

# APPRAISAL

## *Beverly Hills 4 Portfolio*

### **Mosaic Hotel**

125 S Spalding Drive  
Beverly Hills, Los Angeles County, CA 90212

*Prepared For:*

### **Golden Triangle plc,**

Golden Triangle plc,  
22 Europa Centre,  
Floriana FRN 1400,  
Malta

LWHA® Job No.: 24-NY-496AB





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June 5, 2025

Golden Triangle plc,  
22 Europa Centre,  
Floriana FRN 1400,  
Malta

Re: Beverly Hills 4 Portfolio  
Appraisal of the Mosaic Hotel  
125 S Spalding Drive  
Beverly Hills, Los Angeles County, CA 90212

LWHA® Job No.: 24-NY-496AB

To Whom It May Concern:

In fulfillment of our agreement as outlined in the Letter of Engagement, we are pleased to transmit our appraisal of the above-captioned property in the appraisal report dated June 5, 2025. The effective date of value is May 22, 2025.

Mosaic Hotel consists of an 11,250 square foot site located along S Spalding Drive in Beverly Hills, California. The site is currently improved with a 4-story, 49-room full-service independent hotel that opened in 1959. Current amenities and facilities include the Mosaic Restaurant, lounge, outdoor pool, fitness center, and business services. The parking offering contains a total of 35 parking spaces. The property is owned by GT Hotel Owner, LLC and operated by Palisociety.

This report is for the use and benefit of Golden Triangle plc. The intended use of this report is for inclusion in a prospectus. The Client agrees that there are no other Intended Users or Intended Use of our work.

This appraisal report has been prepared in compliance with the Uniform Standards of Professional Appraisal Practice (USPAP). In addition, the Financial Institutions Reform, Recovery and Enforcement Act (FIRREA) specifies that a Federally-regulated financial institution must be the Client in the appraiser-client relationship under the terms of an assignment agreement. To the extent the Client is governed by FIRREA, this appraisal meets all applicable requirements.

## As Is Market Value

As a result of our analysis, we are of the opinion that the market value of the fee simple estate of the subject hotel property, in its as is condition and subject to the assumptions and limiting conditions, certification and definitions, and extraordinary assumptions and hypothetical conditions, if any, as of May 22, 2025, is:

**TWENTY EIGHT MILLION DOLLARS**  
**\$28,000,000 or \$571,000 per Key** *(Based on 49 Keys)*

Allocation of Market Value As Is		
Real Property	\$26,799,500	96%
Personal Property	\$1,200,500	4%
Business Value	\$0	0%
<b>Total</b>	<b>\$28,000,000</b>	<b>100%</b>

The opinion(s) of value include the land and the improvements. This analysis assumes that the hotel will remain open and operational throughout the projection period. The analysis contained in this report is based upon assumptions and estimates that are subject to uncertainty and variation. These estimates are often based on data obtained in interviews with third parties, and such data are not always completely reliable. In addition, we make assumptions as to the future behavior of consumers and the general economy, which are highly uncertain. However, it is inevitable that some assumptions will not materialize, and unanticipated events may occur that will cause actual achieved operating results to differ from the financial analyses contained in this report and these differences may be material. Therefore, while our analysis was conscientiously prepared based on our experience and the data available, we make no warranty that the conclusions presented will, in fact, be achieved. Additionally, we have not been engaged to evaluate the effectiveness of management and we are not responsible for future marketing efforts and other management actions upon which actual results may depend.

While we reviewed the zoning report, we did not ascertain the legal, engineering, and regulatory requirements applicable to the property, including zoning and other state and local government regulations, permits and licenses since we are not experts in these areas. No effort has been made to determine the possible impact on the property of present or future federal, state or local legislation, including any environmental or ecological matters or interpretations thereof. With respect to the market demand analysis, our work did not include analysis of the potential impact of any significant rise or decline in local or general economic conditions.

We believe, based on the assumptions employed in our cash flow, as well as our selection of investment parameters for the subject, that the value conclusion represents a market price achievable within 6 to 12 months exposure prior to the date of value.

We take no responsibility for any events, conditions, or circumstances affecting the market or property that exists subsequent to the last day of our fieldwork, May 22, 2025.

The value opinions in this report are qualified by certain assumptions, limiting conditions, certifications, and definitions.

## Extraordinary Assumptions

Extraordinary Assumptions are assumptions which if found to be false could alter the resulting opinion or conclusion.

- This appraisal assumes that the subject property will not complete a major renovation in the near future and reserves for replacement will cover all future capital expenditures.
- This appraisal assumes that the subject property could be sold unencumbered of a management agreement. For the purposes of this analysis, we have utilized a market-based management fee of 3.00% of total revenue.

*If any of the aforementioned assumptions prove untrue, it may have an impact on our concluded opinion(s) of value. We reserve the right to amend our conclusions herein upon receipt of any additional information.*

## Hypothetical Conditions

Hypothetical Conditions are assumptions made contrary to fact, but which are assumed for the purpose of discussion, analysis, or formulation of opinions.

- This appraisal employs no hypothetical conditions.

This letter is invalid as an opinion of value if detached from the report, which contains the text, exhibits, and Addenda.

Respectfully submitted,

**LW Hospitality Advisors<sup>®</sup>**

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## Photographs of the Subject Property

*Please note that the following photographs are from our inspection of the subject property on October 10, 2024. The subject property was also inspected on May 22, 2025.*



Exterior (Front) - Mosaic



Exterior (Rear) - Mosaic





Registration Desk - Mosaic

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Lobby - Mosaic

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Mosaic Restaurant - Mosaic



Mosaic Restaurant - Mosaic

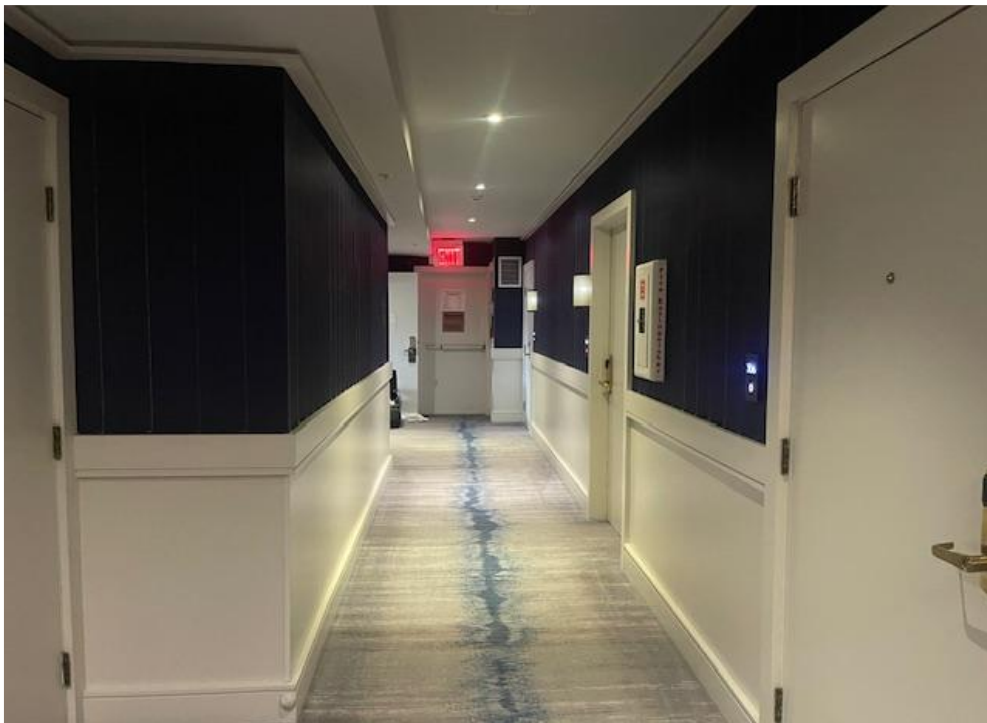




Fitness Center - Mosaic



Swimming Pool - Mosaic



Corridor - Mosaic



Typical Guestroom - Mosaic



Typical Guestroom - Mosaic



Typical Guestroom Bathroom - Mosaic





Typical Guestroom - Mosaic



Typical Guestroom - Mosaic



Typical Guestroom - Mosaic



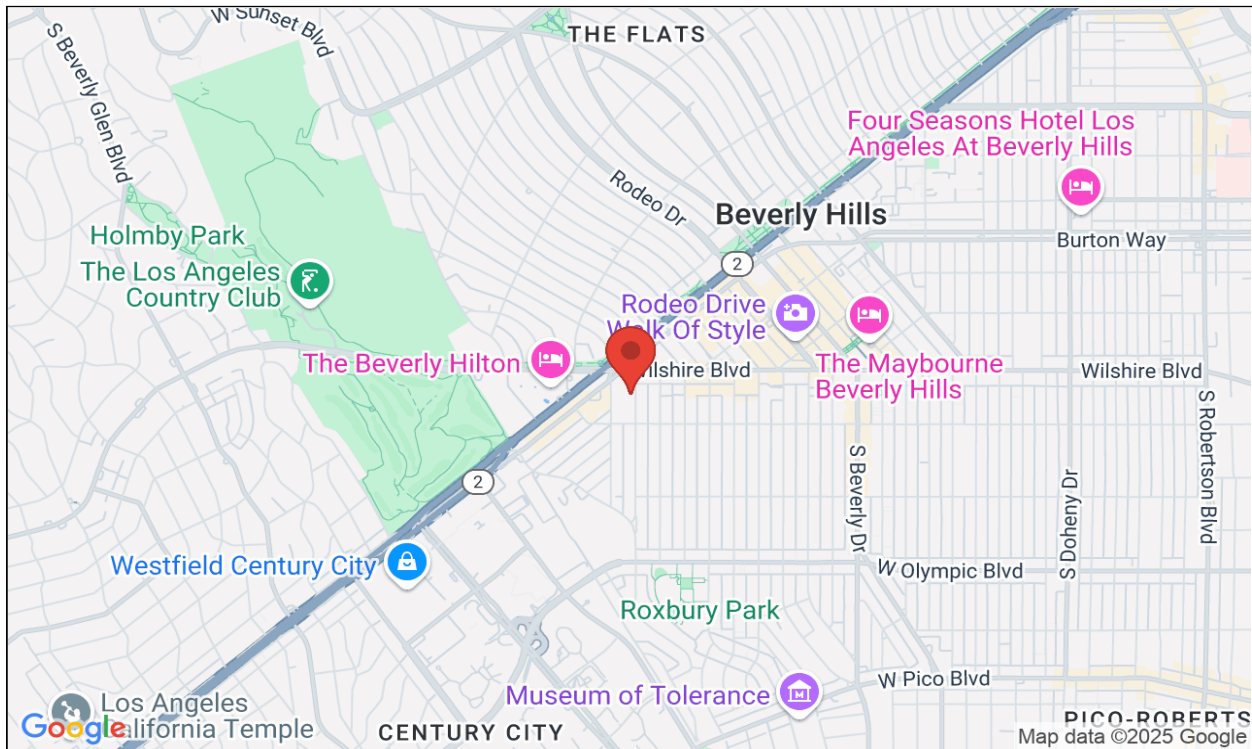
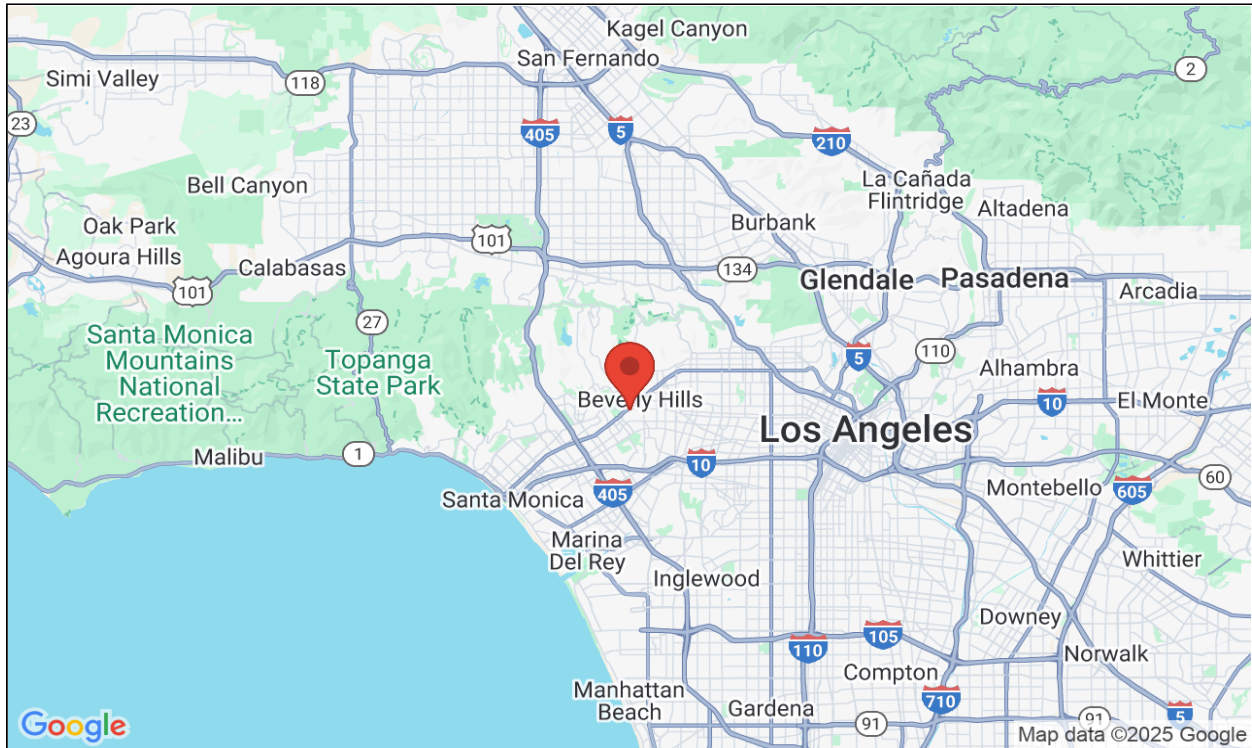
Typical Guestroom Bathroom - Mosaic





Parking - Mosaic

## Location Maps



## Executive Summary

General Information	
Property Name	Mosaic Hotel
Address	125 S Spalding Drive
City	Beverly Hills
County	Los Angeles County
State	California
Zip Code	90212
Property Type	Full-Service Upper Upscale Hotel
Legal Identification	4328-008-003
Interest Appraised	Fee Simple Interest
Inspected By	Andrew McKendell (in-person inspection; May 22, 2025)
Site & Improvements	
Subject Site Area	0.26 Acres; 11,250 Sq. Ft.
Zoning District	C-3: Commercial
Flood Plain	Zone X, FEMA Flood Panel No. 06037C1585F, September 26, 2008
Year Built	1959
Year Opened as Hotel	1959
Number of Keys	49
Number of Buildings	1
Gross Building Area (GBA)	25,380± Square Feet
Corridor Type	Interior
Property Condition	Good
Meeting Space	None
Food & Beverage Outlet(s)	One operated outlet
Retail Space(s)	No retail spaces
Parking Spaces	35 Spaces
Management Agreement	
Management Company	Palisociety
Management Encumbrance	No
Expiration Date (Fully Extended)	N/A; Not encumbered
Highest and Best Use	
As If Vacant	Commercial Development
As Improved	As Currently Improved

Operating Statistics		
	Occupancy	ADR
Year End 2020	59.06%	\$200.49
Year End 2021	76.16%	\$229.26
Year End 2022	83.59%	\$299.29
Year End 2023	85.54%	\$291.28
Year End 2024	84.82%	\$275.33
Trailing 12 Months (YE Apr 2025)	82.33%	\$271.61
Projected Year One	85.00%	\$288.17
Projected Stabilized Year (Year 3)	83.00%	\$308.69
	Net Operating Income	Overall Capitalization Rate
Year End 2020 - Adjusted	\$1,141,997	4.06%
Year End 2021 - Adjusted	\$191,881	0.68%
Year End 2022 - Adjusted	\$1,207,415	4.30%
Year End 2023 - Adjusted	\$1,772,054	6.31%
Year End 2024 - Adjusted	\$1,773,605	6.31%
Trailing 12 Months - Adjusted (YE Apr 2025)	\$1,566,545	5.57%
Year One	\$1,615,864	5.75%
Stabilized Year	\$1,794,088	6.38%
Stabilized Year Deflated to Year One	\$1,691,100	6.02%
<i>Note, the implied cap rates are derived from the discounted cash flow conclusions</i>		
	Discount Rate	Terminal/Residual Rate
Discounted Cash Flow - As Is	8.50%	6.50%

Please note the historical ADR and Occupancy presented in the chart above are derived from the subject's reported data per STR. The Net Operating Income figures have been derived from the subject financial statements.

Value Indications	Total Amount	Per Unit	Date of Value	# Units
<b>Income Capitalization Approach</b>				
As Is	\$28,100,000	\$573,000	May 22, 2025	49 Keys
<b>Sales Comparison Approach</b>				
As Is	\$26,700,000 - \$29,500,000	\$544,000 - \$602,000	May 22, 2025	49 Keys

Final Opinions of Value	Total Amount	Per Unit	Date of Value	# Units
As Is	\$28,000,000	\$571,000	May 22, 2025	49 Keys

## Salient Facts

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### *Intended User*

Golden Triangle plc,

*The appraiser has not identified any purchaser, borrower or seller as an intended user of this appraisal. Receipt of a copy of the appraisal by such a party or any other third party does not mean that the party is an intended user of the appraisal. Such parties are advised to obtain an appraisal from an appraiser of their own choosing if they require an appraisal for their own use. This appraisal report should not serve as the basis for any property purchase decision or any appraisal contingency in a purchase agreement relating to the property.*

### *Intended Use*

The intended use of this report is for inclusion in a prospectus.

### *Scope of Work*

In preparing this appraisal, LWHA®:

1) Inspected the interior and exterior of the subject on May 22, 2025 with Sirley Cuevas (Hotel Manager), including site improvements, public areas, a representative sample of guestrooms, and back of house areas; 2) Interviewed hotel management and representatives of its ownership; 3) Reviewed the subject's historical operating and financial data, Preliminary Title Report, Zoning Report, Profit and Loss Statements, STR Reports, plans, and proposed renovation costs (provided by our client) 4) Reviewed industry statistics and the operating statistics of similar hotels; 5) Inspected competitive properties, researched occupancies, average rates, and segmentation, and performed fair share projections for the subject. Data was obtained through interviews with on-site management and LWHA®'s internal database; 6) Prepared detailed projections of occupancy, average daily rate, and operating expenses; 7) Researched and analyzed recent comparable sales and offerings to determine capitalization and discount rates as well as indications of value per room; 8) Considered the subject's replacement cost, accrued depreciation, and the relevancy to the subject valuation; 9) Reconciled the applicable techniques to develop an opinion of value.

This is an appraisal report as defined by the Uniform Standard of Professional Appraisal Practice under Standards Rule 2-2(A). This format provides a detailed and complete description of the appraisal process, subject data and valuation. We believe that USPAP is roughly equivalent and meets or exceeds RICS standards.

### *Current Ownership*

GT Hotel Owner LLC

### *Acquisition History*

On 24 February 2025, the subject property and Maison 140 were acquired by GT Hotel Owner LLC. The seller in the transaction was



Boutique 140 Hotel LLC. The reported purchase price for the two hotels was \$41,750,000.

*Dates of Valuation*

As Is: May 22, 2025

*Date of Inspection*

May 22, 2025

*Inspection Performed By:*

Andrew McKendell (May 22, 2025)

*Operational Assumptions*

For the purposes of this report, this analysis assumes that the subject property will be operated by competent and experienced management familiar with the operation of hotels in the United States, and more specifically, the greater Beverly Hills, California market. As previously noted, we have assumed that the hotel could be sold unencumbered of a management agreement. For the purposes of this analysis, this report assumes that a competent third-party management company would operate the property for the duration of the projection period as an independent hotel.

*Property Rights Appraised*

Fee Simple estate, including the contributory value of the furniture, fixtures and equipment. The appraisers assume that the hotel will remain open and operational. Note that the subject is a hotel operation that rents rooms on a short term basis.

*Marketing and Exposure Period*

The PwC Real Estate Investor Survey, as well as our interviews with knowledgeable owners and brokers, are utilized in estimating the marketing and exposure period for our opinion of value. According to the most recent PwC Real Estate Investor Survey – First Quarter 2025, 7.4 months is the average marketing time for luxury hotels, 6.6 months for full-service hotels, 5.3 months for limited-service hotels, and 6.3 months for select-service hotels. Based on the preceding, we estimate the marketing time for the subject property to be approximately 6 to 12 months. The exposure period, or retrospective time to expose the property prior to sale, is estimated to be 6 to 12 months.

## Site Description

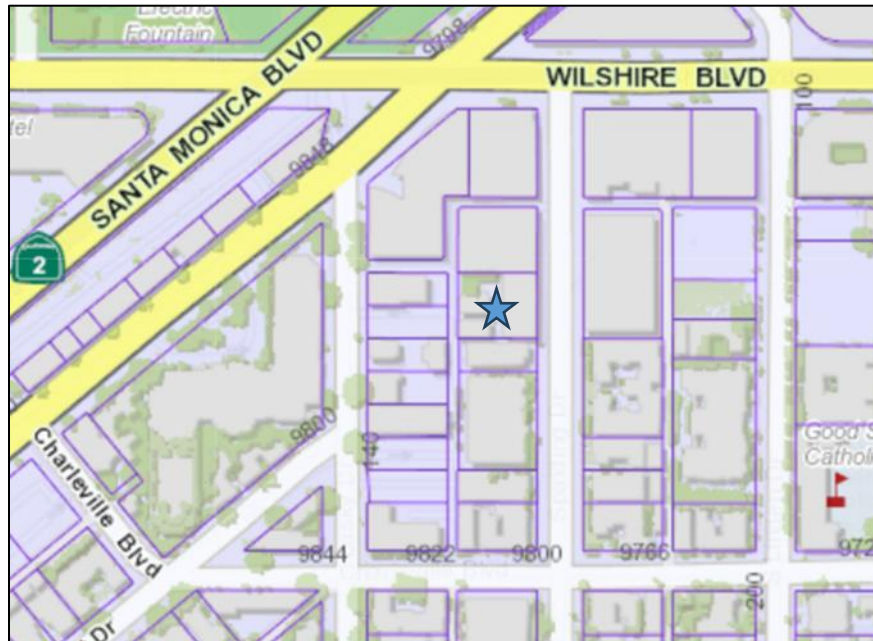
### Legal Identification

The subject property is identified by Los Angeles County as Parcel ID(s): 4328-008-003.

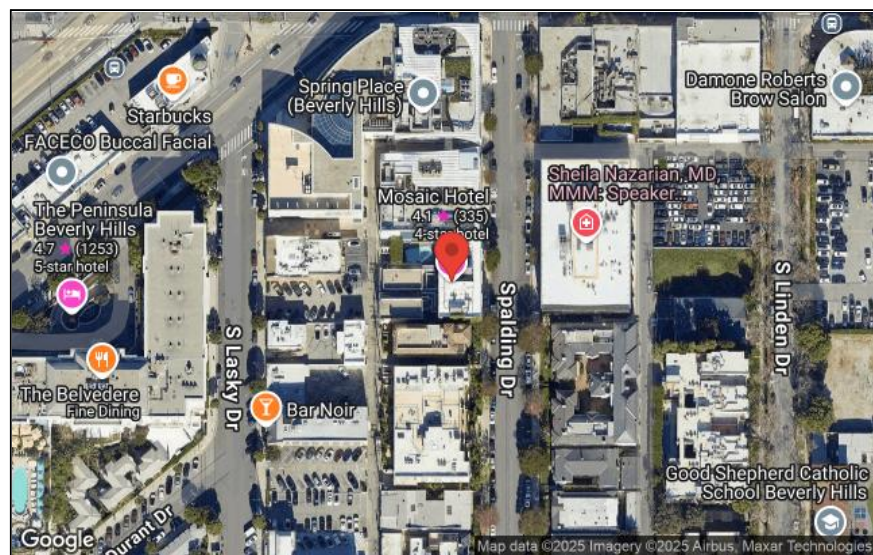
### Physical Address

125 S Spalding Drive, Beverly Hills, Los Angeles County, CA 90212

### Tax Map



### Aerial Map



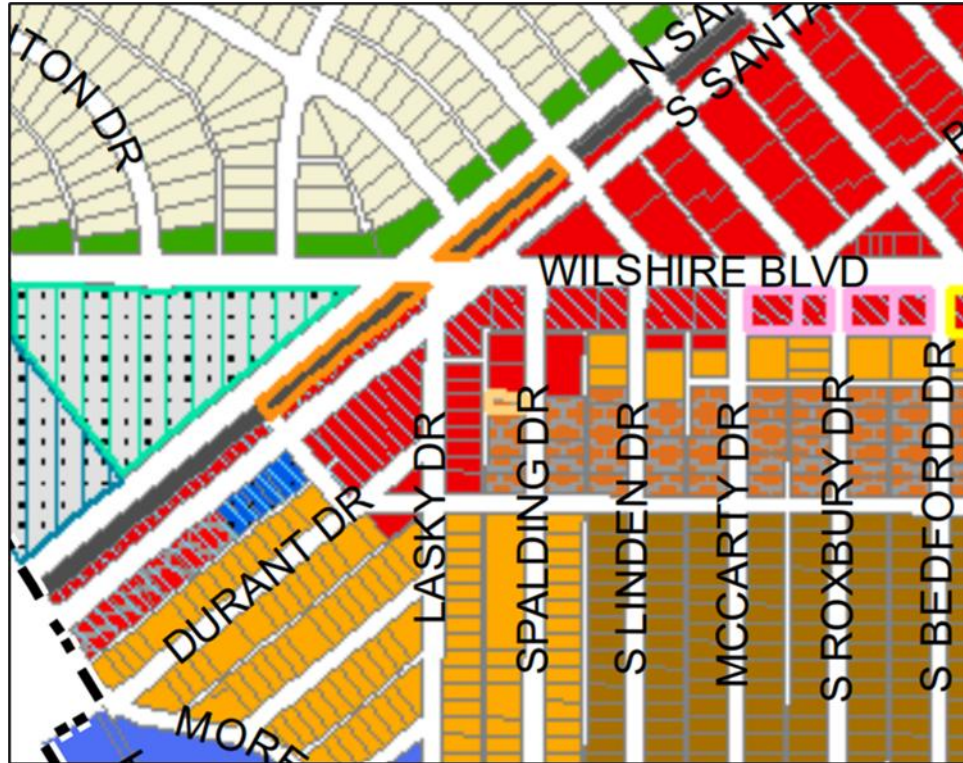
### Area

0.26 acre(s); 11,250 square feet

<i>Frontage</i>	The site offers approximately 100 feet of street frontage along S Spalding Drive.
<i>Configuration</i>	The site is generally rectangular in shape.
<i>Topography</i>	The site is generally level.
<i>Utilities</i>	Typical municipal utilities, including electricity, telephone, gas, water and sewer, etc.
<i>Site Improvements</i>	The site is currently improved with a 4-story, 49-room full-service independent hotel known as the Mosaic Hotel with amenities and facilities including the Mosaic Restaurant, lounge, outdoor pool, and business services.
<i>Adjacent Uses</i>	North: Office, Wilshire Boulevard South: Multi-Family East: Commercial, Office, Parking West: S Spalding Drive, Offices, Multi-Family
<i>Access &amp; Visibility</i>	The subject property is considered to have good accessibility and good visibility from the surrounding area.
<i>Title</i>	We reviewed the Title Report contained in the Addendum. Typical mortgage and tax encumbrances were noted; no adverse easements were noted.
<i>Flood Zone</i>	The subject is situated in Zone X, according to Federal Emergency Management Agency Map Number 06037C1585F, effective September 26, 2008. Zone X is an area of minimal flood hazard from the principal source of flood in the area and determined to be outside the 0.2% annual chance floodplain.
<i>Seismic Zone</i>	The subject property is not located within an identified Earthquake Fault Zone.
<i>Hazardous Materials</i>	Determining the presence of asbestos or hazardous materials at the subject is beyond the scope of this appraisal. The estimate of value derived herein is predicated on the subject being free of hazardous/toxic materials which may have an adverse impact on value. See Qualifying and Limiting Conditions in Addendum.
<i>Excess Land</i>	There does not appear to be any marketable excess land onsite.
<i>Comments</i>	The subject's size and shape are typical for most similar developments in the area.

## Zoning Data

The subject property is located within the C-3: Commercial zoning district, as determined by Beverly Hills.



Zoning Summary	
Zoning Authority	Beverly Hills
Zoning District	C-3: Commercial
Primary Permitted Uses	Permitted uses include office, retail, commercial, and hotels
Hotels Permitted	With Special-Use Permit
Zoning Change Planned	No
Legally Conforming	Legal Non-Conforming
Flood Plain	Zone X, FEMA Flood Panel No. 06037C1585F, September 26, 2008
Category	Zoning Requirement
Height Limit	3 stories; 45 feet
Permitted/Maximum FAR factor	2.0
Parking Requirement	1 space per guestroom, plus 1 space per 350 square feet of floor area for eating and bar facilities
Comments	The subject is a legally non-conforming use
Source: Zoning & Planning Department	

We inspected the subject property and reviewed the draft Zoning Report contained in the Addendum which notes that the subject is legal and conforms to restaurant use, setbacks, site area, and density, but is legally non-conforming to hotel use (via conditional use permit), height, and parking. Based upon this review and our inspection, we believe the property is a legally non-conforming use, as it does not meet the height and parking requirements. We encourage interested parties to investigate further.

## Improvements Description

The table below summarizes the specifications of the subject improvements.

General Information	
Property Type	Full-Service Hotel
Year Built	1959
Number of Buildings	One
Number of Stories	4 Stories
Gross Building Area	25,380± Square Feet
Property Condition	Good
Basement Levels	Yes
Construction Type	Concrete
Exterior Walls	Stucco
HVAC - Guestrooms	Central System
HVAC - Public Spaces	Central System
Roof Cover	Membrane
Elevators	1 Passenger Elevator
Onsite Parking Spaces	35 Garage Spaces

Guestrooms	
<u>Room Type</u>	<u>Number of Rooms</u>
Deluxe King	36
Deluxe Queen/Queen	3
Preferred King	6
One-Bedroom King Suite	3
Executive King Suite	1
<b>Total Guestrooms Available</b>	<b>49</b>

Operated Food & Beverage Outlets	
<u>Outlet</u>	<u>Indoor Space</u>
Mosaic Restaurant	n/a



Additional Amenities	
Lounge Business Services	Outdoor Pool

## Hotel General

The subject property was built in 1959 and is currently improved as a 4-story hotel containing 49 guestrooms. Facilities and amenities currently include the Mosaic Restaurant, lounge, outdoor pool, and business services. The subject property also offers complimentary high-speed internet access in the guestrooms and public spaces.

The lobby features ample seating. The ground floor is comprised of the registration desk, Mosaic Restaurant, lounge, outdoor pool, and fitness center.

## Guestrooms

Guestrooms are located on floors 2-4 of the building. The full-service hotel features 49 guestrooms, comprised of 36 deluxe king, three deluxe queen/queen, six preferred king, three one-bedroom king suite, and one executive king suite. Guestrooms are accessible via one passenger elevator. The guestrooms average approximately 337 square feet in size. Standard amenities include a work area, nightstand, dresser, sofa chair, flat screen television, internet, iron & ironing board, and coffee maker. The guestroom HVAC is a central system

## Food & Beverage

Mosaic Restaurant is located on the ground floor, adjacent to the lobby and swimming pool. The restaurant serves Californian cuisine, and the bar offers a variety of beverages and cocktails. The outlet is open for breakfast from 7:00am – 11:00am Tuesday through Saturday, lunch from 12:00pm – 2:00pm Tuesday through Friday, and dinner from 5:00pm – 10:00pm Tuesday through Saturday. The bar is open from 5:00pm – 10:00pm Tuesday through Saturday.

## Meeting Space

The subject hotel does not offer any dedicated meeting space.

## Capital Expenditures

The subject property was originally built in 1959 and is currently considered to be in good condition. According to property management, there have been no major renovations since the property opened. Please note that we were provided with limited historical capital expenditure information for the purpose of this assignment.

We have assumed that no major renovation is anticipated to occur in the near future given the continual maintenance, upkeep of the property, and current condition. Although the hotel is currently in good condition, we assume the subject property will need renovations throughout its life cycle. Considering the current condition of the subject property and typical industry standards, we have utilized 3.00% of Total Revenue for reserves for replacement throughout the projection period. We have assumed that all future capital expenditures throughout the projection period will be funded out of reserves for replacement and the subject hotel will continue to operate as an independent hotel known as the Mosaic Hotel throughout the projection period.

## Conclusion

The subject was originally constructed in 1959 and has an estimated economic life of 60 years. The actual age of the building is 66 years; however, the property has gone through several renovations over its life.

Given the current condition, we have estimated the effective age of the asset at approximately 30 years. The remaining economic life is estimated to be approximately 30 years.

Overall, the condition of the improvement is considered to be good with the guestrooms and public spaces offering a quality that is comparable to the majority of the primary competitive set. There are no known adverse factors pertaining to the property's marketability, and it is positioned well within its intended demographic.

## Existing Leases

The subject property and the Maison 140 Hotel are currently being leased by GT Hotel Owner LLC (as lessor) to BH Hotel Tenant, LLC (as lessee) for a period of five years commencing on 24 February 2025.

