Stoweflake Mountain Resort & Spa

BULL REALTY
Asset & Occupancy Solutions

Offering Memorandum

HOTEL REPOSITION OPPORTUNITY | STOWE, VT

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ASSET & OCCUPANCY SOLUTIONS

Exclusively listed by Bull Realty & Stowe Area Realty

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DISCLAIMER & LIMITING CONDITIONS

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In this Offering Memorandum, certain documents, including financial information, are described in summary form and do not purport to be complete or accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to review independently all documents.

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This Offering Memorandum may be used only by parties approved by the Owner. The Property is privately offered, and by accepting this Offering Memorandum, the party in possession hereof agrees (i) to return it if requested and (ii) that this Offering Memorandum and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this Offering Memorandum may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of Bull Realty, Inc. or Owner/Seller. The terms and conditions set forth above apply to this Offering Memorandum in its entirety and all documents, disks and other information provided in connection therewith.

THE OFFERING

EXECUTIVE SUMMARY

OVERVIEW

Tremendous reposition opportunity in picturesque Stowe, Vermont. The Stoweflake Mountain Resort & Spa has been family-owned and operated for over 55 years. The repositioning of the resort offers huge upside for new ownership via numerous revenue streams including multiple dining options, spa, conference rooms, event spaces and more.

The ± 29-acre property is a PUD (Planned Unit Development) with density available offering multiple expansion opportunities. Internationally known as the "Ski Capitol of the East," Stowe is as a major year-round destination, with over 60% of all-tourist income generated in non-winter months.

"The properties that have the most upside are full-service hotels with multiple lines of revenue. Properties where you can create value outside the rooms from improved operations. You get those more at the sprawling resort type properties."

Michael Bellisario | V.P. Robert W. Baird & Company

DO NOT CONTACT MANAGEMENT OR EMPLOYEES IN ANY WAY.

FOR MORE INFORMATION OR A PROPERTY TOUR, CONTACT STOWE AREA REALTY OR BULL REALTY.

HIGHLIGHTS

- Incredible value at less than $86/SF! This does not include additional buildable land and revenue producing HOA rental pool
- 117 owned, fee simple rentable units with a mix of guest rooms and suites, plus 50 townhomes in a rental pool, for a total of 167 units
- Includes three on-site dining options: Charlie B's, Winfield Bistro and the Spa/Poolside Café
- Acquisition includes ownership of fitness center and spa
- Additional management fees from HOA
- PUD and excess density offer the opportunity to potentially double room count
- Unencumbered by franchise and management controls
- IACC Certified 22,000 SF Conference Center
- 40,000 SF spa and sports center, plus 10,000 SF meditative garden
- Executive 9-hole, par-3 golf course
- Two tennis courts
- Racquetball and squash court

PRICE ~~$17,900,000~~ **$15,900,000**

PROPERTY INFORMATION

THE OFFERING

SUBJECT PROPERTY	1746 Mountain Road Stowe, VT 05672
ASSESSOR'S PARCELS	25015.500 (ID) 621-195-10171 (SPAN)

SITE DESCRIPTION

YEARS BUILT	1963 / 1998 / 2003
SITE SIZE	± 29 Acres
TYPE OF OWNERSHIP	Fee Simple
TIER	Full-service
LOCATION	Mountain Road
# OF FLOORS	Mix of 2 & 3-story buildings
HANDICAP PARKING	Available

CONSTRUCTION/MECHANICAL

FOUNDATION	Concrete
FRAMING	Wood / Steel Frame
EXTERIOR	Concrete with Wood Vinyl Lapboard & Vinyl Siding
PARKING	Asphalt
ROOF	Pitched with asphalt shingles
HVAC	Types vary
ELEVATOR	Yes (2)

TRANSPORTATION

HIGHWAY(S)	I-89, VT Route 100
AIRPORT	Burlington International Airport / Morrisville-Stowe State Airport

MAIN INN UNIT BREAKDOWN

KING	47
SINGLE QUEEN	14
TWO QUEEN	30
TWO DOUBLES	15
SUITES	11 *(Includes the Ski House)*
TOTAL	117

ROOM LEVEL SUMMARY

STANDARD ROOM	20
CLASSIC ROOM	7
DELUXE ROOM	10
LUXURY ROOM	46
PREMIER ROOM	23
SUITES	10
SKI HOUSE	1
TOTAL PROPERTY UNITS	117

TOWNHOUSES - INDIVIDUALLY OWNED

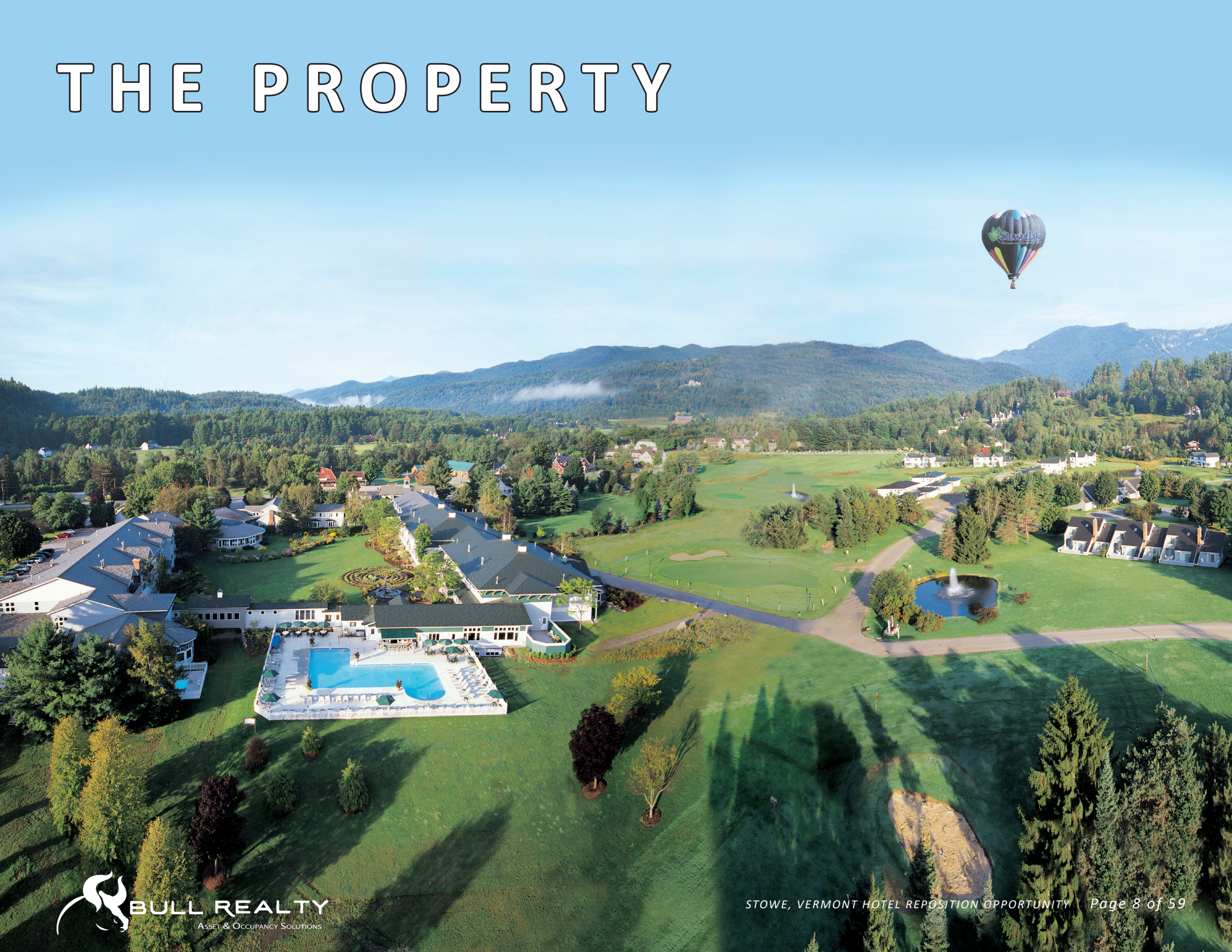
32 individually owned 3-bedroom townhouses, each comprised of a 2-bedroom unit with a 1-bedroom lockout.

TOTAL TOWNHOUSES	64 *(50 Currently in Rental Pool)*
TOTAL RENTALABLE UNITS	167 *(181 With Rental Pool Increase)*

4 seasons of demand generation with over 60% of all tourist income generated in non-winter months.*

**Measured by sales tax from rooms and meals tax receipts by the Vermont Dept. of Tourism*

THE PROPERTY



HISTORIC OVERVIEW

50 YEARS OF UNCOMPROMISING COMMITMENT TO HOSPITALITY

For more than 50 years, the Baraw family has owned and operated Stoweflake Mountain Resort & Spa in Stowe, Vermont. Initially a modest motel built in 1963, the Stoweflake Mountain Resort & Spa has evolved into a destination resort.

Under the guidance of Chuck Baraw, Stoweflake has developed into one of Vermont's premier destinations. Today, three generations of the Baraw family participate at the resort and as part of the 40th anniversary celebration in 2003, the property opened the Spa at Stoweflake. The facility established Stoweflake Mountain Resort & Spa as a premier spa destination in the country and the largest and most inclusive spa in Vermont.

CHRONOLOGY OF THE STOWEFLAKE MOUNTAIN RESORT & SPA

1948 Native Vermonter, Stuart Baraw, Sr. and wife, Beatrice, purchase three acres of pasture from the Gale Farm on the Mountain Road. They built a small cottage for weekend ski trips.

1950's The Baraws build a series of additions onto the cottage, and add bunk beds to make room for family, friends and other ski enthusiasts.

1963 The Baraws move to Stowe permanently, and build a large, two-story structure with extra rooms to rent out. The new building consists of 20 guest rooms, a dining room and an apartment for them. The couple calls the place "Stoweflake" and the Inn opens!

1970 The neighboring hotel, the Nordic Motor Inn is purchased. Tennis courts, chip and pitch course, and poolside cabana are added for summer guests.

1980 The Stoweflake townhouses, featuring two or three bedrooms, sitting area and kitchenette or full kitchens, dining rooms, fireplace, decks and living rooms are completed.

1981 The two inns are combined into one resort. A new restaurant and pub, The Rib Room, is completed. The resort officially takes on the name Stoweflake Resort.

