

# LOGO

NAMED PROPERTY

1234 SMITH ROAD

DENVER, COLORADO 80000

PROPERTY HEADLINE  
AMAZING NEIGHBORHOOD



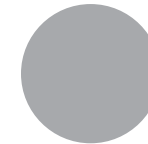
COMPETITIVE MARKET ANALYSIS | PREPARED FOR: FIRST NAME LAST NAME

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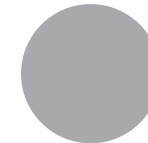


## INVESTMENT ADVISORS



**Broker Name**

Title  
303.962.9555  
BrokerName@PinnacleREA.com



**Broker Name**

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BrokerName@PinnacleREA.com



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# INTRODUCTION

**This report is being presented by Pinnacle Real Estate Advisors, LLC and contains salient facts relevant to the subject property.**

The authors of this document have personally conducted surveys and interviews with the Property Managers, Property Owners, Buyers, Sellers and/or Brokers of the properties surveyed with regard to: comparable rents, comparable market properties, comparable sales, current market capitalization rates, and criteria of investors, as well as actual and projected operational information of the subject property and many of the surrounding properties.

The purpose of this report is to estimate the price, in the present marketplace, at which the subject property should be offered for sale and/or lease and the probable closed escrow sale price. This report also details how this price may be obtained by virtue of the marketing plan submitted herein.

This broker's opinion of value is not an appraisal. Pinnacle Real Estate Advisors are not licensed real estate appraisers. All figures included herein are approximate and all numbers/information were received from and/or developed from sources deemed reliable. However, no guarantee or warranty, expressed or implied, is given. The reader is encouraged to conduct their own independent due diligence effort and to independently verify all information/aspects relating to this report.

## INVESTMENT CONTACTS



**Broker Name**  
Title

**Broker Name**  
Title

**Broker Name**  
Title

One Broadway, Suite 300A  
Denver, Colorado 80203  
303.962.9555 | [www.PinnacleREA.com](http://www.PinnacleREA.com)

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# EXECUTIVE SUMMARY



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## ABOUT PINNACLE

**Full service commercial real estate firm with access to 1031 buyers trading out of all asset types, not just multifamily properties**

World-class systems and marketing capabilities, with boutique-firm flexibility and creativity

**Metro Denver market leader in private capital commercial real estate transactions**

Large transaction volume creates strong lender and vendor relationships for maximized client benefit

**Full Spectrum Marketing campaigns provide maximum exposure of all listings resulting in a competitive environment for buyers and higher purchase prices**

Proprietary database of over 60,000 institutional and private capital investors who are active in the local market

**Member of all major metro brokerage organizations including NAIOP, DMCAR, and ICSC which creates cooperative relationships and open communications with other brokerage firms**

# \$6.76B

TOTAL TRANSACTION VOLUME

# 2006

ESTABLISHED

# 3,652+

TOTAL TRANSACTIONS

# 159,342

TOTAL DATABASE  
CONTACTS

# 63,244

ANNUAL  
OUTBOUND CALLS

DENVER  
BUSINESS JOURNAL  
HEAVY HITTERS

 CoStar Group™  
POWER BROKER FOR TOP SALES

  
BROKER OF THE YEAR

THE DENVER POST  
TOP 100 WORKPLACES

## 1 INSIGHT

We begin our process with an onsite meeting to get to know the unique aspects of your property. We also take the time to learn about your goals, your needs and the personal drives that inform your decision. Operating as your advisor, we want to understand as much as we can about the big picture.

## 2 ANALYSIS

With an aim to inform you about the current market climate, the opportunities that exist and the process of sale, our team collaborates to build a clear and accurate vision of your property and its position in the market. Leveraging our superior market insight, we prepare our analysis to present in Step Three.

## 3 DIRECTION

In this third step of the process, we meet to review your goals and present our recommendations for marketing the property. We share our analysis and its role in forming our opinions and then discuss strategic and tactical actions that we'll take to position your property favorably and get it sold.



