

CBRE VALUATION & ADVISORY SERVICES

APPRAISAL REPORT

ALEXANDER LAKE LODGE
21221 BARON LAKE DRIVE
CEDAREDGE, COLORADO 81413
CBRE FILE NO. 21-224NW-0693-1

CLIENT: NEWTEK SMALL BUSINESS FINANCE, INC.
CLIENT REFERENCE NO.: 245344-925148 NSBF

CBRE

Date of Report: February 28, 2021

NEWTEK SMALL BUSINESS FINANCE, INC.
1981 Marcus Avenue, Suite 130
Lake Success, New York 11042

RE: Appraisal of: Alexander Lake Lodge
21221 Baron Lake Drive
Cedaredge, Delta County, Colorado 81413
Borrower: Kuros, LLC
CBRE, Inc. File No. 21-224NW-0693-1
Client Reference No.: 245344-925148 NSBF

Dear Client:

At your request and authorization, CBRE, Inc. has prepared an appraisal of the market value of the referenced property. Our analysis is presented in the following Appraisal Report. This appraisal is for the real estate value only, not any potential going concern value of the business.

The subject is guest lodge with seven cabins and a recently constructed 8-room motel, located at 21221 Baron Lake Drive in the Grand Mesa area, north of Cedaredge, Colorado. The property consists of eight heated buildings, plus a workshop. The improvements were constructed from 1920 and 1924, with additions from 1947 through 2005, and the motel building completed in winter 2020. The improvements are situated on a 10.17-acre site which rises up the hillside between two reservoirs: Hotel Twin Lake and Alexander Lake.

The lodge is on the uphill side of Baron Lake Drive, with six of the seven cabins below the road and within 200 feet of Alexander Lake. All the cabins have a similar rustic log style with small kitchen and large deck overlooking the water. All have been updated in the past two years with new floors and wall coverings, new bathrooms, and new kitchen cabinets and appliances. All the finishes are low-cost but clean and new. Half the cabins have one room, while the remainder have one enclosed bedroom. The largest cabin also has a sleeping loft, which functions as an addition bedroom.

The lodge features a restaurant with dining room that seats around 40 overlooking the lake. The building is from 1920, and has apparently had several additions over the years, so that some floor levels are not consistent. The main section has a second story which is currently used for staff housing, but could be used as two additional rental units, while still having space for an on-site manager.

The new motel building is located on the hillside above the lodge, and require snowmobiles for winter access since there is not a maintained foot path to the building. The eight motel rooms all have the same layout and finishes, with $\frac{3}{4}$ -bathrooms and laminate wood floors. The rooms are 240 SF and are smaller than the cabins, and lack kitchens. They feature two beds, but lack the room for additional tables or sitting areas. They were recently completed in January, and have not been fully outfitted with dressers, TV's and decorations.

There are also 16 RV slips in a loop above the lodge, and adjacent to the motel. There are full services to the sites, but the utilities have not been used in several years, and need repairs. The sites have good spacing in the trees for privacy, and are available only in the summer months.

The following table summarizes the heated buildings. The sleeping capacity reflects the current bedding in the unit. The bedroom count includes studio cabins as one bedroom, while the loft is counted as a second bedroom. The year built is from the Delta County records, but the cabins have been improved and updated over the years.

ALEXANDER LAKE LODGE BUILDING SUMMARY					
Cabin	Comments	Sleeping Capacity	Room Count	Size (SF)	Year Built
1	One bedroom	5	1	384	1962
2	Studio	4	1	336	1947
3	One bedroom	6	1	448	1924
4	Studio	2	1	288	1924
5	Studio	2	1	288	1924
6	One bedroom plus loft	7	2	690	2005
7	Studio	2	1	220	1924
8	Motel Building	16	8	1,920	2020
Lodge	Upper level for staff housing, Equal to 2 rentable bedrooms	0	2	5,961	1920
Total/Average:			18	10,535	

Source: Various sources compiled by CBRE

Based on the analysis contained in the following report, the market value of the subject is concluded as follows:

MARKET VALUE CONCLUSION			
Appraisal Premise	Interest Appraised	Date of Value	Value Conclusion
As Is	Fee Simple Estate	February 26, 2021	\$2,625,000
Compiled by CBRE			

The report, in its entirety, including all assumptions and limiting conditions, is an integral part of, and inseparable from, this letter.

As of the date of value and the date of this report, the nation, region, and market area are impacted by the COVID-19 pandemic. This could have a prolonged effect on macroeconomic conditions, though at this time the length of duration is unknown. The perceived impact on real estate varies on several factors including asset class, use, tenancy, and location. Our analysis considers available information as of the effective date.

The following appraisal sets forth the most pertinent data gathered, the techniques employed, and the reasoning leading to the opinion of value. The analyses, opinions and conclusions were

developed based on, and this report has been prepared in conformance with, the guidelines and recommendations set forth in the Uniform Standards of Professional Appraisal Practice (USPAP), and the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute. It also conforms to Title XI Regulations and the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA) updated in 1994 and further updated by the Interagency Appraisal and Evaluation Guidelines promulgated in 2010.

The intended use and user of our report are specifically identified in our report as agreed upon in our contract for services and/or reliance language found in the report. As a condition to being granted the status of an intended user, any intended user who has not entered into a written agreement with CBRE in connection with its use of our report agrees to be bound by the terms and conditions of the agreement between CBRE and the client who ordered the report. No other use or user of the report is permitted by any other party for any other purpose. Dissemination of this report by any party to any non-intended users does not extend reliance to any such party, and CBRE will not be responsible for any unauthorized use of or reliance upon the report, its conclusions or contents (or any portion thereof).

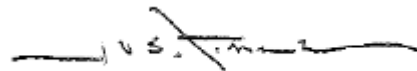
It has been a pleasure to assist you in this assignment. If you have any questions concerning the analysis, or if CBRE can be of further service, please contact us.

Respectfully submitted,

CBRE - VALUATION & ADVISORY SERVICES



Willem L. van der Hoeven
Senior Appraiser
Colorado Certified General Real Estate
Appraiser No. CG100015767
Phone: 970-485-0853
Fax: 303-628-1757
Email: Willem.vanderHoeven@cbre.com



Justin J. Atwell, MAI, MRICS
Managing Director
Certified General Appraiser, State of
Colorado No. 100041161
Phone: 303-628-7480
Fax: 303-628-1757
Email: justin.atwell@cbre.com

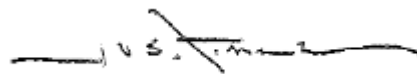
Certification

We certify to the best of our knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are our personal, impartial and unbiased professional analyses, opinions, and conclusions.
3. We have no present or prospective interest in or bias with respect to the property that is the subject of this report and have no personal interest in or bias with respect to the parties involved with this assignment.
4. Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
5. Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
6. Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice, as well as the requirements of the State of Colorado.
7. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
8. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
9. As of the date of this report, Justin Atwell, MAI, MRICS has completed the continuing education program for Designated Members of the Appraisal Institute.
10. As of the date of this report, Willem van der Hoeven has completed the Standards and Ethics Education Requirements for Candidates/Practicing Affiliates of the Appraisal Institute.
11. Willem van der Hoeven has and Justin Atwell, MAI, MRICS has not made a personal inspection of the property that is the subject of this report.
12. No one provided significant real property appraisal assistance to the persons signing this report.
13. Valuation & Advisory Services operates as an independent economic entity within CBRE, Inc. Although employees of other CBRE, Inc. divisions may be contacted as a part of our routine market research investigations, absolute client confidentiality and privacy were maintained at all times with regard to this assignment without conflict of interest.
14. Willem van der Hoeven and Justin Atwell, MAI, MRICS have previously appraised the property that is the subject of this report, most recently in November 2019.



Willem L. van der Hoeven
Colorado Certified General Real Estate
Appraiser No. CG100015767



Justin J. Atwell, MAI, MRICS
Certified General Appraiser, State of
Colorado No. 100041161

Subject Photographs



Aerial View

Note that the subject lot does not appear to extend to the shore of either lake.

The 16 RV slips are north of the new motel, at the north eastern side of the lot. The trail begins just north of the main lodge, and rises steeply along the northern property line, and continues rising when it turns to the south to the motel. There is a steep slope from the motel to the lake, making the trail the only access.

Note that the snowpack is about average for the time of year, and will usually peak in early April.



Photo 1 Main Lodge



Photo 2 Main entrance



Photo 3 Reception and bar



Photo 4 Dining room



Photo 5 Cabin 8 and lodge dining room



Photo 6 Cabin 7



Photo 7 Two cabins overlooking lake



Photo 8 Three cabins along lake



Photo 9 Cabin 4



Photo 10



Photo 11 New motel with 8 units



Photo 12 Front of motel

Photos from posts by the owner



Photo 13 Motel typical room



Photo 14 Note the three appliances



Photo 15 Typical motel bathroom

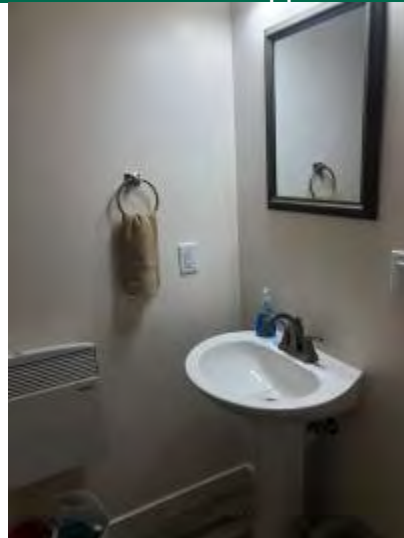


Photo 16 Note the lack of countertop space



Photo 17 Typical two queen beds

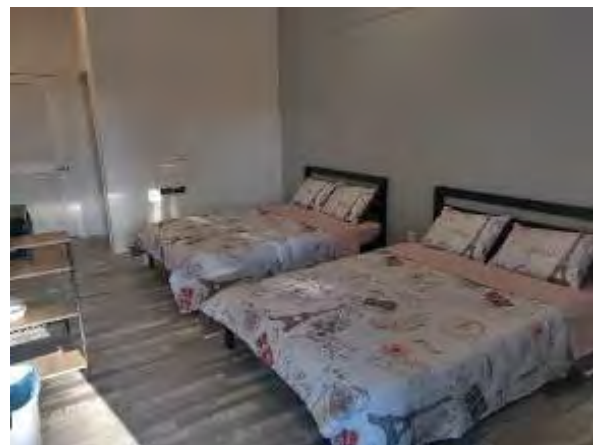


Photo 18 Still needs end table & lamps

Executive Summary

Property Name	Alexander Lake Lodge
Location	21221 Baron Lake Drive Cedaredge, Delta County, CO 81413
Parcel Number	297701200004
Client	Newtek Small Business Finance, LLC
Client Reference Number	245344-925148 NSBF
Highest and Best Use	
As If Vacant	Lodging
As Improved	Lodging
Property Rights Appraised	Fee Simple Estate
Date of Inspection	February 26, 2021
Estimated Exposure Time	3 - 9 Months
Estimated Marketing Time	6 - 12 Months
Primary Land Area	10.17 AC
Zoning	Business Use

Improvements		Comments
Property Type	Lodging	Lodge and Cabins
Number of Buildings	9	
Number of Stories	1	
Net Rentable Area	10,535 SF	
Number of Units	18	
Average Unit Size	585 SF	
Year Built / Renovated	1924 / 2017	
Effective Age	25 Years	
Remaining Economic Life	25 Years	
Condition	Average	
Buyer Profile	Owner-User	

VALUATION	Total	Per Unit
Land Value	\$1,400,000	\$77,778
Cost Approach	\$2,625,000	\$145,833
Sales Comparison Approach	\$2,625,000	\$145,833
Insurable Value	\$1,775,000	\$98,611

CONCLUDED MARKET VALUE

Appraisal Premise	Interest Appraised	Date of Value	Value
As Is	Fee Simple Estate	February 26, 2021	\$2,625,000

Compiled by CBRE

STRENGTHS, WEAKNESSES, OPPORTUNITIES AND THREATS (SWOT)

Strengths/ Opportunities

- The subject is located on the Grand Mesa in an area popular with summer visitors.
- There are four similar lodging operations in the area, and numerous campgrounds which provide sufficient population density to support the restaurant on a seasonal basis.
- An adjacent parcel is being developed with a luxury lodge with log cabins that is reportedly target the top of the local market, which shows investment in this area.
- The 16 RV slips can be improved by repairing the utility service lines to increase rates.
- The majority of the land around the subject is publicly owned, reducing the supply to just a few parcels.
- The eight-unit motel building was completed in December 2020, and will offer additional revenue sources.

Weaknesses/ Threats

- Access to the new motel building requires tracked-vehicles (snowmobiles) in the winter, which creates additional challenges for emergency services and firefighting.
- The parcel map on the Delta County website seems to indicate that the subject property does not have access to either of the two adjacent lakes, but this has not been an issue with the adjacent resort property owner in the past.
- County maintenance of Baron Lake Drive stops at the subject, and is maintained by the adjacent property owners.
- The subject buildings are old, and will require continued upgrades to remain competitive in this market.
- The economy of mountain resort towns can be significantly impacted by poor snow years or bad fire seasons.
- Increased uncertainty and risk associated with COVID-19 (see discussion below). Most market participants anticipate the greatest impact to be felt in the next 3 to 9 months.

IMPORTANT WARNING - MATERIAL VALUATION UNCERTAINTY FROM NOVEL CORONAVIRUS

The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organization as a “Global Pandemic” on the 11th March 2020, has impacted global financial markets. Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. At the valuation date, we consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value. Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement. Our valuation is therefore reported as being subject to ‘material valuation uncertainty’. Consequently, less certainty – and a higher degree of caution – should be attached to our valuation than would normally be the case.

For the avoidance of doubt, the inclusion of the ‘material valuation uncertainty’ declaration above does not mean that the valuation cannot be relied upon. Rather, the declaration has been included to ensure transparency of the fact that – in the current extraordinary circumstances – less certainty can be attached to the valuation than would otherwise be the case. The material uncertainty clause is to serve as a precaution and does not invalidate the valuation.

Values may change more rapidly and significantly than during standard market conditions. Given the unknown future impact that COVID-19 might have on the real estate market and the difficulty in differentiating between short term impacts and long-term structural changes, we recommend that you keep the valuation(s) contained within this report under frequent review.

EXTRAORDINARY ASSUMPTIONS

An extraordinary assumption is defined as “an assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser’s opinions or conclusions.”¹

- It is an extraordinary assumption that the subject will continue to enjoy unrestricted access to the two adjacent lakes across the adjacent property.
- The units were reportedly fully occupied, and none were available for interior viewing. The owner reported that nothing had changed in the units, and it was unnecessary to see them. The interiors of six cabins were viewed in November 2019, and interior photos from the Alexander Lake Lodge Facebook page were used with permission from the owner.
- The use of these extraordinary assumptions may have affected the assignment results.

HYPOTHETICAL CONDITIONS

A hypothetical condition is defined as “a condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results but is used for the purposes of analysis.”²

- None noted

¹ The Appraisal Foundation, *USPAP, 2020-2021*

² The Appraisal Foundation, *USPAP, 2020-2021*

OWNERSHIP AND PROPERTY HISTORY

OWNERSHIP SUMMARY	
Item	Current
Current Ownership	
Owner:	Jan and Anna Chyc
Seller:	JJAK Family, LLC
Purchase Price:	\$1,500,000
Transaction Date:	Jan 8, 2016
Sale in Last 3 Years?:	No
Legal Reference:	685001
County/Locality Name:	Delta
Buyer/Seller Relationship Type:	Arm's length and reasonable
At / Above / Below Market:	At Market
Comments:	Seller financing
Pending Sale	
Under Contract:	No
Current Listing	
Currently Listed For Sale:	No
Compiled by CBRE	

The property previously sold in January 2016 for \$1,500,000 for the real property. The parties were acquaintances, and the property was not listed for sale. It appears that the vast majority of the purchase price was financed by the seller. We are unaware of any additional ownership transfers of the property in the last three years. Further, the property is not reportedly being offered for sale as of the current date.

EXPOSURE/MARKETING TIME

Current appraisal guidelines require an estimate of a reasonable time period in which the subject could be brought to market and sold. This reasonable time frame can either be examined historically or prospectively. In a historical analysis, this is referred to as exposure time. Exposure time always precedes the date of value, with the underlying premise being the time a property would have been on the market prior to the date of value, such that it would sell at its appraised value as of the date of value. On a prospective basis, the term marketing time is most often used. The exposure/marketing time is a function of price, time, and use. It is not an isolated estimate of time alone. In consideration of these factors, we have analyzed the following:

- exposure periods for comparable sales used in this appraisal;
- exposure/marketing time information from the CBRE, Inc. National Investor Survey and the PwC Real Estate Investor Survey; and
- the opinions of market participants.

Our valuation is predicated on a buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. The COVID-19 pandemic has resulted in logistical constraints on property transactions such as inability to travel for due diligence/tours and closing of municipal agencies for closing/recording sale transactions. In addition, some

buyers and sellers have paused or postponed transacting amid the pandemic. As of the effective date of this appraisal, this has extended the reasonable time period in which the subject could be brought to market and sold. In light of the COVID-19 pandemic and prevailing market conditions, we would anticipate a longer marketing period relative to the exposure period. The following table presents information derived from various sources and our conclusion.

EXPOSURE/MARKETING TIME DATA		
Investment Type	Exposure/Mktg. (Months)	
	Range	Average
Comparable Sales Data	6.0 - 26.0	8.8
Local Market Professionals	3.0 - 18.0	6.0
CBRE Exposure Time Estimate	3 - 9 Months	
CBRE Marketing Period Estimate	6 - 12 Months	
Various Sources Compiled by CBRE		

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Scope of Work

This Appraisal Report is intended to comply with the reporting requirements set forth under Standards Rule 2 of USPAP. The scope of the assignment relates to the extent and manner in which research is conducted, data is gathered, and analysis is applied.

INTENDED USE OF REPORT

This appraisal is to be used for financing and no other use is permitted.

CLIENT

The client is Newtek Small Business Finance, LLC.

INTENDED USER OF REPORT

This appraisal is to be used by Newtek Small Business Finance, LLC. No other user(s) may rely on our report unless as specifically indicated in this report.

Intended Users - the intended user is the person (or entity) who the appraiser intends will use the results of the appraisal. The client may provide the appraiser with information about other potential users of the appraisal, but the appraiser ultimately determines who the appropriate users are given the appraisal problem to be solved. Identifying the intended users is necessary so that the appraiser can report the opinions and conclusions developed in the appraisal in a manner that is clear and understandable to the intended users. Parties who receive or might receive a copy of the appraisal are not necessarily intended users. The appraiser's responsibility is to the intended users identified in the report, not to all readers of the appraisal report.³

PREVIOUS APPRAISAL

We previously appraised the subject property for this same client with a report dated November 18, 2019 and a report file number of 19-224NW-1308-1. This previous report had an overall "as is" market value of \$2,100,000 as compared to our current estimate of \$2,625,000. The subject property was improved with an additional motel building for \$360,000 which accounts for the majority of the increase in value. The lodging operation also benefitted from the strong summer for rural lodging, which increased the overall value by over 5%.

PURPOSE OF THE APPRAISAL

The purpose of this appraisal is to estimate the market value of the subject property.

³ Appraisal Institute, The Appraisal of Real Estate, 14th ed. (Chicago: Appraisal Institute, 2013), 50.

DEFINITION OF VALUE

The current economic definition of market value agreed upon by agencies that regulate federal financial institutions in the U.S. (and used herein) is as follows:

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. buyer and seller are typically motivated;
2. both parties are well informed or well advised, and acting in what they consider their own best interests;
3. a reasonable time is allowed for exposure in the open market;
4. payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.⁴

INTEREST APPRAISED

The value estimated represents the Fee Simple Estate as defined below:

Fee Simple Estate - Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power and escheat.⁵

Extent to Which the Property is Identified

The property is identified through the following sources:

- postal address
- assessor's records
- legal description

Extent to Which the Property is Toured

CBRE, Inc. inspected the subject, as well as its surrounding environs on the effective date of appraisal. The site was covered in waist-deep to chest-deep snow, limiting the areas that could be observed.

The property owners, staff and many guests were not following health guidelines and wearing masks or observing social distancing, so the site visit was limited in duration. Bill van der Hoeven met with the owners in the lodge briefly, but was unaccompanied on the tour around the property. The tour included the following:

⁴ Interagency Appraisal and Evaluation Guidelines; December 10, 2010, Federal Register, Volume 75 Number 237, Page 77472.

⁵ Appraisal Institute, The Dictionary of Real Estate Appraisal, 6th ed. (Chicago: Appraisal Institute, 2015), 90.

- walk-through the main level of the lodge building
- walk-to the seven cabins
- walk along the snowmobile trail to the RV slips up the hill behind the lodge. No footpath was cleared, and it was a challenge to walk uphill through the deep, churned snow. The motel building requires a snowmobile for access.
- walk along the front of the new motel building
- drive around the subject neighborhood and by the three other similar lodging operations

This tour was considered an adequate representation of the subject property and is the basis for our findings.

Type and Extent of the Data Researched

CBRE reviewed the following:

- applicable tax data
- zoning requirements
- flood zone status
- demographics
- income and expense data
- comparable data

Type and Extent of Analysis Applied

CBRE, Inc. analyzed the data gathered through the use of appropriate and accepted appraisal methodology to arrive at a probable value indication via each applicable approach to value. The steps required to complete each approach are discussed in the methodology section.

Data Resources Utilized in the Analysis

DATA SOURCES	
<i>Item:</i>	<i>Source(s):</i>
Site Data	
Size	Delta County records
Improved Data	
Building Area	Delta County records
No. Bldgs.	Delta County records
Parking Spaces	Appraiser's observation
Year Built/Developed	Delta County records
Economic Data	
Deferred Maintenance:	Appraiser's observation
Building Costs:	Marshall Valuation Service
Income Data:	Requested, but none available
Expense Data:	Requested, but none available
Compiled by CBRE	

APPRAISAL METHODOLOGY

In appraisal practice, an approach to value is included or omitted based on its applicability to the property type being valued and the quality and quantity of information available.

Cost Approach

The cost approach is based on the proposition that the informed purchaser would pay no more for the subject than the cost to produce a substitute property with equivalent utility. This approach is particularly applicable when the property being appraised involves relatively new improvements that represent the highest and best use of the land, or when it is improved with relatively unique or specialized improvements for which there exist few sales or leases of comparable properties.

Sales Comparison Approach

The sales comparison approach utilizes sales of comparable properties, adjusted for differences, to indicate a value for the subject. Valuation is typically accomplished using physical units of comparison such as price per square foot, price per unit, price per floor, etc., or economic units of comparison such as gross rent multiplier. Adjustments are applied to the physical units of comparison derived from the comparable sale. The unit of comparison chosen for the subject is then used to yield a total value. Economic units of comparison are not adjusted, but rather analyzed as to relevant differences, with the final estimate derived based on the general comparisons.

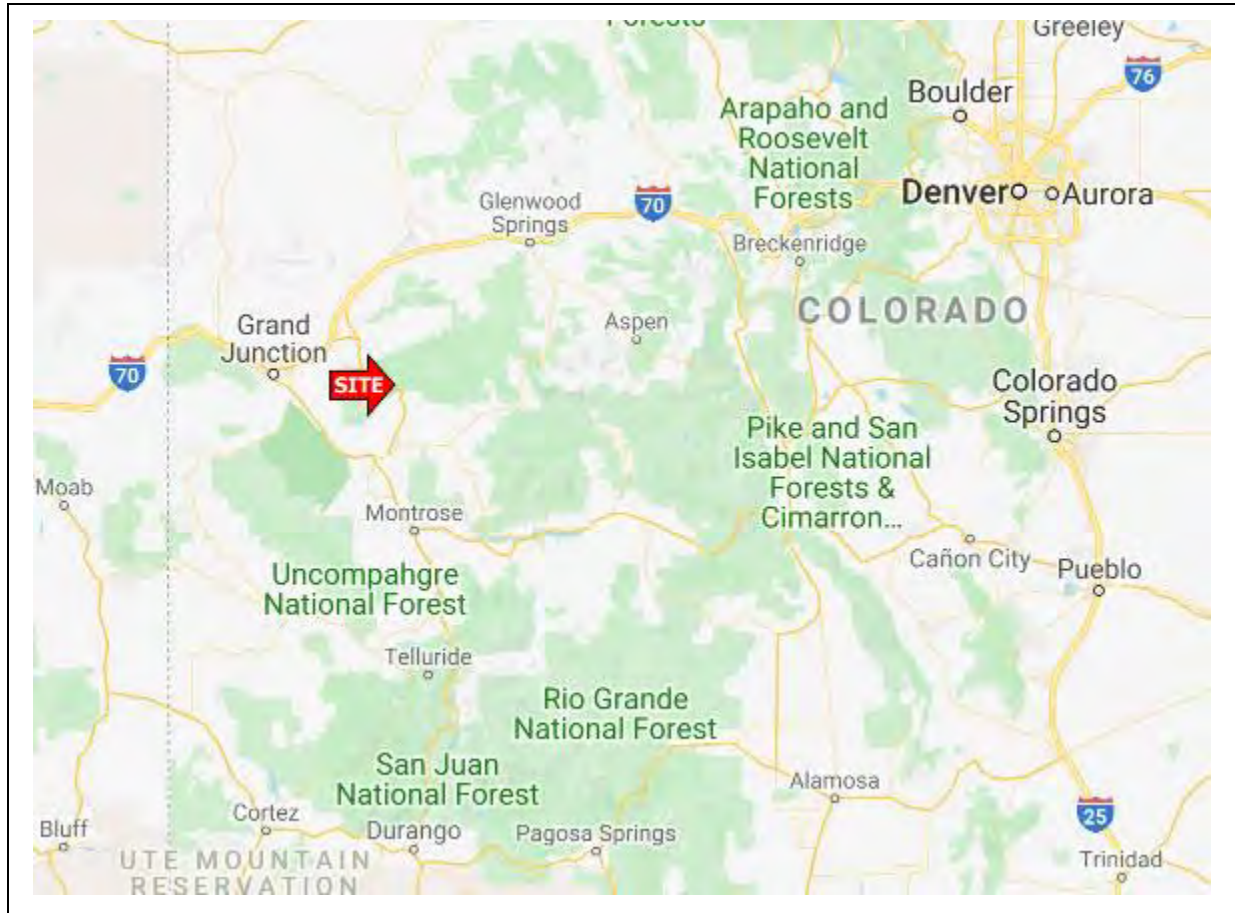
Income Capitalization Approach

The income capitalization approach reflects the subject's income-producing capabilities. This approach is based on the assumption that value is created by the expectation of benefits to be derived in the future. Specifically estimated is the amount an investor would be willing to pay to receive an income stream plus reversion value from a property over a period of time. The two common valuation techniques associated with the income capitalization approach are direct capitalization and the discounted cash flow (DCF) analysis.

