

# 2-Property Gas Station Portfolio

2410 Fairway Dr | Cortez, CO 81321

27963 Highway 184 | Dolores, CO 81323

Retail Portfolio  
Investment Opportunity

Offering Memorandum



MATTHEWS™



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## Exclusively Listed By

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# Portfolio Overview

## Retail Portfolio Investment Opportunity

2410 Fairway Dr | Cortez, CO 81321

27963 Highway 184 | Dolores, CO 81323



2410 Fairway Dr | Cortez, CO 81321



# Portfolio Overview

**\$2,130,000**

Portfolio Value

**±3.63 AC**

Total Portfolio Size

**Established Operations**

With Value-Add Upside

## Investment Highlights

- **Potential 100% Bonus Depreciation in Year One** (Via the One Big Beautiful Bill Act) — Fee simple ownership of a gas station provides the landlord the opportunity to use the accelerated bonus depreciation model (consult with your CPA).
- **Unbranded Fuel Operations** — Both Skyline and Gopher are unbranded with no existing fuel supply agreements, allowing a buyer the flexibility to secure new branding or negotiate favorable unbranded supply contracts.
- **Diesel Conversion Potential** — Skyline's convertible 5,000-gallon UST (currently reserve regular, can easily switch back to diesel) provides flexibility to capture additional demand segments, such as local agriculture or trucking.
- **Hard Liquor License / Beer & Wine License** — Skyline benefits from the combination of a convenience store and a full liquor store, while Gopher supplements sales with beer and wine offerings.
- **Corner Highway Location with Large Acreage** — Skyline Food & Gas sits on ±3.0 acres at the key intersection where Highway 184 merges with Highway 145 in Dolores, providing excellent visibility, accessibility, and potential for expansion or redevelopment.



Right off Highway 145, seeing approximately ±7,100 VPD.



At the key intersection of Highway 184 and Highway 145, seeing ±5,700 VPD.

# Skyline Food & Gas / Hilltop Liquor

## Property Overview

### Skyline Food & Gas / Hilltop Liquor

Property Tenants

**27963 CO-184, Dolores, CO 81323**

Property Address

**\$1,170,000**

List Price

**±3,200 SF**

Store Size (±2,000 SF Convenience & ±1,200 SF Liquor)

**±3.00 AC**

Lot Size

**1965**

Year Built

### Fuel Infrastructure:

- (1) 4,000-Gallon AST — Regular
- (1) 2,000-Gallon AST — Premium
- (1) 5,000-Gallon UST with High-Flow Dispenser  
(Currently Reserve Regular, Convertible Back to Diesel)

**\$993,702**

2024 Total Inside Sales

**238,311**

2024 Gallons Sold

### Strategic Location Highlights

- Located in Dolores, a town with a population of ±947, implying a limited local base but potential for niche uses or tourism-adjacent development.
- Dolores County has experienced a notable increase in real estate values, with median list prices rising ±26% year-over-year, signaling regional upward pressure on land values.
- Average home values in Dolores are approximately ±\$476,700, reflecting strong per-unit valuations despite the town's limited size.
- Direct access via Highway 184 connects to regional scenic and tourism routes throughout the San Juan region, offering potential for visitor-serving retail, lodging, or recreation-oriented uses.
- The rural setting presents limited direct competition, creating opportunity for anchor or destination uses aligned with regional tourism and outdoor recreation demand.







Downtown Dolores

**DOLORES FOOD MARKET**  
Unexpected Gourmet®  
Open 8-8 Everyday 970-882-7353



**DOLORES BIKE HOSTEL**



**Durango, CO**  
±50 Miles East



**Kool Kid Kustoms**

\$5700 VPD

145

**Subject Property**



184



## Property Photos





# Gopher Food & Fuel

## Property Overview

### Gopher Food & Fuel

Property Tenant

**2410 Fairway Dr, Cortez, CO 81321**

Property Address

**\$960,000**

List Price

**±2,400 SF**

Store Size (Convenience Store - Beer & Wine Sales)

**±0.63 AC**

Lot Size

**1984**

Year Built

### Fuel Infrastructure:

- Canopy with 4 Dispensers / 8 Fueling Points
- (2) 10,000-Gallon USTs (Gasoline Only, No Diesel)

**\$696,369**

2024 Total Inside Sales

**376,749**

2024 Gallons Sold

### Strategic Location Highlights

- Located in the Montezuma County seat and principal commercial center in southwest Colorado, drawing retail, tourism, and service demand from surrounding rural and reservation markets.
- Population of ±8,900 in the city and ±26,200 countywide with moderate growth of approximately 1.3% annually supports baseline local demand.
- Median household income in Cortez is ±\$51,900, consistent with modest local spending power; the local economy is anchored in tourism and functions as a regional gateway hub.
- Average commute time is ±17 minutes, enabling the property to effectively capture worker and resident traffic.
- Positioned at the intersection of regional corridors linking southeastern Utah, northeastern Arizona, and southwestern New Mexico, enhancing cross-regional trade reach.







