PROPERTY FOR SALE \$3,425,000

Field Ranch

DEVELOPMENT OPPORTUNITY







About the property

- 155.1 Acres
- Option for additional 270 acres
- Deeded water rights
- Annexed into City
- Close to infrastructure
- 9 minutes from airport

Presented by

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The Concept

Imagine, an exclusive western lifestyle community where people get to own a piece of 4-generation ranching history. Each lot no less ½ acre or many as 10 acres. Beautifully crafted estates situated in harmony with the natural topography to take advantage of viewpoints. A natural canal winds through the landscape with a wetland preserve and walking paths and the towering snow-capped San Juans in the distance. Each resident drives through the main entrance feeling contentment, serenity, security, and exclusivity. They own a private slice of paradise, hidden away from town, yet conveniently close to it.

The world is changing. People no longer have to live in big cities and work in tall buildings unless they choose to. They have the luxury of living where they want. We are seeing that in the local real estate market here in Montrose. More and more people are migrating from big cities, trying to find a place to settle down. To feel safe. To live the dream of owning a home in Colorado.

This land, with a little imagination, inspires a high-end development attracting discerning buyers. The size of the combined parcels is enough for a multi-phase project. Phase 1, the current parcel, is already annexed into the city. There are two sewer lines bordering the property and the owner has \$50,000 in sewer tap credits from the city. Three-phase electric is nearby, and the land comes with 72.1 shares of water. Based on these variables, additional development should be a relatively seamless process. The city is expanding and this development sits within the 3-mile boundary, right in their targeted growth zone. According to the City Of Montrose Comprehensive Plan, cooperation and coordination are listed among the city's objectives as it relates to planning and development. This property provides an opportunity to create something truly unique, and in a highly desired location.

