

OFFERING MEMORANDUM

The Historic Delaware Hotel

700 HARRISON AVE

Leadville, CO 80461

PRESENTED BY:

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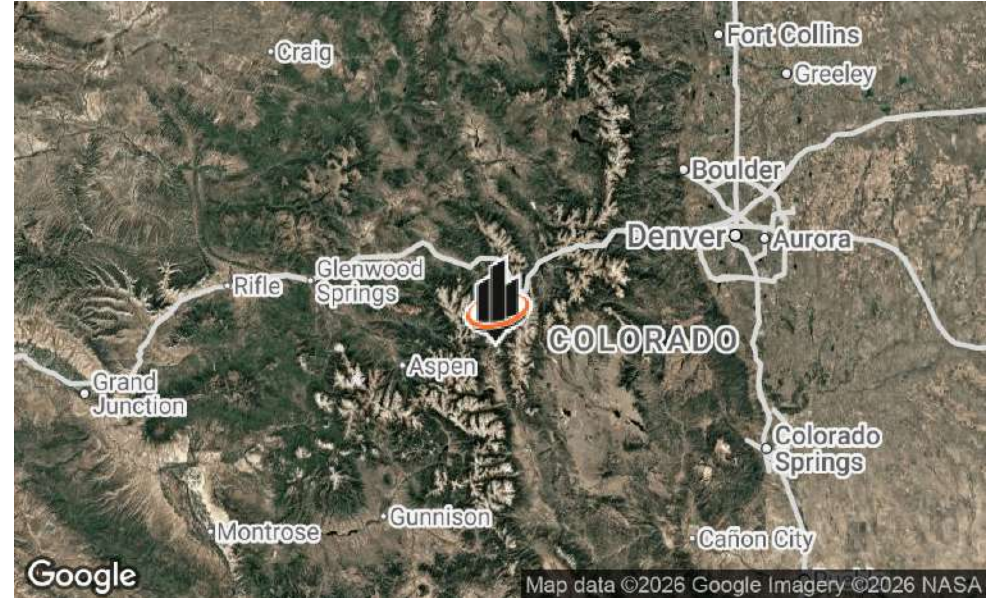
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SECTION 1
Property
Information

PROPERTY SUMMARY



OFFERING SUMMARY

| | |
|--------------------------|--|
| ASKING PRICE: | Subject to Offer |
| EBITDA: | \$347,083 |
| PROFORMA EBITDA: | \$688,502 |
| KEYS: | 36 |
| APN: | 263323415005 |
| LISTING WEBSITE: | northco.com |
| HOTEL WEBSITE: | delawarehotel.com |
| BROKER OF RECORD: | Michael A. Corbey with Realspace Commercial Real Estate, LLC (CO License: ER.040024487) |

PROPERTY OVERVIEW

SVN | Northco is pleased to present, as exclusive advisor to ownership, the sale of the Delaware Hotel, a landmark historic hotel that is located in the heart of downtown Leadville, Colorado (“Property”). The Property features 36 keys, most of which contain unique layouts and period details, complemented by a prominent ground-floor lobby and common areas well suited for guests gathering, food and beverage, or complementary retail/event concepts. The building’s historic architecture, brick façade, and corner presence provide strong curb appeal and visibility along Leadville’s primary commercial corridor, Harrison Avenue.

Strategically positioned within walking distance of restaurants, retail, museums, and civic amenities, the Delaware Hotel benefits from consistent tourist demand driven by outdoor recreation, heritage tourism, endurance events, and proximity to Colorado’s major ski and mountain destinations. The Property features a diverse mix of guest accommodations designed to accommodate groups of various sizes, in addition an on-site restaurant, bar, and café, providing convenient dining and social gathering spaces for guests and locals alike. Together, these features position the Delaware Hotel as a well-rounded, historic hospitality asset with strong appeal in a high-demand mountain destination.

