



# DOTSERO LANDING

## Colorado I-70 Mountain Corridor

Outdoor Recreation &  
Self-Storage Investment  
Opportunity  
Offering Memorandum



**MATTHEWS™**



Exclusively Listed By

**Broker of Record**

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# PROPERTY OVERVIEW

**Sage Outdoor Adventures**

3577 US-6, Gypsum, CO 81637



# Executive Summary

Matthews™ is pleased to present the exclusive opportunity to acquire Dotsero Landing, a premier outdoor recreation and self-storage property located at 3577 Highway 6 in Gypsum, Colorado. The offering consists of an approximately  $\pm 12,250$ -square-foot property situated on  $\pm 2.36$  acres and features a newly constructed outdoor recreation facility alongside a 44-unit self-storage component.

The transaction is structured as a sale leaseback with Sage Outdoor Adventures, one of Colorado's leading outdoor adventure operators, executing a new 10-year triple-net lease on the  $\pm 4,500$ -square-foot commercial portion of the property. The lease provides investors with stable, long-term cash flow, contractual rental increases, minimal landlord responsibilities, and a mission-critical operating location for the tenant. The

property also includes approximately  $\pm 7,750$  square feet of self-storage improvements comprising 44 units. Current occupancy is approximately 80%, with existing rental rates estimated to be 30% to 50% below prevailing market levels, creating a compelling value-add opportunity through lease-up and rental rate optimization.

Strategically positioned along the Interstate 70 mountain corridor between Vail and Aspen, the property serves as the gateway location for Sage Outdoor Adventures' rafting operations and provides direct access to multiple Colorado River launch points. The unique combination of passive net lease income, self-storage upside, and irreplaceable recreational real estate creates an investment opportunity rarely available within Colorado's premier tourism markets.





# Investment Highlights

- **Long-Term Sale Leaseback with Experienced Operator:** New 10-year NNN lease with Sage Outdoor Adventures. Contractual rental escalations provide built-in income growth throughout the lease term.
- **Self-Storage Value-Add Opportunity:** Opportunity to increase NOI through occupancy gains, rental rate adjustments, operational efficiencies, and professional management.
- **Unbeatable Colorado Mountain Corridor Location:** Gypsum, Colorado, approximately 20 minutes from Vail and within the highly trafficked Interstate 70 resort corridor; Vail, Beaver Creek, Aspen, Glenwood Springs, and surrounding mountain destinations.
- **Premier Rafting Destination:** Adjacent to Dotsero Landing, one of the most desirable and accessible rafting locations in Colorado. Provides convenient access to five distinct sections of the Colorado River, and the terminus of the Eagle River accommodating a broad range of guest skill levels and experiences.
- **Tenant Overview:** Sage Outdoor Adventures generates revenue across multiple outdoor recreation verticals including whitewater rafting, snowmobiling, ATV and side-by-side tours, fly fishing, horseback riding, and other guided excursions. Diversified operating platform reduces reliance on any single season or activity. Rafting, which is the company's primary use of the Dotsero Center, represents ~25% of the company's total revenue.
- **Market Overview:** Strong demographic tailwinds driven by year-round tourism, recreation, second-home ownership, and outdoor enthusiasts.





# Property Overview

| Lease Summary          |                                     |
|------------------------|-------------------------------------|
| Tenant                 | Sage Outdoor Adventures, LLC        |
| Lease Type             | NNN                                 |
| Initial Term           | 10 Years                            |
| Rent Increases         | 10% Every 5-Years                   |
| Tenant Renewal Options | (4) 5-Year Options                  |
| Taxes                  | Tenant Reimbursable, Pro-Rata Share |
| Insurance              | Tenant Reimbursable, Pro-Rata Share |
| CAM                    | Tenant Responsible                  |
| Lease Guarantor        | Corporate                           |
| Financial Reporting    | Yes                                 |

| Property Summary |                     |
|------------------|---------------------|
| Property Type    | Retail/Self-Storage |
| Total GLA        | ± 12,250 SF         |
| Retail GLA       | ±4,500 SF           |
| Self-Storage GLA | ±7,750 SF           |
| Year Built       | 2020                |
| Site Acres       | ±2.36 AC            |
| APN#             | 2113 052 01 002     |