Ute Mountain Indian  
Trading Company



Montezuma County  
Road Department



Conquistador  
Golf Course



145

Cortez Fire Department

Durango, CO  
±50 Miles East

Subject Property

Trail of the Ancients ± 7100 VPD





# Property Photos





# Financial Overview

## Retail Portfolio Investment Opportunity

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27963 Highway 184 | Dolores, CO 81323



## Financial Overview

**\$2,130,000**

Portfolio Value

**\$1,170,000**

Skyline Food & Gas / Hilltop Liquor | List Price

**\$960,000**

Gopher Food & Fuel | List Price





# Market Overview

## Retail Portfolio Investment Opportunity

2410 Fairway Dr | Cortez, CO 81321  
27963 Highway 184 | Dolores, CO 81323





# | Dolores, CO

## Market Demographics



**947**

Total Population

**\$33,438**

Median HH Income

**±400**

# of Households

**44.2%**

Homeownership Rate

**560**

Employed Population

**\$263,300**

Median Property Value

## Local Market Overview

The subject site lies in a remote, scenic corridor between the San Juan Mountains and the Dolores River valley. Traffic is largely regional, driven by local residents, tourists, and agricultural or recreational travel along State Highway 184. While average daily traffic volumes are modest compared to urban corridors, this route acts as a connector between Dolores, the McPhee Reservoir, and rural ranch roads, giving the site exposure to both local commuting and visitor flow during peak outdoor recreation seasons.

Population growth in the immediate area is minimal but stable; the town of Dolores records gradual year-to-year growth, and the broader Montezuma/Dolores County region sees mild increases in population. Median household incomes are well below statewide averages, and discretionary spending is limited, but the site's utility lies in capturing essential demand—fuel, convenience goods, basic services—for both locals and pass-through travelers where alternative options are sparse.

## Property Demographics

| POPULATION                 | 3-MILE   | 5-MILE   | 10-MILE  |
|----------------------------|----------|----------|----------|
| 2020 Population            | 1,895    | 4,123    | 18,425   |
| 2025 Population            | 1,928    | 4,150    | 19,547   |
| 2030 Population Projection | 2,032    | 4,364    | 20,746   |
| HOUSEHOLDS                 | 3-MILE   | 5-MILE   | 10-MILE  |
| 2020 Households            | 834      | 1,774    | 7,804    |
| 2025 Households            | 844      | 1,781    | 8,279    |
| 2030 Household Projections | 888      | 1,870    | 8,778    |
| INCOME                     | 3-MILE   | 5-MILE   | 10-MILE  |
| Avg Household Income       | \$91,413 | \$95,017 | \$76,745 |



# Cortez, CO

## Market Demographics



**8,898**

Total Population

**\$51,377**

Median HH Income

**±3,460**

# of Households

**55.4%**

Homeownership Rate

**3,862**

Employed Population

**\$226,700**

Median Property Value

## Local Market Overview

Cortez and its surrounding region are experiencing steady, modest growth in both population and economic activity, with household incomes hovering in the mid-\$50,000s and an increasing demand for rental housing to serve workforce and tourism service sectors. Over the past few years, the city has grown by under 1 % annually, while median household incomes have fluctuated due to regional economic cycles, putting pressure on housing demand. Recent attention to corridor revitalization and infill housing initiatives highlights the city's commitment to long-term residential development.

The subject area benefits from proximity to a primary transportation corridor with nearly 13,000 vehicles per day in the South Broadway corridor, offering high visibility and connectivity to the broader community. (Traffic counts in the nearby corridor approach that level per the City's market analysis.) Being on the southwest gateway into city limits gives the location regional access orientation without being isolated from key municipal amenities.

## Property Demographics

| POPULATION                 | 3-MILE   | 5-MILE   | 10-MILE  |
|----------------------------|----------|----------|----------|
| 2020 Population            | 9,519    | 13,361   | 20,021   |
| 2025 Population            | 10,414   | 14,592   | 21,159   |
| 2030 Population Projection | 11,108   | 15,559   | 22,439   |
| HOUSEHOLDS                 | 3-MILE   | 5-MILE   | 10-MILE  |
| 2020 Households            | 4,033    | 5,620    | 8,413    |
| 2025 Households            | 4,421    | 6,149    | 8,896    |
| 2030 Household Projections | 4,712    | 6,552    | 9,426    |
| INCOME                     | 3-MILE   | 5-MILE   | 10-MILE  |
| Avg Household Income       | \$72,880 | \$74,133 | \$77,301 |



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