SALE HIGHLIGHTS



SALE HIGHLIGHTS

- **Historic hotel located in downtown Leadville, Colorado**, the highest incorporated city in the United States at 10,158 feet, and a renowned former gold rush town
- **Millions in capital improvements have been invested in the Property since 2021**, including a completely re-configured lobby and front desk area, and a remodeled bar and restaurant
- **Flexible unit mix with accommodations for 2 to 9 guests**, including Twin, Double, Queen, King, and Suite configurations
- **On-site restaurant, bar, and café, Mineral 1886**, providing additional revenue streams and an enhanced guest experience
- **The restaurant and bar were recently built out with the highest-end finishes.** The restaurant could be run by an owner/operator, or leased out to a restaurant operator.
- **Front Area of the Lobby:** Construction is ongoing in this area, and is soon to be completed. Once finished, this space could be leased out to a retailer for \$3,500+ in monthly leasing revenue, or it could be utilized as a beautiful event space that is contiguous with the bar area.
- **Modern in-room amenities**, including private bathrooms, televisions, and high-speed Wi-Fi, complemented by on-site laundry and seasonal storage for bikes, snowboards, and skis
- **Prime central location** along Harrison Avenue offering convenient access to Leadville's shops, restaurants, museums, and year-round outdoor recreation
- The Property represents a **turnkey lodging opportunity** in one of Colorado's most visited mountain destinations
- Set in the foothills of some of **Colorado's most iconic peaks**, including Mount Elbert and Mount Massive, it serves as a gateway to year-round outdoor adventure.
- **Off-street Parking to be sold along with the hotel (113-115 W 7th Street).** The lot contains enough parking stalls for the entire hotel at full occupancy.

SALE HIGHLIGHTS (CONTINUED)

SALE HIGHLIGHTS

- The installation of **an elevator** is possible
- **Two additional rooms** could be added on the second floor, and one (ADA-accessible) bathroom could be added on the first floor. There are also several rooms that could be converted from one room to multiple rooms, with the hotel achieving 40 or 42 keys fairly efficiently.
- **All mattresses have been replaced** since the current owners purchased the hotel in 2021, and approximately **75% of the bed frames** have been replaced
- The roof was completely covered with a 25 mil coating in the past couple of years
- A brand new 800 amp electrical service with MDP has been installed in the past couple of years
- The plumbing was mostly replaced in the 1990's; a hot water recirculation system has been recently installed
- The second and third floors contain infrared heating components. The first floor is heated by a boiler.
- A portion of the basement is utilized as a workshop (and as the primary utility room). Another portion of the basement is used for wine (and other) storage.
- The entire Property is serviced by T1 broadband internet
- **Efficient hotel-style operations** with manageable staffing and operating complexity
- **POS:** Aloha; **PMS:** Mews
- **The Property can be sold as part of a portfolio with 704 Harrison Avenue, which is adjacent to the hotel. Contact broker for additional details.**





SECTION 2
Mineral 1886



MINERAL 1886 - ON-SITE RESTAURANT AND BAR



MINERAL 1886

- Mineral 1886 is located on the ground floor of the Property
- The restaurant was recently completely built-out with top of the line finishes,
- this award-winning restaurant serves up American classics in a cozy main level of the historic hotel
- The Restaurant could be operated by the new owner, or leased out if the new owner did not want to operate the restaurant themselves.
- Dazbog Coffee Bar is also located off the lobby on the first floor
- Turn-key with new, full kitchen, and all FF&E required to open



ADDITIONAL PHOTOS - MINERAL 1886



SECTION 3
History



HISTORY OF THE DELAWARE HOTEL



HISTORY - FROM THE GOLD RUSH TO TODAY

- The Delaware Hotel was established in the late 19th century during Leadville's silver-mining boom, when the city was one of the wealthiest and fastest-growing towns in the American West.
- The hotel quickly became one of Leadville's most prominent lodging houses, serving miners, railroad passengers, businessmen, and travelers passing through the Rocky Mountains.
- Constructed with a substantial brick exterior, the building reflected the permanence and optimism of Leadville at the height of its economic prosperity.
- Located along what became Leadville's primary commercial corridor, the hotel benefited from proximity to saloons, theaters, mercantile shops, and civic institutions.
- As mining activity fluctuated in the early 20th century, the Delaware adapted alongside the town, continuing operations through economic cycles that saw many contemporaneous properties close.
- The hotel survived Leadville's transition from mining hub to heritage and tourism destination, retaining its historic character through changing ownership and uses.
- Over time, the property became known not only for lodging but also as a social gathering place for locals and visitors alike.
- The building's architecture and presence contributed to the preservation of downtown Leadville's historic streetscape.
- The Delaware Hotel remains one of the city's enduring hospitality landmarks, representing more than a century of continuous accommodation use.
- Today, the Property stands as an irreplaceable historic asset, offering a tangible connection to Leadville's frontier origins while supporting modern tourism.