1984 Stoweflake is renovated and upgraded to include deluxe guest rooms.

1986 The first Stoweflake Annual Balloon Festival is launched! Modest in its early years, the weekend event now draws thousands of visitors to Stowe each July. The family fun filled festival includes children's activities, live band and sunrise and sunset launches with two dozen expert pilots.

1989 The Rib Room is renovated, and becomes Winfield's, an elegant restaurant named after Stuart Winfield Baraw, Sr. The more casual pub is renamed Charlie B's Pub & Wine Bar, after Charles Henry Baraw.

1990 An 1,800 SF atrium reception area opens along with the Beatrice Room, an executive boardroom. The front entry, lobby, offices and grounds are upgraded. Professional golf practice area opens.

1998 The newly constructed East Wing, which replaces the original Stoweflake building adds 40 luxury rooms and suites, a 4,500 SF conference room/ballroom and Spa & Sports and Wellness Center. The resort is renamed Stoweflake Mountain Resort & Spa.

2000 The new Meadows luxury townhouses are completed. The one, two- or three-bedroom units boast over 2,200 SF of living space, fully-equipped kitchen, living room with fireplace, dining room, laundry and private decks.

2003 The 50,000 SF Spa at Stoweflake opens to the public. Facilities feature private men/women's sanctuary lounges, an aqua solarium with Bingham Hydrotherapy Waterfall, Hungarian mineral soaking pool, 30 treatment rooms and 41 new luxury guest rooms.

2004 The Spa at Stoweflake Educational Center of the Healing Arts is launched as a means to educate therapists on distinctive, unique spa treatments. Sheri Baraw, General Manager is also appointed Vice President of Stoweflake. Scot Baraw is promoted to Vice President of Sales.

2005 A par-three executive golf course opens on property. This course winds through the meadows next to the spa and townhouses.

2007 Conference Center at Stoweflake celebrates the 10th anniversary of receiving Successful Meetings Magazine's Pinnacle Award making the Conference Center the most award-winning venue of its kind in New England.

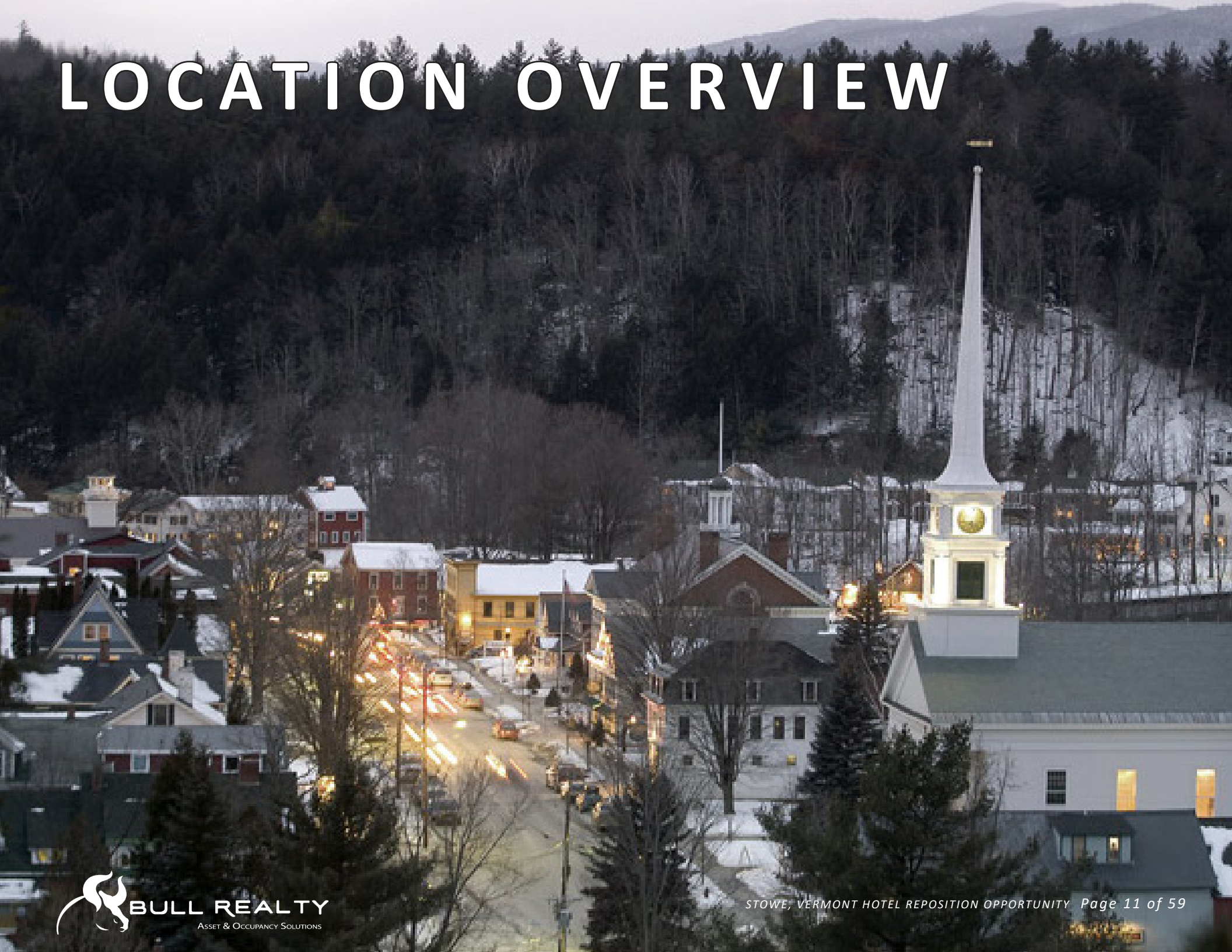
2013 Stoweflake celebrates its 50th Anniversary as a family owned and operated resort.

AWARDS, ACCOLADES & CERTIFICATIONS

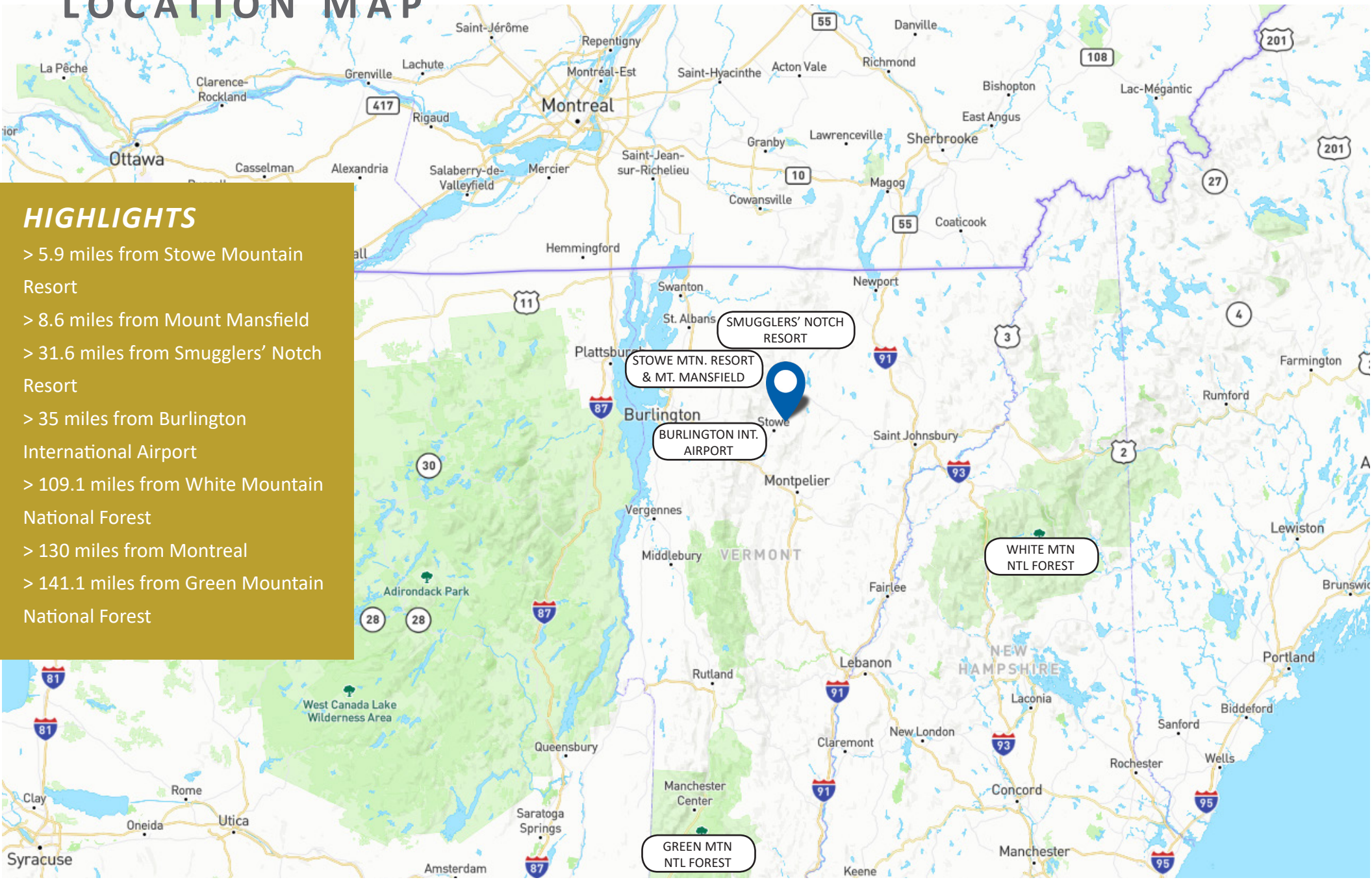
Sampling of Awards, Accolades and Certifications:

- *AAA Four Diamond Hotel & Resort (19 Consecutive Years)*
- *Condé Nast Traveler – Gold List and Top Ten Resort Spas USA*
- *IACC International Association of Conference Centers*
- *Successful Meetings Magazine – "Pinnacle Award" (14 Consecutive Years)*
- *Sales & Marketing Management – "Executive Choice Award"*
- *Corporate & Incentive Travel Magazine – "Award of Excellence"*
- *Meeting News – "Planners Choice Award"*
- *Wine Spectator Magazine – "Award of Excellence" (Since 1996)*
- *Spa Finder Reader's Choice – "Mind, Body & Spirit Award: Meeting Facilities"*