The consideration due under said lease (for both the Property and the Maison 140 Hotel) consists of a fixed annual rent of \$3 million, subject to an annual increase at the rate of 3% of the prior year's fixed rent. The annual rate shall be paid in advance, in equal monthly instalments of \$250,000. In addition to the fixed rent, the lessee is also obliged to pay additional rent to cover operating expenses and taxes associated with the lessee's use of the Property and the Maison 140 Hotel.

Pursuant to the above-described lease agreement, the lessee has agreed to use the leased hotels for hotel purposes, short term accommodation, and any ancillary uses.

Throughout the term of the lease, the lessor shall, at its own expense, make or cause to be made all repairs, restorations, alterations and replacements to the structural portions and all base service systems of the Property, including, without limitation, the mechanical systems; electrical systems; common area heating, ventilating and air conditioning ('HVAC') systems; telephone, data transmitting and other communications systems; elevators; plumbing systems; sanitary systems; Class "E" life safety system; sprinklers and the horizontal distribution systems within and servicing the Property. Throughout the term of the lease, the lessee shall, at its own cost and expense, keep and maintain the non-structural portions of the leased premises (including interior, exterior, landscaped areas, driveways, parking lots, fences and signs) in good order, condition and repair. The lessee's maintenance obligations shall include restorations, replacements and renewals when necessary to keep the non-structural portions of the leased premises in good order, condition and repair.

**It is important to note that we have not valued the subject property subject to the aforementioned lease.**

## Area Economic Analysis

### Economy

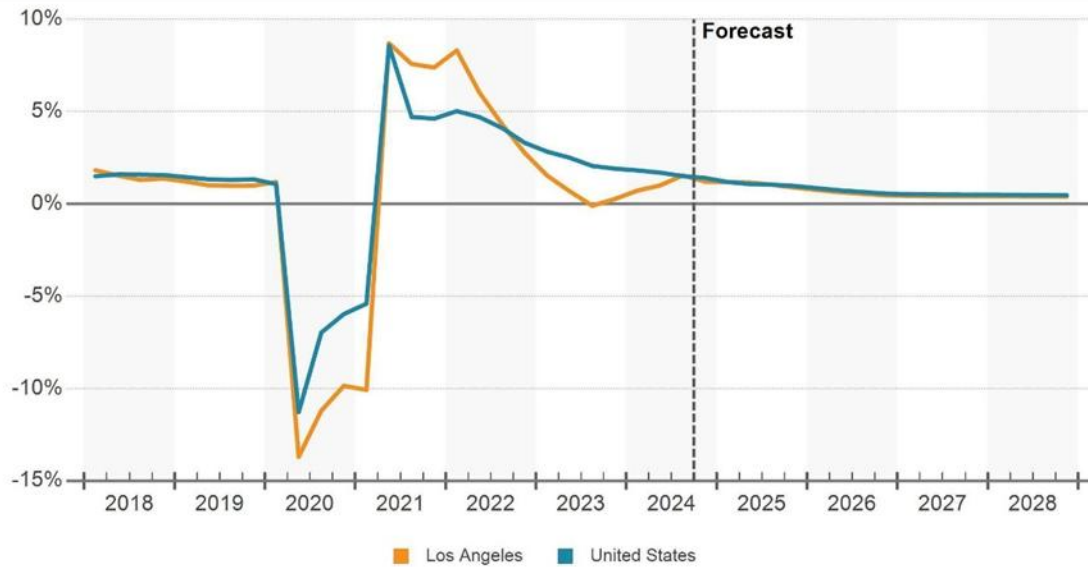
#### Los Angeles Hospitality

LOS ANGELES EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	315	0.8	-1.70%	-0.01%	-1.62%	0.57%	-0.53%	0.36%
Trade, Transportation and Utilities	829	1.0	0.47%	0.70%	0.28%	0.98%	0.16%	0.33%
Retail Trade	410	0.9	0.41%	0.39%	-0.10%	0.19%	0.14%	0.23%
Financial Activities	215	0.8	0.80%	0.40%	0.20%	1.47%	0.01%	0.42%
Government	590	0.9	1.64%	2.04%	0.71%	0.65%	0.38%	0.53%
Natural Resources, Mining and Construction	156	0.6	0.57%	2.48%	2.39%	2.27%	0.28%	0.92%
Education and Health Services	958	1.2	3.85%	3.63%	2.83%	2.09%	1.11%	0.85%
Professional and Business Services	649	1.0	-0.45%	0.53%	0.97%	1.77%	0.24%	0.62%
Information	192	2.2	4.60%	-0.29%	-0.31%	0.93%	0.93%	0.57%
Leisure and Hospitality	553	1.1	2.29%	1.70%	1.65%	1.41%	1.32%	0.96%
Other Services	159	0.9	1.06%	1.16%	0.47%	0.59%	0.67%	0.55%
<b>Total Employment</b>	<b>4,616</b>	<b>1.0</b>	<b>1.44%</b>	<b>1.48%</b>	<b>0.96%</b>	<b>1.31%</b>	<b>0.54%</b>	<b>0.61%</b>

Source: Oxford Economics  
LQ = Location Quotient

JOB GROWTH (YOY)



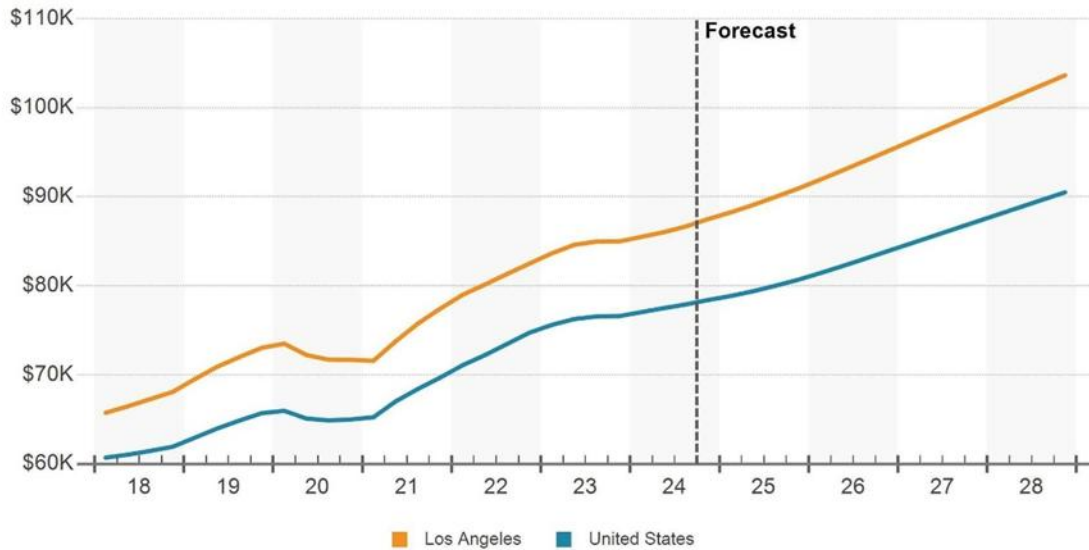
Source: Oxford Economics



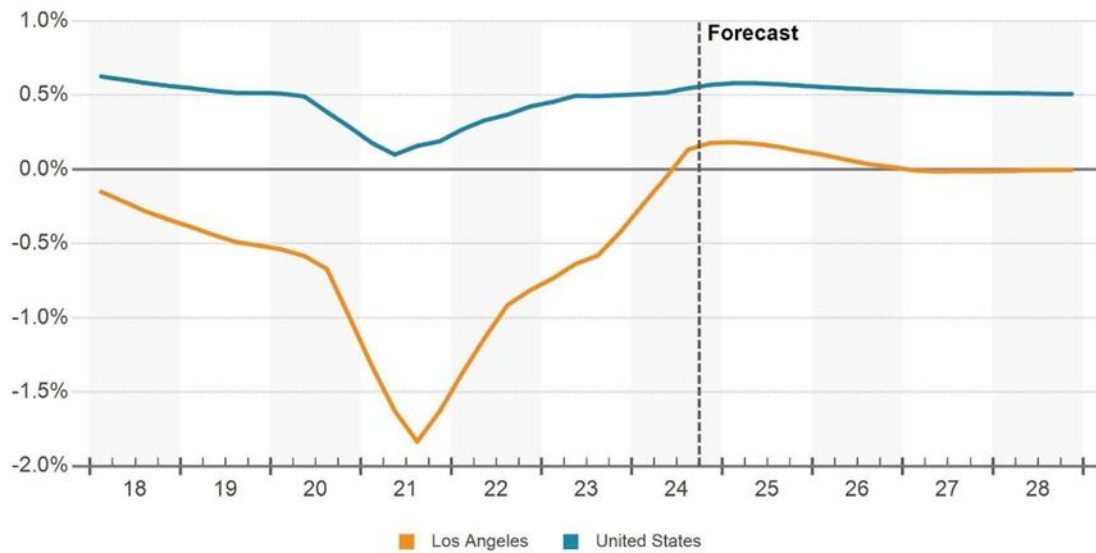
## Economy

### Los Angeles Hospitality

#### MEDIAN HOUSEHOLD INCOME



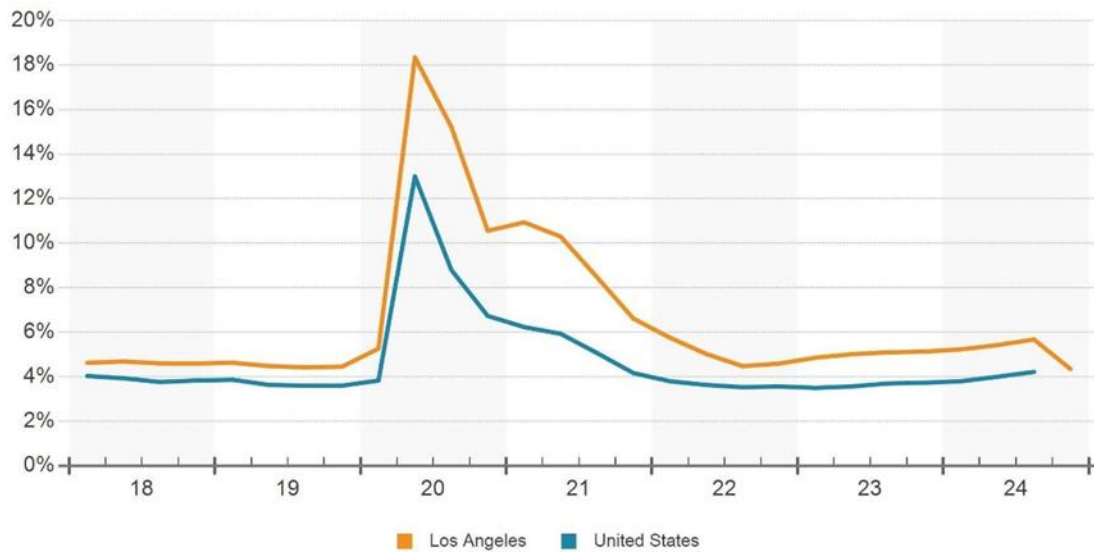
#### POPULATION GROWTH (YOY %)



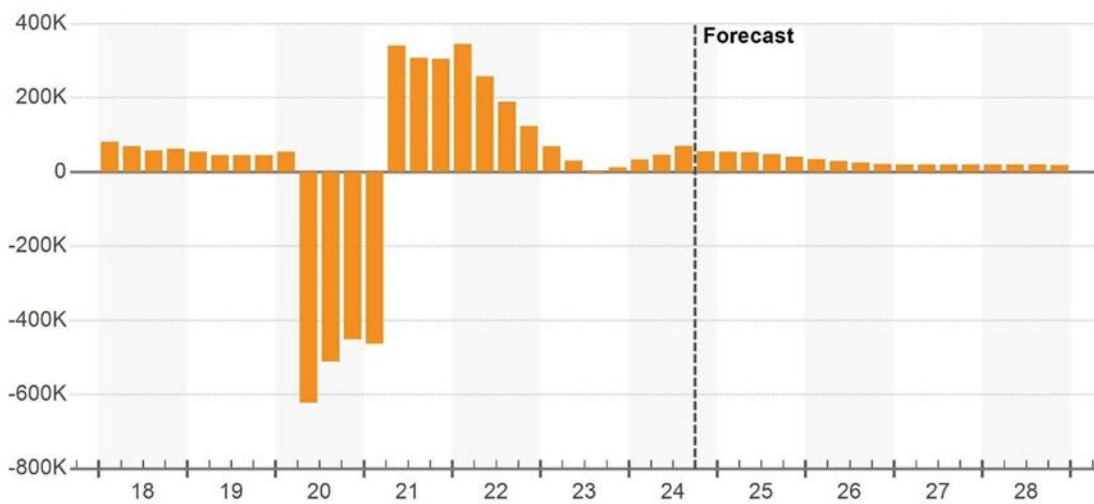
## Economy

Los Angeles Hospitality

### UNEMPLOYMENT RATE (%)



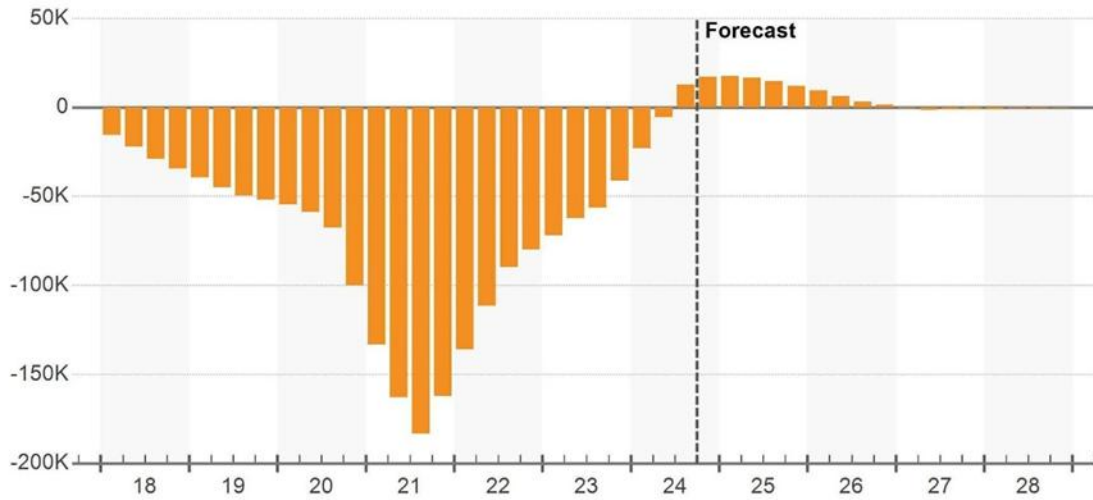
### NET EMPLOYMENT CHANGE (YOY)



## Economy

### Los Angeles Hospitality

#### NET POPULATION CHANGE (YOY)



#### DEMOGRAPHIC TRENDS

Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	9,677,424	336,881,125	0.1%	0.6%	-0.4%	0.5%	0%	0.5%
Households	3,448,936	132,306,469	0.3%	0.7%	0.3%	1.0%	0.1%	0.6%
Median Household Income	\$86,900	\$78,055	2.3%	1.9%	4.6%	3.9%	4.3%	3.6%
Labor Force	5,030,810	168,618,859	0.1%	0.6%	0.1%	0.8%	0.3%	0.4%
Unemployment	5.3%	4.2%	0.2%	0.5%	-0.3%	-0.2%	-0.2%	-

Source: Oxford Economics

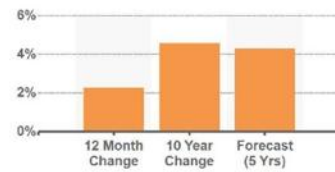
#### POPULATION GROWTH



#### LABOR FORCE GROWTH




#### INCOME GROWTH



Source: Oxford Economics

## Consumer Spending Report

Maison Hotel Beverly Hills 140 S Lasky Dr, Beverly Hills, CA 90212			
Building Type: Hospitality Class: - RBA: 14,530 SF Typical Floor: 4,843 SF Total Available: 0 SF % Leased: 0% Rent/SF/Yr: -			
2024 Annual Spending (\$000s)	1 Mile	3 Mile	5 Mile
Total Specified Consumer Spending	\$420,364	\$4,450,139	\$10,633,543
<b>Total Apparel</b>	<b>\$19,819</b>	<b>\$216,834</b>	<b>\$526,681</b>
Women's Apparel	8,328	88,042	212,326
Men's Apparel	4,203	47,147	114,319
Girl's Apparel	1,225	13,299	32,622
Boy's Apparel	840	9,317	22,972
Infant Apparel	744	9,964	24,041
Footwear	4,479	49,065	120,401
<b>Total Entertainment &amp; Hobbies</b>	<b>\$64,172</b>	<b>\$651,317</b>	<b>\$1,543,644</b>
Entertainment	7,474	76,768	186,465
Audio & Visual Equipment/Service	12,107	130,464	314,860
Reading Materials	1,277	12,639	29,079
Pets, Toys, & Hobbies	11,224	113,915	265,648
Personal Items	32,090	317,532	747,594
<b>Total Food and Alcohol</b>	<b>\$111,954</b>	<b>\$1,222,742</b>	<b>\$2,945,473</b>
Food At Home	53,958	583,973	1,424,995
Food Away From Home	49,039	541,563	1,290,999
Alcoholic Beverages	8,958	97,206	229,480
<b>Total Household</b>	<b>\$75,265</b>	<b>\$761,645</b>	<b>\$1,795,512</b>
House Maintenance & Repair	11,617	100,982	236,706
Household Equip & Furnishings	27,610	288,626	685,001
Household Operations	24,236	252,886	596,457
Housing Costs	11,802	119,151	277,348



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## Consumer Spending Report

Maison Hotel Beverly Hills 140 S Lasky Dr, Beverly Hills, CA 90212			
2024 Annual Spending (000s)	1 Mile	3 Mile	5 Mile
<b>Total Transportation/Maint.</b>	<b>\$91,096</b>	<b>\$1,017,694</b>	<b>\$2,466,342</b>
Vehicle Purchases	37,297	426,902	1,046,716
Gasoline	21,757	252,170	618,990
Vehicle Expenses	3,988	36,307	84,568
Transportation	15,800	165,798	386,779
Automotive Repair & Maintenance	12,253	136,517	329,288
<b>Total Health Care</b>	<b>\$21,399</b>	<b>\$206,495</b>	<b>\$489,144</b>
Medical Services	12,995	128,149	303,587
Prescription Drugs	6,058	55,170	130,493
Medical Supplies	2,346	23,175	55,064
<b>Total Education/Day Care</b>	<b>\$36,659</b>	<b>\$373,412</b>	<b>\$866,746</b>
Education	22,705	232,654	539,688
Fees & Admissions	13,954	140,758	327,057




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## Daytime Employment Report

1 Mile Radius


Maison Hotel Beverly Hills 140 S Lasky Dr, Beverly Hills, CA 90212			
Building Type: Hospitality	Total Available: 0 SF		
Class: -	% Leased: 0%		
RBA: 14,530 SF	Rent/SF/Yr: -		
Typical Floor: 4,843 SF			
Business Employment by Type	# of Businesses	# Employees	#Emp/Bus
<b>Total Businesses</b>	<b>11,037</b>	<b>86,674</b>	<b>8</b>
Retail & Wholesale Trade	1,100	7,594	7
Hospitality & Food Service	387	8,947	23
Real Estate, Renting, Leasing	871	7,330	8
Finance & Insurance	1,366	8,260	6
Information	293	9,542	33
Scientific & Technology Services	2,408	18,479	8
Management of Companies	128	520	4
Health Care & Social Assistance	2,590	8,076	3
Educational Services	81	1,209	15
Public Administration & Sales	62	2,225	36
Arts, Entertainment, Recreation	288	3,292	11
Utilities & Waste Management	345	3,825	11
Construction	194	1,025	5
Manufacturing	128	2,339	18
Agriculture, Mining, Fishing	22	60	3
Other Services	774	3,951	5



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## Demographic Detail Report

Maison Hotel Beverly Hills 140 S Lasky Dr, Beverly Hills, CA 90212			
Building Type: Hospitality	Total Available: 0 SF		
Class: -	% Leased: 0%		
RBA: 14,530 SF	Rent/SF/Yr: -		
Typical Floor: 4,843 SF			
Radius	1 Mile	3 Mile	5 Mile
<b>Population</b>			
2029 Projection	22,469	277,586	675,598
2024 Estimate	22,895	282,072	688,402
2020 Census	22,234	271,744	670,343
Growth 2024 - 2029	-1.86%	-1.59%	-1.86%
Growth 2020 - 2024	2.97%	3.80%	2.69%
<b>2024 Population by Age</b>	<b>22,895</b>	<b>282,072</b>	<b>688,402</b>
Age 0 - 4	988 4.32%	16,532 5.86%	39,992 5.81%
Age 5 - 9	899 3.93%	11,493 4.07%	29,575 4.30%
Age 10 - 14	1,048 4.58%	10,243 3.63%	27,502 4.00%
Age 15 - 19	1,106 4.83%	13,532 4.80%	29,908 4.34%
Age 20 - 24	1,112 4.86%	22,083 7.83%	42,077 6.11%
Age 25 - 29	1,251 5.46%	26,553 9.41%	58,916 8.56%
Age 30 - 34	1,460 6.38%	28,276 10.02%	70,737 10.28%
Age 35 - 39	1,495 6.53%	24,804 8.79%	64,774 9.41%
Age 40 - 44	1,367 5.97%	20,009 7.09%	53,146 7.72%
Age 45 - 49	1,332 5.82%	16,556 5.87%	44,399 6.45%
Age 50 - 54	1,431 6.25%	15,633 5.54%	41,432 6.02%
Age 55 - 59	1,499 6.55%	14,603 5.18%	37,902 5.51%
Age 60 - 64	1,526 6.67%	14,017 4.97%	35,715 5.19%
Age 65 - 69	1,449 6.33%	12,832 4.55%	32,083 4.66%
Age 70 - 74	1,398 6.11%	11,375 4.03%	27,498 3.99%
Age 75 - 79	1,256 5.49%	8,995 3.19%	20,978 3.05%
Age 80 - 84	983 4.29%	6,510 2.31%	14,636 2.13%
Age 85+	1,294 5.65%	8,024 2.84%	17,134 2.49%
Age 65+	6,380 27.87%	47,736 16.92%	112,329 16.32%
<b>Median Age</b>	<b>47.70</b>	<b>37.50</b>	<b>38.50</b>
<b>Average Age</b>	<b>46.40</b>	<b>39.90</b>	<b>40.10</b>



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## Demographic Detail Report

Maison Hotel Beverly Hills 140 S Lasky Dr, Beverly Hills, CA 90212				
Radius	1 Mile	3 Mile	5 Mile	
<b>2024 Population by Occupation</b>	<b>21,612</b>	<b>292,469</b>	<b>737,018</b>	
Real Estate & Finance	1,483 6.86%	12,488 4.27%	29,450 4.00%	
Professional & Management	10,391 48.08%	134,993 46.16%	321,161 43.58%	
Public Administration	257 1.19%	3,146 1.08%	8,484 1.15%	
Education & Health	2,578 11.93%	38,131 13.04%	86,047 11.68%	
Services	896 4.15%	16,816 5.75%	50,543 6.86%	
Information	1,040 4.81%	14,988 5.12%	39,341 5.34%	
Sales	2,075 9.60%	28,076 9.60%	70,238 9.53%	
Transportation	296 1.37%	5,618 1.92%	18,756 2.54%	
Retail	514 2.38%	10,599 3.62%	30,146 4.09%	
Wholesale	621 2.87%	3,770 1.29%	8,444 1.15%	
Manufacturing	611 2.83%	6,294 2.15%	16,368 2.22%	
Production	183 0.85%	4,775 1.63%	17,350 2.35%	
Construction	96 0.44%	2,233 0.76%	10,124 1.37%	
Utilities	187 0.87%	3,588 1.23%	10,830 1.47%	
Agriculture & Mining	0 0.00%	342 0.12%	1,029 0.14%	
Farming, Fishing, Forestry	0 0.00%	52 0.02%	504 0.07%	
Other Services	384 1.78%	6,560 2.24%	18,203 2.47%	
<b>2024 Worker Travel Time to Job</b>	<b>8,721</b>	<b>122,533</b>	<b>315,202</b>	
<30 Minutes	5,633 64.59%	73,840 60.26%	168,871 53.58%	
30-60 Minutes	2,472 28.35%	41,849 34.15%	122,801 38.96%	
60+ Minutes	616 7.06%	6,844 5.59%	23,530 7.47%	
<b>2020 Households by HH Size</b>	<b>10,729</b>	<b>121,250</b>	<b>303,109</b>	
1-Person Households	4,454 41.51%	49,354 40.70%	119,582 39.45%	
2-Person Households	3,426 31.93%	40,269 33.21%	99,590 32.86%	
3-Person Households	1,243 11.59%	15,000 12.37%	38,715 12.77%	
4-Person Households	989 9.22%	10,298 8.49%	27,298 9.01%	
5-Person Households	415 3.87%	4,032 3.33%	10,739 3.54%	
6-Person Households	155 1.44%	1,477 1.22%	4,262 1.41%	
7 or more Person Households	47 0.44%	820 0.68%	2,923 0.96%	
<b>2024 Average Household Size</b>	<b>2.00</b>	<b>2.00</b>	<b>2.10</b>	
<b>Households</b>				
2029 Projection	10,742	123,393	303,567	
2024 Estimate	10,966	125,642	309,911	
2020 Census	10,730	121,251	303,109	
Growth 2024 - 2029	-2.04%	-1.79%	-2.05%	
Growth 2020 - 2024	2.20%	3.62%	2.24%	



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## Demographic Detail Report

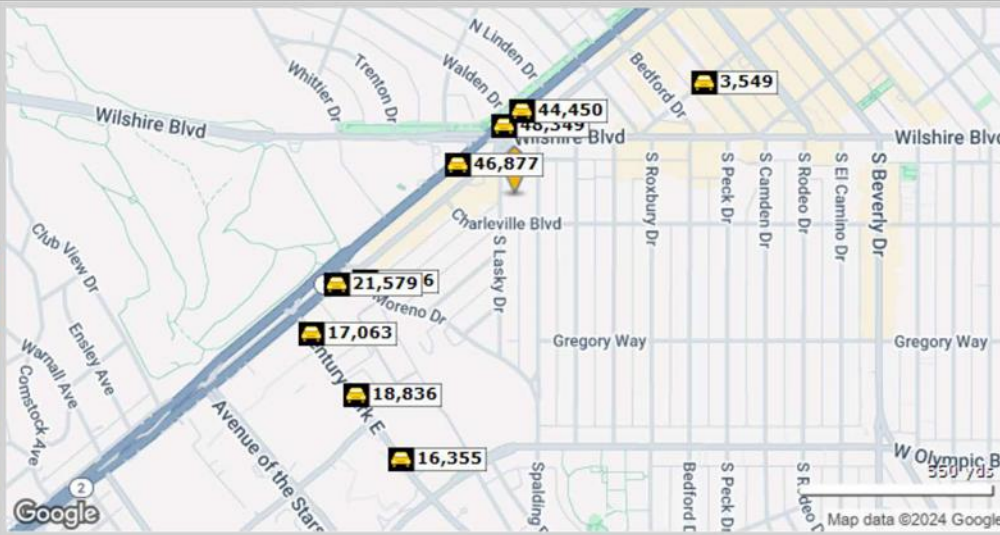

Maison Hotel Beverly Hills 140 S Lasky Dr, Beverly Hills, CA 90212				
Radius	1 Mile	3 Mile	5 Mile	
<b>2024 Households by HH Income</b>	<b>10,968</b>	<b>125,642</b>	<b>309,912</b>	
<\$25,000	2,069 18.86%	19,591 15.59%	50,666 16.35%	
\$25,000 - \$50,000	991 9.04%	14,807 11.79%	40,972 13.22%	
\$50,000 - \$75,000	893 8.14%	14,563 11.59%	39,477 12.74%	
\$75,000 - \$100,000	847 7.72%	13,939 11.09%	34,046 10.99%	
\$100,000 - \$125,000	1,043 9.51%	12,105 9.63%	28,826 9.30%	
\$125,000 - \$150,000	607 5.53%	9,338 7.43%	21,883 7.06%	
\$150,000 - \$200,000	1,335 12.17%	13,473 10.72%	31,328 10.11%	
\$200,000+	3,183 29.02%	27,826 22.15%	62,714 20.24%	
<b>2024 Avg Household Income</b>	<b>\$146,993</b>	<b>\$131,777</b>	<b>\$125,153</b>	
<b>2024 Med Household Income</b>	<b>\$116,394</b>	<b>\$99,857</b>	<b>\$92,506</b>	
<b>2024 Occupied Housing</b>	<b>10,966</b>	<b>125,642</b>	<b>309,910</b>	
Owner Occupied	4,977 45.39%	41,897 33.35%	98,756 31.87%	
Renter Occupied	5,989 54.61%	83,745 66.65%	211,154 68.13%	
<b>2020 Housing Units</b>	<b>12,491</b>	<b>141,381</b>	<b>347,510</b>	
1 Unit	3,658 29.29%	35,830 25.34%	100,676 28.97%	
2 - 4 Units	1,158 9.27%	12,639 8.94%	38,668 11.13%	
5 - 19 Units	3,885 31.10%	47,997 33.95%	107,547 30.95%	
20+ Units	3,790 30.34%	44,915 31.77%	100,619 28.95%	
<b>2024 Housing Value</b>	<b>4,978</b>	<b>41,898</b>	<b>98,757</b>	
<\$100,000	23 0.46%	313 0.75%	842 0.85%	
\$100,000 - \$200,000	20 0.40%	212 0.51%	472 0.48%	
\$200,000 - \$300,000	0 0.00%	79 0.19%	193 0.20%	
\$300,000 - \$400,000	9 0.18%	229 0.55%	608 0.62%	
\$400,000 - \$500,000	27 0.54%	292 0.70%	1,092 1.11%	
\$500,000 - \$1,000,000	684 13.74%	9,340 22.29%	23,910 24.21%	
\$1,000,000+	4,215 84.67%	31,433 75.02%	71,640 72.54%	
<b>2024 Median Home Value</b>	<b>\$1,122,847</b>	<b>\$1,100,060</b>	<b>\$1,093,222</b>	
<b>2024 Housing Units by Yr Built</b>	<b>12,492</b>	<b>141,833</b>	<b>348,448</b>	
Built 2010+	1,050 8.41%	13,622 9.60%	34,507 9.90%	
Built 2000 - 2010	542 4.34%	6,715 4.73%	15,248 4.38%	
Built 1990 - 1999	696 5.57%	7,716 5.44%	17,651 5.07%	
Built 1980 - 1989	1,654 13.24%	16,712 11.78%	34,903 10.02%	
Built 1970 - 1979	1,284 10.28%	23,111 16.29%	52,014 14.93%	
Built 1960 - 1969	1,747 13.98%	20,473 14.43%	46,611 13.38%	
Built 1950 - 1959	1,235 9.89%	17,310 12.20%	48,832 14.01%	
Built <1949	4,284 34.29%	36,174 25.50%	98,682 28.32%	
<b>2024 Median Year Built</b>	<b>1963</b>	<b>1968</b>	<b>1965</b>	



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## Traffic Count Report

Maison Hotel Beverly Hills 140 S Lasky Dr, Beverly Hills, CA 90212							
Building Type: <b>Hospitality</b> Class: - RBA: <b>14,530 SF</b> Typical Floor: <b>4,843 SF</b> Total Available: <b>0 SF</b> % Leased: <b>0%</b> Rent/SF/Yr: -							
							
Street	Cross Street	Cross Str Dist	Count Year	Avg Daily Volume	Volume Type	Miles from Subject Prop	
1 Santa Monica Blvd	Charleville Blvd	0.06 S	2018	46,877	MPSI	.11	
2 Santa Monica Blvd	Walden Dr	0.02 NE	2022	48,349	MPSI	.12	
3 Santa Monica Blvd	Walden Dr	0.02 SW	2022	42,772	MPSI	.14	
4 Santa Monica Blvd	Walden Dr	0.02 SW	2021	44,450	MPSI	.14	
5 Moreno Dr	Durant Dr	0.04 SE	2022	3,876	MPSI	.28	
6 Santa Monica Blvd	Century Park E	0.08 SW	2018	21,579	MPSI	.32	
7 Brighton Way	N Camden Dr	0.01 NE	2022	3,549	MPSI	.37	
8 Century Park E	Santa Monica Blvd	0.03 NW	2022	17,063	MPSI	.40	
9 Century Park E	Constellation Blvd	0.05 SE	2022	18,836	MPSI	.41	
10 Century Park E	Constellation Blvd	0.08 NW	2022	16,355	MPSI	.47	



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## Occupancy & Average Daily Rate Projections

### Historical Supply and Demand Analysis

The competitive market supply has fluctuated during the period studied due to changes in room count and closures in response to the COVID-19 pandemic. In 2019, the Cameo Beverly Hills (formerly Mr C Beverly Hills) added four rooms to supply. In April 2020, the subject property and Avalon Beverly Hills temporarily closed, and the Luxe Hotel Rodeo Drive permanently closed. In May 2020, the Avalon Beverly Hills reopened. In June 2020, the subject property reopened. In 2021, the Cameo Beverly Hills (formerly Mr C Beverly Hills) added one room to supply.

Prior to 2020, the competitive market maintained consistent occupancy levels which achieving modest ADR growth. From 2015 through 2019, RevPAR increased at a compound annual growth rate of 1.6%, peaking at \$250.30 in 2016. The subject market benefitted from the greater Los Angeles area experiencing notable economic growth and an uptick in tourism during this period.