SECTION 4
Growth &
Development
Opportunities

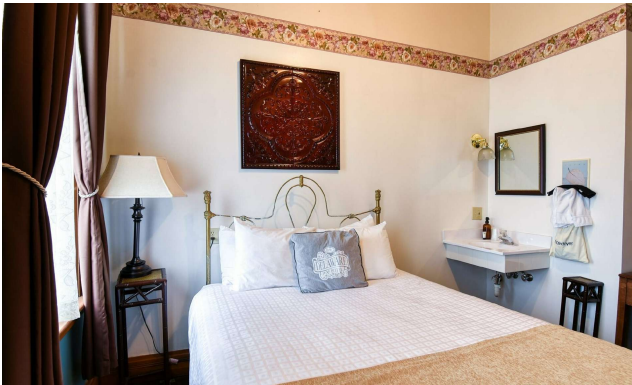


GROWTH & DEVELOPMENT OPPORTUNITIES



- **Lease out the Mineral Restaurant** so a new owner does not need to operate the restaurant themselves, in order to focus on solely the lodging component.
- **Rent out the front area of the lobby**, which is soon to be completed, and has a separate entrance, for additional revenue
- **Introduce a Resort Fee:** Many hotels and resorts charge resort fees in the 6–8% range. Implementing a 6% resort fee could significantly boost NOI.
- **Implement Dynamic Pricing Software:** Utilizing automated revenue management tools would allow rates to adjust in real-time based on demand, increasing average daily rates (ADR) and maximizing revenue, particularly during peak seasons.
- **Low Ongoing Maintenance Costs:** no or very little current deferred maintenance puts buyer in a good position for low R&M expenses going forward.
- **Event & Group Bookings:** Host micro-weddings, elopements, family reunions, and retreats by marketing the property as a private-use venue. The newly finished restaurant is ideal for small ceremonies or gatherings. It would also be possible to develop partnerships with local wedding venues, to offer preferred lodging for their guests.
- **Make Some Units Pet-Friendly and charge a pet fee.** This would increase the pool of potential guests, especially in an “adventure-focused” market like Leadville, and it would in-turn lead to increased ADR.
- **Contactless Check-In:** This allows for reduced staffing, or staff focusing on other tasks.
- **Stay and Play Packages:** partner with Leadville and other nearby businesses to build stay and play packages to provide a full vacation experience to guests.
- **Target Long-Term Winter Stays:** Marketing to longer-term guests—such as remote workers, winter vacationers, or extended-stay travelers—could help stabilize occupancy during slower winter months and reduce turnover costs
- **Add Additional Units:** There is a relatively easy route to add 5-6 more rooms in currently underutilized space

