

# LODGING TIMES®

**Recent Cape Cod  
Lodging Sales ...** and  
other info of interest to the lodging  
community

April 1997 Issue # 18

049601

## HOSPITALITY

Room Occupancy Tax has been collected by the state in the same manner for many years and is often considered the most dependable gauge of tourism on Cape Cod. As shown on the attached chart, the lodging business on Cape Cod continues to grow with increases each year over the prior year and, perhaps more importantly, *no decreases*.

The figures show that the hospitality business alone, disregarding retail and restaurants, is now a **\$150 Million** business on Cape Cod - up from a \$115 M business 5 years ago.

The tax is collected by the lodging operator at the point of sale and sent to the state the following month. The figures in the chart have been therefore adjusted by one month to reflect the actual month obtained at the lodging property.

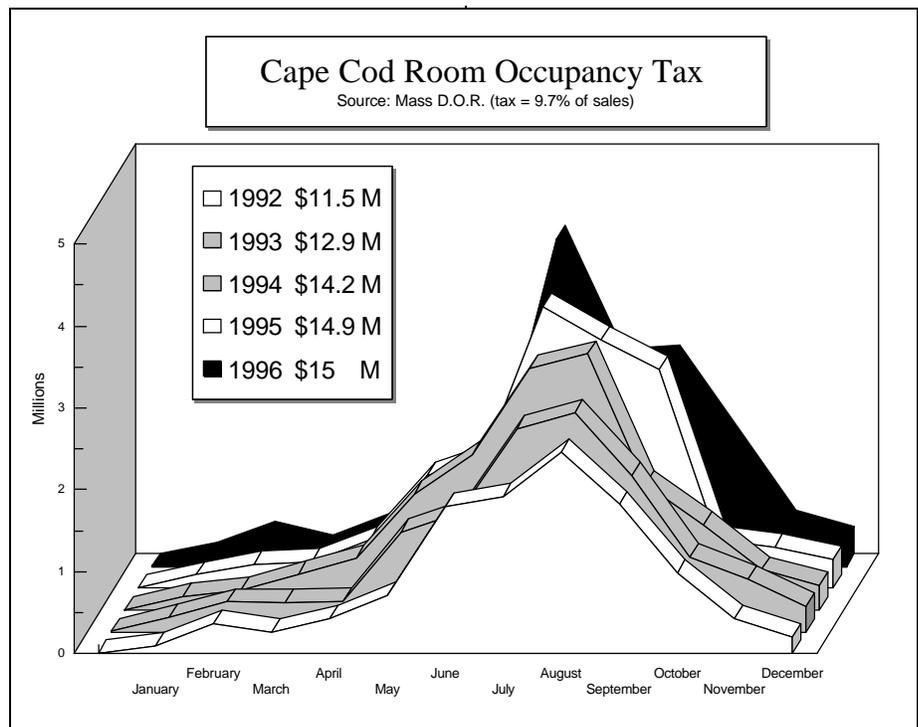
The 9.7% tax is comprised of two components - 5.7% to the State and 4% to the local municipality. The state granted towns the right to add on the 4% tax in 1987. Prior to that year the total tax was 5.7%.

### THE ORLEANS HOLIDAY

45 unit motel on 1.96 acres on Rt. 6A, Orleans near the Christmas Tree Shops and the Orleans Rotary sold at public auction on March 14th for \$1.150 M plus outstanding taxes of \$91,500. The auction was held by Jerome J. Manning & Co. and produced 23 registered bidders.

The property had sold in 1990 for \$1.3 M to a Connecticut buyer who converted the building to condominium but did not sell any units. The entire operation, except for the restaurant, was included in the sale.

## State Figures Show '96 Lodging Business Up Again



The bidding opened at \$500,000 and proceeded rapidly upwards & passing briskly through the \$900,000 range and into the low millions. Two bidders became very competitive towards the end with the second highest bid being \$1.125 M.

Orleans is one of the finer destination resort villages on the Cape.

### THE COUNTRY LAKE MOTEL

20 units on 2.21 acres at 1545 Rt. 132, Hyannis, with frontage on Shallow Pond, sold recently to John W. Holt for \$550,000. The property was recently assessed by the town for \$304,100.

A mortgage to the seller for \$440,000 was recorded at the time of the sale.

## Carey Commercial sold 21 lodging properties

**totaling  
\$10.6 M  
in '95 &  
'96**

*Motels,  
Hotels, B & B's  
Cottage Colony's  
and other lodging type  
businesses continue to be  
in demand on Cape Cod  
with several sold each year*

WWW.CAREYCOMMERCIAL.COM