LOCATION OVERVIEW



LOCATION MAP



HIGHLIGHTS

> 5.9 miles from Stowe Mountain Resort

> 8.6 miles from Mount Mansfield

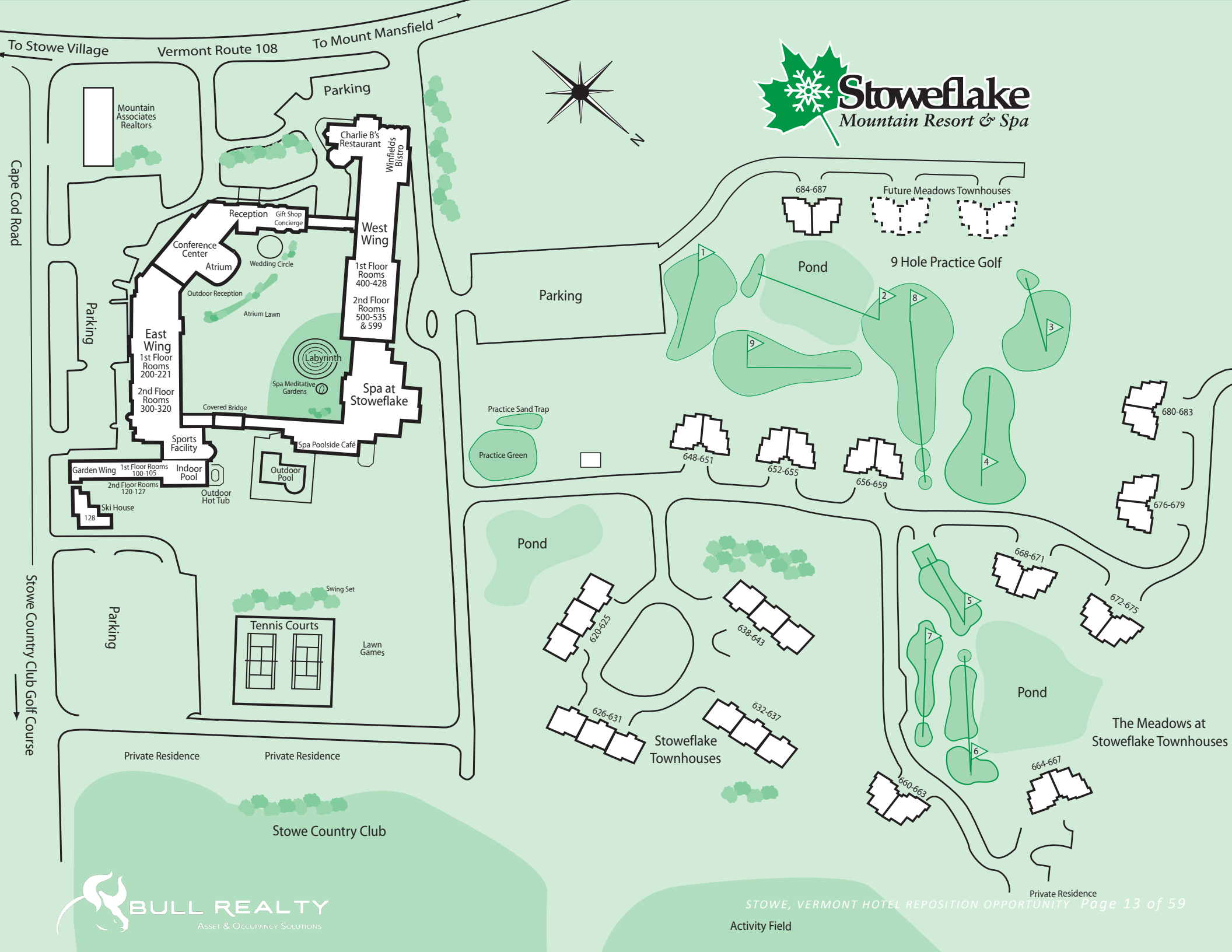
> 31.6 miles from Smugglers' Notch Resort

> 35 miles from Burlington International Airport

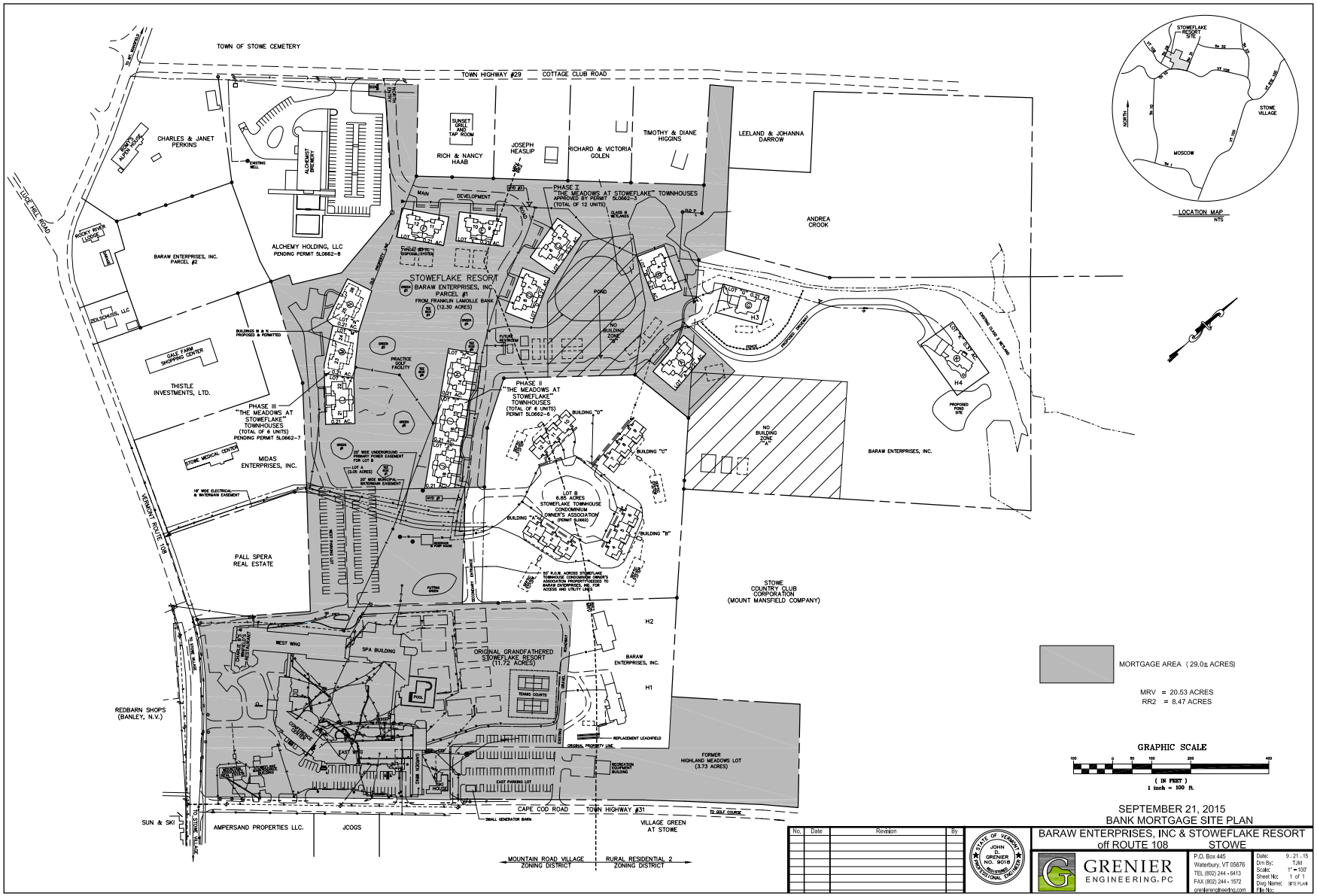
> 109.1 miles from White Mountain National Forest

> 130 miles from Montreal

> 141.1 miles from Green Mountain National Forest


Stoweflake
Mountain Resort & Spa
To Stowe Village
Vermont Route 108
To Mount Mansfield
Cape Cod Road
Stowe Country Club Golf Course
Mountain Associates Realtors
Parking
Charlie B's Restaurant
Winfields Bistro
Reception
Gift Shop
Concierge
West Wing
1st Floor Rooms 400-428
2nd Floor Rooms 500-535 & 599
Conference Center
Atrium
Wedding Circle
Outdoor Reception
Atrium Lawn
East Wing
1st Floor Rooms 200-221
2nd Floor Rooms 300-320
Labyrinth
Spa Meditative Gardens
Spa at Stoweflake
Covered Bridge
Sports Facility
Spa Poolside Café
Garden Wing
1st Floor Rooms 100-105
2nd Floor Rooms 120-127
Indoor Pool
Outdoor Hot Tub
Outdoor Pool
Ski House
128
Swing Set
Tennis Courts
Lawn Games
Private Residence
Private Residence
Stowe Country Club
N
684-687
Future Meadows Townhouses
Pond
9 Hole Practice Golf
Practice Sand Trap
Practice Green
648-651
652-655
656-659
680-683
676-679
Pond
620-625
638-643
626-631
632-637
Stoweflake Townhouses
668-671
672-675
Pond
The Meadows at Stoweflake Townhouses
660-663
664-667
Private Residence
Activity Field

