

BIRCHWOOD VILLAGE APARTMENTS

3615-3618 E UINTAH ST, COLORADO SPRINGS, CO 80909



SELLER FINANCING AVAILABLE

5% INTEREST ONLY | 5 YEARS | 35% DOWN PAYMENT

OFFERED BY KAUFMAN HAGAN COMMERCIAL REAL ESTATE:

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KAUFMAN HAGAN
COMMERCIAL REAL ESTATE

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KAUFMAN HAGAN
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EXECUTIVE SUMMARY



3615-3618 E UINTAH ST

COLORADO SPRINGS, CO 80909

Birchwood Village Apartments presents a compelling multifamily investment opportunity in central Colorado Springs, offering a stabilized 60-unit single-story community with proven operational performance and meaningful value-add potential. This rare offering combines attractive seller-financing options, strategic location, and a flexible acquisition structure to fit all investment needs.

Positioned in between Downtown CO Springs and COS Airport in the highly walkable Knob Hill neighborhood, Birchwood village benefits from strong tenant demand, proximity to key employment centers, ample recreation options, shopping and dining corridors, and established community character. With easy access to major thoroughfares, golf courses, and the Citadel Mall, the property attracts a diverse and stable tenant base.

This property's ranch-style units and proven self-managed ownership history demonstrate operational stability and expense control. Approximately 75% of units have been renovated with updated kitchens, bathrooms, appliances, and flooring; the remaining 25% presents clear runway for rental upside through targeted cosmetic improvements. Community amenities include a swimming pool, on-site laundry facilities, 24/7 security monitoring, spacious courtyards, ample parking, and high-speed internet-ready units. This property accepts housing authority vouchers, broadening the eligible tenant pool and supporting occupancy stability.

The Birchwood Village offering allows for a seller-financing option with attractive terms (5% Interest-Only, 5 years, 35% Down). Investors have the option to acquire the (1) full package of apartments and adjacent land parcel, (2) apartments separately, (3) two 30-unit buildings separately, or (4) 1/2 acre land parcel.



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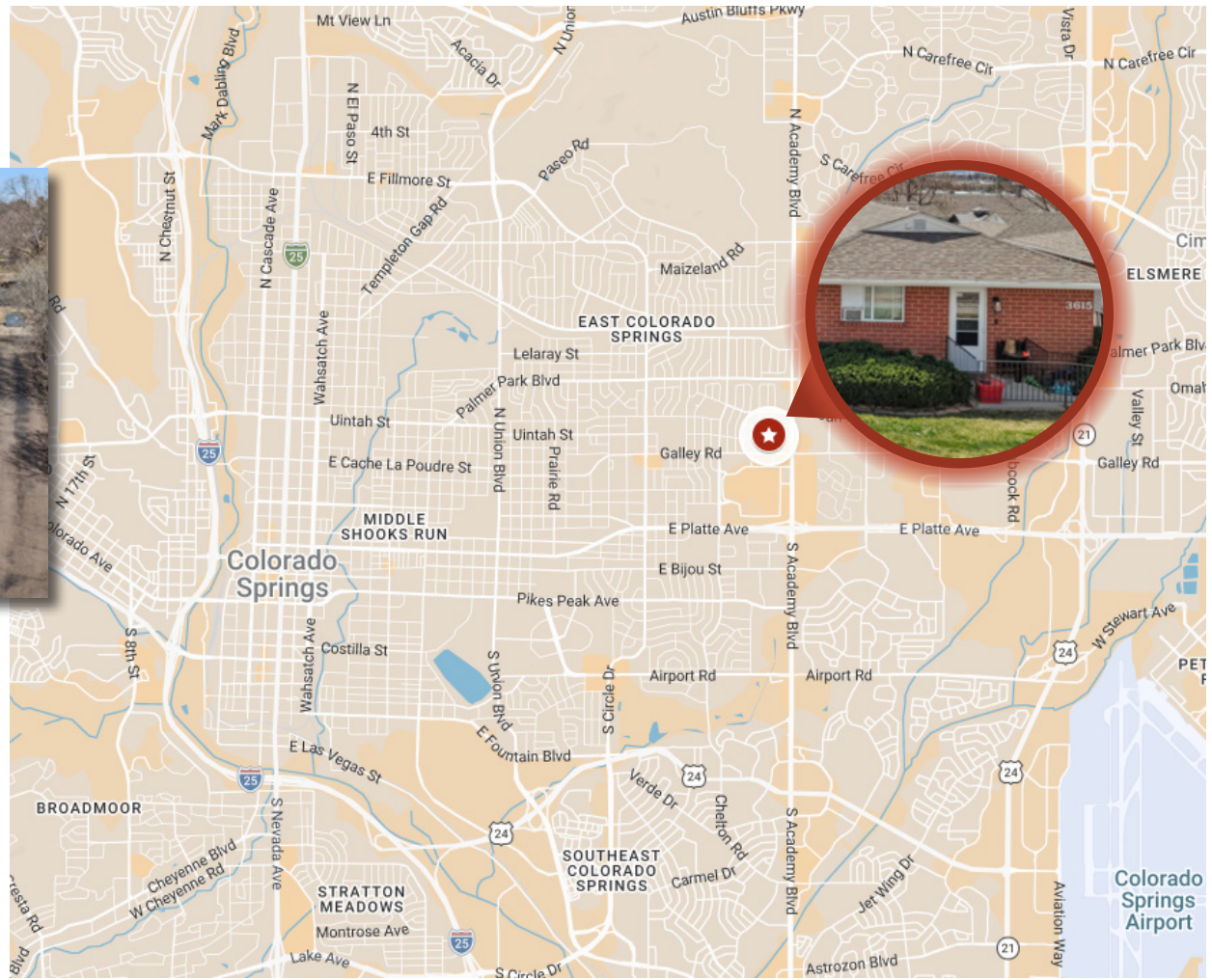
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PROPERTY OVERVIEW