Methodology Applicable to the Subject

In valuing the subject, only the sales comparison and cost approaches are applicable and have been used. Since the subject is a combination of cabins and RV slips, these two portions are analyzed separately and combined for an overall indication. The income capitalization approach is not applicable in the estimation of market value since these properties are typically owner operated and do not provide a return beyond a manager's salary. Financial information was requested several times from the owner, and none was reportedly available. The exclusion of the income capitalization approach is not considered to compromise the credibility of the results rendered herein.

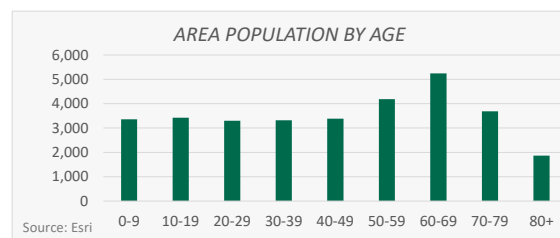
Area Analysis



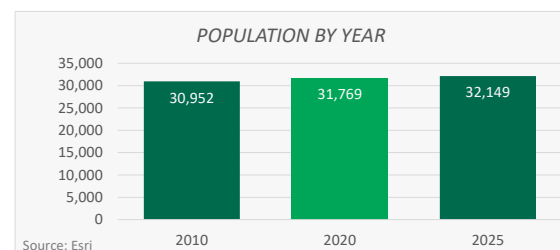
The subject is located in Delta County. Key information about the area is provided in the following tables.

POPULATION

The area has a population of 31,769 and a median age of 48, with the largest population group in the 60-69 age range and the smallest population in 80+ age range.

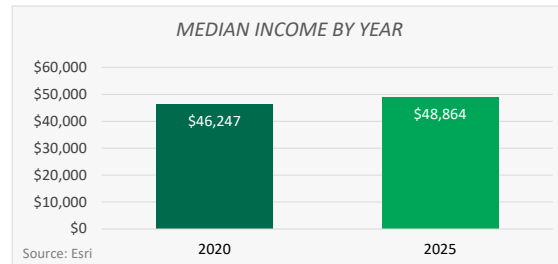


Population has increased by 817 since 2010, reflecting an annual increase of 0.3%. Population is projected to increase by an additional 380 by 2025, reflecting 0.2% annual population growth.



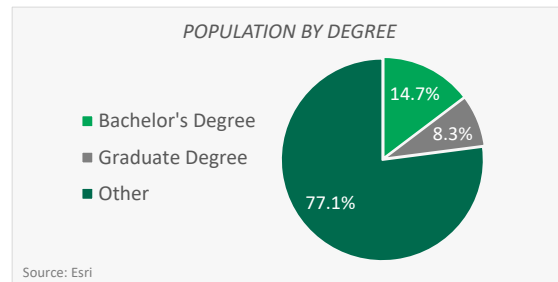
INCOME

The area features an average household income of \$64,936 and a median household income of \$46,247. Over the next five years, median household income is expected to increase by 5.7%, or \$523 per annum.

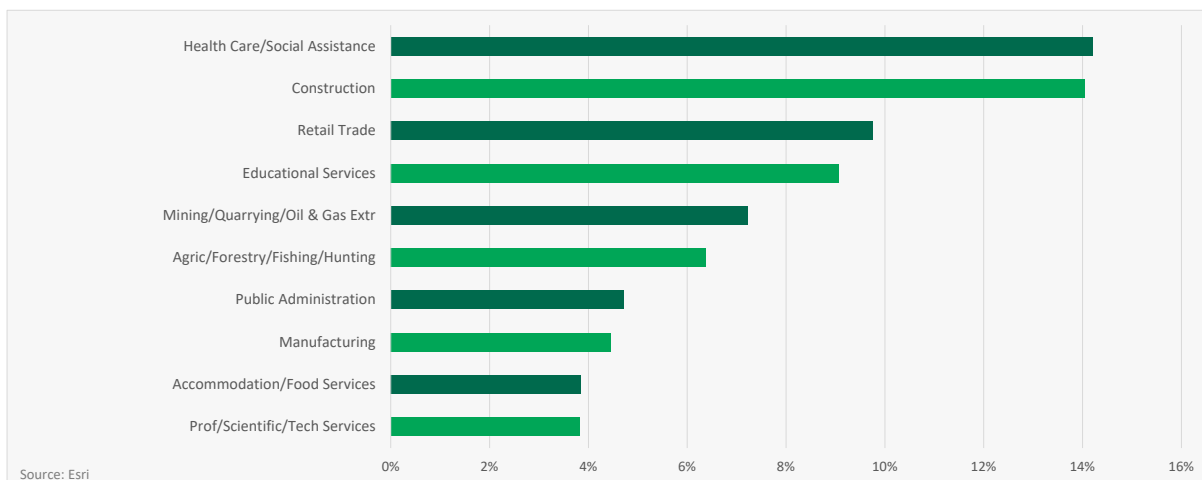


EDUCATION

A total of 22.9% of individuals over the age of 24 have a college degree, with 14.7% holding a bachelor's degree and 8.3% holding a graduate degree.



EMPLOYMENT



The area includes a total of 12,199 employees and has a 8.5% unemployment rate. The top three industries within the area are Health Care/Social Assistance, Construction and Retail Trade, which represent a combined total of 38% of the population.

CONCLUSION

The Western Slope of Colorado remains a largely rural and agricultural area, with primary employment based in the oil and gas exploration, retail trade, small business and government sectors. It is a popular area for retirees and second homeowners, with increasing demand for residential products. Delta County was among the last in the state to recover from the Great Recession, and is expected to be more severely impacted by the COVID-19 recession than other areas in Colorado based upon historic trends.

Neighborhood Analysis



LOCATION

The subject property is located in the Grand Mesa area in the Grand Mesa National Forest, the largest flat top mountain in the world. It is about 35 miles (45 minutes) south of Interstate 70, and about 18 miles (25 minutes) north of the Town of Cedaredge, which has the nearest grocery store. The Grand Mesa settlement is a 320-acre inholding of private land surrounded by public lands, though the subject does not directly border any public land, as it is surrounded by land owned by the Grand Mesa Resort Company. There are two other inholdings of around 20 acres

each in Grand Mesa that are also developed with lodging operations. Many other cabins in the area are on National Forest land and the buildings are owned with a possessory interest in the structure, but no interest in the land. Delta, the primary town in the area, is located approximately 45 minutes south of the subject.

The subject is located 1.5 miles up Baron Lake Drive, which is a paved, two lane residential street that is maintained and plowed by the County up to the subject property line, which extends across the street. The subject maintains the road through the property, and the adjacent property owners provide maintenance to their properties, but the road only connects back to Colorado 65 in the summer.

Colorado Highway 65 is two lane road that traverses over the Grand Mesa from Palisade to Delta. It is well-maintained by the County, but does have a shelf section near the northern summit that is gated in the event of short-term winter closures. This would prevent travel north from the subject towards Interstate 70 and on to Denver. This is not an unusual condition in the area, as Interstate 70 regularly closes due to snowfall and avalanches. Closures typically last for several hours to single days.

The following table summarizes the subject’s neighborhood characteristics.

NEIGHBORHOOD CHARACTERISTICS	
Location:	Rural
Built-Up:	25% - 75%
Life Cycle Stage	Decline
Change in Present Land Use:	Not Likely
Neighborhood Boundaries	
North:	Grand Mesa area
South:	Grand Mesa area
East:	Grand Mesa area
West:	Grand Mesa area
Source: CBRE	

NEIGHBORHOOD HOUSING TRENDS

The neighborhood housing trends and home prices in the area south of Interstate 70 and north of Cedaredge are summarized as follows:

NEIGHBORHOOD HOUSING TRENDS			
Property Values:	Increasing	Owner Occupied %:	70.6%
Demand/Supply:	Shortage		
Marketing Time:	< 3 Months		
	Low	High	Predominant
Housing Prices:	\$109	\$890	\$299
Year Built:	2020	1889	1990
Multiple Sources Compiled by CBRE			

The median housing price is up about 25% over the past two years, which is consistent with the surge seen throughout the mountains of Colorado as these small towns are viewed as safe havens during the pandemic, and remote work has become commonplace.

LAND USE

The majority of the land in the Grand Mesa area is part of the Grand Mesa National Forest. Private lands are below the mesa, to the north and west of the subject. The general land use characteristics are summarized below, given as a percentage of the total lots, and not by acreage. Land use by acreage would be roughly 99% agricultural and resource extraction.

NEIGHBORHOOD LAND USE			
Present Land Use %			
Single Unit Residential:	40%	Industrial:	10%
Multi-Housing:	10%	Agricultural:	20%
Commercial:	10%	Other:	10%
Commercial Land Use Patterns			
Primary Commercial Thoroughfares:	Colorado Highway 65		
Major Commercial Developments:	Limited supplies at some lodges, C-store in Mesa, groceries and some supplies in Cedaredge		
Source: CBRE			

DEMOGRAPHICS

Selected neighborhood demographics from Cedaredge, Delta County, and the State of Colorado for comparison are shown in the following table:

SELECTED NEIGHBORHOOD DEMOGRAPHICS			
21221 Baron Lake Drive Cedaredge, CO 81413	Cedaredge	Delta County	Colorado
Population			
2025 Total Population	2,303	32,149	6,283,296
2020 Total Population	2,286	31,769	5,857,922
2010 Total Population	2,253	30,952	5,029,196
2000 Total Population	1,988	27,834	30,982
Annual Growth 2020 - 2025	0.15%	0.24%	1.41%
Annual Growth 2010 - 2020	0.15%	0.26%	1.54%
Annual Growth 2000 - 2010	1.26%	1.07%	1.58%
Households			
2025 Total Households	1,080	13,060	2,448,665
2020 Total Households	1,075	12,936	2,285,136
2010 Total Households	1,068	12,703	1,972,868
2000 Total Households	949	11,058	1,658,238
Annual Growth 2020 - 2025	0.09%	0.19%	1.39%
Annual Growth 2010 - 2020	0.07%	0.18%	1.48%
Annual Growth 2000 - 2010	1.19%	1.40%	1.75%
Income			
2020 Median Household Income	\$36,544	\$46,247	\$73,219
2020 Average Household Income	\$50,179	\$64,936	\$99,278
2020 Per Capita Income	\$22,753	\$26,453	\$38,826
2020 Pop 25+ College Graduates	460	5,395	1,682,206
Age 25+ Percent College Graduates - 2020	26.0%	22.9%	42.3%

Source: ESRI

CONCLUSION

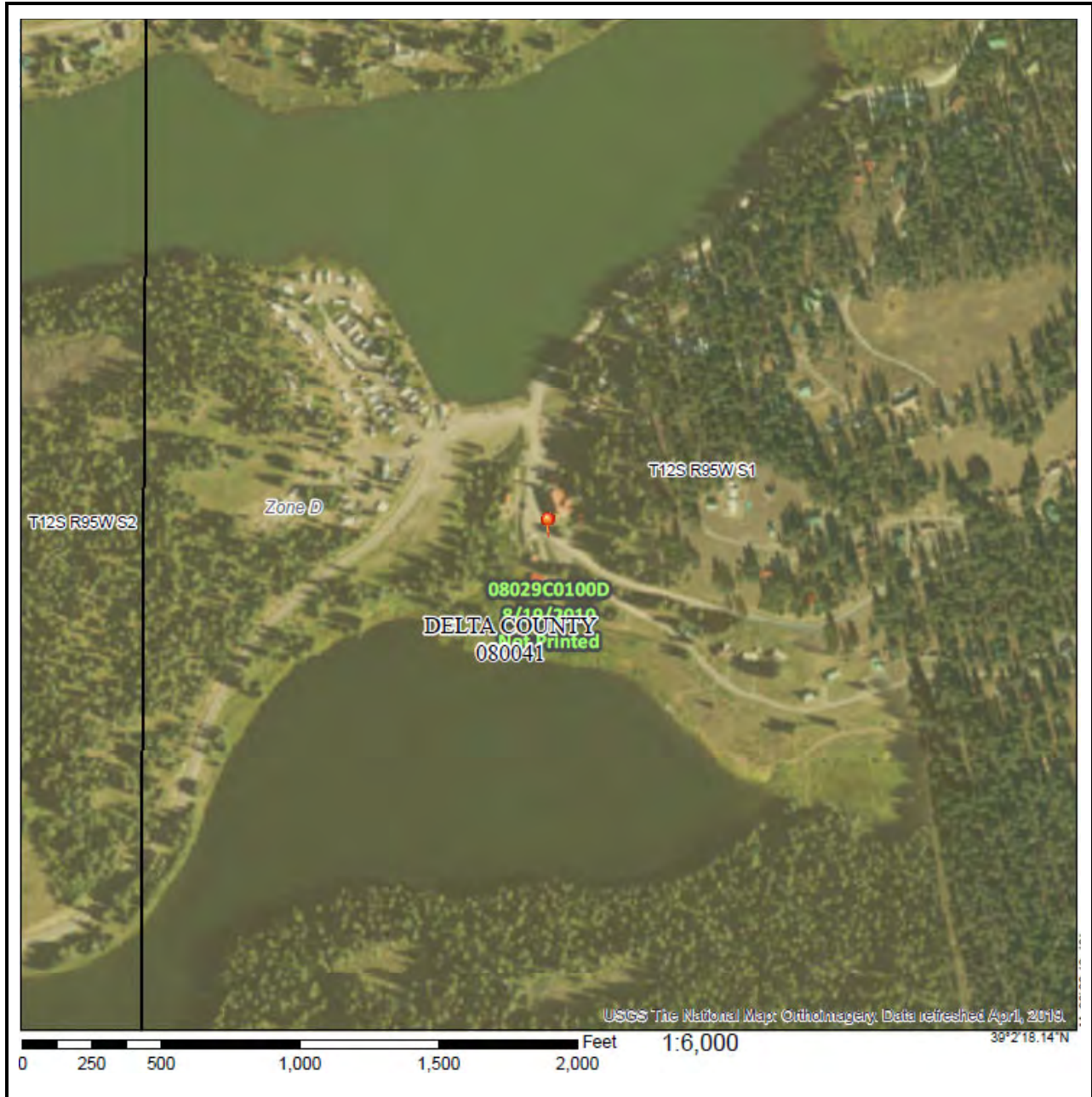
The neighborhood appears to be at the beginning to middle portion of the recessionary phase of the economic life cycle with below average growth expected in the next five years. Tourism has historically been one of the last sectors to be impacted by a recession, since vacations are planned months in the future, and often partially pre-paid. Travelers also have a sense of entitlement to their annual reward of a vacation. After being fully closed in March due to COVID-19, many resort area towns reported summer retail sales in tourist-oriented categories that exceeded the 2019 sales. By comparison, the owner reported that sales were down around 25% for the summer. The Delta County area is considered a lower-cost alternative to most of the other resort areas in Colorado, but still offers a good amenity package with golf and the nearby Powderhorn ski area. This area typically lags the rest of the state in terms of recovery, and research indicates that its recovery from the Great Recession was among the slowest in the state. This area offers a lower-cost option for visitors than the major ski areas which have seen prices rapidly increase in the past few years. The near-term outlook is for additional impacts from the pandemic and resulting recession, with price points decreasing as declining regional economic trends continue, and the economic impact of the recession begins to have more of a negative impact on tourism.

PLAT MAP



Note that the subject parcel, highlighted in green, is surrounded by the adjacent property, and does not appear to have direct access to either lake.

FLOOD PLAIN MAP



Note that the two adjacent lakes are actually reservoirs which have a set limit which is determined by the height of the dams.

The subject is in Zone D which is an unmapped area.

Site Analysis

The following chart summarizes the salient characteristics of the subject site.

SITE SUMMARY AND ANALYSIS			
Physical Description			
Net Site Area		10.17 Acres	
Excess Land Area		None	
Surplus Land Area		None	
Shape		Irregular	
Topography		Moderate Slope	
Parcel Number(s)		297701200004	
Zoning District		Business Use	
Flood Map Panel No. & Date		08029C0100D	Not printed
Flood Zone		Zone D	
Adjacent Land Uses		Lodging and residential uses	
Comparative Analysis		Rating	
Visibility		Average	
Functional Utility		Average	
Traffic Volume		Average	
Adequacy of Utilities		Assumed adequate	
Landscaping		Average	
Drainage		Assumed adequate	
Utilities		Provider	Availability
Water	Well		Yes
Sewer	Septic		Yes
Natural Gas	Propane		Yes
Electricity	Xcel Energy		Yes
Telephone	Various providers, no cell service		Yes
Other	Yes	No	Unknown
Detrimental Easements			X
Encroachments			X
Deed Restrictions			X
Various sources compiled by CBRE			

INGRESS/EGRESS

Ingress and egress is available to the site directly from Baron Lake Drive, which forms an 8-mile loop from CO 65 west of the subject, and reconnects to CO 65 south of the subject. Baron Lake Drive becomes a dirt trail past the subject, and is not maintained in the winter.

The new motel building is located about 450 feet uphill and behind the lodge building. The access is not plowed in the winter to allow for snowmobile access, and due to the steep grade in

two places. This means that a tracked vehicle is required for access, increasing the challenges for emergency responders.

EASEMENTS AND ENCROACHMENTS

There are no known easements or encroachments impacting the site that are considered to affect the marketability or highest and best use. It is recommended that the client/reader obtain a current title policy outlining all easements and encroachments on the property, if any, prior to making a business decision.

COVENANTS, CONDITIONS AND RESTRICTIONS

There are no known covenants, conditions or restrictions impacting the site that are considered to affect the marketability or highest and best use. It is recommended that the client/reader obtain a copy of the current covenants, conditions and restrictions, if any, prior to making a business decision.

ENVIRONMENTAL ISSUES

Although CBRE was not provided an Environmental Site Assessment (ESA), a tour of the site did not reveal any obvious issues regarding environmental contamination or adverse conditions.

The appraiser is not qualified to detect the existence of potentially hazardous material or underground storage tanks which may be present on or near the site. The existence of hazardous materials or underground storage tanks may affect the value of the property. For this appraisal, CBRE, Inc. has specifically assumed that the property is not affected by any hazardous materials that may be present on or near the property.

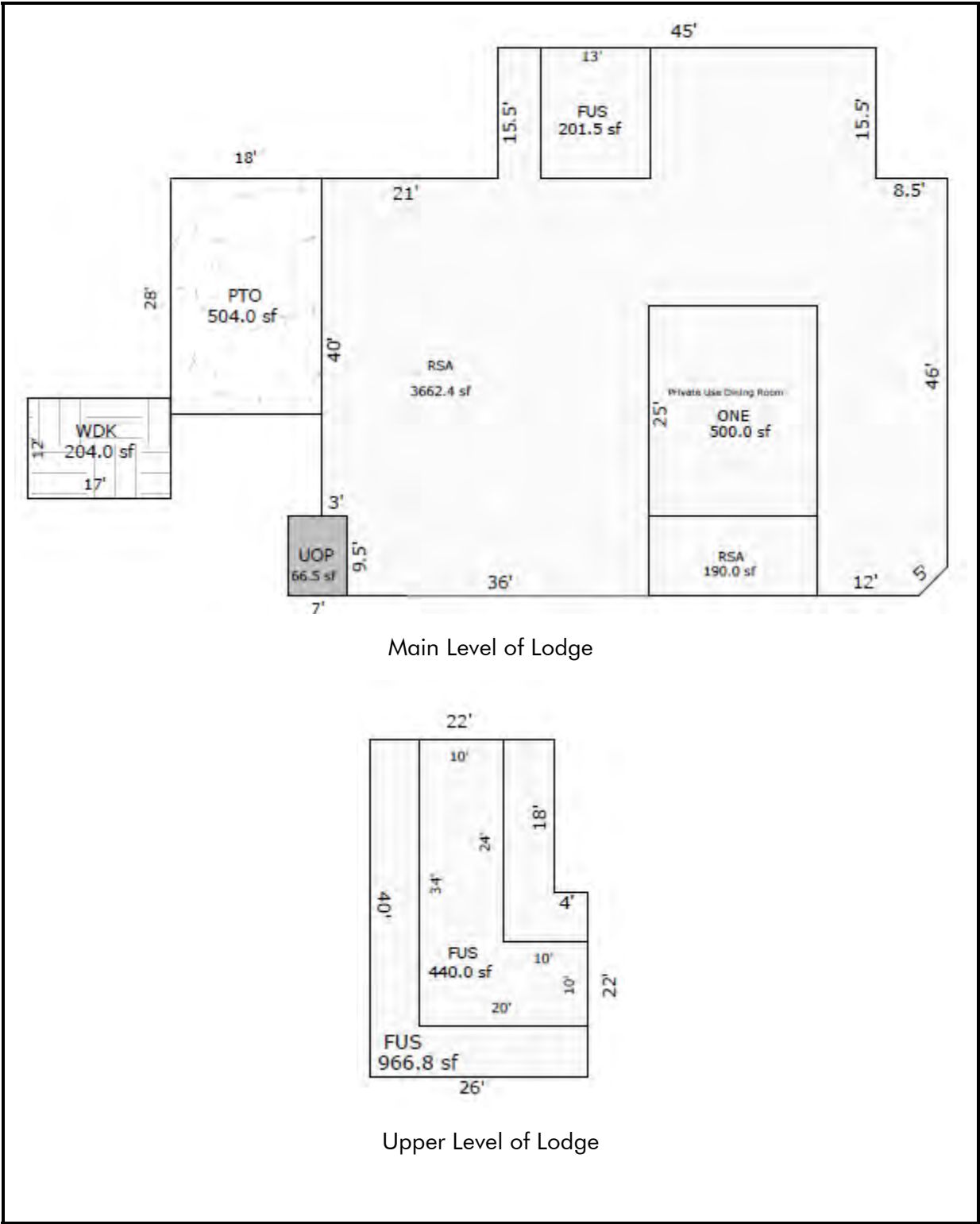
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There are no known covenants, conditions or restrictions impacting the site that are considered to affect the marketability or highest and best use. It is recommended that the client/reader obtain a copy of the current covenants, conditions and restrictions, if any, prior to making a business decision.

CONCLUSION

The subject parcel is 10.17-acres, and is typical for lodging sites in the Grand Mesa area. It has good access to Colorado Highway 65 and the Delta County area. The parcel is part of a 320-acre in-holding in the Grand Mesa National Forest, but does not border public land. The other properties in this area are a mix of privately-owned cabins and other similar lodging operations. There are no known detrimental uses in the vicinity. Overall, there are no known factors which are considered to prevent the site from development to its highest and best use, as if vacant, or adverse to the existing use of the site.

IMPROVEMENTS LAYOUT – MAIN LODGE



All the cabins are simple, rectangular buildings with balconies. The new motel building has eight similar units in a 20' by 96' slab-on-grade, wood frame structure.

Improvements Analysis

The following chart shows a summary of the improvements.

IMPROVEMENTS SUMMARY AND ANALYSIS		
Property Type	Multifamily	(Multi-Family Garden)
Number of Buildings	9	
Number of Stories	1	
Net Rentable Area	10,535 SF	
Number of Units	18	
Average Unit Size	585 SF	
Parking Improvements	Open Aggregate	
Parking Ratio (spaces/unit)	1.67	
Year Built / Renovated	1920 - 2020	2017
Actual Age	97 Years	
Effective Age	25 Years	
Total Economic Life	50 Years	
Remaining Economic Life	25 Years	
Age/Life Depreciation	50.0%	
Functional Utility	Typical	


Source: Various sources compiled by CBRE

IMPROVEMENT DESCRIPTION & RATING		
Improvement Summary	Description	Comparative Rating
Foundation	Reinforced concrete	Average
Frame	Wood	Average
Exterior Walls	Log	Average
Interior Walls	Log, faux brick panels, and drywall	Average
Roof	Metal	Average
Ceiling	Wood planks	Average
HVAC System	Wall-mounted gas heaters, wood burning fireplace in lodge	Average
Exterior Lighting	Commercial fixtures	Average
Interior Lighting	Basic residential fixtures	Average
Flooring	Carpet, wood and vinyl tile	Average
Plumbing	One bathroom per cabin	Average
Stairwells	Two interior stairwells	Average
Elevators	None	Average
Smoke Detectors	Yes	Average
Sprinkler System	No	Average
Amenities	Adjacent to a lake	Average
Furnishings	Personal property excluded	Average
Parking	Gravel open parking	Average
Landscaping	Minimal, surrounded by natural forest	Average

Source: Various sources compiled by CBRE

IMPROVEMENTS SUMMARY

The subject’s cabin summary and rate sheet is shown below:



ALEXANDER LAKE LODGE 21221 Baron Lake Drive
Cedaredge, CO 81411
970-856-2539 www.facebook.com/alexanderlakelodge
www.alexanderlakelodge.com

<p>Cabin 1 \$125.00</p> <p>Sleeps 5 Queen Bed in Bedroom Queen Bed and Twin Bed in Living Area Table + 4 Chairs Full Kitchen Shower Sits Next to Lodge Deck with View of Lake</p>	<p>Cabin 2 \$125.00</p> <p>Sleeps 4 2 Queen Beds Living Area Love Seat Table + 4 Chairs Full Kitchen Bathtub with Shower Enclosure Large Deck with on Alexander Lake</p>
<p>Cabin 3 \$140.00</p> <p>Sleeps 6 2 Queen Beds in Bedroom 2 Full Beds in Living Area Full Kitchen Bar Height Table + 4 Chairs Shower Large Deck on Alexander Lake</p>	<p>Cabin 4 \$110.00</p> <p>Sleeps 2 King Bed in Living Area Full Length Windows with View of Lake Table + 2 Chairs Full Kitchen Shower Large Deck on Alexander Lake</p>
<p>Cabin 5 \$110.00</p> <p>Sleeps 2 King Bed in Living Area Table + 2 Chairs Full Kitchen Shower Cozy Listen to the Running Creek Deck Overlooking the Creek</p>	<p>Cabin 6 \$250.00</p> <p>Sleeps 7 Queen Bed in Bedroom King, Queen and Futon in Loft Spiral Stairway Large Living Room with Table and 2 Sofas Full Kitchen Shower Space for 2 Cots Sits near the Running Creek</p>
<p>Cabin 7 \$95.00</p> <p>Sleeps 2 King Bed in Living Area Microwave Small Refrigerator Shower No Stove or Kitchen Sink Deck near the Creek</p>	<p>All Cabins include a 32" Flat Screen Direct TV with DVD Player. Kitchens are Stocked with Pots, Pans, Glasses, Dishes, Silverware, Etc. No food products are included. All linens are included. No housekeeping during your stay, unless required. No smoking in the lodge or cabins. Dogs – \$25 per dog, nonrefundable Special Requests with 24 Hour Notice</p>
<p>Complimentary Breakfast Included</p>	

The new motel rooms are listed at \$150 per night, and include breakfast in the lodge. Due to supply issues with furniture, they have only been available for a few weeks.