## 4 BROADCAST

Leveraging the most robust technological and relationship-driven resources, we create the biggest market possible for your property. We create aggressive, targeted marketing solutions that are appropriate for your property. We create aggressive, targeted marketing solutions that are appropriate for your property and the market demand, then initiate them. Additionally, we take the time to proactively communicate so you'll always know what's happening and what's next.

## 5 FILTER

The fifth step of the process includes handling investor inquiries, property showings and soliciting offers. Your Pinnacle advisor will evaluate those offers, help determine their merit and manage the selection process to your satisfaction. We provide guidance and support throughout and work to protect your best interests.

## 6 ADVOCATE

Once a qualified buyer is identified and their offer accepted, we spearhead the transaction and provide active oversight. Your Pinnacle advisor provides rolling updates on status changes and progress while proactively driving the transaction and managing the complexities for you.

## 7 ADVISOR

Exclusive to Pinnacle, our MarketAdvisor Process™ maintains the relationship after the sale to ensure continued market insight. We will schedule periodic meetings to review your goals, provide market updates and provide any guidance or support you might require. Our pledge is to always perform at the pinnacle of the real estate industry.



# PROPERTY OVERVIEW



LOGO

NAMED  
PROPERTY

1234 Smith Road | Denver, CO 80000

Property Description:

Number of Buildings:	Text
Total Square Footage:	Text
YOC:	Text
Lot Size:	Text
Power:	Text
Parking:	Text
Clearance:	Text
Sprinklered:	Text
Zoning:	Text
Uses:	Text
HOA Fees:	Text

Property Highlights:

- It is a long established fact that a reader will be distracted
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# BUILDING OVERVIEW

## Property Headline/Title:

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LOGO NAMED  
PROPERTY









## PROPERTY OVERVIEW

**LOGO** **NAMED  
PROPERTY**









# LOCATION OVERVIEW

LOGO NAMED PROPERTY





# LOCATION OVERVIEW

LOGO NAMED PROPERTY





LOCATION OVERVIEW



DRIVE TIMES

	DESTINATION	MINUTES
1	BOULDER	20
2	DOWNTOWN DENVER	25
3	DENVER INTERNATIONAL AIRPORT	36



POPULATION

1 mile	7,891
3 mile	80,474
5 mile	236,960



HOUSEHOLDS

1 mile	3,665
3 mile	33,059
5 mile	93,241



AVERAGE HH INCOME

1 mile	\$98,365
3 mile	\$118,407
5 mile	\$115,270





## AREA OVERVIEW

# BROOMFIELD, CO

### ABOUT

Broomfield, CO has a population of 73.9k people with a median age of 38.6 and a median household income of \$117,541. In recent years, the population of Broomfield, CO grew from 72,697 to 73,946, a 1.72% increase and its median household income grew from \$107,570 to \$117,541, a 9.27% increase.

The median property value in Broomfield, CO is \$581,600, and the homeownership rate is 63.9%.

### ECONOMY

The economy of Broomfield, CO employs 41.9k people. The largest industries in Broomfield, CO are Professional, Scientific, & Technical Services (6,240 people), Health Care & Social Assistance (5,461 people), and Manufacturing (4,541 people), and the highest paying industries are Utilities (\$111,932), Management of Companies & Enterprises (\$110,833), and Manufacturing (\$98,710).

Median household income in Broomfield, CO is \$117,541.