# Property Overview

| Financial Overview              |                       |                  |
|---------------------------------|-----------------------|------------------|
|                                 | In-Place (Upon Close) | Pro Forma        |
| Sage Outdoor Rental Income      | \$150,000             | \$150,000        |
| Self-Storage Income             | \$32,010              | \$129,780        |
| Expense Reimbursements          | \$15,918              | \$ 15,918        |
|                                 |                       |                  |
| Total Gross Potential Income    | \$197,928             | \$295,698        |
|                                 |                       |                  |
| Property Taxes                  | \$25,419              | \$25,419         |
| Insurance                       | \$8,000               | \$8,000          |
| Self-Storage Operating Expenses | \$9,603               | \$38,934         |
| <b>NOI</b>                      | <b>\$154,906</b>      | <b>\$223,345</b> |



| Self-Storage Unit Mix    |            |
|--------------------------|------------|
| Dimensions               | Unit Count |
| 5x10x10 Units            | 4          |
| 10 x 10 x 10 Units       | 9          |
| 15 x 10 x 10 Units       | 10         |
| 20 x 10 x 10 Units       | 16         |
| 30 x 10 x 10 Units       | 5          |
| <b>Total</b>             | <b>44</b>  |
| <b>Current Occupancy</b> | <b>80%</b> |

\*Currently 10 self storage units are being occupied by Sage Outdoor Adventures and are not paying rent.  
 \*Self Storage Operating Expense: Assumed 30% Income-OpEx Ratio



## Property Photos





# Recreation & Hospitality Points of Interest



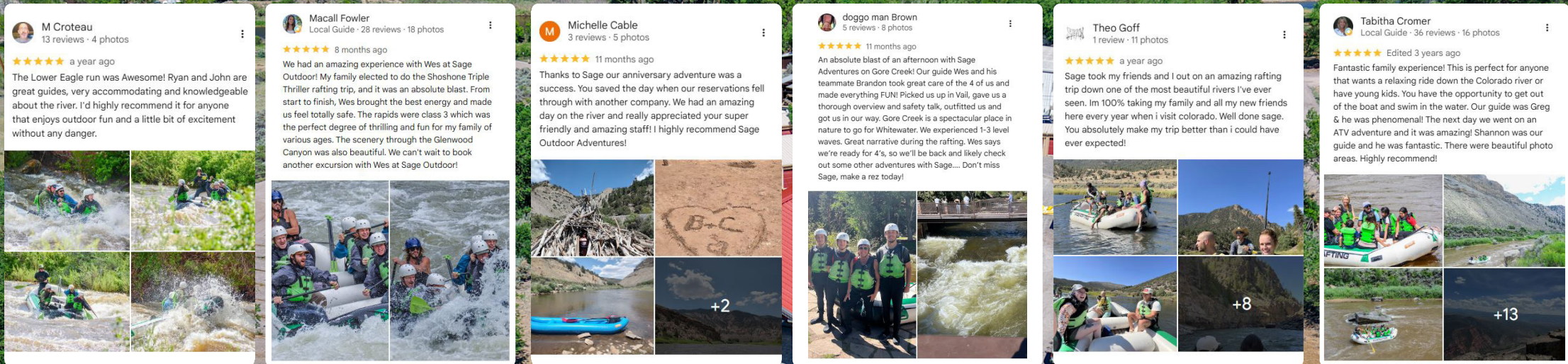


# I-70 Corridor Retailer Map





# Tenant Overview



Sage Outdoor Adventures is a leading Colorado-based outdoor recreation company specializing in guided adventure experiences throughout the Rocky Mountain region. For more than two decades, the company has established itself as a premier provider of whitewater rafting, snowmobiling, ATV and side-by-side tours, fly fishing, and customized outdoor excursions serving both destination travelers and corporate groups.

Operating within the highly desirable Vail, Beaver Creek, and Aspen tourism markets, Sage Outdoor Adventures has developed a strong reputation for delivering exceptional guest experiences, earning thousands of positive customer reviews and maintaining one of the strongest brands in Colorado's outdoor recreation industry.