The lodge is from 1920, and has apparently had several additions over the years, so that some floor levels are not consistent. It features a restaurant with dining room that seats around 40 and overlooks the lake. The main section has a second story which is currently used for staff housing, but could be used as two additional rental units, while still having space for an on-site manager.

The motel building has eight similar rooms, each with $\frac{3}{4}$ bathrooms and two queen beds. They are equipped with a refrigerator, microwave and coffee maker, but lack a dresser, night-stands, lamps and chairs. The flooring is a wood-look vinyl plank throughout the unit. The building has 2" x 4" framing which does not allow for sufficient space for insulation, while 2" x 6" construction is typical of other counties at similar elevation and snow-load.

All the cabins have a similar rustic log style with small kitchen and large deck overlooking the water. All have been updated in the past two years with new floors and wall coverings, new bathrooms, and new kitchen cabinets and appliances. All the finishes are low-cost but clean and new. Half the cabins have one room, while the remainder have one enclosed bedroom. The largest cabin also has a sleeping loft, which functions as an addition bedroom.

The hillside above the lodge has been improved with 16 RV slips. There are full services to the sites, but the utilities have not been used in several years, and need some repairs. The sites have good spacing in the trees for privacy. Access is up a steep dirt trail, and is only possible during the summer months, typically from June through October.

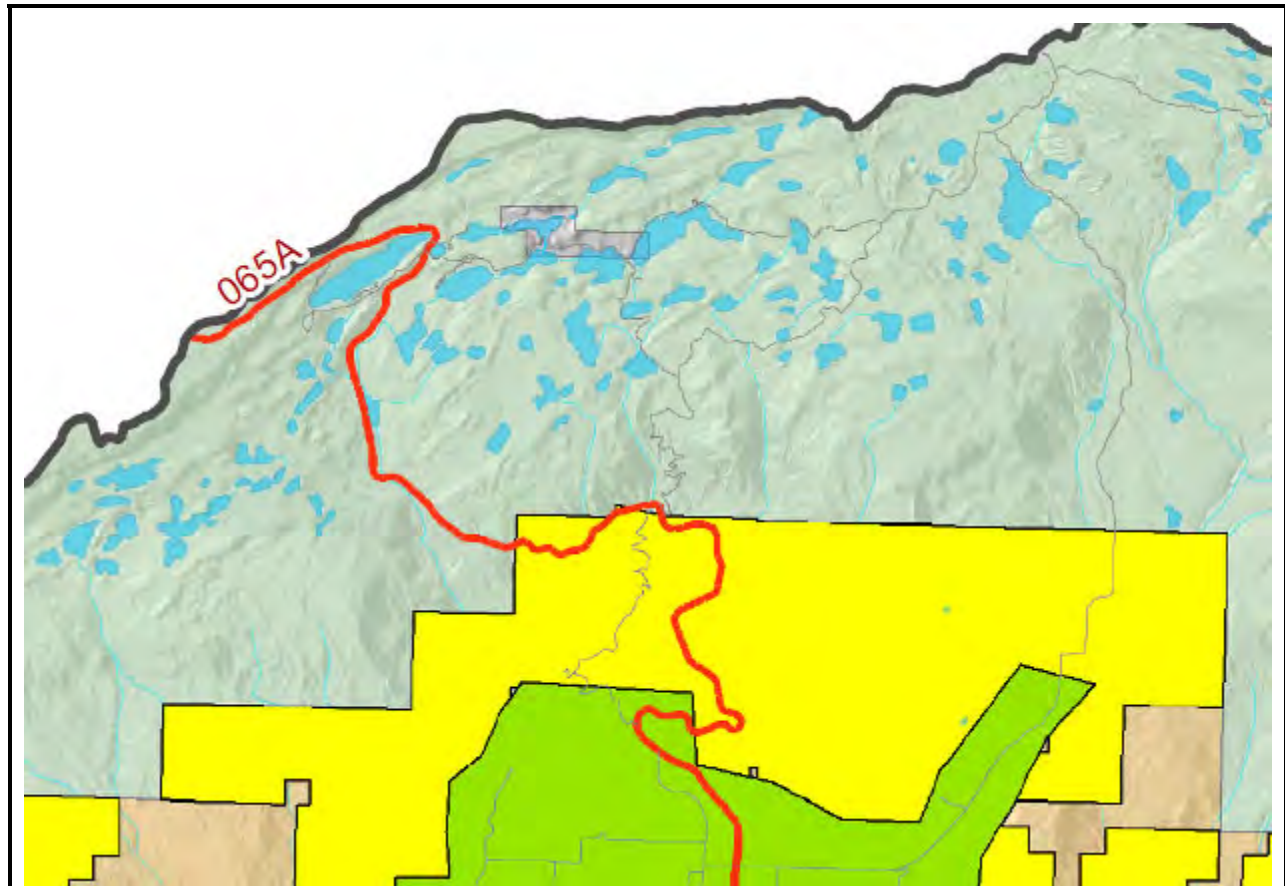
CONDITION ANALYSIS

No significant items of deferred maintenance were noted for the buildings during our tour. The buildings are worn, but representative of their age, and this is considered in the depreciation estimate and also in the condition for the sales comparison approach. No specific amount of deferred maintenance is calculated.









CONCLUSION

The improvements are considered to be in average overall condition and are considered to be typical for the age and location in regard to improvement design and layout, as well as interior and exterior amenities. The motel is in new condition, but has average to fair construction quality, which reflects the limited building codes in Delta County. There are some additional furnishings that are needed for the motel units, but they represent a minimal expense of a few thousand dollars. Overall, there are no known factors that could be considered to adversely impact the marketability of the improvements.

ZONING MAP - PROPOSED



Delta County does not currently have zoning outside the cities. The above map is a proposed zoning plan which is under consideration. It appears that the subject in-holding has no proposed zoning at this time, but the existing use is consistent with the other uses in the area, and would likely influence the future zoning to include lodging uses.

 Rivers and Streams	Designations
Public Lands	 Agriculture with Residential Interface
 Bureau of Land Management	 Remote Agriculture
 State, County, City; Areas	 Intermixed Rural Communities and Agriculture
 US Forest Service	 Agriculture and Domestic-Water-Limited Rural

Zoning

The following chart summarizes the subject's zoning requirements.

ZONING SUMMARY	
Current Zoning	Business Use
Legally Conforming	Yes
Uses Permitted	Delta County does not have zoning yet, but this property has a historic use as a lodge with cabins, which is permitted.
Zoning Change	Not likely. Delta County is in the process of designating land uses, but this parcel has not been included in the first zoning proposal.
Source: Planning & Zoning Dept.	

The subject is listed as having a business use, though no specific zoning has been applied to the subject.

Tax Assessment Data

The following summarizes the local assessor's estimate of the subject's market value, assessed value, and taxes, and does not include any furniture, fixtures or equipment.

AD VALOREM TAX INFORMATION				
Parcel	Assessor's Parcel No.	Parcel Description	2019	2020
1	297701200004		613,216	584,813
	Subtotal		\$613,216	\$584,813
	% of Assessed Value		29%	29%
	Final Assessed Value		142,525	169,596
	General Tax Rate (per \$1,000 A.V.)		59.6400	50.0130
	Total Taxes		\$8,500	\$8,482
Source: Assessor's Office				

Real estate in Colorado is revalued by the county assessor every two years (odd years only). The most recent re-assessment of the subject occurred on January 1, 2021, and that value will be published in May 2021 which impacts the 2022 assessment. According to the County Treasurer's office taxes for 2019 are paid in full, though it appears that they were in default and were sold at a tax auction, and later redeemed by the property owner. For this analysis, CBRE, Inc. assumes that all taxes are current.

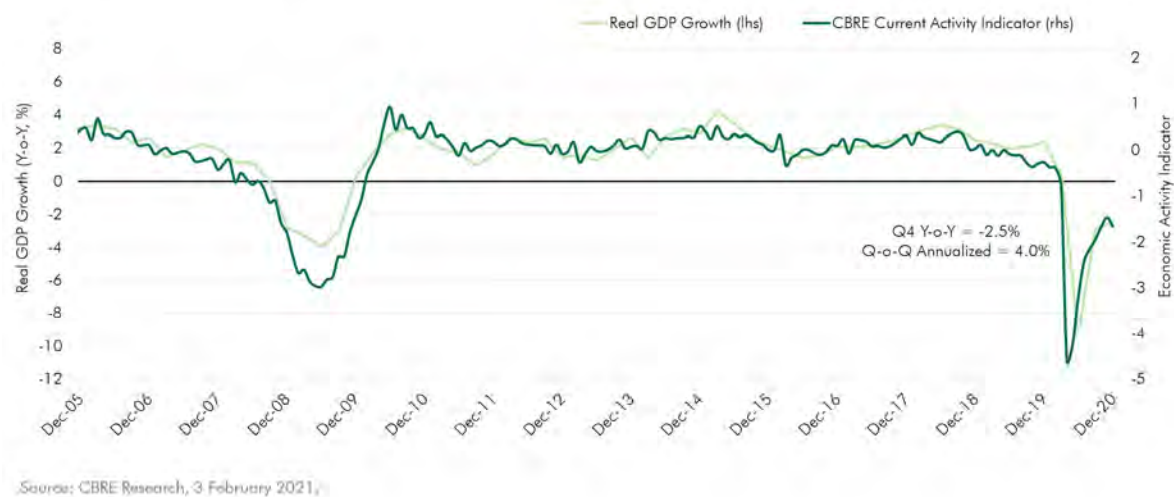
Market Analysis – Macroeconomic

ECONOMIC IMPACT OF COVID-19

As of the current date of value and the date of this report, the nation, region, and market area continue to be impacted by the COVID-19 pandemic. In this section we provide a brief overview of the observed and anticipated impacts of COVID-19 from a macroeconomic perspective based on various CBRE sources.

In this section, we briefly present the “House View” developed by CBRE Econometric Advisors (CBRE-EA) including recent trends in the pandemic and its continued impact on the economy. The following chart illustrates GDP and activity:

U.S. Economic Activity Indicator



COVID-19 testing continued to increase in the US through January and there was a notable decline in the rate of positive cases. We are also seeing a decrease in hospitalization and deaths per day, following increased numbers over Q4 2020. While COVID-related metrics are trending in a positive direction more recently, the slower than anticipated roll-out of the COVID-19 vaccine, along with the arrival of new virus variants, has the potential to dampen economic recovery 1H 2021. Based upon the pace of vaccination, it is unlikely that the US will see a much anticipated “return to normalcy” until the second half of 2021.

Despite the slowed recovery noted in late 2020, economic indicators into the first quarter of 2021 point toward continued economic expansion. CBRE anticipates strong recovery into the 3rd quarter of 2021, slowing to a more normal rate at the end of 2021 into 2022, as illustrated below.

THE SHAPE OF THE RECOVERY

U.S. GDP growth forecast by CBRE House-View



Source: CBRE House-View, January 2021.

A full recovery is dependent on when the US returns to a sense of normalcy. While there has been a gradual easing of restrictions, many across the US continue under work-from-home conditions and many schools remain under remote learning. In addition, social distancing and restrictions on large gatherings continue throughout the US. While a surge in cases during the second half of 2020 delayed reopening progress, many states have been relaxing restrictions and are experiencing various levels of reopening of businesses, schools, offices, and restaurants. The pandemic has impacted the hospitality, travel, and retail industries most heavily since its outset in March 2020. The late 2020 resurgence of the virus coupled with more limited outdoor dining due to winter weather has further delayed recovery of jobs within these sectors.

KEY TAKEAWAYS, OBSERVATIONS AND CONCLUSIONS

The following points summarize key points from CBRE-EA and CBRE's Americas Research:

- The impact from COVID-19 has continued to persist. Initial macroeconomic projections for stabilization late 2020 have been prolonged due to the rise in cases following initial reopening efforts in Q2 2020 (paused growth and rise in cases late 2020) as well as the emergence of new variant strains of the virus and slow vaccination rollout.
- Unemployment has continued to improve from its April 2020 highs, however, the gap between current and pre-pandemic levels remains. January 2021 unemployment figures marked a return to gains after a one-month lull in December that saw the first negative number since the recovery began in May.
- Fiscal and monetary supply for the economy have been unprecedented and, together with pent-up demand, are expected to enable a relatively sustained return to normalcy once health-oriented concerns are alleviated.

- The Fed's role in stabilizing the U.S. economy has been immense, including purchases of corporate debt at levels not seen in the Great Financial Crisis. The Fed's balance sheet has jumped to over \$7.4 trillion in early February 2021, up from just over \$4 trillion at the beginning of 2020.
- The Coronavirus Aid, Relief, and Economic Security (CARES) Act and the Coronavirus Response and Relief Supplemental Appropriations Act of 2021 have provided trillions in economic assistance to American workers, families, and businesses.
- Consumer confidence metrics are strong in early 2021, particularly in manufacturing.
- Mortgage rates continue to be at historic lows and house prices continue to surge in US despite the pandemic.
- Values on commercial real estate are viewed to be broadly resilient over the coming year, but with significant variation based on sector, location and profile.
- Leasing activity across most commercial real estate is anticipated to remain slowed in the first half of 2021 followed by an expectation for increased demand and activity in later 2021 into 2022.
- Commercial real estate debt markets have been evolving rapidly and dramatically since the COVID crisis. Loan spreads then narrowed significantly. Now, deal terms are sector and property-specific. Top end core properties can see historically low terms whereas value-add and riskier deals are seeing widened spreads and higher overall rates. Adequate capital still exists from banks, life companies and the GSEs, while the CMBS market remains in recovery mode and debt funds vary depending on their capital sources.
- There will be short term disruptions, depending on sector and asset type that may include rent collections, abatement/relief negotiations, near-term vacancies, muted rent growth, and prolonged lease-up.
- Most property types are impacted, though sectors faring better than others include single family housing, net leased investments, industrial (particularly warehouse/logistics and cold storage), multi-family, data centers, and life sciences. Other sectors continue to display various levels of caution in activity and underwriting.
- Sale and lease transaction volume continue to be slow in early 2021 as buyers and tenants continue to navigate this period of uncertainty.
- The impact and recovery will vary by city and by property type.

LOCAL MARKET ANALYSIS

The market analysis forms a basis for assessing market area boundaries, supply and demand factors, and indications of financial feasibility. Cedaredge is a small town in Delta County, which is a tertiary market for which there are no published studies detailing current market trends. Primary data sources utilized for this analysis include market participant interviews, MLS records and appraiser observations.

MARKET OVERVIEW

The majority of commercial uses in Delta County consist of small, independent local firms, primarily servicing the full-time population of the area and seasonal tourist traffic. Most of the larger industrial development in the area is associated with the agriculture and mining industries with some oil and gas exploration support business. Oil and gas is less prevalent in this market relative to Grand Junction to the north.

Cedaredge has an area population of around 3,000 people, which is below the population level necessary to support most retail shops and commercial services. The town has a post office, two banks, library, volunteer fire department and ambulance service both operated by separate districts, in-town doctors and dentists, a hospital 15 minutes away in Delta, a grocery store, a convenience gas station, almost a dozen eateries, retail, artisan boutiques, and plentiful personal care providers. Business and service providers include electrical, plumbing, heating, construction, and guest accommodations. The town serves as a supply base for enjoying the Grand Mesa Plateau.

Industrial development in the area is generally concentrated in Delta on the north side of town along Highway 50 and along Highway 92 in the eastern side of town. There is also a heavy concentration of older industrial development located south of 8th Street and west of Main Street. Most industrial space in the market is owner occupied. Investor-owned industrial space typically achieves a rental rate ranging from \$2.00 to \$6.00 per square foot, net, depending on age/condition, size, location and land-to-building ratio.

Discussions with market participants active in the market indicate that Delta has only recently begun to recover from the recession. Industrial tenants and business owners have moved out of the market over the past several with nominal new absorption of vacant space. Brokers in this market reported that achievable rental rates remain well below new construction thresholds and no new speculative development is expected to occur over the near- to mid-term. Demand for existing properties available for sale has been limited but several sales have occurred over the past 18 months. Achievable price points for industrial properties in Delta generally range from \$30.00 to \$80.00 per square foot of building area. Lower pricing has been observed for large properties or older/outdated properties. The upper end of the range is achievable for newer properties or properties with high land-to-building ratios.

DEMOGRAPHIC ANALYSIS

Demand for the development of additional commercial properties is a direct function of population change and household income.

Housing, Population and Household Formation

The following table illustrates the population and household changes for the subject neighborhood.

POPULATION AND HOUSEHOLD PROJECTIONS			
	Cedaredge	Delta County	Colorado
Population			
2025 Total Population	2,303	32,149	6,283,296
2020 Total Population	2,286	31,769	5,857,922
2010 Total Population	2,253	30,952	5,029,196
2000 Total Population	1,988	27,834	4,301,261
<i>Annual Growth 2020 - 2025</i>	<i>0.15%</i>	<i>0.24%</i>	<i>1.41%</i>
<i>Annual Growth 2010 - 2020</i>	<i>0.15%</i>	<i>0.26%</i>	<i>1.54%</i>
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Households			
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<i>Annual Growth 2020 - 2025</i>	<i>0.09%</i>	<i>0.19%</i>	<i>1.39%</i>
<i>Annual Growth 2010 - 2020</i>	<i>0.07%</i>	<i>0.18%</i>	<i>1.48%</i>
<i>Annual Growth 2000 - 2010</i>	<i>1.19%</i>	<i>1.40%</i>	<i>1.75%</i>

Source: ESRI

As shown above, population trends for the subject neighborhood show slowing growth. Forecasts for the next five-years are for additional minimal growth.

Income Distributions

Household income available for expenditure on consumer items is a primary factor in determining the retail supply and demand levels in a given market area. In the case of this study, a projection of household income identifies (in gross terms) the market from which the subject submarket draws. The following table illustrates estimated household income distribution for the subject neighborhood.

HOUSEHOLD INCOME DISTRIBUTION

Households by Income Distribution (2020)	Cedaredge	Delta County	Colorado
<\$15,000	16.56%	14.91%	7.93%
\$15,000 - \$24,999	14.33%	10.27%	6.86%
\$25,000 - \$34,999	16.84%	11.15%	7.30%
\$35,000 - \$49,999	15.53%	16.93%	11.48%
\$50,000 - \$74,999	19.07%	19.91%	17.33%
\$75,000 - \$99,999	8.84%	10.45%	13.57%
\$100,000 - \$149,999	5.40%	9.36%	17.86%
\$150,000 - \$199,999	2.14%	3.57%	8.51%
\$200,000+	1.12%	3.44%	9.17%

Source: ESRI

As shown above, income distributions indicate that about 53% of the Cedaredge households earn less than \$35,000 annually. Within this group, households have a relatively even percentage distribution at the selected income levels.

The following table illustrates the median and average household income levels for the subject neighborhood.

HOUSEHOLD INCOME LEVELS

Income	Cedaredge	Delta County	Colorado
2020 Median Household Income	\$36,544	\$46,247	\$73,219
2020 Average Household Income	\$50,179	\$64,936	\$99,278
2020 Per Capita Income	\$22,753	\$26,453	\$38,826

Source: ESRI

Analysis of the income data indicates that the neighborhood is generally comprised of lower to middle income groups. The estimated median household income levels are below the current Colorado statewide median, although are typical for rural areas on the Western Slope.

GRAND MESA LODGING

Alexander Lake Lodge is a group of seven cabins and an 8-unit motel on a 10-acre site between Hotel Twin Lake and Alexander Lake. There is also a lodge building that has a restaurant and bar, along with some employee housing. The original main lodge building was built in 1920 and has seen multiple additions. All the cabins have one or two bedrooms, bathrooms, and kitchens, and rates are in the \$95 to \$140 per night range. The property is located about 1.5-miles east of CO 65 on Baron Lake Drive.

Thunder Mountain Lodge is a group of eleven rustic cabins on a 7-acre site adjacent to Ward Lake and Alexander Lake. There is also a small lodge building that has a manager's apartment and guest check-in area. The original main lodge building was destroyed by fire in April 2013. All the cabins have one or two bedrooms, bathrooms, and kitchens, and rates are in the \$120 to \$135 per night range. The property is located about one mile east of CO 65 on Baron Lake Drive.

Grand Mesa Lodge is a group of 14 rustic cabins on the shores of Island Lake. The cabins are primary one bedroom, one bath with kitchens, and rates in the range of \$149 to \$179 per night. It is located along CO 65, about one mile north of Baron Lake Drive and Grand Mesa. The main lodge features a 50-seat restaurant and bar, along with a small shop for necessities. The main lodge was originally built in 1899 and collapsed in 1958 after a heavy snowfall. It was rebuilt as a log structure, but suffered another collapse in January 2017. It was rebuilt and opened again in the fall of 2018. The property is surrounded by National Forest land.

Mesa Lakes Lodge has six cabins with private bathrooms, ten bungalows with no plumbing, and two motel rooms. The main lodge has a restaurant and bar, along with a small shop. The prices for the cabins are in the \$185 to \$200 per night, with the bungalows around \$70 per night. The property is located on the shores of Sunset Lake and Beaver Lake. The property sold in April 2013 for \$538,000.

Campgrounds are abundant in the Grand Mesa area, and many have bathroom and shower facilities. RV hookups are less common, but there are some RV Parks below the top of the mesa.

CONCLUSION

Delta County contains some newer inline retail and pad sites that surround national anchors at the eastern edge of Delta. A similar trend was also noted in Montrose. Speculative projects were started prior to the recession in anticipation of growth that did not materialize. New construction has been limited to build-to-suit projects for chain retailers. The properties along Highway 50 have been established longer and appear to benefit from the higher traffic counts when compared to those along Highway 92. Limited changes in demand have been noted for office and industrial properties. Overall, market participants in the area remain cautiously optimistic for continued strength in the local residential real estate market which has surged due to COVID-19. Cedaredge has a small population with few commercial properties. As a result, the market activity is minimal and market trends are estimated to follow the activity in the County, which shows slow growth for commercial properties.

Highest and Best Use

In appraisal practice, the concept of highest and best use represents the premise upon which value is based. The four criteria the highest and best use must meet are:

- legally permissible;
- physically possible;
- financially feasible; and
- maximally productive.

The highest and best use analysis of the subject is discussed below.

AS VACANT

The property is zoned for business use and is of sufficient size to accommodate various types of development. The immediate area includes various lodging and summer cabin land uses. Considering the surrounding land uses, location attributes, legal restrictions and other factors, it is our opinion that a lodging oriented use would be reasonable and appropriate. Therefore, it is our opinion that the highest and best use would be for lodging use, time and circumstances warranting.

AS IMPROVED

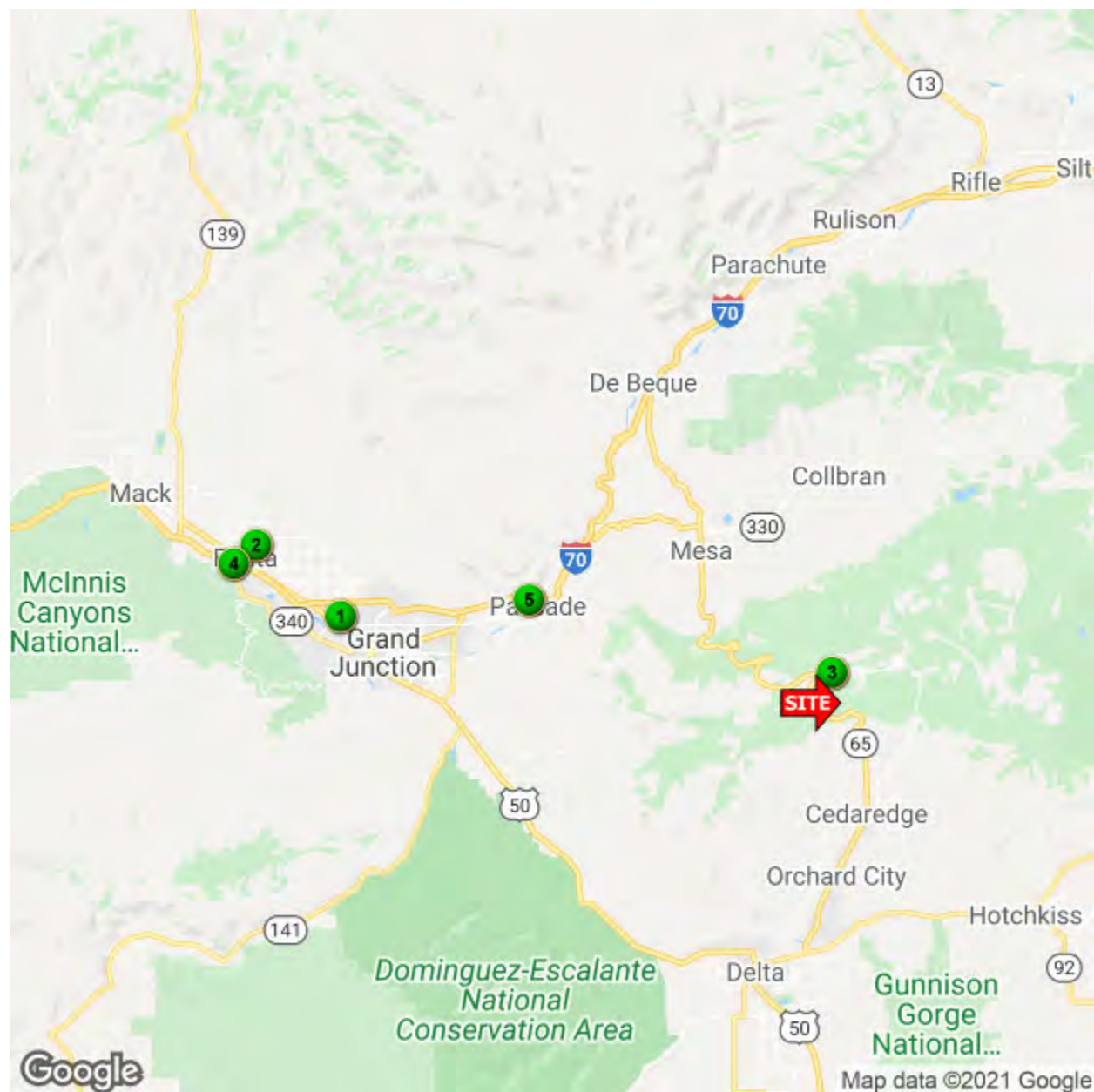
As improved, the subject involves a cabin and lodge style lodging operation with RV slips. The current use is legally permissible and physically possible. The improvements continue to contribute value to the property and based on our analysis, the existing use is financially feasible and the maximally productive use. The most likely buyer for the subject property is as follows:

- Owner-User

Therefore, it is our opinion that the highest and best use of the subject, as improved, is for continued lodging use.