3615-3618 E UINTAH ST

COLORADO SPRINGS, CO 80909



County El Paso

Year Built 1968

Buildings 6

Stories 1

Total Units 60

Construction Brick

Roof Type Pitched

Gross Building SF 33,364

Rentable SF 21,600

Lot SF 108,900

Parking Off-Street

Heating Boiler

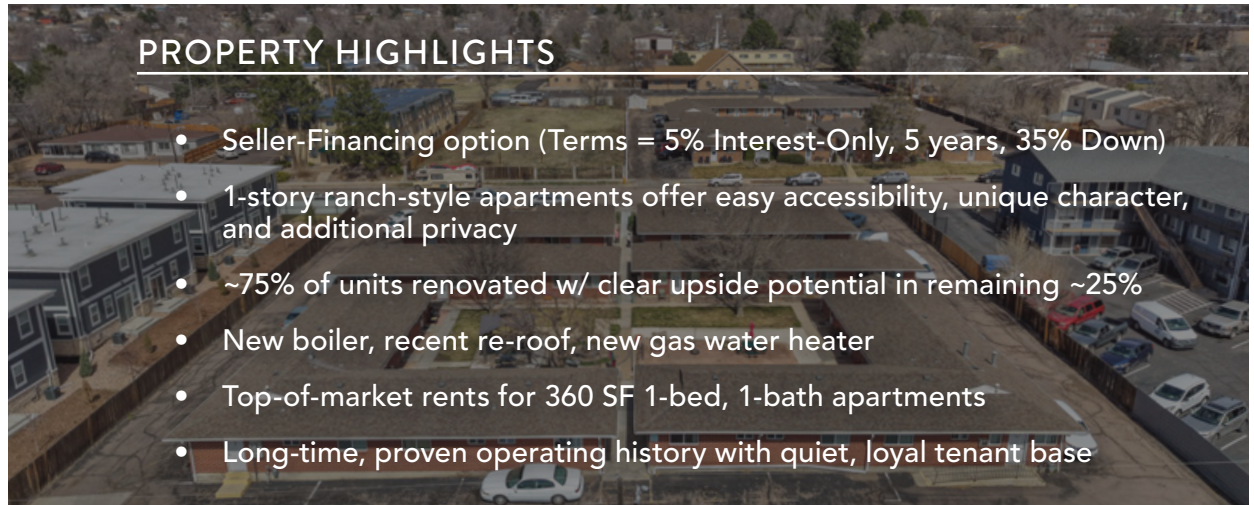
Zoning R-5/CR

Gas/Electric Individual

Water/Sewer Master

PROPERTY HIGHLIGHTS

- Seller-Financing option (Terms = 5% Interest-Only, 5 years, 35% Down)
- 1-story ranch-style apartments offer easy accessibility, unique character, and additional privacy
- ~75% of units renovated w/ clear upside potential in remaining ~25%
- New boiler, recent re-roof, new gas water heater
- Top-of-market rents for 360 SF 1-bed, 1-bath apartments
- Long-time, proven operating history with quiet, loyal tenant base



