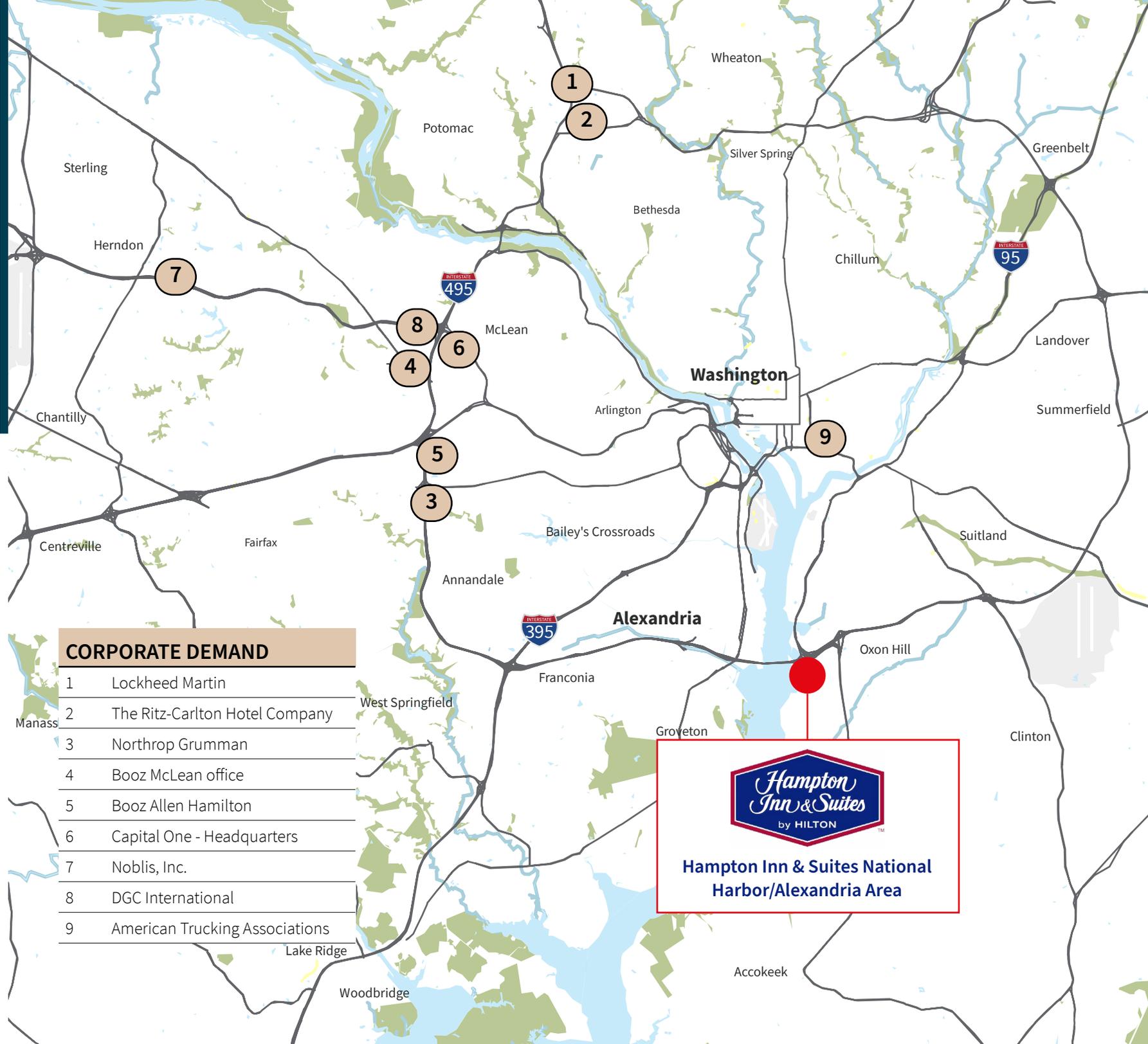
1,600,000

The Yards

Hospitality & Tourism grown into a \$620 million industry for Prince George's County. It supports over 10,000 jobs and creates more than \$50 million in local tax revenue.