Land Value

The following map and table summarize the comparable data used in the valuation of the subject site. A detailed description of each transaction is included in the addenda.



SUMMARY OF COMPARABLE LAND SALES

No.	Property Location	Transaction		Proposed Use	Actual Sale Price	Size (Acres)	Price Per Acre
		Type	Date				
1	651 24 1/2 Road Grand Junction, CO 81505	Sale	Feb-21	Multi-family	\$1,550,000	11.37	\$136,324
2	1149 18 1/2 Road Fruita, CO 81521	Sale	Apr-19	Subdivision	\$376,000	4.81	\$78,170
3	21161 Baron Lake Road Cedaredge, CO 81413	Sale	Feb-19	Lodge and cabins	\$1,050,000	7.73	\$135,834
4	614 Raptor Road Fruita, CO 81521	Sale	Sep-18	Retail	\$880,000	5.07	\$173,443
5	327 Elberta Avenue Palisade, CO 81528	Sale	Oct-17	Retail	\$1,595,000	11.78	\$135,399
Subject	21221 Baron Lake Drive, Cedaredge, Colorado	---	---	Lodging	---	10.17	---
Compiled by CBRE							

The sales utilized represent the best data available for comparison with the subject and were selected from the Delta County and Mesa County area. These sales were chosen based upon the size of the site, commercial or multi-unit zoning, and date of the sale. The majority of the land in the Grand Mesa area is National Forest, including several settlements which have a possessory interest in the improvement only. Land below the mesa is generally private ranch land, with a few towns with populations in the hundreds. Values in these areas reflect rural locations, and not the semi-resort location of the subject.

The subject has a good location between two lakes in a remote area that is about one hour from primary shopping. In an attempt to account for these off-setting features, comparables were selected that have a good location, but also have a detriment that mitigates the location. Two comparables are near Interstate 70, but have poor access and visibility, or are at a minimally used exit. The second comparable is a proposed subdivision north of Grand Junction, which brackets the residential nature of the subject.

Comparable Three is adjacent to the subject and sold in 2019, providing a significant data point.

DISCUSSION/ANALYSIS OF LAND SALES

Land Sale One

This comparable is 11.37 acres at 651 24 1/2 Road in Grand Junction. The property sold in February 2021 for \$1,550,000, or \$136,324 per acre. This is 11.37 acres of pastureland that is

zoned R-24 for multi-unit development. It is located two blocks north of the Mesa Mall retail neighborhood and two blocks east of the 24 Road business corridor. The site is in an Opportunity Zone. Access is from a 20 foot wide sliver to 24 1/2 Road at the southern edge of the site, and from the opposite side of the lot via F 1/2 Road, which needs to be extended about 400 feet. The property is in the path of development, with a new hotel, movie theatre, and car dealership on nearby lots, and a residential neighborhood across 24 1/2 Road to the east.

This comparable has a good location near the Mesa Mall, substantial residential density, and is in the path of development, which mimics the subject's good location between two lakes. And the extremely remote location of the subject has a similar market impact as the poor visibility and need for road improvements on the comparable. Given the balance of all these items, the conclusion that no net or absolute adjustments are required for this comparable is the most reasonable.

Land Sale Two

This comparable is 4.81 acres at 1149 18 1/2 Road in Fruita. The property sold in April 2019 for \$376,000, or \$78,170 per acre. This is a development parcel at the northeast end of Fruita, about two miles from the pedestrian core. The buyer of this parcel, and the owner of the adjacent parcel to the south have joined forces and plan to develop the two lots into a subdivision with single-family homes. This site has a three-bedroom, two-bath home from 1910 that is in poor condition and is scheduled for removal.

The downward adjustment for size reflects this comparable's superior feature with respect to economies of scale regarding parcel size. In terms of surface water, this comparable was judged inferior due to having no proximity to a pond and received an upward adjustment for this characteristic. The adjustment for location was warranted due to being in a non-descript area north of Interstate 70. Therefore, an upward adjustment was judged proper for this comparable. A utilities category adjustment was considered appropriate for this comparable given that the site is raw land and needs utilities. Because of this inferior trait, an upward adjustment was considered appropriate. Overall, this comparable was deemed inferior in comparison to the subject and an upward net adjustment was warranted to the sales price indicator.

Land Sale Three

This comparable is 7.73 acres at 21161 Baron Lake Road, adjacent to the subject. The property sold in February 2019 for \$1,050,000, or \$135,834 per acre. This property is located in the Grand Mesa area, about 1.5 miles from Colorado Highway 65. The property has frontage along the Hotel Twin Lake and Alexander Lake. The site had been improved with about 40 RV spaces and some accessory buildings, but the buyer had plans for a new luxury lodge with log cabins. The structure is under-construction with completion expected in summer 2020.

Due to its highly similar features, no net or absolute adjustments were required for this comparable when compared to the subject property.

Land Sale Four

This comparable is 5.0737 acres at 614 Raptor Road in Fruita. The property sold in September 2018 for \$880,000, or \$173,443 per acre. This lot is located on the southern side of the Interstate 70 interchange in Fruita. It is behind a hotel and quick serve restaurants, and adjacent to the Dinosaur Museum. This area has seen substantial tourist-oriented development in the past decade, and this is the land remaining after the adjacent hotel was subdivided from this parcel. It has a good location, but the visibility is below average since it is blocked by the adjacent structures.

The downward adjustment for size reflects this comparable's superior feature with respect to economies of scale regarding parcel size. In terms of surface water, this comparable was judged inferior due to having a view of the nearby pond and received an upward adjustment for this characteristic. The adjustment for location was warranted due to being near the interchange with Interstate 70. Therefore, a downward adjustment was judged proper for this comparable. Overall, this comparable was deemed superior in comparison to the subject and a downward net adjustment was warranted to the sales price indicator.

Land Sale Five

This comparable is 11.78 acres at 327 Elberta Avenue in Palisade. The property sold in October 2017 for \$1,595,000, or \$135,399 per acre. This is a parcel of raw land located at the Palisade exit from Interstate 70. It was purchased for a gas station, and the remaining portions of the lot were subdivided and offered for sale. A 2.56-acre piece on the south side of the street was sold for \$535,800 on 11/1/2018, or \$4.77 per square foot. The other two parcels have not been sold.

An adjustment for topography was considered appropriate for this comparable given that the site has a narrow strip of land on the other side of the county road. Because of this inferior trait, an upward adjustment was considered appropriate. The adjustment for location was warranted due to being near a low-volume interchange with Interstate 70. Therefore, a downward adjustment was judged proper for this comparable. Overall, the adjustments applied to this comparable resulted in a net adjustment of zero, whereby the property was deemed similar in comparison to the subject.

SUMMARY OF ADJUSTMENTS

Based on our comparative analysis, the following chart summarizes the adjustments warranted to each comparable.

LAND SALES ADJUSTMENT GRID						
Comparable Number	1	2	3	4	5	Subject
Transaction Type	Sale	Sale	Sale	Sale	Sale	---
Transaction Date	Feb-21	Apr-19	Feb-19	Sep-18	Oct-17	---
Proposed Use	Multi-family	Subdivision	Lodge and cabins	Retail	Retail	Lodging
Actual Sale Price	\$1,550,000	\$376,000	\$1,050,000	\$880,000	\$1,595,000	---
Size (Acres)	11.37	4.81	7.73	5.07	11.78	10.17
Size (SF)	495,277	209,524	336,719	221,010	513,137	443,005
Price Per Acre	\$136,324	\$78,170	\$135,834	\$173,443	\$135,399	---
Price (\$ Per AC)	\$136,324	\$78,170	\$135,834	\$173,443	\$135,399	
Property Rights Conveyed	0%	0%	0%	0%	0%	
Financing Terms	0%	0%	0%	0%	0%	
Conditions of Sale	0%	0%	0%	0%	0%	
Market Conditions (Time)	0%	0%	0%	0%	0%	
Subtotal	\$136,324	\$78,170	\$135,834	\$173,443	\$135,399	
Size	0%	-10%	0%	-10%	0%	
Shape	0%	0%	0%	0%	0%	
Surface Water	0%	30%	0%	10%	0%	
Frontage	0%	0%	0%	0%	0%	
Topography	0%	0%	0%	0%	10%	
Location	0%	20%	0%	-20%	-10%	
Zoning/Density	0%	0%	0%	0%	0%	
Utilities	0%	30%	0%	0%	0%	
Highest & Best Use	0%	0%	0%	0%	0%	
Total Other Adjustments	0%	70%	0%	-20%	0%	
Value Indication for Subject	\$136,324	\$132,890	\$135,834	\$138,755	\$135,399	
Absolute Adjustment	0%	90%	0%	40%	20%	
Compiled by CBRE						

CONCLUSION

Based on the preceding analysis, Comparable Three was the most representative of the subject site and warranted greatest consideration because it is adjacent to the subject and has a similar site infrastructure. Comparables One and Five also required no net adjustments, and sold for similar prices per acre. Comparable Two is a flat parcel of agricultural land, rather far north and west from Grand Junction for a dense subdivision, and distinctly inferior to the subject. Comparable Four is in the active, traveler-oriented highway exit from Interstate 70 that is the first exit with services since Green River, Utah about 90 miles to the west. In conclusion, a price per acre indication near Comparable Three, with support and bracketing from the other sales, was most reasonable for the subject. The following table presents the valuation conclusion:

CONCLUDED LAND VALUE				
\$ Per AC		Subject Ac.		Total
\$132,890	x	10.17	=	\$1,351,489
\$138,755	x	10.17	=	\$1,411,136
Indicated Value:				\$1,400,000
		(Rounded \$ Per AC)		\$137,660
Compiled by CBRE				

Cost Approach

REPLACEMENT COST NEW

In estimating the replacement cost new for the subject, the following methods/data sources have been utilized (where available):

- the comparative unit method, utilizing the Marshall Valuation Service (MVS) cost guide, published by Marshall and Swift, LLC;
- the subject's actual construction costs (where available); and
- actual/budget construction cost figures available for comparable properties.

MARSHALL VALUATION SERVICE

Direct Cost

Salient details regarding the direct costs are summarized in the Cost Approach Conclusion at the end of this section. The MVS cost estimates include the following:

1. average architect's and engineer's fees for plans, plan check, building permits and survey(s) to establish building line;
2. normal interest in building funds during the period of construction plus a processing fee or service charge;
3. materials, sales taxes on materials, and labor costs;
4. normal site preparation including finish grading and excavation for foundation and backfill;
5. utilities from structure to lot line figured for typical setback;
6. contractor's overhead and profit, including job supervision, workmen's compensation, fire and liability insurance, unemployment insurance, equipment, temporary facilities, security, etc.;
7. site improvements (included as lump sum additions); and
8. initial tenant improvement costs are included in MVS cost estimate. However, additional lease-up costs such as advertising, marketing and leasing commissions are not included.

Base building costs (direct costs) are adjusted to reflect the physical characteristics of the subject. Making these adjustments, including the appropriate local and current cost multipliers, the direct building cost is indicated.

Additions

Items not included in the direct building cost estimate include parking and walks, signage, landscaping, and miscellaneous site improvements. The cost for these items is estimated separately using the segregated cost sections of the MVS cost guide.

Indirect Cost Items

Several indirect cost items are not included in the direct building cost figures derived through the MVS cost guide. These items include developer overhead (general and administrative costs), property taxes, legal and insurance costs, local development fees and contingencies, lease-up and marketing costs and miscellaneous costs.

MVS Conclusion

The concluded direct and indirect building cost estimates obtained via the MVS cost guide are illustrated as follows:

MARSHALL VALUATION SERVICE COST SCHEDULE				
Primary Building Type:	Lodging	Height per Story:	8'	
Effective Age:	25 YRS	Number of Buildings:	9	
Condition:	Average	Heated Building Area:	10,535 SF	
Exterior Wall:	Log and wood	Average Unit Size:	585 SF	
Number of Cabins:	8			
Number of RV Slips:	16			
MVS Sec/Page		12/13/540	12/30/445	12/14/537
Quality/Bldg. Class		Average/D	Fair/D	Fair/D
Building Component		Motel	Cabins	Main Lodge
Component Sq. Ft.		1,920 SF	2,654 SF	5,961 SF
Base Square Foot Cost		\$146.00	\$155.00	\$158.00
Square Foot Refinements				
Heating and Cooling		\$1.79	\$1.79	\$1.79
Sprinklers		\$0.00	\$0.00	\$0.00
Subtotal		\$147.79	\$156.79	\$159.79
Height and Size Refinements				
Number of Stories Multiplier		1.000	1.000	1.000
Height per Story Multiplier		1.000	1.000	1.000
Floor Area Multiplier		1.000	1.000	1.000
Subtotal		\$147.79	\$156.79	\$159.79
Cost Multipliers				
Current Cost Multiplier		1.03	1.03	1.03
Local Multiplier		1.05	1.05	1.05
Final Square Foot Cost		\$159.83	\$169.57	\$172.81
Base Component Cost		\$306,883	\$450,034	\$1,030,138
Base Building Cost	(via Marshall Valuation Service cost data)			\$1,787,055
Additions				
Signage, Landscaping & Misc. Site Improvements (not included above)				\$10,000
Parking, Walks and Decks				\$25,000
RV Slips	16 Units	\$12,500/Unit		\$200,000
Direct Building Cost				\$2,022,055
Indirect Costs	20.0% of Direct Building Cost			\$404,411
Direct and Indirect Building Cost Rounded				\$2,426,466
				\$2,426,000
Compiled by CBRE				

ACTUAL CONSTRUCTION COSTS

The subject’s actual construction costs were estimated at \$360,000 for the new motel building. This is consistent with our indication of $\$306,883 + 20\% = \$368,260$.

ENTREPRENEURIAL PROFIT

Entrepreneurial profit represents the return to the developer and is separate from contractor’s overhead and profit. Since the property was built as an owner-user facility, the entrepreneurial incentive is earned over time by the commercial use of the buildings.

ACCRUED DEPRECIATION

There are essentially three sources of accrued depreciation:

1. physical deterioration, both curable and incurable;
2. functional obsolescence, both curable and incurable; and
3. external obsolescence.

Physical Deterioration

The following chart provides a summary of the estimated overall remaining economic life.

ECONOMIC AGE AND LIFE	
Actual Age	97 Years
Effective Age	25 Years
MVS Expected Life	50 Years
Remaining Economic Life	25 Years
Accrued Physical Incurable Depreciation	50.0%
Compiled by CBRE	

Functional Obsolescence

Based on a review of the design and layout of the improvements, no forms of curable functional obsolescence were noted. Because replacement cost considers the construction of the subject improvements utilizing modern materials and current standards, design and layout, functional incurable obsolescence is not applicable.

External Obsolescence

Based on a review of the local market and neighborhood, no forms of external obsolescence affect the subject.

COST APPROACH CONCLUSION

The value estimate is calculated as follows.

COST APPROACH CONCLUSION			
Primary Building Type:	Lodging	Height per Story:	8'
Effective Age:	25 YRS	Number of Buildings:	9
Condition:	Average	Heated Building Area:	10,535 SF
Exterior Wall:	Log and wood	Average Unit Size:	585 SF
Number of Cabins:	8		
Number of RV Slips:	16		
Direct and Indirect Building Cost			\$2,426,000
Entrepreneurial Profit	0.0% of Total Building Cost		\$0
Replacement Cost New			\$2,426,000
Accrued Depreciation			
Incurable Physical Deterioration	50.0% of Replacement Cost New less Curable Physical Deterioration		(\$1,213,000)
Functional Obsolescence			\$0
External Obsolescence			\$0
Total Accrued Depreciation	50.0% of Replacement Cost New		(\$1,213,000)
Contributory Value of FF&E			\$0
Depreciated Replacement Cost			\$1,213,000
Land Value			\$1,400,000
Indicated Value As Is			\$2,613,000
Rounded			\$2,625,000
Value Per Unit			\$145,833
Compiled by CBRE			

Insurable Replacement Cost

Insurable Replacement Cost is defined as follows:

1. the value of an asset or asset group that is covered by an insurance policy; can be estimated by deducting costs of non-insurable items (e.g., land value) from market value.
2. The estimated cost, at current prices as of the effective date of valuation, of a substitute for the building being valued, using modern materials and current standards, design, and layout for insurance coverage purposes guaranteeing that damaged property is replaced with new property (i.e., depreciation is not deducted).⁶

CBRE, Inc. has followed traditional appraisal standards to develop a reasonable calculation based upon industry practices and industry-accepted publications such as the Marshall Valuation Service. The methodology employed is a derivation of the cost approach and is not reliable for Insurable Replacement Cost estimates. Actual construction costs and related estimates can vary greatly from this estimate.

The Insurable Replacement Cost estimate presented herein is intended to reflect the value of the destructible portions of the subject, based on the replacement of physical items that are subject to loss from hazards (excluding indestructible items such as basement excavation, foundation, site work, land value and indirect costs). In the case of the subject, this estimate is based upon the base building costs (direct costs) as obtained via the Marshall Valuation Service cost guide, with appropriate deductions.

This analysis should not be relied upon to determine proper insurance coverage as only consultants considered experts in cost estimation and insurance underwriting are qualified to provide an Insurable Replacement Cost. It is provided to aid the client/reader/user as part of their overall decision-making process and no representations or warranties are made by CBRE, Inc. regarding the accuracy of this estimate. It is strongly recommended that other sources be utilized to develop any estimate of Insurable Replacement Cost.

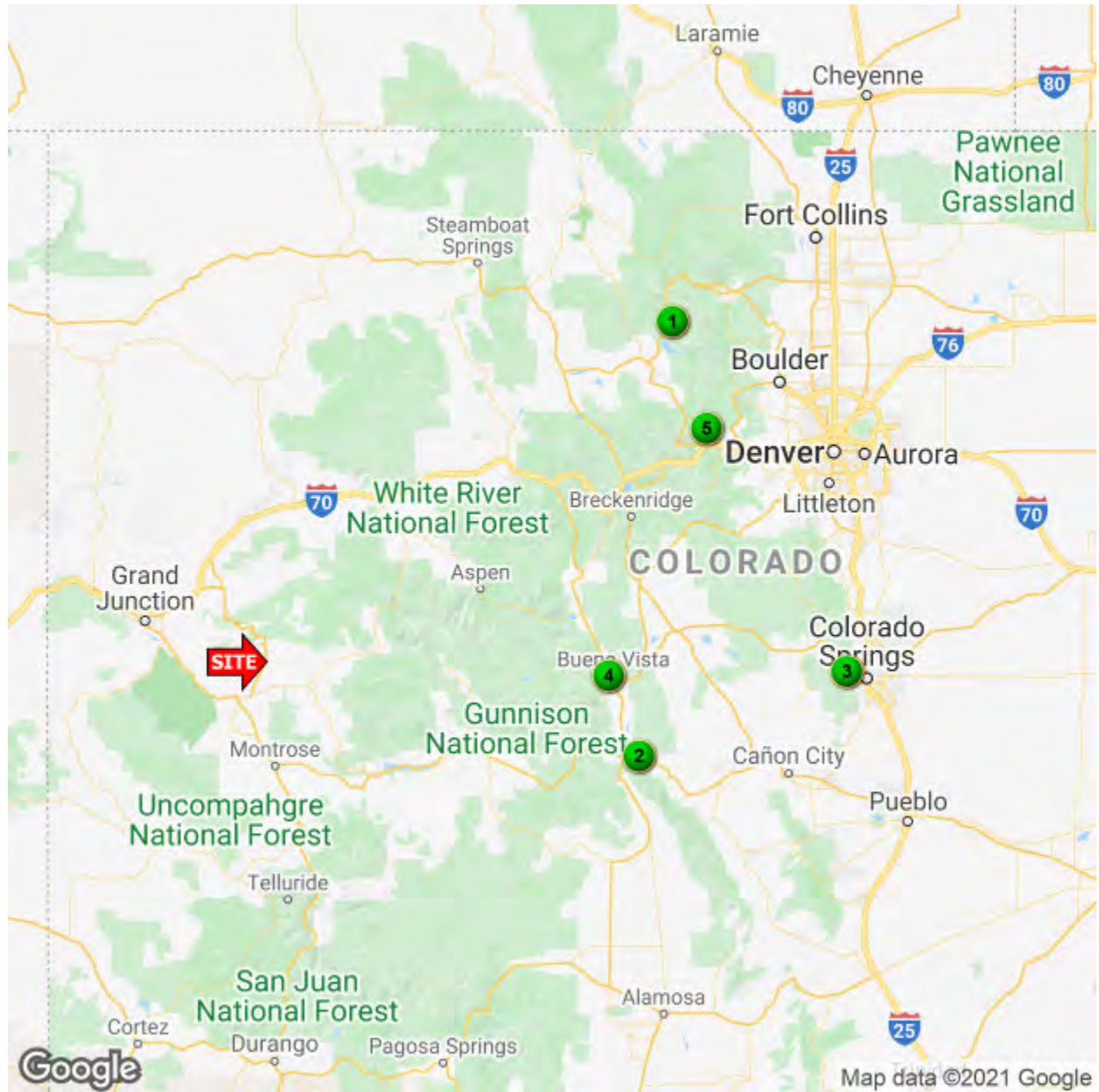
⁶ Appraisal Institute, *The Dictionary of Real Estate Appraisal*, 6th ed. (Chicago: Appraisal Institute, 2015), 119.

INSURABLE REPLACEMENT COST				
Primary Building Type:	Lodging	Height per Story:	8'	
Effective Age:	25 YRS	Number of Buildings:	9	
Condition:	Average	Heated Building Area:	10,535 SF	
Exterior Wall:	Log and wood	Average Unit Size:	585 SF	
Number of Cabins:	18			
Number of RV Slips:	16			
<hr/>				
MVS Sec/Page		12/13/540	12/30/445	12/14/537
Quality/Bldg. Class		Average/D	Fair/D	Fair/D
Building Component		Motel	Cabins	Main Lodge
Component Sq. Ft.		1,920 SF	2,654 SF	5,961 SF
Base Square Foot Cost		\$146.00	\$155.00	\$158.00
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Square Foot Refinements				
Heating and Cooling		\$1.79	\$1.79	\$1.79
Sprinklers				
Subtotal		\$147.79	\$156.79	\$159.79
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Height and Size Refinements				
Number of Stories Multiplier		1.000	1.000	1.000
Height per Story Multiplier		1.000	1.000	1.000
Floor Area Multiplier		1.000	1.000	1.000
Subtotal		\$147.79	\$156.79	\$159.79
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Cost Multipliers				
Current Cost Multiplier		1.03	1.03	1.03
Local Multiplier		1.05	1.05	1.05
Final Square Foot Cost		\$159.83	\$169.57	\$172.81
Base Component Cost		\$306,883	\$450,034	\$1,030,138
<hr/>				
Base Building Cost	(via Marshall Valuation Service cost data)			\$1,787,055
Insurable Exclusions	1.0% of Total Building Cost			<u>(\$17,871)</u>
Indicated Insurable Replacement Cost				\$1,769,185
Rounded				\$1,775,000
Value Per Unit				\$98,611
<hr/>				
Compiled by CBRE				

Note that the insurable exclusions is estimated at one percent. This property is in a remote, forested location with minimal on-site fire-fighting capability. In the advent of a forest fire, it is possible that no defense of the structures could occur, and the fire would burn with sufficient heat to crack foundations, melt rebar in the concrete, and melt the utility laterals. In such an instance, only the site work would be partially salvaged.

Sales Comparison Approach – Cabins and Lodge

The following map and table summarize the comparable data used in the valuation of the subject. A detailed description of each transaction is included in the addenda.



SUMMARY OF COMPARABLE LODGING SALES									
No.	Property Name	Transaction Type	Transaction Date	YOC / Reno'd	No. Rooms	Avg. Unit Size	Distance from Subj	Actual Sale Price	Price Per Unit
1	Grand Escape Cottages, 1204 Grand Avenue Grand Lake, CO 80447	Under Contract	Feb-21	1932 / 1990	12	610	146 Miles	\$1,699,000	\$141,583
2	The Tudor Rose B&B and Chalets, 6720 County Road 104 Salida, CO 81201	Sale	Dec-20	1979 / 2007	16	837	108 Miles	\$2,000,000	\$125,000
3	Avenue Hotel Bed & Breakfast, 711 Manitou Avenue Manitou Springs, CO 80829	Sale	Oct-20	1886	9	728	162 Miles	\$1,200,000	\$133,333
4	Vista Court Cabins, 1004 West Main Street Buena Vista, CO 81211	Sale	Mar-20	1955 / 2003	14	529	96 Miles	\$1,600,000	\$114,286
5	The Silver Lake Lodge, 336 Crest Drive Idaho Springs, CO 80452	Sale	Dec-19	1993	8	1,041	138 Miles	\$1,190,000	\$148,750
Subj. Pro Forma	Alexander Lake Lodge, 21221 Baron Lake Drive Cedaredge, CO 81413	---	---	1924 / 2017	18	585	---	---	---

Compiled by CBRE

The sales utilized represent the best data available for comparison with the subject. They were selected from our research of comparable lodge or cabin sales in the central mountain area, with locations along water or in resort areas. All the comparables involve the sale of the real estate only, with no additional value given to the business operations. The sales are analyzed on a price per bedroom basis, which best accounts for the various combinations of lodge rooms, and small and large cabins.

DISCUSSION/ANALYSIS OF IMPROVED SALES

Improved Sale One

This comparable is a group of cottages consisting of 12 units that is situated on a 0.85-acre parcel at 1204 Grand Avenue in Grand Lake. The property is under-contract in February 2021 after being listed for \$1,699,000, or \$141,583 per unit. This is the Grand Escape Cottages located at the eastern end of the pedestrian core, about one block from Grand Lake. The property is currently under contract, and had been under-contract to a different buyer from May through September 2020. The listing price is \$1,699,000 and through conversations with parties familiar with the transaction the contract price is higher than the listing price. The property has 12 rental cabins that were built in 1932 and are dated but in typical condition for the area. There is also the potential to develop three additional spots with similar cabins. The buyer has the ability to either continue operations or redevelop the site for other commercial purposes.