PROPERTY PHOTOS





COMMUNITY AMENITIES

- Swimming pool
- On-site laundry facilities
- 24/7 security monitoring
- Pet-play area
- Spacious courtyards with outdoor grills, gazebos, and mountain views
- Cable/high-speed internet ready





FINANCIAL ANALYSIS & COMPARABLES



RENT ROLL

UNIT TYPE	#	AVG SQ FT	CURRENT RENT	CURRENT RENT / SF	MARKET RENT	MARKET RENT / SF
1 Bed, 1 Bath	60	360	\$1,052	\$2.92	\$1,190	\$3.31
TOTAL / AVERAGE	60	21,600	\$63,093	\$2.92	\$71,400	\$3.31



INCOME & EXPENSES

INCOME		CURRENT	PROFORMA
Gross Potential Rent		\$757,116	\$856,800
RUBS		\$41,491	\$42,736
Other Revenue		\$6,780	\$6,983
Tenant Charges		\$14,587	\$15,025
Misc Revenue		\$903	\$930
Collection Revenue		\$1,106	\$1,139
SCHEDULED GROSS INCOME		\$821,983	\$923,613
Vacancy/Collection Loss	10.0%	\$(75,712)	9.0% \$(77,112)
EFFECTIVE GROSS INCOME		\$746,271	\$846,501

EXPENSES		CURRENT	PROFORMA
Property Taxes		\$12,996	\$13,386
Insurance		\$43,171	\$44,466
Utilities		\$57,805	\$59,539
Repairs & Maintenance (Supplies Included)		\$66,899	\$60,000
Contractors		\$17,605	\$18,133
Administrative		\$28,828	\$29,693
Management		\$15,285	\$48,000
Security Expenses		\$2,571	\$2,648
Professional Expenses		\$13,736	\$14,148
Office Expenses		\$29,486	\$30,371
Project Expenses		\$7,419	\$7,642
TOTAL EXPENSES		\$295,801	\$328,026
Expenses per SF (gross)		\$8.87	\$9.83
Expenses per Unit		\$4,930	\$5,467
NET OPERATING INCOME		\$450,470	\$518,476

PRICE BREAKDOWN

LAND PRICE: \$400,000

3612 E UINTAH

3618 E UINTAH

3615 E UINTAH

APARTMENT PRICE: \$7,000,000

INVESTMENT CONCLUSIONS

PURCHASE PRICE	\$7,000,000
Total SF:	33,364
Price Per SF:	\$209.81
Total Units:	60
Price Per Unit:	\$116,667
In-Place Cap Rate:	6.44%
Proforma Cap Rate:	7.41%

SELLER FINANCING

Loan to Value:	65%
Loan Amount:	\$4,550,000
Down Payment:	\$2,450,000
Interest Rate:	5.00%
Amortization:	30 Years



KAUFMAN HAGAN
COMMERCIAL REAL ESTATE

AREA OVERVIEW



NEIGHBORHOOD OVERVIEW



LOCATION HIGHLIGHTS

- Walking distance to Citadel Mall, one of Colorado Springs' major retail destinations
- Nearby parks and recreation areas, including Memorial Park with Prospect Lake, offering trails, sports facilities, and outdoor activities
- Very walkable neighborhood with convenient access to local cafes, restaurants, and everyday services
- Surrounded by a wide range of dining, grocery stores, and shopping options along major corridors such as E Platte Avenue and N Academy Boulevard
- Quick access to Downtown Colorado Springs, located approximately 10 minutes west of the neighborhood
- Convenient connectivity to Colorado Springs Airport, approximately a 15-minute drive