POPULATION  
**73,946**

4.68% GROWTH

MEDIAN AGE  
**38.4**

MEDIAN HH INCOME  
**\$107,570**

6.29% GROWTH

NUMBER OF EMPLOYEES  
**41,171**

5.25% GROWTH

MEDIAN PROPERTY VALUE  
**\$482,100**

6.99% GROWTH

Source: <https://www.datausa.io/>



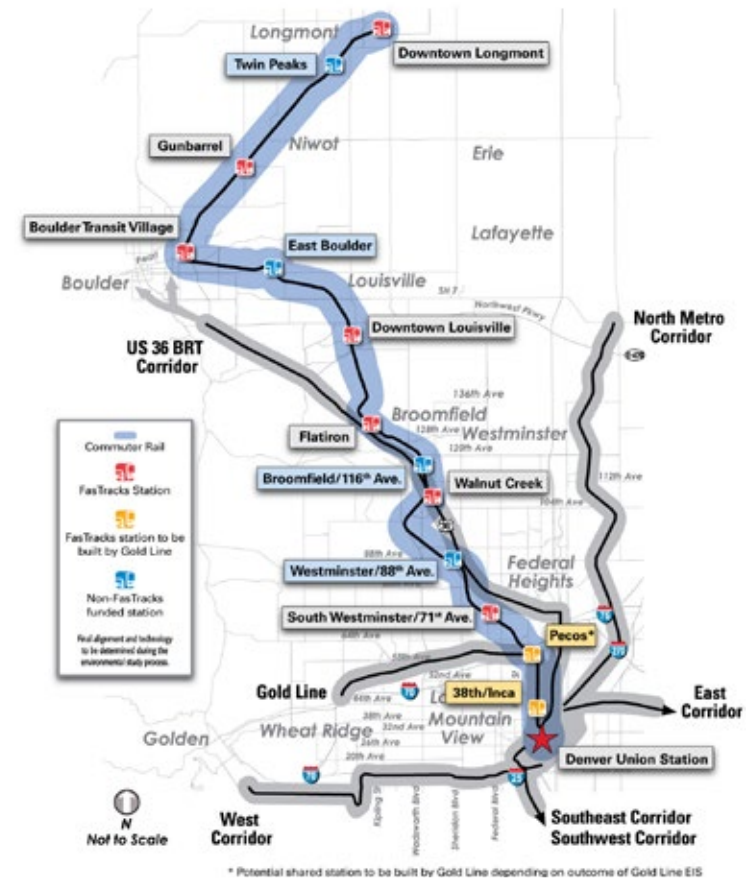
# AREA OVERVIEW

## BROOMFIELD / NORTHWEST CORRIDOR

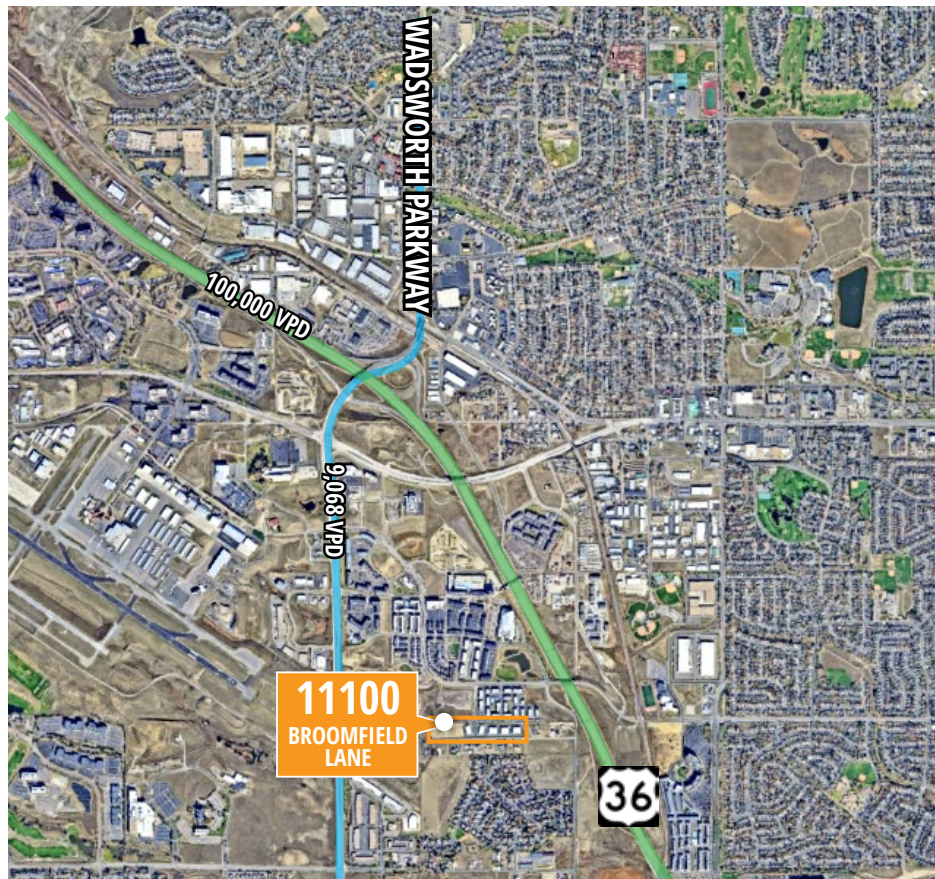
The Broomfield/Northwest Corridor, also known as the 36 Corridor to locals, is the region between Denver and Boulder consisting of Westminster, Broomfield, Interlocken/Westmoor, Superior, and Louisville. This corridor is home to many high-tech corporations, institutions of higher learning, research and development laboratories, and serves as a hotbed of innovation for the Denver Metro Area. Connectivity in the region continues to improve as RTD expands light rail service from Denver Boulder.