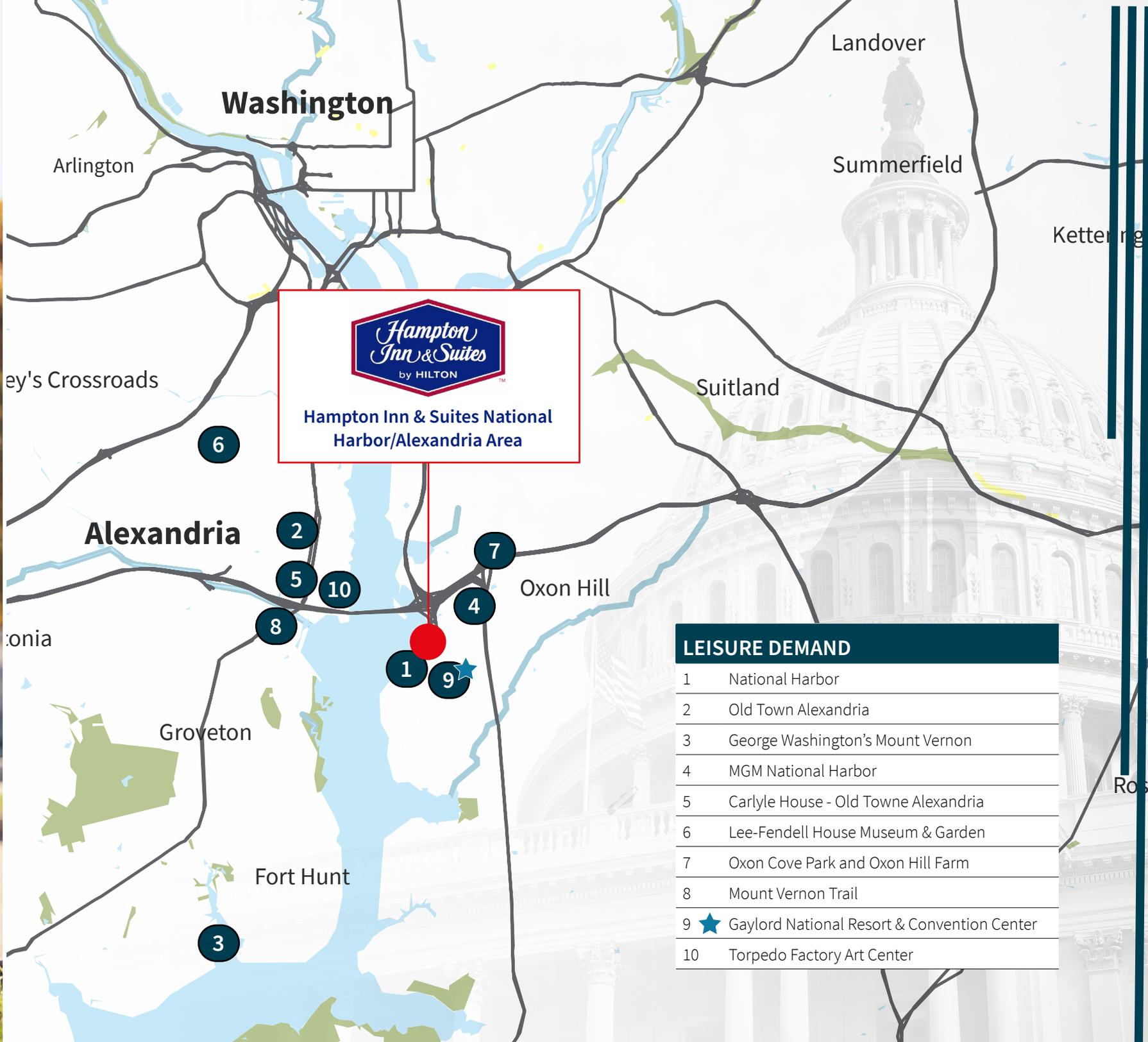
CORPORATE DEMAND

- 1 Lockheed Martin
- 2 The Ritz-Carlton Hotel Company
- 3 Northrop Grumman
- 4 Booz McLean office
- 5 Booz Allen Hamilton
- 6 Capital One - Headquarters
- 7 Noblis, Inc.
- 8 DGC International
- 9 American Trucking Associations



Hampton Inn & Suites National Harbor/Alexandria Area







Tourism

National Harbor attracts millions of visitors each year, contributing significantly to the local economy. In 2019, the total economic impact of travel and tourism in Maryland was approximately \$18 billion, with visitor spending supporting numerous jobs and businesses in the state.



