

UNMATCHED OPPORTUNITY

THE DISTRICTS **AT DEN**

UP TO 1500 ACRES ACROSS SEVEN DISTRICTS

CBRE



THE OFFERING

Denver International Airport (DEN) is the second largest landowner of any airport in the world and the largest in North America. DEN's real estate division supports the airport's core aviation mission by securing innovative, sustainable, and economically beneficial commercial development of the airport's non-aviation land.

- » DEN is seeking offers from qualified developers, investors, and users for commercial development and aeronautical support facilities through one or more long-term ground leases.
- » The information contained with this offering memorandum describes the opportunities, provides guidance for acceptable transaction structures and development guidelines, and details the requirements and instructions for submitting offer(s) for land development.
- » Within these parameters, offers should propose development concepts, acreage, and district or other non-aeronautical location, best suited to developer interest.
- ➤ ALL SUPPORTING DOCUMENTS CAN BE ACCESSED IN THE VIRTUAL DEAL ROOM THROUGH THE CBRE DEAL FLOW WEBSITE:

www.thedistrictsatden.com





OPPORTUNITY OVERVIEW: DEN LAND AVAILABLE FOR DEVELOPMENT



THE **AIRPORT**

With approximately 53 square miles (13,700 hectares) of land area, Denver International Airport (DEN) has the second largest land ownership of any airport in the world, and the largest in North America.



VISIONARY MASTER PLAN

DEN seeks to create one of the most forward-thinking airportcentric commercial communities in the world through its strategic development plan for 7 master planned commercial districts. The distinct character and range of acreage offerings at each district provide opportunity for a wide variety of commercial development types.



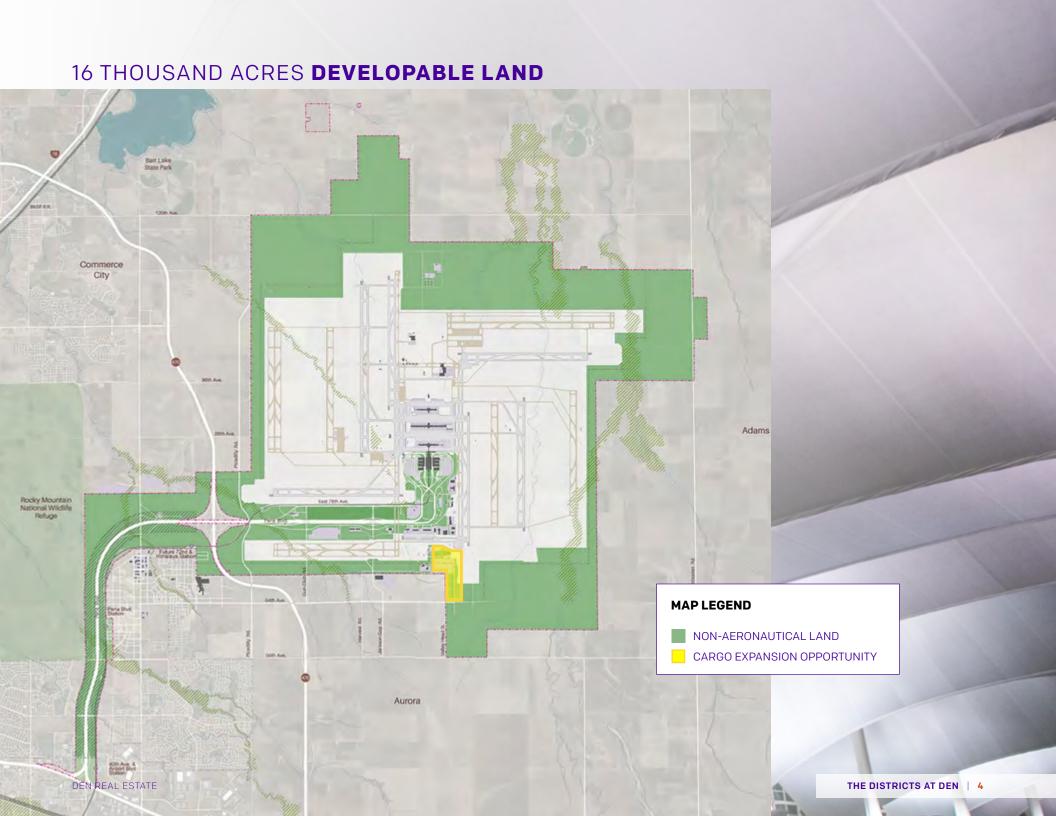
DEN **REAL ESTATE**

Denver International Airport's division of Real Estate (DEN Real Estate) supports the airport's core aviation mission by capitalizing on DEN's size, capacity for growth, and centralized location, both nationally and globally, to create innovative, sustainable, and economically beneficial commercial development of the airport's non-aviation land.



COMMITMENT TO SUSTAINABILITY

DEN strategically considers the long-term economic, social, and environmental impacts of all airport activities. We want to maximize long-term benefits and ensure that our success strengthens our community stakeholders. DEN is committed to making the planet better for the next generation.



DEMOGRAPHIC PROFILE



3.3M

Metro Denver 2020 Population



+100K

Population Increase (vs. 2010) U.S. Census Bureau



3RD

Fastest Growing State This Decade 2019 U.S. Census

GLOBALLY CONNECTED



Busiest Airport In The U.S.

October 2023, ACI Data Source

Destinations

International Destinations

TOP MARKET RANKING



#1 BEST STATE FOR WORKFORCE #1 TOP CITY STEM JOB GROWTH INDEX

(CNBC, 2022)

(STEMdex, 2021)

MEDIAN AGE



YOUNGER THAN AVG.