### Northwest Rail Corridor



©RTD





## AREA OVERVIEW

A thoughtful blend of urban living destined to be the energy epicenter of the northwest corridor. Dining, shopping, parks, entertainment, and the aloft Hotel are all within walking distance. Arista offers incredible views of the front range's pristine mountain peaks.

Arista Place is the town center of Arista, a fun, eclectic, two-block pedestrian mall featuring the aloft Hotel, office space and residential units. The buildings feature a unique, contemporary, urban design.

The options for living at Arista include live/work lofts, flats & townhomes, paired homes, as well as two different apartment communities. Commuting is easy at Arista as the RTD park-n-ride is located on site — Boulder or Denver are just minutes away!

## SURROUNDING EMPLOYERS





COMPARABLE SALES - INVESTMENTS

SUBJECT PROPERTY

1234 Smith Road | Denver, CO 80000

Units:	6
List Price:	\$1,275,000
Price/Unit:	\$212,500
Price/SF:	\$293.91
Cap Rate:	6.10%

1234 SMITH ROAD

Denver, CO 80000

Units:	16
Sale Price:	\$3,475,000
Price/Unit:	\$217,187
Price/SF:	\$456.82
Cap Rate:	5.5%
Sale Date:	11/14/2024

1234 SMITH ROAD

Denver, CO 80000

Units:	7
Sale Price:	\$1,585,000
Price/Unit:	\$226,429
Price/SF:	\$332.35
Cap Rate:	5.39%
Sale Date:	09/04/2024

1234 SMITH ROAD

Denver, CO 80000

Units:	5
Sale Price:	\$1,350,000
Price/Unit:	\$270,000
Price/SF:	\$
Cap Rate:	5.50%
Sale Date:	08/16/2024

1234 SMITH ROAD

Denver, CO 80000

Units:	6
Sale Price:	\$1,495,000
Price/Unit:	\$249,167
Price/SF:	\$350.60
Cap Rate:	6.28%
Sale Date:	07/22/2024

1234 SMITH ROAD

Denver, CO 80000

Units:	6
Sale Price:	\$1,400,000
Price/Unit:	\$233,333
Price/SF:	\$
Cap Rate:	6.71%
Sale Date:	04/12/2024



