

Property Information:

Acquisition Price: \$59.4M (\$378K per room)
 Location: Miami, FL
 Acquired: November 12, 2014
 Rooms: 157
 Type: Upper-Upscale, Full-Service
 Built: 1989
 Last Renovated: 2007

Historic Performance and Valuation:

Estimated Discount to Replacement Cost: 20% - 25%
 Sep 2014 TTM Occupancy: 80%
 Sep 2014 TTM ADR: \$198

Forward 12-Month Cap Rate (Projected EBITDA)⁽¹⁾: 4.8% - 5.7%
 Forward 12-Month Cap Rate (Projected NOI)⁽¹⁾: 3.8% - 4.7%

(1) Based on previously disclosed forecasted net operating income after capital reserves ("NOI") and previously disclosed forecasted hotel earnings before interest, taxes, depreciation and amortization ("EBITDA"). Forward 12-month EBITDA and NOI cap rates have been reduced by 1.7% due to the projected negative impact from the planned renovation.

Property Highlights:

- 157 guest rooms, offering high-speed internet access, 32-inch flat-screen LCD televisions, and Westin Heavenly bed and bath products
- 23,000 square feet of meeting space, including a 9,000 square foot Rotunda
- SUSHISAMBA Restaurant, a 4,460 square foot, leased restaurant serving lunch and dinner daily, featuring a unique blend of Japanese, Brazilian and Peruvian inspired cuisine
- Outdoor heated pool and expansive outdoor entertainment deck
- WestinWORKOUT fitness studio
- Valet parking and business center

Market Highlights:

Market Overview:

- Proven history of strong recovery from market downturns with a RevPAR compounded annual growth (CAGR) of 9.1% from 2003 to 2007 and a RevPAR CAGR of 8.8% from 2009 to 2013
- Market has shown steady economic and hotel demand growth, complemented by restrained supply growth, with a 14-year supply CAGR of 0.0%
- Coral Gables offers high-end retail, upscale restaurants, Fortune 500 companies, a world class university (University of Miami) and highly desired residential real estate with easy access to Coconut Grove, Brickell, Downtown Miami and South Beach

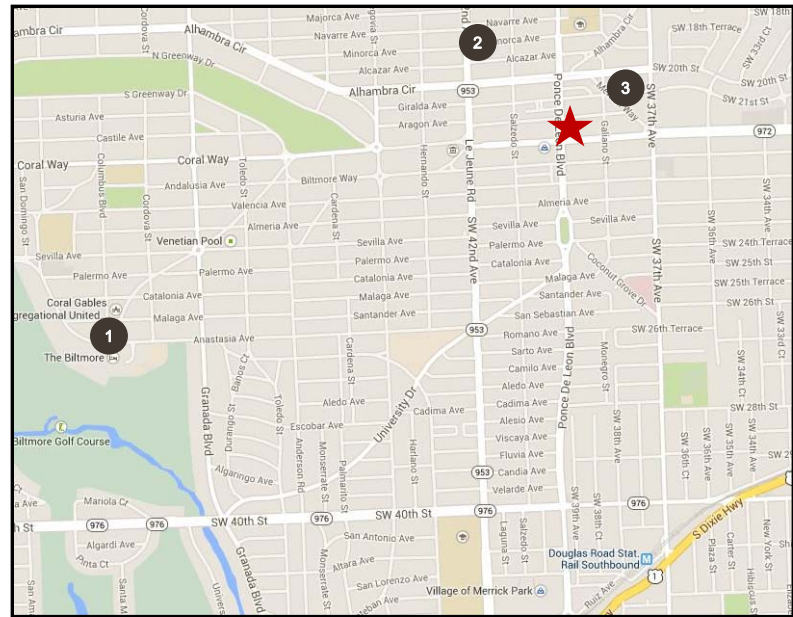


Competitive Set:

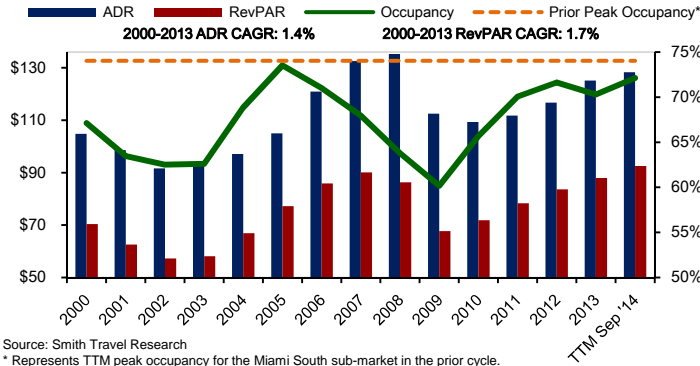
Hotels	Map Marker	Rooms	Year Opened
Westin Colonnade Coral Gables	★	157	1989
Biltmore Hotel	1	275	1926
Courtyard Miami Coral Gables	2	165	1971
Hyatt Regency Coral Gables	3	250	1987
Total Comp Set (excluding Westin)		690	

Demand Generators:

- Located on Miracle Mile, the heart of the Coral Gables commercial district
- Strong corporate environment with tenants such as Cargill, Accenture, IBM, Diageo, Bacardi, Del Monte Fresh Produce and Intelsat
- Tourism:
 - Merrick Park
 - Miami Marlins Park
 - University of Miami
 - Coral Gables Museum
 - South Beach
 - American Airlines Arena
 - The Venetian Pool
 - Fairchild Tropical Gardens
 - Abundant shopping and golf courses
- Robust international tourism market with an influx of tourists from Latin America and Europe



Miami South Sub-Market Operating Performance



Investment Highlights:

Strengths

- Premier location in gateway market
- Growing market with excellent supply and demand fundamentals
- Unique and abundant meeting and event space
- Historically strong operating performance with consistent track record
- Off-market transaction

Opportunities

- Comprehensive renovation and repositioning expected in 2015
- Miracle Mile and Giralda Avenue improvement project
- Improved cash flow through Pebblebrook asset management and best practices