Education and Research

The presence of respected educational institutions and research facilities in the area contributes to the local economy. George Washington University, for example, has an annual economic impact of over \$5 billion in the D.C. metropolitan region..



Government and Professional Services

The Washington, D.C., metropolitan area, which includes Alexandria, is known for its strong government presence. According to the Bureau of Labor Statistics, as of June 2021, the government sector accounted for about 13% of total employment in the Washington-Arlington-Alexandria metropolitan area.



Healthcare

The Oxon Hill/Alexandria area is also characterized by a strong healthcare sector, which contributes to the overall economic vitality of the region. The presence of renowned medical centers, hospitals, and research institutions provides a solid foundation for the healthcare industry to thrive. Some notable healthcare facilities in the vicinity include Inova Alexandria Hospital, Inova Mount Vernon Hospital, and MedStar Southern Maryland Hospital Center.



Business Conferences and Conventions

The Gaylord National Resort and Convention Center in National Harbor is a major facility in the area. It offers over 600,000 square feet of meeting space and has hosted countless conferences and events. In 2019, the total economic impact of the meetings and events industry in Maryland was approximately \$2.4 billion.

The Gaylord National

Directly across the street from the Hampton's entrance, The Gaylord National is a remarkable 42-acre waterfront resort nestled in National Harbor, Maryland. It proudly holds the title of the largest non-gaming hotel and convention center on the Eastern Seaboard. Boasting a breathtaking 600,000 square feet of meeting and exhibit space, it offers an unparalleled venue for large-scale events and conferences. Moreover, the Gaylord National provides an all-season Jr. Olympic sized pool with a river-view pool deck and bar. Whether travelers want to take a refreshing swim, lounge on the deck while enjoying the picturesque river views, or sip on a drink at the bar, this inviting pool area offers an ideal place for relaxation and enjoyment in addition to the Gaylord's extensive variation of offerings.

The hotel underwent an impressive \$64 million renovation in 2021, accompanied by a complete re-concepting of its food and beverage offerings in 2022. With 1,996 thoughtfully designed rooms, guests can enjoy the utmost comfort while being captivated by the breathtaking 19-story glass atrium, providing stunning views of the Potomac River, Old Town Alexandria, and Washington D.C.'s iconic monuments.

Beyond its impressive accommodations, the Gaylord National offers an array of amenities to enhance guests' experiences. From a stylish rooftop bar and a selection of retail outlets to five sophisticated dining options and a 20,000 square-foot luxury spa and fitness center, there is something to cater to every preference. Situated within the expansive 300-acre National Harbor development, the Gaylord National benefits from its strategic location near significant economic drivers such as Washington D.C. and Maryland. This prime positioning provides ample opportunities for growth, tapping into the continuous demand for its unique offerings, while ensuring guests have easy access to key attractions and landmarks in the nation's capital. The Hampton is one of the two closest lodging options to The Gaylord. As such, The Gaylord is the Hotel's primary driver of demand.



The MGM National Harbor

Similarly, the MGM National Harbor stands as a remarkable waterfront resort within the National Harbor development. Offering a seamless blend of entertainment, gaming, dining, and luxurious accommodations, this destination captures the essence of a world-class experience. Just as the Gaylord National, the MGM National Harbor astounds guests with its captivating architecture and design. Boasting a prestigious casino, the MGM creates an immersive Las Vegas-style gaming experience, complete with an impressive selection of table games and slot machines. In parallel to the Gaylord National's culinary scene, the MGM National Harbor features an exceptional array of dining options crafted by renowned chefs, accommodating a diverse range of tastes and preferences. Moreover, the resort goes above and beyond entertainment with The Theater at MGM National Harbor. Holding a capacity of 3,000, the venue sets the stage for unforgettable performances, concerts, and events, allowing guests to indulge in world-class entertainment.