The Property- scenic vistas in all directions





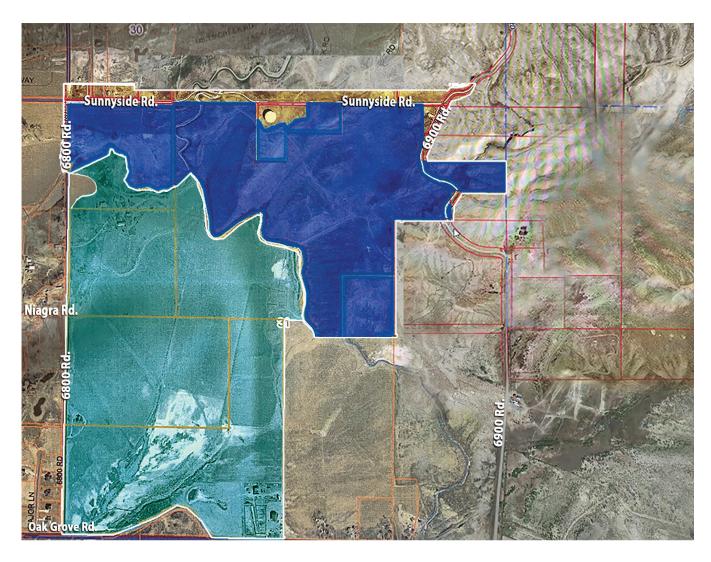




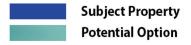


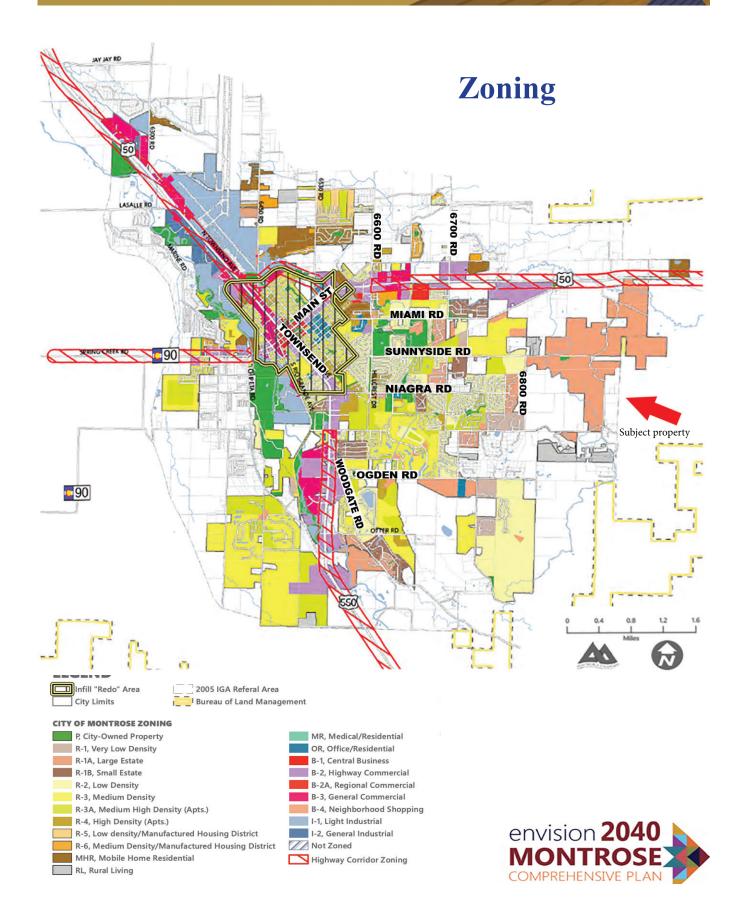


The Location



LEGEND





Financial Forecast

The following profit projection scenarios are based on data derived from the MLS, using comparable land sales from 2018, pre-covid through 2023. This shows a 5-year range during which time land values actually doubled. The criterion for the land comps is consistent with the proposed development. The selected range was .3 to 1.3 acres. The reason for this is because land smaller than .3 acres is considered high density and therefore valued differently. Land above 1.3 acres is typically within the county, has septic systems and different zoning, and is also valued differently. Therefore the range used to determine values was within the closest range of what the development will be and within the city limits.

Infrastructure costs were figured at \$40,000 per lot. This is a reasonable number, but by no means exact. Each lot is considered half acre, for the purpose of simplicity and because it is the minimum lot size to meet current zoning regulations. (Not all lots will be half acre, of course, and not all lots will cost the same, as some will be premium or view lots and some may be several acres.)

195 half acre lots will fit within the 155.1 acres, factoring in roads, sidewalks and the 8% open space requirement for subdivisions. This forecast is not a guarantee, but rather an example of what could be, based on the most simple and conservative metrics, using current sales and then forecasting a 5-year value based on a 5-year trend.

2023	Low	Median	High
Price Per Half Acre Lot	\$69,000	\$95,000	\$145,000
(195 Lots	\$13,455,000	\$18,525,000	\$28,275,000
- Infrastructure	(\$7,800,000)	(\$7,800,000)	(\$7,800,000)
Potential Profit	<u>\$5,655,000</u>	<u>\$10,725,000</u>	\$20,475,000
2028	Low	Median	High
2020	LOW	Wicdian	i iigii
Price Per Half Acre Lot	\$138,000	\$190,000	\$290,000
x 195 Lots	\$26,910,000	\$37,050,000	\$56,550,000
- Infrastructure (2.65% inflation)	(\$8,006,700)	(\$8,006,700)	(\$8,006,700)
Potential Profit	\$18,903,300	\$29,043,300	<u>\$48,543,300</u>

Comparative Market Analysis

Median	\$46,000	\$44,500	Number of Properties: 10
Average	\$49,950	\$48,650	
Low	\$30,000	\$30,000	LAND - Sold
High	LP:\$79,000	SP:\$77,000	

