The Avenir Approach

Leveraging advantages from the traditional E.T.A. and real estate models, Avenir Hospitality presents a unique approach to hotel investing

Criteria	Entrepreneurship Through Acquisition	Avenir Hospitality	Commercial Real Estate
Unlevered Yield on Cost	16-25%	8-11%	4-9%
Dedicated MBA-level Operator	Yes	Yes	No
Typical Seller Profile	"Mom and Pop"	"Mom and Pop"	Varies
Sub-institutional Market with Limited Buyer Pool	Yes	Yes	Varies
Value Creation through Operational Improvement	Yes	Yes	No
Value Creation through Asset Appreciation	No	Yes	Yes
Real Estate Tax Advantages	No	Yes	Yes
Possibility for "Cash Out" Refinance	No	Yes	Yes
"Go to $0 risk"	Substantial	Minimal	Minimal

Additional Avenir Benefits:

- Supply-Capped Markets: competition restricted by regulations, land availability, and construction costs
- Demographic Tailwinds: in favor of drive-to leisure and boutique hospitality experiences
- Favorable Financing: ability to utilize seller financing and government-backed loan programs
- Relevant Industry Background: Avenir partners bring direct real estate, hospitality and investment experience
- Low Customer Concentration: customer/guest list comprised of thousands of individuals