In 2020, the competitive market was significantly affected by the COVID-19 pandemic. Occupancy and ADR decreased by 42.7% and 20.2%, respectively, resulting in a 54.3% decline in RevPAR to \$109.29. The Los Angeles metropolitan area was hampered by the substantial decline in international travel, specifically from Asian markets. Aided by the vaccine rollout, reopening of the local economy, the competitive market exhibited signs of recovery during 2021, as RevPAR rebounded by 48.2%. Between pent-up leisure demand following the pandemic and the Los Angeles area's popularity as a drive-to leisure destination, the competitive market achieved substantial growth in 2022. Although occupancy remained below historical levels, ADR increased by an additional 24.2% to a record high of \$320.50, leading to RevPAR growth of 49.8%, in-line with pre-pandemic levels. In 2023, RevPAR decreased by 2.0% as demand levels began to soften. RevPAR decreased by an additional 9.6% in 2024.

The following tables and charts present historical trends in the performance of the primary competitors.

STR Annual Report										
Year	Supply	% Change	Demand	% Change	Occupancy	% Change	ADR	% Change	RevPAR	% Change
2016	547	0.0%	164,752	3.3%	82.5%	3.3%	\$303.32	8.0%	\$250.30	11.6%
2017	547	0.0%	163,105	-1.0%	81.7%	-1.0%	\$298.13	-1.7%	\$243.55	-2.7%
2018	547	0.0%	165,144	1.3%	82.7%	1.3%	\$298.41	0.1%	\$246.83	1.3%
2019	551	0.7%	167,411	1.4%	83.2%	0.6%	\$287.28	-3.7%	\$239.13	-3.1%
2020	473	-14.2%	82,219	-50.9%	47.7%	-42.7%	\$229.30	-20.2%	\$109.29	-54.3%
2021	468	-1.0%	107,237	30.4%	62.8%	31.7%	\$257.95	12.5%	\$161.94	48.2%
2022	468	0.0%	129,319	20.6%	75.7%	20.6%	\$320.50	24.2%	\$242.63	49.8%
2023	468	0.0%	133,193	3.0%	78.0%	3.0%	\$303.83	-5.2%	\$236.90	-2.4%
2024	468	0.0%	127,917	-4.0%	74.9%	-4.0%	\$286.11	-5.8%	\$214.25	-9.6%
<b>CAGR</b>		<b>-1.7%</b>		<b>-2.4%</b>		<b>-0.7%</b>		<b>0.2%</b>		<b>-0.5%</b>
Apr 25										
YTD 2024	468	-	42,122	-	75.0%	-	\$282.33	-	\$211.76	-
YTD 2025	468	0.0%	38,624	-8.3%	68.8%	-8.3%	\$276.43	-2.1%	\$190.12	-10.2%
TTM 2024	468	-	131,052	-	76.7%	-	\$292.90	-	\$224.71	-
TTM 2025	468	0.0%	124,418	-5.1%	72.8%	-5.1%	\$284.39	-2.9%	\$207.14	-7.8%

STR Monthly Report						
Month	Occ	% Change	ADR	% Change	RevPAR	% Change
Jan-22	49.6%	74.9%	\$282.97	49.6%	\$140.39	161.7%
Feb-22	75.6%	92.8%	\$377.66	91.9%	\$285.35	270.0%
Mar-22	83.6%	84.6%	\$314.72	46.4%	\$263.05	170.3%
Apr-22	80.3%	44.6%	\$324.59	40.6%	\$260.62	103.3%
May-22	78.2%	21.9%	\$347.93	46.2%	\$271.93	78.2%
Jun-22	77.5%	5.6%	\$319.87	25.1%	\$247.97	32.1%
Jul-22	80.5%	3.1%	\$298.85	6.6%	\$240.49	9.9%
Aug-22	76.5%	6.8%	\$319.51	16.4%	\$244.35	24.3%
Sep-22	80.2%	12.2%	\$321.10	20.7%	\$257.61	35.4%
Oct-22	84.6%	7.0%	\$317.89	9.9%	\$268.88	17.6%
Nov-22	76.4%	-3.1%	\$317.05	14.1%	\$242.08	10.5%
Dec-22	66.0%	-1.6%	\$294.34	5.3%	\$194.22	3.6%
Jan-23	69.0%	39.0%	\$316.22	13.1%	\$218.12	57.2%
Feb-23	80.1%	6.0%	\$320.06	-14.4%	\$256.36	-9.3%
Mar-23	82.8%	-0.9%	\$322.28	3.6%	\$266.96	2.7%
Apr-23	83.6%	4.2%	\$318.28	-1.3%	\$266.16	2.8%
May-23	80.2%	2.6%	\$317.64	-7.4%	\$254.83	-5.0%
Jun-23	78.1%	0.7%	\$340.50	8.2%	\$265.87	9.0%
Jul-23	78.5%	-2.5%	\$306.75	-3.9%	\$240.70	-6.3%
Aug-23	78.3%	2.4%	\$310.62	-2.8%	\$243.20	-0.5%
Sep-23	77.9%	-2.9%	\$271.75	-15.4%	\$211.63	-17.8%
Oct-23	81.9%	-3.2%	\$300.91	-5.3%	\$246.45	-8.3%
Nov-23	75.3%	-1.4%	\$276.34	-12.8%	\$208.12	-14.0%
Dec-23	70.3%	6.5%	\$252.50	-14.2%	\$177.45	-8.6%
Jan-24	68.0%	-1.3%	\$273.01	-13.7%	\$185.77	-14.8%
Feb-24	75.2%	-6.2%	\$287.28	-10.2%	\$215.93	-15.8%
Mar-24	80.9%	-2.3%	\$288.20	-10.6%	\$233.27	-12.6%
Apr-24	75.9%	-9.2%	\$279.88	-8.1%	\$212.50	-16.6%
May-24	73.3%	-8.6%	\$344.26	8.4%	\$252.36	-1.0%
Jun-24	75.3%	-3.5%	\$293.19	-13.9%	\$220.83	-16.9%
Jul-24	77.1%	-1.7%	\$280.89	-8.4%	\$216.61	-10.0%
Aug-24	77.8%	-0.6%	\$276.67	-10.9%	\$215.28	-11.5%
Sep-24	76.9%	-1.2%	\$291.61	7.3%	\$224.37	6.0%
Oct-24	82.4%	0.7%	\$287.85	-4.3%	\$237.29	-3.7%
Nov-24	71.9%	-4.6%	\$270.97	-1.9%	\$194.72	-6.4%
Dec-24	63.8%	-9.2%	\$254.14	0.7%	\$162.12	-8.6%

STR Day of Week Occupancy								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
2023	69.9%	74.7%	80.8%	82.2%	80.2%	78.0%	80.3%	78.0%
2024	65.5%	72.5%	78.0%	79.6%	77.2%	75.6%	76.0%	74.9%
TTM - Apr 2024	68.0%	73.9%	79.8%	81.6%	78.9%	77.1%	78.6%	76.7%
TTM - Apr 2025	63.0%	70.5%	77.3%	77.9%	74.8%	73.3%	73.1%	72.8%
Average:	65.4%	70.3%	75.8%	77.1%	75.6%	74.5%	75.7%	73.5%

STR Day of Week ADR								
	Sun	Mon	Tue	Wed	Thu	Fri	Sat	Total Year
2023	\$290.84	\$297.93	\$310.94	\$308.85	\$305.33	\$305.40	\$305.29	\$303.83
2024	\$269.56	\$284.97	\$297.17	\$294.70	\$284.64	\$284.66	\$283.54	\$286.11
TTM - Apr 2024	\$271.00	\$286.61	\$302.89	\$303.51	\$296.42	\$291.15	\$289.59	\$292.90
TTM - Apr 2025	\$268.66	\$285.58	\$296.55	\$290.59	\$282.57	\$285.17	\$281.98	\$284.39
Average:	\$275.49	\$285.95	\$295.36	\$293.44	\$289.60	\$297.08	\$296.18	\$290.95

### **Recently Opened/Proposed Supply**

Per our research and discussions with various market participants and municipal officials, there are no proposed hotels anticipated to enter the immediate area in the near future that are considered to be competitive with the subject property.

Additionally, while there is a moderate amount of other new supply anticipated to enter the overall surrounding area over the next several years, the majority of the proposed new supply is considered speculative and/or consists of properties that are not anticipated to directly compete with the subject property. We have considered the proposed hotel developments within the surrounding area in our overall demand and rate growth projections, as well as our selection of discount and capitalization rates.



## Demand Analysis

The following section summarizes our analysis and projection of demand in each of the market segments: transient and meeting & group.

**Transient Demand** arises from individuals who are conducting business and visiting various firms in the subject's market area. Commercial/corporate demand is strongest Monday through Thursday nights, declining significantly on Friday and Saturday, and increasing somewhat on Sunday. Commercial/corporate travelers' typical length of stay ranges from one to three days, and this demand is relatively constant throughout the year, although some declines are noticeable in late December and during other holiday periods.

The subject market draws a portion of transient demand from travelers affiliated with local commercial businesses. Transient demand is also drawn by family and friends in the immediate area, visiting relatives, sports/events and other related travel, as well as local weddings, family reunions and other social events. However, the market predominantly benefits from its nature as an appealing destination. The market benefits from its location in Beverly Hills. Demand is also generated by nearby attractions including Downtown Los Angeles, Hollywood, Disneyland, Santa Monica Pier, and Rodeo Drive. The subject market also benefits from local universities such as University of California, Los Angeles (enrollment  $\pm 45,000$ ), and University of Southern California (enrollment  $\pm 50,000$ ). Graduation and homecoming especially are peak times with guestrooms booked over a year in advance.

Note that the market experienced a substantial decline in demand in 2020, followed by commencement of recovery in 2021 and 2022. As will be illustrated on the following pages, we anticipate demand to stabilize over the next couple of years.

**Meeting & Group Demand** includes groups who reserve blocks of rooms for meetings, seminars, trade association shows, and other similar gatherings of ten or more persons. Group meetings and convention demand is typically strongest during the spring and fall months, while the summer months represent the slowest period for this market segment, and the winter demand varies. Meeting and group travelers typically achieve an average length of stay of three to five days. Historically, most corporate groups met on weekdays and social groups used the weekend periods. However, in the recent past the corporate group booking trends have changed to include some or all of the weekend. Many corporate groups, as a cost containment measure have been utilizing weekend meetings, which usually result in lower airfares and hotel room rates, especially in non-resort markets.

The meeting and group segment also includes the hotel's ability to capture a portion of group-oriented business affiliated with a segment known as MICE (Meetings, Incentives, Conferencing and Exhibitions) as well as SMERF (Social, Military, Educational, Religious, and Fraternal). Room nights from the MICE group consist of groups associated with corporate meetings, conferences and events, as well as incentive travel. Room nights from the SMERF group usually consist of groups such as youth athletic teams and church groups among a variety of others. Consistent with most group bookings, the SMERF group usually garners a lower room night rate, but offsets rate loss with greater occupancy levels.

In the subject market, meeting & group business is derived from the SMERF segment. The SMERF sector in this competitive market is primarily comprised of demand from religious, educational and fraternal groups, inclusive of tour & travel. Additional demand is generated from meetings and groups associated with nearby corporations. The area benefits from sports group business as well, namely from professional

and collegiate sports. A notable volume of demand is generated by Los Angeles Convention Center, and Crypto.com Arena. The college/university presence also creates demand in this segment, namely from University of California, Los Angeles (enrollment  $\pm 45,000$ ), and University of Southern California (enrollment  $\pm 50,000$ ).

Note that the market experienced a substantial decline in demand in 2020, followed by commencement of recovery in 2021 and 2022. As will be illustrated on the following pages, we anticipate demand to stabilize over the next couple of years.

### ***Area Wide Demand Projections***

The projection of area-wide occupancy is derived from the relationship between estimated future room night demand and future guestroom supply. Annual growth rates for each market segment are applied to the estimated current year-end area-wide room night demand for each market segment to arrive at a projection of area-wide annual lodging demand as set forth in the table on the following page.

As mentioned previously, based on our analysis of the local market for transient accommodations for the current year, we have projected varying growth rates in each of the market demand segments over the course of our projection period.

Going forward, we anticipate that the market will continue to improve and achieve stabilization through 2028, as reflected in our base demand projections.

***Latent Demand*** accounts for guests who could not be accommodated by the existing competitive supply for a variety of reasons. Because the local market demand estimate is based on hotel occupancies, it considers only those hotel rooms that were utilized by guests. Latent demand can be divided into displaced demand and induced demand.

***Displaced Demand*** occurs when individuals are unable to rent a room because the marketplace's hotels are filled to capacity. As a result, individuals must defer their trips or make accommodations in other markets. Displaced demand is illustrated further in markets where there are distinct high and low seasons, or several periods of high and low occupancy throughout the year.

We have not projected any displaced demand within our projections.

***Induced Demand*** is additional demand created by the existence of a new demand generator or the addition to the competitive supply of new lodging properties. The demand generators typically feature specialized facilities designed to cater to a particular segment and attract demand that previously did not exist in the area or increase the attraction of that demand.

We have not projected any induced demand within our projections.

The following tables summarize our projection of area-wide room night demand, supply, and occupancy rates.

<b>Projected Segmented Demand</b>												
<b>Projected Segmented Demand</b>												
Segment	Base Year	12/31/2025	12/31/2026	12/31/2027	12/31/2028	12/31/2029	12/31/2030	12/31/2031	12/31/2032	12/31/2033	12/31/2034	12/31/2035
<b>Transient</b>												
Annual Growth		0.0%	5.0%	4.0%	1.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Base Demand	297.7	297.7	312.6	325.1	328.6	328.6	328.6	328.6	328.6	328.6	328.6	328.6
Annual Room Nights	108,946	108,648	114,081	118,644	120,278	119,949	119,949	119,949	120,278	119,949	119,949	119,949
Displaced Demand		0	0	0	0	0	0	0	0	0	0	0
Induced Demand		0	0	0	0	0	0	0	0	0	0	0
Total Segment Demand	108,946	108,648	114,081	118,644	120,278	119,949	119,949	119,949	120,278	119,949	119,949	119,949
Competitive New Supply		0	0	0	0	0	0	0	0	0	0	0
<b>Meeting &amp; Group</b>												
Annual Growth		0.0%	4.0%	3.0%	2.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Base Demand	52.5	52.5	54.6	56.2	57.4	57.4	57.4	57.4	57.4	57.4	57.4	57.4
Annual Room Nights	19,212	19,160	19,926	20,524	20,992	20,935	20,935	20,935	20,992	20,935	20,935	20,935
Displaced Demand		0	0	0	0	0	0	0	0	0	0	0
Induced Demand		0	0	0	0	0	0	0	0	0	0	0
Total Segment Demand	19,212	19,160	19,926	20,524	20,992	20,935	20,935	20,935	20,992	20,935	20,935	20,935
Competitive New Supply		0	0	0	0	0	0	0	0	0	0	0
	Base Year	12/31/2025	12/31/2026	12/31/2027	12/31/2028	12/31/2029	12/31/2030	12/31/2031	12/31/2032	12/31/2033	12/31/2034	12/31/2035
<b>Projected Segmented Demand Totals</b>												
Transient	108,946	108,648	114,081	118,644	120,278	119,949	119,949	119,949	120,278	119,949	119,949	119,949
Meeting & Group	19,212	19,160	19,926	20,524	20,992	20,935	20,935	20,935	20,992	20,935	20,935	20,935
Total Market Demand	128,159	127,808	134,007	139,168	141,270	140,884	140,884	140,884	141,270	140,884	140,884	140,884
% Change		-0.3%	4.9%	3.9%	1.5%	-0.3%	0.0%	0.0%	0.3%	-0.3%	0.0%	0.0%
<b>Market Statistics</b>												
Existing Rooms Supply	468	468	468	468	468	468	468	468	468	468	468	468
Proposed Rooms Supply	0	0	0	0	0	0	0	0	0	0	0	0
Total Available Room Nights	171,288	170,820	170,820	170,820	171,288	170,820	170,820	170,820	171,288	170,820	170,820	170,820
Market-Wide Occupancy	75%	75%	78%	81%	82%	82%	82%	82%	82%	82%	82%	82%

## Projected Occupancy and Average Daily Rate

A hotel's ability to generate room revenue is determined by two operating statistics: annual occupancy rate and average daily room rate. In most markets, a room night analysis may be performed to quantify and forecast room night demand. The occupancy of a given hotel may be projected based on its relative competitiveness with other hotels and its penetration through the market. Individual lodging facilities may operate above or below the area-wide occupancy or average rate, depending upon the particular attributes of the property.

## Review of Historical Operating Performance

The below table summarizes the subject's occupancy, average daily rate, and revenue per available room over the past ten full operating year(s), as well as year to date (YTD) and trailing twelve month (TTM) through April 2025. Please note the data presented below is derived from the subject's STR reports.

Subject Historical Operating Metrics						
Year	Occ. %	%	ADR	%	RevPAR	%
2016	77.71%	17.0%	\$276.96	19.8%	\$215.22	40.2%
2017	78.90%	1.5%	\$276.17	-0.3%	\$217.89	1.2%
2018	80.91%	2.5%	\$282.44	2.3%	\$228.51	4.9%
2019	86.43%	6.8%	\$262.50	-7.1%	\$226.88	-0.7%
2020	59.06%	-31.7%	\$200.49	-23.6%	\$118.40	-47.8%
2021	76.16%	29.0%	\$229.26	14.4%	\$174.60	47.5%
2022	83.59%	9.8%	\$299.29	30.5%	\$250.17	43.3%
2023	85.54%	2.3%	\$291.28	-2.7%	\$249.14	-0.4%
2024	84.82%	-0.8%	\$275.33	-5.5%	\$233.53	-6.3%
YTD Apr 2024	85.11%	-	\$271.38	-	\$230.97	-
YTD Apr 2025	77.53%	-8.9%	\$258.95	-4.6%	\$200.77	-13.1%
TTM Apr 2025	82.33%		\$271.61		\$223.61	

Prior to 2020, the subject property achieved increasing occupancy while ADR fluctuated. Overall, from 2015 through 2019, RevPAR increased at a compound annual growth rate of 10.3%. Excluding the 40.2% RevPAR growth in 2016, RevPAR increased at a compound annual growth rate of 1.8% in the three years preceding 2020.

In 2020, the subject property was significantly impacted by the COVID-19 pandemic. Occupancy and ADR decreased by 31.7% and 23.6%, respectively, resulting in a 47.8% decline in RevPAR to \$118.40. Aided by the vaccine rollout and substantial pent-up leisure demand, the subject property experienced a quick recovery, as RevPAR rebounded by 47.5% in 2021. In 2022, occupancy returned to pre-pandemic levels and ADR surpassed pre-pandemic levels, reaching a record-high of \$299.29, as the local area remained a popular drive-to leisure destination. Overall, RevPAR increased by 43.3% to a record-high of \$250.17. The subject experienced a slight dip in RevPAR during 2023 as leisure travelers exhibited increased rate sensitivity. RevPAR decreased by an additional 6.3% in 2024.

## Penetration Factor Analysis

The projected market share of the subject property is based on a penetration factor analysis. As previously stated, a penetration factor is the ratio between a property's market share and its fair share. Penetration factors were used to project the subject property's ability to capture room night demand. A hotel's fair share of lodging demand is equal to its number of rooms divided by the total competitive supply of rooms. If the subject property were to capture its fair share of the room night demand, it would penetrate the market by 100 percent. A penetration factor above or below 100 percent indicates a hotel's greater or lesser ability to compete in the marketplace.

### **Overall Penetration**

Overall, on a stabilized basis, we anticipate penetration levels to decrease from historical figures.

Total penetration level for the subject property is estimated to be 102% at stabilization. Due to the current condition, location, lack of a major brand affiliation, product offering and historical performance of the subject property, we determine this to be a reasonable estimate.

The following table illustrates our estimated penetration rates over the projection period and resultant occupancy levels:



Mosaic Hotel												
	Historical	12/31/2025	12/31/2026	12/31/2027	12/31/2028	12/31/2029	12/31/2030	12/31/2031	12/31/2032	12/31/2033	12/31/2034	12/31/2035
<b>Subject Property's Fair Share</b>												
Market Supply Room	468	468	468	468	468	468	468	468	468	468	468	468
Subject Property Room Count	49	49	49	49	49	49	49	49	49	49	49	49
Fair Share	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%
<b>Room Nights Captured by Subject</b>												
Transient												
Fair Share	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%
Penetration Factor	126.7%	125.0%	119.0%	112.0%	112.0%	112.0%	112.0%	112.0%	112.0%	112.0%	112.0%	112.0%
Market Share	13.3%	13.1%	12.5%	11.7%	11.7%	11.7%	11.7%	11.7%	11.7%	11.7%	11.7%	11.7%
Demand	108,946	108,648	114,081	118,644	120,278	119,949	119,949	119,949	120,278	119,949	119,949	119,949
Market Share	13.3%	13.1%	12.5%	11.7%	11.7%	11.7%	11.7%	11.7%	11.7%	11.7%	11.7%	11.7%
Capture	14,450	14,219	14,214	13,913	14,104	14,066	14,066	14,066	14,104	14,066	14,066	14,066
Meeting & Group												
Fair Share	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%
Penetration Factor	37.8%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
Market Share	4.0%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%
Demand	19,212	19,160	19,926	20,524	20,992	20,935	20,935	20,935	20,992	20,935	20,935	20,935
Market Share	4.0%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%	4.7%
Capture	761	903	939	967	989	986	986	986	989	986	986	986
Total Capture	15,211	15,122	15,153	14,880	15,093	15,052	15,052	15,052	15,093	15,052	15,052	15,052
<b>Subject Property Projected Occupancy</b>												
Room Nights Captured	15,211	15,122	15,153	14,880	15,093	15,052	15,052	15,052	15,093	15,052	15,052	15,052
Available Room Nights	17,934	17,885	17,885	17,885	17,934	17,885	17,885	17,885	17,934	17,885	17,885	17,885
Occupancy	85%	85%	85%	83%	84%	84%	84%	84%	84%	84%	84%	84%
Fiscal Year Adjusted Room Nights Captured	15,211	15,132	15,063	14,978	15,052	15,052	15,052	15,093	15,052	15,052	15,052	15,052
Fiscal Year Occupancy		85%	84%	84%	84%	84%	84%	84%	84%	84%	84%	84%
Overall Market Share		12%	11%	11%	11%	11%	11%	11%	11%	11%	11%	11%
Overall Penetration		112%	106%	102%	102%	102%	102%	102%	102%	102%	102%	102%

## Average Daily Rate Projection

One of the most important considerations in developing an estimate of the value of a lodging facility is a supportable projection of its attainable average rate, which is more formally defined as the average rate per occupied room. Average rate can be calculated by dividing the total rooms revenue achieved during a specified period by the number of rooms sold during the same period. The average rate and the anticipated occupancy percentage are used to project rooms revenue, which in turn provides the basis for developing an opinion of most other income and expense categories. Although the average rate analysis presented here follows the occupancy projections, these two statistics are highly correlated; in reality, one cannot project occupancy without making specific assumptions regarding average rate. This relationship is best illustrated by RevPAR, which reflects a property's ability to maximize rooms revenue.

Subject Projected ADR		
Year	ADR Growth	Projected ADR
Actual ADR (2024)		\$275.33
<i>TTM / Fiscal Year Adjustment</i>	-7.7%	\$271.61
5/1/2025 - 4/30/2026	6.1%	\$288.17
5/1/2026 - 4/30/2027	4.0%	\$299.70
5/1/2027 - 4/30/2028	3.0%	\$308.69
5/1/2028 - 4/30/2029	3.0%	\$317.95
5/1/2029 - 4/30/2030	3.0%	\$327.49
5/1/2030 - 4/30/2031	3.0%	\$337.31
5/1/2031 - 4/30/2032	3.0%	\$347.43
5/1/2032 - 4/30/2033	3.0%	\$357.85
5/1/2033 - 4/30/2034	3.0%	\$368.59
5/1/2034 - 4/30/2035	3.0%	\$379.65
5/1/2035 - 4/30/2036	3.0%	\$391.04
5/1/2036 - 4/30/2037	3.0%	\$402.77
5/1/2037 - 4/30/2038	3.0%	\$414.85
5/1/2038 - 4/30/2039	3.0%	\$427.30
5/1/2039 - 4/30/2040	3.0%	\$440.11

The operating performance of the subject hotel is projected in terms of annual guestroom occupancy and average daily room rate. Based on the previously concluded occupancy and average room rate, the subject's room revenue is projected as illustrated below.

Occupancy, ADR, RevPAR and Rooms Revenue Conclusions			
Projection Year:	1	2	3
Fiscal Year Ending April 30:	2026	2027	2028
Number of Days in Year:	365	365	366
Number of Rooms:	49	49	49
Annual Available Rooms:	17,885	17,885	17,934
Occupied Rooms:	15,202	15,202	14,885
Annual Occupancy:	85.00%	85.00%	83.00%
Average Rate:	\$288.17	\$299.70	\$308.69
RevPAR:	\$244.94	\$254.74	\$256.21
Rooms Revenue	\$4,380,832	\$4,556,069	\$4,594,889

### Occupancy and Average Daily Rate Conclusion

Given the hotel's location, the complementary demand generators and amenities within the area, and the quality and size of the property, it has been assumed that the 102% occupancy penetration is reasonable for the subject hotel upon stabilization. Hence, we stabilized the subject hotel's occupancy at 83% as of May 1, 2026. We also believe the subject's \$308.69 stabilized ADR and \$256.21 RevPAR in year three to be reasonable and appropriate given the subject's location, independent nature, size (key count), facilities, amenities and level of service.

## Highest and Best Use Analysis

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Highest and best use, as defined by the Dictionary of Real Estate Appraisal, 7th Edition, 2022, which is a publication of the Appraisal Institute, is defined as:

*The reasonably probable use of property that results in the highest value. The four criteria the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity.*

### Legally Permissible

As noted earlier, the subject site is located within the C-3: Commercial zoning district and has several permitted uses, which include office, retail, commercial, and hotels. We know of no deed restrictions, private or public, that further limit the use of the subject property. The research required to determine whether or not such restrictions exist, however, is beyond the scope of this appraisal assignment. Deed restrictions are a legal matter and only a title examination by an attorney or Title Company can usually uncover such restrictive covenants. Thus, we recommend a title search to determine if any such restrictions do exist.

### Physically Possible

The physical aspects of the 11,250-square foot parcel and total allowable FAR of 22,500 square feet dictate the possible uses. The size, shape, accessibility and location of the land are all determinants of the value. The subject parcel has good accessibility and good visibility in Beverly Hills and lends itself to most types of development. The configuration of the subject site would not constrict a potential developer from building on this site and is considered ample for improvements. The topography of the site is generally level. Additionally, all public utilities are available to the site. As far as we are aware, no physical impediments exist to restrict development.

### Financially Feasible

The subject neighborhood is primarily a dense urban center. Economic demand for the use of the subject site is created by its specific location within Beverly Hills, California. The current fundamentals for the market are sound and the local market is expected to continue to support commercial activity. Due to these factors, the subject site is well-suited for hotel, office, retail, and/or residential development, all of which would be judged to be viable uses of the site. However, recognize that fully determining the financial feasibility of any of these uses require a thorough examination and analysis of the specific use and market within which it competes and is therefore outside the scope of this assignment.

### Maximally Productive

All legally permissible, physically possible and financially feasible uses of the subject site have been considered in our analysis.

### Highest and Best Use of Site as If Vacant

The property's good visibility and location on the western side of S Spalding Drive suggests that commercial development would be most appropriate. The site offers good visibility and has good access to surrounding thoroughfares and roadways. The market as a whole is considered healthy, and continued improvements in the national and local economies should provide an impetus for growth. The feasibility

of new construction advances as the national and local economies continue to improve. As such, it is our opinion that the highest & best use of the subject site, as vacant, is for commercial development.

### **Highest and Best Use as Improved**

According to the Dictionary of Real Estate Appraisal, highest and best use of the property as improved is defined as:

*The use that should be made of a property as it exists. An existing improvement should be renovated or retained "as is" so long as it continues to contribute to the total market value of the property, or until the return from a new improvement would more than offset the cost of demolishing the existing building and constructing a new one.*

Considered as improved, the subject hotel is an established enterprise in the local hotel market and represents a good quality investment property. Conversion of the property to an alternative use would be prohibitively expensive, as the building would require major structural alterations. The subject improvements are compatible with the surrounding development, and have significant contributory value. Therefore, we have concluded that the existing development represents the highest & best use for the property as improved.

The most likely buyer for the subject hotel is an investment entity with expertise in the ownership of hotel properties, including, but not limited to, a publicly traded hotel entity, a private REIT, a strategic buyer, a pension fund, a local or regional hotel owner or operator, or an overseas investor.



## Valuation Process

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Three approaches are generally used to estimate market value: the income capitalization, sales comparison, and cost approaches. These approaches may indicate different results that must be reconciled in deriving the final estimate. In estimating the value of the subject property, we attempted to re-create the thought processes and analyses that potential buyers of such a property would use. The most likely buyers for this property would rely primarily upon a discounted cash flow analysis of the anticipated income stream from the property. The sales comparison approach was employed as a secondary and supportive technique.

### Income Capitalization Approach

The Income Capitalization Approach reflects the subject's income-producing capabilities. The two common valuation techniques associated with the Income Capitalization Approach are direct capitalization and the discounted cash flow (DCF) analysis.

The Income Capitalization Approach, utilizing the discounted cash flow technique, measures the present value of projected income flows and the reversion of the property sale. Like the other approaches, the income approach requires extensive market research, which provides information about trends and market anticipation. After income and expenses are estimated, the income stream is capitalized by applying an appropriate rate or factor, and converted into present value through discounting. The quantity, variability, timing and duration of a set of periodic incomes and the quantity and timing of the reversion are specified and discounted to a present value at a specified yield rate. The rates used for capitalization or discounting are derived from acceptable rates of return for similar properties.

Our experience with hotel investors indicates that the methodology used in estimating market value by the Income Capitalization Approach is comparable to that employed by typical hotel and motel investors. For this reason, the Income Capitalization Approach produces the most supportable market value opinion, and it generally is given the greatest weight in the hotel valuation process.

### Sales Comparison Approach

The Sales Comparison Approach is most useful when a number of similar properties have recently been sold or are currently for sale in the subject property market. A value indication is produced by comparing the subject property with similar properties. This approach is accomplished by estimating the degree of similarity or difference between the subject property and the comparable sales by considering various elements of comparison. The sale prices of the properties that are judged to be most comparable tend to indicate a range in which the value for the subject property will fall.

The Sales Comparison Approach may provide a useful value opinion in the case of simple forms of real estate such as vacant land and single-family homes, where the properties are homogeneous and the adjustments are few and relatively simple to compute. In the case of complex investments such as lodging facilities, where the adjustments are numerous and more difficult to quantify, the Sales Comparison Approach loses a large degree of reliability.

Hotel investors typically do not employ the Sales Comparison Approach in reaching their final purchase decisions. Factors such as the lack of recent comparable sales data and the numerous adjustments that are necessary often make the results of the Sales Comparison Approach questionable. Although the Sales

Comparison Approach may provide a range of values that supports the final opinion of value, reliance on this approach beyond the establishment of broad parameters is rarely justified by the quality of the sales data.

As an appraiser, one attempts to mirror the actions of the marketplace. In that our experience indicates that sophisticated hotel investors depend largely on financial considerations when making final purchase decisions, we generally do not give the Sales Comparison Approach strong consideration in the hotel appraisal process beyond establishing a probable range of value.

### **Cost Approach**

The Cost Approach is based on the understanding that market participants relate value to cost. The value of the property is derived by adding the estimated value of the land to the current cost of reproduction or replacement of the improvements and then subtracting the amount of depreciation in the structures from all causes. Profit for coordination by the entrepreneur is included in the value indication. This approach is particularly useful in valuing new or nearly new improvements and properties that are not frequently exchanged. We find that knowledgeable hotel buyers base their purchase decisions on economic factors, such as projected net income and return on investment. Because the cost approach does not reflect these income-related considerations and requires a number of highly subjective depreciation estimates, in addition to the existence of the current improvement, this approach was omitted from the valuation process of this specific property.

### **Reconciliation**

Reconciliation and correlation of value indications is the final step in the valuation process. Given the particular appraisal problem and purpose, the appraiser assesses the reliability of each approach and the quality of the data considered. Most weight is given to the approach that produces the most reliable solution and most closely reflects the behavior of typical investors. Based upon our experience in the lodging investment market, we believe that the Income Capitalization Approach produces the most supportable value opinion, and it has been given the greatest weight in developing our value conclusion.

## Income Capitalization Approach

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The Income Capitalization Approach is a method used to convert the anticipated economic benefits of property ownership into a value estimate through a capitalization process. The two most common methods of converting net income into value are the direct capitalization technique, where an overall rate is extracted directly from pertinent market sales, and the discounted cash flow technique, wherein anticipated future income streams and a reversionary value are discounted to a present value estimate.

In valuing the subject property, we believe that potential investors looking to acquire a property such as the subject would place greater emphasis on the second technique that takes into consideration expected streams of income and residual proceeds from a hypothetical sale at the end of the holding period.

## Review of Financial Operating Statements

The historical financial operating statements, illustrated in the table on the following page, were provided by property ownership. Please note that we were not provided with a 2025 budget for the purpose of this assignment. Where applicable, we have reorganized the statements in accordance with the Uniform System of Accounts for the Lodging Industry (Eleventh Revised Edition), published by the Educational Institute of the American Hotel and Lodging Association.