ADDITIONAL PHOTOS



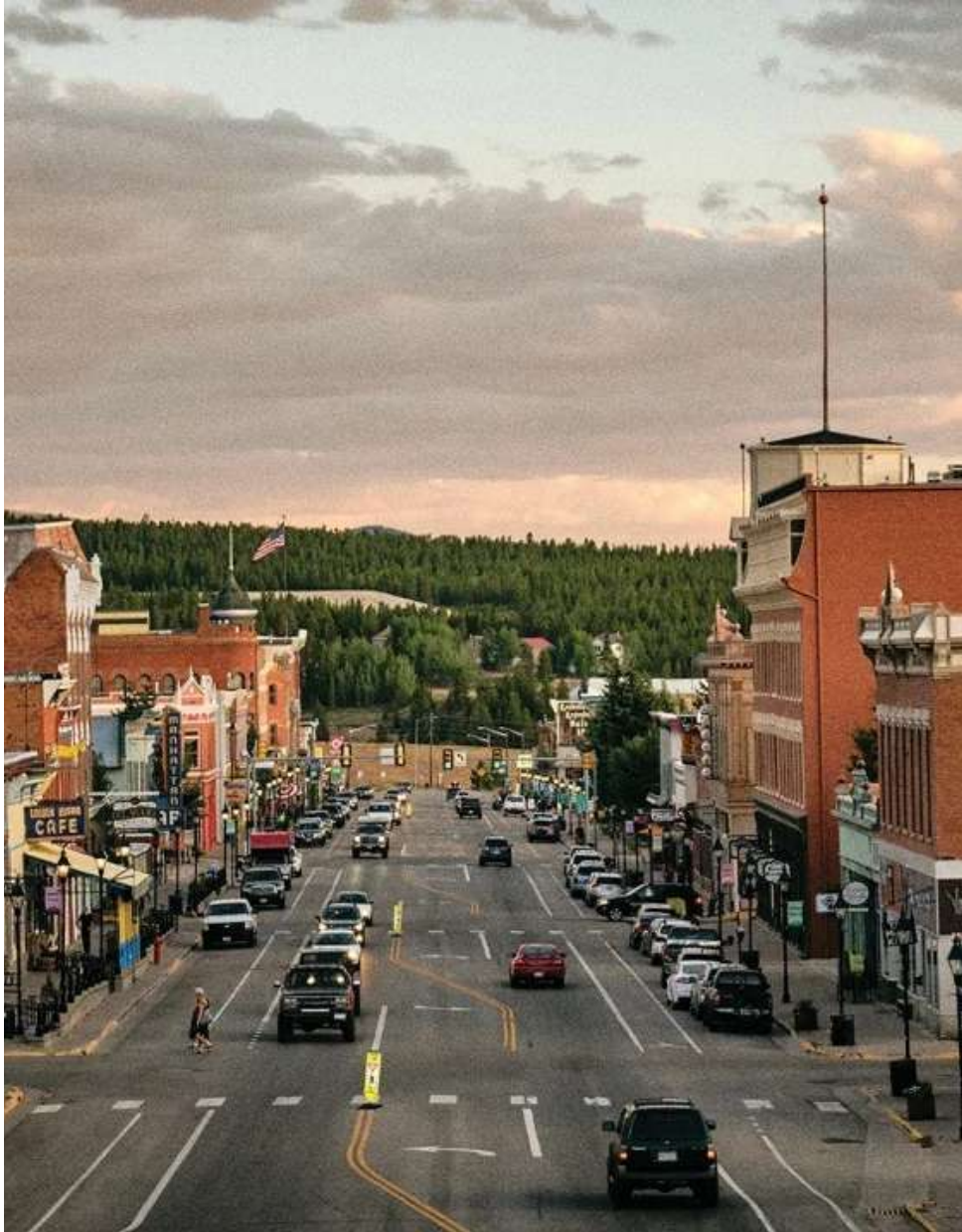
ADDITIONAL PHOTOS CONTINUED





SECTION 5
Location
Information

LOCATION OVERVIEW



LEADVILLE, CO

The Property is located in Leadville, Colorado, a historic mountain community set high in the heart of the Rocky Mountains. Known as the highest incorporated city in the United States at an elevation of approximately 10,152 feet, Leadville is a famous former gold rush town dating back to the late 1800s. Today, the city blends rich Western history with dramatic alpine scenery, drawing visitors seeking authentic mountain character, outdoor recreation, and cultural heritage.

Leadville is surrounded by some of Colorado's most iconic peaks, including Mount Elbert and Mount Massive, and serves as a gateway to year-round outdoor adventure. The area offers extensive opportunities for hiking, mountain biking, fishing, and off-road exploration during the warmer months, while winter brings access to snowshoeing, cross-country skiing, and nearby downhill ski destinations. The town's high-alpine setting and proximity to national forests and wilderness areas support consistent visitation from outdoor enthusiasts throughout the year.

Beyond recreation, Leadville's vibrant downtown reflects its historic roots, featuring well-preserved Victorian architecture, museums, local shops, restaurants, and annual events that celebrate the town's mining heritage and mountain culture. The Property's location along Harrison Avenue places it in the heart of downtown Leadville, offering guests immediate access to dining, retail, and cultural attractions while serving as a central base for exploring the surrounding region.