STOWEFLAKE SITE PLAN



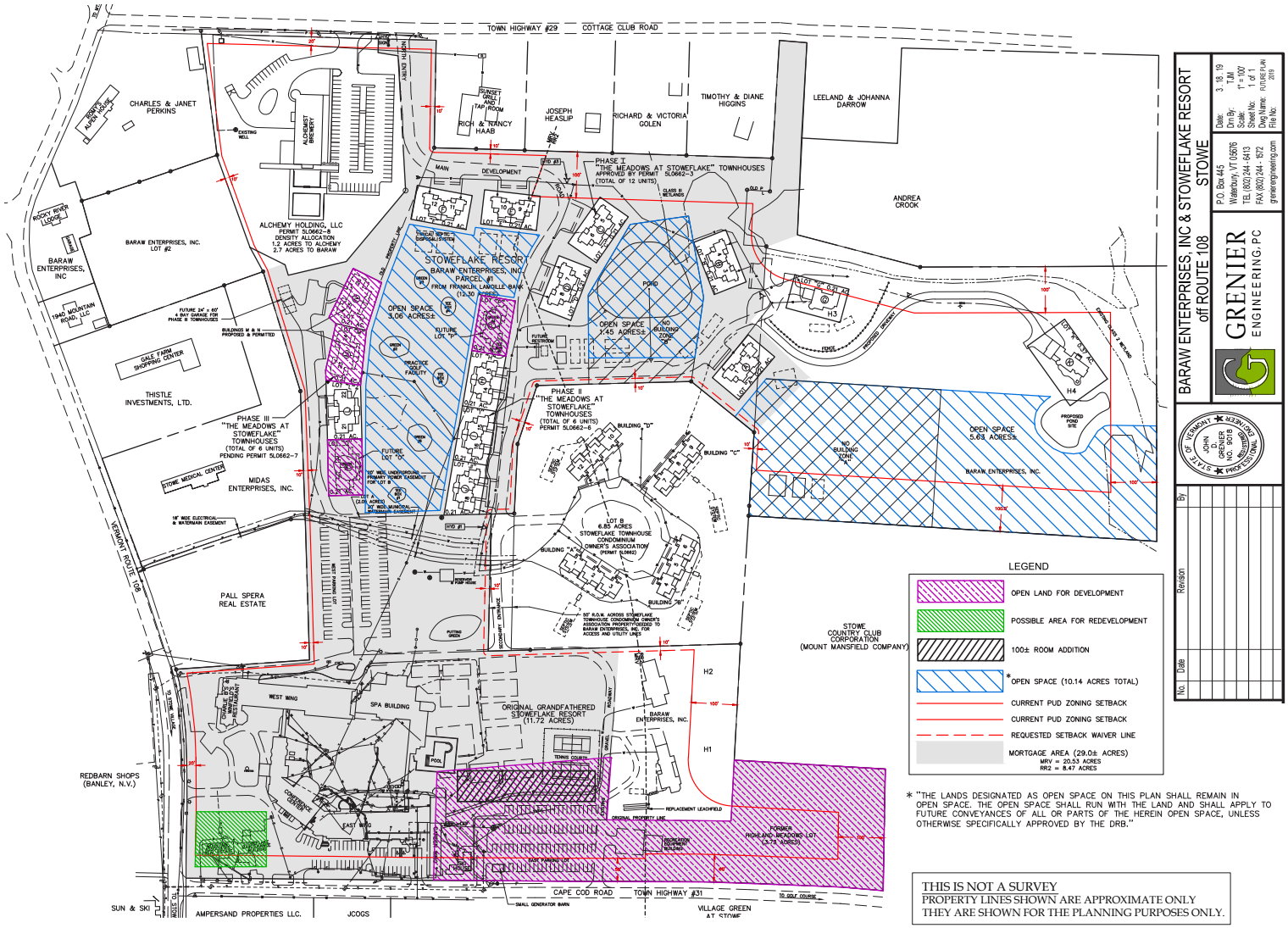
STOWEFLAKE PUD EXPANSION OPPORTUNITIES

The property has strong opportunity for upside potential through renovations and national franchise affiliation. Renovations and upgrades would push occupancy, income and ADR higher towards the market average.

Development opportunities include expanding and relocating the lobby, renovating units and reconfiguring guest parking and rooms. Expanding and relocating the lobby closer to Mountain Road (VT 108) would significantly enhance a guest's sense of arrival and be comparable in grandeur to other resorts in Stowe.

ADDTIONAL EXPANSION OPTIONS:

- Build four new 4-unit Meadow Townhouses as shown on the adjacent map
- Demolish the 14-room Sports Club Wing and replace it with up to 100 new luxury rooms, additional parking, a new indoor pool and game room
- Construct a new floor of guest rooms over the West Wing, increasing Luxury Rooms from 46 to 69
- Add an additional floor of guest rooms over the new portion of the East Wing and Spa, adding 26 Spa Premier Rooms



ACCOMMODATIONS

PREMIER GUEST ROOM

Located on the second floor above the Spa. Enjoy the breathtaking views of majestic Mt. Mansfield or the courtyard labyrinth.

- ± 450 - 470 SF, one king, one queen / two queens
- Jetted hot tub in King rooms
- Wet bar with refrigerator
- Warmly-lit gas fireplace

LUXURY GUEST ROOMS

Offer a combination of courtyard and mountain views from spacious, upscale rooms.

- ± 450-470 SF, one king, one queen / two queens
- Wet bar with refrigerator
- Warmly-lit gas fireplace

DELUXE ROOMS

Located on the second floor, these rooms offer a private setting that accommodate up to four people.

- ± 310 SF, one king or two doubles
- Wet bar with refrigerator

CLASSIC GUEST ROOMS

Each room has a queen bed and is well-appointed with Vermont Country-Style decor located on the West Wing first floor. Comfortable sitting room and just feet away from Charlie B's Pub & Restaurant.

- ± 310 SF, one queen bedded guest room
- Wet bar with refrigerator

STANDARD GUEST ROOMS

Standard Guest Rooms

Located on the West Wing first floor or adjacent to the Sports and Wellness Center. Guests enjoy easy access to Charlie B's Pub & Restaurant.

- ± 310 SF, one king or two doubles guest rooms

Family Standard Guest Rooms

Sports Club Standard level rooms (available with adjoining rooms) located near the Sports Club with Cybex Center, fitness studios, indoor and outdoor pools and outdoor jacuzzi.

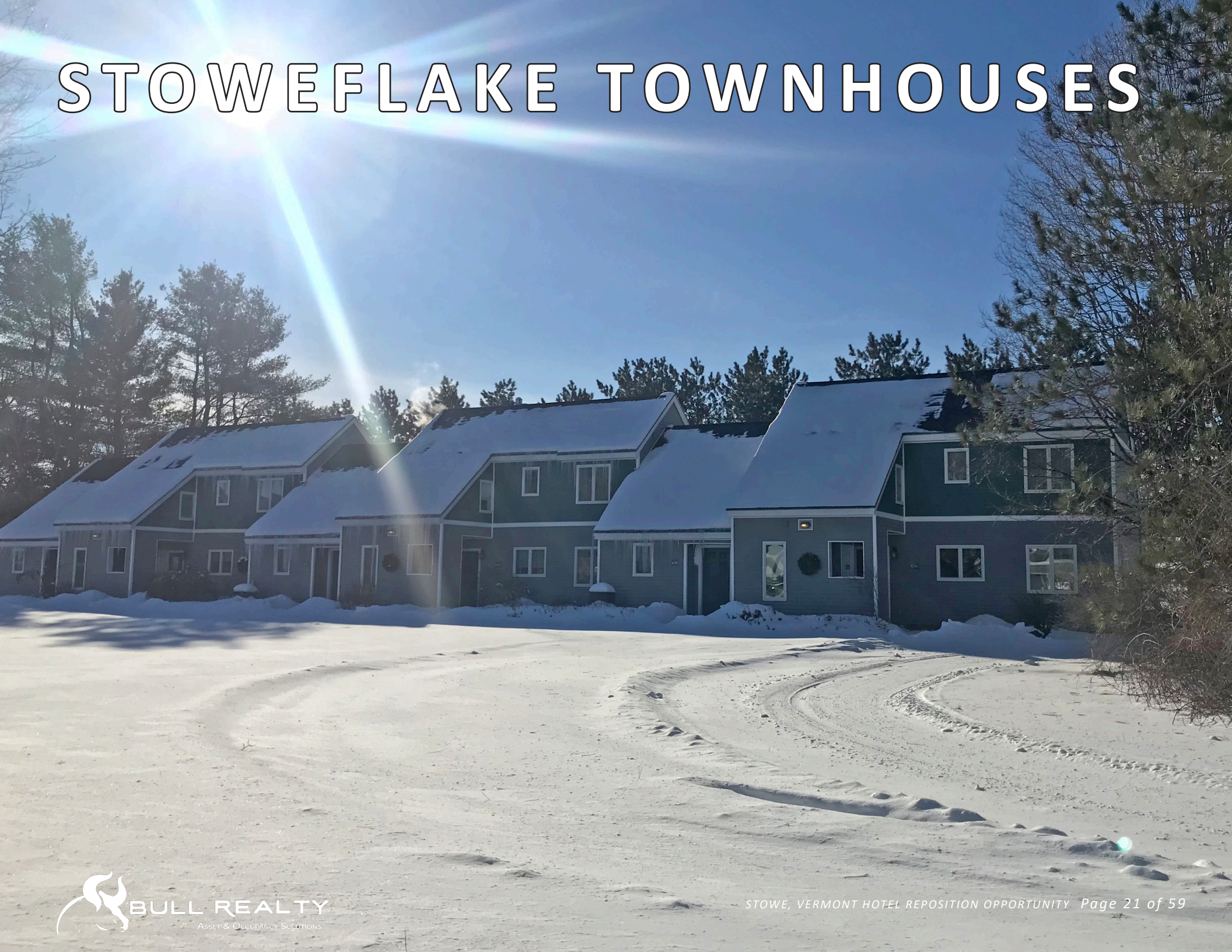
- ± 300 SF, one king, one queen with a sofa pull-out or two double beds

One Bedroom Suites

The suites offer spacious accommodations with a private bedroom with a King bed and an adjoining living area featuring a gas fireplace, dining table with four chairs, balcony with furniture, sofa and upholstered sitting chair.

- ± 620 SF
- Jetted hot tub
- Wet bar with refrigerator and microwave

STOWEFLAKE TOWNHOUSES



STOWEFLAKE TOWNHOUSES

12 individually-owned, 3-bedroom townhouses. Each townhouse can be rented 3 different ways: as a 3-bedroom, 2-bedroom or 1-bedroom unit (*24 rentable units in rental pool*).

Each townhouse features a fully-equipped kitchen, dining room, living room with fireplace, half bathroom and private furnished deck. The second floor of the main unit features two bedrooms with one queen bed, one double bed and one twin bed, and a full bath.

The first-floor bedroom is a private studio area off the main floor. It features one king bed, living area with fireplace, small dining area, wet bar area with refrigerator and microwave, a full bath and a private outdoor deck with furniture.

MEADOWS TOWNHOUSES

MEADOWS TOWNHOUSES

20 individually-owned, 3-bedroom townhouses. Each townhouse can be rented 3 different ways: as a 3-bedroom, 2-bedroom or a 1-bedroom unit (*40 rentable units in the rental pool*).

Each townhouse features a fully equipped kitchen, dining room, living room with fireplace and a private furnished deck. The second floor features a master suite with one king bed, fireplace, walk-in closet and bath with jetted tub. The second bedroom has two queen beds with full bath.