2018 CMA

Num	Address	WIS#	Area	Price	Acres #	Price/Sqft	Price/Acre	DOM LP	9	Sp
-	TBD Major Lane	734469	Montrose City	\$77,000	1.010	\$1.75	\$76,237.62	210	\$77,000	\$77,000
2	TBD Major Lane	743884	Montrose City	\$70,500	1.010	\$1.80	\$78,217.82	22	\$79,000	\$70,500
m	LOT 5 BELLEHAVEN Way	738086	Montrose City	\$60,000	0.420	\$3.17	\$138,095.24	159	\$58,000	\$60,000
4	LOT 7 Monte Vista Circle	735746	Montrose City	\$48,000	0.590	\$1.93	\$83,898.31	292	\$49,500	\$48,000
S	TBD (Lot S-10) Constitution Loop	733819	Montrose City	\$46,000	0.520	\$2.07	\$90,384.62	162	\$47,000	\$46,000
9	Lot 3 Bellehaven Way	731124	Montrose City	\$43,000	0.400	\$2.53	\$110,000.00	252	\$44,000 \$43,000	\$43,000
7	TBD Crestview Drive	732149	Montrose City	\$42,000	0.430	\$2.40	\$104,651.16	401	\$45,000 \$42,000	\$42,000
	Lot 408 Majestic Circle	746423	Montrose SE	\$35,000	0.420	\$1.91	\$83,333.33	45	\$35,000	\$35,000
6	irde	743307	Montrose SE	\$35,000	0.410	\$1.96	\$85,365.85	е	\$35,000	\$35,000
10	4125 Waterfalll Drive	748276	Montrose City	\$30,000	0.430	\$1.60	\$69,767.44	12	\$30,000	\$30,000
Avg				\$48,650	95.0	\$2.11	\$91,995.14	155	\$49,950	\$49,950 \$48,650
Ä				\$30,000	0.40	\$1.60	\$69,767.44	m	\$30,000	\$30,000 \$30,000
Max	-			\$77,000	1.01	\$3.17	\$138,095.24	401	000'22\$ 000'62\$	\$77,000
Med				\$44,500	0.43	\$1.95	\$84,632.08	160	\$46,000	\$46,000 \$44,500

Comparative Market Analysis

2023 CMA

Median	\$129,000	\$95,000	Number of Properties: 4
Average	\$118,472	\$105,571	
Low	\$71,000	\$69,000	LAND - Active
High	LP:\$179,000	SP:\$145,000	

Num	Address	MLS #	Area	Price	Acres #	Price/Sqft	Price/Acre	МОО	4
1	Lot 4 Wildwood Drive	804827	Montrose SE	\$179,000	0.990	\$4.15	\$180,808.08	99	\$179,000
2	TBD N Grand Avenue	806217	Montrose City	\$130,000	0.659	\$4.53	\$197,268.59	34	\$130,000
3	4117 Waterfall Drive	799843	Montrose City	\$129,000	0.450	\$6.58	\$286,666.67	266	\$129,000
4	3321 Donnegal	806581	Montrose SE	\$104,900	0.410	\$5.87	\$255,853.66	22	\$104,900
Avg				\$135,725	0.63	\$5.28	\$230,149.25	97	\$135,725
Min				\$104,900	0.41	\$4.15	\$180,808.08	22	\$104,900
Мах				\$179,000	0.99	\$6.58	\$286,666.67	266	\$179,000
Med				\$129,500	0.55	\$5.20	\$226,561.13	20	\$129,500
			LAND - Sold	Pl			Number of Properties: 7	opert	ies: 7

									1	
E .	Address	# S I W	Area	Price	Acres #	Price/Saft	Price/Acre	DOM LP	9	SP
-	Lot 6 Tree Line Lane	797908	Montrose City	\$145,000	0.550	\$6.26	\$272,545.45	33	\$149,900	\$145,000
2	LOT 54 Otter Pond Circle	798840	Montrose SE	\$143,500	0.400	\$8.61	\$375,000.00	156	\$150,000	\$143,500
2	Lot 24 Pioneer Road	791532	Montrose City	\$126,000	0.550	\$5.42	\$236,181.82	297	\$129,900	\$126,000
4	4117 Waterfall Drive	795257	Montrose City	\$95,000	0.450	\$5.05	\$220,000.00	26	000'66\$	\$95,000
2	Lot 43-S Silver Fox Drive	797374	Montrose City	\$82,500	0.500	\$3.79	\$165,000.00	23	\$82,500	\$82,500
9	3321 Donnegal Drive	771879	Montrose City	\$78,000	0.410	\$4.37	\$190,243.90	741	\$78,000	\$78,000
7	Lot 18 Crestview Drive	794275	Montrose SE	000′69\$	0.430	\$3.79	\$165,116.28	364	\$71,000	000'69\$
Avg				\$105,571	0.47	\$5.33	\$232,012.49	234	\$108,614	\$108,614 \$105,571
Μi				\$69,000	0.40	\$3.79	\$165,000.00	23	\$71,000 \$69,000	000'69\$
Мах				\$145,000	0.55	\$8.61	\$375,000.00	741	\$150,000	\$150,000 \$145,000
Med				\$95,000	0.45	\$5.05	\$220,000.00	156	000'66\$	\$95,000



Why Montrose

Quality of life. With endless outdoor activities, a generally mild climate and no natural disasters, Montrose is a highly desirable place to live. The town slogan is, literally, "Stay here, play everywhere." There are several creeks and rivers in the local area for fly fishing. Multiple rafting options from thrilling white water to gentle float trips. Spend a leisurely day on the Gunnison or float a few hours down the Uncompahgre. Riverbottom Park offers outdoor space for family activities, dedicated wave spots for river surfing, a newly constructed amphitheater for live music events, a bike path, and a large dog park.