Distances to larger cities:

Denver, CO - approximately 100 miles southwest of Denver

Colorado Springs, CO - approximately 130 miles northwest of Colorado Springs

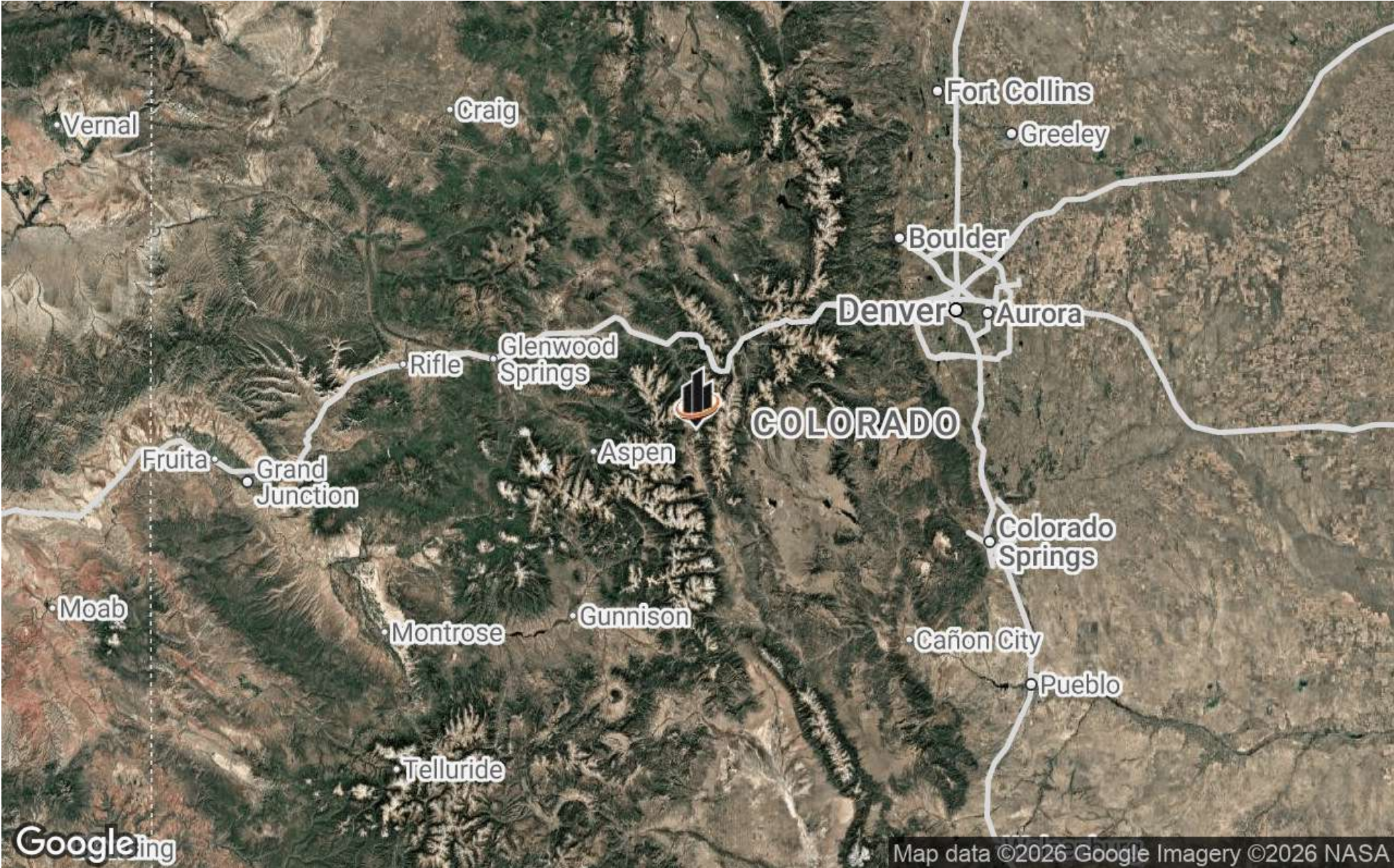
Vail, CO - approximately 40 miles south of Vail

Local airports include Leadville-Lake County Airport (5 miles). Nearby regional and international airports include Central Colorado Regional Airport (40 miles), Eagle County Regional Airport (65 miles), and Denver International Airport (120 miles).