37.3 (U.S. Average 38.8 In 2021) **48%** Between 20 & 54 Years Old





NET IN-MIGRATION OF DENVER METRO REGION



299,570 PEOPLE (To The Denver Market Between 2010–2019)

CA, TX, NM, GA, & VA (Are Top States For Colorado Net In-Migration)

DEN'SVISION 100

Vision 100 is a thoughtful and comprehensive plan that will enable DEN to prepare for and reach 100 million annual passengers. While DEN experienced a slight set back as a result of the pandemic, passenger traffic is expected to fully recover in 2022 putting the airport on pace to reach 100 million annual passengers between 2030 and 2035. The plan includes four main pillars: Powering our People, Growing our Infrastructure, Maintaining What we Have and Expanding our Global Connections. To learn more, visit: https://www.flydenver.com/vision100.



100 MILLION ANNUAL PASSENGERS

SUSTAINABILITY & RESILIENCY • EQUITY, DIVERSITY, INCLUSION & ACCESSIBILITY
 CONTINUOUS STAKEHOLDER INPUT/FEEDBACK • ENHANCING THE CUSTOMER EXPERIENCE

PILLAR 1



PILLAR 2



GROWING OUR INFRASTRUCTURE

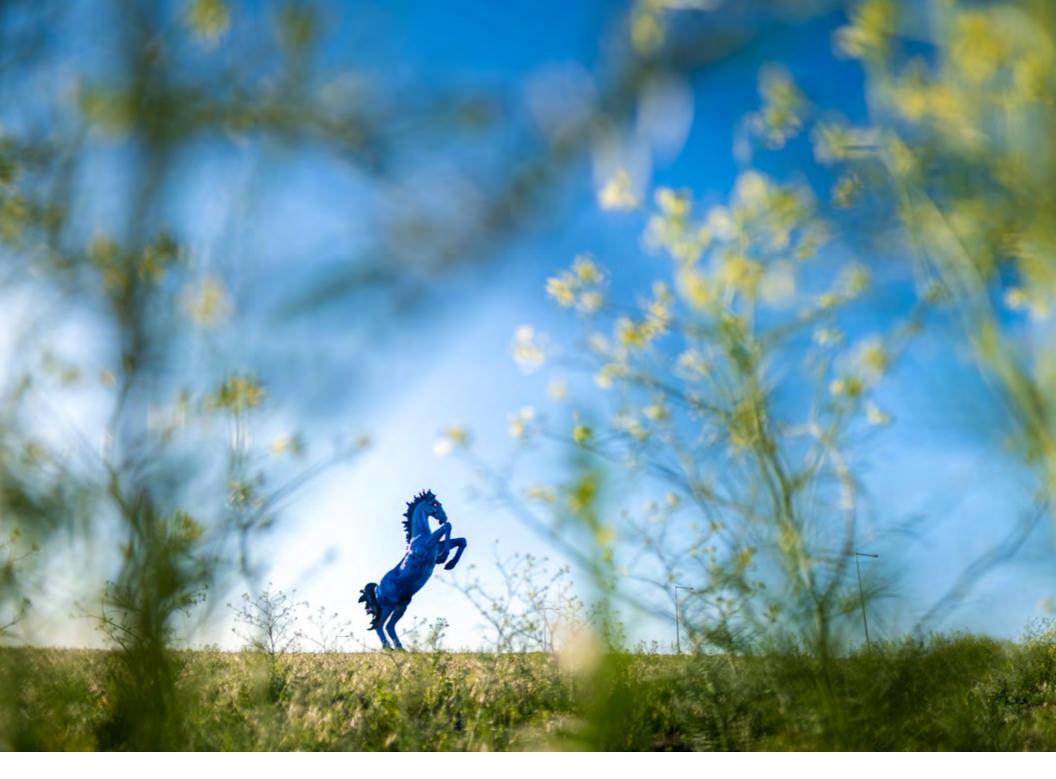
PILLAR 3



MAINTAINING WHAT WE HAVE PILLAR 4



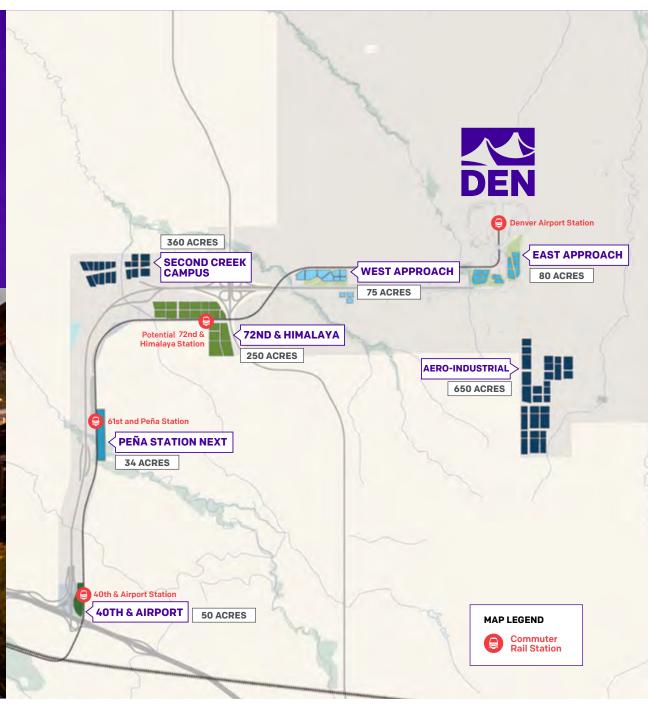
EXPANDING OUR GLOBAL CONNECTIONS



THE DISTRICTS AT DEN

UP TO 1,500 ACRES AVAILABLE FOR LONG-TERM GROUND LEASE AND DEVELOPMENT TODAY







WEST APPROACH MIXED-USE DISTRICT

USES:

- » Hospitality
- » Airport Supportive

» Retail

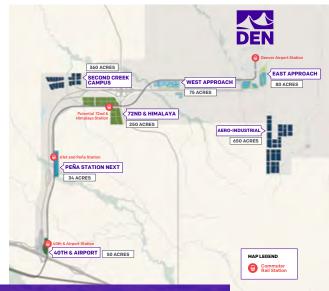
» Office





A DYNAMIC MIXED-USE DESTINATION

Development-ready West Approach will serve nearly 78M passengers and 40,000 airport employees with a variety of hotels, services, retail, restaurants and offices. The district is distinguished by 100,000 plus vehicle traffic daily.