The downward adjustment for location reflects this comparable's superior feature with respect to being in the pedestrian core of Grand Lake. In terms of age/condition, this comparable was

judged inferior due to the lack of recent upgrades and received an upward adjustment for this characteristic. Overall, this comparable was deemed superior in comparison to the subject and a downward net adjustment was warranted to the sales price indicator.

Improved Sale Two

This comparable is an inn and cabins property consisting of 16 units that is situated on a 36.83-acre parcel at 6720 County Road 104 in Salida. The property sold in December 2020 for \$2,000,000, or \$125,000 per unit. This is a Tudor-style inn at the southern end of Salida, just beyond town limits. It consists of five, two-bedroom cabins from 2007, and a five-room inn from 1979. The improvements are on a large, rolling property with a four-stall stable, laundry building, and a workshop building. The property was listed for sale since November 2017 at an original price of \$2,690,000 and saw several price decreases and a change of brokers, before selling at the above price, or 74% of original list price.

An adjustment for unit size was considered appropriate for this comparable given the larger building area for the number of units. Because of this superior trait, a downward adjustment was considered appropriate. A surface water category adjustment was considered appropriate for this comparable given being away from any lakes. Because of this inferior trait, an upward adjustment was considered appropriate. Overall, this comparable was deemed superior in comparison to the subject and a downward net adjustment was warranted to the sales price indicator.

Improved Sale Three

This comparable is a bed & breakfast property consisting of 9 units that is situated on a 0.26-acre parcel at 711 Manitou Avenue in Manitou Springs. The property sold in October 2020 for \$1,200,000, or \$133,333 per unit. The property consists of three buildings, three-stories containing 9 guest rooms and an inn keeper's suite. The improvements were constructed in 1886. The pro forma net operating income at the time of sale was approximately \$10,390 per room, for an overall capitalization rate of 7.79%.

The downward adjustment for location reflects this comparable's superior feature with respect to being closer to the Denver area. An adjustment for unit size was considered appropriate for this comparable given the larger building area for the number of units. Because of this superior trait, a downward adjustment was considered appropriate. A surface water category adjustment was considered appropriate for this comparable given being away from any lakes. Because of this inferior trait, an upward adjustment was considered appropriate. Overall, this comparable was deemed superior in comparison to the subject and a downward net adjustment was warranted to the sales price indicator.

Improved Sale Four

This comparable is a lodge and cabins consisting of 14 units that is situated on a 2.2084-acre parcel at 1004 West Main Street in Buena Vista. The property sold in March 2020 for

\$1,600,000, or \$114,286 per unit. This is a group of log cabins located at the western side of Buena Vista, in a residential neighborhood within a half mile of the pedestrian core. There are six log rental cabins, one guest home, a duplex cabin, five lodge rooms, plus a manager's residence / office. Amenities include guest and private laundry facilities, horse-shoe pits, volleyball court, BBQ pavilion, and extra parking for large RV's. Recently installed natural gas lines, and city water lines throughout the property. The cabins are dated but well-maintained, and have a private bathroom and kitchen. The property was listed for sale in March 2019, and went under-contract in April, again in June, and finally in September 2019, but took six months to close due to issues with financing. The property sold with a \$300,000 down payment, and owner-financing for the remaining 81.25%. The loan is reportedly at market rates, but was necessary to complete the sale, just as COVID-19 closures were sweeping the country.

A surface water category adjustment was considered appropriate for this comparable given being away from any lakes. Because of this inferior trait, an upward adjustment was considered appropriate. Overall, this comparable was deemed inferior in comparison to the subject and an upward net adjustment was warranted to the sales price indicator.

Improved Sale Five

This comparable is a lodge consisting of 8 units and is situated on a 0.31-acre parcel at 336 Crest Drive in Idaho Springs. The property sold in December 2019 for \$1,190,000, or \$148,750 per unit. This is the eight-room Silver Lake Lodge, which is located in St Mary's Glacier, northwest of Idaho Springs. The building is a modern log cabin in a residential area, located about one block from the lakes at the bottom of the glacier. All the rooms have private bathrooms and electric fireplaces. The property was listed for \$1,375,000 and sold in April 2020 for \$1,190,000, or \$148,750 per room. Pro forma net operating income at the time of sale was \$4,876 per room, for an overall capitalization rate of 12.50%.

An adjustment for unit size was considered appropriate for this comparable given the larger building area for the number of units. Because of this superior trait, a downward adjustment was considered appropriate. Overall, this comparable was deemed superior in comparison to the subject and a downward net adjustment was warranted to the sales price indicator.

SUMMARY OF ADJUSTMENTS

Based on our comparative analysis, the following chart summarizes the adjustments warranted to each comparable.

LODGING SALES ADJUSTMENT GRID						Subj. Pro Forma
Comparable Number	1	2	3	4	5	---
Transaction Type	Under Contract	Sale	Sale	Sale	Sale	---
Transaction Date	Feb-21	Dec-20	Oct-20	Mar-20	Dec-19	---
Year Built/Renovated	1932 / 1990	1979 / 2007	1886	1955 / 2003	1993	1924 / 2017
No. Rooms	12	16	9	14	8	18
Avg. Unit Size	610	837	728	529	1,041	585
Actual Sale Price	\$1,699,000	\$2,000,000	\$1,200,000	\$1,600,000	\$1,190,000	---
Price Per Unit ¹	\$141,583	\$125,000	\$133,333	\$114,286	\$148,750	---
Adj. Price Per Unit	\$141,583	\$125,000	\$133,333	\$114,286	\$148,750	---
Property Rights Conveyed	0%	0%	0%	0%	0%	---
Financing Terms	0%	0%	0%	0%	0%	---
Conditions of Sale	0%	0%	0%	0%	0%	---
Market Conditions (Time)	0%	0%	0%	0%	0%	---
Subtotal - Price Per Unit	\$141,583	\$125,000	\$133,333	\$114,286	\$148,750	---
Location	-25%	0%	-10%	0%	0%	---
Project Size	0%	0%	0%	0%	0%	---
Age/Condition	5%	0%	0%	0%	0%	---
Quality of Construction	0%	0%	0%	0%	0%	---
Avg. Unit Size	0%	-10%	-10%	0%	-20%	---
Project Amenities	0%	0%	0%	0%	0%	---
Parking	0%	0%	0%	0%	0%	---
Surface Water	0%	5%	5%	5%	0%	---
Total Other Adjustments	-20%	-5%	-15%	5%	-20%	---
Indicated Value Per Unit	\$113,267	\$118,750	\$113,333	\$120,000	\$119,000	---
Absolute Adjustment	30%	15%	25%	5%	20%	---
Compiled by CBRE						

SALE PRICE PER SQUARE FOOT CONCLUSION

Overall, the comparables show a rather narrow range of value for the subject, especially considering the wide range of facilities. A conclusion near the lower end of the range is most appropriate to reflect the age and condition of the improvements. The following chart presents the valuation conclusion:

LODGING SALES COMPARISON APPROACH				
Total Units	X	Value Per Unit	=	Value
18	X	\$113,267	=	\$2,038,800
18	X	\$120,000	=	\$2,160,000

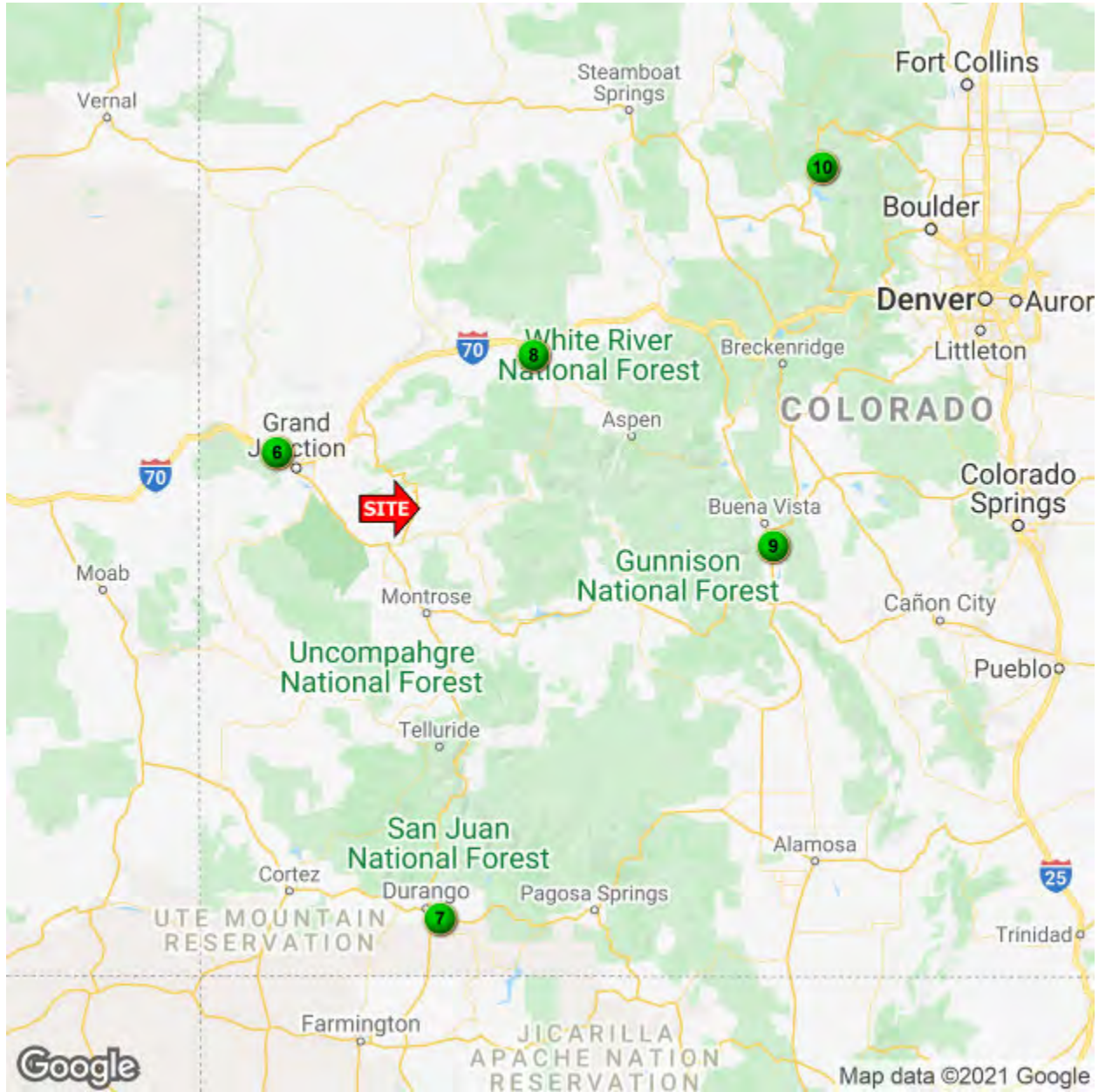
VALUE CONCLUSION

Indicated Value As Is	\$2,100,000
Value Per Unit	\$116,667

Compiled by CBRE

Sales Comparison Approach – RV Park

The following map and table summarize the comparable data used in the valuation of the subject. A detailed description of each transaction is included in the addenda.



SUMMARY OF COMPARABLE RV PARK SALES									
No.	Name	Transaction		Land (Acres)	YOC / Reno'd	No. Slips	Distance from Subj	Actual Sale Price	Price Per Slip
		Type	Date						
6	Junction West RV Park, 793 22 Road Grand Junction, CO 81505	Sale	Apr-20	9.20	1977 / 2006	79	42 Miles	\$4,300,000	\$54,430
7	Durango KOA, 30090 Highway 160 Durango, CO 81303	Sale	Feb-20	15.56	1966 / 1989	111	116 Miles	\$3,860,000	\$34,775
8	Hideout Cabins & Campground, 1293 County Road 117 Glenwood Springs, CO 81601	Sale	Aug-19	9.09	1926 / 1988	65	53 Miles	\$5,600,000	\$86,154
9	Chalk Creek RV and Campground, 11430 County Road 197 Nathrop, CO 81326	Sale	Jan-18	13.09	1971	57	100 Miles	\$2,450,000	\$42,982
10	Pine Tree MHP, 425 Lake Avenue Grand Lake, CO 80447	Sale	Jan-18	0.69	1972	18	145 Miles	\$575,000	\$31,944
Subj. Pro Forma	Alexander Lake Lodge, 21221 Baron Lake Drive, Cedaredge, Colorado	---	---	10.17	1924 / 2017	16		---	---
Compiled by CBRE									

The sales utilized represent the best data available for comparison with the subject. They were selected from our research of comparable RV Park sales west of the Continental Divide in areas with some resort influence. The subject sites need updated with modern hook-ups, which is shown by the condition adjusted.

DISCUSSION/ANALYSIS OF IMPROVED SALES

Improved Sale Six

This comparable is a 79-slip RV Park that was built in 1977, and sits on a 9.2-acre lot at 793 22 Road in Grand Junction. The property sold in April 2020 for \$4,300,000, or \$54,430 per slip. This is the 79-space Junction West RV Park, which is located at 793 22 Road, Grand Junction. Pro forma net operating income at the time of sale was \$5,736 per unit, for an overall capitalization rate of 10.54%. Property amenities include 152-space RV storage area, guest laundry, playground, dog park and a splash pad. The property was well maintained and had extensive other income generated from sources such as storage and propane sales. Electricity is provided by Grand Valley Power, Water/Sewer by UTE Water, Irrigation Water by 22 Road Lateral Water Districts (4 water shares), Trash by CRS Commercial Refuse Services and Cable/Internet by Direct TV.

Upon comparison with the subject, this comparable was considered inferior in terms of size and received an upward adjustment for this characteristic due to having significantly more units than

the subject property. In terms of age/condition, this comparable was judged superior due to having fully operational hookups and received a downward adjustment for this characteristic. The adjustment for unit mix was warranted due to the additional 152 RV storage facility. Therefore, a downward adjustment was judged proper for this comparable. Overall, this comparable was deemed superior in comparison to the subject and a downward net adjustment was warranted to the sales price indicator.

Improved Sale Seven

This comparable is a 111-slip RV Park that was built in 1966, and sits on a 15.56-acre lot at 30090 Highway 160 in Durango. The property sold in February 2020 for \$3,860,000, or \$34,775 per slip. This property was the 11th ranked KOA in the country based on performance, and won the "Best KOA in the Country" award in 2013. The park includes: 15 tent sites, 67 RV sites, 29 cabins; and two bath houses. There is also an owner's home located on the edge of the park. The property was listed for \$4,700,000 and sold in February 2020 for a consideration of \$3,860,000, or 82% of asking price. Pro forma net operating income at the time of sale was \$460,000, for an overall capitalization rate of 11.93%. This property previously sold in May 2018 for \$3,500,000 indicating a 10.3% increase in just over two years.

Upon comparison with the subject, this comparable was considered inferior in terms of size and received an upward adjustment for this characteristic due to having significantly more units than the subject property. In terms of age/condition, this comparable was judged superior due to having fully operational hookups and received a downward adjustment for this characteristic. Overall, this comparable was deemed superior in comparison to the subject and a downward net adjustment was warranted to the sales price indicator.

Improved Sale Eight

This comparable is a 65-slip RV Park that was built in 1926, and sits on a 9.089-acre lot at 1293 County Road 117 in Glenwood Springs. The property sold in August 2019 for \$5,600,000, or \$86,154 per slip. This is the Hideout RV park and campground. The property is improved with a combination of RV spaces, tiny houses and cabins that collectively total 65 units. It is located south of town along the Roaring Fork River, which flows in two channels through the site.

The downward adjustment for location reflects this comparable's superior feature with respect to being located south of Glenwood Springs in the superior Roaring Fork Valley. Upon comparison with the subject, this comparable was considered inferior in terms of size and received an upward adjustment for this characteristic due to having significantly more units than the subject property. In terms of age/condition, this comparable was judged superior due to having fully operational hookups and received a downward adjustment for this characteristic. The adjustment for unit mix was warranted due to the large percentage of cabins and tiny homes. Therefore, a downward adjustment was judged proper for this comparable. Overall, this comparable was deemed superior in comparison to the subject and a downward net adjustment was warranted to the sales price indicator.

Improved Sale Nine

This comparable is a 57-slip RV Park that was built in 1971, and sits on a 13.09-acre lot at 11430 County Road 197 in Nathrop. The property sold in January 2018 for \$2,450,000, or \$42,291 per slip. This is an existing and operating RV park and campground along the Arkansas River and Chalk Creek. The property is situated between Buena Vista and Salida, Colorado and is a popular summer tourist area for white water rafting, kayaking, the Mt. Princeton hot springs, hiking, biking, hunting and fishing and other outdoor activities. The full service campground features an owner's residence/office with attached camp store, three park model cabins, and a total of 76 RV and camping spots. The property features 29 full-hook sites and 28 sites with water and electric only. There are 21 individual tent sites and one large group tent site. Additional amenities include a bath/laundry house, a video/arcade Quonset hut, and a maintenance shed. The sale represents the transfer of the total assets of the business including all personal property/equipment, inventory, and intangible business assets. Based on historical information and a pro-forma analysis the property has an EGIM of 4.94, a GPM of 5.42 and a NIM of 10.25. The building improvements were in average condition and the grounds were considered to be a relatively good overall campground with a variety of amenities and proximity to a variety of local attractions and sporting options. There are a number of similar competing operations in the immediate area, but the property owners report good seasonal occupancy from April to October. The peaks season is usually reported at or near capacity most nights and there is some overflow areas for additional RVs and tent camping on popular weekends and holidays. The property was marketed for approximately 4 months prior to going under contract at just slightly less than the asking price of \$2,485,000.

The upward market conditions (time) adjustment reflects the improved market conditions since the date of sale. Upon comparison with the subject, this comparable was considered inferior in terms of size and received an upward adjustment for this characteristic due to having significantly more units than the subject property. In terms of age/condition, this comparable was judged superior due to having fully operational hookups and received a downward adjustment for this characteristic. With respect to surface water, this comparable was considered superior in this aspect and received a downward adjustment because it has several sites along the river. Overall, this comparable was deemed superior in comparison to the subject and a downward net adjustment was warranted to the sales price indicator.

Improved Sale Ten

This comparable is an 18-slip RV Park that was built in 1972, and sits on a 0.6887-acre lot at 425 Lake Avenue in Grand Lake. The property sold in January 2018 for \$575,000, or \$42,291 per slip. Pinetree Mobile Home Park is a 14 site, all-age community in downtown Grand Lake. Pinetree is one of the few affordable housing options in the town. Occupancy has always been near 100 percent. There is a four-unit apartment building from 1972 that consists of 2 one-bed, one-bath apartments that are 550-square feet, and 2 two-bed one-bath apartments that are

650-square feet. They rent between \$600 - \$650 per month. The 14-mobile home sites consist of all tenant-owned homes, with lot rents that range from \$290 to \$310 per month. Rent Includes water, sewer and trash. There is one vacant site that will accommodate a small home or RV. There is an off-site manager that lives in Grand Lake who takes care of the day-to-day operations. He is compensated \$25 per hour, not to exceed \$300 per month.

The upward market conditions (time) adjustment reflects the improved market conditions since the date of sale. In terms of age/condition, this comparable was judged superior due to having fully operational hookups and received a downward adjustment for this characteristic. With respect to surface water, this comparable was considered inferior in this aspect and received an upward adjustment since it is across the street from the lake. Overall, this comparable was deemed inferior in comparison to the subject and an upward net adjustment was warranted to the sales price indicator.

SUMMARY OF ADJUSTMENTS

Based on our comparative analysis, the following chart summarizes the adjustments warranted to each comparable.

RV PARK SALES ADJUSTMENT GRID						Subj. Pro Forma
Comparable Number	6	7	8	9	10	---
Transaction Type	Sale	Sale	Sale	Sale	Sale	---
Transaction Date	Apr-20	Feb-20	Aug-19	Jan-18	Jan-18	---
Land Area (Acres)	9.20	15.56	9.09	13.09	0.69	10.17
Year Built	1977 / 2006	1966 / 1989	1926 / 1988	1971	1972	1924 / 2017
No. Slips	79	111	65	57	18	16
Actual Sale Price	\$4,300,000	\$3,860,000	\$5,600,000	\$2,450,000	\$575,000	---
Price Per Slip	\$54,430	\$34,775	\$86,154	\$42,982	\$31,944	---
Adj. Price Per Slip	\$54,430	\$34,775	\$86,154	\$42,982	\$31,944	---
Property Rights Conveyed	0%	0%	0%	0%	0%	
Financing Terms	0%	0%	0%	0%	0%	
Conditions of Sale	0%	0%	0%	0%	0%	
Market Conditions (Time)	0%	0%	0%	10%	10%	
Subtotal - Price Per Slip	\$54,430	\$34,775	\$86,154	\$47,281	\$35,139	
Location	0%	0%	-20%	0%	0%	
Size	5%	10%	5%	5%	0%	
Age/Condition	-20%	-20%	-20%	-20%	-20%	
Quality of Construction	0%	0%	0%	0%	0%	
Operating Season	0%	0%	0%	0%	0%	
Unit Mix	-25%	0%	-25%	0%	0%	
Surface Water	0%	0%	0%	-10%	15%	
Total Other Adjustments	-40%	-10%	-60%	-25%	-5%	
Indicated Value Per Slip	\$32,658	\$31,297	\$34,462	\$35,461	\$33,382	
Absolute Adjustment	50%	30%	70%	45%	45%	
Compiled by CBRE						

SALE PRICE PER SQUARE FOOT CONCLUSION

Overall, a conclusion at the lower end of the range is most reasonable for the subject given the very limited season for the spaces, which is offset somewhat by its quiet location in a wooded area between two lakes. The following chart presents the valuation conclusion:

RV PARK SALES COMPARISON APPROACH				
Total Units	X	Value Per Slip	=	Value
16	X	\$31,297	=	\$500,757
16	X	\$35,461	=	\$567,368
VALUE CONCLUSION				
Indicated Value As Is				\$525,000
Value Per Slip				\$32,813
Compiled by CBRE				

The two components of the subject may be hypothetically sold separately. The marketing time to sell the subject property would be similar for each, so no discount or premium to either of the values was warranted. Therefore, we have included the simple sum of both here as the concluded value of the subject property.

SALES COMPARISON APPROACH VALUES	
Component	Value
Lodging	\$2,100,000
RV Park	\$525,000
Indicated Value As Is	\$2,625,000
Compiled by CBRE	

Reconciliation of Value

The value indications from the approaches to value are summarized as follows:

SUMMARY OF VALUE CONCLUSIONS					
Premise	As of Date	Land Value	Cost Approach	Sales Comparison Approach	Reconciled Value
As Is	February 26, 2021		\$2,625,000	\$2,625,000	\$2,625,000
Compiled by CBRE					

The cost approach typically gives a reliable value indication when there is strong support for the replacement cost estimate and when there is minimal depreciation. Considering the substantial amount of depreciation present in the property, the reliability of the cost approach is considered somewhat diminished. Therefore, the cost approach is considered less applicable to the subject and is used primarily as a test of reasonableness against the sales comparison approach.

In the sales comparison approach, the subject is compared to similar properties that have been sold recently or for which listing prices or offers are known. The sales used in this analysis are considered somewhat comparable to the subject, and the required adjustments were based on reasonable and well-supported rationale. In addition, market participants are currently analyzing purchase prices on lodging properties as they relate to available substitutes in the market. Therefore, the sales comparison approach is considered to provide a reliable value indication, and has been given primary emphasis in the final value reconciliation.

Based on the foregoing, the market value of the subject has been concluded as follows:

MARKET VALUE CONCLUSION			
Appraisal Premise	Interest Appraised	Date of Value	Value Conclusion
As Is	Fee Simple Estate	February 26, 2021	\$2,625,000
Compiled by CBRE			

Assumptions and Limiting Conditions

1. CBRE, Inc. through its appraiser (collectively, "CBRE") has inspected through reasonable observation the subject property. However, it is not possible or reasonably practicable to personally inspect conditions beneath the soil and the entire interior and exterior of the improvements on the subject property. Therefore, no representation is made as to such matters.
2. The report, including its conclusions and any portion of such report (the "Report"), is as of the date set forth in the letter of transmittal and based upon the information, market, economic, and property conditions and projected levels of operation existing as of such date. The dollar amount of any conclusion as to value in the Report is based upon the purchasing power of the U.S. Dollar on such date. The Report is subject to change as a result of fluctuations in any of the foregoing. CBRE has no obligation to revise the Report to reflect any such fluctuations or other events or conditions which occur subsequent to such date.
3. Unless otherwise expressly noted in the Report, CBRE has assumed that:
 - (i) Title to the subject property is clear and marketable and that there are no recorded or unrecorded matters or exceptions to title that would adversely affect marketability or value. CBRE has not examined title records (including without limitation liens, encumbrances, easements, deed restrictions, and other conditions that may affect the title or use of the subject property) and makes no representations regarding title or its limitations on the use of the subject property. Insurance against financial loss that may arise out of defects in title should be sought from a qualified title insurance company.
 - (ii) Existing improvements on the subject property conform to applicable local, state, and federal building codes and ordinances, are structurally sound and seismically safe, and have been built and repaired in a workmanlike manner according to standard practices; all building systems (mechanical/electrical, HVAC, elevator, plumbing, etc.) are in good working order with no major deferred maintenance or repair required; and the roof and exterior are in good condition and free from intrusion by the elements. CBRE has not retained independent structural, mechanical, electrical, or civil engineers in connection with this appraisal and, therefore, makes no representations relative to the condition of improvements. CBRE appraisers are not engineers and are not qualified to judge matters of an engineering nature, and furthermore structural problems or building system problems may not be visible. It is expressly assumed that any purchaser would, as a precondition to closing a sale, obtain a satisfactory engineering report relative to the structural integrity of the property and the integrity of building systems.
 - (iii) Any proposed improvements, on or off-site, as well as any alterations or repairs considered will be completed in a workmanlike manner according to standard practices.
 - (iv) Hazardous materials are not present on the subject property. CBRE is not qualified to detect such substances. The presence of substances such as asbestos, urea formaldehyde foam insulation, contaminated groundwater, mold, or other potentially hazardous materials may affect the value of the property.
 - (v) No mineral deposit or subsurface rights of value exist with respect to the subject property, whether gas, liquid, or solid, and no air or development rights of value may be transferred. CBRE has not considered any rights associated with extraction or exploration of any resources, unless otherwise expressly noted in the Report.
 - (vi) There are no contemplated public initiatives, governmental development controls, rent controls, or changes in the present zoning ordinances or regulations governing use, density, or shape that would significantly affect the value of the subject property.
 - (vii) All required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, nor national government or private entity or organization have been or can be readily obtained or renewed for any use on which the Report is based.
 - (viii) The subject property is managed and operated in a prudent and competent manner, neither inefficiently or super-efficiently.
 - (ix) The subject property and its use, management, and operation are in full compliance with all applicable federal, state, and local regulations, laws, and restrictions, including without limitation environmental laws, seismic hazards, flight patterns, decibel levels/noise envelopes, fire hazards, hillside ordinances, density, allowable uses, building codes, permits, and licenses.
 - (x) The subject property is in full compliance with the Americans with Disabilities Act (ADA). CBRE is not qualified to assess the subject property's compliance with the ADA, notwithstanding any discussion of possible readily achievable barrier removal construction items in the Report.