A master bedroom is located on the main floor with a king or queen bed and bathroom with jetted tub and glass enclosed shower.

SKI HOUSE

The Baraw's original ski house offers all the advantages of a full-size house, with the added luxury of a full-service resort. The house has four bedrooms (consisting of one room with one king, two rooms with one queen each and one room with two doubles), four baths, fully equipped kitchen, dining area, large living room upstairs with fireplace and a downstairs sitting room with a pull-out sofa bed and fireplace. (=Maximum occupancy 10 people.

CHARLIE B'S PUB & RESTAURANT

The restaurant offers a warm and comfortable atmosphere with a wood burning fireplace and an inviting wrap-around bar. Charlie B's is the quintessential Vermont tavern featuring an eclectic menu ranging from comfort food to lighter fare. Guests enjoy selecting from the Wine Spectator award-winning wine list featuring Vermont wines. Charlie B's also offers a wide array of craft beers, creative cocktails, live music and al fresco dining on the porch during warmer months.

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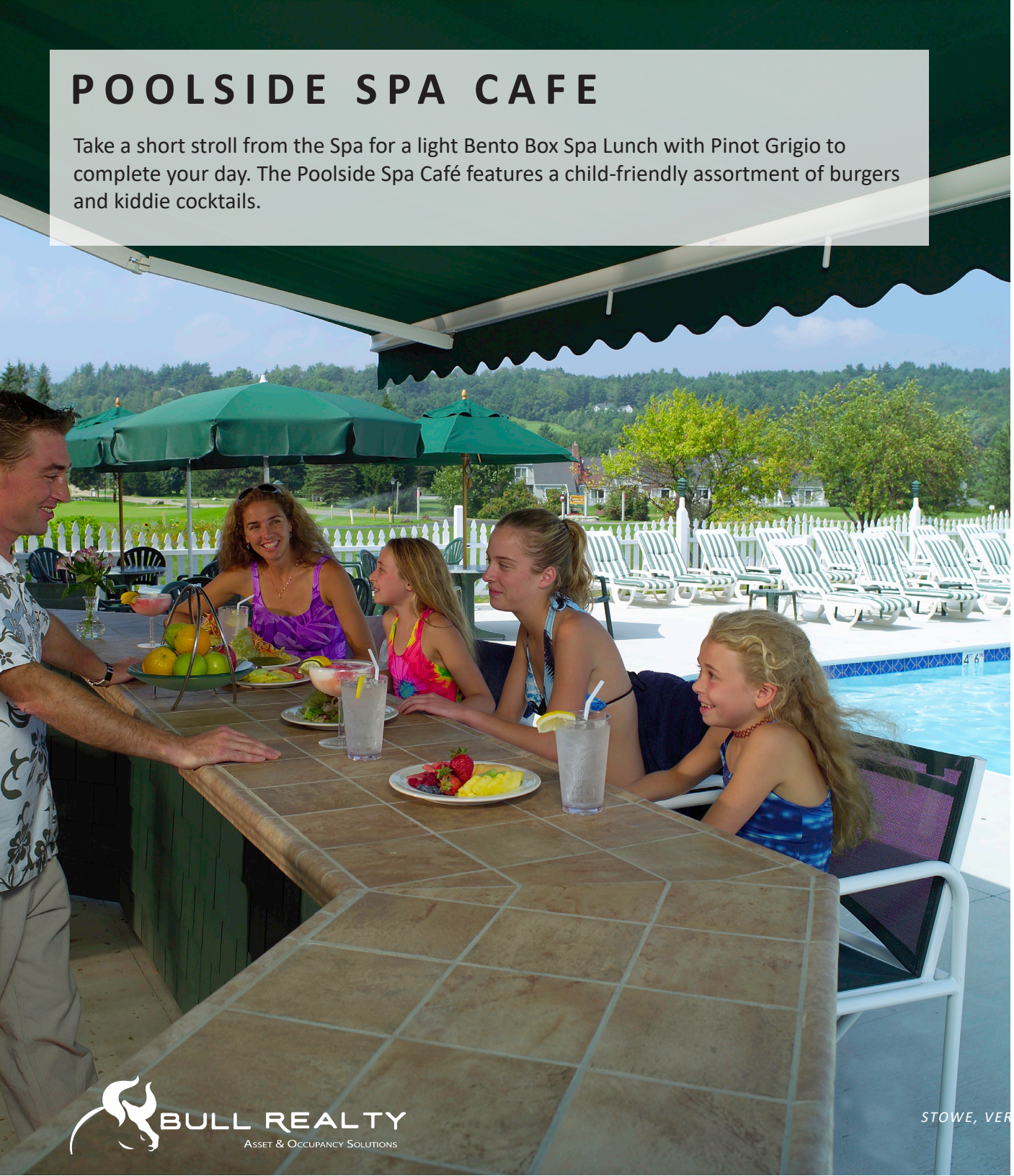
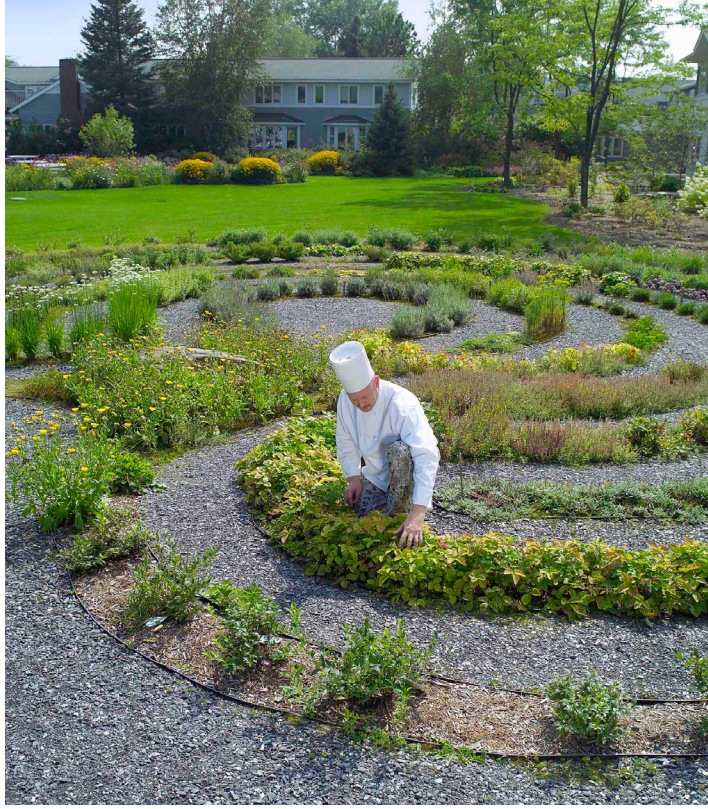
POOLSIDE SPA CAFE

Take a short stroll from the Spa for a light Bento Box Spa Lunch with Pinot Grigio to complete your day. The Poolside Spa Café features a child-friendly assortment of burgers and kiddie cocktails.





WINFIELD BISTRO *(also referred to as Charlie B's main dining room)*

Winfield Bistro is a 70-seat dining room that exclusively serves breakfast or can serve as an overflow for Charlie B's Pub & Restaurant. The room can also be booked for private functions such as conference lunches and rehearsal dinners.

THE SPA

The acclaimed, world-class spa has expansive facilities and a menu of wellness programs, natural non-invasive treatments and salon services. The spa offers 30 luxurious treatment rooms and over 150 signature healing and anti-aging remedies for the mind, body and soul. Guests enjoy the Aqua Solarium, men's and women's private sanctuary lounges, cascading waterfalls and soothing mineral soaking pools. There is also a 10,000 SF outdoor meditative and seven-circuit Zen Labyrinth.

BULL REALTY
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THE SPA

- 30 treatment rooms
- Ayurvedic treatments & consultation
- Aqua solarium and hydrotherapy waterfalls
- Hungarian mineral soaking pool
- Atrium solarium sunroom
- Meditation rooms
- Spinning studio
- Yoga, pilates and Tai Chi
- Steam rooms and saunas
- Full-service hair salon (12 stations)

SPORTS & WELLNESS CENTER

The Sports and Wellness Center offers a fully equipped Cybex fitness center, a dedicated Spinning™ studio, a women's-only workout center, and a full roster of fitness classes from yoga to Pilates. The Sports and Wellness Center has sold roughly 120 memberships to local residents with the potential to sell additional memberships.

- Executive 9-hole, par-3 golf course on property
- 18-hole Stowe Country Club golf course – adjacent to resort and offers specials to individual guests and groups.
- Indoor – outdoor swimming pools
- Racquetball and squash court
- Mountain biking, biking,hiking and nature walks
- Two tennis courts
- Winter offers snow-shoeing and X-C trails