AVAILABLE ACREAGE FOR LEASE: 75 ACRES

AMENITIES:

The Late of
2000
- fa
10-105

75 ACRES WEST APPROACH: LAND PARCELS AVAILABLE FOR LEASE

ENTERPRISE ZONE: BLOCK 1079

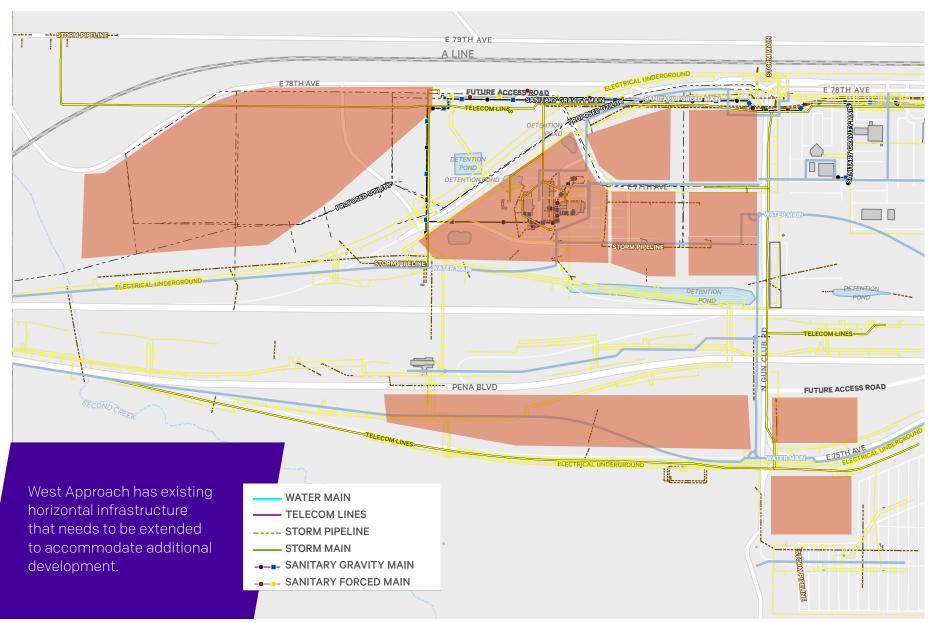


^{*}Parcel boundaries and layout of roadway networks are conceptual and can be subdivided in different ways.

^{*}Acreage of available parcels are approximate.

WEST APPROACH: DEVELOPMENT MAP





AERO-INDUSTRIAL

RUNWAY ADJACENT LOGISTICS AND MANUFACTURING

USES:

- » Industrial
- » Air Cargo
- » Freight Forwarding » Aviation Support





AERO-INDUSTRIAL

Aero-Industrial development will capitalize on proximity to airfields and the growing community of industrial development in this highly active area. Cargo, logistics, research and other markets will find ample room for expansion and enjoy ease of transport in this district

DEN is excited to offer a unique opportunity for both air and landside cargo and air support operations in this district.



AMENITIES:



KR7

650 ACRES

AERO-INDUSTRIAL: LAND PARCELS AVAILABLE FOR LEASE

DENVER ENTERPRISE ZONE BLOCKS 1074, 1075, AND 1077 **ADAMS COUNTY ENTERPRISE ZONE**

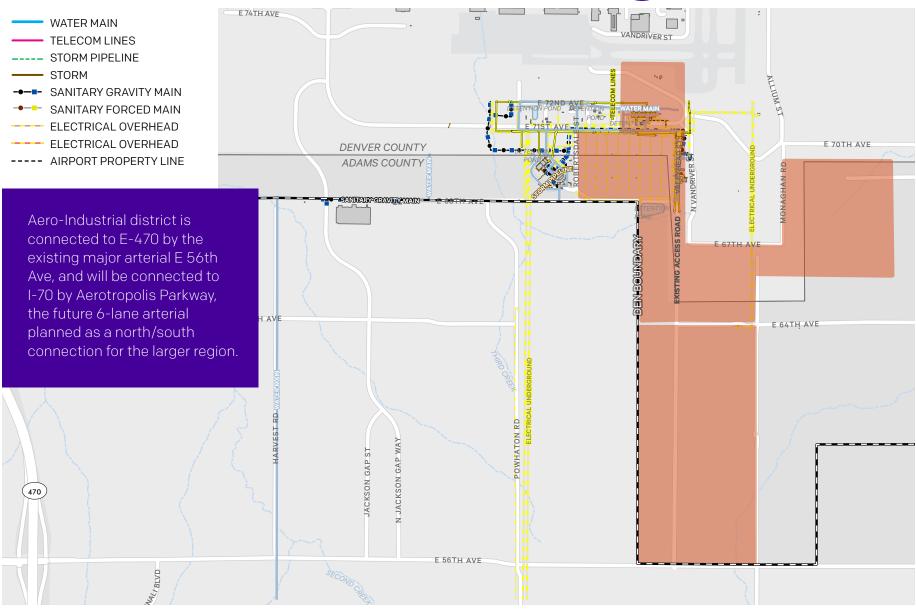


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AERO-INDUSTRIAL DEVELOPMENT MAP





40TH & AIRPORT STATION TRANSIT-ORIENTED

DEVELOPMENT

USES:

- » Hospitality
- » Restaurant

» Retail

- » Office
- » IT Industrial





MIXED-USE TRANSIT-ORIENTED DEVELOPMENT

This mixed-use transit-oriented development opportunity at 40th & Airport is anchored by a commuter rail station at the entrance to DEN, with visibility from I-70 and Peña Boulevard as well as the A-Line ridership. Residential neighborhood growth to the north, hospitality services to the west and industrial development to the east make this a truly mixed-use area.