World-class mountain bike trails are all within a short drive. Peach Valley-Flat Top is one of the largest motorized vehicle recreation areas in the country with 64,000 acres for ATV/UTV and dirt bike riding. There are 3 local golf courses. Limitless options for horse riding, mountain biking, paddle boarding, boating, camping, and hiking. Montrose is a mecca of recreational activities.

Montrose is home of the Black Canyon of the Gunnison, National Park, designated a "dark sky' park, and located just east of town. Telluride is little more than an hour away, with its iconic ski slopes, luxury resort, shopping, festivals, and fine dining. Vail, Aspen, and Crested Butte are all easily accessible for world class skiing, golfing and spas. Also within a short driving distance are Moab and Arches National Park, Colorado National Monument, Durango and the historic steam engine train into the mountains, and World Heritage Site, Mesa Verde National Park.

Climate

Climate Description	Value
Average days of sunshine per year	274
Average high/low temperature for winter (degrees Fahrenheit)	44/20
Average high/low temperature for summer (degrees Fahrenheit)	83/52
Average humidity	0%
Average annual precipitation	9.8"

Accesibility



AIRPORT INFORMATION

Montrose Regional Airport has more direct flights than any other airport in Colorado except Denver. Direct air service to and from major US cities, year-round, makes it easy to reach Montrose from just about anywhere in the world. Direct flights in the summer connect Montrose to Denver, Chicago, Houston, Dallas, and Phoenix. Winter flights are expanded for ski season and include direct flights from Boston, Denver, Dallas, Chicago, Houston, Los Angeles, Phoenix, New York, San Francisco, and Charlotte.

Passenger numbers at Montrose Regional Airport are up 20% in the last 2 years, indicating increased interest in the area. In 2022 the airport reported 233,745 enplanements and 229,395 deplanements, for a total of 463,140 passengers, edging out the Grand Junction Regional Airport, formerly the largest in the area, which reported 460,402 total passengers. 2023 promises even more growth as airport construction to extend capacity is nearly complete.

The airport underwent a \$37 million terminal expansion project to accommodate the rapidly increasing number of travelers, which brings in more commercial flights and more carriers, including Delta and Southwest (which are not available at any other airport on the western slope.) Flights schedules and information can be viewed at Montroseairport.com

FIXED BASE OPERATOR (FBO)

Atlantic Aviation manages the fixed base operations for general aviation at the Montrose Regional Airport. They welcome private aircraft from all over the country. The FBO offers hangar space for long- and short-term use as well as premium concierge service.

They can be reached at 970 249-7111 or online at atlanticaviation.com

GROWTH & THE FUTURE





CITY OF MONTROSE ENVISION 2040 COMPREHENSIVE PLAN

CITY OF MONTROSE
433 1st St. | Montrose CO 81401
CityofMontrose.org

PLANNING

AGRICULTURAL / RURAL RESIDENTIAL

There are many agricultural parcels located within the city limits and the 3-mile planning area that are used for producing crops, livestock, and other agricultural products. Rural residential includes single-family homes on large lots. These areas are typically low density with large undeveloped areas and/or agricultural areas surrounding the lots. This category of land use could be available for future urban growth.





RESIDENTIAL

This land use category encompasses the majority of development activity in Montrose. It includes single-family detached homes, attached residential dwelling units (duplexes, triplexes, townhomes), multifamily structures (apartments and condominiums), and accessory dwelling units (e.g. apartments over garages). Residential land use can be further categorized as low, medium, or high density.