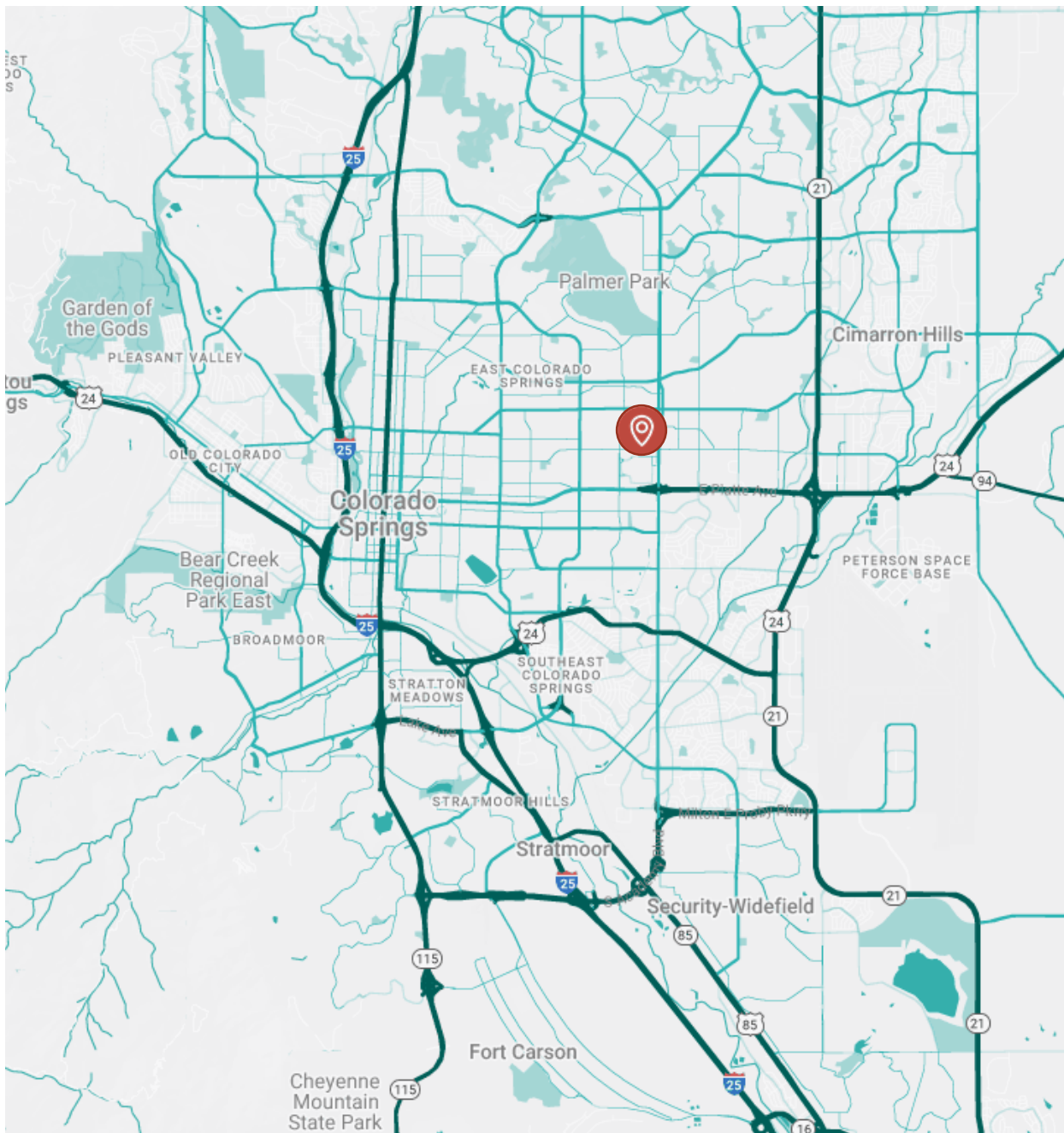
NEIGHBORHOOD FOCUS | KNOB HILL COLORADO SPRINGS, CO

38.8339° N, 104.8214° W

Knob Hill is a vibrant and evolving neighborhood located just northeast of Downtown Colorado Springs, offering convenient access to the city's core while maintaining a distinctive local character. Positioned along key corridors such as Platte Avenue, the area benefits from strong connectivity to major employment centers, shopping districts, and cultural destinations throughout Colorado Springs. Its central location places residents and businesses within minutes of Downtown, Memorial Park, and major transportation routes, making it a practical and accessible location for both living and working.

The neighborhood has recently gained attention for its growing creative identity through the Knob Hill Urban Arts District, a grassroots initiative that has transformed building facades into vibrant murals and public art installations. This artistic movement has helped establish Knob Hill as a hub for local businesses, galleries, music venues, and independent restaurants, creating a lively environment that attracts residents, entrepreneurs, and visitors alike. The area's emphasis on local culture and small business development continues to energize the neighborhood and support its ongoing revitalization.