Like its counterpart, the MGM National Harbor resides amidst the bustling waterfront community of National Harbor, offering a captivating environment to explore and indulge. Its prime location near major economic drivers like Washington D.C. and Maryland positions the resort to thrive and cater to the ever-growing demand for its exceptional offerings, while providing effortless access to key attractions and landmarks in the nation's capital.



Notable Developments

Amazon's HQ2, strategically located in National Landing, Arlington, Virginia, represents an exceptional regional investment by one of the world's most innovative employers. Comprising portions of Pentagon City, Crystal City, and Potomac Yard, the headquarters is positioned conveniently across the Potomac River from downtown Washington, D.C. Progressing through its initial phase, the ambitious development of Amazon's second headquarters is on track for full completion by year-end. Encompassing multiple buildings, the project is poised to serve as a prominent hub for Amazon's East Coast operations.

Spanning approximately 4 million square feet of office space, the expansive HQ2 offers the potential for future expansion. With projections indicating the creation of around 25,000 high-paying jobs over the next decade, a range of fields including technology, management, and operations will benefit from Amazon's presence. Demonstrating its commitment to the local community and infrastructure, Amazon has allocated significant funds toward initiatives such as affordable housing, transportation improvements, and workforce development programs. This investment further demonstrates the transformative impact Amazon's headquarters will have on the region's economy and community.

1.24 Million Square Feet of Prospective Headquarters Space

Two prime sites at the prestigious National Harbor present an exceptional investment opportunity. Situated in a pedestrian-friendly environment with access to bike and walking trails, these fully entitled parcels offer a combined total of 1.245 million square feet of office space, 580,000 square feet of residential space, 70,000 square feet of retail space, and 150,000 square feet of hotel space. One of the sites, boasting exceptional visibility and located adjacent to the renowned MGM National Harbor, sits on the Capital Beltway (I-495). It features two towers with 720,000 square feet of office space, 210,000 square feet of hotel space, and 190,000 square feet of residential space. With first-class amenities and signage opportunities, this site also provides 2,360 secure, underground parking spaces. Both sites offer the potential for transformative development, representing an ideal opportunity for businesses and investors seeking a premium location. The National Harbor's vibrant environment and extensive amenities make it an attractive destination for an array of industries.