COMPARABLE SALES - INVESTMENTS

Property Name	Property Type	Property Address	Building SF	Price Per SF	Sale Price	Cap Rate	Sale Date	Tenancy
Building Name	Type	Property Address Denver, CO 80000	XX,XXX	\$XXX.XX	\$X,XXX,XXX	0.00%	01/01/2025	Text
Building Name	Type	Property Address Denver, CO 80000	XX,XXX	\$XXX.XX	\$X,XXX,XXX	0.00%	01/01/2025	Text
Building Name	Type	Property Address Denver, CO 80000	XX,XXX	\$XXX.XX	\$X,XXX,XXX	0.00%	01/01/2025	Text
Building Name	Type	Property Address Denver, CO 80000	XX,XXX	\$XXX.XX	\$X,XXX,XXX	0.00%	01/01/2025	Text
Building Name	Type	Property Address Denver, CO 80000	XX,XXX	\$XXX.XX	\$X,XXX,XXX	0.00%	01/01/2025	Text
Building Name	Type	Property Address Denver, CO 80000	XX,XXX	\$XXX.XX	\$X,XXX,XXX	0.00%	01/01/2025	Text
Building Name	Type	Property Address Denver, CO 80000	XX,XXX	\$XXX.XX	\$X,XXX,XXX	0.00%	01/01/2025	Text
Building Name	Type	Property Address Denver, CO 80000	XX,XXX	\$XXX.XX	\$X,XXX,XXX	0.00%	01/01/2025	Text

COMPARABLE SALES - OWNER/USER

Property Name	Property Type	Property Address	Building SF	Price Per SF	Sale Price	Cap Rate	Sale Date	Tenancy
Building Name	Type	Property Address Denver, CO 80000	XX,XXX	\$XXX.XX	\$X,XXX,XXX	0.00%	01/01/2025	Text
Building Name	Type	Property Address Denver, CO 80000	XX,XXX	\$XXX.XX	\$X,XXX,XXX	0.00%	01/01/2025	Text
Building Name	Type	Property Address Denver, CO 80000	XX,XXX	\$XXX.XX	\$X,XXX,XXX	0.00%	01/01/2025	Text
Building Name	Type	Property Address Denver, CO 80000	XX,XXX	\$XXX.XX	\$X,XXX,XXX	0.00%	01/01/2025	Text
Building Name	Type	Property Address Denver, CO 80000	XX,XXX	\$XXX.XX	\$X,XXX,XXX	0.00%	01/01/2025	Text



FINANCIALS

# of Units	Unit Mix	Estimated SF	Average Rent/Unit Actual	Rent/SF Actual	Average Rent/Unit Proforma	Rent/SF Proforma	Gross Income Actual	Gross Income Proforma
6	1/1	650	\$1,530	\$2.35	\$1,475	\$2.27	\$110,160	\$106,200
6								
INCOME							Current	Pro Forma
Gross Rental Income							\$110,160	\$106,200
Vacancy Allowance					5%	5%	\$(5,508)	\$(5,310)
EFFECTIVE GROSS INCOME							\$104,652	\$100,890
Other Income								
Laundry (Estimated at \$9/Unit per month):							\$648	\$648
RUBS (Actual Vs. Est. at \$100/Unit per Month):							\$-	\$7,200
Parking / Storage (Actual Vs. Est. at \$125/Garage per Month):							\$-	\$6,000
GROSS INCOME INCOME							\$105,300	\$114,738
EXPENSES								
Property Tax (Actual 2024):							\$8,730	\$8,730
Property Insurance (Actual Vs. Quote):							\$5,689	\$5,544
Gas, & Electric (Actual):							\$5,608	\$5,608
Water, Sewer, & Trash (Actual):							\$2,702	\$2,702
Repairs & Maintenance (Actual Vs. Est. at \$1,000/Unit):							\$3,600	\$6,000
Misc. (Actual Vs. Est. \$250/Unit) :							\$1,250	\$1,500
Misc (Actual Vs. Est. \$250/Unit) :							\$1,250	\$1,500
TOTAL EXPENSES							\$27,579	\$30,084
Expenses per Unit							\$4,597	\$5,014
% OF EGI							26.2%	26.2%
NET OPERATING INCOME							\$77,721	\$84,654