- (xi) All information regarding the areas and dimensions of the subject property furnished to CBRE are correct, and no encroachments exist. CBRE has neither undertaken any survey of the boundaries of the subject property nor reviewed or confirmed the accuracy of any legal description of the subject property.

Unless otherwise expressly noted in the Report, no issues regarding the foregoing were brought to CBRE's attention, and CBRE has no knowledge of any such facts affecting the subject property. If any information inconsistent with any of the foregoing assumptions is discovered, such information could have a substantial negative impact on the Report. Accordingly, if any such information is subsequently made known to CBRE, CBRE reserves the right to amend the Report, which may include the conclusions of the Report. CBRE assumes no responsibility for any conditions regarding the foregoing, or for any expertise or knowledge required to discover them. Any user of the Report is urged to retain an expert in the applicable field(s) for information regarding such conditions.

4. CBRE has assumed that all documents, data and information furnished by or behalf of the client, property owner, or owner's representative are accurate and correct, unless otherwise expressly noted in the Report. Such data and information include, without limitation, numerical street addresses, lot and block numbers, Assessor's Parcel Numbers, land dimensions, square footage area of the land, dimensions of the improvements, gross building areas, net rentable areas, usable areas, unit count, room count, rent schedules, income data, historical operating expenses, budgets, and related data. Any error in any of the above could have a substantial impact on the Report. Accordingly, if any such errors are subsequently made known to CBRE, CBRE reserves the right to amend the Report, which may include the conclusions of the Report. The client and intended user should carefully review all assumptions, data, relevant calculations, and conclusions of the Report and should immediately notify CBRE of any questions or errors within 30 days after the date of delivery of the Report.
5. CBRE assumes no responsibility (including any obligation to procure the same) for any documents, data or information not provided to CBRE, including without limitation any termite inspection, survey or occupancy permit.
6. All furnishings, equipment and business operations have been disregarded with only real property being considered in the Report, except as otherwise expressly stated and typically considered part of real property.
7. Any cash flows included in the analysis are forecasts of estimated future operating characteristics based upon the information and assumptions contained within the Report. Any projections of income, expenses and economic conditions utilized in the Report, including such cash flows, should be considered as only estimates of the expectations of future income and expenses as of the date of the Report and not predictions of the future. Actual results are affected by a number of factors outside the control of CBRE, including without limitation fluctuating economic, market, and property conditions. Actual results may ultimately differ from these projections, and CBRE does not warrant any such projections.
8. The Report contains professional opinions and is expressly not intended to serve as any warranty, assurance or guarantee of any particular value of the subject property. Other appraisers may reach different conclusions as to the value of the subject property. Furthermore, market value is highly related to exposure time, promotion effort, terms, motivation, and conclusions surrounding the offering of the subject property. The Report is for the sole purpose of providing the intended user with CBRE's independent professional opinion of the value of the subject property as of the date of the Report. Accordingly, CBRE shall not be liable for any losses that arise from any investment or lending decisions based upon the Report that the client, intended user, or any buyer, seller, investor, or lending institution may undertake related to the subject property, and CBRE has not been compensated to assume any of these risks. Nothing contained in the Report shall be construed as any direct or indirect recommendation of CBRE to buy, sell, hold, or finance the subject property.
9. No opinion is expressed on matters which may require legal expertise or specialized investigation or knowledge beyond that customarily employed by real estate appraisers. Any user of the Report is advised to retain experts in areas that fall outside the scope of the real estate appraisal profession for such matters.
10. CBRE assumes no responsibility for any costs or consequences arising due to the need, or the lack of need, for flood hazard insurance. An agent for the Federal Flood Insurance Program should be contacted to determine the actual need for Flood Hazard Insurance.
11. Acceptance or use of the Report constitutes full acceptance of these Assumptions and Limiting Conditions and any special assumptions set forth in the Report. It is the responsibility of the user of the Report to read in full, comprehend and thus become aware of all such assumptions and limiting conditions. CBRE assumes no responsibility for any situation arising out of the user's failure to become familiar with and understand the same.
12. The Report applies to the property as a whole only, and any pro ration or division of the title into fractional interests will invalidate such conclusions, unless the Report expressly assumes such pro ration or division of interests.

13. The allocations of the total value estimate in the Report between land and improvements apply only to the existing use of the subject property. The allocations of values for each of the land and improvements are not intended to be used with any other property or appraisal and are not valid for any such use.
14. The maps, plats, sketches, graphs, photographs, and exhibits included in this Report are for illustration purposes only and shall be utilized only to assist in visualizing matters discussed in the Report. No such items shall be removed, reproduced, or used apart from the Report.
15. The Report shall not be duplicated or provided to any unintended users in whole or in part without the written consent of CBRE, which consent CBRE may withhold in its sole discretion. Exempt from this restriction is duplication for the internal use of the intended user and its attorneys, accountants, or advisors for the sole benefit of the intended user. Also exempt from this restriction is transmission of the Report pursuant to any requirement of any court, governmental authority, or regulatory agency having jurisdiction over the intended user, provided that the Report and its contents shall not be published, in whole or in part, in any public document without the written consent of CBRE, which consent CBRE may withhold in its sole discretion. Finally, the Report shall not be made available to the public or otherwise used in any offering of the property or any security, as defined by applicable law. Any unintended user who may possess the Report is advised that it shall not rely upon the Report or its conclusions and that it should rely on its own appraisers, advisors and other consultants for any decision in connection with the subject property. CBRE shall have no liability or responsibility to any such unintended user.

ADDENDA

Addendum A

LAND SALE DATA SHEETS

Sale

Land - Multi Unit Residential

No. 1

Property Name R24 by Mesa Mall
 Address 651 24 1/2 Road
 Grand Junction, CO 81505
 United States

Government Tax Agency Mesa
 Govt./Tax ID R054657

Site/Government Regulations

	Acres	Square feet
Land Area Net	11.370	495,277
Land Area Gross	11.370	495,277

Site Development Status	Raw
Shape	Rectangular
Topography	Generally Level
Utilities	All at street

Maximum FAR N/A
 Min Land to Bldg Ratio N/A
 Maximum Density N/A

Frontage Distance/Street 20 ft 24 1/2 Road
 Frontage Distance/Street 20 ft F 1/2 Road

General Plan Residential
 Specific Plan Multi-family
 Zoning R-24
 Entitlement Status None



Sale Summary

Recorded Buyer	GRAND JUNCTION LAND LLC	Marketing Time	10 Month(s)
True Buyer	GRAND JUNCTION LAND LLC	Buyer Type	Developer
Recorded Seller	POLHAMUS SHEILA R	Seller Type	Private Investor
True Seller	POLHAMUS SHEILA R	Primary Verification	Mike Foster, Coldwell Banker, 970-244-6602; GJ MLS, Mesa County records

Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Vacant Land	Date	2/3/2021
Proposed Use	Multi-family	Sale Price	\$1,550,000
Listing Broker	Mike Foster, Coldwell Banker	Financing	Cash to Seller
Selling Broker	Out of Area	Cash Equivalent	\$1,550,000
Doc #	2964465	Capital Adjustment	\$0
		Adjusted Price	\$1,550,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
02/2021	Sale	GRAND JUNCTION LAND LLC	POLHAMUS SHEILA R	\$1,550,000	\$136,324 / \$3.13

Units of Comparison

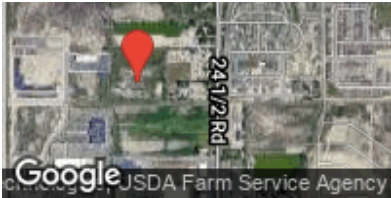
\$3.13 / sf
\$136,323.66 / ac

N/A / Unit
N/A / Allowable Bldg. Units
N/A / Building Area

Financial

No information recorded

Map & Comments



This is 11.37 acres of pasture land that is zoned R-24 for multi-unit development. It is located two blocks north of the Mesa Mall retail neighborhood and two blocks east of the 24 Road business corridor. The site is in an Opportunity Zone. Access is from a 20 foot wide sliver to 24 1/2 Road at the southern edge of the site, and from the opposite side of the lot via F 1/2 Road, which needs to be extended about 400 feet. The property is in the path of development, with a new hotel, movie theatre, and car dealership on nearby lots, and a residential neighborhood across 24 1/2 Road to the east.

Sale

Land - Residential Subdivision

No. 2

Property Name Fruita Oak Creek
 Address 1149 18 1/2 Road
 Fruita, CO 81521
 United States

Government Tax Agency Mesa
 Govt./Tax ID 2697-093-00-435

Site/Government Regulations

	Acres	Square feet
Land Area Net	4.810	209,524
Land Area Gross	4.810	209,524

Site Development Status	Raw
Shape	Rectangular
Topography	Generally Level
Utilities	All in street

Maximum FAR	N/A
Min Land to Bldg Ratio	N/A
Maximum Density	3.53 per ac
Frontage Distance/Street	350 ft 18 1/2 Road

General Plan	Residential
Specific Plan	Subdivision
Zoning	Ag
Entitlement Status	None



Sale Summary

Recorded Buyer	GRE A LLC	Marketing Time	0 Month(s)
True Buyer	GRE A LLC	Buyer Type	Developer
Recorded Seller	GALLES PAULA	Seller Type	End User
True Seller	GALLES PAULA	Primary Verification	Mesa County records
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Farm	Date	4/2/2019
Proposed Use	Subdivision	Sale Price	\$376,000
Listing Broker	None	Financing	Cash to Seller
Selling Broker	None	Cash Equivalent	\$376,000
Doc #	2874934	Capital Adjustment	\$0
		Adjusted Price	\$376,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
04/2019	Sale	GRE A LLC	GALLES PAULA	\$376,000	\$78,170 / \$1.79

Units of Comparison

\$1.79 / sf
\$78,170.48 / ac

N/A / Unit
\$22,118 / Allowable Bldg. Units
N/A / Building Area

Financial

No information recorded

Map & Comments

This is a development parcel at the northeast end of Fruita, about two miles from the pedestrian core. The buyer of this parcel, and the owner of the adjacent parcel to the south have joined forces and plan to develop the two lots into a subdivision with single-family homes. This site has a three-bedroom, two-bath home from 1910 that is in poor condition and is scheduled for removal.

Property Name Mountain Top Lodge
 Address 21161 Baron Lake Road
 Cedaredge, CO 81413
 United States

Government Tax Agency Delta
 Govt./Tax ID 297701200003

Site/Government Regulations

	Acres	Square feet
Land Area Net	7.730	336,719
Land Area Gross	7.730	336,719

Site Development Status	Semi-Finished
Shape	Irregular
Topography	Moderate Slope
Utilities	All on site

Maximum FAR N/A
 Min Land to Bldg Ratio N/A
 Maximum Density N/A

Frontage Distance/Street	1,000 ft Hotel Twin Lake
Frontage Distance/Street	200 ft Alexander Lake

General Plan Lodging
 Specific Plan Lodge and Cabins
 Zoning Business
 Entitlement Status None

**Sale Summary**

Recorded Buyer	92 HIGH LLC	Marketing Time	0 Month(s)
True Buyer	92 HIGH LLC	Buyer Type	Developer
Recorded Seller	FROST KIMBERLY LYNN & SCOTT LEE	Seller Type	End User
True Seller	FROST KIMBERLY LYNN & SCOTT LEE	Primary Verification	Adjacent land owner, Mesa County records
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	RV Park	Date	2/11/2019
Proposed Use	Lodge and cabins	Sale Price	\$1,050,000
Listing Broker	None	Financing	Cash to Seller
Selling Broker	None	Cash Equivalent	\$1,050,000
Doc #	708882	Capital Adjustment	\$0
		Adjusted Price	\$1,050,000

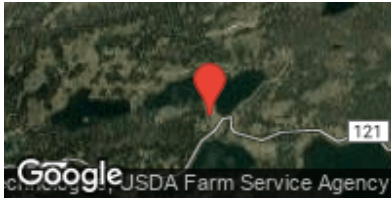
Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
02/2019	Sale	92 HIGH LLC	FROST KIMBERLY LYNN & SCOTT LEE	\$1,050,000	\$135,834 / \$3.12

Sale**Land - Hotel / Motel****No. 3****Units of Comparison**

\$3.12 / sf
\$135,834.41 / ac

N/A / Unit
N/A / Allowable Bldg. Units
N/A / Building Area

Financial**No information recorded****Map & Comments**

This property is located in the Grand Mesa area, about 1.5 miles from Colorado Highway 65. The property has frontage along the Hotel Twin Lake and Alexander Lake. The site had been improved with about 40 RV spaces and some accessory buildings, but the buyer had plans for a new luxury lodge with log cabins. The structure is under-construction with completion expected in summer 2020.

Property Name Horse Thief Sub Lot 1
 Address 614 Raptor Road
 Fruita, CO 81521
 United States

Government Tax Agency Mesa
 Govt./Tax ID 2697-184-19-001

Site/Government Regulations

	Acres	Square feet
Land Area Net	5.074	221,010
Land Area Gross	5.074	221,010

Site Development Status	Semi-Finished
Shape	Rectangular
Topography	Generally Level
Utilities	All at street

Maximum FAR N/A
 Min Land to Bldg Ratio N/A
 Maximum Density N/A

Frontage Distance/Street	450 ft Raptor Rd
Frontage Distance/Street	450 ft Jurassic Ct

General Plan Commercial
 Specific Plan Retail
 Zoning Commercial
 Entitlement Status None



Sale Summary

Recorded Buyer	GEMINI CAPITAL OF GRAND JCT LLC	Marketing Time	14 Month(s)
True Buyer	GEMINI CAPITAL OF GRAND JCT LLC	Buyer Type	Developer
Recorded Seller	WILCOX ROBERT JOHN TRUST	Seller Type	Private Investor
True Seller	WILCOX ROBERT JOHN TRUST	Primary Verification	Ray Rickard, ReMax, 970-250-1128; GJ MLS< Mesa County records
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Vacant Land	Date	9/11/2018
Proposed Use	Retail	Sale Price	\$880,000
Listing Broker	Ray Rickard, ReMax	Financing	Cash to Seller
Selling Broker	Mandy Harter, ReMax	Cash Equivalent	\$880,000
Doc #	2854117	Capital Adjustment	\$0
		Adjusted Price	\$880,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
09/2018	Sale	GEMINI CAPITAL OF GRAND JCT LLC	WILCOX ROBERT JOHN TRUST	\$880,000	\$173,443 / \$3.98

Sale

Land - Retail / Commercial

No. 4

Units of Comparison

\$3.98 / sf
\$173,443.44 / ac

N/A / Unit
N/A / Allowable Bldg. Units
N/A / Building Area

Financial

No information recorded

Map & Comments



This lot is located on the southern side of the Interstate 70 interchange in Fruita. It is behind a hotel and quick serve restaurants, and adjacent to the Dinosaur Museum. This area has seen substantial tourist-oriented development in the past decade, and this is the land remaining after the adjacent hotel was subdivided from this parcel. It has a good location, but the visibility is below average since it is blocked by the adjacent structures.

Property Name Golden Gate Gas
 Address 327 Elberta Avenue
 Palisade, CO 81528
 United States

Government Tax Agency Mesa
 Govt./Tax ID 2937-043-42-001

Site/Government Regulations

	Acres	Square feet
Land Area Net	11.780	513,137
Land Area Gross	11.780	513,137

Site Development Status	Raw
Shape	Irregular
Topography	Generally Level
Utilities	All at street

Maximum FAR N/A
 Min Land to Bldg Ratio N/A
 Maximum Density N/A

Frontage Distance/Street	1,000 ft Interstate 70
Frontage Distance/Street	350 ft Elberta Ave

General Plan Commercial
 Specific Plan Retail
 Zoning Commercial
 Entitlement Status None



Sale Summary

Recorded Buyer	GOLDEN GATE PETROLEUM OF NEVADA LLC	Marketing Time	39 Month(s)
True Buyer	GOLDEN GATE PETROLEUM OF NEVADA LLC	Buyer Type	End User
Recorded Seller	CHRISTENSEN RANCH PARTNERSHIP	Seller Type	Private Investor
True Seller	PRINSTER ANTHONY F	Primary Verification	Dale Beede, Coldwell Banker RE, 970-244-6615; GJ MLS, Mesa County records
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Vacant land	Date	10/12/2017
Proposed Use	Retail	Sale Price	\$1,595,000
Listing Broker	Dale Beede, Coldwell Banker RE	Financing	Cash to Seller
Selling Broker	Katie Worrall, ReMax	Cash Equivalent	\$1,595,000
Doc #	2817252	Capital Adjustment	\$0
		Adjusted Price	\$1,595,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Price/ac and /sf
10/2017	Sale	GOLDEN GATE PETROLEUM OF NEVADA LLC	CHRISTENSEN RANCH PARTNERSHIP	\$1,595,000	\$135,399 / \$3.11

Units of Comparison

\$3.11 / sf
\$135,398.98 / ac

N/A / Unit
N/A / Allowable Bldg. Units
N/A / Building Area

Financial

No information recorded

Map & Comments



This is a parcel of raw land located at the Palisade exit from interstate 70. It was purchased for a gas station, and the remaining portions of the lot were subdivided and offered for sale. A 2.56-acre piece on the south side of the street was sold for \$535,800 on 11/1/2018, or \$4.77 per square foot. The other two parcels have not been sold.

Addendum B

IMPROVED SALE DATA SHEETS

Under Contract

Hotel - Bed & Breakfast

No. 1

Property Name Grand Escape Cottages
 Address 1204 Grand Avenue
 Grand Lake, CO 80447
 United States

Government Tax Agency Grand
 Govt./Tax ID R144830

Improvements

Status Existing
 Land Area 0.850 ac
 Gross Building Area (GBA) 7,321 sf
 Floor Count 1
 Year Built 1932
 Year Renovated 1990
 Construction Type Average
 Parking Type Open Aggregate Surface

Unique Physical Data

Class Bed & Breakfast
 # of Units 12 Room
 Standard Room Size N/A
 Affiliation N/A
 Lounge Seats N/A
 Restaurant Seats N/A



Amenities

N/A

Sale Summary

Recorded Buyer	N/A	Marketing Time	26 Month(s)
True Buyer	N/A	Buyer Type	End User
Recorded Seller	GOODFELLOW, THOMAS F & MARY H	Seller Type	End User
True Seller	GOODFELLOW, THOMAS F & MARY H	Primary Verification	Craig Cranston, Crabtree RE, 970-627-3433; Grand MLS, Grand County records
Interest Transferred	Fee Simple/Freehold	Type	Under Contract
Current Use	Cabin rentals	Date	2/15/2021
Proposed Use	Cabin rentals	Sale Price	\$1,699,000
Listing Broker	Craig Cranston, Crabtree RE	Financing	Cash to Seller
Selling Broker	Judy Burke, Grand RE	Cash Equivalent	\$1,699,000
Doc #	N/A	Capital Adjustment	\$0
		Adjusted Price	\$1,699,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Cash Equivalent Price/sf
02/2021	Under Contract	N/A	GOODFELLOW, THOMAS F & MARY H	\$1,699,000	\$232.07

Units of Comparison

Static Analysis Method	N/A	Adjusted Price / sf	\$232.07
Buyer's Primary Analysis	Owner/Occupier	Adjusted Price / Room	\$141,583
Net Initial Yield/Cap. Rate	N/A		
Actual Occupancy at Sale	N/A		

Map & Comments



This is the Grand Escape Cottages located at the eastern end of the pedestrian core, about one block from Grand Lake. The property is currently under contract, and had been under-contract to a different buyer from May through September 2020. The listing price is \$1,699,000 and through conversations with parties familiar with the transaction the contract price is higher than the listing price. The property has 12 rental cabins that were built in 1932 and are dated but in typical condition for the area. There is also the potential to develop three additional spots with similar cabins. The buyer has the ability to either continue operations or redevelop the site for other commercial purposes.

Sale**Hotel - Bed & Breakfast****No. 2**

Property Name The Tudor Rose B&B and Chalets
 Address 6720 County Road 104
 Salida, CO 81201
 United States

Government Tax Agency Chaffee
 Govt./Tax ID 380709200040

Improvements

Status Existing
 Land Area 36.830 ac
 Gross Building Area (GBA) 13,384 sf
 Floor Count 1
 Year Built 1979
 Year Renovated 2007
 Construction Type Average
 Parking Type Open Aggregate Surface

Unique Physical Data

Class N/A
 # of Units 16 Room
 Standard Room Size N/A
 Affiliation N/A
 Lounge Seats N/A
 Restaurant Seats N/A

**Amenities**

N/A

Sale Summary

Recorded Buyer	Stormpath Consulting, LLC	Marketing Time	12 Month(s)
True Buyer	Sara Sturgis	Buyer Type	End User
Recorded Seller	Jonathan D. and Theresa L. Terrell	Seller Type	End User
True Seller	Jonathan D. and Theresa L. Terrell	Primary Verification	Jeff Post, First CO Land, 719-539-6682; Salida MLS, Chaffee County records
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Inn	Date	12/1/2020
Proposed Use	Inn	Sale Price	\$2,000,000
Listing Broker	Jeff Post, First CO Land	Financing	Cash to Seller
Selling Broker	Peter Hu, Fathom Realty	Cash Equivalent	\$2,000,000
Doc #	465095	Capital Adjustment	\$0
		Adjusted Price	\$2,000,000

Transaction Summary plus Five-Year CBRE View History

<u>Transaction Date</u>	<u>Transaction Type</u>	<u>Buyer</u>	<u>Seller</u>	<u>Price</u>	<u>Cash Equivalent Price/sf</u>
12/2020	Sale	Stormpath Consulting, LLC	Jonathan D. and Theresa L. Terrell	\$2,000,000	\$149.43

Sale**Hotel - Bed & Breakfast****No. 2****Units of Comparison**

Static Analysis Method	N/A	Adjusted Price / sf	\$149.43
Buyer's Primary Analysis	N/A	Adjusted Price / Room	\$125,000
Net Initial Yield/Cap. Rate	N/A		
Actual Occupancy at Sale	N/A		

Financial**No information recorded****Map & Comments**

This is a Tudor-style inn at the southern end of Salida, just beyond town limits. It consists of five, two-bedroom cabins from 2007, and a five-room inn from 1979. The improvements are on a large, rolling property with a four-stall stable, laundry building, and a workshop building. The property was listed for sale since November 2017 at an original price of \$2,690,000 and saw several price decreases and a change of brokers, before selling at the above price, or 74% of original list price.

Sale**Hotel - Bed & Breakfast****No. 3**

Property Name Avenue Hotel Bed & Breakfast
 Address 711 Manitou Avenue
 Manitou Springs, CO 80829
 United States



Government Tax Agency El Paso
 Govt./Tax ID 74053-21-002

Improvements

Status Existing
 Land Area 0.260 ac
 Gross Building Area (GBA) 6,551 sf
 Floor Count 2
 Year Built 1886
 Year Renovated N/A
 Construction Type Average
 Parking Type On-Street

Unique Physical Data

Class N/A
 # of Units 9 Room
 Standard Room Size N/A
 Affiliation N/A
 Lounge Seats N/A
 Restaurant Seats N/A

Amenities

N/A

Sale Summary

Recorded Buyer	Rodney Schmidt	Marketing Time	N/A
True Buyer	N/A	Buyer Type	N/A
Recorded Seller	Gwenn Murray	Seller Type	N/A
True Seller	N/A	Primary Verification	N/A

Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	N/A	Date	10/5/2020
Proposed Use	N/A	Sale Price	\$1,200,000
Listing Broker	N/A	Financing	N/A
Selling Broker	N/A	Cash Equivalent	\$1,200,000
Doc #	0157167	Capital Adjustment	\$0
		Adjusted Price	\$1,200,000

Transaction Summary plus Five-Year CBRE View History

<u>Transaction Date</u>	<u>Transaction Type</u>	<u>Buyer</u>	<u>Seller</u>	<u>Price</u>	<u>Cash Equivalent Price/sf</u>
10/2020	Sale	Rodney Schmidt	Gwenn Murray	\$1,200,000	\$183.18

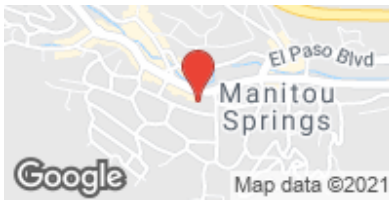
Units of Comparison

Static Analysis Method	Pro Forma Year 1	Adjusted Price / sf	\$183.18
Buyer's Primary Analysis	Static Capitalization Analysis	Adjusted Price / Room	\$133,333
Net Initial Yield/Cap. Rate	7.79%		
Actual Occupancy at Sale	55%		

Financial

	Pro Forma Year 1
Revenue Type	
Period Ending	11/1/2021
Source	N/A
Price	\$1,200,000
Economic Occupancy	55%
ADR (Avg Daily Rate)	N/A
Room Revenue	\$264,255
Gross Revenue	\$287,305
Expenses	\$193,791
Net Operating Income	\$93,514
NOI / Room	\$10,390
NOI Ratio	32.55
GRM (Gross Rev Mult)	4.18
RRM (Room Rev Mult)	4.54
RevPAR	N/A
Net Initial Yield/Cap. Rate	7.79%

Map & Comments



This is the October 2020 sale of the Avenue Hotel Bed and Breakfast. The property is located at 711 Manitou Avenue in Manitou Springs. The property consists of three buildings, three-stories containing 9 guest rooms and an inn keeper's suite. The improvements were constructed in 1886. The pro forma net operating income at the time of sale was approximately \$10,390 per room, for an overall capitalization rate of 7.79%.