LOCATION MAP & DEMOGRAPHICS



DEMOGRAPHICS

	1 MILE	2 MILES	3 MILES
2024 POPULATION	11,873	31,259	64,536
2024 HOUSEHOLDS	5,729	14,471	30,232
AVG HH INCOME	\$81,209	\$91,352	\$91,455
MEDIAN HOME VALUE	\$393,406	\$441,224	\$451,691
GROWTH 2020-2024	0.4%	0.5%	0.4%
GROWTH 2024-2029	0.9%	0.9%	0.9%
MEDIAN AGE	40.7	42	41.1

U.S. NEWS & WORLD REPORT TABS COLORADO SPRINGS THE NO. 3 BEST PLACE TO LIVE IN THE UNITED STATES 2024



Colorado Springs was named the United States' most desirable place to live and placed third overall in the U.S. News & World Report's 2024-25 Best Places to Live ranking, which was released Tuesday.

“Our secret is out – Colorado Springs is indisputably one of the best places to live in our great country, and we are proud to again rank as one of the top cities in this reputable list by U.S. News & World Report,” said Mayor Yemi Mobolade. “We celebrate this win and our collective efforts to create a community that we can all be proud of. And still, our work is not done. We embrace the opportunity to continue working together to make Colorado Springs the very best city for all residents. We are on a mission together to build an inclusive, culturally rich, economically prosperous, safe, and vibrant world class American city on a hill that shines brightly.”

It's the fifth time in the last six years Colorado Springs ranked No. 1 as the most desirable place to live. This marks the seventh straight year Colorado Springs placed inside the top 10 of the “Best Places to Live” overall listing, as it moved up six spots after ranking ninth a year ago. Olympic City USA was one of two Colorado cities—and the top ranked city in the Centennial State—to place in the top 10.

U.S. News described Colorado Springs, framed by Pikes Peak – America's Mountain, as maintaining its small town feel despite being Colorado's second-largest city. Colorado Springs, according to the U.S. News data, offers lower costs on average within Colorado for health care, utilities and transportation. It also points to Colorado Springs' long-standing Olympic roots, serving as the home for Team USA and the U.S. Olympic and Paralympic Training Centers, as well as the U.S. Olympic and Paralympic Museum, which opened in 2020. The publication notes the myriad hiking and mountain biking opportunities, specifically calling out City parks and open spaces such as Garden of the Gods Park, Red Rock Canyon Open Space, North Cheyenne Cañon Park and Palmer Park, named for Colorado Springs' founder General William Jackson Palmer.

This year's list evaluated 150 of the country's top cities based on how well they meet Americans' living expectations, with measures including value, job market, desirability and quality of life.

“Deciding where to live is a significant decision many people make based on a number of factors that mean most to them,” said Erika Giovanetti, loans expert and reporter, U.S. News & World Report. “The Best Places to Live rankings identify cities that are most likely to meet the wants and needs of those considering where to call home next.”

The four measures factored into this year's ranking were weighted in part based on a public survey of thousands of individuals throughout the U.S. to find out what qualities they consider important in a place to live. The methodology also factors in data from the National Weather Service, Federal Emergency Management Agency (FEMA), U.S. Census Bureau, the FBI, Sharecare (Nasdaq: SHCR), the Bureau of Labor Statistics and the U.S. News rankings of the Best High Schools and Best Hospitals.

For more information on Best Places to Live, explore Facebook and X (formerly Twitter) using #BestPlacesToLive.

RETAIL & AREA MAP



LOCAL ECONOMY



NOTABLE RANKINGS:

#3 BEST PLACES TO LIVE IN THE U.S.

(U.S. NEWS & WORLD REPORT, 2024)

#1 HOUSING MARKET

(REALTOR.COM, 2025)

#5 BEST PERFORMING CITY

(MILKEN INSTITUTE, 2025)

#9 BEST PLACE TO LIVE IN THE U.S.

(U.S. NEWS & WORLD REPORT, 2023)

8/10 FOR OVERALL LIVABILITY

(LIVABILITY, 2024)

#13 MOST EDUCATED CITY IN AMERICA

(WALLETHUB, 2019)

TOP 25 BEST REAL ESTATE MARKET

(WALLETHUB, 2024)

#13 "52 PLACES TO VISIT"

(NEW YORK TIMES, 2020)

#94 BEST PLACE TO RETIRE

(U.S. NEWS & WORLD REPORT 2024)



COLORADO SPRINGS

2025 ECONOMIC OVERVIEW

Colorado Springs, a burgeoning region set to become the largest city in Colorado, strategically charts its economic course for present and future success. The city's proactive economic development plan focuses on capitalizing on opportunity zones, fostering high-quality job growth, and attracting new primary employers. A key influencer in the region is the strong military presence, with bases like Fort Carson and Peterson Air Force Base shaping both culture and economy.

