PROPERTY DESCRIPTION

303 GASHES CREEK ROAD, ASHEVILLE NC-HOTEL AND OFFICE SITE

Cort Architectural Group PA has developed a site on Interstate 40 at Blue Ridge Parkway Exit 53A in Asheville North Carolina adjoining the Blue Ridge Parkway. The site is well suited for an office building or for a hotel offering multiple day stay-overs, being located in close proximity to nearby areas of interest. <u>Attached</u> is a Location Map, an example of a Hotel Prototype, Hotel Site Plan, Hotel Utility Plan, Office Prototype, and office Site Plan, which shows a typical prototype footprint. Following is a site description:

- The site was initially developed for a 30,000 SF Office Building. Cort Properties, LLC plans to develop a speculative office building or sell the property for Office Use or Hotel Use. The Office Use Site Plan has a 3-year vested right approval from Buncombe County and the Hotel Use Site Plan has a 5-year vested right approval. A 2013 law eliminated City of Asheville extraterritorial jurisdiction and city taxes; which resulted in Hotel and Restaurant Use, in addition to Office Use, being permitted under Buncombe County Zoning Classification PS (Public Service). Seventy (70) parking spaces are currently paved and striped to demonstrate the advance level of site preparedness. Drawings H-1, HU-1 and Z-1 are dated May 8, 2015 and are <u>attached</u>.
- The site is visible from Interstate 40 and is very suitable for Hotel Use. A total building length of 180' is the maximum length the site will accommodate. The <u>attached</u> Drawing H-1 (Hotel Site Plan H-1) dated May 8, 2015, is for a 180 foot long by 68 foot wide by 5 stories high footprint which will accommodate 100 rooms with a nominal 25 foot module. The vehicular circulation will accommodate the turning radius for the City of Asheville's public transportation bus system, as well as intercity buses.
- The site has a significant topographic differential which is mitigated by a retaining wall along the Blue Ridge Parkway property line constructed in 2008. The retaining wall is designed to accommodate a multistory building foundation above, provided a 20-foot setback is observed. Even with the retaining wall a 15' grade differential exists below the entry level. After all this is Asheville. This topography will necessitate constructing a fifteen foot high crawl space, or a half basement, or a full basement, depending what functions would be useful to the hotel or office building. For example, if a daylight basement is constructed for Hotel Use, an indoor pool and fitness room could be located on the lower level with full glass walls looking out onto the woodlands of the Blue Ridge Parkway with an on grade outdoor patio, hot tub, or fire pit. The lower level could also provide space for a business center, meeting rooms, laundry rooms, mechanical rooms, Electrical Room, elevator equipment room and other support functions. The typical floor plate for the 180 foot length has 23 units per floor for four floors. If some support functions are moved from the entry floor to the lower floor this would allow an opportunity to create approximately eight (8) additional units on the entry floor level for a total of 100 units or 92 units if there are no units at entry level.

Cort Properties, LLC is the Property Owner and has no connection with developers for the property. Cort Architectural Group PA has performed site development services to date which include land acquisition, site grading, construction of utilities, retaining walls, parking lot paving and obtaining necessary zoning approvals.

Hotel Site Adjoins the Blue Ridge Parkway

Proximity to Nearby Areas of Interest:

Parkway Headquarters 1 min Blue Ridge Parkway 1 min Parkway Visitors Center 1 min Regional Retail Center 5 min Biltmore Village/Estate 6 min Folk Art Center 5 min Downtown Asheville 8 min Black Mountain 12 min Chimney Rock State Park 34 min Pisgah Mountain via Parkway 24 miles Craggy Gardens via Parkway 18 miles

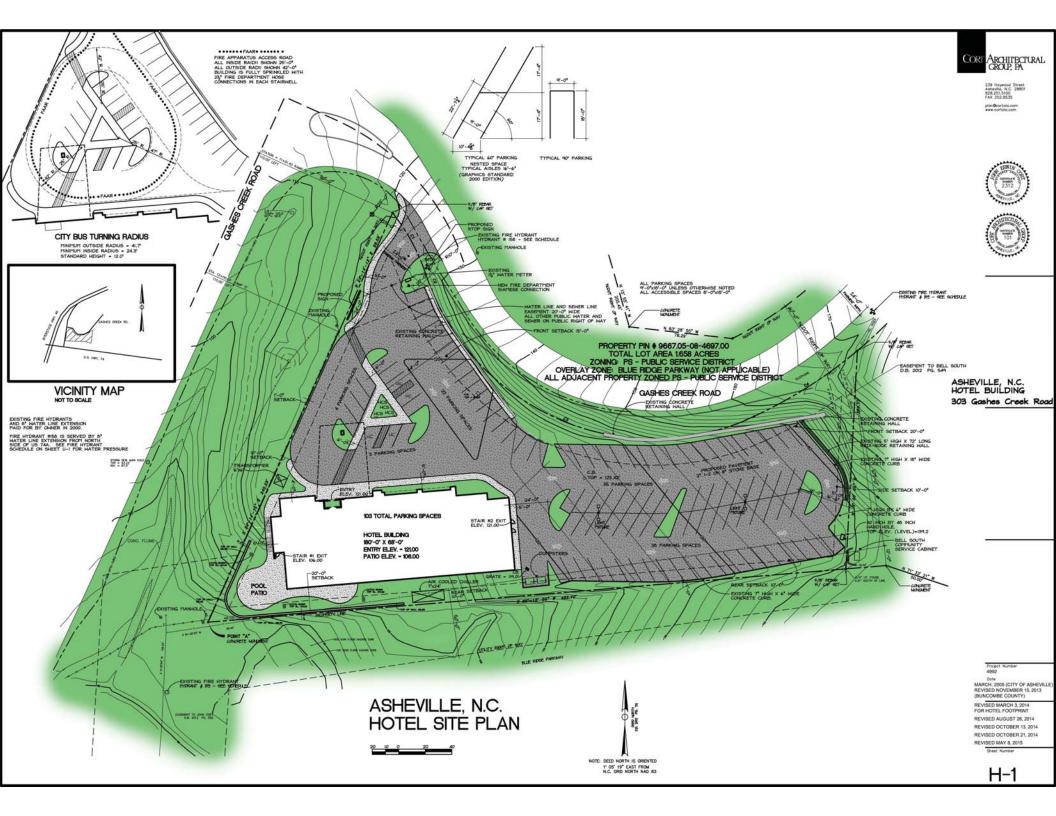
Zoning: Buncombe County Hotel— Office—Restaurant Driveway in place Parking: 100 cars Utilities in place 8" Fire service line 8" Sanitary sewer Fiber optic duct bank

