

SALES ANALYSIS

SURFERS PARADISE MARRIOTT RESORT AND SPA, SURFERS PARADISE, QLD



PROPERTY DESCRIPTION

The Hotel features 329 rooms and suites, together with 6 food and beverage offerings, 10 generous conference facilities, saltwater swimming lagoon and swimming pool with waterslide and poolside banquet area, day spa, Elandra Retreat Club (Marriott club lounge), gymnasium, 2 tennis courts and approximately 348 undercover car spaces.

The property also includes a partially let 7 berth marina on leasehold land that has the capacity for expansion into a 64 berth marina.

During 2010 and 2011, the Surfers Paradise Marriott underwent a comprehensive refurbishment, which addressed guest rooms, hotel lobby and the ground floor F&B offerings.

LOCATION

The Hotel is approximately 200m from Main Beach and only 1.5kms to the heart of Surfers Paradise's retail precinct.

It is within close proximity to the Southport Yacht Club, Marina Mirage and the Sea World theme park. The popular theme parks of Wet and Wild and Dreamworld are also within 20 minutes drive.

SITE DETAILS

Hotel: 17,391 sqm (Freehold)
Marina: 10,367 sqm (Crown Lease expiring 22.03.41)
Car Parking: 348 car spaces

OPERATING DETAILS

Hotel Management Agreement

Operator: Marriott International Management Company B.V.
HMA Expiry: December 2024
Option: 10 years (at Marriott's sole election)

CY2014 Budget

ADR: \$223
Occupancy: 71.2%
RevPar: \$159
EBITDA Margin: 9.7%

SALES DETAILS

Sales Price: **\$84,500,000**
Passing Yield on CY14 Actuals: 3.93%[^]
Rate per room: \$256,839
Contract Date: 31 July 2015

[^]Assumes a normalised FF&E allowance in line with HMA

DISCLAIMER

While the information shown has been prepared in good faith and with due care, no representation or warranties are made (express or implied) as to the accuracy, currency, completeness, suitability or otherwise of such information. Figures, calculations and other information have been provided to MRE by third parties and have not been independently verified. The information is intended as a guide only and does not constitute advice. Interested parties are required to undertake their own independent investigations and due diligence. In addition, interested parties should make independent inspections, searches, advices and enquiries regarding relevant licenses and approvals required with respect to The Property).



SALE COMMENTARY

A highly competitive EOI campaign was run over a period of 5 weeks. The campaign commenced on 28 January with an EOI close on 5 March. An exclusive and preferred bidder was selected from the competitive EOI process, with due diligence being completed and an unconditional sales contract was entered on 5 May 2015.

The sale represents the tightest yield achieved across all significant hotel transactions in the Gold Coast in the past 3 years.

CONTACTS

Sam McVay | Managing Partner
McVay Real Estate
M: +61 402 613 603
E: sam@mcvayre.com.au

Dan McVay | Chairman
McVay Real Estate
M: +61 412 872 859
E: dan@mcvayre.com.au