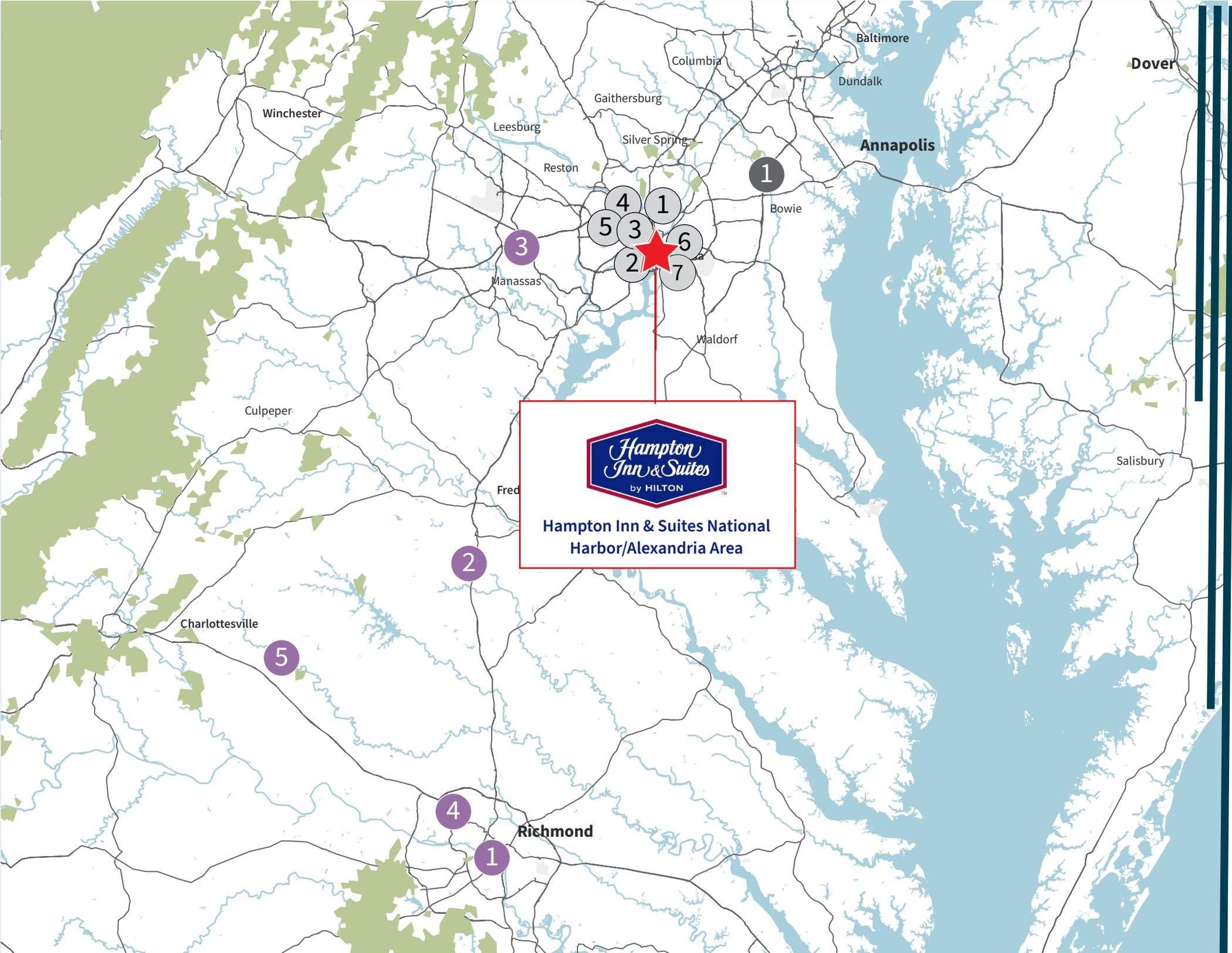
Impactful Conferences: Washington D.C.

With over \$1.7 trillion in business travel as of 2021 in Washington D.C., the city has evolved into an economic hub for nearly every industry sector. Conferences, tradeshow, and many other industry-relevant events have drawn visitation from across the world, gathering groups to travel to and conduct business efforts throughout the City's most notable event spaces. A commonly recognized event space known as the Walter E. Washington Convention Center is a prominent multi-faceted, 2.3 million square-foot convention center that hosts a wide range of events ranging from the International Conference on Robotics & Automation, which hosts approximately 5,000 annual attendees, to the American Psychiatric Association Annual Meeting which hosts over 12,000, and many more. The Hotel's proximity to Washington D.C. provides an opportunity to capture additional room night demand due to overflow relating to events of this scale. Considering the growing D.C. population and its offerings, the Hotel provides a unique opportunity given its positioning within National Harbor, but as well as its ability to capture demand from surrounding markets during peak times.

Richmond, along with its neighboring cities in Virginia, offers a thriving business conference and events scene, attracting professionals from various industries. Prominent events include the Virginia Business Leadership Conference, the Greater Richmond Chamber Annual Meeting, and many more. Additionally, cities close to Washington, D.C., such as Arlington and Alexandria, host their fair share of conferences like the Northern Virginia Technology Council Technology Titans, which recognizes and celebrates innovative technology companies in the region. Overall, the conference and events scene in Richmond and nearby Virginia cities provide ample opportunities for professionals to engage, network, and stay abreast of industry trends. The Hotel's proximity to Virginia's cities further amplifies the ability and opportunity to capture additional room night demand due to overflow relating to events.