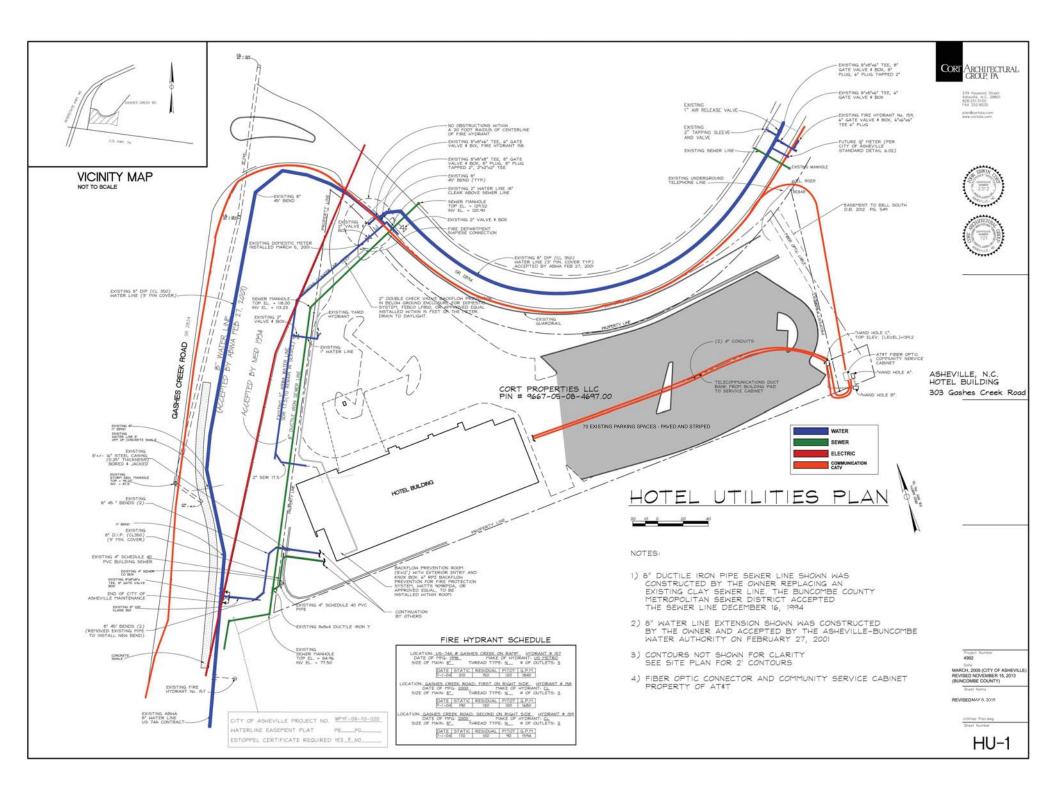


INTERSTATE VISIBILITY ASHEVILLE, NC I-40 BLUE RIDGE PARKWAY EXIT 53A

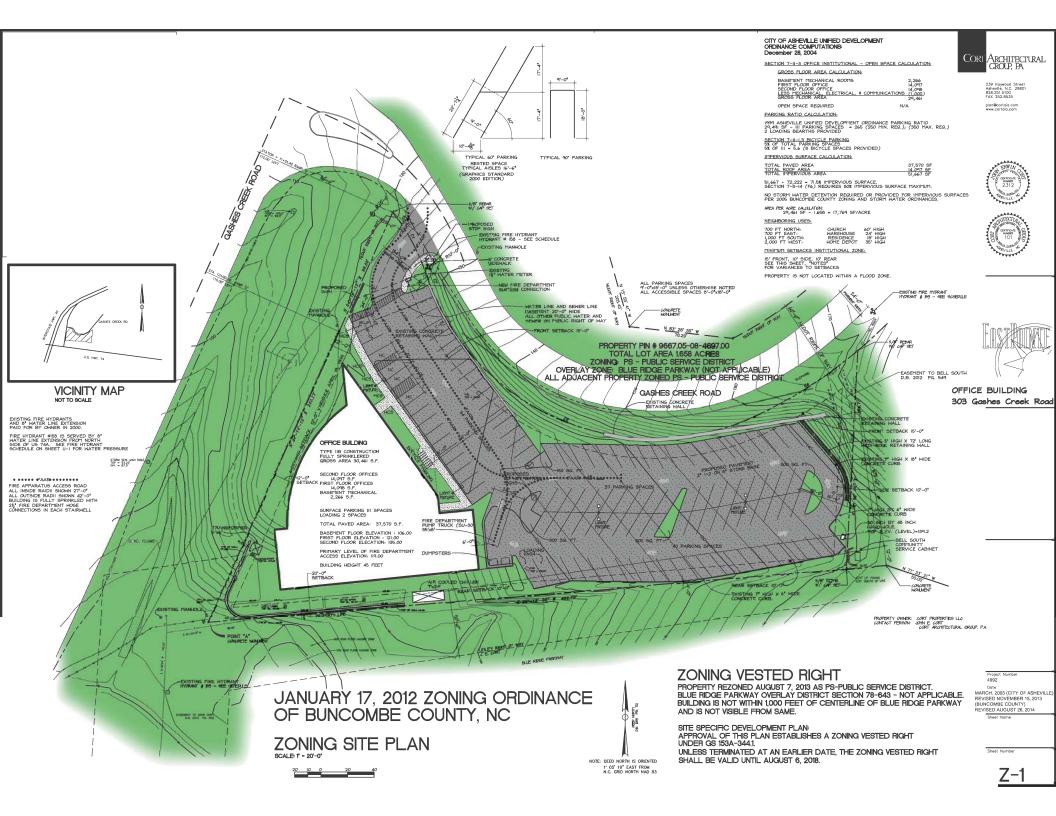
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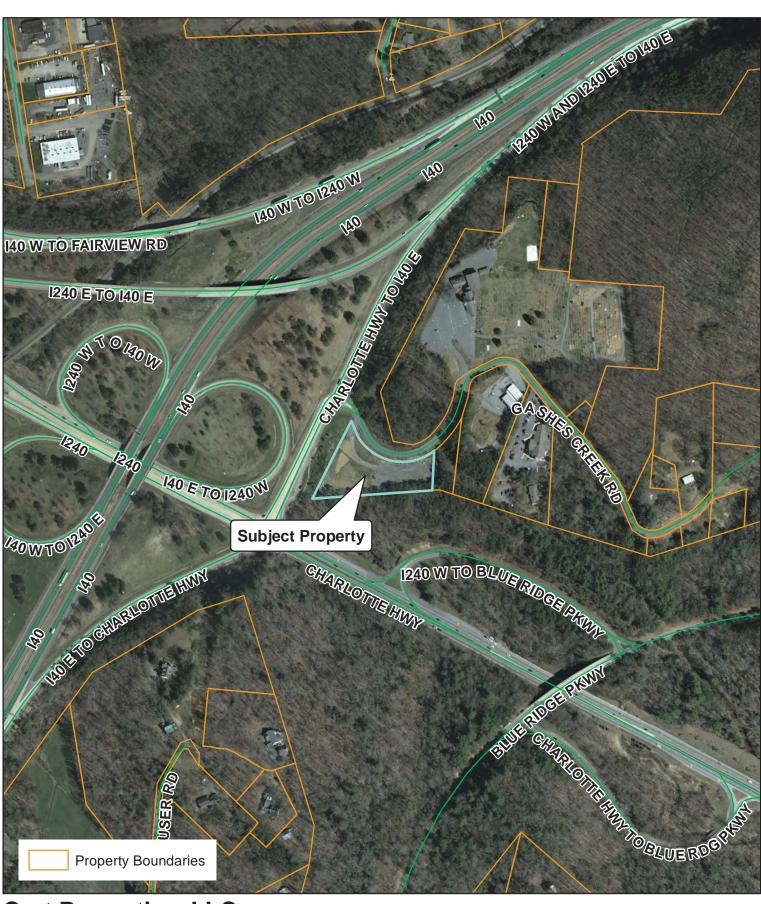








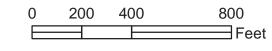