# FINANCIALS

# LOGO

NAMED  
PROPERTY

INVESTMENT SUMMARY	
Price:	\$1,275,000
Price/Unit:	\$212,500
Price/SF:	\$293.91
Current Cap Rate:	6.10%

PROPOSED FINANCING	
Loan Amount (60%):	\$765,000
Down Payment (40%):	\$510,000
Interest:	6.05%
Amortization:	30

CURRENT	
CASH FLOW INDICATORS	
Net Operating Income	\$77,721
Debt Service	\$(55,334)
Net Cash Flow	\$22,387
Principal Reduction	\$9,307
Total Return	6.20%

VALUE INDICATORS	
CAP Rate	6.10%
Price/Unit	\$212,500
Price/SF	\$293.91
Cash-on-Cash	4.39%

PROFORMA	
CASH FLOW INDICATORS	
Net Operating Income	\$84,654
Debt Service	\$(55,334)
Net Cash Flow	\$29,320
Principal Reduction	\$9,307
Total Return	7.60%

VALUE INDICATORS	
CAP Rate	6.64%
Price/Unit	\$212,500
Price/SF	\$293.91
Cash-on-Cash	5.75%





# CONCLUSIONS AND RECOMMENDATIONS

It is a long established fact that a reader will be distracted by the readable content of a page when looking at its layout. The point of using Lorem Ipsum is that it has a more-or-less normal distribution of letters, as opposed to using 'Content here, content here', making it look like readable English. Many desktop publishing packages and web page editors now use Lorem Ipsum as their default model text, and a search for 'lorem ipsum' will uncover many web sites still in their infancy. Various versions have evolved over the years, sometimes by accident, sometimes on purpose

## Specific Buyers and Tenants to target include:

- Auto vault
- Mancave
- Auto repair
- Hair salon/Beauty services
- Contractors
- Inventory Management
- Material Storage
- Showroom
- Flooring, carpet, designers
- Customer service operations
- Small manufacturers
- Roofers/subcontractors
- Cleaning companies
- Pest control companies
- Tech companies
- E-commerce companies
- Research & development (R&D)
- Fitness centers/Personal trainers
- Recreational activities
- Destination Retail
- Medical
- Logistics
- Office/administration
- Mobile workforce
- Art studios/Galleries

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Suggested List Price:  
Brokerage Fee:  
Listing Period:








# MARKETING OBJECTIVES & STRATEGY

LOGO NAMED PROPERTY

## PHASE ONE

-  Announcement e-mail to buyers
-  Broadcast availability to brokerage community
-  Creation of marketing materials (brochure, postcard, eBlast, etc.)
-  Property entered into CRE databases
-  Direct call campaign

## PHASE TWO

-  Custom e-mail campaign to buyers
-  CREJ ad
-  Custom website
-  Custom postcard
-  Direct call campaign

## PHASE THREE

-  Pinnacle bi-weekly MarketAdvisor e-mail
-  Follow-up calls
-  Custom postcard





## MARKETING PROGRAM

Six Month Marketing Timeline	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6
<b>Start-Up Campaign/Promotional Marketing</b>						
Prepare Marketing Package/Brochure						
Calls/Emails to Potential Buyers						
Office Presentation						
Subject Property Area Mailer						
Postcard Campaign						
Executive Summary						
Outside Agent Mailer						
Mailer(s) Follow-up Calls						
Advertising (CREJ)						
Internet Listing Service						
Individual Agent Presentation						
Special Event						
Agent Tour of Property						
Written/Verbal Updates to Seller						

## OFFER REVIEW

### Communication with Seller

To ensure that the seller is consistently and adequately informed of both the marketing strategies utilized and the buyer selection process, we use the following methods;

- Marketing Timeline
- Potential Buyer Offer Matrix
- Written and Verbal Communication

### Marketing Timeline

To acquaint the seller of the typical schedule employed the following marketing timeline is provided. The timeline can be modified according to the individual seller's needs

### Potential Buyer Offer Matrix

Before presenting each offer to you, we will highlight and summarize all pertinent terms. When comparing multiple offers, we will provide you with a matrix comparing each offer to assist you in determining which is the most beneficial to your investment needs.