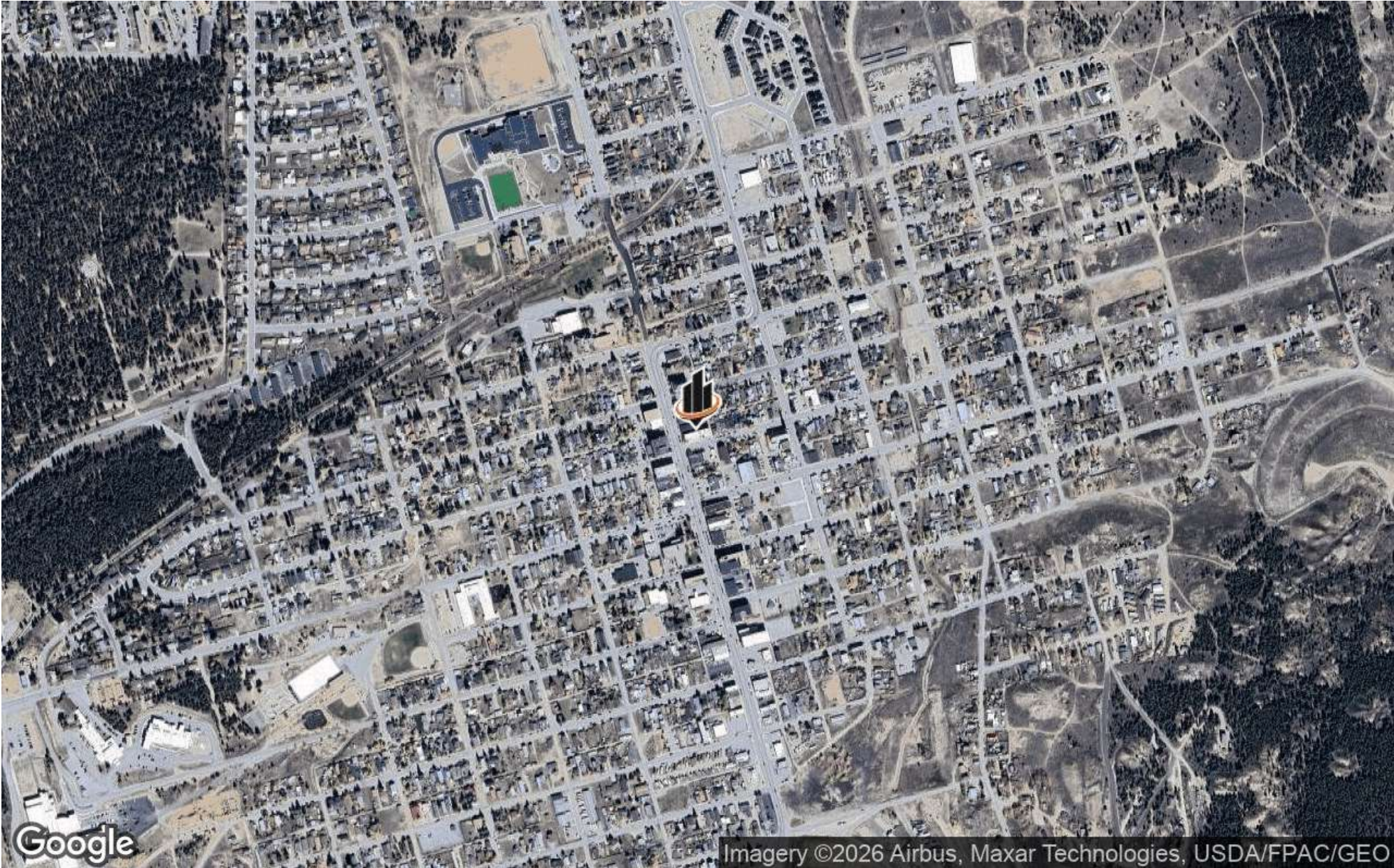
REGIONAL MAP



LOCATION MAP



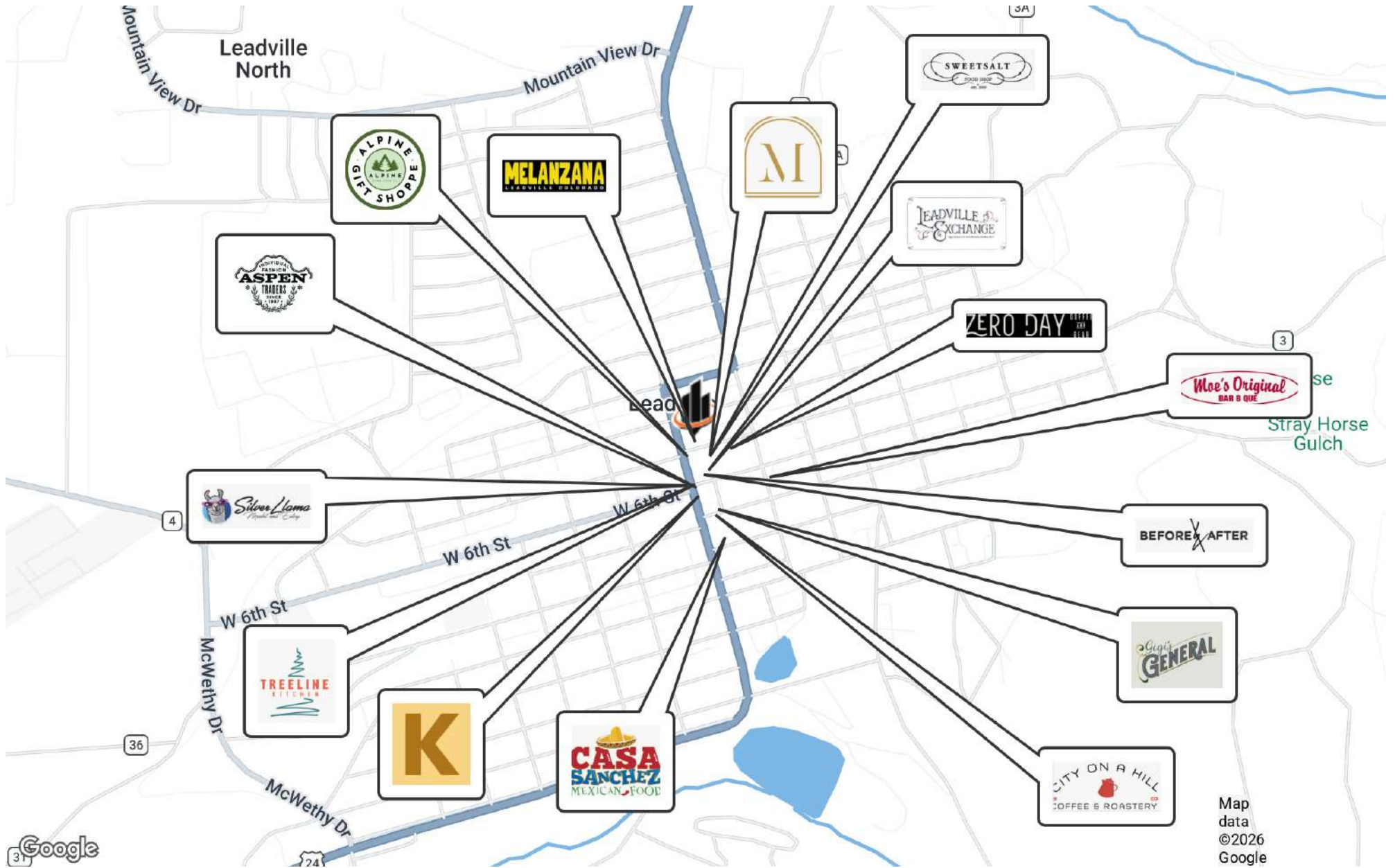
AERIAL MAP



PARCEL MAP



RETAILER MAP





SECTION 6
Demographics

DEMOGRAPHICS MAP & REPORT

POPULATION

60 MILES 120 MILES 240 MILES

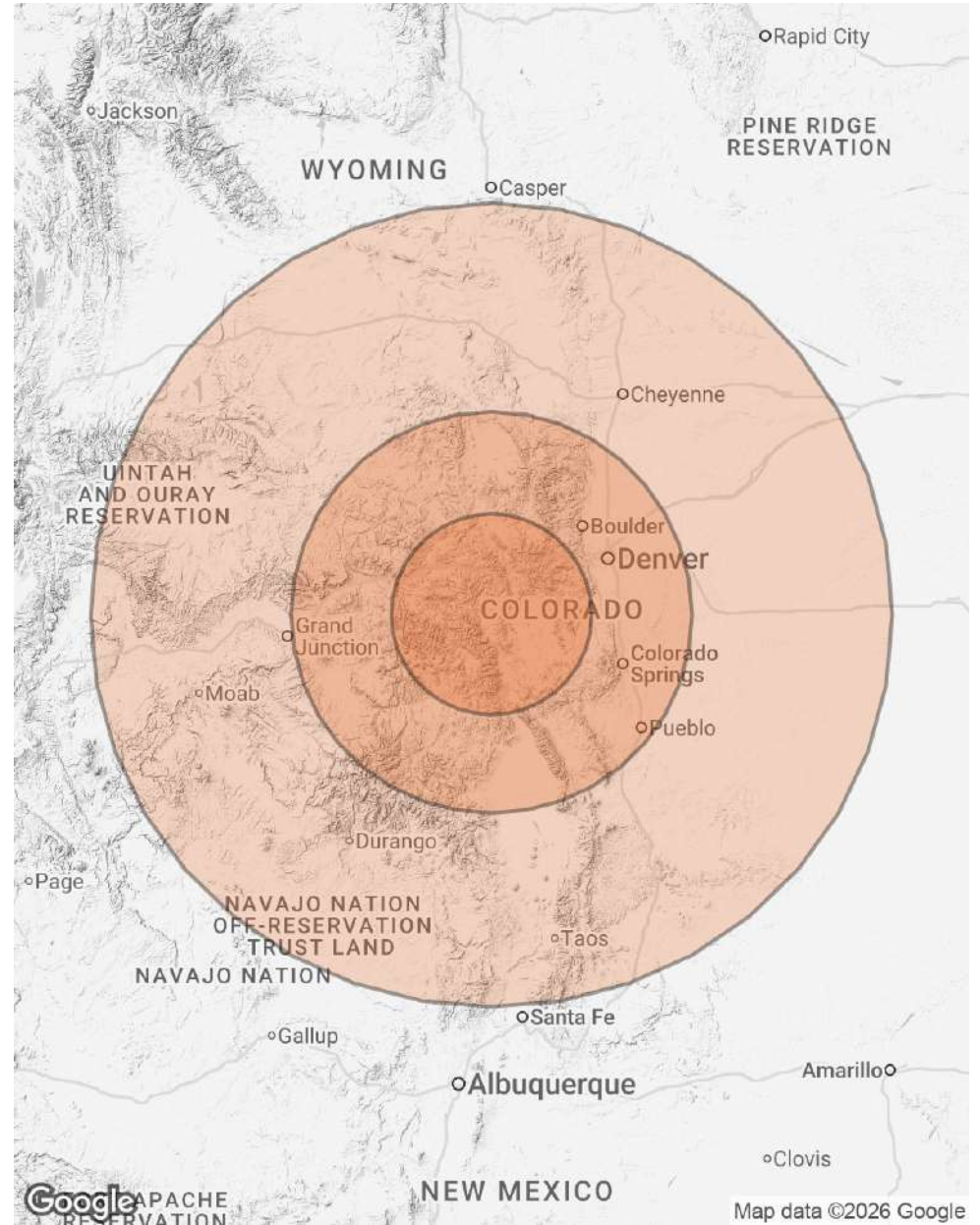
| | 60 MILES | 120 MILES | 240 MILES |
|-----------------------------|----------|-----------|-----------|
| TOTAL POPULATION | 308,697 | 5,494,265 | 6,404,617 |
| AVERAGE AGE | 43 | 40 | 40 |
| AVERAGE AGE (MALE) | 43 | 39 | 39 |
| AVERAGE AGE (FEMALE) | 44 | 40 | 41 |

HOUSEHOLDS & INCOME

60 MILES 120 MILES 240 MILES

| | 60 MILES | 120 MILES | 240 MILES |
|----------------------------|-----------|-----------|-----------|
| TOTAL HOUSEHOLDS | 126,728 | 2,149,166 | 2,505,418 |
| # OF PERSONS PER HH | 2.4 | 2.6 | 2.6 |
| AVERAGE HH INCOME | \$142,903 | \$128,350 | \$122,436 |
| AVERAGE HOUSE VALUE | \$828,001 | \$642,092 | \$601,701 |

2020 American Community Survey (ACS)



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