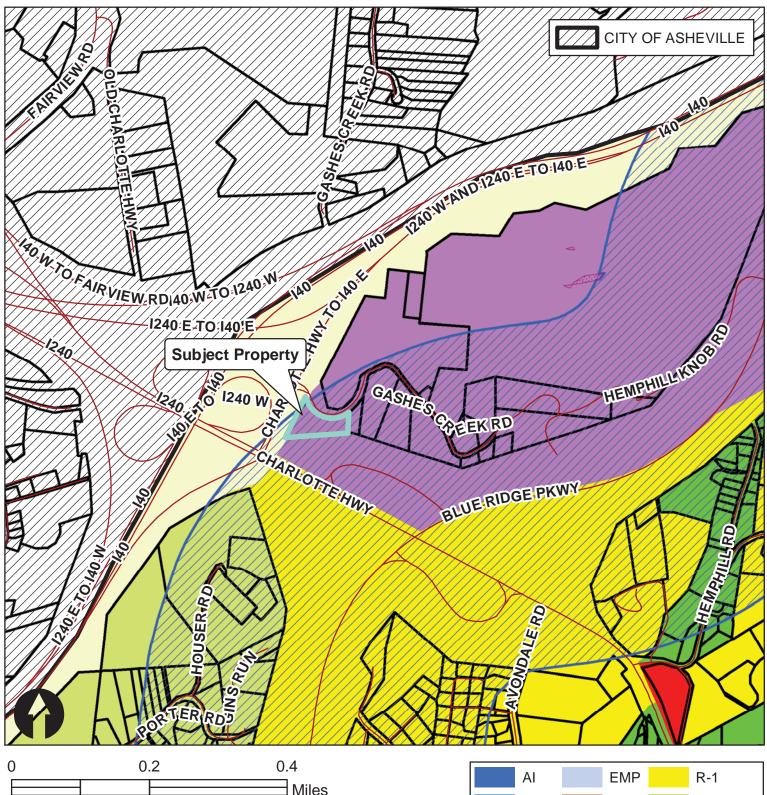
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Cort Properties, LLC CUP/Variance Applications

Case Number: ZPH2015-00078 & 00080 Approximate Property Size: 1.65 acres Application Date: November 10, 2015 BOA Hearing Date: January 13, 2016



