



**RANCH & RESORT
REALTY**

VISTA VERDE GUEST RANCH
COLORADO—ROUTT COUNTY—STEAMBOAT SPRINGS



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RANCH OVERVIEW

Vista Verde Ranch is a long-established luxury ranch in one of Colorado's most scenic areas; it is among the West's most recognized and exclusive guest ranches. Shadowed by the snow-capped peaks of the Zirkel Range at the headwaters of the free-flowing Elk River, Vista Verde Ranch consists of 587 acres with top quality improvements. The impressive lodge, large indoor riding arena and posh western cabins provide a solid foundation for the customized experience that attracts guests from all over the globe. Adjacent to the ranch and bordering Coulton Creek is an elegant 8,800 sq.ft. owner's home; it overlooks the mare barn below and the ranch headquarters in the distance. Public land permits provide exclusive commercial access to thousands of acres on the surrounding Routt National Forest. World-class downhill skiing, boutique shopping and fine dining is a half hour drive in Steamboat Springs, a friendly western ski town in northwest Colorado.

587 AC | EXCLUSIVE GUEST RANCH | NATIONAL FOREST BOUNDARY | LUXURY IMPROVEMENTS



LOCATION

Vista Verde Ranch is an easy drive through the Elk River Valley's cattle ranches along the wild and scenic Elk River. Located six miles east of Clark, the ranch is accessed via paved roads with year-round maintenance. Clark, a picturesque community 17 miles north of Steamboat Springs, is home to a 1:7 ratio pre-school, award-winning K-8 charter school, and the popular Clark Store. Here you can check your mail, grab a coffee, enjoy a meal with made-from-scratch locally sourced food or stock up at the full-service liquor store. Clark also has a fire station that houses an ambulance, structural engine, water tender, brush truck and a squad truck. Steamboat Springs is a resort town in northern Colorado and is about 160 miles northwest of Denver. Colorado, geographically located for easy access around the nation, is one the top states to do business. High quality of life fueled by abundant outdoor recreation, a well-educated work force and healthy lifestyles are among the many reasons companies call Colorado home.



LAND

Vista Verde Ranch is well-located property at 7,700 feet above sea level. It is a small, park like valley flanked by forested mountains that rise to 9,000 feet in elevation. Just a few miles east of the ranch are the distinct, 12,000 ft. rugged peaks of the Zirkel Range and the Continental Divide. Beyond the southern boundary of the ranch is the freestone Elk River, a river said to flow more water for its length than any other in North America. The improvements on the ranch are clustered near the northeast corner and horse pastures extend south toward the tree-lined river corridor. The owner's home is situated on a gently sloping hillside along the ranch's western border. The bulk of the land has a commercial-friendly conservation easement; three additional parcels allow for typical area residential development. The fenced pastures in the valley floor provide excellent native forage for horses and wildlife and the aspen covered hillsides rise to the spruce and fir forests at the higher elevations overlooking the ranch.



GUEST RANCH IMPROVEMENTS

Guests enjoy a week in one of twelve private, well-appointed log cabins on the ranch. Ranging in size from 900 to 1,400 sq. ft., each cabin is outfitted with fine linens, attractive artwork, a well-stocked refrigerator and a private hot tub. Three lodge-style rooms, ideal for individuals or couples, are also available. The lodge was built on a grand scale that skillfully invites intimate conversation or curling up with a good book on one of the oversized chairs by the huge fireplace. The dining area easily accommodates an intimate wine tasting class or a full house in comfortably arranged seating. The impeccable kitchen is used for weekly culinary classes, allowing guests to re-create a sliver of their Colorado experience when they return home to their own kitchens. The notable equestrian program at Vista Verde is offered during all seasons with summer activities taking full advantage of the outdoor arena, extensive trails and adjoining national forest.



GUEST RANCH IMPROVEMENTS

A state-of-the-art indoor riding arena expands the equestrian activities to a year-round opportunity and attracts some of the best horse clinicians in the industry. The insulated facility is surprisingly efficient; it is economical to heat in the winter and remains cool during the warm summer days. The nordic center is the launching point for the wide array of outdoor adventures guests enjoy on the ranch. Every mountain activity imaginable starts here: a seemingly unlimited supply of quality snowshoes, bicycles, cross country skis and fishing rods, to name just a few, are matched to guests so they can safely experience mountain recreation. The kids' cabin is similarly outfitted with everything-fun for the younger Vista Verde Ranch guests. Summertime guests can enjoy time in and around the swimming pool after a day on the trail or in the saddle.



OWNER'S HOME & EMPLOYEE HOUSING

The improvements on the ranch lend themselves not only to an outstanding guest experience, but to excellent employee attraction and retention. The comfort and variety of the on-site housing enables the ranch to attract and retain excellent staff; the quality accommodations range from dorm-style with several private bunks to apartments, cabins and homes. The newly constructed manager home is on site but secluded from the rest of the ranch; it was built to incorporate flexibility for future employee or owner uses. The 8,800 sq. ft. custom owner's home overlooks the classic-style barn and Coulton Creek. An intricately hand carved front door opens up to a dramatic great room that leads to a chef's kitchen, inviting dining room, and the main level master wing. The upper level has 4 en-suite bedrooms, a gym area and a den. The 4-car garage was intelligently designed to allow a truck and trailer to pull through. The improvements and updates are done well and done right not only to have the best, most luxurious environment for guests, staff and owners, but also to increase efficiency and create predictability for future maintenance costs.