<b>Mosaic Hotel</b>												
<b>Full Operating History</b>												
	Actual - Year End 2019				Actual - Year End 2020				Actual - Year End 2021			
Year Ending December 31:	2019				2020				2021			
Number of Days in Year:	365				366				365			
Number of Rooms:	49				49				49			
Annual Available Rooms:	17,885				17,934				17,885			
Occupied Rooms:	15,458				8,826				13,621			
Annual Occupancy:	86.43%				49.21%				76.16%			
Average Rate:	\$262.78				\$200.49				\$229.26			
RevPAR:	\$227.12				\$98.67				\$174.60			
<b>Revenue</b>	<b>\$ (000's)</b>	<b>Gross %</b>	<b>PAR</b>	<b>POR</b>	<b>\$ (000's)</b>	<b>Gross %</b>	<b>PAR</b>	<b>POR</b>	<b>\$ (000's)</b>	<b>Gross %</b>	<b>PAR</b>	<b>POR</b>
Rooms Revenue	4,062	80.5%	82,898	262.78	1,770	74.0%	36,113	200.49	3,123	79.4%	63,730	229.26
Food & Beverage Revenue	494	9.8%	10,074	31.93	133	5.5%	2,707	15.03	219	5.6%	4,464	16.06
Other Operated Departments Revenue	307	6.1%	6,257	19.83	238	9.9%	4,849	26.92	252	6.4%	5,134	18.47
Parking Income	187	3.7%	3,814	12.09	137	5.7%	2,794	15.51	215	5.5%	4,395	15.81
Amenity/Resort Fee Income	-	0.0%	-	0.00	114	4.8%	2,334	12.96	125	3.2%	2,546	9.16
<b>Total Revenue</b>	<b>5,049</b>	<b>100.0%</b>	<b>103,043</b>	<b>326.63</b>	<b>2,391</b>	<b>100.0%</b>	<b>48,796</b>	<b>270.91</b>	<b>3,933</b>	<b>100.0%</b>	<b>80,269</b>	<b>288.76</b>
<b>Departmental Expenses</b>												
Rooms Expense	1,181	29.1%	24,102	76.40	638	36.0%	13,017	72.27	812	26.0%	16,567	59.60
Food & Beverage Expense	572	115.8%	11,668	36.99	161	121.5%	3,289	18.26	244	111.5%	4,976	17.90
Other Operated Departments Expense	179	58.4%	3,652	11.58	40	16.9%	819	4.55	9	3.7%	189	0.68
<b>Total Departmental Expenses</b>	<b>1,932</b>	<b>38.3%</b>	<b>39,422</b>	<b>124.96</b>	<b>839</b>	<b>35.1%</b>	<b>17,125</b>	<b>95.07</b>	<b>1,065</b>	<b>27.1%</b>	<b>21,731</b>	<b>78.18</b>
<b>Departmental Income (Loss)</b>	<b>3,117</b>	<b>61.7%</b>	<b>63,621</b>	<b>201.67</b>	<b>1,552</b>	<b>64.9%</b>	<b>31,671</b>	<b>175.83</b>	<b>2,868</b>	<b>72.9%</b>	<b>58,537</b>	<b>210.58</b>
<b>Undistributed Operating Expenses</b>												
Administrative & General	569	11.3%	11,614	36.82	399	16.7%	8,150	45.24	518	13.2%	10,568	38.02
Information & Telecommunications Systems	85	1.7%	1,726	5.47	79	3.3%	1,622	9.00	92	2.3%	1,885	6.78
Sales & Marketing	378	7.5%	7,713	24.45	239	10.0%	4,887	27.13	258	6.6%	5,258	18.91
Utility Costs	109	2.2%	2,223	7.05	104	4.4%	2,131	11.83	125	3.2%	2,554	9.19
Property Operation & Maintenance	204	4.0%	4,168	13.21	138	5.8%	2,814	15.62	158	4.0%	3,223	11.59
<b>Total Undistributed Operating Expenses</b>	<b>1,345</b>	<b>26.6%</b>	<b>27,444</b>	<b>87.00</b>	<b>961</b>	<b>40.2%</b>	<b>19,603</b>	<b>108.83</b>	<b>1,151</b>	<b>29.3%</b>	<b>23,487</b>	<b>84.49</b>
<b>Gross Operating Profit (GOP)</b>	<b>1,773</b>	<b>35.1%</b>	<b>36,176</b>	<b>114.67</b>	<b>591</b>	<b>24.7%</b>	<b>12,068</b>	<b>67.00</b>	<b>1,717</b>	<b>43.7%</b>	<b>35,050</b>	<b>126.09</b>
<b>Fixed Charges</b>												
Management Fee	202	4.0%	4,122	13.07	86	3.6%	1,765	9.80	147	3.7%	3,007	10.82
Property Taxes	182	3.6%	3,704	11.74	160	6.7%	3,262	18.11	183	4.6%	3,729	13.41
Insurance	78	1.5%	1,592	5.05	96	4.0%	1,962	10.90	91	2.3%	1,865	6.71
Reserve for Replacement	169	3.4%	3,453	10.94	78	3.3%	1,599	8.88	111	2.8%	2,255	8.11
<b>Total Fixed Charges</b>	<b>631</b>	<b>12.5%</b>	<b>12,870</b>	<b>40.80</b>	<b>421</b>	<b>17.6%</b>	<b>8,588</b>	<b>47.68</b>	<b>532</b>	<b>13.5%</b>	<b>10,856</b>	<b>39.05</b>
<b>Hotel Cash Flow</b>	<b>1,142</b>	<b>22.6%</b>	<b>23,306</b>	<b>73.88</b>	<b>171</b>	<b>7.1%</b>	<b>3,480</b>	<b>19.32</b>	<b>1,186</b>	<b>30.1%</b>	<b>24,195</b>	<b>87.04</b>
<b>NOI Adjusted for 3.00% Management &amp; 3.00% Reserves</b>	<b>1,210</b>	<b>24.0%</b>	<b>24,698</b>	<b>78.29</b>	<b>192</b>	<b>8.0%</b>	<b>3,916</b>	<b>21.74</b>	<b>1,207</b>	<b>30.7%</b>	<b>24,641</b>	<b>88.64</b>

<b>Mosaic Hotel</b>												
<b>Full Operating History</b>												
	Actual - Year End 2022				Actual - Year End 2023				Trailing 12 Month Actual			
Year Ending December 31:	2022				2023				Trailing 12 Month (YE August 31)			
Number of Days in Year:	365				365				366			
Number of Rooms:	49				49				49			
Annual Available Rooms:	17,885				17,885				17,934			
Occupied Rooms:	14,950				15,298				15,462			
Annual Occupancy:	83.59%				85.54%				86.22%			
Average Rate:	\$299.29				\$291.28				\$274.45			
RevPAR:	\$250.17				\$249.14				\$236.62			
<b>Revenue</b>	<b>\$ (000's)</b>	<b>Gross %</b>	<b>PAR</b>	<b>POR</b>	<b>\$ (000's)</b>	<b>Gross %</b>	<b>PAR</b>	<b>POR</b>	<b>\$ (000's)</b>	<b>Gross %</b>	<b>PAR</b>	<b>POR</b>
Rooms Revenue	4,474	83.5%	91,314	299.29	4,456	78.5%	90,938	291.28	4,244	75.5%	86,604	274.45
Food & Beverage Revenue	287	5.4%	5,862	19.21	312	5.5%	6,361	20.38	342	6.1%	6,974	22.10
Other Operated Departments Revenue	302	5.6%	6,171	20.23	485	8.5%	9,902	31.72	551	9.8%	11,241	35.62
Parking Income	157	2.9%	3,210	10.52	199	3.5%	4,059	13.00	216	3.8%	4,409	13.97
Amenity/Resort Fee Income	138	2.6%	2,810	9.21	225	4.0%	4,599	14.73	268	4.8%	5,470	17.33
<b>Total Revenue</b>	<b>5,359</b>	<b>100.0%</b>	<b>109,366</b>	<b>358.46</b>	<b>5,677</b>	<b>100.0%</b>	<b>115,860</b>	<b>371.10</b>	<b>5,620</b>	<b>100.0%</b>	<b>114,698</b>	<b>363.48</b>
<b>Departmental Expenses</b>												
Rooms Expense	1,182	26.4%	24,122	79.06	1,266	28.4%	25,844	82.78	1,364	32.2%	27,845	88.24
Food & Beverage Expense	362	126.1%	7,392	24.23	442	141.9%	9,028	28.92	471	137.9%	9,618	30.48
Other Operated Departments Expense	2	0.7%	46	0.15	0	0.1%	10	0.03	2	0.5%	51	0.16
<b>Total Departmental Expenses</b>	<b>1,546</b>	<b>28.9%</b>	<b>31,561</b>	<b>103.44</b>	<b>1,709</b>	<b>30.1%</b>	<b>34,882</b>	<b>111.73</b>	<b>1,838</b>	<b>32.7%</b>	<b>37,513</b>	<b>118.88</b>
<b>Departmental Income (Loss)</b>	<b>3,812</b>	<b>71.1%</b>	<b>77,805</b>	<b>255.01</b>	<b>3,968</b>	<b>69.9%</b>	<b>80,978</b>	<b>259.38</b>	<b>3,782</b>	<b>67.3%</b>	<b>77,184</b>	<b>244.60</b>
<b>Undistributed Operating Expenses</b>												
Administrative & General	617	11.5%	12,592	41.27	671	11.8%	13,694	43.86	677	12.1%	13,823	43.81
Information & Telecommunications Systems	111	2.1%	2,263	7.42	113	2.0%	2,300	7.37	125	2.2%	2,547	8.07
Sales & Marketing	354	6.6%	7,229	23.69	355	6.3%	7,251	23.22	398	7.1%	8,115	25.72
Utility Costs	143	2.7%	2,926	9.59	177	3.1%	3,621	11.60	152	2.7%	3,093	9.80
Property Operation & Maintenance	189	3.5%	3,863	12.66	184	3.2%	3,765	12.06	174	3.1%	3,558	11.27
<b>Total Undistributed Operating Expenses</b>	<b>1,415</b>	<b>26.4%</b>	<b>28,873</b>	<b>94.63</b>	<b>1,501</b>	<b>26.4%</b>	<b>30,630</b>	<b>98.11</b>	<b>1,526</b>	<b>27.1%</b>	<b>31,136</b>	<b>98.67</b>
<b>Gross Operating Profit (GOP)</b>	<b>2,398</b>	<b>44.7%</b>	<b>48,932</b>	<b>160.38</b>	<b>2,467</b>	<b>43.5%</b>	<b>50,348</b>	<b>161.27</b>	<b>2,256</b>	<b>40.1%</b>	<b>46,049</b>	<b>145.93</b>
<b>Fixed Charges</b>												
Management Fee	205	3.8%	4,177	13.69	209	3.7%	4,268	13.67	198	3.5%	4,048	12.83
Property Taxes	195	3.6%	3,988	13.07	206	3.6%	4,202	13.46	202	3.6%	4,126	13.07
Insurance	109	2.0%	2,217	7.27	147	2.6%	2,998	9.60	150	2.7%	3,071	9.73
Reserve for Replacement	153	2.9%	3,130	10.26	159	2.8%	3,245	10.39	127	2.3%	2,595	8.22
<b>Total Fixed Charges</b>	<b>662</b>	<b>12.4%</b>	<b>13,513</b>	<b>44.29</b>	<b>721</b>	<b>12.7%</b>	<b>14,712</b>	<b>47.12</b>	<b>678</b>	<b>12.1%</b>	<b>13,839</b>	<b>43.86</b>
<b>Hotel Cash Flow</b>	<b>1,736</b>	<b>32.4%</b>	<b>35,419</b>	<b>116.09</b>	<b>1,746</b>	<b>30.8%</b>	<b>35,635</b>	<b>114.14</b>	<b>1,578</b>	<b>28.1%</b>	<b>32,209</b>	<b>102.07</b>
<b>NOI Adjusted for 3.00% Management &amp; 3.00% Reserves</b>	<b>1,772</b>	<b>33.1%</b>	<b>36,164</b>	<b>118.53</b>	<b>1,774</b>	<b>31.2%</b>	<b>36,196</b>	<b>115.94</b>	<b>1,567</b>	<b>27.9%</b>	<b>31,970</b>	<b>101.32</b>

## Ten-Year Projection of Income and Expense

The following ten-year projection of income and expense reflects the subject property's anticipated performance on a fiscal basis beginning May 1, 2025. Stabilization is anticipated to occur in year three of the projection period. The statements are expressed in inflated dollars for each projection year.

Mosaic Hotel																						
10 Year Summary																						
Projection Year	1		2		3		4		5		6		7		8		9		10		11	
Fiscal Year Ending April 30:	2026		2027		2028		2029		2030		2031		2032		2033		2034		2035		2036	
Days in Year	365		365		366		365		365		365		366		365		365		365		366	
Number of Rooms	49		49		49		49		49		49		49		49		49		49		49	
Rooms Available	17,885		17,885		17,934		17,885		17,885		17,885		17,934		17,885		17,885		17,885		17,934	
Occupied Rooms	15,202		15,202		14,885		15,023		15,023		15,023		15,065		15,023		15,023		15,023		15,065	
Occupancy	85.00%		85.00%		83.00%		84.00%		84.00%		84.00%		84.00%		84.00%		84.00%		84.00%		84.00%	
Average Rate	288.17		299.70		308.69		317.95		327.49		337.31		347.43		357.85		368.59		379.65		391.04	
RevPAR	244.94		254.74		256.21		267.08		275.09		283.34		291.84		300.60		309.61		318.90		328.47	



## Detailed Projections of Income and Expense

Mosaic Hotel Cash Flow Detail												
	DCF Year 1				DCF Year 2				Stabilized DCF Year 3			
Projected Fiscal Year Ending April 30:	2026				2027				2028			
Number of Days in Year:	365				365				366			
Number of Rooms:	49				49				49			
Annual Available Rooms:	17,885				17,885				17,934			
Occupied Rooms:	15,202				15,202				14,885			
Annual Occupancy:	85.00%				85.00%				83.00%			
Average Rate:	288.17				299.70				308.69			
RevPAR:	244.94				254.74				256.21			
Revenue	Amount	Gross %	PAR	POR	Amount	Gross %	PAR	POR	Amount	Gross %	PAR	POR
Rooms Revenue	4,380,832	75.8%	89,405	288.17	4,556,069	75.9%	92,981	299.70	4,594,889	75.6%	93,773	308.69
Food & Beverage Revenue	350,339	6.1%	7,150	23.05	368,868	6.1%	7,528	24.26	381,640	6.3%	7,789	25.64
Other Operated Departments Revenue	547,289	9.5%	11,169	36.00	555,655	9.3%	11,340	36.55	558,228	9.2%	11,392	37.50
Parking Income	218,916	3.8%	4,468	14.40	225,483	3.8%	4,602	14.83	229,858	3.8%	4,691	15.44
Amenity/Resort Fee Income	281,463	4.9%	5,744	18.51	297,960	5.0%	6,081	19.60	311,951	5.1%	6,366	20.96
<b>Total Revenue</b>	<b>5,778,839</b>	<b>100.0%</b>	<b>117,935</b>	<b>380.13</b>	<b>6,004,034</b>	<b>100.0%</b>	<b>122,531</b>	<b>394.94</b>	<b>6,076,565</b>	<b>100.0%</b>	<b>124,012</b>	<b>408.23</b>
Departmental Expenses	Amount	Gross %	PAR	POR	Amount	Gross %	PAR	POR	Amount	Gross %	PAR	POR
Rooms Expense	1,358,100	31.0%	27,716	89.34	1,382,764	30.3%	28,220	90.96	1,389,501	30.2%	28,357	93.35
Food & Beverage Expense	440,997	125.9%	9,000	29.01	445,748	120.8%	9,097	29.32	446,844	117.1%	9,119	30.02
Other Operated Departments Expense	2,488	0.5%	51	0.16	2,526	0.5%	52	0.17	2,554	0.5%	52	0.17
<b>Total Departmental Expenses</b>	<b>1,801,584</b>	<b>31.2%</b>	<b>36,767</b>	<b>118.51</b>	<b>1,831,037</b>	<b>30.5%</b>	<b>37,368</b>	<b>120.45</b>	<b>1,838,899</b>	<b>30.3%</b>	<b>37,529</b>	<b>123.54</b>
<b>Departmental Income (Loss)</b>	<b>3,977,255</b>	<b>68.8%</b>	<b>81,168</b>	<b>261.62</b>	<b>4,172,997</b>	<b>69.5%</b>	<b>85,163</b>	<b>274.50</b>	<b>4,237,666</b>	<b>69.7%</b>	<b>86,483</b>	<b>284.69</b>
Undistributed Operating Expenses	Amount	Gross %	PAR	POR	Amount	Gross %	PAR	POR	Amount	Gross %	PAR	POR
Administrative & General	670,803	11.6%	13,690	44.13	674,119	11.2%	13,758	44.34	673,902	11.1%	13,753	45.27
Information & Telecommunications Systems	120,061	2.1%	2,450	7.90	123,800	2.1%	2,527	8.14	127,447	2.1%	2,601	8.56
Sales & Marketing	400,617	6.9%	8,176	26.35	408,377	6.8%	8,334	26.86	413,738	6.8%	8,444	27.80
Utility Costs	155,026	2.7%	3,164	10.20	159,794	2.7%	3,261	10.51	164,680	2.7%	3,361	11.06
Property Operation & Maintenance	177,835	3.1%	3,629	11.70	182,348	3.0%	3,721	11.99	185,582	3.1%	3,787	12.47
<b>Total Undistributed Operating Expenses</b>	<b>1,524,342</b>	<b>26.4%</b>	<b>31,109</b>	<b>100.27</b>	<b>1,548,439</b>	<b>25.8%</b>	<b>31,601</b>	<b>101.86</b>	<b>1,565,349</b>	<b>25.8%</b>	<b>31,946</b>	<b>105.16</b>
<b>Gross Operating Profit (GOP)</b>	<b>2,452,913</b>	<b>42.4%</b>	<b>50,059</b>	<b>161.35</b>	<b>2,624,558</b>	<b>43.7%</b>	<b>53,562</b>	<b>172.64</b>	<b>2,672,318</b>	<b>44.0%</b>	<b>54,537</b>	<b>179.53</b>
Fixed Charges	Amount	Gross %	PAR	POR	Amount	Gross %	PAR	POR	Amount	Gross %	PAR	POR
Management Fee	173,365	3.0%	3,538	11.40	180,121	3.0%	3,676	11.85	182,297	3.0%	3,720	12.25
Property Taxes	340,397	5.9%	6,947	22.39	347,205	5.8%	7,086	22.84	354,149	5.8%	7,228	23.79
Insurance	149,921	2.6%	3,060	9.86	154,419	2.6%	3,151	10.16	159,487	2.6%	3,255	10.71
Reserve for Replacement	173,365	3.0%	3,538	11.40	180,121	3.0%	3,676	11.85	182,297	3.0%	3,720	12.25
<b>Total Fixed Charges</b>	<b>837,049</b>	<b>14.5%</b>	<b>17,083</b>	<b>55.06</b>	<b>861,866</b>	<b>14.4%</b>	<b>17,589</b>	<b>56.69</b>	<b>878,230</b>	<b>14.5%</b>	<b>17,923</b>	<b>59.00</b>
<b>Hotel Cash Flow</b>	<b>1,615,864</b>	<b>28.0%</b>	<b>32,977</b>	<b>106.29</b>	<b>1,762,692</b>	<b>29.4%</b>	<b>35,973</b>	<b>115.95</b>	<b>1,794,088</b>	<b>29.5%</b>	<b>36,614</b>	<b>120.53</b>

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## Discounted Cash Flow Analysis

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### Capitalization and Discount Rates

Capitalization is defined as the process of converting a series of anticipated future periodic installments of net income into present value. The anticipated net income stream is converted into a value opinion by a rate that attracts capital to purchase investments with similar characteristics, such as risk, terms and liquidity. The capitalization process takes into consideration the quantity, quality and durability of the income stream in determining which rates are appropriate for valuing the subject hotel.

Discounted cash flow analysis can be used to develop an opinion of present value of an income stream. Periodic cash flows and the projected reversion amount at the end of a holding period are discounted at an appropriate rate. Our analysis refers to an all-cash purchase. The following text details our analysis.

Based upon our knowledge of current investment returns required by typical hotel investors, along with factors affecting investment risk specific to the subject property, we employed a reversionary capitalization rate of 7.72%, which incorporates the projected property tax rate in Year 11 of 1.22% along with our selected terminal/residual capitalization rate of 6.50%, to account for the property tax reset that would occur upon a sale of the asset.

The discount rate is the rate of return which equals the sum of the real return anticipated in the investment plus a change in value and any risk premiums associated with the specific investment when compared to alternative investments. It is the average annual rate of return necessary to attract capital based upon the overall investment characteristics.

The discount rate selection requires the appraiser to interpret the attitudes and expectations of market participants. Discount rates are partly a function of perceived risks. Risk is a function of general economic conditions and characteristics of the investment. The critical elements of an investment include the quantity and certainty of gross income, operating expenses, and resultant net income over some future time period. Value is a reflection of future income expectations and such elements are risky.

A determination of the proper discount and terminal capitalization rate(s) for the subject involved speaking with investors and brokers of hotel properties throughout the country, discussing investment parameters with other hospitality industry experts, and considering the results of several published investment surveys.

The investor surveys summarized in the following table have been used in our selection of the appropriate discount and terminal capitalization rate(s) for the subject hotel. It should be noted that the surveys often lag the market and are not always a true representation of current return requirements. This is especially true in the current landscape as there are very few recent transactions to gauge. While the data is not perfect, it is generally relied upon by investors in the market and will be used in this analysis.

Hotel Investor Survey						
Type	Discount Rate		Overall Cap Rate		Residual Cap Rate	
	Range	Average	Range	Average	Range	Average
<b>PwC Hotels</b>						
Luxury/Upper-Upscale						
Q1 2025	7.50% - 11.00%	9.63%	6.00% - 9.00%	8.00%	6.50% - 10.00%	8.09%
Q4 2024	7.50% - 11.00%	9.63%	6.00% - 9.00%	8.00%	6.25% - 10.00%	8.00%
Q3 2024	7.50% - 12.00%	9.81%	6.00% - 10.00%	8.25%	6.25% - 10.00%	8.13%
Q2 2024	7.00% - 12.00%	9.69%	7.00% - 10.00%	8.40%	6.00% - 10.00%	8.09%
Q1 2024	7.00% - 12.00%	9.69%	4.50% - 10.00%	8.00%	6.00% - 10.00%	8.09%
Q4 2023	7.00% - 12.00%	9.66%	4.50% - 10.00%	7.88%	6.00% - 10.00%	8.09%
Q3 2023	6.75% - 12.00%	9.59%	4.00% - 10.00%	7.69%	6.00% - 9.50%	7.94%
Full Service						
Q1 2025	8.00% - 12.00%	10.05%	7.00% - 9.50%	8.48%	5.00% - 10.50%	8.30%
Q4 2024	8.00% - 11.00%	9.98%	7.00% - 9.50%	8.50%	5.75% - 10.50%	8.38%
Q3 2024	9.00% - 12.00%	10.55%	6.00% - 10.50%	8.65%	6.00% - 10.50%	8.70%
Q2 2024	9.00% - 12.00%	10.50%	7.50% - 10.50%	8.84%	6.00% - 10.50%	8.70%
Q1 2024	4.50% - 12.00%	9.95%	7.00% - 10.50%	8.70%	6.00% - 10.50%	8.68%
Q4 2023	4.50% - 12.00%	9.90%	7.00% - 10.00%	8.58%	6.00% - 10.00%	8.58%
Q3 2023	7.50% - 12.00%	10.05%	4.50% - 10.00%	8.00%	4.50% - 10.00%	8.40%
Limited Service*						
Q1 2025	8.50% - 14.00%	11.00%	7.50% - 12.00%	9.50%	7.50% - 11.00%	9.25%
Q4 2024	8.50% - 14.00%	10.63%	7.50% - 12.00%	9.50%	8.00% - 11.00%	9.38%
Q3 2024	10.00% - 14.00%	11.75%	8.50% - 12.00%	10.13%	9.00% - 11.00%	10.00%
Q2 2024	11.00% - 14.50%	12.63%	9.00% - 12.00%	10.38%	9.00% - 12.50%	10.88%
Q1 2024	11.00% - 15.00%	12.50%	9.00% - 12.00%	10.38%	9.00% - 12.50%	10.88%
Q4 2023	11.00% - 15.00%	12.50%	9.00% - 12.00%	10.38%	9.00% - 12.50%	10.88%
Q3 2023	11.00% - 15.00%	12.50%	9.00% - 11.50%	10.17%	9.00% - 12.50%	10.67%
Select Service**						
Q1 2025	8.00% - 12.00%	10.31%	7.50% - 10.50%	9.04%	7.00% - 11.00%	9.00%
Q4 2024	8.00% - 12.50%	10.56%	7.50% - 10.50%	8.94%	7.00% - 11.00%	9.06%
Q3 2024	9.00% - 14.00%	11.50%	8.00% - 10.50%	9.00%	8.00% - 11.00%	9.56%
Q2 2024	9.00% - 15.00%	11.75%	8.00% - 10.50%	9.13%	8.00% - 11.00%	9.63%
Q1 2024	9.00% - 15.00%	11.44%	8.00% - 10.00%	9.00%	8.00% - 11.50%	9.56%
Q4 2023	9.00% - 15.00%	11.69%	7.50% - 10.00%	8.94%	7.00% - 11.50%	9.25%
Q3 2023	9.00% - 15.50%	11.75%	7.50% - 10.00%	8.88%	7.00% - 11.50%	9.15%
* Limited Service includes midscale and economy lodging with rooms only						
** Select Service includes upscale and upper-midscale lodging with rooms only						
Source: PwC Real Estate Investor Survey - Q1 2025						

Hotel Investor Survey						
Type	Pre-Tax Yield (IRR)		Going-In Cap Rate		Terminal Cap Rate	
	Range	Average	Range	Average	Range	Average
<b>RERC</b>						
First-Tier Properties*						
West	10.00% - 10.00%	10.00%	8.00% - 8.50%	8.20%	8.50% - 9.00%	8.90%
Midwest	9.50% - 10.50%	10.00%	8.30% - 9.00%	8.50%	8.80% - 10.00%	9.20%
South	8.50% - 1.00%	9.70%	6.50% - 9.00%	8.10%	7.50% - 9.50%	8.70%
East	8.50% - 12.00%	10.20%	7.00% - 10.00%	8.70%	7.50% - 10.50%	9.30%
Second-Tier Properties**						
West	10.50% - 12.00%	11.00%	8.50% - 9.50%	9.00%	9.00% - 10.00%	9.70%
Midwest	10.00% - 13.20%	11.10%	8.50% - 1.60%	9.60%	9.00% - 12.30%	10.30%
South	9.00% - 11.50%	10.40%	7.00% - 9.80%	8.80%	8.00% - 10.50%	9.40%
East	10.50% - 12.00%	11.10%	9.00% - 10.50%	9.70%	9.50% - 11.00%	10.30%
Third-Tier Properties***						
West	11.00% - 12.00%	11.40%	9.00% - 11.00%	9.80%	10.00% - 11.50%	10.50%
Midwest	10.50% - 13.00%	11.70%	9.50% - 11.00%	10.20%	10.00% - 12.00%	10.90%
South	10.00% - 12.50%	11.40%	8.00% - 11.50%	9.70%	9.00% - 12.00%	10.30%
East	11.50% - 13.00%	12.00%	10.00% - 12.00%	10.80%	10.50% - 12.50%	11.30%
* First-tier investment properties are defined as new or newer quality construction in prime to good locations						
** Second-tier investment properties are defined as aging, former first-tier properties, in good to average locations						
***Third-tier investment properties are defined as older properties with function inadequacies and/or in marginal locations						
Source: Situs RERC Real Estate Report - Q1 2025						

To supplement the investor surveys, we compiled capitalization rates from recent sales of hotels deemed comparable to the subject property:

Capitalization Rates - Comparable Sales								
Hotel Name	City	State	Sale Date	Year Built	Rooms	Sale Price	Sale Price Per Key	Cap Rate
Sirtaj Hotel	Beverly Hills	CA	Pending	1926	32	\$13,950,000	\$435,938	7.1%
Santa Clara Motel	San Diego	CA	Dec-23	1953	18	\$7,700,000	\$427,778	8.5%
Solarena	Newport Beach	CA	Dec-23	1970	47	\$19,000,000	\$404,255	6.7%
Riviera Beach House	Santa Barbara	CA	Dec-21	2012	41	\$13,000,000	\$317,073	6.4%
Carlyle Inn	Los Angeles	CA	Nov-21	1991	32	\$10,500,000	\$328,125	6.5%
<b>Averages</b>					<b>34</b>	<b>\$12,830,000</b>	<b>\$377,353</b>	<b>7.0%</b>

In the above table, the overall capitalization rates range from 6.40% to 8.50%, and average 7.03%. All capitalization rates listed above are based on last full calendar year or most recent trailing twelve months prior to the sale date. It is important to note that the above comparable capitalization rates represent overall rates derived via direct capitalization methodology, while our discounted cash flow analysis utilizes a terminal capitalization rate applied at the end of the hold period. Typically, it is reasonable and expected for the terminal capitalization rate to be higher than an overall rate as of “today” given the uncertainty relating to the timing further into the future.

The discount and terminal rate selections are applied in conjunction with all discounted cash flow assumptions. In addition to the available investor surveys, numerous market participants were interviewed and consulted to gather applicable information. Availability of debt financing and interest rates also have an impact on the overall selection of discount and terminal rates used in this analysis. As of early 2024, the SOFR rate stands above 5%. While investors largely expect interest rates to decrease over the next year or two, the Federal Reserve has indicated that it needs to see greater evidence that inflation will remain closer to the long-term target before lowering the benchmark rate. The current elevated interest rate environment, compared to the prior cycle, is putting pressure on the capital markets and overall hotel transaction volume.

Our analysis of applicable terminal capitalization and discount rates for the subject property specifically considered the building type and condition, the current local hotel market conditions, estimated future trends in the local and national market and current investor considerations and required returns on investment for similar investments in comparable hotels where the equivalent interest is being conveyed.

The following factors have been considered in the overall discount and terminal capitalization rate(s) selection for the subject property.

Factors suggesting a lower rate of risk include:

- The subject has good access within the urban center, proximate to various modes of transportation, specifically Interstate 10, Interstate 405, and Los Angeles International Airport;
- The subject is located within close proximity of numerous corporate offices located throughout the greater Los Angeles area;
- The subject property benefits from a Beverly Hills address and is close to several leisure demand generators such as Rodeo Drive, Santa Monica, Hollywood, and downtown Los Angeles;

- There are significant barriers to entry in the Beverly Hills market;
- The subject property can be sold unencumbered of a brand.

Factors suggesting a higher rate of risk include:

- The actual age of the property is 66 years;
- There is risk associated with the possibility of future renovations;
- Any unforeseen events (i.e. supply additions and weak economy) could alter our cash flow and valuation assumptions;
- There is uncertainty surrounding the full impact and recovery from the COVID-19 pandemic, as well as the increased challenges investors are facing regarding the debt markets and rising interest rates.

In the PwC Hotel Investor Survey presented previously, discount rates for luxury/upper-upscale hotels ranged from 7.50% to 11.00% with an average of 9.63%. In the RERC Real Estate Survey presented previously, discount rates for first-tier - west hotels ranged from 10.00% to 10.00% with an average of 10.00%. Based on the aforementioned factors, we believe a discount rate of 8.50% is appropriate.

In the PwC Hotel Investor Survey, residual capitalization rates for luxury/upper-upscale hotels ranged from 6.50% to 10.00% with an average of 8.09%. In the RERC Real Estate Survey presented previously, residual capitalization rates for first-tier - west hotels ranged from 8.50% to 9.00% with an average of 8.90%. We used a terminal capitalization rate of 6.50% (7.72% loaded with the real estate tax rate) considering the location and condition of the subject, outlook of economic conditions, and investor sentiment.