Created By: Buncombe Co. Planning Date: December 28, 2015

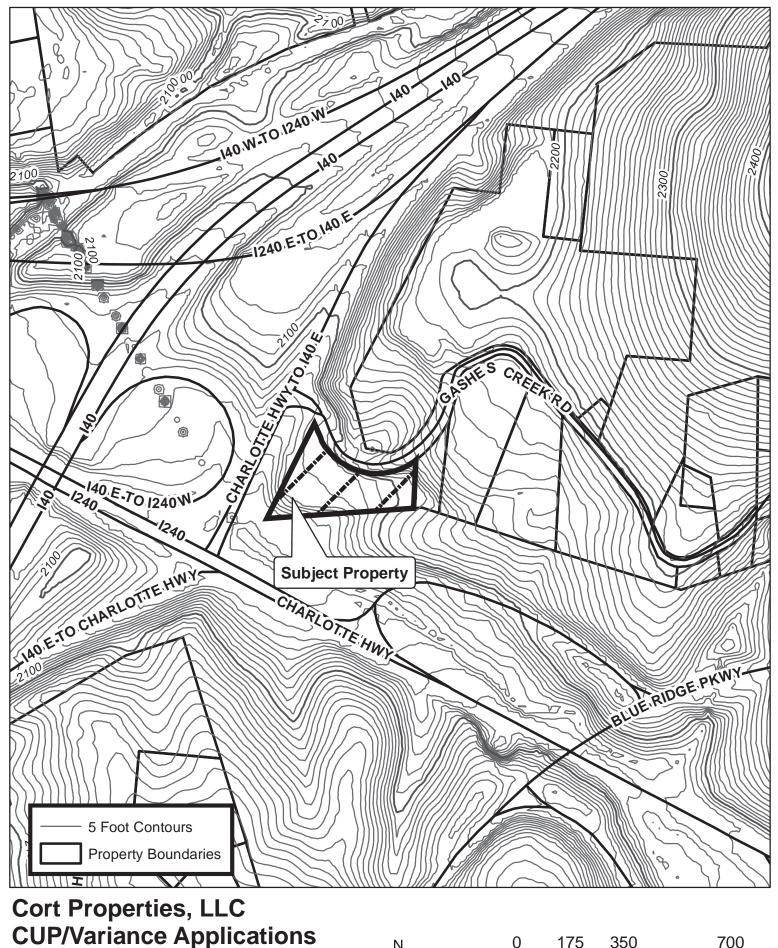


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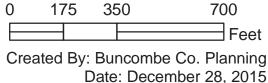
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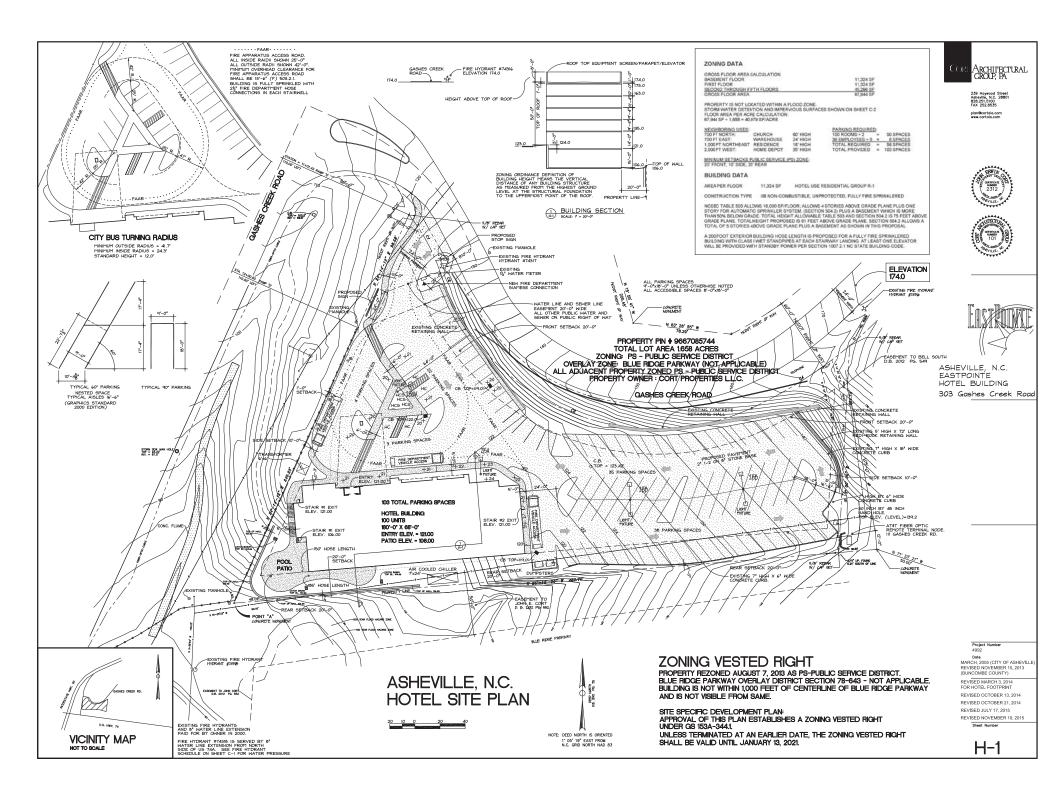