Notable Meeting and Event Spaces

Washington D.C.	
1	Walter E. Washington Convention Center
2	Ronald Reagan Building and International Trade Center
3	National Press Club Vernon
4	ASAE Conference Center
5	The White House Conference Center
6	Capitol View Conference Center
7	Gaylord National
Virginia	
1	Greater Richmond Convention Center
2	Fredericksburg Expo and Convention Center
3	Dulles Expo Center
4	Westerre Conference Center
5	Hillsdale Conference Center
Maryland	
1	Mid-Atlantic National Convention Center



**Hampton Inn & Suites National
Harbor/Alexandria Area**



Nearby Entertainment Attractions

Distance to Property

Bobby McKays Piano Bar	0.1 mi
Gaylord Nat'l Resort & Convention Center	0.1 mi
Capital Wheel	0.2 mi
The Awakening Sculpture	0.3 mi
The Theater at MGM	1.0 mi
Tanger Outlets	1.6 mi



Nearby Dining Options

Distance to Property

Public House National Harbor	0.1 mi
Sauciety American Grill	0.2 mi
Grace's Mandarin	0.2 mi
SUCCOTASH	0.2 mi
The Walrus Oyster & Ale House	0.3 mi
Rosa Mexicano	0.3 mi
Nando's PERi-PERi	0.4 mi
Fiorella's Italian Kitchen	0.5 mi
Redstone American Grill	0.5 mi