### Written and Verbal Communication

We will employ both written and verbal communication with you during the entire listing period in order to effectively apprise you of any and all developments and dealings.

### Objective Summary

As your listing broker, we are committed to you, our client, and will provide you with brokerage service unparalleled in the marketplace. We are confident we can meet your individual needs. Our experience, references and past performance speaks for itself





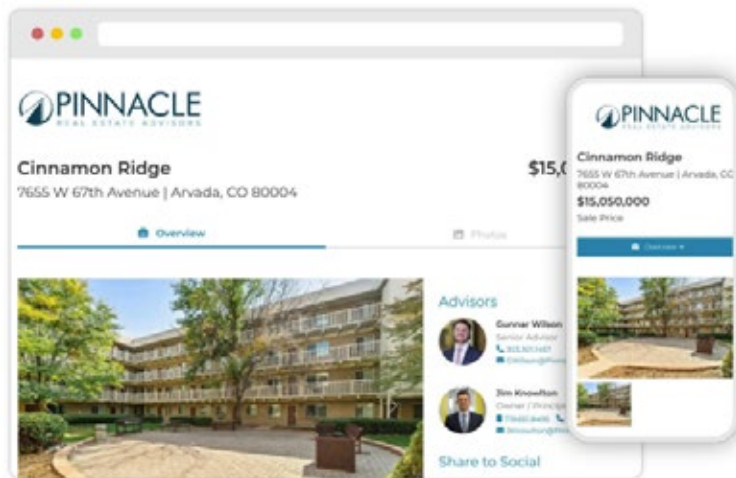
# MARKETING PROGRESS REPORTS


## WRITTEN AND VERBAL COMMUNICATION

We will employ both written and verbal communication with you during the entire listing period in order to effectively apprise you of any and all developments and dealings.


## CUSTOM PROPERTY WEBSITE

We create an individual webpage for each institutional listing accessible from Pinnacle Real Estate Advisors. The website includes extensive property information including the offering summary, a high-resolution photo gallery, property attributes, interactive maps, area information, demographic information, a digital offering memorandum and brochure, and a secure and downloadable confidentiality agreement.



Pinnacle  
REAL ESTATE ADVISORS

Marketing Progress Report  
2024



### Colorado Portfolio


Beaver Creek Lofts and Vail Apartments


**List Price: TBD by Market**


**Listing Activity Summary**

- 22 Buyer Tours
- 9 Offers

### MARKETING SUMMARY

  
2,653 Calls

  
5,628 Emails

  
6,452 Views

### BUYER TOURS

SHOWING DATES	NOTES
12/10/2024	Unit 101 Dog was barking Unit 202 Shows well Boiler room key was not working. Buyers commented on new landscaping
12/17/2024	Unit 101 Dog was barking Unit 202 Shows well Boiler room key was not working. Buyers commented on new landscaping



# COMMERCIAL GROUP

The Pinnacle commercial group offers, knowledge, experience and direction for all our clients in retail, office, industrial, and land. Our advisors have experience in all areas including sales, leasing, tenant representation, landlord representation, acquisitions, dispositions, and build-to-suit.