The company benefits from a diversified year-round operating model that generates revenue across multiple seasons and customer segments. During warmer months, rafting, fishing, horseback riding, and off-road excursions drive demand, while winter operations are supported by snowmobiling and other snow-based experiences. This diversification creates a more stable revenue profile than many seasonal outdoor recreation businesses.

Through its established brand recognition, extensive referral network, strong online presence, and long-standing operating history, Sage Outdoor Adventures has become one of Colorado's most recognized outdoor recreation operators and is well-positioned for continued growth within the state's thriving tourism economy.





## EXCURSION RESORT



# YEAR ROUND!





# MARKET OVERVIEW

**Sage Outdoor Adventures**

3577 US-6, Gypsum, CO 81637





# Gypsum, CO

Market Demographics

8,941

Total Population

\$115,564

Median HH Income

2,800

# of Households

4,700

Employed Population

70.2%

Homeownership Rate

35

Median Age

## Local Market Overview

Located within Eagle County and along Colorado's Interstate 70 corridor, Gypsum has emerged as one of the most attractive growth markets in the Vail Valley. The community benefits from its strategic position near Vail, Beaver Creek, Eagle, and Edwards while offering comparatively attainable housing and commercial opportunities. Population growth has been fueled by residents seeking proximity to major resort employment centers without the premium pricing found farther east in the valley. The town also serves as the home of Eagle County Regional Airport, a significant transportation asset that supports year-round tourism, business travel, and regional connectivity.

For mixed-use development, the area presents a compelling combination of residential demand, local-serving retail needs, tourism spending, and workforce growth. Strong household incomes, increasing property values, and continued development activity have supported demand for commercial space throughout Eagle County. The region's economy is anchored by tourism, outdoor recreation, construction, aviation, healthcare, and professional services, creating a diversified customer base for mixed-use properties that integrate retail, office, residential, hospitality, or service-oriented uses. Continued investment in transportation infrastructure and airport expansion further strengthens long-term economic fundamentals.

