

Archuleta County, Colorado
Prospective Sale of 449 San Juan Blvd. - Summary of Bids & Analysis

<u>Bid (Best & Final)</u>	<u>Offer</u>	<u>Offer Exp.</u>	<u>Commission</u>	<u>Occupancy</u>	<u>Add'l Terms/Costs</u>	<u>Clarifications</u>
1. Urbanczyk	\$450,000	__ days	\$0.00	\$0.00 > 5 yrs	\$100,000 of purchase price for reimbursement to Reynolds Ash & Assoc. \$50k bonus paid to County upon closing. All fees & charges w/current building must be paid by County.	" All " fees & charges w/current building" waiver request requires further clarification. \$50k "bonus" also requires clarification.
2. Van Zant	\$500,000	__ days	Seller pays %5.	\$6,100/mo for 2yrs	Restaurant/lodging use intended for unoccupied portion.	
3. Hart						
Option 1	\$580,000 5yrs \$620,000 4yrs \$660,000 3yrs \$700,000 2yrs \$740,000 1yr	__ days	\$0.00; buyer pays.	\$0.00 > 5yrs; \$18.00/sq ft (NNN)/year + 3% ann. increase thereafter	County agrees to pay taxes, insurance utilities, and maintenance during occupation (NNN). Dumping fees related to remodel must be waived. County agrees to waive real estate taxes for five years, from closing.	Real estate tax waiver references "County portion" which should reference "buyers" portion since the County doesn't pay taxes.
Option 2	\$520,000	__ days	\$0.00; buyer pays.	\$0.00 > 5yrs; \$18.00/sq ft (NNN)/year + 3% ann. increase thereafter	Option 1 terms/costs apply. This option also includes 1.59 acre Harmon Park parcel (valued at \$60,000).	Buyers \$40,000 annual concession per year of County occupancy seems to only apply to Option 1. Specifically, the use of "or" indicates separation of terms.
4. Dronet	\$600,000	__ days	\$0.00	\$0.00/sq ft/mo ≤ yr. 1; \$0.75.sq ft/mo yrs 2-5 on NNN basis	Dumping fees related to remodel must be waived. County agrees to waive real estate taxes for ten years, from closing.	Lease-back terms (Items 4 & 5) contradict); assuming \$0.00/sq ft/mo for first year only. New intended use is not specified.
5. Investment Group	\$855,000	75 days	\$0.00	\$6,000/mo ≤ 2yrs; option to extend ≥ 5yrs	County agrees to pay taxes, insurance utilities, and maintenance during occupation (NNN).	The County does not pay taxes. Request clarification.

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<u>Bid</u>	<u>Use</u>	<u>Closing Costs</u>	<u>Permit Fees</u>	<u>Dumping Fees</u>	<u>Lease Cost</u>	<u>Projected Prop. Tax</u>	<u>Net Offer</u>	<u>Notes</u>
1	No demo; use not specified.	\$25,000	\$1,700	Not specifically requested. Requires clarification.	NA	Not specifically requested. Requires clarification.	\$763,300 *	* Offer includes 10% ownership interest in 40 acres adjacent to airport (~\$160k) AND sale of +/- 6 acre tract off Cloman Road for Dutton Creek Ranch access (~\$180k)
2	Restaurant & lodging.	\$50,000	Waiver not requested.	Waiver not requested.	\$146,400	Waiver not requested.	\$353,550	Closing costs include commission fee.
3 Opt. 1	Building remodel for 2 restaurants; 4 retail spaces; lodging & 6 affordable residences.	\$25,000	Waiver not requested.	\$17/cubic yard. Calculation provided in Summary of Findings.	NA for 3 year lease-back period.	\$14,239.42	\$620,761	\$660,000 offer price is used assuming 3 year occupancy by County.
Opt. 2	Building remodel for 2 restaurants; 4 retail spaces; lodging & 6 affordable residences.	\$25,000	Waiver not requested.	Waiver not requested.	NA for 3 year lease-back period.	Waiver not requested.	\$495,000	
4	Demolition or intended re-use not identified.	\$25,000	Waiver not requested.	\$17/cubic yard. Calculation provided in Summary of Findings.	\$81,000	\$28,478.85	\$465,521	Leaseback cost: \$0.75 * 4,500 sq ft * 24 mos
5	Demolition or intended re-use not identified.	\$25,000	Waiver not requested.	Waiver not requested.	\$216,000	Waiver not requested.	\$614,000	