The city's diverse economic landscape spans aerospace & defense, cybersecurity, manufacturing, and sports, creating a robust ecosystem for business success. Supported by state and local incentives, Colorado Springs prioritizes innovation. As the city grows, it continues to attract companies and professionals seeking affordability, industry ingenuity, and a top-tier workforce. Recognized for its pro-business environment, Colorado Springs consistently earns accolades, ranking high on lists by U.S. News & World Report and the Site Selectors Guild.

The city's workforce, characterized by high confidence in job security and career outlook, reflects a population with diverse skills. With a substantial portion holding at least a bachelor's degree and a focus on training centers and certified institutions, Colorado Springs is poised to be a hub of innovation, from manufacturing to med-tech, meeting the demands of a dynamic and evolving job market.

COLORADO SPRINGS EMPLOYERS

Colorado Springs boasts a diverse employment landscape driven by a mix of sectors contributing to its economic vibrancy. The city's largest employers reflect a blend of military, education, healthcare, and aerospace industries. Major military installations like Fort Carson and Peterson Air Force Base play pivotal roles, alongside educational institutions such as the University of Colorado Colorado Springs (UCCS) and Pikes Peak Community College.

The aerospace and defense sector thrives with the presence of industry giants like Lockheed Martin and Honeywell. Healthcare is well-served by institutions like Memorial Hospital. These varied industries collectively shape Colorado Springs into a dynamic hub, fostering job opportunities and economic resilience.

Colorado ranked No. 9 on Forbes' Best States for Business.

Fortune 500 Companies That Call Colorado Home:

- Arrow Electronics
- DISH Network
- Qurate Retail
- Ball
- DaVita
- FV
- Newmont
- Liberty Media
- DCP Midstream
- Ovintiv

KEY INDUSTRIES

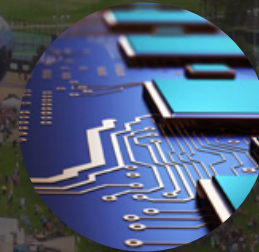
FROM AEROSPACE TO THE OUTDOORS

The city is a major hub for aerospace and defense, with numerous military installations and companies involved in defense and space technology. Technology is also a significant sector, with a growing number of IT and cybersecurity firms. Tourism is a major economic driver, with over 20 million visitors annually. Healthcare is another important industry, as well as manufacturing and outdoor recreation.

AEROSPACE



TECHNOLOGY



TOURISM



HEALTHCARE



MANUFACTURING



OUTDOOR RECREATION



COLORADO SPRINGS DEVELOPMENT



AN EVER-CHANGING SKYLINE

Downtown's long-stated goal to become a true mixed-use neighborhood by supporting and incentivizing multifamily development has reaped rewards: Roughly half of all current and announced investment in the city center is going toward new multifamily projects that promise to add thousands of new residents in the near term. And, of course, those new residents will drive demand for new work spaces, dining and shopping opportunities, and more resident-serving amenities.

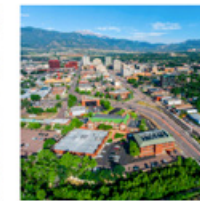
The over \$2 billion in investment, which includes announced projects, still represents only a fraction of anticipated development in Downtown over the next decade — with multiacre projects in Park Union and the East End in conceptual phases, as well as other individual projects that will easily double the tracked investment anticipated into the heart of the city in the years ahead.



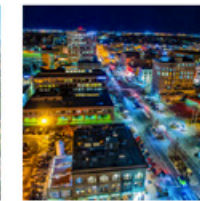
Why Downtown Colorado Springs?



Diverse workforce



Room to grow



Connected



Strong market

COLORADO SPRINGS ON TRACK TO OUTPACE DENVER

MIGRATION TO COLORADO SPRINGS IS EXPECTED TO SURPASS DENVER IN THE NEXT 2-3 YEARS, AND LOCAL LEGISLATION IS FAR MORE FAVORABLE TO LANDLORDS, WITH NO RENTAL INSPECTIONS OR LICENSING REQUIRED.

COLORADO SPRINGS' FUTURE IS FILLED WITH POTENTIAL

Colorado Springs is shedding its reputation as a quiet, conservative military town and transforming into a destination for young and educated newcomers.