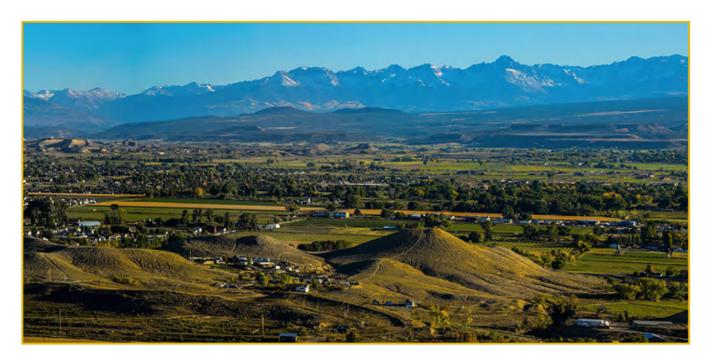


DOWNTOWN

This land use category is intended to reflect the character of the historic downtown and allow additional uses that will strengthen and expand the core of the community including retail, offices, restaurants, residences, and civic assets.

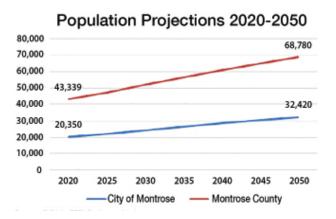






LAND USE & GROWTH

The growth of the community is a prominent issue for the city. Montrose is expected to grow from a population of 20,090 in 2018 to 28,636 by 2040 (DOLA, ESRI Business Analyst). People are moving to Montrose for a variety of reasons including, its people, small-town character, climate, geographic location, employment opportunities, access to health care and services, and the surrounding environment (views, proximity to public lands, river).



A long-range vision equips the City to guide development in appropriate areas and reserve land for other uses such as roads, parks, natural areas, and schools. It ensures that the proper infrastructure is constructed and right-of-ways are reserved based on desired development patterns.

KEY TERMS

Leap-frog development occurs when residential housing projects randomly dot the countryside without logical placement and without optimal connections to existing urban infrastructure corridors.

Growth efficiency is a measurement of the proximity of existing and future development to existing infrastructure and services. The closer the proximity to services and infrastructure, the higher the growth efficiency.

Centers are small walkable and transit-friendly business clusters within residential neighborhoods that serve the day-to-day retail and service needs of residents.



PRINCIPLES, GOALS & OBJECTIVES

GUIDING PRINCIPLE 1 – Land Use & Growth: Encourage, facilitate, and manage growth in a fiscally responsible manner that retains Montrose's small-town character in a rural setting.

GOAL LU-1: LAND USE MAP. Adopt a land use and growth map in accordance with the following objectives.

Objectives:

- 1.1 Continue to re-evaluate the Highway Corridor Overlay Zone and site development standards to ensure these continue to meet the intent of the community.
- 1.2 Consider mixing of allowed land uses to encourage neighborhood vitality where increased diversity will not adversely affect the character of the area.
- 1.3 Explore ways to maintain and enhance neighborhood character and character areas.

GOAL LU-2: CURRENT. The Comprehensive Plan and land use plan are living documents that are kept current and will change over time.

Objectives:

- 2.1 The Comprehensive Plan should be referenced by staff on a regular basis when making decisions; updated every five years by staff, Planning Commission, and City Council to keep up with changing conditions throughout the community; and completely rewritten every ten years with input from staff, Planning Commission, City Council and the general public.
- 2.2 All zoning and land use decisions should be consistent with the Comprehensive Plan as interpreted by City staff unless there is public benefit to depart therefrom.
- 2.3 Assess the City's land use regulations to determine whether the regulations are encouraging desired development types.

- 2.4 Consider regulating land development in a flexible manner, which includes mixing of uses, smaller setbacks, and less emphasis on parking minimums, versus traditional singleuse zoning tools.
- 2.5 Continue the City's commitment to encouraging growth through a timely and reasonable development review process.

GOAL LU-3: INFRASTRUCTURE. Manage growth to ensure sufficient and fiscally responsible infrastructure while minimizing future City operation and maintenance costs.

Objectives:

- 3.1 Plan for a sustainable variety of land uses, densities, and regulations that meet the demand for each type of use and provide a compatible transition between land use types.
- 3.2 Encourage the development of neighborhood centers.
- 3.3 Encourage multi-use commercial development with shared lots and service roads to discourage "strip" development patterns along highways.
- 3.4 Use annexation agreements as a tool for implementing growth efficiency measures.
- 3.5 Ensure that development in unincorporated areas within the Urban Growth Boundary are developed consistent with the Comprehensive Plan.
- 3.6 Encourage compact and contiguous development in growth-efficient areas (in close proximity to existing streets, utilities, and public services) within the Urban Growth Boundary, including infill and redevelopment (e.g., sidewalks and infrastructure) of older neighborhoods.