**Discounted Cash Flow – As Is as of May 22, 2025**

Mosaic Hotel DCF Analysis - As Is										
Assumptions			Reversion Calculation (10Y)				Returns (10Y)			
Discount Rate	8.50%		Year 11 CF:		\$2,778,948		PV of Cash:		\$12,654,858	
Residual Cap Rate	7.72%		Gross Reversion:		\$36,016,779		PV of Reversion:		\$15,451,805	
Cost of Sale	3.0%		Cost of Sale:		(\$1,080,503)		Avg Annual Cash on Cash		7.03%	
Hold Period (Years)	10		Net Reversion:		\$34,936,276		CF % of Yield:		45.04%	
Reversion Year +	1		Stabilized Year:		3		Reversion % of Yield:		54.99%	
Analysis Year	Year	Fiscal Year End	Net Cash Flow	Net Reversion	Adjustments	Undiscounted CF	Discount Factor	Discounted CF	% of Yield	Annual Cash on Cash Return
0	2025	4/30/2025		-	-	-	1.00000	-	0.00%	NA
1	2026	4/30/2026	\$1,615,864	-	-	\$1,615,864	0.92166	\$1,489,275	5.30%	5.75%
2	2027	4/30/2027	\$1,762,692	-	-	\$1,762,692	0.84946	\$1,497,328	5.33%	6.27%
3	2028	4/30/2028	\$1,794,088	-	-	\$1,794,088	0.78291	\$1,404,606	5.00%	6.38%
4	2029	4/30/2029	\$1,891,428	-	-	\$1,891,428	0.72157	\$1,364,806	4.86%	6.73%
5	2030	4/30/2030	\$1,951,796	-	-	\$1,951,796	0.66505	\$1,298,033	4.62%	6.95%
6	2031	4/30/2031	\$2,014,019	-	-	\$2,014,019	0.61295	\$1,234,483	4.39%	7.17%
7	2032	4/30/2032	\$2,085,721	-	-	\$2,085,721	0.56493	\$1,178,279	4.19%	7.42%
8	2033	4/30/2033	\$2,144,392	-	-	\$2,144,392	0.52067	\$1,116,520	3.97%	7.63%
9	2034	4/30/2034	\$2,212,625	-	-	\$2,212,625	0.47988	\$1,061,794	3.78%	7.87%
10	2035	4/30/2035	\$2,282,993	34,936,276	-	\$37,219,269	0.44229	\$16,461,540	58.58%	132.45%
Reversion NOI:			\$2,778,948		Total:	\$54,691,894		\$28,100,000	100.00%	
								\$573,000	Per Key	(49 Keys)

		Value, Overall Rate, Value per Room				
		Exit Cap Rate				
		7.22%	7.47%	7.72%	7.97%	8.22%
Discount Rate	8.00%	\$30,262,843	\$29,683,408	\$29,141,521	\$28,633,649	\$28,156,684
		5.34%	5.44%	5.54%	5.64%	5.74%
		\$617,609	\$605,784	\$594,725	\$584,360	\$574,626
	8.25%	\$29,713,790	\$29,147,598	\$28,618,097	\$28,121,832	\$27,655,769
		5.44%	5.54%	5.65%	5.75%	5.84%
		\$606,404	\$594,849	\$584,043	\$573,915	\$564,403
	8.50%	\$29,177,370	\$28,624,089	\$28,106,663	\$27,621,715	\$27,166,281
		5.54%	5.65%	5.75%	5.85%	5.95%
		\$595,457	\$584,165	\$573,605	\$563,708	\$554,414
	8.75%	\$28,653,254	\$28,112,562	\$27,606,908	\$27,132,994	\$26,687,921
		5.64%	5.75%	5.85%	5.96%	6.05%
		\$584,760	\$573,726	\$563,406	\$553,735	\$544,651
	9.00%	\$28,141,121	\$27,612,703	\$27,118,528	\$26,655,372	\$26,220,403
		5.74%	5.85%	5.96%	6.06%	6.16%
		\$574,309	\$563,525	\$553,439	\$543,987	\$535,110



## Direct Capitalization Approach

Direct capitalization is a method used to convert an opinion of a single year's income expectancy into an indication of value. The single year's income is typically designed to reflect a subject property's stabilized level of operation and revenue potential. The conversion into a value indication is accomplished in one direct step by dividing the income by an appropriate capitalization rate.

The following table illustrates implied overall capitalization rates for the subject property that have been derived based on our opinion of value via the discounted cash flow method. Note that the stabilized year's net income has been deflated to first projection year dollars at the underlying 3.0 percent inflation rate.

Note the implied overall capitalization rates below have been derived from the As Is value conclusion. Please note that the year-end and trailing 12 months net operating income reflect a management fee of 3.00% of Total Revenue and reserve for replacement of 3.00% of Total Revenue.

Implied Overall Capitalization Rates		
	NOI	Capitalization Rates
Year End 2019 - Adjusted	\$1,141,997	4.06%
Year End 2020 - Adjusted	\$191,881	0.68%
Year End 2021 - Adjusted	\$1,207,415	4.30%
Year End 2022 - Adjusted	\$1,772,054	6.31%
Year End 2023 - Adjusted	\$1,773,605	6.31%
Trailing 12 Months - Adjusted (YE Aug 2024)	\$1,566,545	5.57%
Year One	\$1,615,864	5.75%
Stabilized Year	\$1,794,088	6.38%
Stabilized Year Deflated to Year One	\$1,691,100	6.02%

Given the good condition, location, age, full-service product-type, fee simple estate, level of fit & finish, competitive market positioning of the subject property, and considering the unencumbering nature of management, the implied capitalization rates in the stabilized period are considered to be within a reasonable range.

## Conclusion via Income Capitalization Approach

Value Indications	Total Amount	Per Unit	Date of Value	# Units
As Is	<b>\$28,100,000</b>	<b>\$573,000</b>	May 22, 2025	49 Keys

## Sales Comparison Approach

The Sales Comparison Approach is used to estimate the value of real estate by comparing recent sales of similar properties in the surrounding or competing area to the subject property. Inherent in this approach is the principle of substitution. The approach is applicable when an active market provides sufficient quantities of reliable data that can be verified from authoritative sources. The comparative process involves judgment as to the similarity of the subject and the comparable sales.

In the case of hotel properties, comparisons among hotels can be very difficult given the unique characteristics of each property. Hotels represent not only real estate but are also businesses that are often difficult to compare. Hotels can differ by physical characteristics, market orientation, management affiliation, reputation, operating characteristics, locality, and other factors. As such direct comparison of hotel sales is usually considered a secondary approach. Additionally, different investors perceive hotels as valuable for different reasons; for example, they may look for:

1. *An immediate return of cash flow through re-flagging or new management;*
2. *The establishment of a long-term presence in a market where they are under-represented;*
3. *Upscale/Trophy hotel ownership to establish a high profile;*
4. *A perceived bargain relative to cost; and,*
5. *Management fees in addition to cash flow.*

In the case of the subject, the direct sales comparison approach is utilized as a guide to suggest a reasonable range of values of the subject hotel. The value of the subject hotel development is derived primarily from the Income Capitalization Approach.

## Methodology

In the Sales Comparison Approach, the value of a hotel is developed by comparing it with similar, recently sold hotel properties in the surrounding or competing area. Inherent in this approach is the principle of substitution, which holds that when a property is replaceable in the market, its value tends to be set at the cost of acquiring an equally desirable substitute property, assuming that no costly delay is encountered in making the substitution. The Sales Comparison Approach to value emphasizes the physical elements of the subject in conjunction with income. For hotels, price per room is the most common unit of comparison. We researched and identified sales we believe to be relevant to the subject property.

Hotel transaction volume within the U.S. experienced a dramatic decline in March 2020 as the response to the COVID-19 outbreak resulted in travel restrictions and stay-at-home orders across the country, creating uncertainty in the lodging markets. New transactions during the second quarter of 2020 were extremely limited. Once the initial shock of the pandemic subsided, transaction volume began to pick up in the second half of 2020 and into 2021. 2021 was considered to be a very strong year for hotel transaction volume. Debt markets were relatively open, especially for well location properties geared towards leisure travel. Beginning in the second half of 2022, interest rates began to increase dramatically causing another shock to the hotel transaction market. As of YE 2022, transactions slowed dramatically as many hotel lenders moved to the sidelines. 2023 transaction volume in the US was roughly half of what it was in 2022. Expectations are for transaction volume to rebound and continue increasing into the latter half of 2024 and 2025, especially as interest rates are beginning to come down. In reviewing the transactions presented below, it is important to consider the timing of the sale, as market conditions have

varied significantly over the past several years. Inherently, the Sales Comparison Approach analyzes historical data, which may not always be fully reflective of the current market.

The best available transaction data for the subject property is presented below. The relevant transactions were reportedly single asset, arms-length sales, unless otherwise indicated.

Select Hotel Sales								
Date	Property Name	City	State	Rooms	Year Built	Price	Per Room	Cap Rate
Jun-24	Hollywood La Brea Inn	Los Angeles	CA	42	1952	\$12,000,000	\$285,714	
Feb-24	BLVD Hotel & Suites	Los Angeles	CA	62	1948	\$24,400,000	\$393,548	
Jan-23	Hollywood Le Bon Hotel	Los Angeles	CA	20	2014	\$5,500,000	\$275,000	
Feb-22	Hotel Hollywood-Vermont/Sunset	Los Angeles	CA	69	1958	\$22,500,000	\$326,087	
Jan-22	The Hilgard House Hotel	Los Angeles	CA	53	1985	\$19,250,000	\$363,208	
Dec-21	Luxe Hotel Rodeo Drive	Beverly Hills	CA	84	1961	\$200,000,000	\$2,380,952	
Nov-21	Carlyle Inn	Los Angeles	CA	32	1991	\$10,500,000	\$328,125	6.5%
Aug-21	Cameo Beverly Hills	Los Angeles	CA	143	1965	\$65,400,000	\$457,343	
Aug-21	Palihouse West Hollywood	Los Angeles	CA	95	1984	\$38,435,000	\$404,579	
Jun-21	Short Stories Hotel	Los Angeles	CA	66	1962	\$20,991,000	\$318,045	5.0%
Mar-21	Soho House Holloway	West Hollywood	CA	35	2008	\$24,294,000	\$694,114	
Dec-20	Hollywood Orchid Suites	Los Angeles	CA	40	1960	\$16,000,000	\$400,000	
Oct-20	L'Ermitage Beverly Hills	Beverly Hills	CA	116	1975	\$100,000,000	\$862,069	
Mar-20	Palihotel Hollywood	Los Angeles	CA	72	1958	\$22,900,000	\$318,056	
Dec-19	The Maybourne Beverly Hills	Beverly Hills	CA	201	2008	\$357,633,489	\$1,779,271	
Dec-18	Hotel 850 SVB	West Hollywood	CA	23	1900	\$23,087,393	\$1,003,800	
Dec-18	San Vicente Bungalows	Los Angeles	CA	29	1906	\$10,912,607	\$376,297	
Jun-18	Soho House Holloway	West Hollywood	CA	37	2008	\$33,000,000	\$891,892	

*\*Highlighted sales represent portfolio transactions.*

## Analysis of Comparable Sales

The sales utilized represent the best data available for comparison with the subject. They were selected from our research of comparable improved sales. These sales were chosen based upon similar segmentation, markets and branding. All sales were considered an arm's-length transaction and required no adjustments for financing terms or conditions of sale. We have identified and describe the following relevant sales in further detail:

- In August 2021, the 143-room Cameo Beverly Hills located in Los Angeles, CA was purchased for approximately \$65,400,000, or \$457,343 per key. The seller in the transaction was Morning View Hotels B H LLC and the buyer was Braemar Hotels & Resorts. The hotel was built in 1965 and last renovated in 2012. The sale is considered comparable to the subject property.
- In August 2021, the 95-room Palihouse West Hollywood located in Los Angeles, CA was purchased for approximately \$38,435,000, or \$404,579 per key. The seller in the transaction was Orlando Wilshire Investments Ltd and the buyer was Timberlane Partners. The hotel was built in 1984 and last renovated in 2013. The sale is considered comparable to the subject property.
- In March 2021, the 35-room Soho House Holloway located in West Hollywood, CA was purchased for approximately \$24,294,000, or \$694,114 per key. The seller in the transaction was 8465 Holloway LLC and the buyer was The Yucaipa Companies. The hotel was built in 2008 and last renovated in 2022. The sale is considered comparable to the subject property.

The Sales Comparison Approach is difficult to apply in the case of complex hotel properties because of the numerous differences between the subject and comparable sales. Some of the differences between the comparable sales and the subject property can often include location and accessibility, size, services and facilities offered, market conditions, chain affiliation, market orientation, management, rate structure, age, physical condition, date of sale, the highest and best use of the land, and the anticipated profitability of the operation. Circumstances surrounding a sale, including financing terms, tax considerations, income guarantees, sales of partial interests, duress on the part of the buyer or seller, or a particular deal structure, result in disparities between the actual sales price and pure market value. Additionally, it is usually very difficult to obtain the marketing period, and an accurate capitalization rate, for the comparable sales. In practice, it is virtually impossible to quantify the appropriate adjustment factors accurately because of their number and complexity, as well as the difficulty in obtaining specific, detailed information. Any attempt to manipulate the necessary adjustments is insupportable and purely speculative.

Because an appraiser is expected to reflect the analytical processes and actions of typical buyers and sellers rather than to create an insupportable and highly subjective valuation approach, the investment rationale of hotel owners is an essential consideration. As specialists in the valuation of hotels, we find that typical buyers and sellers purchase properties based upon a thorough analysis of anticipated future economic benefits of property ownership rather than on historical sales data. The Sales Comparison Approach should therefore be used to provide a general range of values that will serve as a check against the value indicated by the Income Capitalization Approach.

In appraising lodging facilities, it is often difficult to find an adequate number of recent sales that are truly comparable to the subject property. Although it is often necessary to consider comparable sales outside the subject property's market area, the resulting adjustments greatly diminish the reliability of the conclusions. Most observers of hotel transactions are unable to determine the true motivations of the

buyers and sellers. Acquiring a hotel often represents a highly ego-driven process where many external, non-market factors influence the purchase price. Unless the appraiser can quantify these influences, there is no way of knowing whether the purchase price paid actually reflects market value.

Finally, when appraising hotels, the degree of comparability between the subject property and a comparable sale is usually so diverse that many subjective and unsubstantiated adjustments are required. Each adjustment represents a potential for error and thereby diminishes the reliability of this approach. As a result of these shortcomings, the use of the Sales Comparison Approach in valuing hotels is primarily limited to checking the value indicated by the Income Capitalization Approach.

### **Conclusion via Sales Comparison Approach**

Based on the array of data presented and considering the subject property's construction, size, and location of the subject property, as well as the Income Capitalization Approach conclusion of \$28,100,000, or approximately \$573,000 per key, LWHA® projects that the value via Sales Comparison Approach ranges from approximately \$544,000 - \$602,000 per key, for a total consideration ranging from \$26,700,000 - \$29,500,000.

## Reconciliation

The primary methodology relied upon in this analysis was the Discounted Cash Flow Analysis. Additionally, we have relied upon the Sales Comparison Approach as a secondary approach. The results are as follows:

<i><b>Value Indications</b></i>	<i><b>Total Amount</b></i>	<i><b>Per Unit</b></i>	<i><b>Date of Value</b></i>	<i><b># Units</b></i>
<b>Income Capitalization Approach</b> As Is	<b>\$28,100,000</b>	<b>\$573,000</b>	May 22, 2025	49 Keys
<b>Sales Comparison Approach</b> As Is	<b>\$26,700,000 - \$29,500,000</b>	<b>\$544,000 - \$602,000</b>	May 22, 2025	49 Keys

In our Income Capitalization Approach to value, the subject property has been valued by analyzing the local market for transient accommodations and developing a projection of income and expense that reflects the current and future anticipated income and expense trends over a ten-year holding period. The net income is then capitalized and discounted to the date of value by an appropriate internal rate of return through a discounted cash flow analysis. Implied direct capitalization rates were also illustrated.

The Sales Comparison Approach reflects an opinion of value as indicated by the actual sales of hotels. In this approach, we searched the regional and national market for transactions of similar property types. Several sales of major hotels were examined, and this approach was useful in providing value parameters to bracket the value concluded to by the Income Capitalization Approach.

The Cost Approach estimates market value by computing the cost of replacing the property and subtracting any depreciation resulting from physical deterioration, functional obsolescence, and external (or economic) obsolescence. The value of the land, as if vacant and available, is then added to the depreciated value of the improvements for a total value estimate. The Cost Approach is most reliable for estimating the value of new properties; however, as the improvements deteriorate, and market conditions change, the resultant loss in value becomes increasingly difficult to quantify accurately. Moreover, our experience with hotel investors shows that this group of buyers and sellers relies upon the methods of the income approach (as well as a review of sales data) when making decisions; the cost approach generally does not play a significant role. Considering such factors, we do not consider the Cost Approach to be appropriate for the valuation of the subject property.

Careful consideration has been given to the strengths and weaknesses of the three approaches to value discussed above. In recognition of the purpose of this appraisal, we have given primary weight to the value indicated by the Income Capitalization Approach and utilized the Sales Comparison Approach as a check for reasonableness.



## As Is Market Value

As a result of our analysis, we are of the opinion that the market value of the fee simple estate of the subject hotel property, in its as is condition and subject to the assumptions and limiting conditions, certification and definitions, and extraordinary assumptions and hypothetical conditions, if any, as of May 22, 2025, is:

**TWENTY EIGHT MILLION DOLLARS**  
**\$28,000,000 or \$571,000 per Key** *(Based on 49 Keys)*

Allocation of Market Value As Is		
Real Property	\$26,799,500	96%
Personal Property	\$1,200,500	4%
Business Value	\$0	0%
<b>Total</b>	<b>\$28,000,000</b>	<b>100%</b>

The opinion(s) of value include the land and the improvements. This analysis assumes that the hotel will remain open and operational throughout the projection period. The analysis contained in this report is based upon assumptions and estimates that are subject to uncertainty and variation. These estimates are often based on data obtained in interviews with third parties, and such data are not always completely reliable. In addition, we make assumptions as to the future behavior of consumers and the general economy, which are highly uncertain. However, it is inevitable that some assumptions will not materialize, and unanticipated events may occur that will cause actual achieved operating results to differ from the financial analyses contained in this report and these differences may be material. Therefore, while our analysis was conscientiously prepared based on our experience and the data available, we make no warranty that the conclusions presented will, in fact, be achieved. Additionally, we have not been engaged to evaluate the effectiveness of management and we are not responsible for future marketing efforts and other management actions upon which actual results may depend.

While we reviewed the zoning report, we did not ascertain the legal, engineering, and regulatory requirements applicable to the property, including zoning and other state and local government regulations, permits and licenses since we are not experts in these areas. No effort has been made to determine the possible impact on the property of present or future federal, state or local legislation, including any environmental or ecological matters or interpretations thereof. With respect to the market demand analysis, our work did not include analysis of the potential impact of any significant rise or decline in local or general economic conditions.

We believe, based on the assumptions employed in our cash flow, as well as our selection of investment parameters for the subject, that the value conclusion represents a market price achievable within 6 to 12 months exposure prior to the date of value.

Please note we take no responsibility for any events, conditions, or circumstances affecting the market or property that exists subsequent to the last day of our fieldwork, May 22, 2025.

The value opinions in this report are qualified by certain assumptions, limiting conditions, certifications, and definitions. We particularly call your attention to the extraordinary assumptions and hypothetical conditions listed below.

## Extraordinary Assumptions

Extraordinary Assumptions are assumptions which if found to be false could alter the resulting opinion or conclusion.

- This appraisal assumes that the subject property will not complete a major renovation in the near future and reserves for replacement will cover all future capital expenditures.
- This appraisal assumes that the subject property could be sold unencumbered of a management agreement. For the purposes of this analysis, we have utilized a market-based management fee of 3.00% of total revenue.

*If any of the aforementioned assumptions prove untrue, it may have an impact on our concluded opinion(s) of value. We reserve the right to amend our conclusions herein upon receipt of any additional information.*

## Hypothetical Conditions

Hypothetical Conditions are assumptions made contrary to fact, but which are assumed for the purpose of discussion, analysis, or formulation of opinions.

- This appraisal employs no hypothetical conditions.

## Marketing Period

The preceding opinion of market value is based upon a forecast marketing period of approximately 6 to 12 months, which we believe (through conversations with area hotel/motel investment brokers) to be reasonably representative for the properties such as the subject at this time.

## Personal Property Allocation

Included in the above estimate of market value is the contributing value of the personal property at the subject property, or the furnishings, fixtures and equipment (FF&E). FF&E is generally considered to be part of the hotel property and is typically sold with the building. It is therefore considered to be a part of the property's total value. FF&E includes the hotel's guest room and public area furnishings, kitchen equipment, service/maintenance equipment and other machinery.

Based on our review of the subject, as well as several comparables, we conclude that the value of the FF&E as new is approximately \$35,000 per unit, for a total replacement cost of \$1,715,000. Although hotel FF&E typically have a useful life of five to ten years, depreciation of these assets occurs at a much faster rate than straight-line and depreciate to some degree immediately upon being placed into service.

The property is in good condition. Based on our inspection, we conclude that the contributory value of the subject's FF&E would be no more than 70.00% of cost. Therefore, the contributory value of the FF&E is estimated to be \$1,200,500.

## Business Value (Going Concern)

Hotels are undisputedly a combination of business and real estate; the day-to-day operation of a hotel represents a business over and above the real estate value. Numerous theories have been developed in an attempt to isolate the business component of a hotel. When hotels were routinely leased to hotel

operators, separating the income and value attributable to each component was a simple matter. However, during the 1970s, the hotel property lease was replaced with the hotel management contract.

It is widely accepted today that managing agents are hired by hotel owners to operate a property in return for a management fee. The fee is paid to the operator as an operating expense, and what remains is net income available to pay debt service and generate a return on the owner's equity. Purchasers of hotels as real estate investments are able to passively own the property by employing a managing agent, as was the case with the property lease in earlier years. The real and personal property components of the subject property have already been valued in this appraisal and any business component has been accounted for through the deduction of market rate management fee. By making these deductions, we believe that there is no business value included in our conclusion of market value.

## Certification of the Appraisal

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I certify to the best of our knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved. I am independent from the Issuer/Golden Triangle plc and any related parties thereto.
4. I have performed appraisal or related services, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
5. I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. My engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
8. My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
9. Andrew McKendell (in-person inspection; May 22, 2025) has made an in-person inspection of the property that is the subject of this report. Mark Lukens, MAI (in-person inspection; October 10, 2024) has made an in-person inspection of the property that is the subject of this report.
10. The real property appraisal assistance of Andrew McKendell is hereby recognized. Andrew McKendell assisted in the market analysis, forecasting, valuation analysis, and report writing components of this report. No one else provided significant real property appraisal assistance to the person(s) signing this certification.
11. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
12. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
13. As of the date of this report, Mark Lukens, MAI has completed the continuing education program for Designated Members of the Appraisal Institute.

Mark Lukens, MAI  
 Managing Director  
 California Certified General Appraiser  
 License No.: AG 002368

## Addendum

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## Definitions

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### *Market Value*

As defined by the Office of the Comptroller of Currency (OCC) under 12 CFR, Part 34, Subpart C-Appraisals, 34.42 Definitions, the Board of Governors of the Federal Reserve System (FRS) and the Federal Deposit Insurance Corporation in compliance with Title XI of FIRREA, as well as by the Uniform Standards of Appraisal Practice as promulgated by the Appraisal Foundation, is as follows.

Market value means the most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby,

1. Buyer and seller are typically motivated;
2. Both parties are well informed or well advised, and acting in what they consider their own best interest;
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

### *Fair Value*

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. (FASB Statement No. 157, 2007)

### *Investment Value*

The value of property to a particular investor, or a class of investors, for identified investment objectives. This subjective concept relates specific property to a specific investor, group of investors, or entity with identifiable investment objectives and/or criteria.

### *Fee Simple Interest*

Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power and escheat.

### *Leasehold Interest*

The interest held by the lessee (the renter or tenant) through a lease transferring the rights of use and occupancy for a stated term under certain conditions.

### *Leased Fee Interest*

An ownership interest held by a landlord with the rights of use and occupancy conveyed by a lease to others. The rights of the lessor (the



leased fee owner) and the leased fee are specified by contract terms contained within the lease.

#### *Marketing Time*

1. The time it takes an interest in real property to sell on the market subsequent to the date of an appraisal.

2. Reasonable marketing time is an estimate of the amount of time it might take to sell an interest in real property at its estimated market value during the period immediately after the effective date of the appraisal; the anticipated time required to expose the property to a pool of prospective purchasers and to allow appropriate time for negotiation, the exercise of due diligence, and the consummation of a sale at a price supportable by concurrent market conditions. Marketing time differs from exposure time, which is always presumed to precede the effective date of the appraisal. (Advisory Opinion 7 of the Appraisal Standards Board of The Appraisal Foundation and Statement on Appraisal Standards No. 6, "Reasonable Exposure Time in Real Property and Personal Property Market Value Opinions" address the determination of reasonable exposure and marketing time).

#### *Exposure Time*

1. The time a property remains on the market.

2. The estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal; a retrospective estimate based on an analysis of past events assuming a competitive and open market. Exposure time is always presumed to occur prior to the effective date of the appraisal. The overall concept of reasonable exposure encompasses not only adequate, sufficient and reasonable time but also adequate, sufficient and reasonable effort. Exposure time is different for various types of real estate and value ranges and under various market conditions. (Appraisal Standards Board of The Appraisal Foundation, Statement on Appraisal Standards No. 6, "Reasonable Exposure Time in Real Property and Personal Property Market Value Opinions").

Market value estimates imply that an adequate marketing effort and reasonable time for exposure occurred prior to the effective date of the appraisal. In the case of disposition value, the time frame allowed for marketing the property rights is somewhat limited, but the marketing effort is orderly and adequate. With liquidation value, the time frame for marketing the property rights is so severely limited that an adequate marketing program cannot be implemented. (The Report of the Appraisal Institute Special Task Force on Value Definitions qualifies exposure time in terms of the three above-mentioned values). See also marketing time.

<i>As Is Value</i>	The value of specific ownership rights to an identified parcel of real estate as of the effective date of the appraisal; relates to what physically exists and is legally permissible and excludes all assumptions concerning hypothetical market conditions or possible rezoning.
<i>As Complete Value</i>	The prospective value of a property after all construction or renovation has been completed. This value reflects all expenditures for lease-up and occupancy that may be expected to have occurred at that point in time, which may or may not put the property at stabilized value.
<i>Stabilized Value</i>	A value opinion that excludes from consideration any abnormal relationship between supply and demand such as is experienced in boom periods, when cost and sale price may exceed the long-term value, or during periods of depression, when cost and sale prices may fall short of long-term value.
<i>Retrospective Value</i>	A value opinion effective as of a specified historical date. The term does not define a type of value. Instead, it identifies a value opinion as being effective at some specific prior date. Value as of a historical date is frequently sought in connection with property tax appeals, damage models, lease renegotiation, deficiency judgments, estate tax, and condemnation. Inclusion of the type of value with this term is appropriate, e.g., "retrospective market value opinion."

## Assumptions & Limiting Conditions

1. Unless otherwise specifically noted in the body of the report, it is assumed that title to the property or properties analyzed is clear and marketable and that there are no recorded or unrecorded matters or exceptions to title that would adversely affect marketability or value. LW Hospitality Advisors® (LWHA®) is not aware of any title defects nor has it been advised of any unless such is specifically noted in the report. LWHA®, however, has not examined title and makes no representations relative to the condition thereof. Documents dealing with liens, encumbrances, easements, deed restrictions, clouds and other conditions that may affect the quality of title have not been reviewed. Insurance against financial loss resulting in claims that may arise out of defects in the subject's title should be sought from a qualified title company that issues or insures title to real property.
2. Unless otherwise specifically noted in the body of this report, it is assumed: that the existing improvements on the property or properties being appraised are structurally sound, seismically safe and code conforming; that all building systems (mechanical/electrical, HVAC, elevator, plumbing, etc.) are in good working order with no major deferred maintenance or repair required; that the roof and exterior are in good condition and free from intrusion by the elements; that the property or properties have been engineered in such a manner that the improvements, as currently constituted, conform to all applicable local, state, and federal building codes and ordinances. LWHA® professionals are not engineers and are not competent to judge matters of an engineering nature. LWHA® has not retained independent structural, mechanical, electrical, or civil engineers in connection with this appraisal and, therefore, makes no representations relative to the condition of improvements. Unless otherwise specifically noted in the body of the report: no problems were brought to the attention of LWHA® by ownership or management; LWHA® inspected less than 100 percent of the entire interior and exterior portions of the improvements; and LWHA® was not furnished any engineering studies by the owners or by the party requesting this appraisal. If questions in these areas are critical to the decision process of the reader, the advice of competent engineering consultants should be obtained and relied upon. It is specifically assumed that any knowledgeable and prudent purchaser would, as a precondition to closing a sale, obtain a satisfactory engineering report relative to the structural integrity of the property and the integrity of building systems. Structural problems and/or building system problems may not be visually detectable. If engineering consultants retained should report negative factors of a material nature, or if such are later discovered, relative to the condition of improvements, such information could have a substantial negative impact on the conclusions reported. Accordingly, if negative findings are reported by engineering consultants, LWHA® reserves the right to amend the conclusions reported herein.
3. Unless otherwise stated in this report, the existence of hazardous material, which may or may not be present on the property was not observed by the appraiser(s). LWHA® has no knowledge of the existence of such materials on or in the property. LWHA®, however, is not qualified to detect such substances. The presence of substances such as asbestos, urea formaldehyde foam insulation, contaminated groundwater or other potentially hazardous materials may affect the value of the property. The value estimate is predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions, or for any expertise or engineering knowledge required to discover them. The client is urged to retain an expert in this field, if desired.  
  
Our inspections of land are conducted thoroughly as possible by observation; however, it is impossible to personally inspect conditions beneath the soil. Therefore, no representation is made as to these matters unless specifically considered in the report.
4. All furnishings, equipment and business operations, except as specifically stated and typically considered as part of real property, have been disregarded with only real property being considered in the report unless otherwise stated. Any existing or proposed improvements, on or off-site, as well as any alterations or repairs considered, are assumed to be completed in a workmanlike manner according to standard practices based upon the information submitted to LWHA®. This report may be subject to amendment upon re-inspection of the subject subsequent to repairs, modifications, alterations and completed new construction. The market value is as of the date indicated; based upon the information, conditions and projected levels of operation.
5. It is assumed that all factual data furnished by the client, property owner, owner's representative, or persons designated by the client or owner to supply said data are accurate and correct unless otherwise specifically noted in this report. Unless otherwise specifically noted in this report, LWHA® has no reason to believe that any of the data furnished contain any material error. Information and data referred to in this paragraph include, without being limited to, numerical street addresses, lot and block numbers, Assessor's Parcel Numbers, land dimensions, square footage area of the land, dimensions of the improvements, gross building areas, net rentable areas, usable areas, unit count, room count, rent schedules, income data, historical operating expenses, budgets, and related data. Any material error in any of the above data could have a substantial impact on the conclusions reported. Thus, LWHA® reserves the right to amend conclusions reported if made aware of any such error. Accordingly, the client-addressee should carefully review all assumptions, data, relevant

calculations, and conclusions within 30 days after the date of delivery of this report and should immediately notify LWHA® of any questions or errors.

6. The date of value to which any of the conclusions and opinions expressed in this report apply, is set forth in the Letter of Transmittal. Further, that the dollar amount of any value opinion herein rendered is based upon the purchasing power of the American Dollar on that date. This analysis is based on market conditions existing as of the date of this report. Under the terms of the engagement, we will have no obligation to revise this report to reflect events or conditions which occur subsequent to the date of the appraisal. However, LWHA® will be available to discuss the necessity for revision resulting from changes in economic or market factors affecting the subject.
7. LWHA® assumes no private deed restrictions, limiting the use of the subject in any way.
8. Unless otherwise noted in the body of the report, it is assumed that there are no mineral deposit or subsurface rights of value involved in this appraisal, whether they be gas, liquid, or solid. Nor are the rights associated with extraction or exploration of such elements considered unless otherwise stated in this report. Unless otherwise stated it is also assumed that there are no air or development rights of value that may be transferred.
9. LWHA® is not aware of any contemplated public initiatives, governmental development controls, or rent controls that would significantly affect the value of the subject.
10. The estimate of market value, which may be defined within the body of this report, is subject to change with market fluctuations over time. The market value is highly related to exposure, time promotion effort, terms, motivation, and conclusions surrounding the offering. The value estimate(s) consider the productivity and relative attractiveness of the property, both physically and economically, on the open market.
11. Any cash flows included in the analysis are forecasts of estimated future operating characteristics are predicated on the information and assumptions contained within the report. Any projections of income, expenses and economic conditions utilized in this report are not predictions of the future. Rather, they are estimates of current market expectations of future income and expenses. The achievement of the financial projections will be affected by fluctuating economic conditions and is dependent upon other future occurrences that cannot be assured. Actual results may vary from the projections considered herein. LWHA® does not warrant these forecasts will occur. Projections may be affected by circumstances beyond the current realm of knowledge or control of LWHA®.
12. Unless specifically set forth in the body of the report, nothing contained herein shall be construed to represent any direct or indirect recommendation of LWHA® to buy, sell, or hold the properties at the value stated. Such decisions involve substantial investment strategy questions and must be specifically addressed in consultation form.
13. Also, unless otherwise noted in the body of this report, it is assumed that no changes in the present zoning ordinances or regulations governing use, density, or shape are being considered. The property is analyzed assuming that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, nor national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimates contained in this report is based, unless otherwise stated.
14. Any value estimate provided in the report applies to the entire property, and any pro ration or division of the title into fractional interests will invalidate the value estimate, unless such pro ration or division of interests has been set forth in the report.
15. The distribution of the total valuation in this report between land and improvements applies only under the existing program of utilization. Component values for land and/or buildings are not intended to be used in conjunction with any other property or appraisal and are invalid if so used.
16. The maps, plats, sketches, graphs, photographs and exhibits included in this report are for illustration purposes only and are to be utilized only to assist in visualizing matters discussed within this report. Except as specifically stated, data relative to size or area of the subject and comparable properties has been obtained from sources deemed accurate and reliable. None of the exhibits are to be removed, reproduced, or used apart from this report.
17. No opinion is intended to be expressed on matters which may require legal expertise or specialized investigation or knowledge beyond that customarily employed by real estate appraiser(s). Values and opinions expressed presume that environmental and other governmental restrictions/conditions by applicable agencies have been met, including but not limited to seismic hazards, flight patterns, decibel levels/noise envelopes, fire hazards, hillside ordinances, density, allowable uses, building codes, permits, licenses, etc. No survey, engineering study or architectural analysis has been made known to LWHA® unless otherwise stated within the body of this report. If LWHA® has not been supplied with a termite inspection, survey or occupancy permit, no responsibility or representation is assumed or made for any costs associated with obtaining same or for any deficiencies discovered before or after they are obtained. No representation or warranty is made concerning obtaining these items. LWHA® assumes no responsibility for any costs or consequences arising due to the need, or the lack of need, for flood hazard insurance. An agent for the Federal Flood Insurance Program should be contacted to determine the actual need for Flood Hazard Insurance.