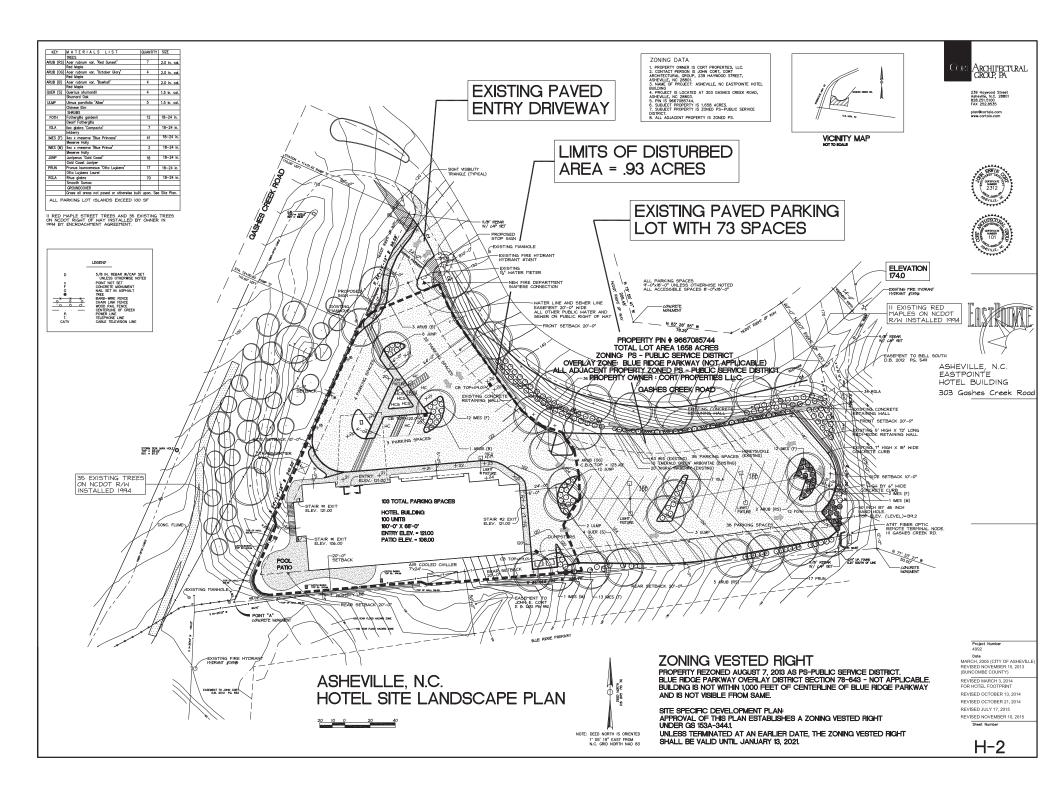


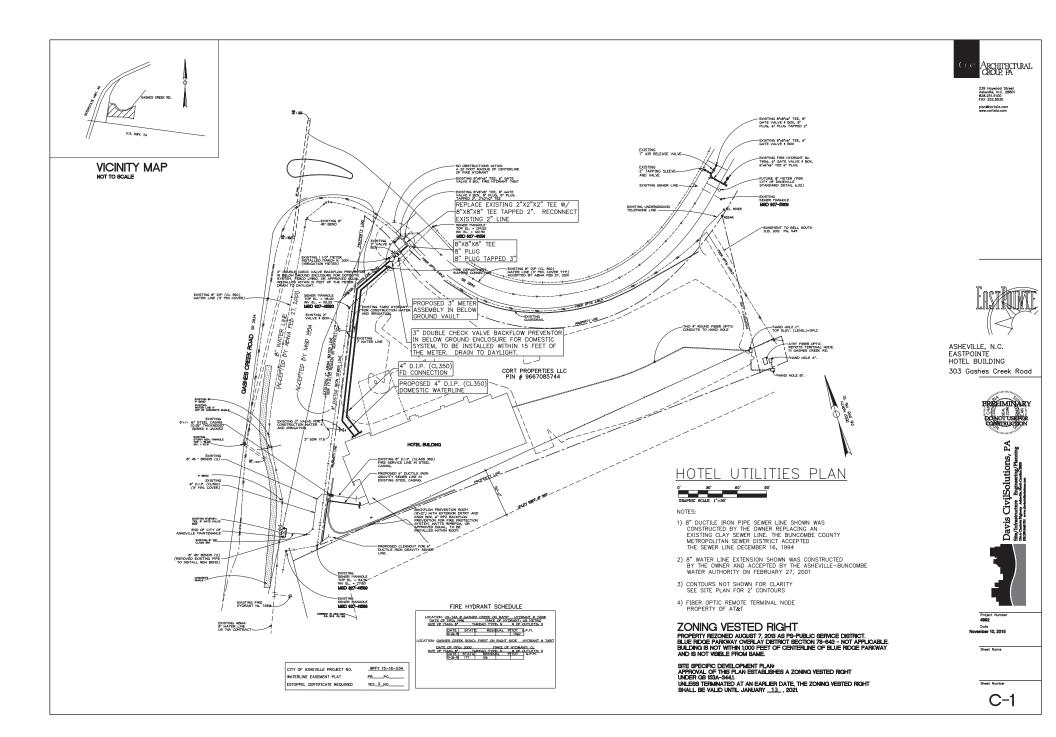
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