CONFERENCE CENTER

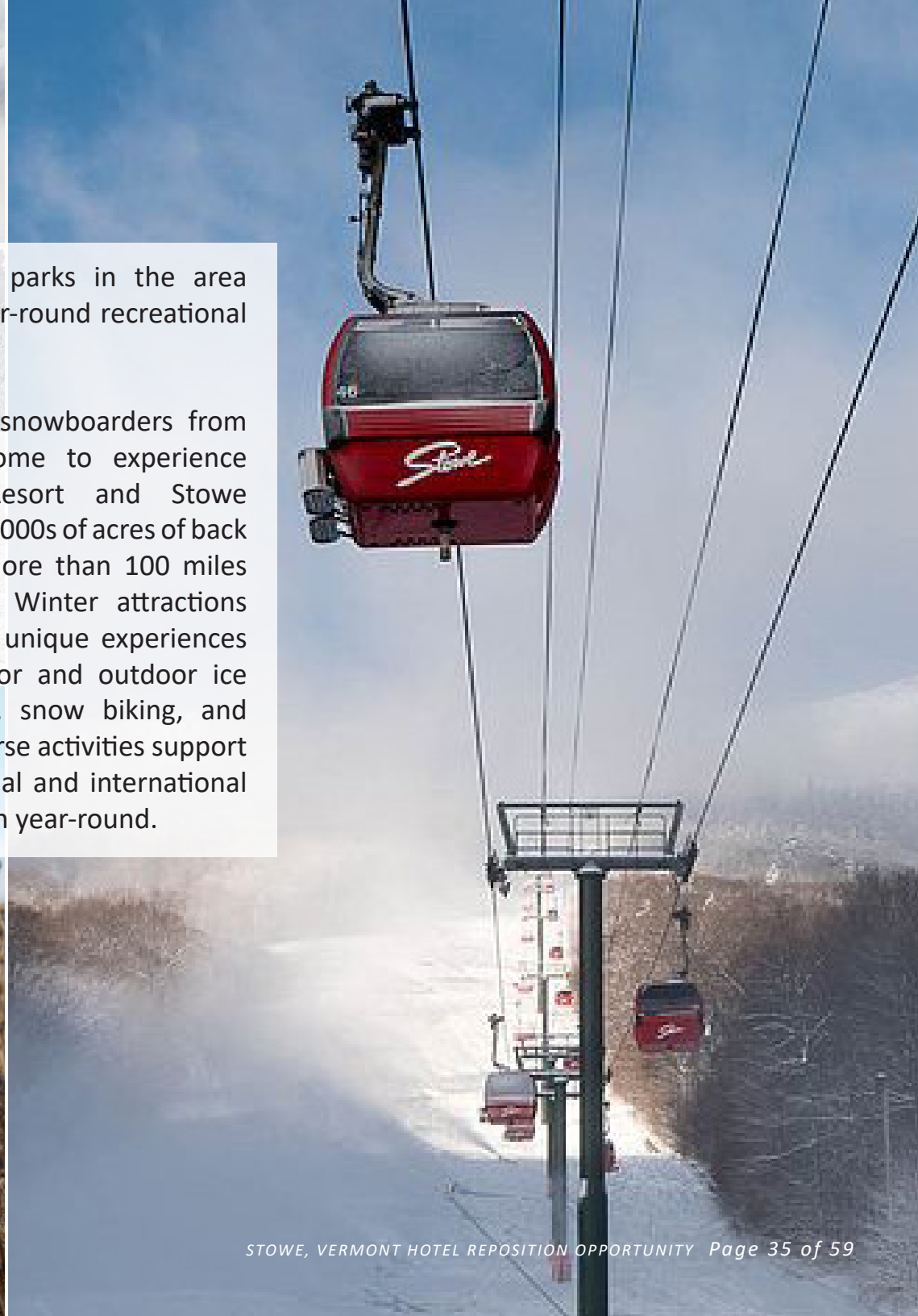
The Conference Center at Stoweflake boasts an unparalleled resume. A perennial winner of the Pinnacle Award, the only Vermont facility certified by the International Association of Conference Centers and home to over 40,000 SF of indoor and outdoor function space (22,000 SF indoor), this is New England's premiere destination for meetings.

CONFERENCE CENTER

TOURISM

There are four state parks in the area offering a range of year-round recreational opportunities.

In winter, skiers and snowboarders from around the world come to experience Smugglers' Notch Resort and Stowe Mountain Resort, and 1000s of acres of back country terrain and more than 100 miles of snowmobile trails. Winter attractions are rounded out with unique experiences like sleigh rides, indoor and outdoor ice skating, dog sledding, snow biking, and snowshoeing. The diverse activities support this region as a national and international recreational destination year-round.



Skiing and the town of Stowe expanded steadily as interest in the sport grew. In the process, Stowe established its reputation as one of the premier ski resorts and vacation destinations in the world. Today, Stowe offers guests an outstanding variety of year-round recreational activities, attractions and special events from world-class skiing and riding terrain to a myriad of on-mountain programs and off-mountain activities capable of satisfying the most discerning travelers. Stowe has been a summer vacation destination since the mid 1800's and became the major eastern ski resort in the 1940's. While still enjoying its reputation as the best in the east for skiing, Stowe has become a year-round resort destination.

Stowe maintains a vibrant cultural identity rooted in the tradition of rural Vermont. It bolsters an eclectic blend of cultures as expressed through diverse local arts, products, festivals, and other activities. Unique Vermont products help to create a distinctive sense of place for this area. Famous Vermont products are available at places like Cabot Farmers' Store, Ben & Jerry's Factory, Green Mountain Coffee, Cold Hollow Cider Mill and The Alchemist Brewery.

MOUNT MANSFIELD

The area in and around Stowe enjoys a unique natural legacy. Mount Mansfield stands as Vermont's highest peak and holds a dominant presence in the region, serving as the primary natural and cultural landmark. The recreational activities that have come to define the area are largely in place because of the pristine and breathtaking natural qualities of the Green Mountains and the Worcester Range. Waterbury Reservoir and Green River Reservoir are the largest water bodies surrounding the area. Various other rivers and streams present natural resource value for their recreational and scenic quality. Recreation holds a dominant, year-round presence and the alluring natural features have long been a draw to the area. Tourism continues to be the economic generator and cultural vitality of the region.

Besides the mountain, tourists came to visit the famous Smugglers' Notch, a deep pass between Mount Mansfield and Sterling Mountain. Its 1,000-foot cliffs, huge boulders, and caves have lured explorers. In the earlier days, only a footpath and trail for horses existed here. Today, visitors can drive a narrow winding road and enjoy the views Spring through Fall where you can pull off and see Big Spring.

In 1807, President Jefferson passed an embargo act forbidding American trade with Great Britain and Canada. This was a severe hardship for northern Vermonters, since Montreal was closer than other markets in the US. Many local people continued illegal trade with Canada, herding cattle and carrying other goods through the Notch. Later, fugitive slaves used the Notch as an escape route to Canada. During the Prohibition years, liquor was smuggled from Canada over the improved road built in 1922.

The Vermont Ski and Snowboard Museum, established in Brandon in 1988 as The Vermont Ski Museum, was moved to Stowe in 2000 and opened to the public in its current location in 2002. In 2011, the word snowboarding was added to the museum's name. Currently the museum has 9 permanent and 3 rotating exhibits.

The museum's main objective is to "collect, preserve, and celebrate Vermont's skiing and snowboarding history", and its mission is "to utilize the resources belonging and accessible to the Vermont Ski and Snowboard Museum to create visually stimulating, historically in-depth exhibits that fulfill this mission that fulfill the mission to Collect, Preserve and Celebrate Vermont's Skiing and Snowboarding History".

Stowe maintains a vibrant cultural identity rooted in the tradition of rural Vermont. It bolsters an eclectic blend of cultures as expressed through diverse local arts, products, festivals, and other activities. The common cultural themes are the traditional place specific sensibility and a contemporary cultural atmosphere. The area also boasts a rich array of opportunities in the arts.

Unique Vermont products help to create a distinctive sense of place for this area. Famous Vermont products are available at places like Cabot Farmers' Store, Ben & Jerry's Factory, Green Mountain Coffee, Cold Hollow Cider Mill and The Alchemist Brewery.

The Stowe Theater Guild, along with Hyde Park Opera House, and the Waterbury Festival Players, offer theatrical productions each summer. Throughout the year, Stowe is host to arts and crafts shows and many time-honored events that are not to be missed. Below are just a few of the popular Signature Annual Events in Stowe.

WINTER

Winter Rendezvous
A Traditional Christmas in Stowe
Stowe Winter Carnival
Stowe Derby

SPRING

Stowe Weekend of Hope
Stowe Craft Brew Race
Chowderpalooza & Spring Art on Park

SUMMER

Vermont Renaissance Faire
B3 Fest – Bikes, Brews & Beats
An Old-Fashioned Fourth of July
Stoweflake Hot Air Balloon Festival
Stowe Brewers Festival
Stowe Tango Music Festival
Race to the Top of Vermont

AUTUMN

Stowe Foliage Arts Festival
Stowe Jazz Festival
British Invasion
von Trapp Brewing Oktoberfest

Besides being the largest producer of maple syrup in the U.S., Vermont is also the craft beer mecca of the east coast, not to mention it's also home to many quality vintners, distillers and cider-makers. There are many breweries in Stowe, which makes for an ideal itinerary for a craft beverage exploring.

STOWETODAY.COM - GORDON MILLER 2017

STOWE AREA BREWERIES

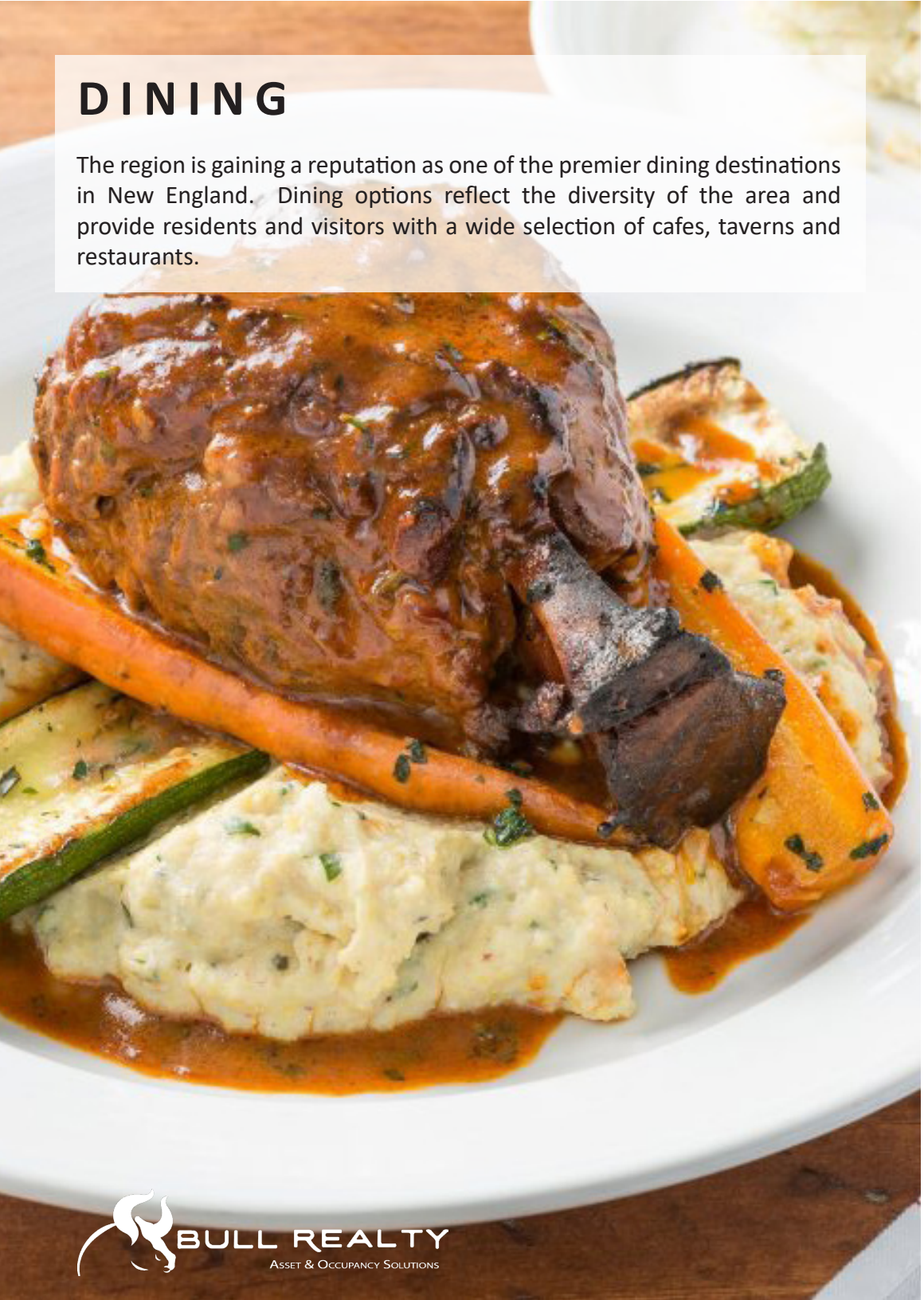
Green Mountain Distillers
Hill Farmstead Brewery
Idletyme Brewing Company*
Lost Nation Brewery
Prohibition Pig Brewery
Rock Art Brewery
Stowe Cider*
Ten Bends Beer
The Alchemist Stowe*
von Trapp Brewery*