PRINCIPLES, GOALS & OBJECTIVES

- 3.7 Encourage private investment in the community and responsible development with an understanding that certain types of development may require collaboration with local government in the form of streamlined processes, business-friendly regulations, and/or financial resources (e.g. market-rate apartment complexes).
- 3.8 Ensure that infrastructure is sized to anticipate the needs of future development.
- 3.9 Coordinate with other public entities and/or non-profit agencies in the development of public facilities and services.
- 3.10 Take into account the goals and objectives of the Comprehensive Plan when developing capital improvement budgets.

GOAL LU-4: LANDSCAPE & CHARACTER.

Encourage development that preserves the natural landscapes and character of the community.

Objectives:

- 4.1 Encourage residential and commercial development along the river corridor while preserving its natural character.
- 4.2 Encourage development that is attractive when viewed from the river corridor.
- 4.3 Encourage street alignments and open spaces that support focal points and maximize viewpoints of the local terrain features.
- 4.4 Ensure that development preserves riparian corridors and allows public access and recreational opportunities.
- 4.5 Promote continued agricultural uses and sustainable wildlife habitat throughout the community when feasible.

GOAL LU-5: INFILL & REDEVELOPMENT.

Promote higher density infill and redevelopment of underutilized sites and support development in areas that can be easily accessed by foot, bike, and/or public transit.

Objectives:

- 5.1 Evaluate the need to expand the REDO district to encourage redevelopment, spur investment, allow for higher-density development, and minimize infrastructure costs.
- 5.2 Provide incentives for redevelopment and rehabilitation with emphasis on historic structures and underutilized properties.
- 5.3 Continue to develop strategies to maintain and improve aging infrastructure throughout the community.
- 5.4 Promote infill and development of improved lots and subdivisions.
- 5.5 Continue to encourage railroad corridor redevelopment.

GOAL LU-6: IGA & COORDINATION.

Encourage intergovernmental coordination and cooperation to aid in the implementation of the Comprehensive Plan.

Objectives:

- 6.1 Collaborate with Montrose County on the implementation of the City's Comprehensive Plan to minimize the potential for conflicting uses within and surrounding the City's Urban Growth Area.
- 6.2 Collaborate with various stakeholders who have a vested interest in the implementation of the City's Comprehensive Plan (i.e. Local businesses and property owners, special interest groups, non-profit organizations, et al.)



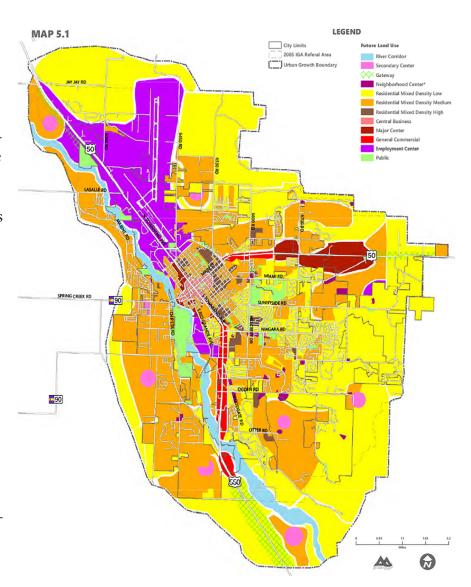
FUTURE LAND USE PLAN

The Future Land Use Plan helps guide future development, infrastructure needs, and public and private investment in the City of Montrose. The Future Land Use Map (Map 5.1) encompasses areas within the city, as well as potential annexation areas, and identifies locations of different land uses that could be developed over the next 10 to 20 years. It represents the growth pattern for the future and reflects our vision, values, guiding principles, goals, and objectives found throughout this Comprehensive Plan.

A variety of factors will influence growth and development over the next 10 to 20 years including population growth, the location of residential and commercial areas, parks and open space, transportation corridors, undeveloped areas, and the floodplain.

The boundaries and designations in the Future Land Use Plan are subject to change based on some of these factors. In most cases, the Future Land Use Plan endeavors to co-locate compatible uses and provide transitional and buffering areas when feasible.

The zoning chapter of the City of Montrose Municipal Code should reinforce the Comprehensive Plan and Future Land Use Plan. Upon adoption of the Comprehensive Plan, the Municipal Code should be updated to reflect changes to zoning districts, overlays, regulations, and other areas.