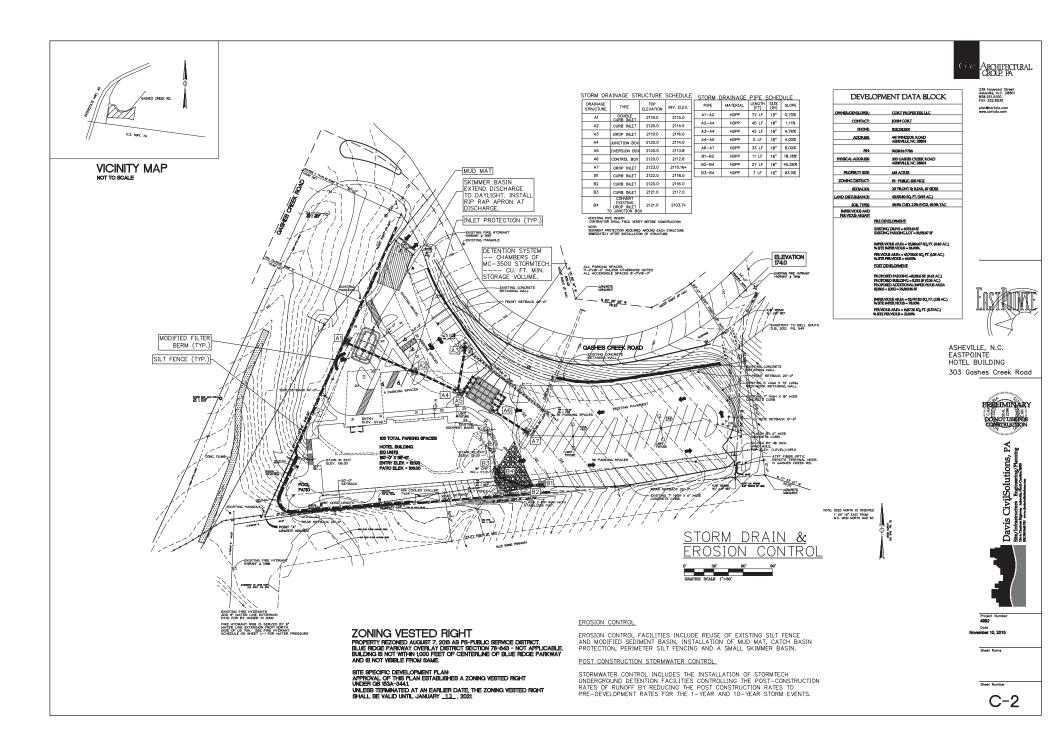
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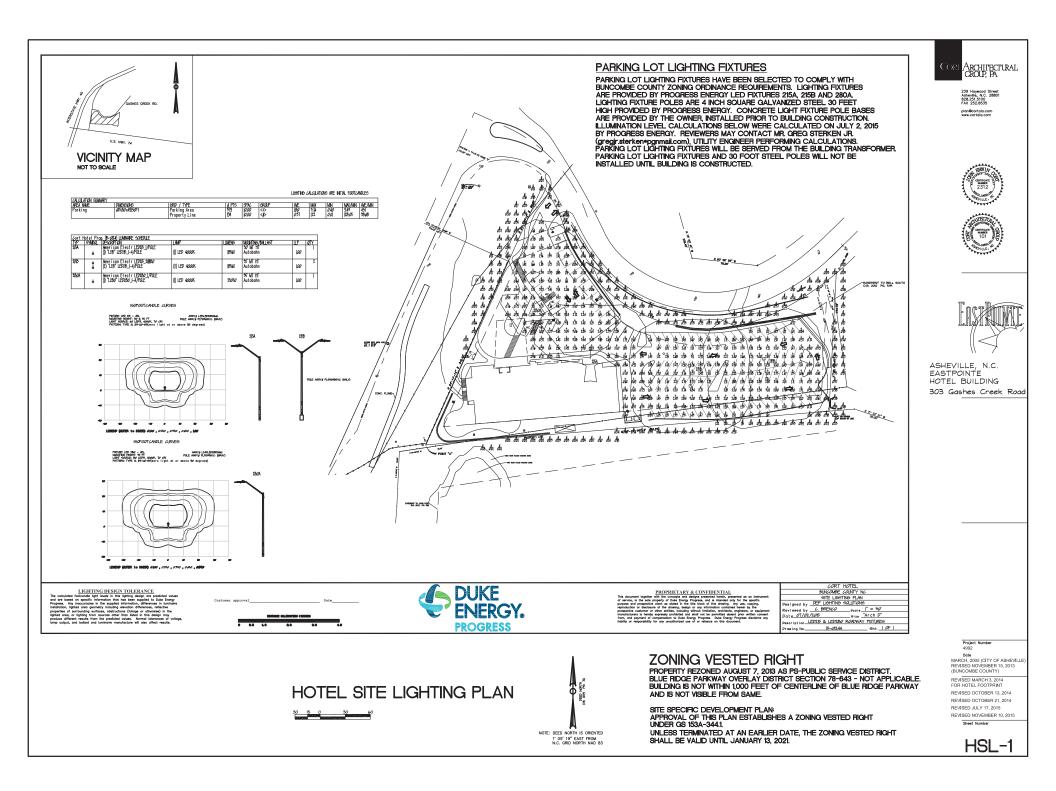