Why it matters: The state's second biggest city, nestled at the edge of Pikes Peak, is stepping out from Denver's shadow and making a name for itself nationally thanks to its strong job market and access to the outdoors.

State of play: With a growing and diversifying population, the fabric of the community is changing — from its cost of housing to the way people vote.

The shift is also spurring major developments, including an 8,000-seat amphitheater, medical center, over \$2 billion in downtown investments and a citywide fiber-optic network.

What they're saying: "In the past, most people moved here for jobs. Now, it has become a city where more people are moving here because they want to," Amie Streater, real estate adviser and owner of Engel & Völkers Colorado Springs, told the Wall Street Journal.

By the numbers: The population of Colorado Springs has spiked 69% from 1992 to the estimated 2022 population of about 506,000, city documents show, with much of the recent growth driven by young adults.

In the last five years, El Paso County grew 6.5% — making it the most populous county in Colorado.

The Springs is expected to surpass Denver's population by 2050, state projections show.

Of note: Colorado Springs was named one of the top 10 places to live in the U.S. in 2022-23. And the Milken Institute listed it as one of the "best-performing," large U.S. cities for its job growth and economic stability.

The other side: Rapid growth is pushing local leaders to address the associated challenges, including a lack of affordable housing.

The median rent in Colorado Springs soared 38% in the last four years, CPR reports, and experts say wages and housing construction haven't kept up.

Meanwhile, the area still lacks diversity (77% of the population is white) and skews older, leading to a patchwork of contrasting cultural and social customs citywide.

The big picture: Colorado Springs remains overwhelmingly conservative — with nearly double the amount of Republicans registered to vote as Democrats — but its signature as a city dominated by military bases and megachurches is fading as new industries, like tech, take off in the remote-work era.

What to watch: With 47% of local voters now registering as unaffiliated, according to the El Paso County county clerk's office, the city once dubbed "The Evangelical Vatican" appears to be headed in a more moderate direction.

Source: Alayna Alvarez, Axios Denver News, 2022



BROKER BIOS



Kaufman Hagan is a Denver-based commercial real estate brokerage built by various industry leaders to create unique, high-value services for our investment partners and our brokers.

BROKERED SALES

\$1B+

CLOSED TO DATE

COMBINED EXPERIENCE

100+

YEARS

TRANSACTION VALUE

\$115M

CURRENTLY ACTIVE

WHAT WE DO

We specialize in acquisition and disposition brokerage services, property-value analysis, market insight and strategic ownership advisory. We cultivate opportunities for our investment partners and local community with a deep understanding of real estate and it's value in all of our lives. More than anything, we have a profound respect for how important real estate decisions are for our investment partners. We believe that unique opportunities can be found from both the most complex and the most common real estate transactions when we bring the right people, insights and innovation to the table.



WHO WE ARE

Kaufman Hagan is a commercial real estate brokerage built by various industry leaders to create unique, high-value services for our investment partners and our brokers. Together, our team's unique perspective and high-tech approach enables our ability to unlock the potential of real estate and create meaningful impact. Our success is measured by the lasting relationships and trust built with our lifelong investment partners.

WHAT WE ARE NOT

Egos in suits. We are not unappreciative, commission-focused brokers with limited or single-deal focused mindsets. We do not take shortcuts, skip over details or take the easy way out.



BRANDON KAUFMAN
PRINCIPAL



TEAL HAGAN
PRINCIPAL + EMPLOYING BROKER



HALEY FORD
DIRECTOR OF MARKETING



ERIN FRIBERG
DIRECTOR OF OPERATIONS



DIANNA TALTY
DIRECTOR OF TRANSACTIONS & ASSET MANAGEMENT



COLBY CONSTANTINE
INVESTMENT ADVISOR



KAUFMAN HAGAN
COMMERCIAL REAL ESTATE



ANDREW VOLLERT
BROKER



ZACHARY BIERMAN
BROKER



RYAN FLOYD
BROKER



AMANDA WEAVER
BROKER



LOUIS PASSARELLO
JUNIOR BROKER



DREW MADAYAG
JUNIOR BROKER

▶ **EMPATHY**

We recognize that buying or selling an investment property is more than a transaction. We listen more than we talk. We see things from their perspective. We empower our clients with empathy-driven solutions to navigate their real estate journey with care and understanding.

▶ **TEAM MENTALITY**

We value championships over MVP's. We collaborate openly and vulnerably every day and we view our clients as our investment partners.