**About 5 miles from Stoweflake Mountain Resort & Spa*

TRAVELANDLEISURE.COM - ALEXI HOBBS 2016

DINING

The region is gaining a reputation as one of the premier dining destinations in New England. Dining options reflect the diversity of the area and provide residents and visitors with a wide selection of cafes, taverns and restaurants.



FOUR SEASONS OF DEMAND

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WINTER

Nestled beside Vermont's highest peak, Stowe is ranked "Top 10 Best Ski Towns in America" by Forbes. Stowe's extensive trail system makes this mountain resort town a great destination for other winter activities like Nordic skiing, dog sledding, snowmobiling, fat biking and sleigh rides. Stowe's diverse dining options, après ski scene and thriving arts community create the perfect winter experience for both snow and non-snow lovers.

SPRING

As the winter snow melts, Stowe comes alive in spring. An overlay of green transforms scenic landscape views as open trout fishing season begins and the air turns sweet during Vermont's world-renowned maple sugaring season. Meanwhile, winter revelers savor every last opportunity of skiing and riding in the warm sun.

SUMMER

Summer brings its own abundance of recreational activities to the community. Hiking and biking are popular activities in the area and are well supported by an abundance of trails. Stowe's, paved Recreation Path runs 5.3 miles out from the village center and is for biking, walking, and rollerblading. More adventurous hikes lead to local summits of the Green Mountains and Worcester Range, including Mount Mansfield. Mount Mansfield is a primary recreation attraction in the summer with rides to the top via The Gondola or the historic Mount Mansfield Auto Toll Road. Area resorts also have plentiful summer activities including world championship disc golf, zip lines and tree canopy courses. There are four public golf courses in the area. Keeping up with mountain biking's popularity, more than 200 miles of sanctioned and informal trails are accessible.

AUTUMN

Foliage becomes a major tourism attraction in autumn. Drivers, bikers, and walkers alike come to take in the magnificent views and colors that are the region's natural heritage. In addition to the recreational aspect, autumn in New England has become a central component of the region's identity and culture. Stowe is the #1 "Top 10 Foliage Destinations in the US" by TripAdvisor.

MARKET OVERVIEW

IN THE AREA

MAJOR TRAFFIC

Stowe is easily reached by car from major Northeast cities in the United States and Canada. Train and bus services are available into Waterbury, approximately 15 minutes from Stowe. Jet service is available at Burlington International Airport, just 40 minutes away, which serves Delta, American, United, Jet Blue plus a few smaller airlines. The Morrisville-Stowe State Airport, which accommodates smaller private craft, is located seven miles north of Stowe.

FROM BURLINGTON

All but 10 miles is on I-89, take exit 10 and go North 10 miles on VT Route 100.

Below are approximate travel times to Stowe by car from major Northeast cities:

FROM	HOURS
Montreal	2.5
Boston	3.25
Hartford	3.5
Albany	3.5
New York	5.75
Philadelphia	7.0
Toronto	7.5
Washington DC	9.0

Stowe's single-family homes are about 55-60% second homes. Total permanent population is about 4,400, but at full capacity the town can accommodate about 20,000 including day visitors.

HEALTHCARE

Copley Hospital, located in Morrisville, about 9 miles north of Stowe is a full-service community hospital and it shares services with the Vermont Medical Center at the University of Vermont. In addition, there are several Community Urgent Care Centers in the area to address minor problems that need immediate attention.

EDUCATION

Stowe High School has been recognized multiple times in the last 6 years as one of the top 3 schools in Vermont and has gained national recognition as one of the top 50 schools in the U.S.

Higher education is available at the Community College of Vermont system, the Johnson Campus of Northern Vermont University, about 25 miles away and of course the University of Vermont, a highly recognized medical teaching hospital. In addition, about 30 minutes to the South is Norwich University, the oldest Military University in the U.S.

ECONOMIC OVERVIEW

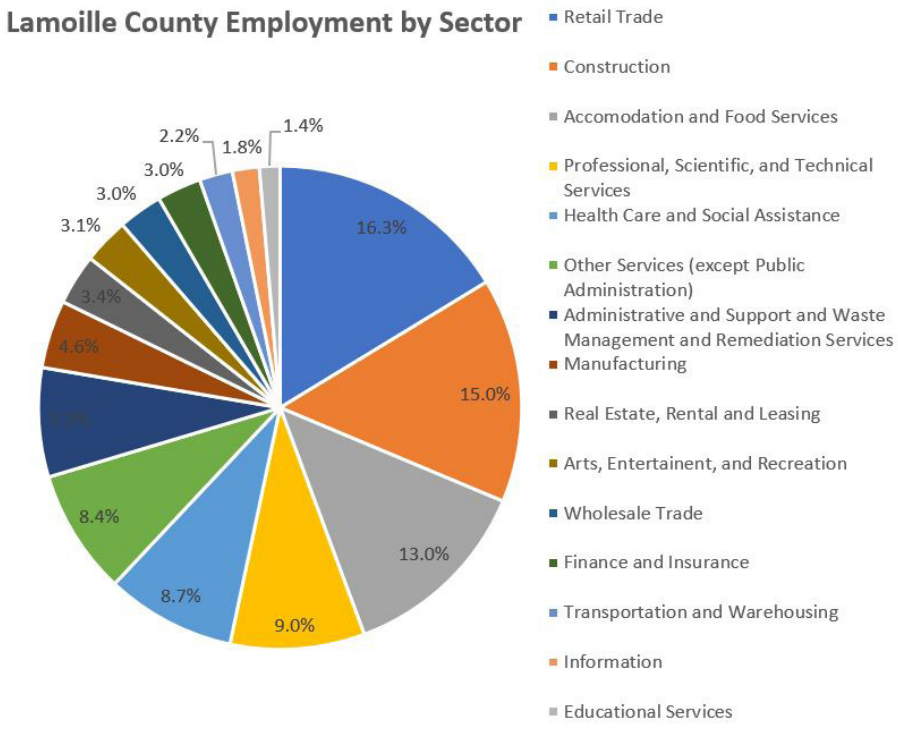
ECONOMIC OVERVIEW

With a population of 25,136 people, Lamoille County is one of the least populous Counties in Vermont. The Town of Stowe has a population of 4,314 but seasonally increases to over 8,000 people. Lamoille County mirrors the State of Vermont in many ways including median income, educational attainment and labor force participation. However, in some important ways Lamoille County growth outpaces the state.

LAMOILLE COUNTY:

- Relatively high recent population growth.
- Lowest unemployment in the state.
- Farms are smaller in acreage and fewer in number than other counties in Vermont.
- Second highest number of Maple taps in the state
- Seeing job growth while the state overall, is not; primarily in the service and health care sectors.

Stowe has 1,003 condominiums with 56% owned by individuals outside of Vermont. Similarly, 31% of all the single-family residences are owned by individuals with permanent addresses outside of Vermont.



LAMOILLE COUNTY MAJOR EMPLOYERS		
Company	**Product/Service**	**Employees**
Smugglers Notch	Hospitality	1,000+
Copley Health System	Healthcare	700-850
Mt. Mansfield Company - *(Stowe Mountain Resort)*	Hospitality	600-750
Stowe Mountain Lodge	Hospitality	500-650
Johnson State University	Education	300-450
Trapp Family Lodge	Hospitality	250-400
Johnson Public Schools	Education	250+
Stowe Public Schools	Education	250+
Springer-Miller Systems	Software	150-200
Manufacturing Solutions	Logistics	150-200

COMPETITIVE SET

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COMPETITIVE SET

Property	Stoweflake Mountain Resort & Spa	Trapp Family Lodge	Topnotch Resort & Spa	Green Mountain Inn
Address	1746 Mountain Road	700 Trapp Hill Road	4000 Mountain Road	18 Main Street
Year Opened	1963/1998/2003	1942/1983	1953	1833/1893
# Of Rooms	117/167 with townhouse rental pool	96	68 (plus 23 rentals)	103
Property Size (Acres)	±29 Acres	±2,500 Acres	±120 Acres	±5.1 Acres
Distance to Subject Property	-	4.6 Miles	4.3 Miles	-
Distance to Ski Slopes	5.5 Miles	7.6 Miles	3.8 Miles	1.8 Miles
Amenities: *Outdoor Garden*	X	X	X	X
Indoor Pool	X	X	X	-
Outdoor Pool	Year-round	Seasonal	Year-round	Year-round
Fitness Center	X	X	X	X
Restaurants	3	3	2	2
Bar	X	X	X	X
Tennis Courts	Outdoor	Outdoor	Outdoor & Enclosed	-
Game Room	X	-	X	X
Massage / Spa	X	-	X	X
Salon	X	-	X	-
Golf	9-hole executive	-	-	-
Equestrian Center	-	-	X	-
Ski Equipment Rental	-	-	On-site	-
Cross-Country Skiing	-	X	-	-
Brewery	X	X	-	-
Banquet / Meeting Space	22,000 SF	6,000 SF	9,000 SF	1,900 SF
Mountain Shuttle	X	-	-	X