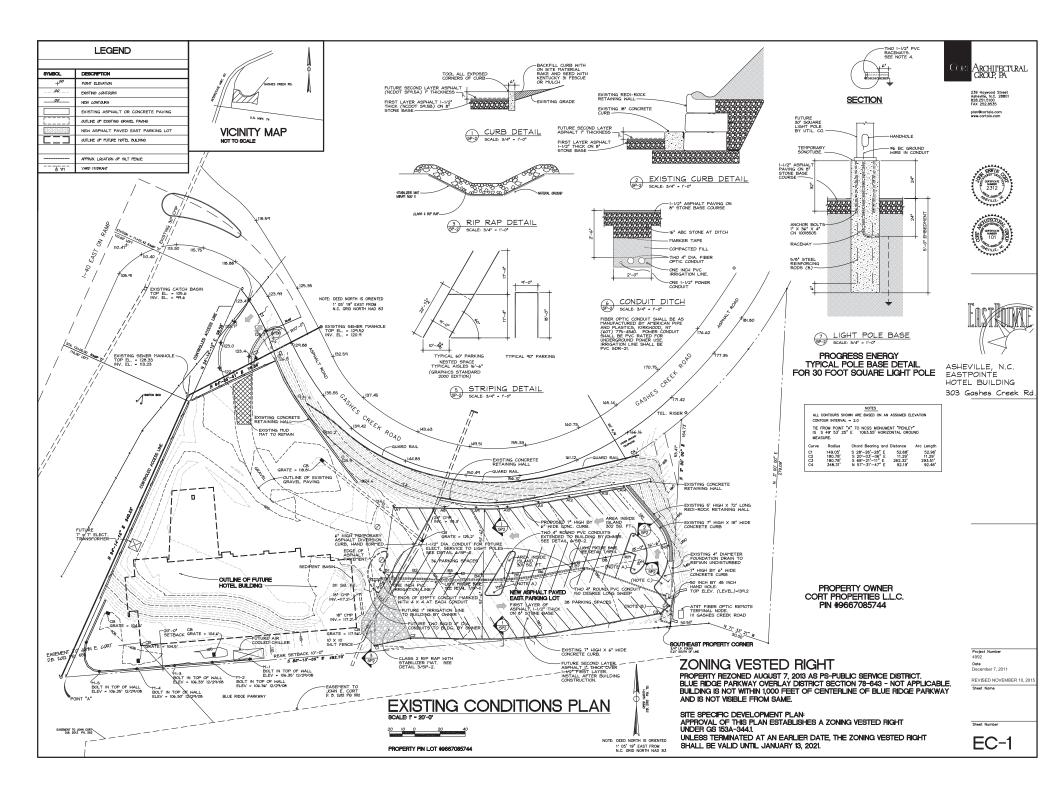


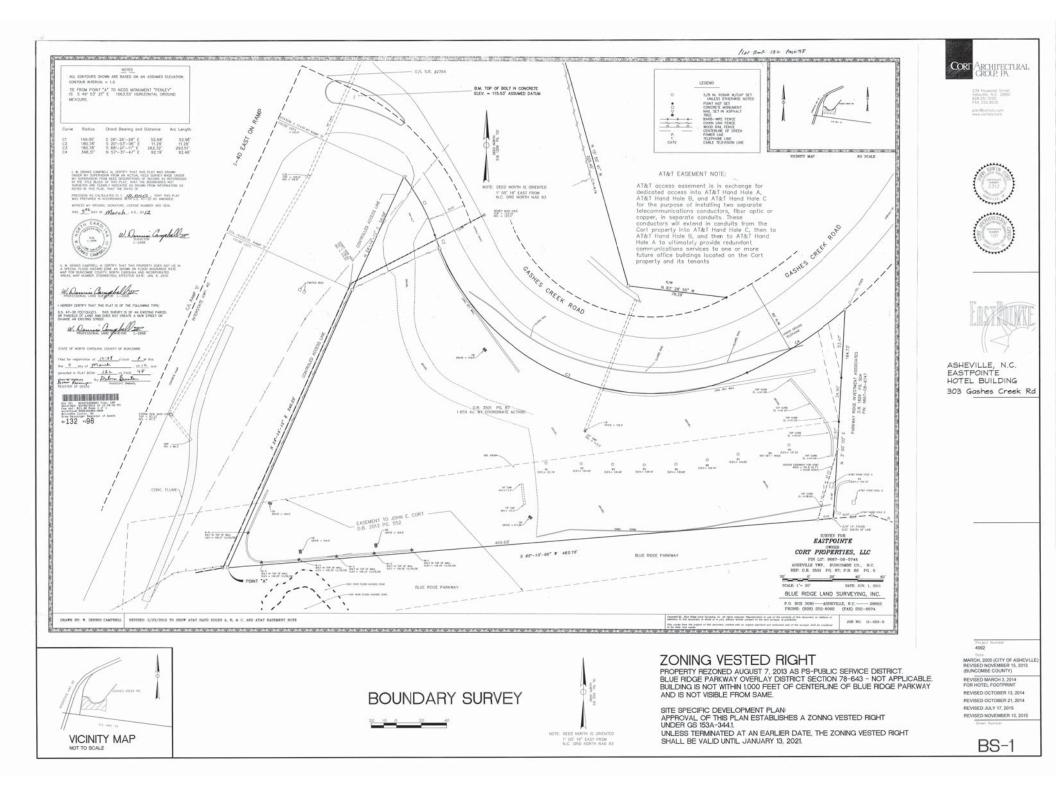


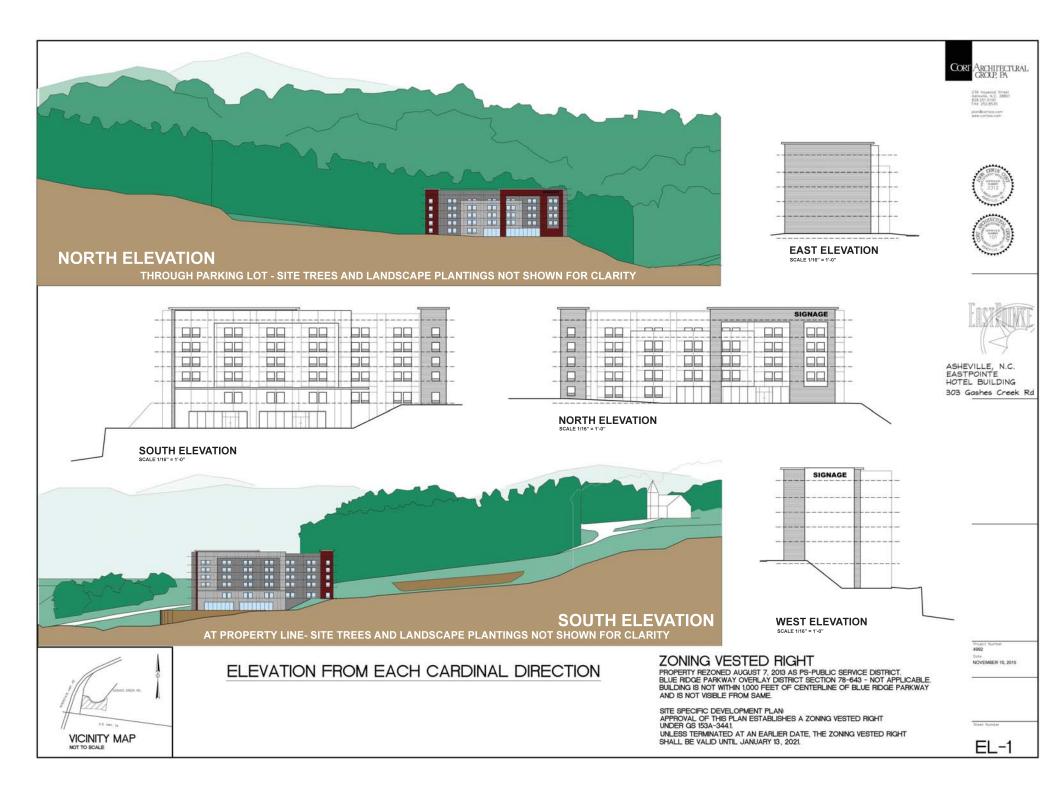


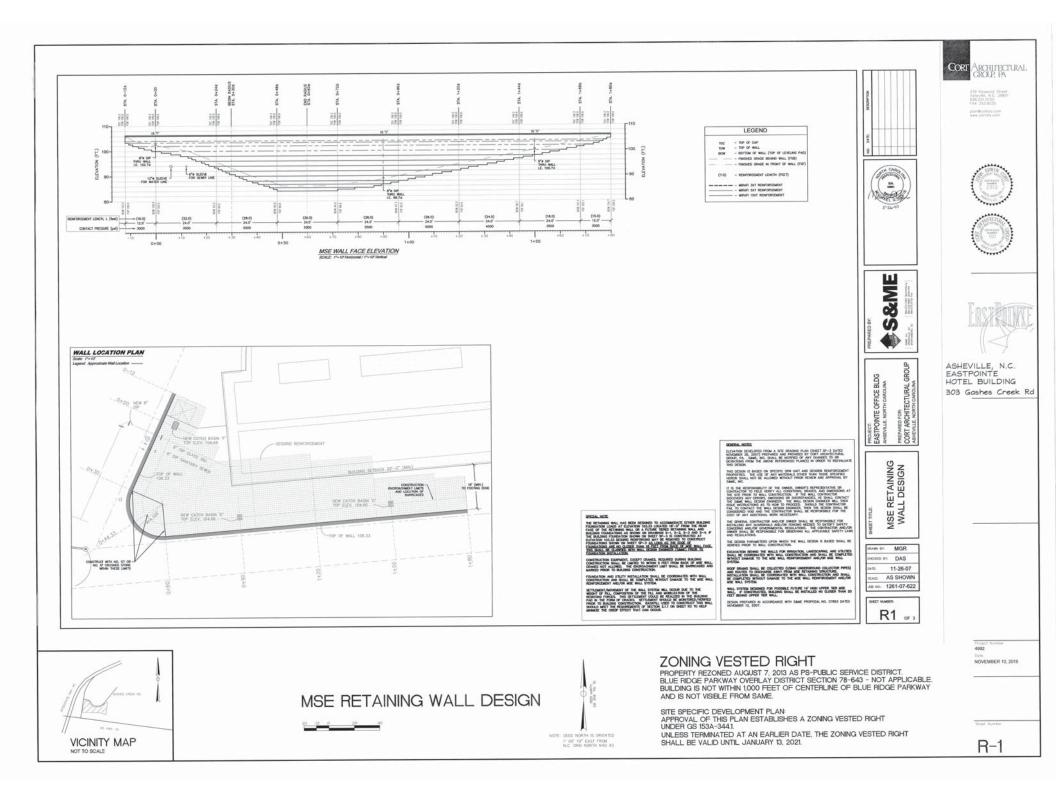












HILTON'S NEW BRAND OFFERS CUSTOMIZATION TO MILLENNIALS

-Hilton Worldwide today announced a new affordable brand targeting younger travelers.



An artist's rendering of a guest room at a Tru by Hilton, a new midscale hotel brand that will debut at the end of 2016.

Tru by Hilton will debut at the end of this year. It will be Hilton's 13th brand, and its re-entry into the midscale hotel segment. The company introduced the new brand at the Americas Lodging Investment Summit in Los Angeles.

The company already has 102 hotels signed. Another 30 properties are in various stages of approval in cities such as Atlanta, Houston and Chicago.

"I ultimately think this will be our biggest brand over time," says Hilton CEO Christopher Nassetta.

The move comes as the hotel industry is consolidating, with Marriott International buying Starwood Hotels and Resorts, and AccorHotels acquiring Fairmont, Raffles and Swissotels. Rather than buy an existing brand, Nassetta says the company preferred to start its own.

Nassetta says that 40% of demand for hotel rooms is in the midscale segment, which includes brands such as Comfort Inn by Choice Hotels and Fairfield Inn & Suites by Marriott.

Rates at Tru will vary by location, but will be in the \$90 to \$100 range.

The brand will target all age groups, but is intended to appeal to a "millennial" mindset, Nassetta says. Millennials, those in their twenties and early thirties, tend to like modern design, public spaces where they can work and socialize, and advanced technology such as mobile check-in.

Because of the price point, it will probably attract younger travelers on the road for business and pleasure, he says.

"We have a very large swath of demand that indexes very young, and we're not serving it," Nassetta says. "There's an opportunity to build a new brand, if we do it right, that will drive huge demand."