Sale

Hotel - Bed & Breakfast

No. 4

Property Name Vista Court Cabins
 Address 1004 West Main Street
 Buena Vista, CO 81211
 United States

Government Tax Agency Chaffee
 Govt./Tax ID 327117200036

Improvements

Status Existing
 Land Area 2.208 ac
 Gross Building Area (GBA) 7,403 sf
 Floor Count 1
 Year Built 1955
 Year Renovated 2003
 Construction Type Average
 Parking Type Open Aggregate Surface



Unique Physical Data

Class N/A
 # of Units 14 Room
 Standard Room Size N/A
 Affiliation N/A
 Lounge Seats N/A
 Restaurant Seats N/A

Amenities

N/A

Sale Summary

Recorded Buyer	Roar Enterprises LLC	Marketing Time	6 Month(s)
True Buyer	King Randall William & Robin Teri Mesaric	Buyer Type	End User
Recorded Seller	UCKER RICK D & RUCKER PAMELA S	Seller Type	End User
True Seller	UCKER RICK D & RUCKER PAMELA S	Primary Verification	Julie Kersting, First CO Land, 719-395-0200; BV MLS, Chaffee County records
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Lodge	Date	3/16/2020
Proposed Use	Lodge	Sale Price	\$1,600,000
Listing Broker	Julie Kersting, First CO Land	Financing	Other(See Comments)
Selling Broker	Julie Kersting, First CO Land	Cash Equivalent	\$1,600,000
Doc #	457683	Capital Adjustment	\$0
		Adjusted Price	\$1,600,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Cash Equivalent Price/sf
03/2020	Sale	Roar Enterprises LLC	UCKER RICK D & RUCKER PAMELA S	\$1,600,000	\$216.13

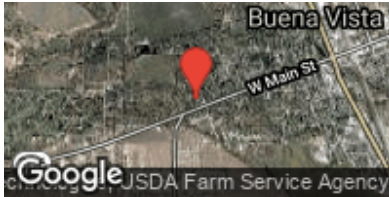
Units of Comparison

Static Analysis Method	N/A	Adjusted Price / sf	\$216.13
Buyer's Primary Analysis	Price (Primary Unit of Comparison)	Adjusted Price / Room	\$114,286
Net Initial Yield/Cap. Rate	N/A		
Actual Occupancy at Sale	N/A		

Financial

No information recorded

Map & Comments



This is a group of log cabins located at the western side of Buena Vista, in a residential neighborhood within a half mile of the pedestrian core. There are six log rental cabins, one guest home, a duplex cabin, five lodge rooms, plus a manager's residence / office. Amenities include guest and private laundry facilities, horse-shoe pits, volleyball court, BBQ pavilion, and extra parking for large RV's. Recently installed natural gas lines, and city water lines throughout the property. Fully furnished, turn key business with year-round rental income. The cabins are dated but well-maintained, and have a private bathroom and kitchen. The property was listed for sale in March 2019, and went under-contract in April, again in June, and finally in September 2019, but took six months to close due to issues with financing. The property sold with a \$300,000 down payment, and owner-financing for the remaining 81.25%. The loan is reportedly at market rates, but was necessary to complete the sale, just as COVID-19 closures were sweeping the country.

Property Name The Silver Lake Lodge
 Address 336 Crest Drive
 Idaho Springs, CO 80452
 United States

Government Tax Agency Clear Creek
 Govt./Tax ID 1707-35-4-05-201

Improvements

Status N/A
 Land Area 0.310 ac
 Gross Building Area (GBA) 8,330 sf
 Floor Count 2
 Year Built 1993
 Year Renovated N/A
 Construction Type Good
 Parking Type N/A

Unique Physical Data

Class N/A
 # of Units 8 Room
 Standard Room Size N/A
 Affiliation N/A
 Lounge Seats N/A
 Restaurant Seats N/A

**Amenities**

N/A

Sale Summary

Recorded Buyer	Andrew and Margaret Wal	Marketing Time	N/A
True Buyer	Andrew and Margaret Wal	Buyer Type	End User
Recorded Seller	Above All Properties, LLC	Seller Type	End User
True Seller	Above All Properties, LLC	Primary Verification	Broker, Clear Creek County records
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	Inn	Date	12/30/2019
Proposed Use	Inn	Sale Price	\$1,190,000
Listing Broker	N/A	Financing	Cash to Seller
Selling Broker	N/A	Cash Equivalent	\$1,190,000
Doc #	294176	Capital Adjustment	\$0
		Adjusted Price	\$1,190,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Cash Equivalent Price/sf
12/2019	Sale	Andrew and Margaret Wal	Above All Properties, LLC	\$1,190,000	\$142.86

Units of Comparison

Static Analysis Method	Trailing Actuals	Adjusted Price / sf	\$142.86
Buyer's Primary Analysis	Static Capitalization Analysis	Adjusted Price / Room	\$148,750
Net Initial Yield/Cap. Rate	12.50%		
Actual Occupancy at Sale	50%		

Financial

Revenue Type	Trailing Actuals
Period Ending	3/31/2020
Source	N/A
Price	\$1,190,000
Economic Occupancy	N/A
ADR (Avg Daily Rate)	N/A
Room Revenue	N/A
Gross Revenue	N/A
Expenses	N/A
Net Operating Income	\$148,750
NOI / Room	\$18,594
NOI Ratio	N/A
GRM (Gross Rev Mult)	N/A
RRM (Room Rev Mult)	N/A
RevPAR	N/A
Net Initial Yield/Cap. Rate	12.50%

Map & Comments



This is the eight-room Silver Lake Lodge, which is located in St Mary's Glacier, northwest of Idaho Springs. The building is a modern log cabin in a residential area, located about one block from the lakes at the bottom of the glacier. All the rooms have private bathrooms and electric fireplaces. The property was listed for \$1,375,000 and sold in April 2020 for \$1,190,000, or \$148,750 per room. Pro forma net operating income at the time of sale was \$4,876 per room, for an overall capitalization rate of 12.50%.

Sale

Residential - RV Park / Campground

No. 6

Property Name Junction West RV Park
 Address 793 22 Road
 Grand Junction, CO 81505
 United States

Government Tax Agency Mesa
 Govt./Tax ID 2697-361-19-002

Unit Mix Detail

Rate Timeframe	N/A				
Unit Type	No.	%	Size	Rent	Rent / Area
No information recorded					
Totals/Avg	N/A			N/A	N/A



Improvements

Land Area	9.200 ac	Status	Existing
Net Rentable Area (NRA)	12,000 sf	Year Built	1977
Total # of Units	79 Unit	Year Renovated	2006
Average Unit Size	152 sf	Condition	Average
Floor Count	2	Exterior Finish	Wood
Property Features	N/A		
Project Amenities	N/A		
Unit Amenities	N/A		

Sale Summary

Recorded Buyer	ZP JCT West, LLC	Marketing Time	N/A
True Buyer	N/A	Buyer Type	Private Investor
Recorded Seller	TMG Real Estate, LLC	Seller Type	N/A
True Seller	N/A	Primary Verification	N/A
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	N/A	Date	4/17/2020
Proposed Use	N/A	Sale Price	\$4,300,000
Listing Broker	N/A	Financing	Cash to Seller
Selling Broker	N/A	Cash Equivalent	\$4,300,000
Doc #	2919913	Capital Adjustment	\$0
		Adjusted Price	\$4,300,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Cash Equivalent Price/unit and /sf
04/2020	Sale	ZP JCT West, LLC	TMG Real Estate, LLC	\$4,300,000	\$54,430 / \$358.33

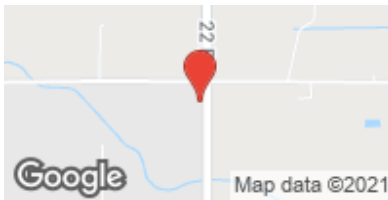
Units of Comparison

Static Analysis Method	Trailing Actuals	Eff Gross Inc Mult (EGIM)	39.25
Buyer's Primary Analysis	Static Capitalization Analysis	Op Exp Ratio (OER)	N/A
Net Initial Yield/Cap. Rate	10.54%	Adjusted Price / sf	\$358.33
Projected IRR	N/A	Adjusted Price / Unit	\$54,430
Actual Occupancy at Sale	70%		

Financial

Revenue Type	Trailing Actuals
Period Ending	3/31/2020
Source	Broker
Price	\$4,300,000
Potential Gross Income	\$590,664
Economic Occupancy	N/A
Economic Loss	N/A
Effective Gross Income	\$109,546
Expenses	N/A
Net Operating Income	\$453,148
NOI / sf	\$37.76
NOI / Unit	\$5,736
EGIM	39.25
OER	N/A
Net Initial Yield/Cap. Rate	10.54%

Map & Comments



This is the 79-space Junction West RV Park, which is located at 793 22 Road, Grand Junction. The improvements were originally constructed in 1977, renovated in 2006 and considered to be in good condition. The property was listed for \$4,700,000 and sold in April 2020 for a consideration of \$4,300,000, or \$54,430 per unit. Pro forma net operating income at the time of sale was \$5,736 per unit, for an overall capitalization rate of 10.54%. Property amenities include 152-space RV storage area, guest laundry, playground, dog park and a splash pad. The property was well maintained and had extensive other income generated from sources such as storage and propane sales. Electricity is provided by Grand Valley Power, Water/Sewer by UTE Water, Irrigation Water by 22 Road Lateral Water Districts (4 water shares), Trash by CRS Commercial Refuse Services and Cable/Internet by Direct TV.

Sale

Residential - RV Park / Campground

No. 7

Property Name Durango KOA
 Address 30090 Highway 160
 Durango, CO 81303
 United States

Government Tax Agency La Plata
 Govt./Tax ID Multiple

Unit Mix Detail

Rate Timeframe	N/A				
Unit Type	No.	%	Size	Rent	Rent / Area
No information recorded					
Totals/Avg	N/A			N/A	N/A



Improvements

Land Area	15.560 ac	Status	Existing
Net Rentable Area (NRA)	12,200 sf	Year Built	1966
Total # of Units	111 Unit	Year Renovated	1989
Average Unit Size	110 sf	Condition	Average
Floor Count	2	Exterior Finish	Wood
Property Features	N/A		
Project Amenities	N/A		
Unit Amenities	N/A		

Sale Summary

Recorded Buyer	Durango RV Park, LP	Marketing Time	N/A
True Buyer	N/A	Buyer Type	Private Investor
Recorded Seller	Durango Starr, LLC	Seller Type	N/A
True Seller	N/A	Primary Verification	N/A
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	N/A	Date	2/28/2020
Proposed Use	N/A	Sale Price	\$3,860,000
Listing Broker	Marcus & Millichap, 303-328-2074	Financing	Cash to Seller
Selling Broker	N/A	Cash Equivalent	\$3,860,000
Doc #	000001168350	Capital Adjustment	\$0
		Adjusted Price	\$3,860,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Cash Equivalent Price/unit and /sf
02/2020	Sale	Durango RV Park, LP	Durango Starr, LLC	\$3,860,000	\$34,775 / \$316.39

Units of Comparison

Static Analysis Method	Trailing Actuals	Eff Gross Inc Mult (EGIM)	N/A
Buyer's Primary Analysis	Static Capitalization Analysis	Op Exp Ratio (OER)	N/A
Net Initial Yield/Cap. Rate	11.93%	Adjusted Price / sf	\$316.39
Projected IRR	N/A	Adjusted Price / Unit	\$34,775
Actual Occupancy at Sale	80%		

Financial

Revenue Type	Trailing Actuals
Period Ending	1/31/2020
Source	N/A
Price	\$3,860,000
Potential Gross Income	N/A
Economic Occupancy	N/A
Economic Loss	N/A
Effective Gross Income	N/A
Expenses	N/A
Net Operating Income	\$460,600
NOI / sf	\$37.75
NOI / Unit	\$4,150
EGIM	N/A
OER	N/A
Net Initial Yield/Cap. Rate	11.93%

Map & Comments



This property was the 11th ranked KOA in the country based on performance, and won the "Best KOA in the Country" award in 2013. The park includes: 15 tent sites, 67 RV sites, 29 cabins; and two bath houses. There is also an owner's home located on the edge of the park. The property was listed for \$4,700,000 and sold in February 2020 for a consideration of \$3,860,000, or 82% of asking price. Pro forma net operating income at the time of sale was \$460,000, for an overall capitalization rate of 11.93%. This property previously sold in May 2018 for \$3,500,000 indicating a 10.3% increase in just over two years.

Sale

Residential - RV Park / Campground

No. 8

Property Name Hideout Cabins & Campground
 Address 1293 County Road 117
 Glenwood Springs, CO 81601
 United States

Government Tax Agency Garfield
 Govt./Tax ID 218527200008

Unit Mix Detail

Rate Timeframe	N/A				
Unit Type	No.	%	Size	Rent	Rent / Area
No information recorded					
Totals/Avg	N/A			N/A	N/A



Improvements

Land Area	9.089 ac	Status	Existing
Gross Building Area (GBA)	8,690 sf	Year Built	1926
Total # of Units	65 Unit	Year Renovated	1988
Average Unit Size	134 sf	Condition	Fair
Floor Count	1	Exterior Finish	Wood
Property Features	N/A		
Project Amenities	N/A		
Unit Amenities	N/A		

Sale Summary

Recorded Buyer	PCP Hideout, LLC	Marketing Time	N/A
True Buyer	N/A	Buyer Type	Private Investor
Recorded Seller	Aspen Community Housing Fund, LLC	Seller Type	N/A
True Seller	N/A	Primary Verification	N/A
Interest Transferred	N/A	Type	Sale
Current Use	N/A	Date	8/15/2019
Proposed Use	N/A	Sale Price	\$5,600,000
Listing Broker	N/A	Financing	Cash to Seller
Selling Broker	Pacific Current Partners, Thomas Niederkoffer, 949-874-8449	Cash Equivalent	\$5,600,000
Doc #	000000924247	Capital Adjustment	\$0
		Adjusted Price	\$5,600,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Cash Equivalent Price/unit and /sf
08/2019	Sale	PCP Hideout, LLC	Aspen Community Housing Fund, LLC	\$5,600,000	\$86,154 / \$644.42

Units of Comparison

Static Analysis Method	N/A	Eff Gross Inc Mult (EGIM)	N/A
Buyer's Primary Analysis	N/A	Op Exp Ratio (OER)	N/A
Net Initial Yield/Cap. Rate	N/A	Adjusted Price / sf	\$644.42
Projected IRR	N/A	Adjusted Price / Unit	\$86,154
Actual Occupancy at Sale	N/A		

Financial

No information recorded

Map & Comments



This is the August 2019 sale of the Hideout RV park and campground. The property is located at 1293 County Road 117 in Glenwood Spring. The property is improved with a combination of RV spaces, tiny houses and cabins that collectively total 65 units. The property sold for \$5,600,000, or \$86,153 per unit. Income and expense information was not available.

Sale

Residential - RV Park / Campground

No. 9

Property Name Chalk Creek RV and Campground
 Address 11430 County Road 197
 Nathrop, CO 81326
 United States

Government Tax Agency Chaffee
 Govt./Tax ID 3412114400001

Unit Mix Detail

Rate Timeframe	Daily				
Unit Type	No.	%	Size (sf)	Rent	Rent / sf
Cabins	3	4%		\$150-\$175	N/A
RV Electric Only 30/50 amp	28	34%		\$40-\$62	N/A
RV Full Hookup 30/50/100 amp	29	35%		\$45-\$61	N/A
Tent Sites	22	27%		\$30-\$46	N/A
Totals/Avg	82			\$52	N/A



Improvements

Land Area	13.090 ac	Status	Existing
Gross Building Area (GBA)	6,355 sf	Year Built	1971
Total # of Units	57 Slip	Year Renovated	N/A
Average Unit Size	111 sf	Condition	Average
Floor Count	1	Exterior Finish	Other (See Comments)
Property Features	Gated / Controlled Access, On-Site Management		
Project Amenities	Barbeque Area, Clubhouse, Cyber Café, Laundry Facility, Playground		
Unit Amenities	N/A		

Sale Summary

Recorded Buyer	Jeremy and Megan Barker	Marketing Time	4 Month(s)
True Buyer	N/A	Buyer Type	End User
Recorded Seller	Rocking K Enterprises	Seller Type	N/A
True Seller	Lars Karlsson	Primary Verification	Appraisal, Seller, Broker
Interest Transferred	Fee Simple/Freehold	Type	Sale
Current Use	RV Park/Campground	Date	1/19/2018
Proposed Use	RV Park/Campground	Sale Price	\$2,450,000
Listing Broker	Campground Connection - 616-532-4835	Financing	Market Rate Financing
Selling Broker	N/A	Cash Equivalent	\$2,450,000
Doc #	440329	Capital Adjustment	\$0
		Adjusted Price	\$2,450,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Cash Equivalent Price/unit and /sf
01/2018	Sale	Jeremy and Megan Barker	Rocking K Enterprises	\$2,450,000	\$42,982 / \$385.52

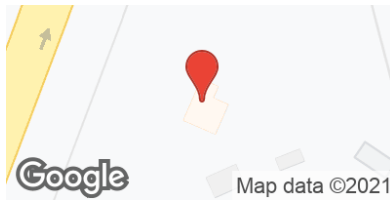
Units of Comparison

Static Analysis Method	Other (see comments)	Eff Gross Inc Mult (EGIM)	4.94
Buyer's Primary Analysis	Other	Op Exp Ratio (OER)	51.79%
Net Initial Yield/Cap. Rate	9.75%	Adjusted Price / sf	\$385.52
Projected IRR	N/A	Adjusted Price / Slip	\$42,982
Actual Occupancy at Sale	N/A		

Financial

Revenue Type	Other See Comments
Period Ending	N/A
Source	Appraiser
Price	\$2,450,000
Potential Gross Income	N/A
Economic Occupancy	N/A
Economic Loss	N/A
Effective Gross Income	\$495,725
Expenses	\$256,734
Net Operating Income	\$238,991
NOI / sf	\$37.61
NOI / Slip	\$4,193
EGIM	4.94
OER	51.79%
Net Initial Yield/Cap. Rate	9.75%

Map & Comments



This is an existing and operating RV park and campground along the Arkansas River and Chalk Creek. The property is situated between Buena Vista and Salida, Colorado and is a popular summer tourist area for white water rafting, kayaking, the Mt. Princeton hot springs, hiking, biking, hunting and fishing and other outdoor activities. The full service campground features an owner's residence/office with attached camp store, three park model cabins, and a total of 76 RV and camping spots. The property features 29 full-hook sites and 26 sites with water and electric only. There are 21 individual tent sites and one large group tent site. Additional amenities include a bath/laundry house, a video/arcade Quonset hut, and a maintenance shed. The sale represents the transfer of the total assets of the business including all personal property/equipment, inventory, and intangible business assets. Based on historical information and a pro-forma analysis the property has a EGIM of 4.94, a GPM of 5.42 and a NIM of 10.25. The building improvements were in average condition and the grounds were considered to be a relatively good overall campground with a variety of amenities and proximity to a variety of local attractions and sporting options. There are a number of similar competing operations in the immediate area but the property owners report good seasonal occupancy from April to October. The peaks season is usually reported at or near capacity most nights and there is some overflow areas for additional RVs and tent camping on popular weekends and holidays. The property was marketed for approximately 4 months prior to going under contract at just slightly less than the asking price of \$2,485,000.

Sale

Residential - Mobile Home Park

No. 10

Property Name Pine Tree MHP
 Address 425 Lake Avenue
 Grand Lake, CO 80447
 United States

Government Tax Agency Grand
 Govt./Tax ID 1193-061-22-012

Unit Mix Detail

Rate Timeframe	N/A				
Unit Type	No.	%	Size	Rent	Rent / Area
No information recorded					
Totals/Avg	N/A			N/A	N/A



Improvements

Land Area	0.689 ac	Status	Existing
Net Rentable Area (NRA)	2,400 sf	Year Built	1972
Total # of Units	18 Unit	Year Renovated	N/A
Average Unit Size	133 sf	Condition	Fair
Floor Count	2	Exterior Finish	Wood
Property Features	N/A		
Project Amenities	N/A		
Unit Amenities	N/A		

Sale Summary

Recorded Buyer	PINETREE MHP, LLC	Marketing Time	5 Month(s)
True Buyer	MCCARTHY, EDWARD	Buyer Type	Private Investor
Recorded Seller	LODEPOLE PROPERTIES, LLC	Seller Type	Private Investor
True Seller	LODEPOLE PROPERTIES, LLC	Primary Verification	Donna Ready, Mountain lake Properties, (970) 627-3103; Grand County records
Interest Transferred	Leased Fee	Type	Sale
Current Use	MHP	Date	1/18/2018
Proposed Use	MHP	Sale Price	\$575,000
Listing Broker	Donna Ready, Mountain lake Properties	Financing	Market Rate Financing
Selling Broker	Teddy Smith, Smith Homes RE	Cash Equivalent	\$575,000
Doc #	2018000458	Capital Adjustment	\$0
		Adjusted Price	\$575,000

Transaction Summary plus Five-Year CBRE View History

Transaction Date	Transaction Type	Buyer	Seller	Price	Cash Equivalent Price/unit and /sf
01/2018	Sale	PINETREE MHP, LLC	LODEPOLE PROPERTIES, LLC	\$575,000	\$31,944 / \$239.58

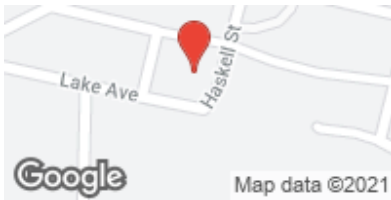
Units of Comparison

Static Analysis Method	Trailing Actuals	Eff Gross Inc Mult (EGIM)	7.53
Buyer's Primary Analysis	Price and Capitalization Analyses	Op Exp Ratio (OER)	37.98%
Net Initial Yield/Cap. Rate	8.24%	Adjusted Price / sf	\$239.58
Projected IRR	N/A	Adjusted Price / Unit	\$31,944
Actual Occupancy at Sale	96%		

Financial

Revenue Type	Trailing Actuals
Period Ending	12/31/2017
Source	Broker
Price	\$575,000
Potential Gross Income	\$80,400
Economic Occupancy	95%
Economic Loss	\$4,020
Effective Gross Income	\$76,380
Expenses	\$29,012
Net Operating Income	\$47,368
NOI / sf	\$19.74
NOI / Unit	\$2,632
EGIM	7.53
OER	37.98%
Net Initial Yield/Cap. Rate	8.24%

Map & Comments



Pinetree Mobile Home Park is a 14 site, all-age community in downtown Grand Lake. Pinetree is one of the few affordable housing options in the town. Occupancy has always been near 100 percent. There is a four-unit apartment building from 1972 that consists of 2 one-bed, one-bath apartments that are 550-square feet, and 2 two-bed one-bath apartments that are 650-square feet. They rent between \$600 - \$650 per month. The 14-mobile home sites consist of all tenant-owned homes, with lot rents that range from \$290 to \$310 per month. Rent includes water, sewer and trash. There is one vacant site that will accommodate a small home or RV. There is an off-site manager that lives in Grand Lake who takes care of the day-to-day operations. He is compensated \$25 per hour, not to exceed \$300 per month.