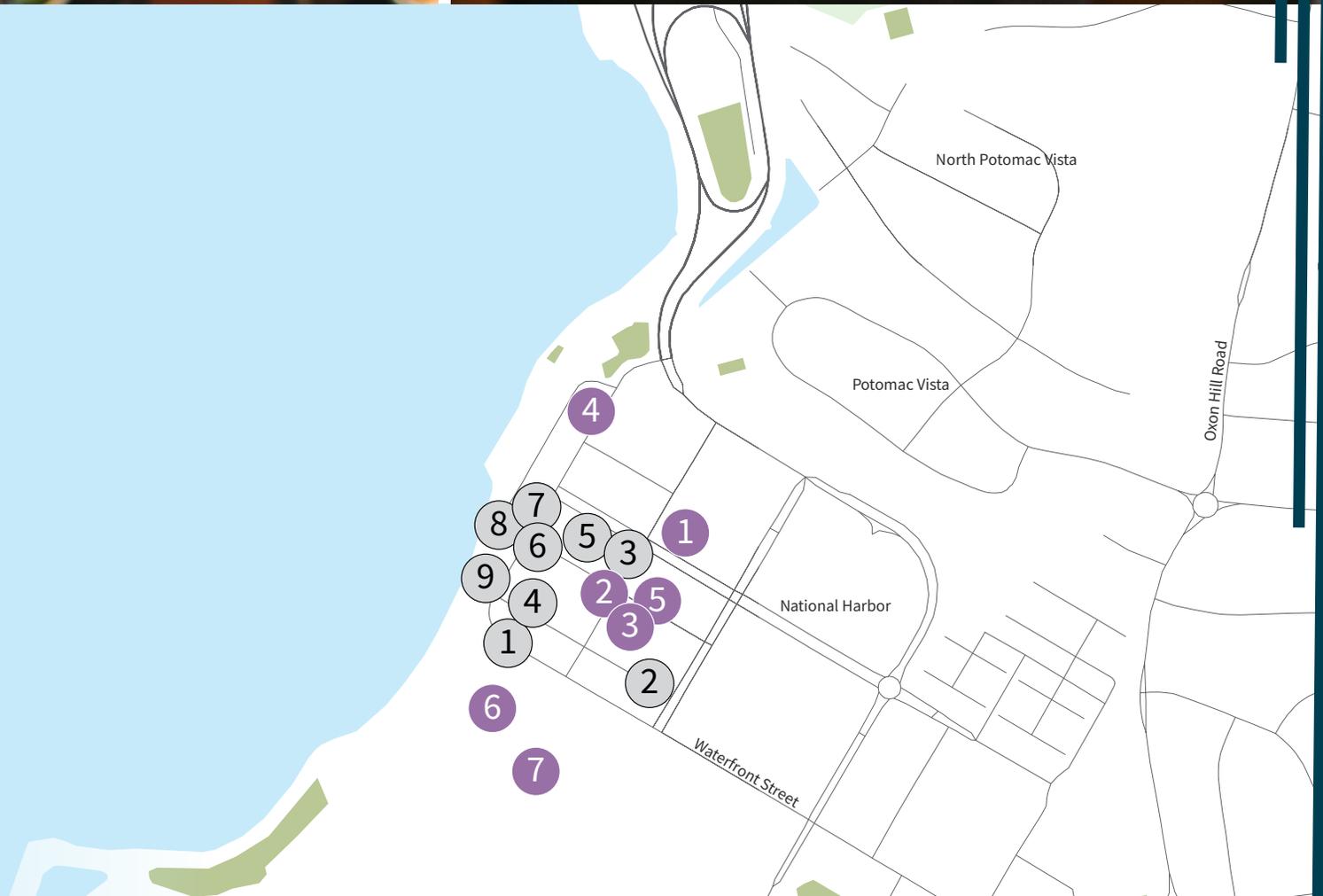


Dining

1. Grace's Mandarin
2. Public House National Harbor
3. Nando's PERi-PERi
4. SUCCOTASH
5. The Walrus Oyster & Ale House
6. Rosa Mexicano
7. Fiorella's Italian Kitchen
8. Redstone American Grill
9. Saucy an American Grill

Bars & Lounges

1. Tom's Watch Bar
2. The Irish Whisper
3. Bobby McKey's Dueling Piano Bar
4. Bar Harbor
5. The Brass Tap National Harbor
6. Replay at Pose Rooftop Lounge
7. Belvedere Lobby Bar