18. Acceptance and/or use of this report constitutes full acceptance of the Contingent and Limiting Conditions and special assumptions set forth in this report. It is the responsibility of the Client, or client's designees, to read in full, comprehend and thus become aware of the aforementioned contingencies and limiting conditions. Neither the appraiser(s) nor LWHA® assumes responsibility for any situation arising out of the Client's failure to become familiar with and understand the same. The Client is advised to retain experts in areas that fall outside the scope of the real estate appraisal/consulting profession if so desired.
19. LWHA® assumes that the subject analyzed herein will be under prudent and competent management and ownership; neither inefficient nor super-efficient.
20. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless noncompliance is stated, defined and considered in this report.
21. No survey of the boundaries of the property was undertaken. All areas and dimensions furnished are presumed to be correct. It is further assumed that no encroachments to the realty exist.
22. The Americans with Disabilities Act (ADA) became effective January 26, 1992. Notwithstanding any discussion of possible readily achievable barrier removal construction items in this report, LWHA® has not made a specific compliance survey and analysis of this property to determine whether it is in conformance with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property is not in compliance with one or more of the requirements of the ADA. If so, this fact could have a negative effect on the value estimated herein. Since LWHA® has no specific information relating to this issue, nor is LWHA® qualified to make such an assessment, the effect of any possible non-compliance with the requirements of the ADA was not considered in estimating the value of the subject.
23. Client shall not indemnify appraiser(s) or hold appraiser(s) harmless unless and only to the extent that the Client misrepresents, distorts, or provides incomplete or inaccurate results to others, which acts of the Client approximately result in damage to appraiser(s). Notwithstanding the foregoing, appraiser(s) shall have no obligation under this Section with respect to any loss that is caused solely by the active negligence or willful misconduct of a Client and is not contributed to by any act or omission (including any failure to perform any duty imposed by law) by appraiser(s). Client shall indemnify and hold appraiser(s) harmless from any claims, expenses, judgments or other items or costs arising as a result of the Client's failure or the failure of any of the Client's agents to provide a complete copy of this report to any third party. In the event of any litigation between the parties, the prevailing party to such litigation shall be entitled to recover, from the other, reasonable attorney fees and costs.
24. The report is for the sole use of the client; however, client may provide only complete, final copies of this report in its entirety (but not component parts) to third parties who shall review such reports in connection with loan underwriting or securitization efforts. appraiser(s) is not required to explain or testify as to results other than to respond to the client for routine and customary questions. We do consent to your submission of the reports to rating agencies, loan participants or your auditors in its entirety (but not component parts) without the need to provide us with an Indemnification Agreement and/or Non-Reliance letter.



## Qualifications

### **Mark Lukens, MAI**

#### **Managing Director**

#### **LW Hospitality Advisors**

Phone: (619) 340-0200 x122  
Email: [Mark.Lukens@lwhadvisors.com](mailto:Mark.Lukens@lwhadvisors.com)  
Vcard: [Download my Vcard](#)  
Location: 4600 La Jolla Village Drive, Suite 100  
San Diego, CA 92122

### ***Professional Summary***

Mr. Lukens has extensive experience in all facets of hospitality real estate finance, including brokerage, litigation support, acquisitions, financing, development, management and franchise sales, feasibility consulting, appraisal/valuation, asset management, and strategic planning. Mr. Lukens has transacted more than \$500 million in hospitality real estate assets and he has performed appraisals/evaluations on over 1,500 properties worldwide. He has expertise in hotel, resort, casino, timeshare, fractional, golf, and resort residential properties. He is a licensed real estate Broker, holds the MAI designation from the Appraisal Institute and is a State Certified General Appraiser in several states. He has an MBA from the University of San Diego and a BA in Hotel Administration from Washington State University.

### ***Education***

#### **University of San Diego**

- Masters of Business Administration

#### **Washington State University**

- School of Hotel Administration, Bachelor of Arts

#### **Appraisal Institute**

- Completion of all coursework required for MAI designation and continuing education



### Hospitality Employment Experience

- 2015 – present      LWHA – LW Hospitality Advisors      San Diego, CA  
*Managing Director*  
*Provide real estate consulting services to the lodging, convention, golf, and gaming industries, including appraisals, market impact studies, feasibility/market studies, litigation support and investment analyses.*
- 2010 to 2015      HREC - Hospitality Real Estate Counselors      Seattle, WA  
*Senior Vice President*  
*Provided specialized consulting and brokerage services exclusively to the lodging, convention, and gaming industries, including real estate and business valuations, market impact and feasibility studies, litigation support and investment analysis.*
- 2007 to 2009      JLL Hotels      Seattle, WA  
*Senior Vice President*  
*Led the Pacific Northwest office for the hospitality real estate investment services firm.*
- 2002 to 2007      Wyndham Vacation Ownership      Seattle, WA  
*Vice President*  
*Responsible for real estate acquisitions and development in the Western US for the world's largest vacation ownership resort developer, marketer and manager.*
- 1995 to 1999      Starwood Hotels & Resorts      Seattle, WA  
*Director of Development*  
*Responsible for Starwood's growth through new development, acquisitions, and procuring management and franchise agreements.*
- 1991 to 1995      Hospitality Valuation Services (HVS)      San Francisco, CA  
*Senior Vice President*  
*Managed staff, sold engagements, performed and oversaw consulting/valuation assignments for this international real estate consulting firm specializing in the hospitality, leisure, and gaming industries.*
- Prior

*Senior hospitality/real estate consulting positions with Kenneth Leventhal & Co and PKF Consulting. Hotel management positions with IHG.*

### ***Accreditations & Affiliations***

#### **The Appraisal Institute**

- Designated Member – MAI

#### **Certified General Real Estate Appraiser**

- Permanent Licenses in California, Hawaii, Washington, Oregon, Arizona, Nevada, Michigan and Utah

#### **State of Utah**

- Managing Broker

### ***Professional Speaking Engagements***

Ongoing	<b>Northwest Hotel Investment Forum</b> Co-Founder and Semi-Annual Presenter
Prior	Presenter at ALIS conference, Appraisal Institute, Bisnow Events, Building Industry Association (BIA), and University of San Diego

### ***Appearances as a Lodging Expert Witness***

- Board of Property Tax Appeals, Municipality of Anchorage, Anchorage (testimony)
- Michigan Board of Tax Review, Detroit (deposition and testimony)
- Indiana Board of Tax Review, Indianapolis (deposition and testimony)
- United States District Court, District of Oregon (deposition)
- United States Bankruptcy Court, District of Pennsylvania (deposition and testimony)
- United States Bankruptcy Court, District of Arizona (deposition, trial preparation)
- United States Bankruptcy Court, District of Arizona (deposition and testimony)
- United States Bankruptcy Court, Western District of Texas (deposition, trial preparation)
- United States Bankruptcy Court, District of Washington (deposition and testimony)
- Superior Court of California, County of San Diego (expert witness for arbitration)
- American Arbitration Association State of New York (deposition and testimony)

## Past Lodging & Resort Property Assignments

### United States of America

#### **ALASKA**

Sheraton Anchorage, Anchorage  
Dukes Hotel, Anchorage  
Hotel Captain Cook, Anchorage  
Barratt Inn, Anchorage  
Marriott, Anchorage  
Alpine Lodge, Fairbanks  
Four Points, Juneau  
Alyeska Resort, Girdwood

#### **ARIZONA**

Woodspring Suites, Firestone  
Woodspring Suites, Peoria  
Hilton Tapatio Resort, Phoenix  
InnPlace Hotel, Phoenix  
Pt. South Mountain Resort, Phoenix  
Country Inn & Suites, Scottsdale  
Resort Suites, Scottsdale  
Scottsdale Princess, Scottsdale  
Hotel Tempe, Tempe  
Lodge on the Desert, Tucson  
Resort Hotel, Tucson  
Radisson Suites Hotel, Tucson  
Westin La Paloma, Tucson  
Homewood Suites, Yuma

#### **CALIFORNIA**

Proposed Hotel Indigo, Arcadia  
Shattuck Hotel, Berkeley  
Claremont Resort, Berkeley  
Peninsula Hotel, Beverly Hills  
Beverly Hilton, Beverly Hills  
Waldorf Astoria, Beverly Hills  
Amarano, Burbank  
Crown Sterling Suites, Burlingame  
Calistoga Ranch, Calistoga, CA  
Dr. Wilkinson's Spa, Calistoga, CA  
Four Seasons Resort, Calistoga, CA  
Cambria Pines Lodge, Cambria  
Best Western Fireside Inn, Cambria  
Bernardus Lodge, Carmel Valley  
Carmel Valley Lodge, Carmel Valley  
Olympic Resort Hotel, Carlsbad  
Proposed Four Seasons Hotel, Carlsbad  
Otay Valley Inn, Chula Vista  
Loew's Hotel, Coronado  
Le Meridien Hotel, Coronado  
Red Lion Hotel, Costa Mesa  
Ritz-Carlton, Laguna Niguel  
Hilton Del Mar, Del Mar  
Grand Del Mar, Del Mar  
L'Auberge Del Mar, Del Mar

El Rancho Hotel, Davis  
Singing Hills Resort, El Cajon  
Fairfield Inn, El Segunda  
Aloft, El Segunda  
Holiday Inn Express, Elk Grove  
Days Inn, Emeryville  
Proposed Resort Hotel, Encinitas  
Chateau Inn, Fresno  
Proposed Hampton Inn, Fresno  
Picadilly Inn, Fresno  
Marriott Suites, Fullerton  
Proposed aloft Hotel, Glendale  
Dream Hotel, Hollywood  
Proposed CitizenM, Hollywood  
Godfrey Hotel, Hollywood  
Estancia Hotel, La Jolla  
La Jolla Marriott, La Jolla  
Hyatt Regency Aventine, La Jolla  
La Jolla Embassy Suites, La Jolla  
La Jolla Shores Inn, La Jolla  
Long Beach Marriott, Long Beach  
Queen Mary, Long Beach  
Century City Inn, Los Angeles  
Hotel Mdr, Los Angeles  
Marina del Rey Suites, Los Angeles  
Days Inn-LAX, Los Angeles  
LAX Airport Hilton, Los Angeles  
Nomad Hotel, Los Angeles  
Proposed CitizenM, Los Angeles  
Proposed Line Hotel, Los Angeles  
Radisson Hotel, Los Angeles  
SLS Hotel, Los Angeles  
Garland Hotel, Los Angeles  
The Grafton, Los Angeles  
Surfrider Hotel, Malibu  
Proposed Luxury Hotel, Menlo Park  
Proposed Quality Suites, Millbrae  
San Ysidro Ranch, Montecito  
Proposed Cambria Hotel, Napa  
Stanly Ranch, Napa  
Marriott, Newport Beach  
Marriott Suites, Newport Beach  
Marriott Courtyard, Oakland  
Marriott City Center, Oakland  
Radisson, Oakland  
Resort at Squaw Creek, Olympic Valley  
Embassy Suites, Ontario  
Red Lion Hotel, Ontario  
Hilton, Ontario  
Proposed Residence Inn, Palm Desert  
Ace Hotel, Palm Springs  
Proposed Dream Hotel, Palm Springs

Hard Rock Hotel, Palm Springs  
Renaissance Hotel, Palm Springs  
Holiday Inn, Palm Springs  
Proposed Thompson, Palm Springs  
Karaoke Pensione, Palm Springs  
Quality Suites Hotel, Pismo Beach  
Doubletree Hotel, Rancho Bernardo  
Proposed Cambria Hotel, Rohnert Park  
Hampton Inn, Riverside  
Mission Inn, Riverside  
Ramada Hotel, Riverside  
Comfort Inn, Sacramento  
El Rancho Hotel, Sacramento  
Howard Johnson's, Sacramento  
Westin Hotel, Sacramento  
Residence Inn, Sacramento  
Proposed Resort Hotel, Sand City  
Marriott Courtyard, San Diego  
Otay Valley Inn, San Diego  
Old Town Comfort Inn, San Diego  
Paradise Point, San Diego  
Hotel Solamar, San Diego  
Hanalei Hotel, San Diego  
Hilton Mission Bay, San Diego  
Hilton Gaslamp, Sa Diego  
Paradise Point Resort, San Diego  
Ramada Downtown, San Diego  
Old Town Ramada, San Diego  
La Costa Golf Courses, San Diego  
La Costa Hotel & Spa, San Diego  
Park Manor Hotel, San Diego  
Sheraton – Torrey Pines, San Diego  
Harbor Island Marina, San Diego  
Hampton Inn, San Diego  
Horton Grand Hotel, San Diego  
La Quinta, San Diego  
Marriott Hotel, San Diego  
Downtown Budget Motel, San Diego  
Town and Country Hotel, San Diego  
Residence Inn, San Diego  
Del Mar Doubletree, San Diego  
Torrey Pines Inn, San Diego  
Omni Hotel, San Diego  
Proposed Guest Quarters, San Diego  
Proposed AC Hotel, San Diego  
Red Lion Hotel, San Diego  
Marriott Suites Hotel, San Diego  
Mira Mesa Ramada, San Diego  
Mission Valley Inn, San Diego  
Radisson Hotel, San Diego  
US Grant Hotel, San Diego  
Ramada Limited, San Diego

Comfort Suites, San Diego  
 Howard Johnson's Hotel, San Diego  
 Catamaran Hotel, San Diego  
 Prava Hotel, San Diego  
 Staybridge Suites, San Diego  
 Torrey Pines Inn, San Diego  
 City Club Hotel, San Francisco  
 Fairmont Hotel, San Francisco  
 King George Hotel, San Francisco  
 San Francisco Hilton, San Francisco  
 Holiday Inn, San Francisco  
 Olympic Golf Club, San Francisco  
 Pan Pacific Hotel, San Francisco  
 Proposed CitizenM, San Francisco  
 Hotel Union Square, San Francisco  
 Ritz-Carlton, San Francisco  
 Proposed Golf Resort, San Luis Obispo  
 Twin Oaks Golf Course, San Marcos  
 El Encanto Hotel, Santa Barbara  
 Proposed Courtyard, Santa Barbara  
 Ritz-Carlton, Santa Barbara  
 Proper Hotel, Santa Monica  
 Georgian Hotel, Santa Monica  
 Holiday Inn, Santa Monica  
 Shutters Hotel, Santa Monica  
 Palihouse, Santa Monica  
 Viceroy, Santa Monica  
 Days Inn, Seaside  
 Simi Valley Best Western, Simi Valley  
 Crown Sterling Suites, San Francisco  
 Residence Inn/Fairfield, San Jose  
 Hilton, Santa Clara  
 Alila Napa Valley, St. Helena  
 Proposed Hall Winery Hotel, St. Helena  
 Proposed Hilton Garden Inn, Sunnyvale  
 Temecula Creek Inn, Temecula  
 Holiday Inn, Union City  
 Proposed Hotel, Walnut Creek  
 Chamberlain, West Hollywood  
 James Hotel, West Hollywood  
 Le Montrose, West Hollywood  
 Le Parc, West Hollywood  
 Marriott Hotel, Woodland Hills  
 Bardessono Resort, Yountville  
 Hotel Yountville, Yountville

**COLORADO**

Holiday Inn Aurora, Aurora  
 Great Divide Hotel, Breckenridge  
 The Village Hotel, Breckenridge  
 Le Baron Hotel, Colorado Springs  
 Woodspring Suites, Colorado Springs  
 Crested Butte Sheraton, Crested Butte  
 Aloft, Denver  
 Proposed Four Points, Denver  
 Proposed Timeshare Resort, Granby  
 Proposed Timeshare Resort, Keystone

Proposed Kindred Resort, Keystone  
 The Peaks Resort, Telluride  
 Sonnenalp Hotel, Vail  
 Four Seasons, Vail  
 Grand Hyatt, Vail

**FLORIDA**

Marriott Courtyard, Boynton Beach  
 Marriott Courtyard, Bradenton  
 Holiday Inn Gulfview, Clearwater Beach  
 Holiday Inn Surfside, Clearwater Beach  
 Marriott Courtyard, Coral Springs  
 Holiday Inn - North, Ft. Lauderdale  
 Holiday Inn - Airport, Ft. Lauderdale  
 Holiday Inn - Beach, Ft. Lauderdale  
 Marriott Hollywood Beach, Hollywood  
 Marriott Courtyard, Jensen Beach  
 Jupiter Beach Resort, Jupiter  
 Sheraton Suites, Key West  
 Proposed SLS Hotel, Miami Beach  
 Eden Roc Hotel, Miami Beach  
 Holiday Inn, North Miami  
 SpringHill Suites, Tampa  
 Harborside Resort, Tampa Bay  
 Hilton Longboat Key, Longboat Key  
 Airport Regency Hotel, Miami  
 EuroSuites Hotel, Miami  
 Marriott Courtyard, Naples  
 Holiday Inn, Port St. Lucie  
 Holiday Inn Lido Beach, Sarasota

**HAWAII**

Fairmont Orchid, Hawaii  
 Doubletree Resort, Hawaii  
 Kiahuna Plantation, Kauai  
 Marriott Kauai, Kauai  
 Coco Palms Resort, Kauai  
 Marriott Courtyard, Kauai  
 Hotel 1, Kauai  
 Grand Wailea Resort, Maui  
 Proposed Resort Hotel, Maui  
 Ambassador Hotel, Oahu  
 Waikiki Sands Villa, Oahu  
 Aqua Continental Hotel, Oahu  
 Aqua Wave Hotel, Oahu  
 Queen Kapiolani, Oahu  
 Hotel Renew, Oahu

**IDAHO**

Proposed Hotel, Coeur d'Alene  
 Red Lion at the Falls, Idaho Falls  
 Nob Hill Inn, Ketchum  
 Proposed Auberge Hotel, Ketchum

**ILLINOIS**

Westin Michigan Ave., Chicago  
 Dana Hotel, Chicago

Embassy Suites, Deerfield  
 Holiday Inn, Elgin  
 Crowne Plaza, Northbrook  
 InterContinental Hotel, Rosemont  
 Best Western, Rockford  
 Holiday Inn Express, Springfield

**INDIANA**

Wyndham Garden Hotel, Indianapolis  
 Ameristar Casino, East Chicago  
 Belterra Casino Resort, Florence  
 Rising Star Casino, Rising Sun  
 Holiday Inn Express, La Porte  
 Holiday Inn Express, Portage  
 Holiday Inn Express, Mishawaka  
 Holiday Inn Express, Howe  
 Holiday Inn Express, Fremont  
 Holiday Inn Express, Warsaw  
 Country Inn & Suites, Mishawaka

**KANSAS**

Marriott Hotel, Kansas City  
 Emerald City Resort, Kansas City  
 Marriott Overland Park

**IDAHO**

Proposed Hotel, Coeur d'Alene  
 Red Lion at the Falls, Idaho Falls  
 Nob Hill Inn, Ketchum  
 Proposed Auberge Hotel, Ketchum

**MAINE**

Holiday Inn Express, Portland  
 Marriott Sable Oaks, Portland

**MARYLAND**

Harbor Court Hotel, Baltimore  
 Proposed Westin Hotel, Baltimore  
 Holiday Inn, College Park

**MASSACHUSETTS**

Marriott Courtyard, Boston  
 Ocean Edge Resort, Cape Cod  
 White Elephant Hotel, Nantucket

**MICHIGAN**

The Townsend Hotel, Birmingham  
 Double J Ranch, Rothbury  
 Holiday Inn, Traverse City  
 MGM Grand Hotel & Casino, Detroit

**MISSOURI**

The Townsend Hotel, Birmingham  
 Double J Ranch, Rothbury  
 Holiday Inn, Traverse City  
 MGM Grand Hotel & Casino, Detroit

**MONTANA**

Sheraton Hotel, Billings  
 Holiday Inn, Missoula  
 Rainbow Ranch Lodge, Big Sky  
 Red Lion Inn, Missoula  
 Comfort Inn, Red Lodge

**MINNESOTA**

Ramada Plaza Marshall  
 Hilton Garden Inn Downtown  
 Minneapolis  
 Hilton Minneapolis  
 Woodspring Suites Woodbury  
 Elliot Park Hotel Autograph Minneapolis  
 Intercontinental Minneapolis  
 Hyatt Regency Minneapolis  
 Graduate Minneapolis

**NEVADA**

Holiday Inn Express, Henderson  
 Bourbon Street Hotel, Las Vegas  
 Las Vegas Grand, Las Vegas  
 Harrah's, Las Vegas  
 Paris, Las Vegas  
 Rio, Las Vegas  
 The Drew, Las Vegas  
 Tropicana Resort, Las Vegas  
 Proposed Cambria Hotel, Las Vegas  
 Hooters Hotel & Casino, Las Vegas  
 Harrah's, Laughlin  
 Marriott Courtyard, Sparks  
 Woodspring Suites, Sparks

**NEW HAMPSHIRE**

Marriott Wentworth, New Castle  
 Residence Inn, Portsmouth

**NEW JERSEY**

Marriott Courtyard, Cranbury

**NEW MEXICO**

Marriott Hotel, Albuquerque  
 Proposed Homewood Suites, Santa Fe  
 Plaza Real Hotel, Santa Fe

**NEW YORK**

Beekman Hotel, New York  
 Dylan Hotel, New York  
 Eastgate Plaza Hotel, New York  
 Proposed Ritz-Carlton, New York  
 Setai Hotel New York  
 The Palace Hotel, New York  
 United Nations Plaza Hotel, New York  
 Proposed Timeshare Project, New York

**NORTH DAKOTA**

Marriott Courtyard, Bismarck

**OREGON**

Red Lion, Astoria  
 Oxford Hotel, Bend  
 Pine Ridge Inn, Bend  
 Red Lion Inn, Bend  
 Doubletree Hotel, Bend  
 SpringHill Suites, Bend  
 Red Lion Inn, Coos Bay  
 Graduate Hotel, Eugene  
 Red Lion, Eugene  
 Sleep Inn, Eugene  
 Valley River Inn, Eugene  
 Salishan Lodge, Gleneden Beach  
 Crowne Plaza, Lake Oswego  
 Red Lion Hotel, Medford  
 Proposed Hampton Inn, Oregon City  
 Hilton Hotel, Portland  
 Hotel 50, Portland  
 Columbia River Red Lion, Portland  
 Red Lion Lloyd Center, Portland  
 Red Lion- Downtown, Portland  
 Hotel Grand Stark, Portland  
 Sentinel Hotel, Portland  
 Hotel Deluxe, Portland  
 Embassy Suites Downtown, Portland  
 Homewood Suites Airport, Portland  
 Residence Inn, Salem  
 Proposed Tapestry Hotel, Salem  
 Comfort Suites, Springfield  
 Red Lion Hotel, Springfield  
 Sunriver Resort, Sunriver  
 Crosswater Golf Course, Sunriver  
 Resort at the Mtn., Welches

**PENNSYLVANIA**

Quality Inn, Dubois  
 Holiday Inn, Warren

**SOUTH DAKOTA**

Country Inn & Suites, Sioux Falls

**SOUTH CAROLINA**

Westin Hilton Head, Hilton Head  
 Marriott Courtyard, Myrtle Beach

**TEXAS**

Proposed Summerfield Suites, Dallas  
 Woodspring Suites, El Paso  
 Springhill Suites, El Paso  
 Timeshare Resort, North Padre Island  
 Holiday Inn Riverwalk, San Antonio  
 Timeshare Resort, San Antonio  
 Riverwalk Hotel & Suites, San Antonio  
 St. Anthony Hotel, San Antonio  
 Westin La Cantera, San Antonio

**UTAH**

Woodspring Suites, American Fork  
 Homestead Resort, Midway  
 Proposed Timeshare Resort, Midway  
 Woodspring Suites, Ogden  
 Ascent Hotel, Park City  
 Marriott Hotel, Park City  
 Grand Summit Hotel, Park City  
 Proposed Westin Resort, Park City  
 Pendry Hotel, Park City  
 Proposed Tempo Hotel, Park City  
 St. Regis, Park City  
 Doubletree Hotel, Park City  
 Proposed Hotel, Provo  
 Proposed Tempo Hotel, Salt Lake City  
 Doubletree Hotel, Salt Lake City  
 Proposed Westin Hotel, Salt Lake City  
 Woodspring Suites, Salt Lake City  
 Proposed Auberge Resort, Wanship

**VERMONT**

Ascutney Mtn. Resort, Brownsville

**WASHINGTON**

Proposed Morck Hotel, Aberdeen  
 Proposed Hotels, Auburn  
 Best Western Heritage Inn, Bellingham  
 Comfort Inn, Bellingham  
 Hampton Inn, Bellingham  
 Proposed Cambria Hotel, Bellevue  
 Proposed Hotel, Bellevue  
 Hampton Inn, Bellevue  
 Fairfield Inn, Bellevue  
 Quality Suites, Bellingham  
 Campbells Resort, Chelan  
 Crossland Suites, Kent  
 Totem Lake Hotel, Kirkland  
 Embassy Suites, Lynwood  
 Proposed Hotel, Maple Valley  
 Proposed La Quinta, Marysville  
 Proposed Hotel, Mercer Island  
 Ocean Crest Inn, Moclips  
 Deer Harbor Resort, Orcas Island  
 Rosario Resort, Orcas Island  
 Red Lion Hotel, Pasco  
 Crossland Suites, Puyallup  
 Hyatt Regency Lake Washington, Renton  
 Hampton Inn, Sea-Tac  
 Cedarbrook Lodge, Sea-Tac  
 Graduate Hotel, Seattle  
 Hilton Garden Inn, Seattle  
 Fairmont Olympic Hotel, Seattle  
 Proposed CitizenM Westlake, Seattle  
 Proposed CitizenM Pioneer Sq., Seattle  
 Proposed Residence Inn ID, Seattle  
 Proposed Hotel ID District, Seattle  
 Proposed Hotel at Pike Place, Seattle

Proposed Boutique Hotel, Seattle  
Residence Inn Conv. Ctr., Seattle  
Proposed Tempo Hotel, Seattle  
Hotel Theodore, Seattle  
Lakedale Resort, San Juan Island  
Ridpath Hotel, Spokane  
Crossland Suites, Spokane  
Fairfield Inn, Spokane  
Residence Inn, Spokane

Skamania Lodge, Stevenson  
Holiday Inn Express, Tacoma  
Tacoma Sheraton Hotel, Tacoma  
Crossland Suites, Tacoma  
Comfort Inn, Tukwila  
Embassy Suites, Tukwila  
Proposed Tru by Hilton, Vancouver  
Red Lion Hotel, Vancouver

**WASHINGTON D.C.**  
Marriott Wardman Park  
Renaissance Hotel

**WISCONSIN**  
Wyndham Garden Hotel, Brookfield

**WYOMING**  
Timeshare Resort, West Yellowstone

## **International**

### **CANADA**

Banff Rocky Mountain Resort, Banff  
Residence Inn, Canmore, AB  
Beach Hotel, Harrison Hot Springs, BC  
Long Beach Lodge, Tofino, BC  
Proposed CitizenM, Vancouver, BC  
Terminal City Hotel, Vancouver, BC  
Sundial Lodge, Whistler, BC

### **COSTA RICA**

Occidental Grand Papagayo, Liberia

### **MEXICO**

Hotel Palmilla, San Jose del Cabo  
Fractional Resort, Cabo San Lucas  
Holiday Inn Express, Ciudad Juarez  
Allegro Cozumel, Cozumel  
Holiday Inn, Hermosillo  
Crown Pacific Hotel, Huatulco  
Proposed Timeshare Resort, Mazatlan  
City Suites El Angel, Mexico City  
Hilton Reforma, Mexico City  
Hotel Nikko, Mexico City  
Holiday Inn Centro, Monterrey  
Holiday Inn Fundidora, Monterrey  
Holiday Inn Tecnologico, Monterrey  
Holiday Inn Express, Monterrey  
Mixed-Use Development, Monterrey  
Holiday Inn Centro, Monterrey  
Dreams and Secrets, Puerto Vallarta

### **PANAMA**

Veneto Hotel and Casino, Panama City





Business, Consumer Services & Housing Agency  
**BUREAU OF REAL ESTATE APPRAISERS**  
**REAL ESTATE APPRAISER LICENSE**

**Mark A. Lukens**

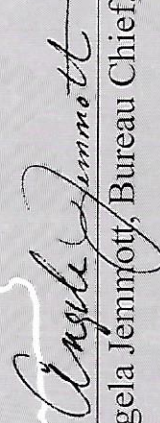
has successfully met the requirements for a license as a residential and commercial real estate appraiser in the State of California and is, therefore, entitled to use the title:

“Certified General Real Estate Appraiser”

This license has been issued in accordance with the provisions of the Real Estate Appraisers' Licensing and Certification Law.

BREA APPRAISER IDENTIFICATION NUMBER: AG 002368

Effective Date: October 1, 2024  
Date Expires: September 30, 2026

  
Angela Jemmot, Bureau Chief, BREA

3078304





## **THE PLANNING & ZONING RESOURCE COMPANY**

1300 South Meridian Avenue, Suite 400 • Oklahoma City, Oklahoma 73108  
Telephone (405) 840-4344 • Fax (405) 840-2608

# **ZONING AND SITE REQUIREMENTS SUMMARY**

***PZR REPORT*<sup>®</sup> FOR:**

**125 SOUTH SPALDING DRIVE  
BEVERLY HILLS, CALIFORNIA 90212**

**Prepared For:**

**TO BE DETERMINED**

Date: Draft (1) – 08/13/2024

Date: Final (1) – 09/30/2024

PZR SITE NUMBER: 174153-2

**NATIONAL PLANNING & ZONING CONSULTING SERVICE**

# THE PLANNING & ZONING RESOURCE COMPANY

1300 SOUTH MERIDIAN AVENUE, SUITE 400  
OKLAHOMA CITY, OKLAHOMA 73108  
(405) 840-4344  
(405) 840-2608 FAX

## ZONING AND SITE REQUIREMENTS SUMMARY

### I. Property Location and Size

1. Jurisdiction:	<i>City of Beverly Hills, California</i>
2. Name:	<i>Mosaic and Maison Hotels</i>
3. Address:	<i>125 South Spalding Drive</i>
4. Size:	<i>Parcel 1: 0.28 Acres or 12,253.50 Square Feet +/- Parcel 2: 0.14 Acres or 6,127 Square Feet +/- Total: 0.42 Acres or 18,380.5 (Per Survey)</i>

### II. Existing Land Use and Zoning

1. Date of Existing Ordinance:	<i>May 25<sup>th</sup>, 2024</i>
2. Existing Zoning Designation:	<i>"C-3" Commercial Zone</i>
3. Adjacent Zoning Designation and or Uses if Applicable:	<i>North, East, West: "C-3" South: "R-4X2" Multiple Residential Zone</i>
4. Existing Land Use:	<i>Hotel (49 Rooms per Online Research) and Restaurant</i>

<i>Is The Existing Use in Conformance?</i>	<i>No, the Hotel as a Legally Nonconforming Use. Yes, as to Restaurant as a Permitted Use. See Section "VI". (See Section 10-3-1604 for Code reference)</i>
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### III. Zoning Regulations

1. Are copies of zoning regulations available for this site?	<b>Yes, Attached</b>
2. If any aspect of the property is not in conformance with current zoning, does the municipality provide ordinances dealing with non-conforming use?	<b>Yes, Attached</b>

### IV. Property Specification

1. Building Set-Back Lines		
	Required	Existing
a. Front / Side / Rear:	<b>None Specified</b>	<b>Spalding Drive: 0.2 Feet (Per Survey)</b> <b>North Lot Line: 0.1 Feet (Per Survey)</b> <b>South Lot Line: Building on Property Line (Per Survey)</b> <b>West Lot Line (Alley): Building on Property Line (Per Survey)</b>

<b><i>Is The Existing Building in Conformance?</i></b>	<b><i>Yes. (See Article 16 and Article 28.6 for Code reference)</i></b>
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2. Building Size	
a. Maximum Building Height or Stories:	<b>3 Stories / 45 Feet</b>
b. Existing Building Height or Stories:	<b>4 Stories / 60 Feet (Per Survey)</b>
c. Building Site Area Requirements:	<b>None Specified</b>

<b><i>Is The Existing Building in Conformance?</i></b>	<b><i>No, See Section "VI". (See Section 10-3-2726, Article 16, and Article 28.6 for Code reference)</i></b>
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3. Density	
a. Building Density Formula:	<b>Maximum Floor Area Ratio: 2.0</b> <b>Existing:</b> <b>21,732 / 12,253.5 = 1.8 (Per Survey)</b>
b. Approximate Building Footprint:	<b>9,162 Square Feet (Per Survey)</b>
c. Approximate Gross Floor Area:	<b>21,732 Square Feet (Per Assessor Information)</b>

<b><i>Is The Building Coverage in Conformance?</i></b>	<b><i>Yes. (See Section 10-3-2745 for Code reference)</i></b>
--	---

#### 4. Parking

a. Parking Space Formula:

***Hotel: 1 Space per Rentable Room or Unit***

***Restaurant: 1 space per 350 square feet of floor area for the first 3,000 square feet of such area and 1 space per 100 square feet of floor area in excess of 3,000 square feet. However, 25 percent of the spaces required to be provided for a building or structure by subsections B1 and B10 of this section may also be applied toward the requirements of this subsection. (985 Square Feet per Prior Information)***

***(1 x 49 Room = 49 Parking Spaces)  
(1 x (985/350) = 3 Parking Spaces)***

***25% of Hotel Use – 12 Spaces***

***\*Please note, these eleven spaces would be provided for the restaurant use, as this use only requires 3 Spaces, no additional spaces would need to be provided beyond the hotel requirement.***

b. Parking Spaces Required:

***49 Total Parking Spaces***

c. Existing Parking Spaces:

***35 Total Parking Spaces, including 3 Handicap Parking Space (Per Survey)***

***Is The Existing Parking in Conformance?***

***No, See Section "VI". (See Section 10-3-2730 and Section 10-3-2866 for Code reference)***

## V. Site History

1. Was special permitting or condition(s) applied to existing zoning? **No**
  - a. Site Plan Approval or Planned Unit Development? **Neither**
  - b. Other? **Not Applicable**
2. Violation Information
  - a. Are there any outstanding zoning code violations on file?  
**No, per Didier Murillo, Associate Planner, "Currently, there are no active Code Enforcement cases for any potential building code or zoning code violations for the subject properties." (See attached Zoning Verification Letter.)**
  - b. Are there any outstanding building code violations on file?  
**No, per Didier Murillo, Associate Planner, "Currently, there are no active Code Enforcement cases for any potential building code or zoning code violations for the subject properties." (See attached Zoning Verification Letter.)**
  - c. Are there any outstanding fire code violations on file?  
**No. According to the Beverly Hills Fire Department, there are no open fire code violations on file for the subject property. (See Attached Letter and Email)**
3. Is a Certificate of Occupancy available for the site?  
**Copies of Certificates of Occupancy have been requested and shall be forwarded upon receipt, if available. Please note, a new Certificate of Occupancy would only be issued in the event of any construction activity, restoring, renovating or expanding the project or any part thereof. The absence of a copy of a Certificate of Occupancy on file with the City would not be considered a violation and would not give rise to any enforcement action affecting the project.**



## VI. Conclusions

### 1. Conformance Status:

***Legal Conforming as to Restaurant Use, Setbacks, Site Area and Density.***

***Legally Nonconforming as to Hotel Use. Height and Parking.***

***According to the attached historic zoning letter from December 17, 2003, "The building is legally non-conforming". As such, the city would see the existing deficiencies and nonconforming characteristics of the building and its use as pre-existing and subsequently legally nonconforming. (See Attached Historic Zoning Letter)***

### 2. Nonconforming Characteristics of the Site:

- ***Hotel uses require conditional use permits in the "C-3" district.***
- ***The building exceeds the allowable height by 1 Story and 15 Feet.***
- ***The property is deficient some 14 Total Parking Spaces.***

### 3. Recommended Action:

***None***

### 4. Rebuildability Clause:

#### **Per Section 10-3-4100(A)(1), Nonconforming Buildings:**

***"A maximum of fifty percent (50%) of the combined area of all the exterior walls and roof of a legally nonconforming building or structure may be replaced or reconstructed in any five (5) year period. For the purpose of this section, roof area shall be calculated as the horizontal area covering the floor area. If more than fifty percent (50%) of the combined area of all the exterior walls and roof are replaced or reconstructed, then the building shall be treated as a newly constructed building for the purposes of this chapter and shall be reconstructed so that the entire building conforms with the development standards of this chapter. For the purpose of this section, a portion of a wall or roof is considered replaced or reconstructed when the framing has been replaced or reconstructed." (See Attached)***

#### **Per Section 10-3-4100(B)(1), Nonconforming Buildings:**

***"If, within a five (5) year period, a nonconforming building is altered, renovated, repaired, or remodeled, and the cumulative cost of such alteration, renovation, repair or remodel equals or exceeds fifty percent (50%) of the replacement cost of the building, then the building shall be treated as a newly constructed building for the purposes of this chapter and shall be reconstructed so that the entire building conforms with the development standards of this chapter." (See Attached)***

#### **Per Section 10-3-4101(C), Nonconforming Uses:**

***"C. Time Limits For A Discontinued Nonconforming Use: If a nonconforming use of a building or land has been discontinued for a period of five (5) years, the nonconforming use shall not be reestablished. Subsequent use of the building and/or land shall conform to the regulations of the zone in which the land is located. For the purposes of determining whether a use has been discontinued, the property owner shall have the burden of proof in demonstrating a continuation of use." (See Attached)***

***Other Comments: A current zoning letter dated September 26<sup>th</sup>, 2024, has been attached.***

The Planning & Zoning Resource Company has relied on information provided by the following:

<b><i>Municipal Officials</i></b>	<b><i>Surveyor</i></b>
<b><i>City of Beverly Hills, California Planning Division of the Community Development Department 455 N Rexford Drive Beverly Hills, California 90210 (310) 285-1000</i></b>	<b><i>Sitetech Inc. 8061 Church Street Highland, California 92346 (909) 864-0850 Survey Dated: 07/31/2024</i></b>

***This report was prepared by D. "Quinn" McFarland. Questions may be directed to Erin Whited at 405.840.4344, Extension 4440 or by email to [Erin.Whited@pzt.com](mailto:Erin.Whited@pzt.com). Please reference PZR Site Number 174153-2.***

# PRELIMINARY REPORT



725 S Figueroa St, Suite 200  
Los Angeles, CA 90017

Prelim Number:

**FBSC2502452**

Issuing Policies of **Chicago Title Insurance Company**

**Order No.:** FBSC2502452

**Project:** //

**TO:**  
Chicago Title Company  
23929 Valencia Blvd, Suite 304  
Valencia, CA 91355

**Attn:** Melinda Gile  
**Ref No.:**

**Title Officer.:** Jordan Curiel  
**Email:** losangelesncstitle@ctt.com  
**Phone No.:** 213-488-4371  
**Fax No.:** 213-612-4171

**Escrow Officer:**  
**Email:**  
725 S Figueroa St, Suite 200  
Los Angeles, CA 90017  
**Phone No.:**  
**Fax No.:**

**Loan No.:**

**Property:** 125 S Spalding Dr, 128 S Lasky Dr and 140 S Lasky Dr, Beverly Hills, CA 90212-1806

In response to the application for a policy of title insurance referenced herein, **Chicago Title Company** hereby reports that it is prepared to issue, or cause to be issued, as of the date hereof, a policy or policies of title insurance describing the land and the estate or interest therein hereinafter set forth, insuring against loss which may be sustained by reason of a defect, lien or encumbrance not shown or referred to as an exception herein or not excluded from coverage pursuant to the printed Schedules, Exclusions from Coverage, and Conditions of said policy forms.

With respect to any contemplated owner's policy, the printed Exceptions and Exclusions from the coverage and Limitations on Covered Risks of said policy or policies are set forth in Attachment One. The policy to be issued may contain an arbitration clause. When the Amount of Insurance is less than that set forth in the arbitration clause, all arbitrable matters shall be arbitrated at the option of either the Company or the Insured as the exclusive remedy of the parties. Limitations on Covered Risks applicable to the CLTA/ALTA Homeowner's Policy of Title Insurance, which establish a Deductible Amount and a Maximum Dollar Limit of Liability for certain coverages are also set forth in Attachment One. Copies of the policy forms should be read. They are available from the office which issued this report.

**Please read the exceptions shown or referred to herein and the exceptions and exclusions set forth in Attachment One of this report carefully. The exceptions and exclusions are meant to provide you with notice of matters which are not covered under the terms of the title insurance policy and should be carefully considered.**

**It is important to note that this preliminary report is not a written representation as to the condition of title and may not list all liens, defects, and encumbrances affecting title to the land.**

This report (and any supplements or amendments hereto) is issued solely for the purpose of facilitating the issuance of a policy of title insurance and no liability is assumed hereby. If it is desired that liability be assumed prior to the issuance of a policy of title insurance, a binder or commitment should be requested.

Countersigned By:

Authorized Officer or Agent  
Joe Goodman

**Effective date: March 11, 2025 at 07:30 AM**

The form of Policy or Policies of Title Insurance contemplated by this Report is:

ALTA Loan Policy 2021

1. The estate or interest in the Land hereinafter described or referred to covered by this Report is:

Fee Simple

2. Title to said estate or interest at the date hereof is [vested in:](#)

**GT Hotel Owner LLC, a Delaware limited liability company**

3. The Land referred to in this Report is described as follows:

SEE EXHIBIT "A" ATTACHED HERETO AND MADE A PART HEREOF

**EXHIBIT A**  
Legal Description

For APN/Parcel ID(s): **4328-008-003, 4328-008-016, 4328-008-011, 4328-008-012 and 4328-008-013**

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THE LAND REFERRED TO HEREIN BELOW IS SITUATED IN THE CITY OF BEVERLY HILLS, COUNTY OF LOS ANGELES, STATE OF CALIFORNIA AND IS DESCRIBED AS FOLLOWS:

PARCEL 1:

LOTS 656 AND 657 OF TRACT NO. 7710, IN THE CITY OF BEVERLY HILLS, COUNTY OF LOS ANGELES, STATE OF CALIFORNIA, AS PER MAP RECORDED IN [BOOK 83, PAGES 94](#) AND 95 OF MAPS, IN THE OFFICE OF THE COUNTY RECORDER OF SAID COUNTY.

PARCEL 2:

LOT 712 OF TRACT NO. 7710, IN THE CITY OF BEVERLY HILLS, COUNTY OF LOS ANGELES, STATE OF CALIFORNIA, AS PER MAP RECORDED IN [BOOK 83, PAGES 94](#) AND 95 OF MAPS, IN THE OFFICE OF THE COUNTY RECORDER OF SAID COUNTY.

PARCEL 3:

LOTS 708 AND 709 OF TRACT NO. 7710, IN THE CITY OF BEVERLY HILLS, COUNTY OF LOS ANGELES, STATE OF CALIFORNIA, AS PER MAP RECORDED IN [BOOK 83 PAGES 94](#) AND 95 OF MAPS, IN THE OFFICE OF THE COUNTY RECORDER OF SAID COUNTY.

PARCEL 4:

LOT 707 OF TRACT NO. 7710, IN THE CITY OF BEVERLY HILLS, COUNTY OF LOS ANGELES, STATE OF CALIFORNIA, AS PER MAP RECORDED IN [BOOK 83 PAGES 94](#) AND 95 OF MAPS, IN THE OFFICE OF THE COUNTY RECORDER OF SAID COUNTY.

EXCEPT THEREFROM ALL OIL, GAS, MINERALS, AND OTHER HYDROCARBON SUBSTANCES IN, ON AND UNDER, SAID LAND, WITHOUT THE RIGHT OF ENTRY UPON THE SURFACE THEREOF FOR THE PURPOSE OF EXPLORING, EXTRACTING AND PRODUCING SAME, RESERVING HOWEVER THE RIGHT TO ENTER THE SUBSURFACE BELOW A DEPTH OF 500 FEET FOR THE PURPOSE OF EXPLORING, EXTRACTING AND PRODUCING THE SAME, AS RESERVED IN DEED RECORDED APRIL 11, 1968 AS [INSTRUMENT NO. 157 OF OFFICIAL RECORDS](#).

**EXCEPTIONS**

At the date hereof, items to be considered and exceptions to coverage in addition to the printed exceptions and exclusions in said policy form would be as follows:

**A.** Property taxes, which are a lien not yet due and payable, including any assessments collected with taxes to be levied for the fiscal year 2025-2026.

**B.** The lien of supplemental or escaped assessments of property taxes, if any, made pursuant to the provisions of Chapter 3.5 (commencing with Section 75) or Part 2, Chapter 3, Articles 3 and 4, respectively, of the Revenue and Taxation Code of the State of California as a result of the transfer of title to the vestee named in Schedule A or as a result of changes in ownership or new construction occurring prior to Date of Policy.

1. Water rights, claims or title to water, whether or not disclosed by the public records.

**The following matters affect Parcels 1 and 2**

2. An oil and gas lease for the term therein provided with certain covenants, conditions and provisions, together with easements, if any, as set forth therein.

Dated: May 19, 1964  
Lessor: Joseph Bulasky, a Married Man  
Lessee: Standard Oil Company of California, a Corporation  
Recording Date: October 9, 1967  
[Recording No:](#) [2741](#) in Book M-2677, Page 616 of Official Records

Said lease affects that portion of said Land lying below a depth of 500 feet from the surface thereof.

Said lease provides for no right of surface entry.

No insurance is made as to the present ownership of the leasehold created by said lease, nor as to other matters affecting the rights or interests of the lessor or lessee in said lease.

An agreement to modify the terms and provisions of the said document, as therein provided

Recording Date: December 4, 1979  
[Recording No:](#) [79-1362400 of Official Records](#)

3. Matters contained in that certain document

Entitled: Subsurface Easement Deed  
Recording Date: February 15, 2019  
[Recording No:](#) [2019-139130 of Official Records](#)

Reference is hereby made to said document for full particulars

**The following matters affect Parcels 3 and 4**

4. An oil and gas lease for the term therein provided with certain covenants, conditions and provisions, together with easements, if any as set forth therein.

Lessor: Donald P. Stainer  
Lessee: Standard Oil Company of California, a corporation  
Recording Date: November 14, 1966  
[Recording No:](#) [2289 of Official Records](#)

Reference is hereby made to said document for full particulars.

No assurance is made as to the present ownership of the leasehold created by said lease, nor as to other matters affecting the rights or interests of the lessor or lessee in said lease.

Said lease affects that portion of said Land lying below a depth of 500 feet from the surface thereof. Said lease provides no right of surface entry or to use any portion of said Land lying above said depth.

Affects: Lot 707

5. An oil and gas lease for the term therein provided with certain covenants, conditions and provisions, together with easements, if any as set forth therein.

Lessor: Lillian Gish, a single woman  
Lessee: Standard Oil Company of California, a corporation  
Recording Date: August 4, 1967  
[Recorded:](#) [3922 of Official Records](#)

Reference is hereby made to said document for full particulars.

No assurance is made as to the present ownership of the leasehold created by said lease, nor as to other matters affecting the rights or interests of the lessor or lessee in said lease.

Said lease affects that portion of said Land lying below a depth of 500 feet from the surface thereof. Said lease provides no right of surface entry or to use any portion of said Land lying above said depth.

Affects: Lot 708

6. An oil and gas lease for the term therein provided with certain covenants, conditions and provisions, together with easements, if any as set forth therein.

Lessor: Edgar G. Growder, et al  
Lessee: Standard Oil Company, a California corporation  
Recording Date: November 27, 1968  
[Recorded:](#) [3890 of Official Records](#)

Reference is hereby made to said document for full particulars.

Affects that portion of said Land lying below a depth of 500 feet from the surface thereof, without the right to enter upon or use any portion of said Land lying above said depth.

No assurance is made as to the present ownership of the leasehold created by said lease, nor as to other matters affecting the rights or interests of the lessor or lessee in said lease.

Affects: Lot 709



7. A document subject to all the terms, provisions and conditions therein contained.

Entitled: Covenant (Acceptance of Conditions of Conditional Use Permit)  
Recording Date: February 27, 2003  
[Recording No:](#) [2003-580215 of Official Records](#)

Reference is hereby made to said document for full particulars.

This covenant and agreement provides that it shall be binding upon any future owners, encumbrancers, their successors or assigns, and shall continue in effect until the advisory agency approves termination.

8. A document subject to all the terms, provisions and conditions therein contained.

Entitled: Covenant (Acceptance of Conditions of Conditional Use Permit)  
Recording Date: December 24, 2003  
[Recording No:](#) [2003-3875680 of Official Records](#)

Reference is hereby made to said document for full particulars

This covenant and agreement provides that it shall be binding upon any future owners, encumbrancers, their successors or assigns, and shall continue in effect until the advisory agency approves termination.

9. Matters contained in that certain document

Entitled: Subsurface Easement Deed  
Recording Date: February 15, 2019  
[Recording No:](#) [2019-139131 of Official Records](#)

**The following matters affect all Parcels**

10. A deed of trust to secure an indebtedness in the amount shown below,

Amount: \$26,750,000.00  
Dated: February 24, 2025  
Trustor/Grantor: GT Hotel Owner LLC, a Delaware limited liability company  
Trustee: Chicago Title Company  
Beneficiary: Boutique Hotel Company – Beverly Hills, LLC, a Delaware limited liability company and Boutique 140 Hotel, LLC, a Delaware limited liability company  
Recording Date: February 26, 2025  
[Recording No:](#) [2025-120962 of Official Records](#)

11. A financing statement as follows:

Debtor: GT Hotel Owner LLC, a Delaware limited liability company  
Secured Party: Boutique Hotel Company - Beverly Hills, LLC, a Delaware limited liability  
Recording Date: February 26, 2025  
[Recording No.:](#) [2025-120963 of Official Records](#)

Affects: Parcel 1 and 2

## 12. A financing statement as follows:

Debtor: GT Hotel Owner LLC, a Delaware limited liability company  
Secured Party: Boutique and 140 Hotel, LLC, a Delaware limited liability company  
Recording Date: February 26, 2025  
[Recording No.:](#) [2025-120964 of Official Records](#)

Affects: Parcel 3 and 4

## 13. A financing statement as follows:

Debtor: GT Hotel Owner LLC, a Delaware limited liability company  
Secured Party: Boutique Hotel Company - Beverly Hills, LLC, a Delaware limited liability  
Recording Date: February 26, 2025  
[Recording No.:](#) [2025-128316 of Official Records](#)

Affects: Parcel 1 and 2

## 14. A financing statement as follows:

Debtor: GT Hotel Owner LLC, a Delaware limited liability company  
Secured Party: Boutique and 140 Hotel, LLC, a Delaware limited liability company  
Recording Date: February 26, 2025  
[Recording No.:](#) [2025-128317 of Official Records](#)

Affects: Parcel 3 and 4

## 15. Any easements not disclosed by the public records as to matters affecting title to real property, whether or not said easements are visible and apparent.

## 16. Discrepancies, conflicts in boundary lines, shortage in area, encroachments, or any other matters which a correct survey would disclose and which are not shown by the public records.

## 17. Any rights of the parties in possession of a portion of, or all of, said Land, which rights are not disclosed by the public records.

The Company will require, for review, a full and complete copy of any unrecorded agreement, contract, license and/or lease, together with all supplements, assignments and amendments thereto, before issuing any policy of title insurance without excepting this item from coverage.

The Company reserves the right to except additional items and/or make additional requirements after reviewing said documents.

## 18. Matters which may be disclosed by an inspection and/or by a correct ALTA/NSPS Land Title Survey of said Land that is satisfactory to the Company, and/or by inquiry of the parties in possession thereof.

**END OF EXCEPTIONS**

**PLEASE REFER TO THE "INFORMATIONAL NOTES" AND "REQUIREMENTS" SECTIONS WHICH FOLLOW FOR INFORMATION NECESSARY TO COMPLETE THIS TRANSACTION.**

**REQUIREMENTS**

1. Unrecorded matters which may be disclosed by an Owner's Affidavit or Declaration. A form of the Owner's Affidavit/Declaration is attached to this Preliminary Report/Commitment. This Affidavit/Declaration is to be completed by the record owner of the land and submitted for review prior to the closing of this transaction. Your prompt attention to this requirement will help avoid delays in the closing of this transaction. Thank you.

The Company reserves the right to add additional items or make further requirements after review of the requested Affidavit/Declaration.

2. This transaction requires high liability approval prior to close of escrow together with an inspection of the subject property.

Please advise title department with an estimated date that your transaction will close so we can schedule the necessary approvals and inspections.

3. The Company will require the following documents for review prior to the issuance of any title insurance predicated upon a conveyance or encumbrance from the entity named below.

Limited Liability Company: GT Hotel Owner LLC, a Delaware limited liability company

- a. A copy of its operating agreement, if any, and any and all amendments, supplements and/or modifications thereto, certified by the appropriate manager or member.
- b. If a domestic Limited Liability Company, a copy of its Articles of Organization and all amendment thereto with the appropriate filing stamps.
- c. If the Limited Liability Company is member-managed a full and complete current list of members certified by the appropriate manager or member.
- d. A current dated certificate of good standing from the proper governmental authority of the state in which the entity was created
- e. If less than all members, or managers, as appropriate, will be executing the closing documents, furnish evidence of the authority of those signing.
- f. If Limited Liability Company is a Single Member Entity, a Statement of Information for the Single Member will be required.
- g. Each member and manager of the LLC without an Operating Agreement must execute in the presence of a notary public the Certificate of California LLC (Without an Operating Agreement) Status and Authority form

**END OF REQUIREMENTS**

## INFORMATIONAL NOTES

1. Property taxes, including any personal property taxes and any assessments collected with taxes, are paid. For proration purposes the amounts were:  
  
Tax Identification No.: 4328-008-003  
Fiscal Year: 2024-2025  
1st Installment: \$68,078.70  
2nd Installment: \$68,078.69  
Exemption: \$0.00  
Code Area: 02410
2. Property taxes, including any personal property taxes and any assessments collected with taxes, are paid. For proration purposes the amounts were:  
  
Tax Identification No.: 4328-008-011  
Fiscal Year: 2024-2025  
1st Installment: \$16,013.78  
2nd Installment: \$16,013.76  
Exemption: \$0.00  
Code Area: 02410
3. Property taxes, including any personal property taxes and any assessments collected with taxes, are paid. For proration purposes the amounts were:  
  
Tax Identification No.: 4328-008-012  
Fiscal Year: 2024-2025  
1st Installment: \$16,004.33  
2nd Installment: \$16,004.32  
Exemption: \$0.00  
Code Area: 02410
4. Property taxes, including any personal property taxes and any assessments collected with taxes, are paid. For proration purposes the amounts were:  
  
Tax Identification No.: 4328-008-013  
Fiscal Year: 2024-2025  
1st Installment: \$55,868.59  
2nd Installment: \$52,674.12  
Exemption: \$0.00  
Code Area: 02410
5. Property taxes, including any personal property taxes and any assessments collected with taxes, are paid. For proration purposes the amounts were:  
  
Tax Identification No.: 4328-008-016  
Fiscal Year: 2024-2025  
1st Installment: \$21,148.48  
2nd Installment: \$21,148.48  
Exemption: \$0.00  
Code Area: 02410
6. Note: None of the items shown in this report will cause the Company to decline to attach ALTA Endorsement Form 9 to an Extended Coverage Loan Policy, when issued.

7. Note: The Company is not aware of any matters which would cause it to decline to attach CLTA Endorsement Form 116 indicating that there is located on said Land , known as , to an Extended Coverage Loan Policy.
8. Notice: Please be aware that due to the conflict between federal and state laws concerning the cultivation, distribution, manufacture or sale of marijuana, the Company is not able to close or insure any transaction involving Land that is associated with these activities.
9. Pursuant to Government Code Section 27388.1, as amended and effective as of 1-1-2018, a Documentary Transfer Tax (DTT) Affidavit may be required to be completed and submitted with each document when DTT is being paid or when an exemption is being claimed from paying the tax. If a governmental agency is a party to the document, the form will not be required. DTT Affidavits may be available at a Tax Assessor-County Clerk-Recorder.
10. Note: The policy of title insurance will include an arbitration provision. The Company or the insured may demand arbitration. Arbitrable matters may include, but are not limited to, any controversy or claim between the Company and the insured arising out of or relating to this policy, any service of the Company in connection with its issuance or the breach of a policy provision or other obligation. Please ask your escrow or title officer for a sample copy of the policy to be issued if you wish to review the arbitration provisions and any other provisions pertaining to your Title Insurance coverage.

11. The following Exclusion(s) are added to preliminary reports, commitments and will be included as an endorsement in the following policies:
- A. 2006 ALTA Owner's Policy (06-17-06).
6. Defects, liens, encumbrances, adverse claims, notices, or other matters not appearing in the Public Records but that would be disclosed by an examination of any records maintained by or on behalf of a Tribe or on behalf of its members.
- B. 2006 ALTA Loan Policy (06-17-06)
8. Defects, liens, encumbrances, adverse claims, notices, or other matters not appearing in the Public Records but that would be disclosed by an examination of any records maintained by or on behalf of a Tribe or on behalf of its members.
9. Any claim of invalidity, unenforceability, or lack of priority of the lien of the Insured Mortgage based on the application of a Tribe's law resulting from the failure of the Insured Mortgage to specify State law as the governing law with respect to the lien of the Insured Mortgage.
- C. ALTA Homeowner's Policy of Title Insurance (12-02-13) and CLTA Homeowner's Policy of Title Insurance (12-02-13).
10. Defects, liens, encumbrances, adverse claims, notices, or other matters not appearing in the Public Records but that would be disclosed by an examination of any records maintained by or on behalf of a Tribe or on behalf of its members.
- D. ALTA Expanded Coverage Residential Loan Policy - Assessments Priority (04-02-15).
12. Defects, liens, encumbrances, adverse claims, notices, or other matters not appearing in the Public Records but that would be disclosed by an examination of any records maintained by or on behalf of a Tribe or on behalf of its members.
13. Any claim of invalidity, unenforceability, or lack of priority of the lien of the Insured Mortgage based on the application of a Tribe's law resulting from the failure of the Insured Mortgage to specify State law as the governing law with respect to the lien of the Insured Mortgage.
- E. CLTA Standard Coverage Policy 1990 (11-09-18).
7. Defects, liens, encumbrances, adverse claims, notices, or other matters not appearing in the public records but that would be disclosed by an examination of any records maintained by or on behalf of a tribe or on behalf of its members.
8. Any claim of invalidity, unenforceability, or lack of priority of the lien of the insured mortgage based on the application of a tribe's law resulting from the failure of the insured mortgage to specify state law as the governing law with respect to the lien of the insured mortgage.

**END OF INFORMATIONAL NOTES**



Inquire before you wire!

## WIRE FRAUD ALERT

This Notice is not intended to provide legal or professional advice.  
If you have any questions, please consult with a lawyer.

All parties to a real estate transaction are targets for wire fraud and many have lost hundreds of thousands of dollars because they simply relied on the wire instructions received via email, without further verification. **If funds are to be wired in conjunction with this real estate transaction, we strongly recommend verbal verification of wire instructions through a known, trusted phone number prior to sending funds.**

In addition, the following non-exclusive self-protection strategies are recommended to minimize exposure to possible wire fraud.

- **NEVER RELY** on emails purporting to change wire instructions. Parties to a transaction rarely change wire instructions in the course of a transaction.
- **ALWAYS VERIFY** wire instructions, specifically the ABA routing number and account number, by calling the party who sent the instructions to you. DO NOT use the phone number provided in the email containing the instructions, use phone numbers you have called before or can otherwise verify. **Obtain the number of relevant parties to the transaction as soon as an escrow account is opened.** DO NOT send an email to verify as the email address may be incorrect or the email may be intercepted by the fraudster.
- **USE COMPLEX EMAIL PASSWORDS** that employ a combination of mixed case, numbers, and symbols. Make your passwords greater than eight (8) characters. Also, change your password often and do NOT reuse the same password for other online accounts.
- **USE MULTI-FACTOR AUTHENTICATION** for email accounts. Your email provider or IT staff may have specific instructions on how to implement this feature.

For more information on wire-fraud scams or to report an incident, please refer to the following links:

**Federal Bureau of Investigation:**  
<http://www.fbi.gov>

**Internet Crime Complaint Center:**  
<http://www.ic3.gov>



## **FIDELITY NATIONAL FINANCIAL PRIVACY NOTICE**

Effective January 1, 2025

Fidelity National Financial, Inc. and its majority-owned subsidiary companies (collectively, "FNF," "our," or "we") respect and are committed to protecting your privacy. This Privacy Notice explains how we collect, use, and protect personal information, when and to whom we disclose such information, and the choices you have about the use and disclosure of that information.

A limited number of FNF subsidiaries have their own privacy notices. If a subsidiary has its own privacy notice, the privacy notice will be available on the subsidiary's website and this Privacy Notice does not apply.

### **Collection of Personal Information**

FNF may collect the following categories of Personal Information:

- contact information (e.g., name, address, phone number, email address);
- demographic information (e.g., date of birth, gender, marital status);
- identity information (e.g., Social Security Number, driver's license, passport, or other government ID number);
- financial account information (e.g., loan or bank account information);
- biometric data (e.g., fingerprints, retina or iris scans, voiceprints, or other unique biological characteristics); and
- other personal information necessary to provide products or services to you.

We may collect Personal Information about you from:

- information we receive from you or your agent;
- information about your transactions with FNF, our affiliates, or others; and
- information we receive from consumer reporting agencies and/or governmental entities, either directly from these entities or through others.

### **Collection of Browsing Information**

FNF automatically collects the following types of Browsing Information when you access an FNF website, online service, or application (each an "FNF Website") from your Internet browser, computer, and/or device:

- Internet Protocol (IP) address and operating system;
- browser version, language, and type;
- domain name system requests; and
- browsing history on the FNF Website, such as date and time of your visit to the FNF Website and visits to the pages within the FNF Website.

Like most websites, our servers automatically log each visitor to the FNF Website and may collect the Browsing Information described above. We use Browsing Information for system administration, troubleshooting, fraud investigation, and to improve our websites. Browsing Information generally does not reveal anything personal about you, though if you have created a user account for an FNF Website and are logged into that account, the FNF Website may be able to link certain browsing activity to your user account.

### **Other Online Specifics**

**Cookies.** When you visit an FNF Website, a "cookie" may be sent to your computer. A cookie is a small piece of data that is sent to your Internet browser from a web server and stored on your computer's hard drive. Information gathered using cookies helps us improve your user experience. For example, a cookie can help the website load properly or can customize the display page based on your browser type and user preferences. You can choose whether or not to accept cookies by changing your Internet browser settings. Be aware that doing so may impair or limit some functionality of the FNF Website.

**Web Beacons.** We use web beacons to determine when and how many times a page has been viewed. This information is used to improve our websites.

**Do Not Track.** Currently our FNF Websites do not respond to "Do Not Track" features enabled through your browser.

**Links to Other Sites.** FNF Websites may contain links to unaffiliated third-party websites. FNF is not responsible for the privacy practices or content of those websites. We recommend that you read the privacy policy of every website you visit.

### **Use of Personal Information**

FNF uses Personal Information for these main purposes:

- To provide products and services to you or in connection with a transaction involving you.

- To improve our products and services.
- To prevent and detect fraud;
- To maintain the security of our systems, tools, accounts, and applications;
- To verify and authenticate identities and credentials;
- To communicate with you about our, our affiliates', and others' products and services, jointly or independently.
- To provide reviews and testimonials about our services, with your consent.

#### **When Information Is Disclosed**

We may disclose your Personal Information and Browsing Information in the following circumstances:

- to enable us to detect or prevent criminal activity, fraud, material misrepresentation, or nondisclosure;
- to affiliated or nonaffiliated service providers who provide or perform services or functions on our behalf and who agree to use the information only to provide such services or functions;
- to affiliated or nonaffiliated third parties with whom we perform joint marketing, pursuant to an agreement with them to jointly market financial products or services to you;
- to law enforcement or authorities in connection with an investigation, or in response to a subpoena or court order; or
- in the good-faith belief that such disclosure is necessary to comply with legal process or applicable laws, or to protect the rights, property, or safety of FNF, its customers, or the public.

The law does not require your prior authorization and does not allow you to restrict the disclosures described above. Additionally, we may disclose your information to third parties for whom you have given us authorization or consent to make such disclosure. We do not otherwise share your Personal Information or Browsing Information with nonaffiliated third parties, except as required or permitted by law.

We reserve the right to transfer your Personal Information, Browsing Information, and any other information, in connection with the sale or other disposition of all or part of the FNF business and/or assets, or in the event of bankruptcy, reorganization, insolvency, receivership, or an assignment for the benefit of creditors. By submitting Personal Information and/or Browsing Information to FNF, you expressly agree and consent to the use and/or transfer of the foregoing information in connection with any of the above described proceedings.

#### **Security of Your Information**

We maintain physical, electronic, and procedural safeguards to protect your Personal Information.

#### **Choices With Your Information**

Whether you submit Personal Information or Browsing Information to FNF is entirely up to you. If you decide not to submit Personal Information or Browsing Information, FNF may not be able to provide certain services or products to you.

#### **State-Specific Consumer Privacy Information:**

For additional information about your state-specific consumer privacy rights, to make a consumer privacy request, or to appeal a previous privacy request, please follow the link [Privacy Request](#), or email [privacy@fnf.com](mailto:privacy@fnf.com) or call (888) 714-2710.

Certain state privacy laws require that FNF disclose the categories of third parties to which FNF may disclose the Personal Information and Browsing Information listed above. Those categories are:

- FNF affiliates and subsidiaries;
- Non-affiliated third parties, with your consent;
- Business in connection with the sale or other disposition of all or part of the FNF business and/or assets;
- Service providers;
- Law endorsement or authorities in connection with an investigation, or in response to a subpoena or court order.

**For California Residents:** We will not share your Personal Information or Browsing Information with nonaffiliated third parties, except as permitted by California law. For additional information about your California privacy rights, please visit the "California Privacy" link on our website ([fnf.com/california-privacy](http://fnf.com/california-privacy)) or call (888) 413-1748.

**For Nevada Residents:** We are providing this notice pursuant to state law. You may be placed on our internal Do Not Call List by calling FNF Privacy at (888) 714-2710 or by contacting us via the information set forth at the end of this Privacy Notice. For further information concerning Nevada's telephone solicitation law, you may contact: Bureau of Consumer Protection, Office of the Nevada Attorney General, 555 E. Washington St., Suite 3900, Las Vegas, NV 89101; Phone number: (702) 486-3132; email: [aginquiries@ag.state.nv.us](mailto:aginquiries@ag.state.nv.us).

**For Oregon Residents:** We will not share your Personal Information or Browsing Information with nonaffiliated third parties for marketing purposes, except after you have been informed by us of such sharing and had an opportunity to indicate that you do not want a disclosure made for marketing purposes. For additional information about your Oregon consumer privacy rights, or to make a consumer privacy request, or appeal a previous privacy request, please email [privacy@fnf.com](mailto:privacy@fnf.com) or call (888) 714-2710

FNF is the controller of the following businesses registered with the Secretary of State in Oregon:

Chicago Title Company of Oregon, Fidelity National Title Company of Oregon, Lawyers Title of Oregon, LoanCare, Ticor, Title Company of Oregon, Western Title & Escrow Company, Chicago Title Company, Chicago Title Insurance Company, Commonwealth Land Title Insurance Company, Fidelity National Title Insurance Company, Liberty Title & Escrow, Novare National Settlement Service, Ticor Title Company of California, Exos Valuations, Fidelity & Guaranty Life, Insurance Agency, Fidelity National Home Warranty Company, Fidelity National Management Services, Fidelity Residential Solutions, FNF Insurance Services, FNTG National Record Centers, IPEX, Mission Servicing Residential, National Residential Nominee Services, National Safe Harbor Exchanges, National Title Insurance of New York, NationalLink Valuations, NexAce Corp., ServiceLink Auction, ServiceLink Management Company, ServiceLink Services, ServiceLink Title Company of Oregon, ServiceLink Valuation Solutions, Western Title & Escrow Company

**For Vermont Residents:** We will not disclose information about your creditworthiness to our affiliates and will not disclose your personal information, financial information, credit report, or health information to nonaffiliated third parties to market to you, other than as permitted by Vermont law, unless you authorize us to make those disclosures.