MARK ALLEY  
Associate Advisor



GLENN E BIGSBY IV, DO  
Senior Advisor



DEBBIE BRINKMAN  
Advisor



JEFF CALDWELL  
Principal



KRISTJAN DAVIS  
Associate Advisor



JACK EBERWEIN  
Associate Advisor



CHASE GRIMES  
Vice President



JEFF JOHNSON  
Co-Founder, Principal



ESTHER KETTERING, MBA  
Vice President



JUSTIN KRIEGER  
Principal



KEITH LENZ  
Associate Advisor



TOM MATHEWS  
Vice President



JAMIE MITCHELL  
Principal



ANDREW MONETTE  
Vice President



ELIZABETH MORGAN  
Vice President



KYLE MOYER  
Associate Advisor



CRAIG MYLES, SIOR  
Vice President



RC MYLES, CCIM, SIOR  
President



PAUL NORA  
Associate Advisor



JOE OWSTON  
Associate Advisor



PETER PELUSO  
Vice President



DARRIN REVIOUS  
Vice President



TRENT RICE  
Vice President



COREY SANDBERG  
Vice President



DALLAS SANDBERG  
Senior Advisor



LEVI SAXEN  
Associate Advisor



NICK SCHILL  
Senior Advisor



PAUL SCHNEIDER  
Principal



PETER SENGELMANN  
Vice President



ERIC SHAW  
Vice President



CODY STAMBAUGH  
Senior Advisor



DAVE TILTON  
Vice President



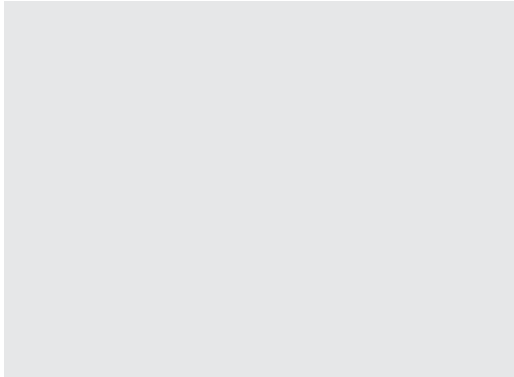
GREG TITUS  
Vice President



CARLOS VALENCIA  
Advisor



# OUR TEAM



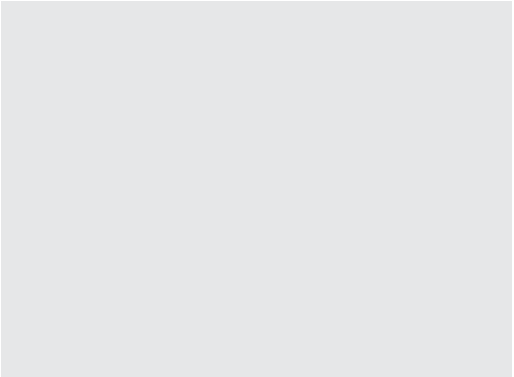
Broker Name

**Title**

Brokername@PinnacleREA.com

303.962.9555

It is a long established fact that a reader will be distracted by the readable content of a page when looking at its layout. The point of using Lorem Ipsum is that it has a more-or-less normal distribution of letters, as opposed to using 'Content here, content here', making it look like readable English. Many desktop publishing packages and web page editors now use Lorem Ipsum as their default model text, and a search for 'lorem ipsum' will uncover many web sites still in their infancy. Various versions have evolved over the years, sometimes by accident, sometimes on purpose



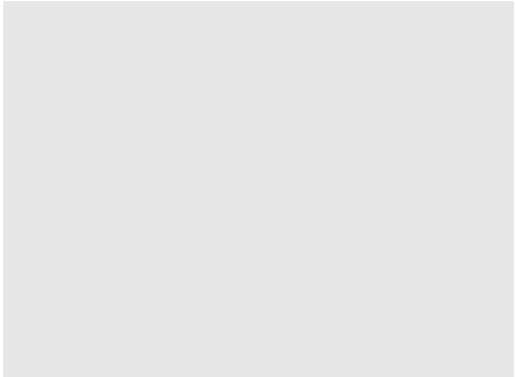
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# LOGO

## INVESTMENT CONTACTS

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