FINANCIAL OVERVIEW

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INCOME & EXPENSES / HISTORIC OPERATING STATEMENTS

PLEASE SIGN CONFIDENTIALITY AGREEMENT LOCATED ON THE LAST PAGE OF THIS OFFERING MEMORANDUM

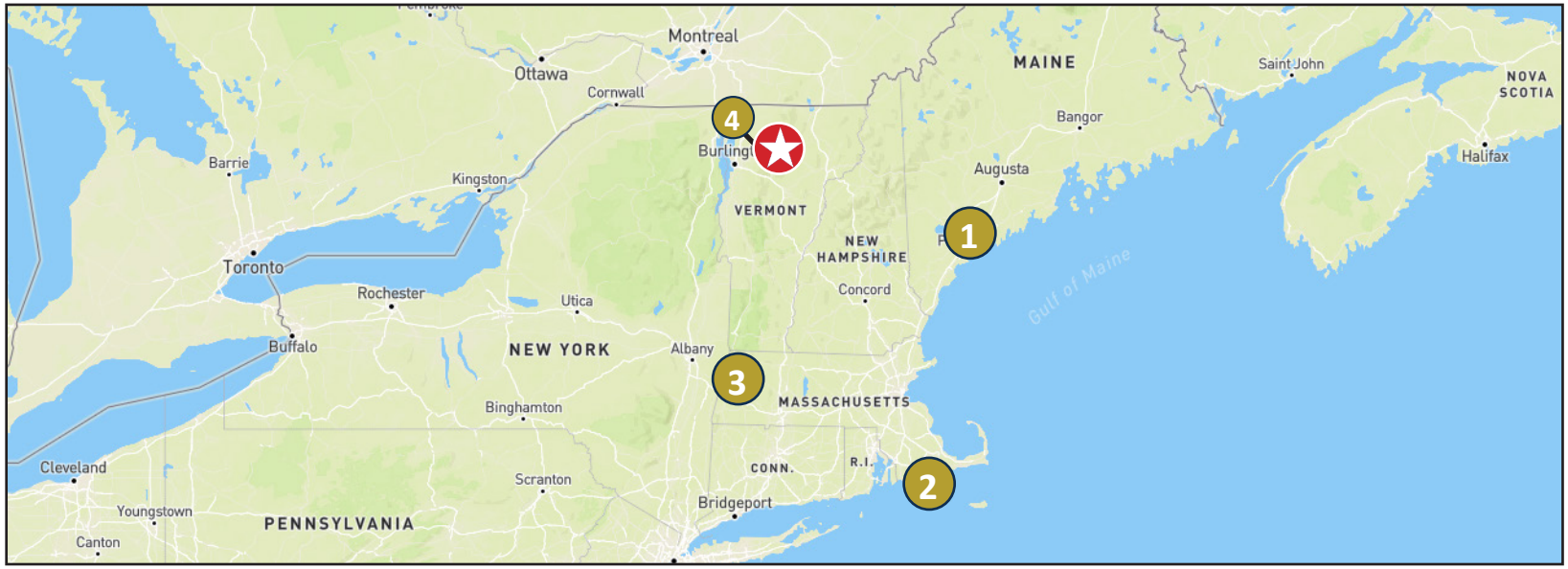
OR

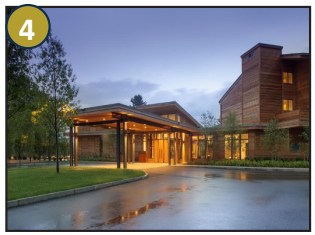
ONLINE AT WWW.BULLREALTY.COM

Any included income, expenses, cap rates, costs, return estimates, renovations, measurements, square footage, acreage, projections, interest rates, loan terms, property condition, possible uses, zoning and other information herein may have been provided by the seller, landlord or other outside sources and while deemed to be reliable, may be estimated, projected, is subject to change, and/or may be limited in scope, and therefore shall not be relied upon as accurate. Any such information important to the purchaser, lessee or other parties should be independently confirmed within an applicable due diligence period. Please do not disturb the management, business, tenants or sellers. This offer is subject to prior change or sale without notice.

SALES COMPS

SALE COMPS





Property	Stoweflake Mountain Resort & Spa *(Subject Property)*	Hilton Garden Inn Freeport Downtown	Harbor View Hotel	The Cranwell Resort	Topnotch Resort & Spa
Address	1746 Mountain Road Stowe, VT	5 Park Street Freeport, ME	131 N Water Street Edgartown, MA	55 Lee Road Lenox, MA	4000 Mountain Road Stowe, VT
Year Built	1963	1900	1891	-	1953
Sale Price	$15,900,000	$20,500,000	$30,000,000	$22,000,000	$16,250,100
# of Units	117 *(plus 50 rentals)*	99	130	105	68 (*plus 23 rentals*)
Price/Unit	$135,897 *(± $95,210 with rentals)*	$207,071	$230,769	$209,524	$238,972 (*± $178,573 with rentals)*
Sale Date	-	2/27/2018	1/12/2018	1/31/2017	12/1/2018
Notes	-	Property is undergoing a major renovation/redevelopment	New amenities and activities are being added to the facility	Property is undergoing an $80 million renovation	Property will be undergoing a renovation and expansion as it sits on ± 100 acres

BULL REALTY
Asset & Occupancy Solutions

TEAM LEADERSHIP

TOM FRENCH
President, Hospitality Group
TFrench@BullRealty.com
404-876-1640 x 147

Tom French joined Bull Realty with more than 20 years of successful experience in the hospitality industry. As President of the Hospitality Group, Tom specializes in hotel acquisition and disposition services, including single asset and portfolio sales.

During his professional career, Tom has served in a number of roles within the hotel and customer service sectors. With concentrations on finance, market analysis and investment, he has assisted in the closing in excess of $200 million in hotel transactions.

Tom earned his BA in Hotel Restaurant and Institutional Management from Michigan State University. He continues his education with CCIM and other industry affiliations.

Tom spends his time with his wife and 6 children at their home in Dawsonville, Georgia. He is very active in their lives and interests as well as his church. Tom is also on the board of several non-profit organizations, active in Rotary and is an avid lifetime supporter of Boy Scouts. Tom enjoys reading, traveling, hiking and backpacking and whitewater rafting.

COLE SPAIN
V.P. Hospitality Group
Cole@BullRealty.com
404-876-1640 x 132

Cole Spain and his team specialize in assisting clients in the disposition and acquisition of hotels, resorts and casinos in North America and the Caribbean. He leverages off Bull Realty's technology, digital resources and marketing tools to counsel his clients with the highest levels of professionalism and integrity. His prior experience includes multi-tenant retail and single tenant net lease investment properties as well tenant representation and hospitality lending.

Cole graduated Cum Laude from Ole Miss with a Bachelor's in Business Administration in both Real Estate and Managerial Finance. He is also certified through Cornell University in Hotel Real Estate Investments and Asset Management. Cole's real estate background includes positions with Randall Commercial Group, Savills Studley, and Access Point Financial. His personal interests include golf and spending time with family and friends

MICHAEL SALLOWAY
V.P. Hospitality Group
MSalloway@BullRealty.com
404-876-1640 x 148

Michael's core practice is the acquisition and disposition of hotel, resort and casino properties. He concentrates on hospitality properties throughout the U.S. and southeast. Michael focuses on both single asset and portfolio sales. He utilizes the latest technology and digital resources to provide the highest levels of professionalism and integrity to all his clients.

Michael leverages off the proven commercial real estate marketing and 20 years of industry experience from his Bull Realty team.

Michael is originally from Alabama where he attended the University of Alabama. He received a Certification in Hotel Real Estate Investments and Asset Management from Cornell University.

In his free time he enjoys spending time with his wife and child, playing tennis and wake boarding.

TEAM MEMBERS

Tom French
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Cole Spain
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Michael Salloway
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Michael Bull
Broker

Carine Davis
Marketing

Randee Comstock
Marketing

Scott Jackson
Analyst

CONFIDENTIALITY AGREEMENT

This Confidentiality Agreement ("Agreement") is made and agreed to for the benefit of the undersigned party ("Receiving Party"), the owner of the subject property (the "Seller") and undersigned broker Bull Realty Incorporated and Stowe Area Realty ("Broker").

Now therefore in consideration of the privileges granted to Receiving Party with respect to receiving certain confidential information, and other good and valuable consideration, the Receiving Party hereby agrees to the following:

I. Confidential Information:
Receiving Party will receive confidential information regarding property referred to as Stoweflake Mountain Resort and Spa - 1746 Mountain Road, Stowe, Vermont 05672. Prospect agrees to not disclose to any person that the property may be available for sale or lease, or that discussions or negotiations are taking place concerning the property, nor any terms, conditions, or other facts with respect to the property, including but not limited to tenant information, lease rates, lease expirations, income and expenses, and any such possible purchase, including the status thereof. The term "person" used in this agreement shall be interpreted broadly and shall include, without limitation, any corporation, company, partnership or individual other than parties to which Broker approves in writing. Receiving Party may share information with directors, officers, employees, agents, affiliates, counsel, lending sources, accountants or representatives of Receiving Party that Receiving Party notifies of the requirements of this Agreement. Receiving Party agrees to not contact the property owner, the management, the tenants, the lender, the vendors, the insurers, the employees or the customers of any business at the site.

II. Acting as a Principal:
Receiving Party hereby warrants that it is acting as a principal only, and not as a broker, regarding this contemplated transaction. Receiving Party acknowledges that Broker is working an agency capacity as representing the Seller only in this transaction and is the only Broker involved in this potential transaction. Receiving Party agrees to not be involved in any arrangement to lease or purchase the property, in whole or in part, as a lender, partner, buyer of the note, buy in foreclosure, buy from bankruptcy court, or in any other manner acquire an investment in, joint venture or control of the property, unless Bull Realty, Incorporated is paid a commission at closing as per separate agreement with Seller.

This agreement will expire two years from the date hereof.

III. Governing Law
This Agreement shall be governed and construed in accordance with the laws of the State of Vermont.

If you are a broker, or a principal desiring to include an outside broker, contact the listing agent directly for a Buyer and Buyer's Broker Confidentiality & Commission Agreement.

Accepted and agreed to this _____ day_____ of , 20____.

Receiving Party

Signature _____

Printed Name _____

Title _____

Company Name _____

Address _____

Email _____

Phone _____

Ken Libby
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Ken@KenLibby.com
License # 081.0002943

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