AVAILABLE ACREAGE FOR LEASE: 50 ACRES

AMENITIES:



50 ACRES 40TH & AIRPORT STATION: LAND PARCELS AVAILABLE FOR LEASE

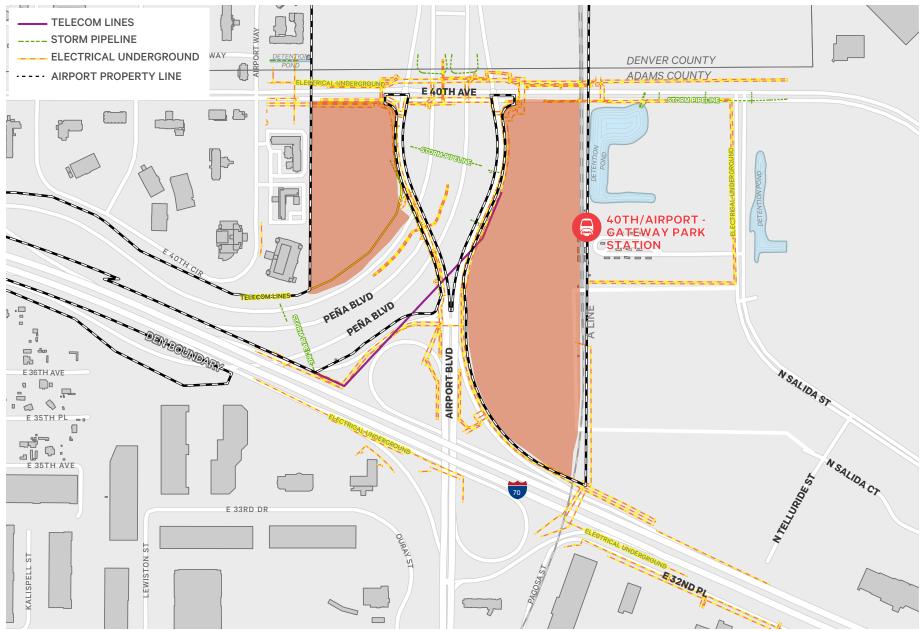


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40TH & AIRPORT STATION: DEVELOPMENT MAP





PEÑA STATION NEXT TRANSIT-ORIENTED DEVELOPMENT

USES:

- » Hospitality
- » Office

» Retail

- » Entertainment
- » Education





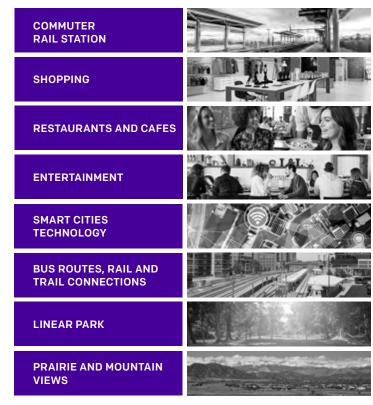
A SMART CITY DEVELOPMENT CENTERED ON MOBILITY

This innovative transit-oriented development (TOD) is a living laboratory for autonomous mobility, sustainability, and net-zero energy consumption. It's strategically located along the commuter rail connecting DEN with downtown Denver. A smart move for progressive office, hospitality, retail and education.

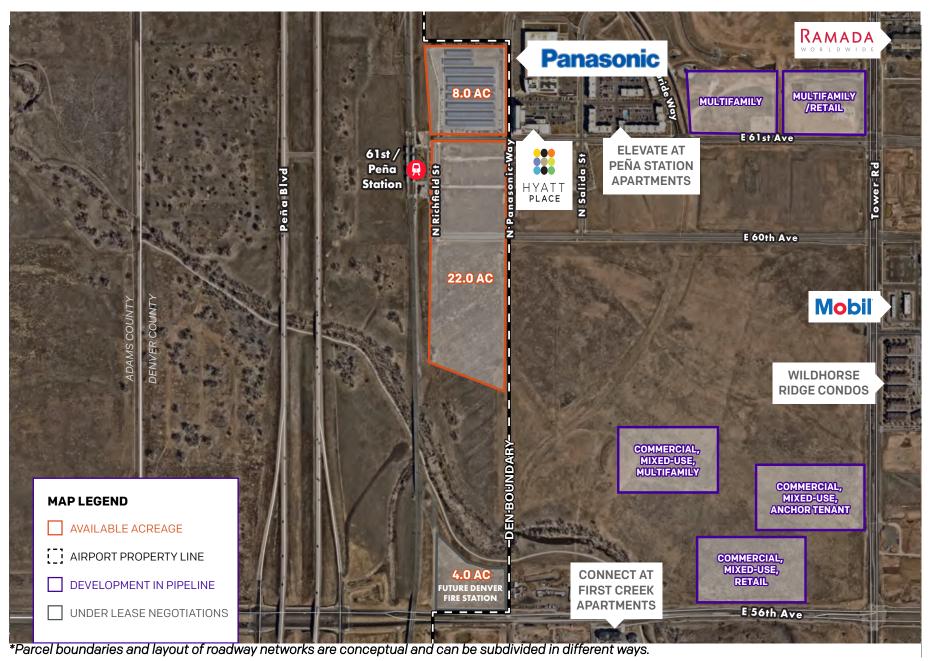


AVAILABLE ACREAGE FOR LEASE: 34 ACRES

AMENITIES:



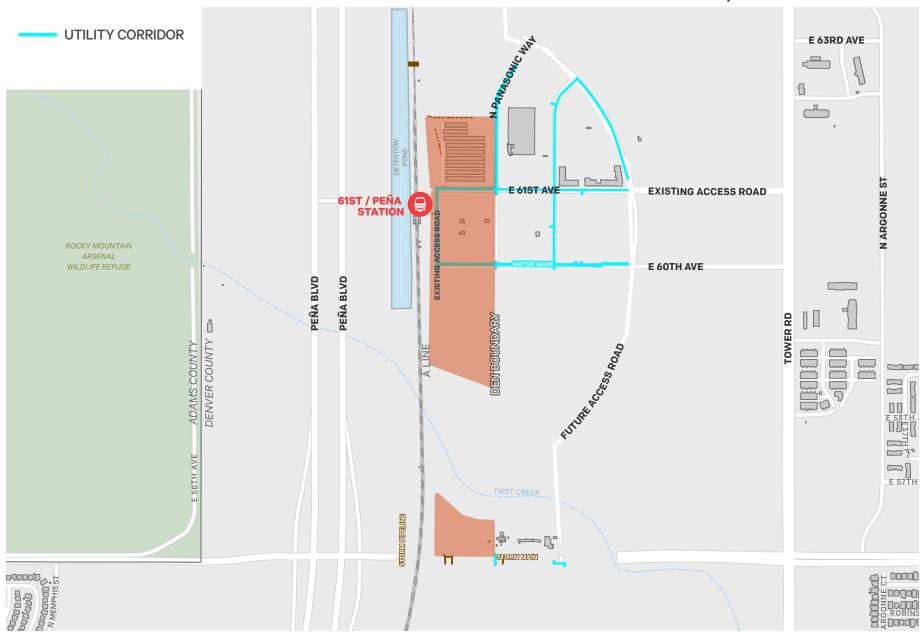
34 ACRES PEÑA STATION NEXT: LAND PARCELS AVAILABLE FOR LEASE



*Acreage of available parcels are approximate.

PEÑA STATION NEXT: DEVELOPMENT MAP





SECOND CREEK INNOVATION CAMPUS

USES:

- » Agribusiness
- » Renewable Energy
- » Technology

- » Education
- » Office
- » Retail
- » Advanced Manufacturing » Research & Development
- » Light Industrial



A HUB OF INNOVATION

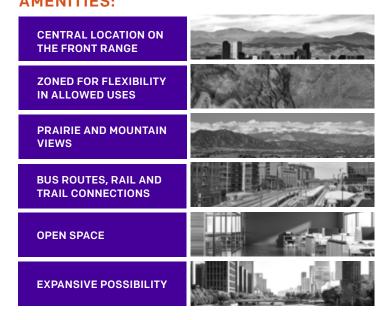
This progressive district is designed for transformative sectors such as agribusiness, renewable energy and technology. The next-generation workforce will appreciate quick access to recreation, trails, the bison reserve and a planned transit circulator.



AVAILABLE ACREAGE FOR LEASE: 360 ACRES



AMENITIES:



360 ACRES SECOND CREEK: LAND PARCELS AVAILABLE FOR LEASE

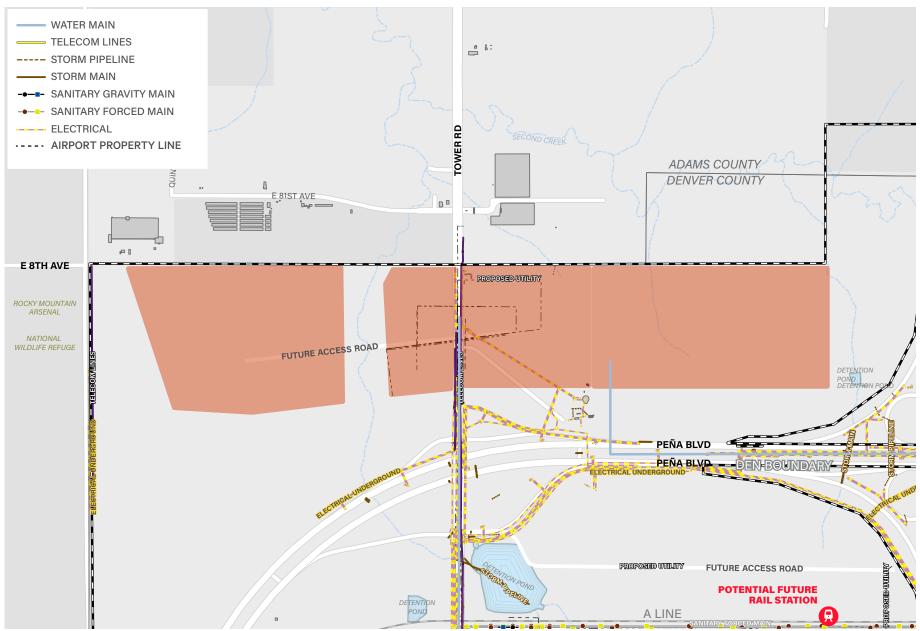


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SECOND CREEK: DEVELOPMENT MAP





72ND & HIMALAYAMIXED-USE DISTRICT

USES:

- » Hospitality
- » Retail
- » Restaurant
- » Technology
- » Advanced Manufacturing
- » Light Industrial
- » Office





A HIGH VISIBILITY MULTI-USE DISTRICT

Smart manufacturing, retail, and recreation opportunity near the Gaylord Rockies Resort & Convention Center and future rail stop with great visibility from Peña Blvd. and E-470.



AVAILABLE ACREAGE FOR LEASE: 250 ACRES



AMENITIES:

CONNECTION TO TERMINAL

CENTRAL LOCATION ON THE FRONT RANGE

PRAIRIE AND MOUNTAIN VIEWS

ZONED FOR FLEXIBILITY IN ALLOWED USES

ENTERTAINMENT

POTENTIAL FUTURE COMMERCIAL RAIL

250 ACRES

72ND & HIMALAYA: LAND PARCELS AVAILABLE FOR LEASE

ENTERPRISE ZONE: BLOCK 1098 AND 1099

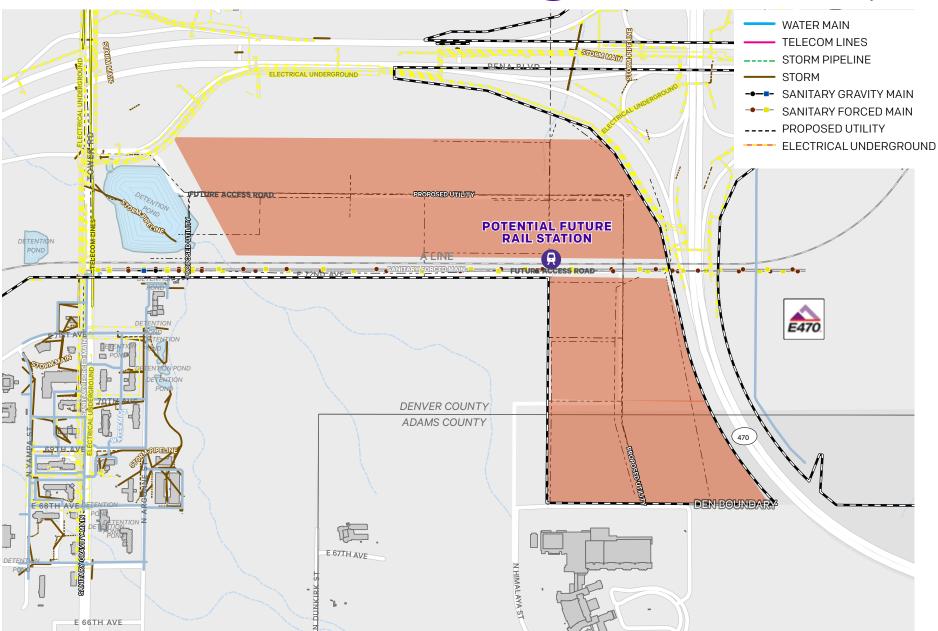


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72ND & HIMALAYA: DEVELOPMENT MAP





EAST APPROACH GLOBAL BUSINESS HUB

USES:

- » Conference Centers
- » Office
- » Hospitality
- » Restaurant





A VISIONARY GLOBAL BUSINESS DISTRICT

A global business district with direct access to DEN and the main terminal. DEN's consolidated rental car facility will be located in this district, releasing additional acreage currently used by rental car lots. Planning is underway for the diverse redevelopment of land uses as well as an autonomous people mover from the terminal to activate businesses in the 78th Ave corridor.

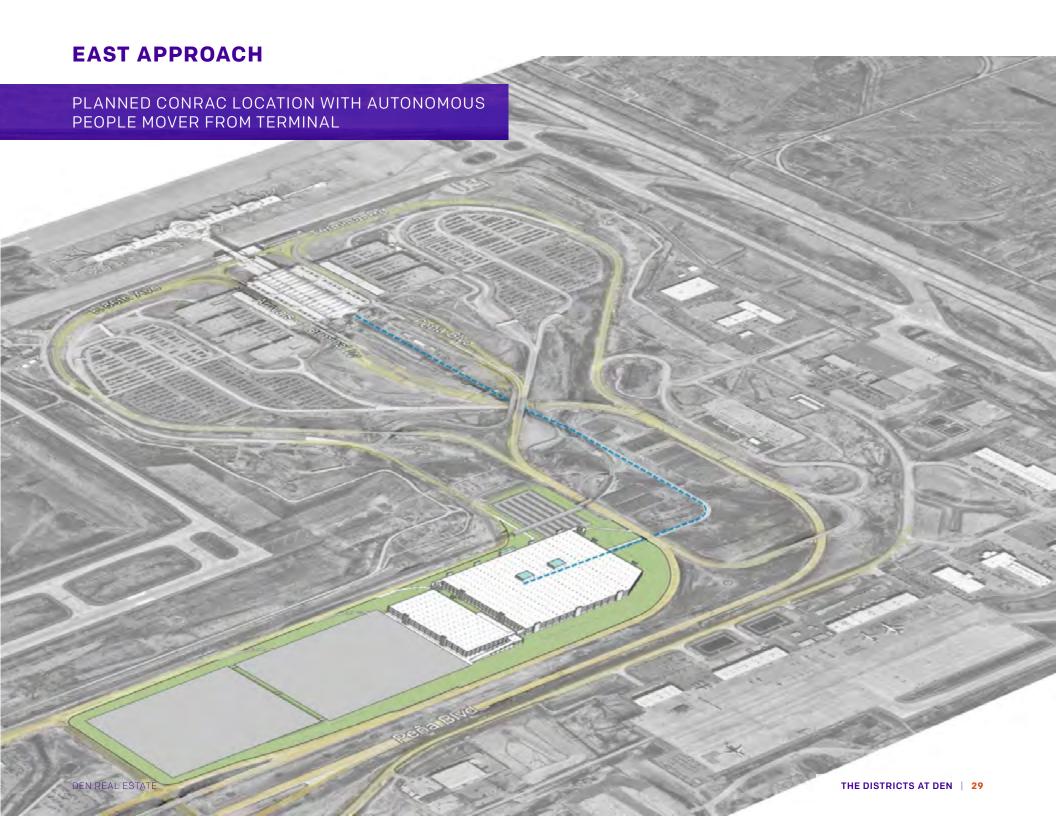


AVAILABLE ACREAGE FOR LEASE: 80 ACRES

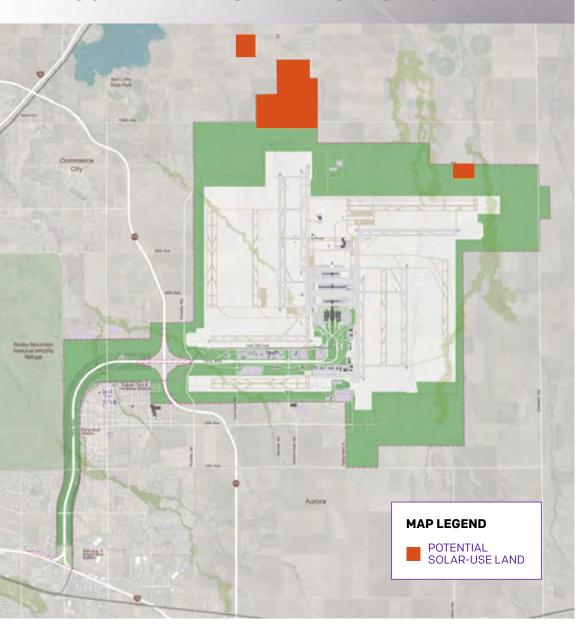


AMENITIES:

ART WALK MULTI MODAL TERMINAL CONNECTIONS CIRCULATING **SHUTTLES** Terminal West **DIRECT ACCESS TO AIRPORT** INTERNATIONAL **BUSINESS SYNERGY**



SOLAR DEVELOPMENT OPPORTUNITY



SUSTAINABILITY

Denver International Airport (DEN) strategically considers the long-term economic, social, and environmental impacts of all airport activities. We want to maximize long-term benefits and ensure that our success strengthens our community stakeholders. DEN is making every effort to make the planet better for the next generation.

DEN'S ENVIRONMENTAL MANAGEMENT HAS ESTABLISHED MANY FIRSTS IN THE UNITED STATES AND INTERNATIONALLY:

- First airport in the United States to be accepted into the EPA's National Environmental Performance Track Program (2006)
- Received FAA Environmental Stewardship Award (2007)
- Accepted into Colorado's environmental leadership program as a Gold level member (2004)

SOME OF DEN'S SUSTAINABILITY PRACTICES AND ACCOMPLISHMENTS INCLUDE:

- Stormwater and erosion management programs
- Composting food and other organic wastes
- Recycling or reusing 21 different types of materials

RENEWABLE ENERGY

Since 2008, DEN has been committed to investing in on-site renewable energy technology. Currently, seven photovoltaic solar arrays are operating on Denver International Airport property with a combined capacity of 10 megawatts (MW). That's enough electricity to power over 2,500 typical Denverarea homes. The arrays have the capacity to offset up to 11,465 metric tons of greenhouse—as emissions each year, which is equivalent to the emissions associated with burning more than 12 million pounds of coal. Production potential: 16.1 gigawatt hours/year.

DEN REAL ESTATE



RFO PROCESS

Offers shall be evaluated by **DEN Evaluation Committee for** market competitiveness and based on selection criteria set forth in the RFO.

> ALL SUPPORTING DOCUMENTS CAN BE ACCESSED IN THE VIRTUAL DEAL ROOM THROUGH THE CBRE DEAL FLOW WEBSITE:

www.thedistrictsatden.com

DEN RELEASES ROLLING RFO

There is no submission deadline. Although DEN can close the RFO at any time, DEN Real Estate anticipates keeping the opportunity open for multiple years to allow interested parties an opportunity to present ideas for commercial development at DEN.

OFFER SUBMITTAL

Submitted offer is screened for responsiveness by DEN Contract Administrator before being passed on to DEN's commercial broker to be evaluated for market viability. If these two conditions are met, the offer is submitted to the DEN Real Estate Screening Committee.

DEN REAL ESTATE EVALUATION COMMITTEE

The SVP of Real Estate presents the offer to a diverse group of 3-5 standing members familiar with DEN Real Estate. The committee makes a decision to either reject the offer or engage with the offeror to further discuss the proposed program and lease terms. If offer is rejected, offeror will receive a rejection letter. If the offer moves forward, offeror will be invited to discuss the opportunity and terms of an LOI with DEN Real Estate.

LOI DRAFTING

The opportunity is further defined and site conditions are verified to be suitable for the proposed development. Business terms are outlined and include applicable City social ordinance requirements.

LOI EXECUTION

The LOI is submitted to DEN leadership for approval and signature by the CEO. Minority/Women Business Enterprise (MWBE) utilization goals and Equality Diversity and Inclusion (EDI) plan requirements described by the Division of Small Business Opportunity (DSBO) are included as attachment to LOI. Upon signature of the LOI, DEN Real Estate, and offeror have 10 days to schedule a meeting with DSBO to begin setting MWBE goals and developing EDI plan.

FINAL LEASE NEGOTIATION, COMMUNITY OUTREACH

Agreement is reached on business terms, lease boundary and social ordinance requirements (including ACDBE if applicable). DEN Government Affairs updates Registered Neighborhood Organizations and Council Member Town Hall on proposed development sites. Proposer finalizes EDI plan with DSBO.

LEASE EXECUTION

DEN and offeror sign the lease contract. DEN brings contract to Denver City Council for consideration. Contract executed if approved.



DOING BUSINESS WITH DEN: TRANSACTION GUIDANCE



LEASE STRUCTURE:

DEN is open to all ground lease and transaction structures. The City and County of Denver, through the Department of Aviation, is the fee-simple owner of all DEN land.



LEASE TERMS:

Ground rental rate is based on fair market land value. Flexible ground lease terms. The leasehold mortgage will not be subordinate to any other liens.



TAXES:

City and County of Denver: Possessory interest taxes will be calculated by either the Denver Assessor's office or the Adams County Assessor's office by generally applying the methodology set forth in the "Assessor's Reference Library" published by the Colorado Department of Local Affairs, Division of Property Taxation.



ZONING & ENTITLEMENTS - CITY AND COUNTY OF DENVER:

City and County of Denver: The property is zoned DIA under Section 9.5 of the Denver Zoning Code. DEN will require that all offeror's development plans conform to the design standards described within this offering memorandum and relevant due diligence items.



ZONING & ENTITLEMENTS - ADAMS COUNTY:

The property is zoned DIA under Section 3-03 of the Adams County Development Standards and Regulations. Permitted principal uses are derived from Article IV of the Intergovernmental Agreement on the New Airport and Adams County is working to amend the zoning and land use regulations to reflect the expanded uses set forth in the 2016 IGA Amendment. Pending that amendment, DEN received a letter of interpretation from the Director of Community and Economic Development to clarify that Adams County will, in the interim period, review any land use applications for development on DEN using the expanded land uses specifically allowed in the 2016 IGA amendment. DEN will require that all offerors development plans conform to applicable design standards per district and relevant due diligence items.