Addendum C

OPERATING DATA

Addendum D

LEGAL DESCRIPTION

Property Record Card

DELTA COUNTY Delta County Assessor

**CHYC JAN
CHYC ANNA
ALEXANDER LAKE
LODGE**

Account: R000299
Tax Area: H2- - H2-
Acres: 10.170

Parcel: 297701200004
Situs Address:
21220-#1 BARON LAKE DR
CEDAREDDGE, 81413

21221 BARON LAKE DR
CEDAREDDGE, CO 81413-8253

Value Summary

Value By:	Market	Override
Commercial (1)	\$22,866	N/A
Commercial (2)	\$21,831	N/A
Commercial (3)	\$28,390	N/A
Commercial (4)	\$17,631	N/A
Commercial (5)	\$17,861	N/A
Commercial (6)	\$49,531	N/A
Commercial (7)	\$13,233	N/A
Commercial (8)	\$184,422	N/A
Land (1)	\$62,900	N/A
Extra Features (1)	\$10,899	N/A
Land (2)	\$22,100	N/A
Commercial (9)	\$132,424	N/A
Extra Features (2)	\$725	N/A
Total	\$584,813	\$584,813

Legal Description

21220-#1 BARON LAKE DR CEDAREDDGE 81413 21219 BARON LAKE DR CEDAREDDGE 81413 21160 BARON LAKE DR CEDAREDDGE 81413 21221-#2 BARON LAKE DR CEDAREDDGE 81413 21221-#3 BARON LAKE DR CEDAREDDGE 81413 21221-#4 BARON LAKE DR CEDAREDDGE 81413 21221-#5 BARON LAKE DR CEDAREDDGE 81413 21221-#6 BARON LAKE DR CEDAREDDGE 81413 21221-#7 BARON LAKE DR CEDAREDDGE 81413 S: 1 T: 12S R: 95W
Subdivision: RURAL AREA TOTAL 10.17 AC +- SEC 1 T12S R95W 6PM PT S2NW4 BEG WH COR #4 TR 37 BRS 66*58' W1034.14' S52*24' W159.2' S42*4' W275.8' S51*49' W104.64' S2*51' E172.45' N74*53' E124' S86*48' E149' S73*1' E97' S73.1' E126.11' S79&54' E200' N3*53' E183' S74*15' E265.2' N1*1' E427.10' N47*55' W218.8' ETC BK 430 PG 1716 (R-331913) BK 462 PG 547 (R-371066) BK 533 PG 390 BK 624 PG 36 BK 632 PG 278 BK 779 PGS 114 & 115 116 853 PG 748 SVY RD ROW BK 2003 PG 659 SVY 2003-668 SVY R-2010852 R-656493-AS R663028-ESMT R-685001



Public Remarks

Entry Date	Model	Remark
08/14/2002		8/02 REMODELED ALL CABINS AND ADDED BATHROOMS ALSO ADDED RESTURANT ADDITION LH

Property Record Card

DELTA COUNTY Delta County Assessor

Public Remarks

09/08/2005 2005-09-07 FIELD VISIT TO UPDATE ATTRIBUTES AND DETERMINE COMMERCIAL/RESI BREAKDOWN. DISCUSSED WITH OWNER AND REMEASURED CABINS 5, 6, AND 7 (CABIN 6 IS UC DUE TO FIRE ON 4/25/05). PRORATED CABIN 6 FOR 2005 AND ADDED REBUILT CABIN FOR 2006 ALONG WITH UOPS ON THE 3 REMEASURED CABINS. NEW PHOTOS OF ALL STRUCTURES - LEFT ATTRIBUTES FOR CABINS 1-4 AS IS. JW

11/03/2005 2005-11-03 SENT SNOV. JW

07/02/2010 ADDY CHG PER TREAS OFC-NN

02/12/2013 THERE ARE 7 CABINS AT THIS LOCATION PLUS THE MAIN LODGE AND A DETACHED UTILITY BUILDING. THE UPPER FLOORS OF THE LODGE ARE ARE RENTED ROOMS, NOT PRIVATE RESIDENCE PER WEBSITE. UPDATE AREAS EFF 2013, USING 2005 MEASUREMENTS. THE LODGING AREA WITHIN THE MAIN LODGE IS RECORDED UNDER COMM 9-JG

01/27/2016 TD/INVENTORY COMMERCIAL FORM SENT--DS TD INVENTORY FORM RETURNED AND SCANNED IN MW
10/20/16 SITE VISIT FOR SALE VERIFICATION. SPOKE W/ OWNER. UPDATE INTERIOR/EXTERIOR INFORMATION EFF 2017. MEASURE ALL BUILDINGS FOR SF. REMODEL IN PROGRESS. PRIVATE RESIDENCE ON SECOND AND THRID LEVEL OF THE LODGE. ADD WORK DONE IN 2016 EFF IN 2017 -JG

Sale Data

Doc. #	Sale Date	Deed Type	Validity	Verified	Sale Price	Ratio	Adj. Price	Ratio	Time Adj. Price	Ratio
685001	01/08/2016	WJ	UI	Y	\$1,500,000	38.99	\$490,000	119.35	\$490,000	119.35
530586	12/03/1999	WJ	UV	Y	\$450,000	129.96	\$445,000	131.42	\$445,000	131.42
B: 624 P: 36	04/14/1989	WD	UV	Y	\$160,000	365.51	\$160,000	365.51	\$160,000	365.51

Commercial Occurrence 1

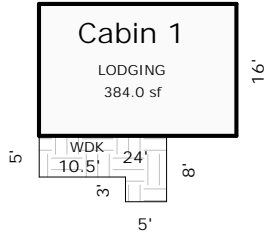
BVAL	221500 - LODGING	Abstract Code	2215 - LODGING IMPROVEMENTS
Arch Style	2 - LODGING	Exterior wall	30 - LOG
RCVR	12 - MODULAR MT	RSTR	3 - GABLE/HIP
Interior Wall	5 - DRYWALL 8 - DECORATIVE	Flooring	14 - CARPET 15 - HARDTILE
Heating Fuel	3 - GAS	Heating Type	2 - CONVECTION
Subdivision	200253 - CED ECAR3 COMMERCIAL	QUAL	3 - AVERAGE
Frame type	2 - WOOD FRAME	STYS	1 - STYS
Number of Baths	1	RMS	2
Number of Bedrooms	1	Actual Year Built	1962
Effective Year Built	1988	Neighborhood	200253 - CED ECAR3 COMMERCIAL
DEPR04	1988 - DEPR04	Use Code	2000

SubArea	ADJUSTED	HEATED	PRIME	ACTUAL
LDG - LODGING	384	384	384	384
WDK - WOOD DECK/BALCONY	18			92
Total	402.50	384.00	384.00	476.50
	Value	Rate	Rate	Rate
	\$22,866	56.81	59.55	47.99

Property Record Card

DELTA COUNTY Delta County Assessor

Commercial Occurrence 1



Sketch by Apex Medina™

Commercial Occurrence 2

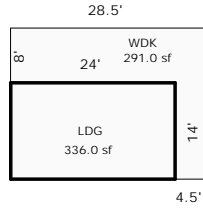
BVAL	221500 - LODGING	Abstract Code	2215 - LODGING IMPROVEMENTS
Arch Style	2 - LODGING	Exterior wall	21 - STONE 6 - BD/BATTEN
RCVR	12 - MODULAR MT	RSTR	3 - GABLE/HIP
Interior Wall	5 - DRYWALL 8 - DECORATIVE	Flooring	14 - CARPET 15 - HARDTILE
Heating Fuel	3 - GAS	Heating Type	2 - CONVECTION
Subdivision	200253 - CED ECAR3 COMMERCIAL	QUAL	3 - AVERAGE
Frame type	2 - WOOD FRAME	STYS	1 - STYS
Number of Baths	1	RMS	2
Number of Bedrooms	1	Actual Year Built	1947
Effective Year Built	1988	Neighborhood	200253 - CED ECAR3 COMMERCIAL
DEPR04	1988 - DEPR04	Use Code	2000

SubArea	ADJUSTED	HEATED	PRIME	ACTUAL
LDG - LODGING	336	336	336	336
WDK - WOOD DECK/BALCONY	58			291
Total	394.20	336.00	336.00	627.00
	Value	Rate	Rate	Rate
	\$21,831	55.38	64.97	34.82

Property Record Card

DELTA COUNTY Delta County Assessor

Commercial Occurrence 2



Sketch by Apex Medina™

Commercial Occurrence 3

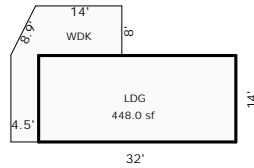
BVAL	221500 - LODGING	Abstract Code	2215 - LODGING IMPROVEMENTS
Arch Style	2 - LODGING	Exterior wall	41 - STEEL SIDING 21 - STONE
RCVR	12 - MODULAR MT	RSTR	3 - GABLE/HIP
Interior Wall	5 - DRYWALL 8 - DECORATIVE	Flooring	20 - LAMINATE
Heating Fuel	3 - GAS	Heating Type	2 - CONVECTION
Subdivision	200253 - CED ECAR3 COMMERCIAL	QUAL	3 - AVERAGE
Frame type	2 - WOOD FRAME	STYS	1 - STYS
Number of Baths	1	RMS	1
Number of Bedrooms	1	Actual Year Built	1924
Effective Year Built	1988	Neighborhood	200253 - CED ECAR3 COMMERCIAL
DEPR04	1988 - DEPR04	Use Code	2000

SubArea	ADJUSTED	HEATED	PRIME	ACTUAL
LDG - LODGING	448	448	448	448
WDK - WOOD DECK/BALCONY	38			191
Total	486.20	448.00	448.00	639.00
	Value	Rate	Rate	Rate
	\$28,390	58.39	63.37	44.43

Property Record Card

DELTA COUNTY Delta County Assessor

Commercial Occurrence 3



Sketch by Apex Medina™

Commercial Occurrence 4

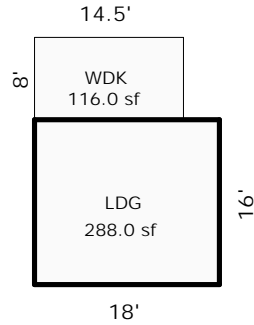
BVAL	221500 - LODGING	Abstract Code	2215 - LODGING IMPROVEMENTS
Arch Style	2 - LODGING	Exterior wall	14 - WD SIDING 21 - STONE
RCVR	12 - MODULAR MT	RSTR	3 - GABLE/HIP
Interior Wall	5 - DRYWALL	Flooring	14 - CARPET
Heating Fuel	3 - GAS	Heating Type	2 - CONVECTION
Subdivision	200253 - CED ECAR3 COMMERCIAL	QUAL	3 - AVERAGE
Frame type	2 - WOOD FRAME	STYS	1 - STYS
Number of Baths	1	RMS	1
Number of Bedrooms	1	Actual Year Built	1924
Effective Year Built	1988	Neighborhood	200253 - CED ECAR3 COMMERCIAL
DEPR04	1988 - DEPR04	Use Code	2000

SubArea	ADJUSTED	HEATED	PRIME	ACTUAL
LDG - LODGING	288	288	288	288
WDK - WOOD DECK/BALCONY	23			116
Total	311.20	288.00	288.00	404.00
	Value	Rate	Rate	Rate
	\$17,631	56.65	61.22	43.64

Property Record Card

DELTA COUNTY Delta County Assessor

Commercial Occurrence 4



Sketch by Apex Medina™

Commercial Occurrence 5

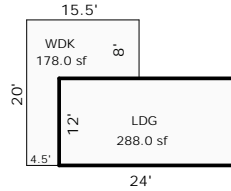
BVAL	221500 - LODGING	Abstract Code	2215 - LODGING IMPROVEMENTS
Arch Style	2 - LODGING	Exterior wall	6 - BD/BATTEN 21 - STONE
RCVR	12 - MODULAR MT	RSTR	3 - GABLE/HIP
Interior Wall	5 - DRYWALL	Flooring	14 - CARPET 15 - HARDTILE
Heating Fuel	3 - GAS	Heating Type	2 - CONVECTION
Subdivision	200253 - CED ECAR3 COMMERCIAL	QUAL	3 - AVERAGE
Frame type	2 - WOOD FRAME	STYS	1 - STYS
Number of Baths	1	RMS	2
Number of Bedrooms	1	Actual Year Built	1924
Effective Year Built	1988	Neighborhood	200253 - CED ECAR3 COMMERCIAL
DEPR04	1988 - DEPR04	Use Code	2000

SubArea	ADJUSTED	HEATED	PRIME	ACTUAL
LDG - LODGING	288	288	288	288
WDK - WOOD DECK/BALCONY	36			178
Total	323.60	288.00	288.00	466.00
	Value	Rate	Rate	Rate
	\$17,861	55.19	62.02	38.33

Property Record Card

DELTA COUNTY Delta County Assessor

Commercial Occurrence 5



Sketch by Apex Medina™

Commercial Occurrence 6

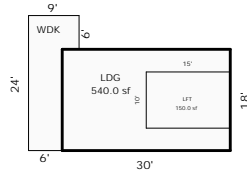
BVAL	221500 - LODGING	Abstract Code	2215 - LODGING IMPROVEMENTS
Arch Style	2 - LODGING	Exterior wall	6 - BD/BATTEN 21 - STONE
RCVR	12 - MODULAR MT	RSTR	3 - GABLE/HIP
Interior Wall	5 - DRYWALL	Flooring	15 - HARDTILE 14 - CARPET
Heating Fuel	3 - GAS	Heating Type	2 - CONVECTION
Subdivision	200253 - CED ECAR3 COMMERCIAL	QUAL	3 - AVERAGE
Frame type	2 - WOOD FRAME	STYS	1.5 - STYS
Number of Baths	1	RMS	2
Number of Bedrooms	1	Actual Year Built	2005
Effective Year Built	2005	Neighborhood	200253 - CED ECAR3 COMMERCIAL
DEPR04	2005 - DEPR04	Use Code	2000

SubArea	ADJUSTED	HEATED	PRIME	ACTUAL
LDG - LODGING	540	540	540	540
LTG - LOFT	90	150		150
WDK - WOOD DECK/BALCONY	32			162
Total	662.40	690.00	540.00	852.00
	Value	Rate	Rate	Rate
	\$49,531	74.78	71.78	58.13

Property Record Card

DELTA COUNTY Delta County Assessor

Commercial Occurrence 6



Sketch by Apex Medina™

Commercial Occurrence 7

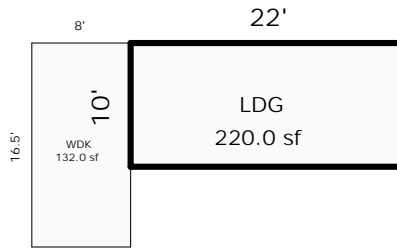
BVAL	221500 - LODGING	Abstract Code	2215 - LODGING IMPROVEMENTS
Arch Style	2 - LODGING	Exterior wall	21 - STONE 6 - BD/BATTEN
RCVR	12 - MODULAR MT	RSTR	3 - GABLE/HIP
Interior Wall	5 - DRYWALL	Flooring	14 - CARPET
Heating Fuel	3 - GAS	Heating Type	2 - CONVECTION
Subdivision	200253 - CED ECAR3 COMMERCIAL	QUAL	3 - AVERAGE
Frame type	2 - WOOD FRAME	STYS	1 - STYS
Number of Baths	1	RMS	1
Number of Bedrooms	1	Actual Year Built	1924
Effective Year Built	1988	Neighborhood	200253 - CED ECAR3 COMMERCIAL
DEPR04	1988 - DEPR04	Use Code	2000

SubArea	ADJUSTED	HEATED	PRIME	ACTUAL
LDG - LODGING	220	220	220	220
WDK - WOOD DECK/BALCONY	26			132
Total	246.40	220.00	220.00	352.00
	Value	Rate	Rate	Rate
	\$13,233	53.71	60.15	37.59

Property Record Card

DELTA COUNTY Delta County Assessor

Commercial Occurrence 7



Sketch by Apex Medina™

Commercial Occurrence 8

BVAL	223000 - REST/LOUN	Abstract Code	2215 - LODGING IMPROVEMENTS
Arch Style	5 - REST/LOUNG	Exterior wall	6 - BD/BATTEN 14 - WD SIDING 25 - MOD METAL 30 - LOG
RCVR	12 - MODULAR MT	RSTR	3 - GABLE/HIP 2 - SHED
Interior Wall	6 - CUST PANEL 5 - DRYWALL 1 - MINIMUM	Flooring	15 - HARDTILE 20 - LAMINATE 12 - HARDWOOD 14 - CARPET 8 - SHT VINYL 3 - CONC FINSH
Heating Fuel	3 - GAS	Heating Type	2 - CONVECTION
Subdivision	200253 - CED ECAR3 COMMERCIAL	QUAL	3 - AVERAGE
Frame type	60 - WOOD	STYS	1.5 - STYS
Number of Baths	3.5	RMS	20
Number of Bedrooms	6	Actual Year Built	1920
Effective Year Built	1995	Neighborhood	200253 - CED ECAR3 COMMERCIAL
DEPR04	1995 - DEPR04	Use Code	2000

SubArea	ADJUSTED	HEATED	PRIME	ACTUAL
ONE - 1 STORY	500	500	500	500
PTO - PATIO	25			504
RSA - RSTRNT - AVG	5,461	5,461	5,461	5,461
UOP - UNF OPEN PORCH	7			66
WDK - WOOD	41			204

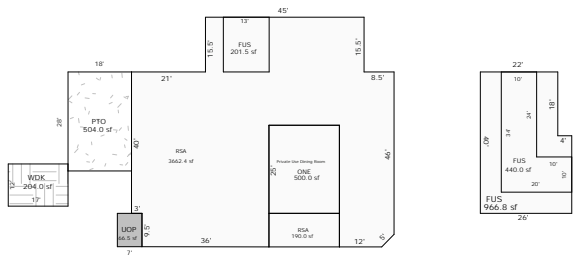
Property Record Card

DELTA COUNTY Delta County Assessor

Commercial Occurrence 8

DECK/BALCONY

Total		6,033.40	5,960.70	5,960.70	6,735.20
	Value	Rate	Rate	Rate	Rate
	\$184,422	30.57	30.94	30.94	27.38



Sketch by Apex Medina™

Commercial Occurrence 9

BVAL	121200 - SFR	Abstract Code	1212 - SINGLE FAMILY RESIDENCE-IMPRO
Arch Style	5 - REST/LOUNG	Exterior wall	6 - BD/BATTEN 14 - WD SIDING 25 - MOD METAL 30 - LOG
RCVR	12 - MODULAR MT	RSTR	3 - GABLE/HIP 2 - SHED
Interior Wall	6 - CUST PANEL 5 - DRYWALL 1 - MINIMUM	Flooring	15 - HARDTILE 20 - LAMINATE 12 - HARDWOOD 14 - CARPET 8 - SHT VINYL 3 - CONC FINSH
Heating Fuel	3 - GAS	Heating Type	2 - CONVECTION
Subdivision	200253 - CED ECAR3 COMMERCIAL	QUAL	3 - AVERAGE
Frame type	60 - WOOD	STYS	1.5 - STYS
Number of Baths	3.5	RMS	20
Number of Bedrooms	6	Actual Year Built	1920
Effective Year Built	1995	Neighborhood	200253 - CED ECAR3 COMMERCIAL
DEPR04	1995 - DEPR04	Use Code	1000

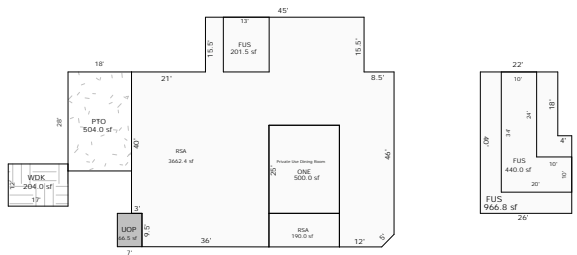
SubArea		ADJUSTED	HEATED	PRIME	ACTUAL
ONE - 1 STORY		500	500	500	500

Property Record Card

DELTA COUNTY Delta County Assessor

Commercial Occurrence 9

PTO - PATIO	25			504
RSA - RSTRNT - AVG	5,461	5,461	5,461	5,461
UOP - UNF OPEN PORCH	7			66
WDK - WOOD DECK/BALCONY	41			204
Total	6,033.40	5,960.70	5,960.70	6,735.20
	Value	Rate	Rate	Rate
	\$132,424	21.95	22.22	19.66



Sketch by Apex Medina™

Land Occurrence 1

LVal	540253 - CED 10 TO 34.99 ACRES	Abstract Code	2115 - 2115 - lodging land
Lot Front	0	Lot Depth	0
Adj 1	74	Adj 2	100
Adj 3	100	Adj 4	100
Neighborhood	200253 - CED ECAR3 COMMERCIAL	Road	3 - R PAVED
TOPO	2 - HILL/MTN	Utilities	6 - W/S/E
Appr Dist	5 - COMM-IND - JOLENE	Subdivision	200253 - CED ECAR3 COMMERCIAL
Use Code	2000	Review Date	201610 - Oct-16

SubArea	ADJUSTED	HEATED	PRIME	ACTUAL
LT	1			1
Total	1.00			1.00
	Value	Rate	Rate	Rate
	\$62,900	62,900.00		62,900.00

Property Record Card

DELTA COUNTY Delta County Assessor

Land Occurrence 2

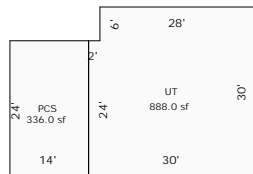
LVal	540253 - CED 10 TO 34.99 ACRES	Abstract Code	1112 - 1112 - single family residence- land
Adj 1	26	Adj 2	100
Adj 3	100	Adj 4	100
Neighborhood	200253 - CED ECAR3 COMMERCIAL	Road	3 - R PAVED
TOPO	1 - AVG TOPO	Utilities	6 - W/S/E
Appr Dist	2 - SURFACE CREEK -JANET	Subdivision	200253 - CED ECAR3 COMMERCIAL
Use Code	1000	Review Date	201610 - Oct-16

SubArea	ADJUSTED	HEATED	PRIME	ACTUAL
LT	1			1
Total	1.00			1.00
	Value	Rate	Rate	Rate
	\$22,100	22,100.00		22,100.00

Extra Features Occurrence 1

CODE	43400 - GARAGE D AVG	Abstract Code	2215 - LODGING IMPROVEMENTS
DIM1	30	DIM2	30
Neighborhood	200253 - CED ECAR3 COMMERCIAL		

SubArea	ADJUSTED	HEATED	PRIME	ACTUAL
UT - UT	888			888
Total	888.00			888.00
	Value	Rate	Rate	Rate
	\$10,899	12.27		12.27



Sketch by Apex Medina™

Extra Features Occurrence 2

CODE	43900 - UTILITY BLDG S LOW	Abstract Code	2215 - LODGING IMPROVEMENTS
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Property Record Card

DELTA COUNTY Delta County Assessor

Extra Features Occurrence 2

DIM1	14	DIM2	20
Neighborhood	200253 - CED ECAR3 COMMERCIAL	Adj 1	50

SubArea	ADJUSTED	HEATED	PRIME	ACTUAL
UT - UT	280			280
Total	280.00			280.00
	Value	Rate	Rate	Rate
	\$725	2.59		2.59

Abstract Summary

Code	Classification	Actual Value	Taxable Value	Actual Override	Taxable Override
1112	1112 - single family residence- land	\$22,100	\$1,580	NA	NA
1212	1212 - single family residence- improvements	\$132,424	\$9,468	NA	NA
2115	2115 - lodging land	\$62,900	\$18,241	NA	NA
2215	2215 - lodging improvements	\$367,389	\$106,543	NA	NA
Total		\$584,813	\$135,832	NA	NA

Addendum E

CLIENT CONTRACT INFORMATION

Addendum F

QUALIFICATIONS

PROFESSIONAL PROFILE



JUSTIN J. ATWELL, MAI, MRICS

Managing Director
Valuation and Advisory Services

T. +1 303 628 7480

F. +1 303 628 1757

justin.atwell@cbre.com

www.cbre.com/justin.atwell

CLIENTS REPRESENTED

- KeyBank
- NorthMarq Capital
- Principal Real Estate Investors
- US Bank
- Ladder Capital Finance
- Callahan Capital Partners
- Prudential Investment Management
- C-III Asset Management
- CIBC World Markets
- Met Life
- CBRE Debt & Equity
- Ivanhoe Cambridge

Justin J. Atwell, MAI, MRICS is the Managing Director of CBRE, Inc. Denver. He is a seasoned real estate professional with over 17 years of valuation and consultation experience. He has worked in multiple markets with exposure to the valuation of office, retail, multi-family, industrial, and land. Assignments completed include valuations of proposed, partially completed, renovated and existing structures. He has experience providing consultations, reviews, market studies, tax appeals, feasibility studies, and litigation support.

In his current role as Managing Director, he provides oversight, training, mentoring, and client management for the Denver area of CBRE, Inc. which includes offices in Denver, Colorado Springs, Fort Collins, Edwards, and Breckenridge.

For over 10 years prior, Mr. Atwell specialized in the valuation of office properties and was the market leader for appraisal and consulting assignments of office real estate in the greater Denver and Seattle Metro areas. Property types primarily include CBD office properties, suburban office properties, medical centers, and data centers.

REPRESENTATIVE ASSIGNMENTS

Property Name, Location	Property Type	Size
■ 1144 Fifteenth, Denver CBD	Office	660,000 SF
■ Drive I and II, Denver RiNo	Office	100,000 SF
■ Fillmore Place, Denver Cherry Creek	Mixed-Use	190,000 SF
■ Palazzo Verdi, Greenwood Village	Office	300,000 SF
■ Republic Plaza, Denver CBD	Office	1,320,000 SF
■ Columbia Center, Seattle CBD	Office	1,500,000 SF

CREDENTIALS

Professional Affiliations/Accreditations/Certifications

- Member of the Appraisal Institute (MAI)
- Member of the Royal Institute of Chartered Surveyors (MRICS)
- 2011 Associate of the Year, Appraisal Institute, Seattle Chapter
- CBRE Top Producer 2007, 2008, and 2010

EDUCATION

- The Evergreen State College
Bachelor of Arts, Urban Design and Planning

Justin John Atwell
1435 Adams St
Denver, CO 80206

State of Colorado
Department of Regulatory Agencies
Division of Real Estate



Board of Real Estate Appraisers



Justin John Atwell

Certified General Appraiser

Marcia Waters

Director: Marcia Waters

License #: CG100041161

Status: Active

Expires: 12/31/2021

For the most up to date information regarding this credential, visit <http://dora.colorado.gov/dre>

Colorado Department of Regulatory Agencies
Division of Real Estate

Justin John Atwell
Certified General Appraiser

<u>CG100041161</u>	<u>12/17/2019</u>
License Number	Issue Date
<u>Active</u>	<u>12/31/2021</u>
License Status	Expiration

Verify this license at <http://dora.colorado.gov/dre>

Marcia Waters

Director: Marcia Waters

Licensee Signature

QUALIFICATIONS OF
WILLEM L. VAN DER HOEVEN
Senior Appraiser

CBRE, Inc.
Valuation & Advisory Services
100 South Main Street, Suite G3B
Breckenridge, Colorado 80424
(970) 485-0853

EDUCATIONAL

Master of Business Administration, Leeds School of Business, University of Colorado, Boulder, Colorado

Bachelor of Science Degree, Business Administration - Finance, Ohio State University, Columbus, Ohio

LICENSE(S)/CERTIFICATION(S)

Certified General Real Estate Appraiser: State of Colorado (No. CG100015767)

PROFESSIONAL

Appraisal Institute

Candidate for Designation

EMPLOYMENT EXPERIENCE

2007-2013 Real Estate Appraiser, Ebert Appraisal, Breckenridge, Colorado

2013-Present Senior Appraiser, CBRE, Inc, Breckenridge, Colorado

Appraisal experience has been in the fee preparation of real estate appraisals, feasibility studies, rent analyses and market studies of commercial and multifamily residential properties. Experience encompasses a wide variety of property types including office, retail, industrial, multifamily, hotel/motel, net leased investments, fractional interests, medical office buildings, restaurants, and other special purpose properties as well as suburban, rural and ranch lands.

Assignments completed in the central Rocky Mountain region in Colorado. Primary geographical experience is Colorado mountain communities including Breckenridge, Vail, Steamboat, Leadville, Glenwood Springs and Grand Junction.

The Intermountain Region of CBRE, Inc. Valuation & Advisory Services covers the states of Arizona, Colorado, Idaho, Iowa, Minnesota, Montana, Nebraska, Nevada, New Mexico, North and South Dakota, Utah, and Wyoming. The regional office is based in Phoenix, Arizona, with satellite offices in the cities of Colorado Springs, Denver, Fort Collins, Des Moines, Las Vegas, Minneapolis, Omaha, Salt Lake City, and Tucson.

Willem Ludolph van der Hoeven
 Po Box 5230
 Breckenridge, CO 80424

State of Colorado
 Department of Regulatory Agencies
 Division of Real Estate



Board of Real Estate Appraisers

Willem Ludolph van der Hoeven
 Certified General Appraiser

Marcia Waters
 Director: Marcia Waters

License #: CG100015767
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 Expires: 12/31/2022

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Colorado Department of Regulatory Agencies
 Division of Real Estate
 Willem Ludolph van der Hoeven
 Certified General Appraiser

<u>CG100015767</u>	<u>12/25/2020</u>
License Number	Issue Date
<u>Active</u>	<u>12/31/2022</u>
License Status	Expiration

Verify this license at <http://dora.colorado.gov/dre>

<i>Marcia Waters</i>	<i>Willem Ludolph van der Hoeven</i>
Director: Marcia Waters	Licensee Signature

CBRE VALUATION & ADVISORY SERVICES

WILLEM VAN DER HOEVEN

Valuation & Advisory Services
(970) 485-0853
willem.vanderhoeven@cbre.com

JUSTIN ATWELL

Valuation & Advisory Services
(303) 628-7476

www.cbre.com