### **Information From Children**

The FNF Websites are not intended or designed to attract persons under the age of eighteen (18). We do not collect Personal Information from any person that we know to be under the age of thirteen (13) without permission from a parent or guardian.

### **International Users**

FNF's headquarters is located within the United States. If you reside outside the United States and choose to provide Personal Information or Browsing Information to us, please note that we may transfer that information outside of your country of residence. By providing FNF with your Personal Information and/or Browsing Information, you consent to our collection, transfer, and use of such information in accordance with this Privacy Notice.

### **FNF Website Services for Mortgage Loans**

Certain FNF companies provide services to mortgage loan servicers, including hosting websites that collect customer information on behalf of mortgage loan servicers (the "Service Websites"). The Service Websites may contain links to both this Privacy Notice and the mortgage loan servicer or lender's privacy notice. The sections of this Privacy Notice titled When Information is Disclosed, Choices with Your Information, and Accessing and Correcting Information do not apply to the Service Websites. The mortgage loan servicer or lender's privacy notice governs use, disclosure, and access to your Personal Information. FNF does not share Personal Information collected through the Service Websites, except as required or authorized by contract with the mortgage loan servicer or lender, or as required by law or in the good-faith belief that such disclosure is necessary: to comply with a legal process or applicable law, to enforce this Privacy Notice, or to protect the rights, property, or safety of FNF or the public.

### **Your Consent To This Privacy Notice; Notice Changes**

By submitting Personal Information and/or Browsing Information to FNF, you consent to the collection and use of the information in accordance with this Privacy Notice. We may change this Privacy Notice at any time. The Privacy Notice's effective date will show the last date changes were made. If you provide information to us following any change of the Privacy Notice, that signifies your assent to and acceptance of the changes to the Privacy Notice.

### **Accessing and Correcting Information; Contact Us**

If you have questions or would like to correct your Personal Information, visit FNF's [Privacy Request](https://www.fnf.com/privacy-request) website or contact us by phone at (888) 714-2710, by email at [privacy@fnf.com](mailto:privacy@fnf.com), or by mail to:

Fidelity National Financial, Inc.  
601 Riverside Avenue,  
Jacksonville, Florida 32204  
Attn: Chief Privacy Officer

# ATTACHMENT ONE

## CALIFORNIA LAND TITLE ASSOCIATION STANDARD COVERAGE POLICY - 1990 (11-09-18)

### EXCLUSIONS FROM COVERAGE

The following matters are expressly excluded from the coverage of this policy and the Company will not pay loss or damage, costs, attorneys' fees or expenses which arise by reason of:

1. (a) Any law, ordinance or governmental regulation (including but not limited to building or zoning laws, ordinances, or regulations) restricting, regulating, prohibiting or relating (i) the occupancy, use, or enjoyment of the land; (ii) the character, dimensions or location of any improvement now or hereafter erected on the land; (iii) a separation in ownership or a change in the dimensions or area of the land or any parcel of which the land is or was a part; or (iv) environmental protection, or the effect of any violation of these laws, ordinances or governmental regulations, except to the extent that a notice of the enforcement thereof or a notice of a defect, lien, or encumbrance resulting from a violation or alleged violation affecting the land has been recorded in the public records at Date of Policy.
- (b) Any governmental police power not excluded by (a) above, except to the extent that a notice of the exercise thereof or notice of a defect, lien or encumbrance resulting from a violation or alleged violation affecting the land has been recorded in the public records at Date of Policy.
2. Rights of eminent domain unless notice of the exercise thereof has been recorded in the public records at Date of Policy, but not excluding from coverage any taking which has occurred prior to Date of Policy which would be binding on the rights of a purchaser for value without knowledge.
3. Defects, liens, encumbrances, adverse claims or other matters:
  - (a) whether or not recorded in the public records at Date of Policy, but created, suffered, assumed or agreed to by the insured claimant;
  - (b) not known to the Company, not recorded in the public records at Date of Policy, but known to the insured claimant and not disclosed in writing to the Company by the insured claimant prior to the date the insured claimant became an insured under this policy;
  - (c) resulting in no loss or damage to the insured claimant;
  - (d) attaching or created subsequent to Date of Policy; or
  - (e) resulting in loss or damage which would not have been sustained if the insured claimant had paid value for the insured mortgage or for the estate or interest insured by this policy.
4. Unenforceability of the lien of the insured mortgage because of the inability or failure of the insured at Date of Policy, or the inability or failure of any subsequent owner of the indebtedness, to comply with the applicable doing business laws of the state in which the land is situated.
5. Invalidity or unenforceability of the lien of the insured mortgage, or claim thereof, which arises out of the transaction evidenced by the insured mortgage and is based upon usury or any consumer credit protection or truth in lending law.
6. Any claim, which arises out of the transaction vesting in the insured the estate or interest insured by this policy or the transaction creating the interest of the insured lender, by reason of the operation of federal bankruptcy, state insolvency or similar creditors' rights laws.

### EXCEPTIONS FROM COVERAGE - SCHEDULE B, PART I

This policy does not insure against loss or damage (and the Company will not pay costs, attorneys' fees or expenses) which arise by reason of:

1. Taxes or assessments which are not shown as existing liens by the records of any taxing authority that levies taxes or assessments on real property or by the public records.

Proceedings by a public agency which may result in taxes or assessments, or notices of such proceedings, whether or not shown by the records of such agency or by the public records.
2. Any facts, rights, interests, or claims which are not shown by the public records but which could be ascertained by an inspection of the land or which may be asserted by persons in possession thereof.
3. Easements, liens or encumbrances, or claims thereof, not shown by the public records.
4. Discrepancies, conflicts in boundary lines, shortage in area, encroachments, or any other facts which a correct survey would disclose, and which are not shown by the public records.
5. (a) Unpatented mining claims; (b) reservations or exceptions in patents or in Acts authorizing the issuance thereof; (c) water rights, claims or title to water, whether or not the matters excepted under (a), (b) or (c) are shown by the public records.
6. Any lien or right to a lien for services, labor or material unless such lien is shown by the public records at Date of Policy.

### EXCEPTIONS FROM COVERAGE - SCHEDULE B, PART II

*(Variable exceptions such as taxes, easements, CC&R's, etc., are inserted here)*

## ATTACHMENT ONE (CONTINUED)

### CALIFORNIA LAND TITLE ASSOCIATION STANDARD COVERAGE OWNER'S POLICY (02-04-22) EXCLUSIONS FROM COVERAGE

The following matters are excluded from the coverage of this policy, and the Company will not pay loss or damage, costs, attorneys' fees, or expenses that arise by reason of:

1. a. any law, ordinance, permit, or governmental regulation (including those relating to building and zoning) that restricts, regulates, prohibits, or relates to:
  - i. the occupancy, use, or enjoyment of the Land;
  - ii. the character, dimensions, or location of any improvement on the Land;
  - iii. the subdivision of land; or
  - iv. environmental remediation or protection.
- b. any governmental forfeiture, police, regulatory, or national security power.
- c. the effect of a violation or enforcement of any matter excluded under Exclusion 1.a. or 1.b.  
Exclusion 1 does not modify or limit the coverage provided under Covered Risk 5 or 6.
2. Any power of eminent domain. Exclusion 2 does not modify or limit the coverage provided under Covered Risk 7.
3. Any defect, lien, encumbrance, adverse claim, or other matter:
  - a. created, suffered, assumed, or agreed to by the Insured Claimant;
  - b. not Known to the Company, not recorded in the Public Records at the Date of Policy, but Known to the Insured Claimant and not disclosed in writing to the Company by the Insured Claimant prior to the date the Insured Claimant became an Insured under this policy;
  - c. resulting in no loss or damage to the Insured Claimant;
  - d. attaching or created subsequent to the Date of Policy (Exclusion 3.d. does not modify or limit the coverage provided under Covered Risk 9 or 10); or
  - e. resulting in loss or damage that would not have been sustained if consideration sufficient to qualify the Insured named in Schedule A as a bona fide purchaser had been given for the Title at the Date of Policy.
4. Any claim, by reason of the operation of federal bankruptcy, state insolvency, or similar creditors' rights law, that the transaction vesting the Title as shown in Schedule A is a:
  - a. fraudulent conveyance or fraudulent transfer;
  - b. voidable transfer under the Uniform Voidable Transactions Act; or
  - c. preferential transfer:
    - i. to the extent the instrument of transfer vesting the Title as shown in Schedule A is not a transfer made as a contemporaneous exchange for new value; or
    - ii. for any other reason not stated in Covered Risk 9.b.
5. Any claim of a PACA-PSA Trust. Exclusion 5 does not modify or limit the coverage provided under Covered Risk 8.
6. Any lien on the Title for real estate taxes or assessments imposed or collected by a governmental authority that becomes due and payable after the Date of Policy.  
Exclusion 6 does not modify or limit the coverage provided under Covered Risk 2.b.
7. Any discrepancy in the quantity of the area, square footage, or acreage of the Land or of any improvement to the Land.

### EXCEPTIONS FROM COVERAGE

**Some historical land records contain Discriminatory Covenants that are illegal and unenforceable by law. This policy treats any Discriminatory Covenant in a document referenced in Schedule B as if each Discriminatory Covenant is redacted, repudiated, removed, and not republished or recirculated. Only the remaining provisions of the document are excepted from coverage.**

This policy does not insure against loss or damage and the Company will not pay costs, attorneys' fees, or expenses resulting from the terms and conditions of any lease or easement identified in Schedule A, and the following matters:

#### PART I

1. (a) Taxes or assessments that are not shown as existing liens by the records of any taxing authority that levies taxes or assessments on real property or by the Public Records; (b) proceedings by a public agency that may result in taxes or assessments, or notices of such proceedings, whether or not shown by the records of such agency or by the Public Records.
2. Any facts, rights, interests, or claims that are not shown by the Public Records at Date of Policy but that could be (a) ascertained by an inspection of the Land, or (b) asserted by persons or parties in possession of the Land.
3. Easements, liens or encumbrances, or claims thereof, not shown by the Public Records at Date of Policy.
4. Any encroachment, encumbrance, violation, variation, easement, or adverse circumstance affecting the Title that would be disclosed by an accurate and complete land survey of the Land and not shown by the Public Records at Date of Policy.
5. (a) Unpatented mining claims; (b) reservations or exceptions in patents or in Acts authorizing the issuance thereof; (c) water rights, claims or title to water, whether or not the matters excepted under (a), (b), or (c) are shown by the Public Records.
6. Any lien or right to a lien for services, labor, material or equipment unless such lien is shown by the Public Records at Date of Policy.
7. Any claim to (a) ownership of or rights to minerals and similar substances, including but not limited to ores, metals, coal, lignite, oil, gas, uranium, clay, rock, sand, and gravel located in, on, or under the Land or produced from the Land, whether such ownership or rights arise by lease, grant, exception, conveyance, reservation, or otherwise; and (b) any rights, privileges, immunities, rights of way, and easements associated therewith or appurtenant thereto, whether or not the interests or rights excepted in (a) or (b) appear in the Public Records or are shown in Schedule B.

#### PART II

*(Variable exceptions such as taxes, easements, CC&R's, etc., are inserted here)*

## ATTACHMENT ONE (CONTINUED)

### CLTA/ALTA HOMEOWNER'S POLICY OF TITLE INSURANCE (7-01-21) EXCLUSIONS FROM COVERAGE

The following matters are excluded from the coverage of this policy and We will not pay loss or damage, costs, attorneys' fees, or expenses that arise by reason of:

1. a. any law, ordinance, permit, or governmental regulation (including those relating to building and zoning) that restricts, regulates, prohibits, or relates to:
    - i. the occupancy, use, or enjoyment of the Land;
    - ii. the character, dimensions, or location of any improvement on the Land;
    - iii. the subdivision of land; or
    - iv. environmental remediation or protection.
  - b. any governmental forfeiture, police, or regulatory, or national security power.
  - c. the effect of a violation or enforcement of any matter excluded under Exclusion 1.a. or 1.b.
- Exclusion 1 does not modify or limit the coverage provided under Covered Risk 8.a., 14, 15, 16, 18, 19, 20, 23, or 27.
2. Any power to take the Land by condemnation. Exclusion 2 does not modify or limit the coverage provided under Covered Risk 17.
  3. Any defect, lien, encumbrance, adverse claim, or other matter:
    - a. created, suffered, assumed, or agreed to by You;
    - b. not Known to Us, not recorded in the Public Records at the Date of Policy, but Known to You and not disclosed in writing to Us by You prior to the date You became an Insured under this policy;
    - c. resulting in no loss or damage to You;
    - d. attaching or created subsequent to the Date of Policy (Exclusion 3.d. does not modify or limit the coverage provided under Covered Risk 5, 8.f., 25, 26, 27, 28, or 32); or
    - e. resulting in loss or damage that would not have been sustained if You paid consideration sufficient to qualify You as a bona fide purchaser of the Title at the Date of Policy.
  4. Lack of a right:
    - a. to any land outside the area specifically described and referred to in Item 3 of Schedule A; and
    - b. in any street, road, avenue, alley, lane, right-of-way, body of water, or waterway that abut the Land.

Exclusion 4 does not modify or limit the coverage provided under Covered Risk 11 or 21.
  5. The failure of Your existing structures, or any portion of Your existing structures, to have been constructed before, on, or after the Date of Policy in accordance with applicable building codes. Exclusion 5 does not modify or limit the coverage provided under Covered Risk 14 or 15.
  6. Any claim, by reason of the operation of federal bankruptcy, state insolvency, or similar creditors' rights law, that the transfer of the Title to You is a:
    - a. fraudulent conveyance or fraudulent transfer;
    - b. voidable transfer under the Uniform Voidable Transactions Act; or
    - c. preferential transfer:
      - i. to the extent the instrument of transfer vesting the Title as shown in Schedule A is not a transfer made as a contemporaneous exchange for new value; or
      - ii. for any other reason not stated in Covered Risk 30.
  7. Contamination, explosion, fire, flooding, vibration, fracturing, earthquake, or subsidence.
  8. Negligence by a person or an entity exercising a right to extract or develop oil, gas, minerals, groundwater, or any other subsurface substance.
  9. Any lien on Your Title for real estate taxes or assessments, imposed or collected by a governmental authority that becomes due and payable after the Date of Policy. Exclusion 9 does not modify or limit the coverage provided under Covered Risk 8.a or 27.
  10. Any discrepancy in the quantity of the area, square footage, or acreage of the Land or of any improvement to the Land.

### LIMITATIONS ON COVERED RISKS

Your insurance for the following Covered Risks is limited on the Owner's Coverage Statement as follows:

- For Covered Risk 16, 18, 19 and 21 Your Deductible Amount and Our Maximum Dollar Limit of Liability shown in Schedule A.

The deductible amounts and maximum dollar limits shown on Schedule A are as follows:

	<u>Your Deductible Amount</u>	<u>Our Maximum Dollar Limit of Liability</u>
Covered Risk 16:	1.00% of Policy Amount Shown in Schedule A or \$2,500.00 (whichever is less)	\$ 10,000.00
Covered Risk 18:	1.00% of Policy Amount Shown in Schedule A or \$5,000.00 (whichever is less)	\$ 25,000.00
Covered Risk 19:	1.00% of Policy Amount Shown in Schedule A or \$5,000.00 (whichever is less)	\$ 25,000.00
Covered Risk 21:	1.00% of Policy Amount Shown in Schedule A or \$2,500.00 (whichever is less)	\$ 5,000.00



# ATTACHMENT ONE (CONTINUED)

## CLTA/ALTA HOMEOWNER'S POLICY OF TITLE INSURANCE (12-02-13) EXCLUSIONS

In addition to the Exceptions in Schedule B, You are not insured against loss, costs, attorneys' fees, and expenses resulting from:

1. Governmental police power, and the existence or violation of those portions of any law or government regulation concerning:
  - a. building;
  - b. zoning;
  - c. land use;
  - d. improvements on the Land;
  - e. land division; and
  - f. environmental protection.This Exclusion does not limit the coverage described in Covered Risk 8.a., 14, 15, 16, 18, 19, 20, 23 or 27.
2. The failure of Your existing structures, or any part of them, to be constructed in accordance with applicable building codes. This Exclusion does not limit the coverage described in Covered Risk 14 or 15.
3. The right to take the Land by condemning it. This Exclusion does not limit the coverage described in Covered Risk 17.
4. Risks:
  - a. that are created, allowed, or agreed to by You, whether or not they are recorded in the Public Records;
  - b. that are Known to You at the Policy Date, but not to Us, unless they are recorded in the Public Records at the Policy Date;
  - c. that result in no loss to You; or
  - d. that first occur after the Policy Date - this does not limit the coverage described in Covered Risk 7, 8.e., 25, 26, 27 or 28.
5. Failure to pay value for Your Title.
6. Lack of a right:
  - a. to any land outside the area specifically described and referred to in paragraph 3 of Schedule A; and
  - b. in streets, alleys, or waterways that touch the Land.This Exclusion does not limit the coverage described in Covered Risk 11 or 21.
7. The transfer of the Title to You is invalid as a preferential transfer or as a fraudulent transfer or conveyance under federal bankruptcy, state insolvency, or similar creditors' rights laws.
8. Contamination, explosion, fire, flooding, vibration, fracturing, earthquake or subsidence.
9. Negligence by a person or an Entity exercising a right to extract or develop minerals, water, or any other substances.

### LIMITATIONS ON COVERED RISKS

Your insurance for the following Covered Risks is limited on the Owner's Coverage Statement as follows:

- For Covered Risk 16, 18, 19 and 21, Your Deductible Amount and Our Maximum Dollar Limit of Liability shown in Schedule A.

The deductible amounts and maximum dollar limits shown on Schedule A are as follows:

	<u>Your Deductible Amount</u>	<u>Our Maximum Dollar Limit of Liability</u>
Covered Risk 16:	1.00% of Policy Amount Shown in Schedule A or \$2,500.00 (whichever is less)	\$ 10,000.00
Covered Risk 18:	1.00% of Policy Amount Shown in Schedule A or \$5,000.00 (whichever is less)	\$ 25,000.00
Covered Risk 19:	1.00% of Policy Amount Shown in Schedule A or \$5,000.00 (whichever is less)	\$ 25,000.00
Covered Risk 21:	1.00% of Policy Amount Shown in Schedule A or \$2,500.00 (whichever is less)	\$ 5,000.00

## ATTACHMENT ONE (CONTINUED)

### ALTA OWNER'S POLICY (07-01-2021)

#### EXCLUSIONS FROM COVERAGE

The following matters are excluded from the coverage of this policy, and the Company will not pay loss or damage, costs, attorneys' fees, or expenses that arise by reason of:

1. a. any law, ordinance, permit, or governmental regulation (including those relating to building and zoning) that restricts, regulates, prohibits, or relates to:
    - i. the occupancy, use, or enjoyment of the Land;
    - ii. the character, dimensions, or location of any improvement on the Land;
    - iii. the subdivision of land; or
    - iv. environmental remediation or protection.
  - b. any governmental forfeiture, police, regulatory, or national security power.
  - c. the effect of a violation or enforcement of any matter excluded under Exclusion 1.a. or 1.b.
- Exclusion 1 does not modify or limit the coverage provided under Covered Risk 5 or 6.
2. Any power of eminent domain. Exclusion 2 does not modify or limit the coverage provided under Covered Risk 7.
  3. Any defect, lien, encumbrance, adverse claim, or other matter:
    - a. created, suffered, assumed, or agreed to by the Insured Claimant;
    - b. not Known to the Company, not recorded in the Public Records at the Date of Policy, but Known to the Insured Claimant and not disclosed in writing to the Company by the Insured Claimant prior to the date the Insured Claimant became an Insured under this policy;
    - c. resulting in no loss or damage to the Insured Claimant;
    - d. attaching or created subsequent to the Date of Policy (Exclusion 3.d. does not modify or limit the coverage provided under Covered Risk 9 or 10); or
    - e. resulting in loss or damage that would not have been sustained if consideration sufficient to qualify the Insured named in Schedule A as a bona fide purchaser had been given for the Title at the Date of Policy.
  4. Any claim, by reason of the operation of federal bankruptcy, state insolvency, or similar creditors' rights law, that the transaction vesting the Title as shown in Schedule A is a:
    - a. fraudulent conveyance or fraudulent transfer;
    - b. voidable transfer under the Uniform Voidable Transactions Act; or
    - c. preferential transfer:
      - i. to the extent the instrument of transfer vesting the Title as shown in Schedule A is not a transfer made as a contemporaneous exchange for new value; or
      - ii. for any other reason not stated in Covered Risk 9.b.
  5. Any claim of a PACA-PSA Trust. Exclusion 5 does not modify or limit the coverage provided under Covered Risk 8.
  6. Any lien on the Title for real estate taxes or assessments, imposed or collected by a governmental authority that becomes due and payable after the Date of Policy. Exclusion 6 does not modify or limit the coverage provided under Covered Risk 2.b.
  7. Any discrepancy in the quantity of the area, square footage, or acreage of the Land or of any improvement to the Land.

#### EXCEPTIONS FROM COVERAGE

**Some historical land records contain Discriminatory Covenants that are illegal and unenforceable by law. This policy treats any Discriminatory Covenant in a document referenced in Schedule B as if each Discriminatory Covenant is redacted, repudiated, removed, and not republished or recirculated. Only the remaining provisions of the document are excepted from coverage.**

This policy does not insure against loss or damage and the Company will not pay costs, attorneys' fees, or expenses resulting from the terms and conditions of any lease or easement identified in Schedule A, and the following matters:

*NOTE: The 2021 ALTA Owner's Policy may be issued to afford either Standard Coverage or Extended Coverage. In addition to variable exceptions such as taxes, easements, CC&R's, etc., the Exceptions from Coverage in a Standard Coverage policy will also include the Western Regional Standard Coverage Exceptions listed as 1 through 7 below:*

1. (a) Taxes or assessments that are not shown as existing liens by the records of any taxing authority that levies taxes or assessments on real property or by the Public Records; (b) proceedings by a public agency that may result in taxes or assessments, or notices of such proceedings, whether or not shown by the records of such agency or by the Public Records.
2. Any facts, rights, interests, or claims that are not shown by the Public Records at Date of Policy but that could be (a) ascertained by an inspection of the Land or (b) asserted by persons or parties in possession of the Land.
3. Easements, liens or encumbrances, or claims thereof, not shown by the Public Records at Date of Policy.
4. Any encroachment, encumbrance, violation, variation, easement, or adverse circumstance affecting the Title that would be disclosed by an accurate and complete land survey of the Land and not shown by the Public Records at Date of Policy.
5. (a) Unpatented mining claims; (b) reservations or exceptions in patents or in Acts authorizing the issuance thereof; (c) water rights, claims or title to water, whether or not the matters excepted under (a), (b), or (c) are shown by the Public Records.
6. Any lien or right to a lien for services, labor, material or equipment unless such lien is shown by the Public Records at Date of Policy.
7. Any claim to (a) ownership of or rights to minerals and similar substances, including but not limited to ores, metals, coal, lignite, oil, gas, uranium, clay, rock, sand, and gravel located in, on, or under the Land or produced from the Land, whether such ownership or rights arise by lease, grant, exception, conveyance, reservation, or otherwise; and (b) any rights, privileges, immunities, rights of way, and easements associated therewith or appurtenant thereto, whether or not the interests or rights excepted in (a) or (b) appear in the Public Records or are shown in Schedule B.

## **ATTACHMENT ONE (CONTINUED)**

### **2006 ALTA OWNER'S POLICY (06-17-06)**

#### **EXCLUSIONS FROM COVERAGE**

The following matters are expressly excluded from the coverage of this policy, and the Company will not pay loss or damage, costs, attorneys' fees, or expenses that arise by reason of:

1. (a) Any law, ordinance, permit, or governmental regulation (including those relating to building and zoning) restricting, regulating, prohibiting, or relating to
  - (i) the occupancy, use, or enjoyment of the Land;
  - (ii) the character, dimensions, or location of any improvement erected on the Land;
  - (iii) the subdivision of land; or
  - (iv) environmental protection;or the effect of any violation of these laws, ordinances, or governmental regulations. This Exclusion 1(a) does not modify or limit the coverage provided under Covered Risk 5.
- (b) Any governmental police power. This Exclusion 1(b) does not modify or limit the coverage provided under Covered Risk 6.
2. Rights of eminent domain. This Exclusion does not modify or limit the coverage provided under Covered Risk 7 or 8.
3. Defects, liens, encumbrances, adverse claims, or other matters
  - (a) created, suffered, assumed, or agreed to by the Insured Claimant;
  - (b) not Known to the Company, not recorded in the Public Records at Date of Policy, but Known to the Insured Claimant and not disclosed in writing to the Company by the Insured Claimant prior to the date the Insured Claimant became an Insured under this policy;
  - (c) resulting in no loss or damage to the Insured Claimant;
  - (d) attaching or created subsequent to Date of Policy (however, this does not modify or limit the coverage provided under Covered Risk 9 and 10); or
  - (e) resulting in loss or damage that would not have been sustained if the Insured Claimant had paid value for the Title.
4. Any claim, by reason of the operation of federal bankruptcy, state insolvency, or similar creditors' rights laws, that the transaction vesting the Title as shown in Schedule A, is
  - (a) a fraudulent conveyance or fraudulent transfer; or
  - (b) a preferential transfer for any reason not stated in Covered Risk 9 of this policy.
5. Any lien on the Title for real estate taxes or assessments imposed by governmental authority and created or attaching between Date of Policy and the date of recording of the deed or other instrument of transfer in the Public Records that vests Title as shown in Schedule A.

#### **EXCEPTIONS FROM COVERAGE**

This policy does not insure against loss or damage, and the Company will not pay costs, attorneys' fees, or expenses that arise by reason of:

*NOTE: The 2006 ALTA Owner's Policy may be issued to afford either Standard Coverage or Extended Coverage. In addition to variable exceptions such as taxes, easements, CC&R's, etc., the Exceptions from Coverage in a Standard Coverage policy will also include the Western Regional Standard Coverage Exceptions listed below as 1 through 7 below:*

1. (a) Taxes or assessments that are not shown as existing liens by the records of any taxing authority that levies taxes or assessments on real property or by the Public Records; (b) proceedings by a public agency that may result in taxes or assessments, or notices of such proceedings, whether or not shown by the records of such agency or by the Public Records.
2. Any facts, rights, interests, or claims that are not shown by the Public Records at Date of Policy but that could be (a) ascertained by an inspection of the Land, or (b) asserted by persons or parties in possession of the Land.
3. Easements, liens or encumbrances, or claims thereof, not shown by the Public Records at Date of Policy.
4. Any encroachment, encumbrance, violation, variation, easement, or adverse circumstance affecting the Title that would be disclosed by an accurate and complete land survey of the Land and not shown by the Public Records at Date of Policy.
5. (a) Unpatented mining claims; (b) reservations or exceptions in patents or in Acts authorizing the issuance thereof; (c) water rights, claims or title to water, whether or not the matters excepted under (a), (b), or (c) are shown by the Public Records.
6. Any lien or right to a lien for services, labor, material or equipment unless such lien is shown by the Public Records at Date of Policy.]
7. Any claim to (a) ownership of or rights to minerals and similar substances, including but not limited to ores, metals, coal, lignite, oil, gas, uranium, clay, rock, sand, and gravel located in, on, or under the Land or produced from the Land, whether such ownership or rights arise by lease, grant, exception, conveyance, reservation, or otherwise; and (b) any rights, privileges, immunities, rights of way, and easements associated therewith or appurtenant thereto, whether or not the interests or rights excepted in (a) or (b) appear in the Public Records or are shown in Schedule B.

## Notice of Available Discounts

Pursuant to Section 2355.3 in Title 10 of the California Code of Regulations Fidelity National Financial, Inc. and its subsidiaries ("FNF") must deliver a notice of each discount available under our current rate filing along with the delivery of escrow instructions, a preliminary report or commitment. Please be aware that the provision of this notice does not constitute a waiver of the consumer's right to be charged the filed rate. As such, your transaction may not qualify for the below discounts.

You are encouraged to discuss the applicability of one or more of the below discounts with a Company representative. These discounts are generally described below; consult the rate manual for a full description of the terms, conditions and requirements for such discount. These discounts only apply to transactions involving services rendered by the FNF Family of Companies. This notice only applies to transactions involving property improved with a one-to-four family residential dwelling.

Not all discounts are offered by every FNF Company. The discount will only be applicable to the FNF Company as indicated by the named discount.

### **FNF Underwritten Title Companies**

CTC - Chicago Title Company  
CLTC - Commonwealth Land Title Company  
FNTC - Fidelity National Title Company  
FNTCCA - Fidelity National Title Company of California  
TICOR - Ticor Title Company of California  
LTC - Lawyer's Title Company  
SLTC - ServiceLink Title Company

### **Underwritten by FNF Underwriters**

CTIC - Chicago Title Insurance Company  
CLTIC - Commonwealth Land Title Insurance Co.  
FNTIC - Fidelity National Title Insurance Co.  
NTINY - National Title Insurance of New York

### **Available Discounts**

#### **CHURCHES OR CHARITABLE NON-PROFIT ORGANIZATIONS (CTIC, CLTIC, FNTIC, NTINY)**

On properties used as a church or for charitable purposes within the scope of the normal activities of such entities, provided said charge is normally the church's obligation the charge for an owner's policy shall be fifty percent (50%) to seventy percent (70%) of the appropriate title insurance rate, depending on the type of coverage selected. The charge for a lender's policy shall be forty percent (40%) to fifty percent (50%) of the appropriate title insurance rate, depending on the type of coverage selected.

#### **DISASTER AREA TRANSACTIONS (CTIC, CLTIC, FNTIC, NTINY)**

This rate is available for individuals or entities that were victims of a national or state disaster. The rate can be used for a Lender's Policy (Standard or Extended), or an Owner's Policy (Standard or Homeowners coverage). To qualify for this rate, the applicant must, prior to the closing of the applicable transaction, make a written request, including a statement meeting the following criteria:

- A. The subject property is in a disaster area declared by the government of the United States or the State of California.
- B. The subject property was substantially or totally destroyed in the declared disaster.
- C. The subject property ownership has not changed since the time of the disaster.

The rate will be fifty percent (50%) of the applicable rate, and the transaction must be completed within sixty (60) months of the date of the declaration of the disaster.

#### **DISASTER AREA ESCROWS (CTC, CLTC, FNTC, TICOR, LTC)**

This rate is available for individuals or entities that were victims of a national or state disaster. The rate can be used for a loan or a sale escrow transaction. To qualify for this rate, the applicant must, prior to the closing of the applicable transaction, make a written request, including a statement meeting the following criteria:

- A. The subject property is in a disaster area declared by the government of the United States or the State of California.
- B. The subject property was substantially or totally destroyed in the declared disaster.
- C. The subject property ownership has not changed since the time of the disaster.

## Notice of Available Discounts

(continued)

The rate will be fifty percent (50%) of the applicable rate, and the transaction must be completed within sixty (60) months of the date of the declaration of the disaster. Standard minimum charge applies based upon property type. No other discounts or special rates, or combination of discounts or special rates, shall be applicable. Applies to a single transaction per property.

This rate is applicable to the following Zones/Counties:

Zone 1.A: Orange County

Zone 1.B: Riverside and San Bernardino Counties

Zone 2: Los Angeles County

Zone 3: Ventura County

Zone 10: San Diego County

Zone 12: Imperial County

If used for a sale transaction, the application of this rate assumes the charge for the Residential Sale Escrow Services (RSES) fee will be split evenly between buyer and seller. As such and regardless of how the calculated applicable RSES will be split between the disaster victim and the other principal, the rate will be applied only to one half (1/2) of the calculated applicable RSES fee, regardless of whether the disaster victim is paying half (1/2) of the RSES fee (as is customary) or paying the entire fee. The rate under this provision will be fifty percent (50%) of disaster victims' one half (1/2) portion only and shall not apply to any portion paid by non-disaster victim. Additional services will be charged at the normal rates.

### **MILITARY DISCOUNT RATE (CTIC, CLTIC, FNTIC)**

Upon the Company being advised in writing and prior to the closing of the transaction that an active duty, honorably separated, or retired member of the United States Military or Military Reserves or National Guard is acquiring or selling an owner occupied one-to-four family property, the selling owner or acquiring buyer, as applicable, will be entitled to a discount equal to fifteen percent (15%) of the otherwise applicable rates such party would be charged for title insurance policies. Minimum charge: Four Hundred Twenty-Five And No/100 Dollars (\$425.00)

The Company may require proof of eligibility from the parties to the transaction verifying they are entitled to the discount as described. No other discounts or special rates, or combination of discounts or special rates, shall be applicable.

### **MILITARY RATE (SLTC)**

A discount of twenty percent (20%) off the purchase transaction closing and settlement fee or a discount of One Hundred And No/100 Dollars (\$100.00) off the refinance closing and settlement fee, will be applied when the loan is guaranteed by the United States Veterans Administration and the escrow fee is being paid by the consumer and is listed as paid by borrower on the Closing Disclosure and final Settlement Statement.