LAND USE:

Commercial development, excluding residential, are permitted uses as approved by the FAA and the Department of Aviation Manager on a case-by-case basis.



INFRASTRUCTURE:

DEN is flexible to explore innovative approaches for establishing additional infrastructure improvements including return-based direct investment by DEN, special district establishment, tenant inducement rental structures and other structures for the construction and long-term maintenance of any necessary infrastructure.

CITY VALUES STATEMENT

The values of equity, diversity, inclusivity, accessibility, and sustainability are inherent to the City and County of Denver's strategy to develop and maintain prosperous communities. Accordingly, these values are embedded into all the City's procurement processes to ensure competitive procurements that offer equitable opportunities for all potential proposers, including greater contracted and significant participation for historically underutilized multicultural businesses to ensure Denver's long-term economic, social, and environmental health. Through equitable procurements, the City is committed to working to remove barriers and increase access to City contracting opportunities for all historically underutilized multicultural businesses, including participation by small businesses and those that are owned and controlled by historically underutilized multicultural businesses which shall include small businesses and those owned by minorities, women, veterans, LGBTQ+, and individuals living with disabilities as well as those in economically distressed or redlined neighborhoods. It is a primary value to promote economic equity by engaging a more diverse and inclusive community of vendors and contractors, both as prime and sub-contractors to address racial, socioeconomic and gender disparities. Through this promotion of equity, diversity, and inclusion, the City strives to improve opportunities that ensure fair and just access to jobs, housing, education, mobility options, and healthier communities. It is the City's expectation that all successful offerors demonstrate their commitment to these City values through their procurement responses and post contract and/or lease activities.

Each procurement opportunity is to be approached with ethical and honest behavior. The City will solicit, evaluate, and award contracts based upon the Offeror's alignment with the City's values as it relates to its approach, proven experience, ability to perform work, costs, and pricing. DEN is looking for Proposers that demonstrate a history of equity, diversity, integrity, stewardship, innovation, and humanity. The City is looking for Proposers that have equity, diversity, and inclusion (EDI) embedded in their policies, procedures, practices, initiatives, and exhibit actionable results and ensures that of those that they partner with.

The City's values may be demonstrated through but are not limited to: (a) workforce expansion; (b) utilization of and work with the historically underutilized community, separate from required certified goals; (c) environmental sustainability and (d) EDI and Equal Employment Opportunity (EEO) programs for staff.

CITY AND COUNTY OF DENVER PERMIT PROCESS*

CPD Concept Review

Project is subject to CPD Concept Review if it is adjacent to City ROW, or roads maintained by DOTI, or if it is part of Pena Station Next Applicant submits concept plans to CCD Community Planning and Development (CPD) Development Project via ePermit for feedback as relevant to community planning, roadways, wastewater or parks and open space (3 weeks)

Development within the Commercial District's at DEN is not subject to CPD Site Development Plan Review

DEN Site Plan Review

DEN RE Project Manager submits plans and architectural elevations for review by DEN Design Review Committee (committee meets every other Thursday, plans due prior Thursday)

DEN RE Project Manager schedules preliminary review by DEN liaisons for Denver fire Department and CPD building safety (open hours every Tues and

DEN RE Project Manager submits landscape plans to USDA for review

DEN **Engineering** Review

DEN RE Project manager schedules review of civil plans and supporting documents with AIM

Supporting documents may include geotech, TIS, utility master plan, drainage, erosion control, infrastructure operations, environmental QA/QC requirements @ Applicant submits testing frequency schedule (e.g., one concrete test per day for sidewalk). AIM determines inspection reports and construction submittals required by DEN for review throughout project

Denver Water – internal review by DEN before applicant submits plans to Denver Water for review

FAA Review

Applicant sends FAA Form 7460 process (Notice of Proposed Construction or Alteration), of any structure or temporary construction equipment (e.g., cranes) that penetrate Part 77 to DEN Planning for review (two weeks)

DEN Planning submits plans to FAA on behalf of applicant (90 days)

Note: FAA advisory circular 18B also required submittal of as built record drawings at project conclusion

LOA

DEN RE Project Manager emails draft Letter of Authorization Process to DEN Permit Manager

DEN Permit Manager confirms DEN approvals and transmit LOA to the DEN Project Coordinator from Denver Community Planning and Development

Permit Submittal Applicant uploads plans via ePermit with signed LOA and construction cost estimate attached. (Support from Permit Manager as necessary)

Design phases are described in DEN "Standards and Criteria" Design Standards Manual, chapter 2, available on www.thedistrictsatden.com

*DEN land outside the City and County of Denver will follow an Adams County permitting process.

AFFILIATED BUSINESS DISCLOSURE

CBRE, Inc. ("CBRE") operates within a global family of companies with many subsidiaries and related entities (each an "Affiliate") engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates, including CBRE Investment Management, Inc. or Trammell Crow Company, may have or represent clients who have competing interests in the same transaction. For example, Affiliates or their clients may have or express an interest in the property described in this Memorandum (the "Property") and may be the successful bidder for the Property. Your receipt of this Memorandum constitutes your acknowledgement of that possibility and your agreement that neither CBRE nor any Affiliate has an obligation to disclose to you such Affiliates' interest or involvement in the sale or purchase of the Property. In all instances, however, CBRE and its Affiliates will act in the best interest of their respective client(s), at arms' length, not in concert, or in a manner detrimental to any third party. CBRE and its Affiliates will conduct their respective businesses in a manner consistent with the law and all fiduciary duties owed to their respective client(s).

CONFIDENTIALITY AGREEMENT

Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property ("Owner") or CBRE, Inc. ("CBRE"), and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE.

DISCLAIMER

This Memorandum contains select information pertaining to the Property and the Owner and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented "as is" without representation or warranty of any kind. Such information includes estimates based on forwardlooking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property's suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

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THE DISTRICTS AT **DEN**



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