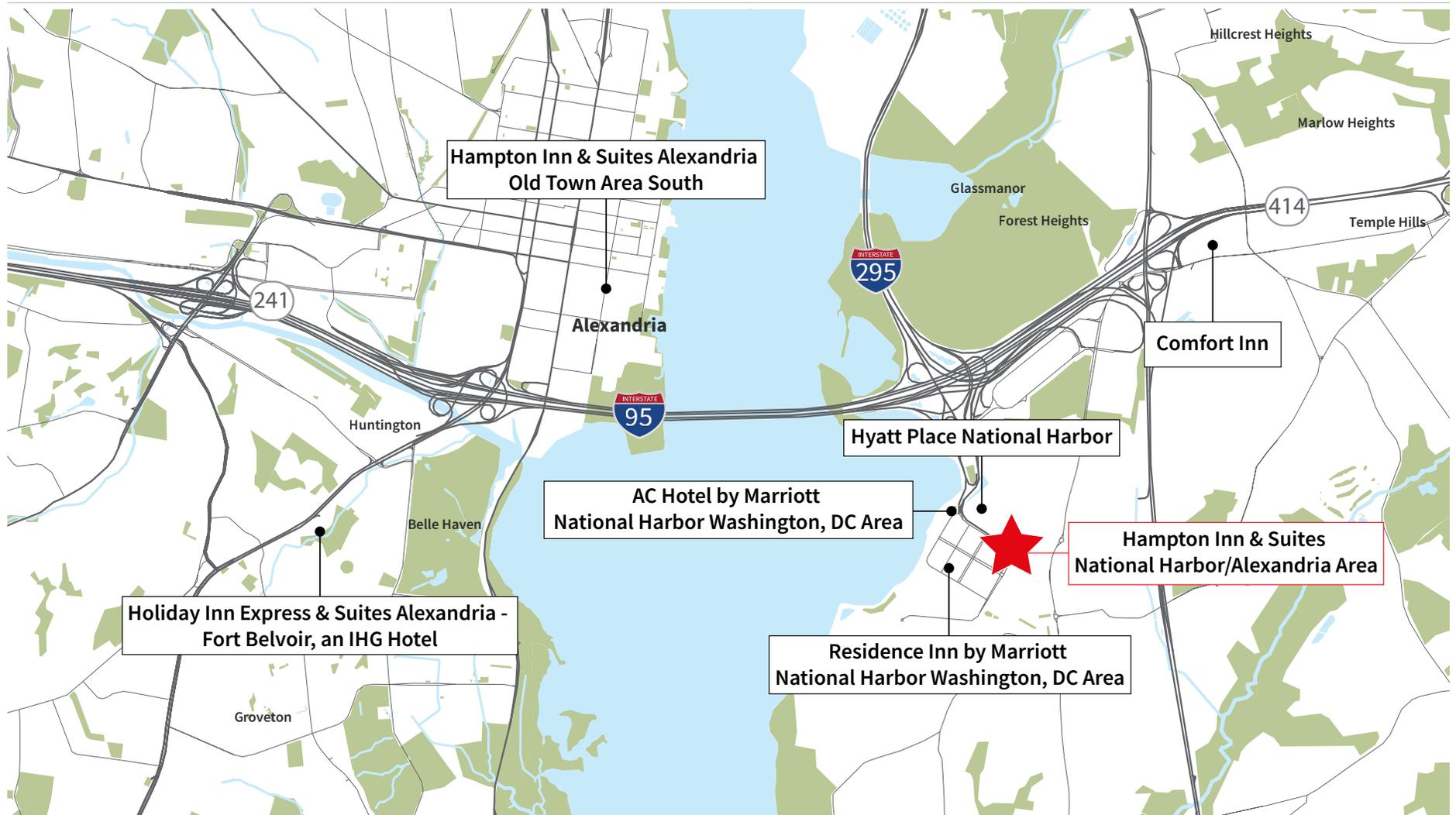




Hotel market overview

Competitive set

Hotel name	Location	Rooms	Open date
Hampton by Hilton Inn & Suites National Harbor/Alexandria Area	Oxon Hill, MD	154	4/1/2008
Comfort Inn Oxon Hill	Oxon Hill, MD	123	12/1/1986
Hampton by Hilton Inn & Suites Alexandria Old Town Area South	Alexandria, VA	213	6/1/1969
AC Hotels by Marriott National Harbor	Oxon Hill, MD	192	3/1/2009
Holiday Inn Express & Suites Alexandria Fort Belvoir	Alexandria, VA	86	4/1/2010
Hyatt Place National Harbor Washington DC Area	Oxon Hill, MD	156	8/1/2020
Total		924	



Competitive Set Amenity Overview

						
	Hampton by Hilton Inn & Suites National Harbor/Alexandria Area	Comfort Inn Oxon Hill	Hampton by Hilton Inn & Suites Alexandria Old Town Area South	AC Hotels by Marriott National Harbor	Holiday Inn Express & Suites Alexandria Fort Belvoir	Hyatt Place National Harbor Washington DC Area
Address	250 Waterfront St Oxon Hill, Maryland, 20745	6363 Oxon Hill Rd, Oxon Hill, MD, 20745	5821 Richmond Highway Alexandria, Virginia, 22303"	156 Waterfront Street, National Harbor, Maryland, 20745	6055 Richmond Highway, Alexandria, VA 22303	123 Waterfront St. National Harbor, Maryland, 20745"
Number of Rooms	154	123	213	192	86	156
Food & Beverage	Complimentary Hot Breakfast	Complimentary Hot Breakfast	Complimentary Hot Breakfast	On-Site Restaurant: AC Kitchen & Lounge	Complimentary Hot Breakfast	On-Site Restaurant: The Breakfast Bar/ Bar Harbor/ Complimentary Breakfast
Meeting Space	391 SF	630 SF	391 SF	7,253 SF	1,200 SF	1,720 SF
Additional Amenities	Business Center Indoor Pool Fitness Center	Business Center Outdoor Pool Fitness Center Truck Parking	Business Center Outdoor Pool Fitness Center Truck Parking	Gift Shop Fitness Center	Complimentary Self Parking Indoor Whirlpool Fitness Center Truck Parking	On-Site Grab N' Go Outdoor Pool Fitness Center Business Center Room Service