## Property Demographics

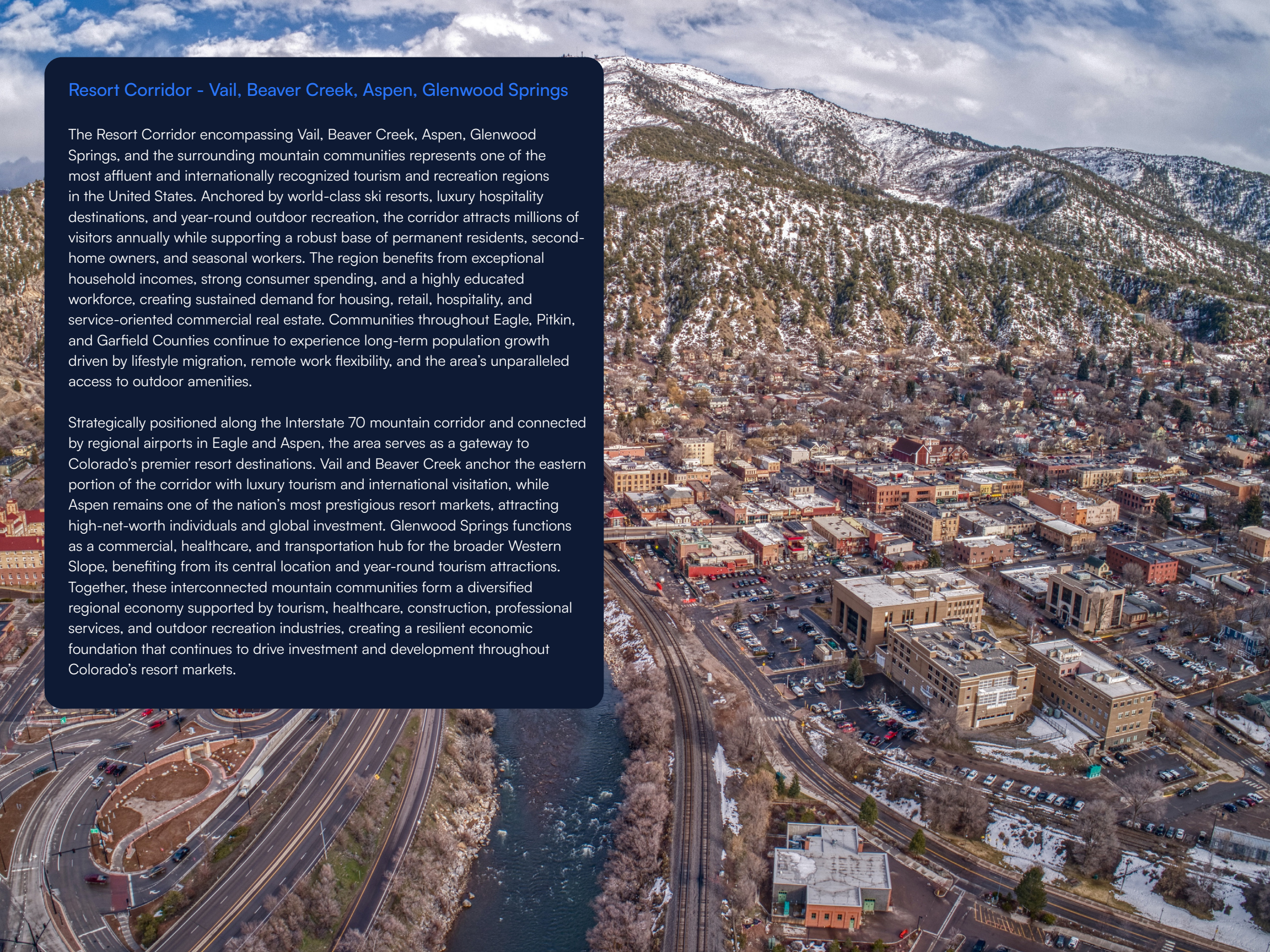
| POPULATION                 | 3-MILE    | 5-MILE    | 10-MILE   |
|----------------------------|-----------|-----------|-----------|
| 2020 Population            | 1,074     | 1,206     | 9,720     |
| 2025 Population            | 1,048     | 1,168     | 8,481     |
| 2030 Population Projection | 1,025     | 1,140     | 8,055     |
| HOUSEHOLDS                 | 3-MILE    | 5-MILE    | 10-MILE   |
| 2020 Households            | 350       | 394       | 3,093     |
| 2025 Households            | 328       | 367       | 2,603     |
| 2030 Household Projection  | 318       | 354       | 2,447     |
| INCOME                     | 3-MILE    | 5-MILE    | 10-MILE   |
| Avg Household Income       | \$102,843 | \$100,710 | \$122,831 |



## Resort Corridor - Vail, Beaver Creek, Aspen, Glenwood Springs

The Resort Corridor encompassing Vail, Beaver Creek, Aspen, Glenwood Springs, and the surrounding mountain communities represents one of the most affluent and internationally recognized tourism and recreation regions in the United States. Anchored by world-class ski resorts, luxury hospitality destinations, and year-round outdoor recreation, the corridor attracts millions of visitors annually while supporting a robust base of permanent residents, second-home owners, and seasonal workers. The region benefits from exceptional household incomes, strong consumer spending, and a highly educated workforce, creating sustained demand for housing, retail, hospitality, and service-oriented commercial real estate. Communities throughout Eagle, Pitkin, and Garfield Counties continue to experience long-term population growth driven by lifestyle migration, remote work flexibility, and the area's unparalleled access to outdoor amenities.

Strategically positioned along the Interstate 70 mountain corridor and connected by regional airports in Eagle and Aspen, the area serves as a gateway to Colorado's premier resort destinations. Vail and Beaver Creek anchor the eastern portion of the corridor with luxury tourism and international visitation, while Aspen remains one of the nation's most prestigious resort markets, attracting high-net-worth individuals and global investment. Glenwood Springs functions as a commercial, healthcare, and transportation hub for the broader Western Slope, benefiting from its central location and year-round tourism attractions. Together, these interconnected mountain communities form a diversified regional economy supported by tourism, healthcare, construction, professional services, and outdoor recreation industries, creating a resilient economic foundation that continues to drive investment and development throughout Colorado's resort markets.





# | Disclaimer & Confidentiality Agreement

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **3577 US-6 Gypsum, CO 81637** ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™ has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™ or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.



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