



EXECUTIVE SUMMARY

Rare opportunity to acquire Stoweflake Mountain Resort & Spa in picturesque Stowe, Vermont. This expansive property has been family-owned and operated for over 50 years. The resort features 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 rental units. The $\pm$ 29-acre property is a PUD (Planned Unit Development) with density available offering multiple expansion opportunities. The Stowe brand is internationally known as the "Ski Capitol of the East." The city is known as a major year-round destination, with over 60% of all-tourist income generated in non-winter months.

- AAA Four Diamond rating (19 consecutive years)
- 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
- 117 owned, fee simple units with a mix of guest rooms and suites with an additional 50 townhomes in a rental pool, for a total of 167 rental units
- Includes multiple on-site dining options: Charlie B's, Winfield Bistro and the Spa/ Poolside Café
- Acquisition includes ownership of restaurants and spa
- PUD and density offer the opportunity to potentially double room count
- Unencumbered by franchise and management

DO NOT IN ANY WAY CONTACT MANAGEMENT OR EMPLOYEES.

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



PRICE \$17,900,000



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)

THE PROPERTY



HISTORIC OVERVIEW

50 YEARS OF UNCOMPROMISING COMMITMENT TO HOSPITALITY

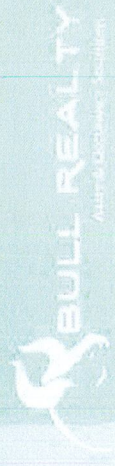
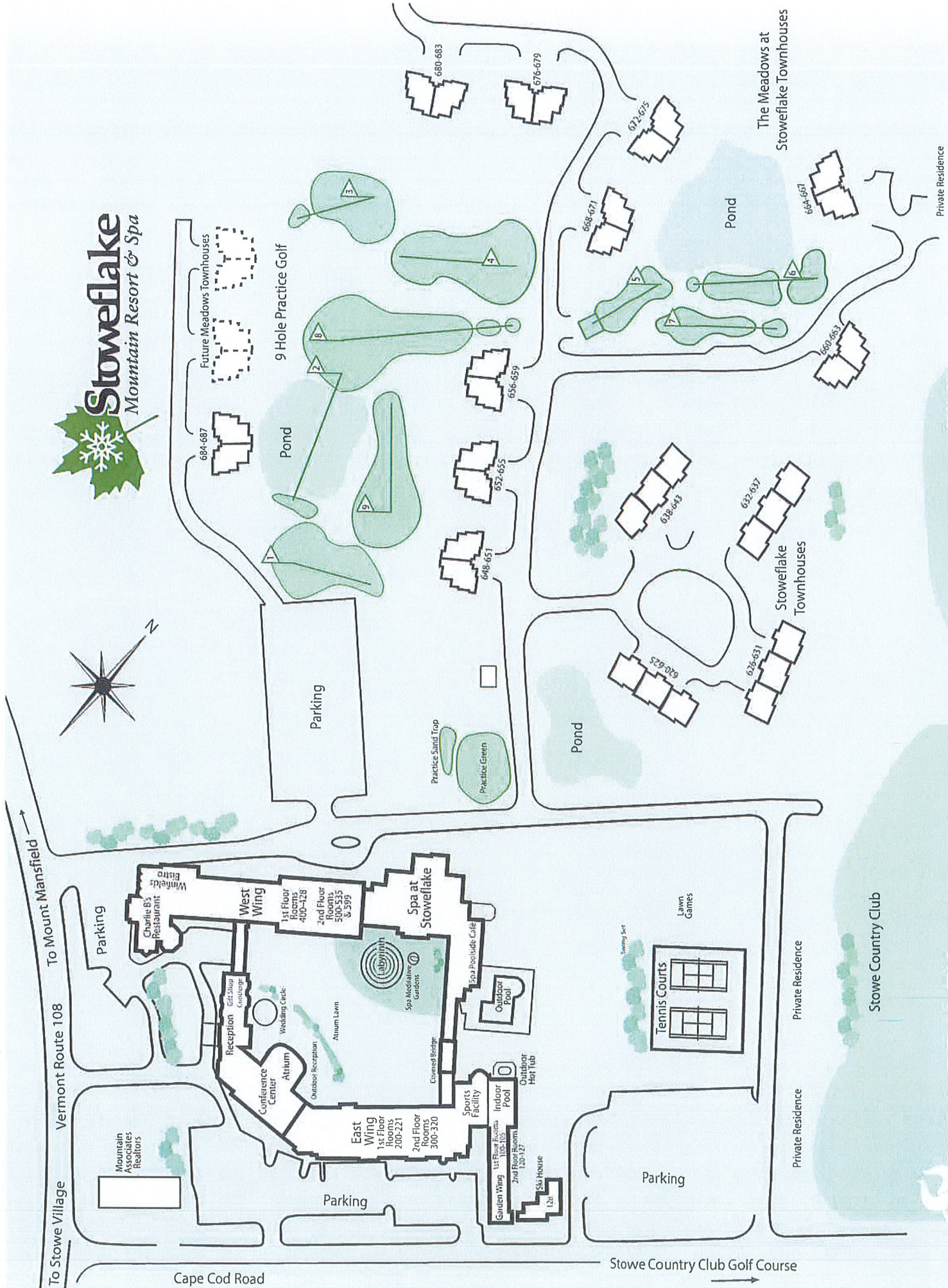
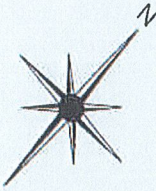
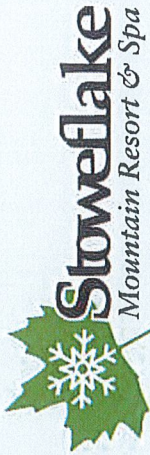
For more than 50 years, the Baraw family has owned and operated Stoweflake Mountain Resort & Spa in Stowe, Vermont. Initially a modest motel built in 1963, the Stoweflake Mountain Resort & Spa has evolved into a destination resort.

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.





STOWFLAKE 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.

ADDITIONAL 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 40 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