▶ **DISPROPORTIONATE VALUE**

We provide more value than what is provided by other brokers in our market. We will give you more than you pay for. We acknowledge real estate as a dynamic value exchange and prioritize meeting all parties' needs comprehensively.

▶ **PERSEVERANCE & PASSION**

We pursue long-term success. We navigate through short-term market fluctuations with a long-term mindset.

▶ **TANGIBLE RESULTS**

We do not confuse activity with achievement. We provide more than just promises. We are driven by results and motivated by success by delivering measurable outcomes, turning our client's real estate goals into tangible achievements.

▶ **ELITE PERFORMANCE**

We've flipped the standard org chart. Our leaders are fully integrated in day to day operations, supporting and encouraging our team from the ground up, acting as a foundation for growth.

Ryan Floyd

BROKER

Ryan is a seasoned real estate broker well-versed in transactions across all commercial asset classes. Ryan has a proven track record of transforming “one off” investors into multi-transaction clients and quickly growing market share from scratch.

He excels in developing processes and systems that streamline deal-making, even crafting a top-notch CRM for real estate professionals to optimize every facet of their business. With an impressive portfolio of 550+ end-to-end transactions, Ryan consistently ensures a smooth and efficient process for clients.

Ryan is the father of three teenage boys and enjoys coaching in their many sporting events on his busy weekends.



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LIC#: FA0400326

Drew Madayag

JUNIOR BROKER

Drew Madayag is a Colorado native and Junior Broker at Kaufman Hagan Commercial Real Estate. Drew earned his B.S.B.A. degree from the University of Colorado Boulder with a dual emphasis in real estate and finance. Drew's background centers on building relationships, creating opportunities, and leveraging emerging trends to deliver lasting value for clients.

Before joining KH, Drew worked in Tokyo, Japan as a financial analyst intern, where he hosted a global startup event and partnered with AI startups to explore innovations in real estate. He also was deeply engaged in CU's real estate community, organizing the Etkins AI in Real Estate symposium featuring an Inman AI Award winner, and participating in the Real Estate Center's Fellowship.

Drew combines his team-player mentality with deep market knowledge and strategic insight to provide tailored solutions. He ensures a smooth and efficient experience for clients throughout the commercial real estate process.

Outside of real estate, Drew was a part of the CU Boulder Club Golf team and Copper Mountain Ski Patrol. He maintains a lifelong passion for sports and enjoys spending time with friends and family.



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DISCLOSURE & CONFIDENTIALITY AGREEMENT

The Owner has engaged Kaufman Hagan Commercial Real Estate (“KH”) to openly represent them on the sale of the Multifamily Property known as the 3615-3618 E Uintah St, Colorado Springs, CO 80909, - Birchwood Village Apartments (“Property”). The Owner has directed that all inquiries and communications with respect to the contemplated sale of such Property be directed to KH.

Marketing Information and the contents, except such information that is a matter of public record or is provided in sources available to the public, are of a confidential nature. By accepting the Marketing Information, Recipient agrees that he or she will hold and treat it in the strictest confidence, that you will not disclose the Marketing Information or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of Owner or KH and that you will not use the Marketing Information or any of the contents in any fashion or manner detrimental to the interest of Owner.

The recipient further agrees that all information received in written form will be returned if the transaction does not fully consummate.

The recipient further agrees that this confidentiality agreement shall survive the consummation or lack of consummation of the transaction and shall be binding upon its agents, successors, and assigns and insures to the benefit of the Owner and its agents, successors and assigns.

The recipient further agrees to save and hold harmless KH, its agents, successors and assigns and the Owner and its agents, successors and assigns, from any such actions or cause of actions which may arise as a result of a violation of the provisions of this agreement.

The enclosed information (and any supplemental materials provided to a prospective purchaser) has been obtained by sources believed reliable. While KH does not doubt its accuracy, we have not verified it and neither we nor the Owner make any guarantee, warranty or representation of any kind or nature about it. It is your responsibility to independently confirm its accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example and do not represent past, current or future performance of the property. The value of this transaction to you depends on many considerations, including tax and other factors, which should be evaluated by you and your tax, financial and legal advisors. You and your advisors should conduct a careful and independent investigation of the property to determine to your satisfaction the suitability of the property and the quality of its tenancy for your records.

The Evaluation Material furnished to Buyer will not be used by Buyer for any purpose other than for evaluating a possible transaction involving the Property with the Owner. KH represents the owner and does not allow any sub agency to any other broker. KH has no power or authority in any way to bind the Owner with respect to a transaction involving the Property.