Analysts think the new brand could find a niche. "The Midscale chain scale contains many older line limited service brands that have not seen the innovation that a new brand would coming out of the box today," says Bruce Ford, Senior Vice President at Lodging Econometrics.

Hilton had a midscale brand, Hampton Inn. But that brand has now been elevated into a more upscale product.

Each Tru hotel will be a new build or a repurposing of an existing property. "We won't take another hotel brand and rebrand it as a Tru," says Phil Cordell of Hilton Worldwide.

The hotels will cost on average about \$85,000 a room to build. Each will typically have 98 rooms over 1.58 acres. Common areas include a 2,776 square foot space divided into four zones for working, lounging, playing, and eating and drinking.

Guests "are very interested in having a great degree of flexibility," says Alexandra Jaritz, global head of Tru by Hilton. "This idea of having customized experiences is very important to them."

Local snacks and drinks, including single-serving beer and wine, will be available from a grab and go area. A buildyour-own breakfast station will be complimentary. Coffee and tea will be free throughout the day.

The play area will have a large TV and activities such as ping pong and foosball tables.

Wi-Fi will be free.

Rooms will come with either a king bed or double queen beds, in sizes of 231 or 275 square feet.

"Smaller rooms are very common in Europe," Cordell says. "There are some people who think customers aren't ready for that in Atlanta or Dallas. We think they are."

The rooms have platform beds and 65-inch TVs and various storage areas such as a luggage bench. Closets will not be enclosed. Instead of a desk there will be a multifunctional chair.

Bathrooms will have extra-long vanities and showers instead of bathtubs.

"We really wanted to make sure the guest experience was simple, intuitive and efficient," Jaritz says.