GROWTH AREAS

A "tier approach" is a framework for guiding growth in an incremental manner that builds on the concept of growth efficiency and lessens leap-frog type sprawl that can increase the cost of infrastructure and services. Tiers are generally identified by the relative proximity to existing services and infrastructure.

Areas closer to existing infrastructure and services are considered more efficient for development than areas farther away. The goal of this approach is to encourage compact and contiguous development patterns that can be efficiently served by public services. This approach directs urban types of growth to specific a reas while also choreographing infrastructure investments in a logical progression (Map 5.2, *next page*).

Growth Areas are approximate and expected to adjust over time as infrastructure is installed and services are expanded. Three Growth Areas are proposed in this Plan. Each Growth Area represents approximately 15,000 to 30,000 dwelling units.

Growth Area 1 contains enough land to accommodate approximately 19,000 additional dwelling units (a total population of 43,000 people), adequate to accommodate the population projected by 2040. Growth Area 1 represents the most cost-efficient areas for the city to grow and comprises platted but unbuilt lots, annexed but unplatted land, and un-annexed small enclaves.

Growth Area 2 has some level of, or moderate proximity to, existing infrastructure. It has the potential to accommodate approximately 17,000 additional dwelling units (37,500 persons).

Growth Area 3 contains an area that is farther away from services and infrastructure that would pose a greater financial burden to service and maintain infrastructure. The build-out of Growth Area 3 accommodates an additional 30,500 dwelling units or 68,000 persons.

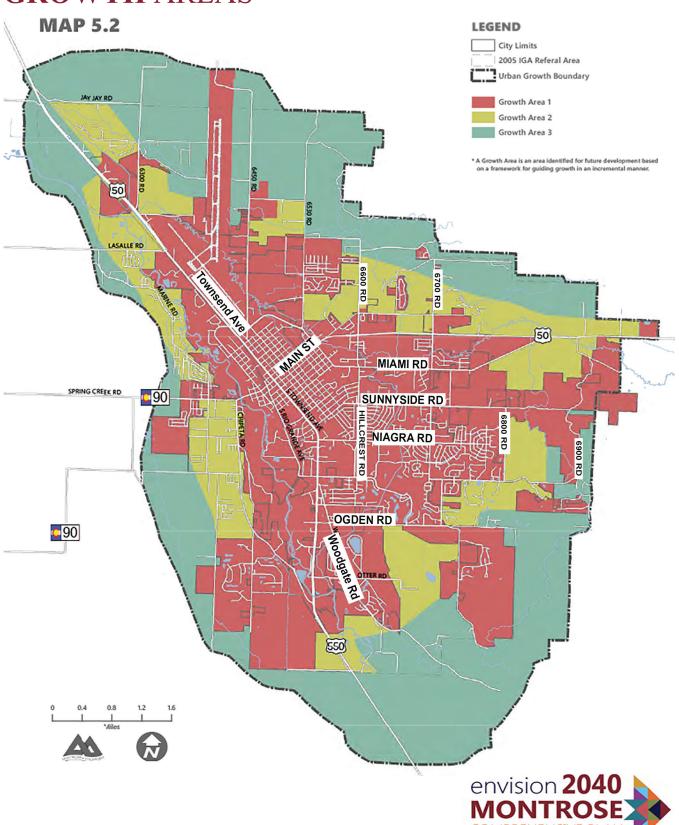
The total build-out of all three Growth Areas is approximately 66,000 homes or 148,000 people. (As noted in Chapter 1 of the Comprehsive Plan), the City and Montrose County entered into an Intergovernmental Agreement (IGA) in 2005 to establish procedures to coordinate City and County development review within a defined area.

According to the IGA, when a development is proposed that is outside the City limits, but within the IGA area, the City is given the option to annex it. If the City declines annexation, the property may then be developed under County regulations. The IGA encourages coordination by the parties for street and road plans and maintenance. The IGA and 201 boundaries should be amended to be consistent with the Comprehensive Plan's expanded Urban Growth Boundary. The City of Montrose should also make every effort to coordinate its

planning efforts with adjacent water and sewer district.

COMPREHENSIVE PLAN

GROWTH AREAS





155.1 Acres • Option for additional 270 acres
Deeded water rights • Annexed into City
Close to infrastucture • 9 minutes from airport.





Property for Sale, \$3,425,000

Presented by

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Brokered by