RECREATIONAL AMENITIES

Colorado's sunny weather and dry climate are ideal for comfortable outdoor recreation in every season. Adventures on and off of the ranch are tailored to each individual; the staff to guest ratio is unique in the industry at less than 1:1. Guests can develop and hone skills in horse clinics, culinary classes, wine tastings and photography workshops. With a string of over 100 horses, riders and their horses are matched to master technical skills or simply to enjoy a great trail ride through the forest. Hiking, biking, riding, fishing, rock climbing, rafting/kayaking, backcountry skiing, snow biking, yoga, and snowshoeing are just a few of the ways guests can experience adventure in Colorado's Rocky Mountains.





WATER RIGHTS

Vista Verde Ranch lies at the confluence of Coulton Creek, which flows just inside the western boundary, and Hinman Creek, which flows along the southern boundary. Water rights include:

Sunnyside Ditch No. 1- 6.6 c.f.s. Irr., dom., stock App. 5/1/1912 Adj. 11/30/1944

Tufly Spring & Pipeline- 0.0156 c.f.s. Dom., stock Adj. 5/3/1964 App. 6/2/1964

Coulton Creek Ditch- 3.4 c.f.s. Irr. Adj. 3/30/1964 App. 7/1/1934

Sunnyside Ditch Enlargement- 6.4 c.f.s. Irr., dom. Adj. 9/11/1972 App. 5/10/1966

Coulton Creek Ditch- 0.25 c.f.s. Irrigation Adj. 03/30/1964 App. 07/01/1934

Bill's Spring- 0.033 c.f.s. Dom. Adj. 10/25/1991 App. 07/01/1988

Van Straaten Pond- 7.39 a.f. Adj. 01/03/1992 App. 06/01/1988

Commercial well- Permit 51820

Residential wells- Permits 154872 and 152494

The Elk River is just south of the ranch and flows from the adjoining Routt National Forest. Giant boulders in the river are rearranged every spring as the river drains enormous amounts of snowpack from the watershed. The river is tamed with the onset of summer, creating outstanding fishing opportunities in the healthy, nutrient rich waterway.



REGION

Routt National Forest nearly surrounds the ranch. It is a one-million-acre playground stretching from Wyoming to Steamboat Springs. The Yampa Valley Regional Airport with daily flights to Denver International Airport is under an hour's drive. During the ski season, direct flights are available from Atlanta, Chicago, Dallas/Ft. Worth, Houston, Minneapolis, Los Angeles, Newark, Washington D.C., Seattle, Boston and Ft. Lauderdale. Steamboat Springs has a population of about 12,000; it is a friendly resort community with amenities often only found in larger towns. The UC Health Yampa Valley Medical Center is a full service acute care hospital offering sophisticated medical services to the area. The Bud Werner Memorial Library is a state of the art facility in downtown, adjacent to the bike path and Yampa River. Colorado Mountain College, a long-established community college, offers several 4-year degree programs.



REGION

The Steamboat Ski Resort, acquired in 2017 by KSL Capital Partners and Henry Crown and Company (parent company of Aspen Ski Co.) has nearly 3,000 acres of ski-able terrain ranging from 10,500 feet along the Continental Divide to 6,900 feet at the mountain village. It is consistently among the top ranked ski resorts in the nation for powder, variety of runs and hospitality. Home to more Olympians than any other ski complex in North America, City of Steamboat Springs owned Howelsen Hill is the oldest continuously operating ski area in the nation. Adjacent to the ski complex is the City-owned indoor ice rink and outdoor arena that hosts PRCA sanctioned outdoor summer rodeo series. With its long history of winter sports and agriculture, this area is where the world's best athletes intersect with generations of ranching families.



TYPICAL NORTHERN COLORADO WEATHER

Weather in Clark, Colorado is generally cool and dry with an abundance of sunshine. Average precipitation is just over 16” in rainfall and 400” of annual snowfall. January is the coldest month with lows averaging 1° and highs averaging 28°. The warmest month is July with an average low of 42° and a high of 82°.

Distinct seasons allow for a wide range of outdoor activities. Winter snowmobiling, cross-country skiing, and snowshoeing through deep powder snow is as exhilarating on a clear sunny day as it is tranquil under a blanket of clouds on a snowy day. Spring hiking along swiftly flowing streams reveals new wildflowers pushing up through the melting snow. Summer raises outdoor exploration of this natural environment to an irresistible level: trails beckon, lakes lure, rivers call. A long ride through the tall golden aspens during the fall are among a long list of activities guests enjoy both on and off the ranch in every season. The beauty of Colorado’s Rocky Mountain region is not easily described or adequately depicted in photos; guests at Vista Verde Ranch get to experience it, soak it in, and recharge.



OPERATIONAL CONSIDERATIONS

Vista Verde Ranch is operated as a luxury guest ranch on 587 private acres and by permit on thousands of acres on the adjoining public land. Conveyance of the permits is customary after the sale and upon satisfaction of simple requirements. The majority of bookings come from returning guests and word of mouth and the staff turnover is extremely low. The evolution of the ownership and management has resulted in a driving mission to develop leaders at the ranch in the young staff members. The personal investment in the staff ripples out to each and every guest; staff members who are respected, empowered and mentored are naturally inspired to serve each other and the guests. The ranch business generates a positive cash flow; the larger return comes in the form of service to others -- doing something bigger and being able to impact people in a deeply meaningful way. The ranch's standing as a highly rated, globally recognized destination resort together with top quality improvements, infrastructure and highly talented staff in a pristine alpine setting, position the next owner for continued success.



OPERATIONAL CONSIDERATIONS

The current owner, with a shorter-than-intended tenure, closely followed his predecessors' footsteps; he added his own long list of improvements and efficiencies to the ranch. These have enhanced and streamlined ranch operations and increased the profitability of the business. The long-term management team has expertly pulled the best qualities of each previous owner and woven those qualities into their relationships with guests and staff. What has evolved is a culture and guest experience like no other.





ABOUT THE RANCH

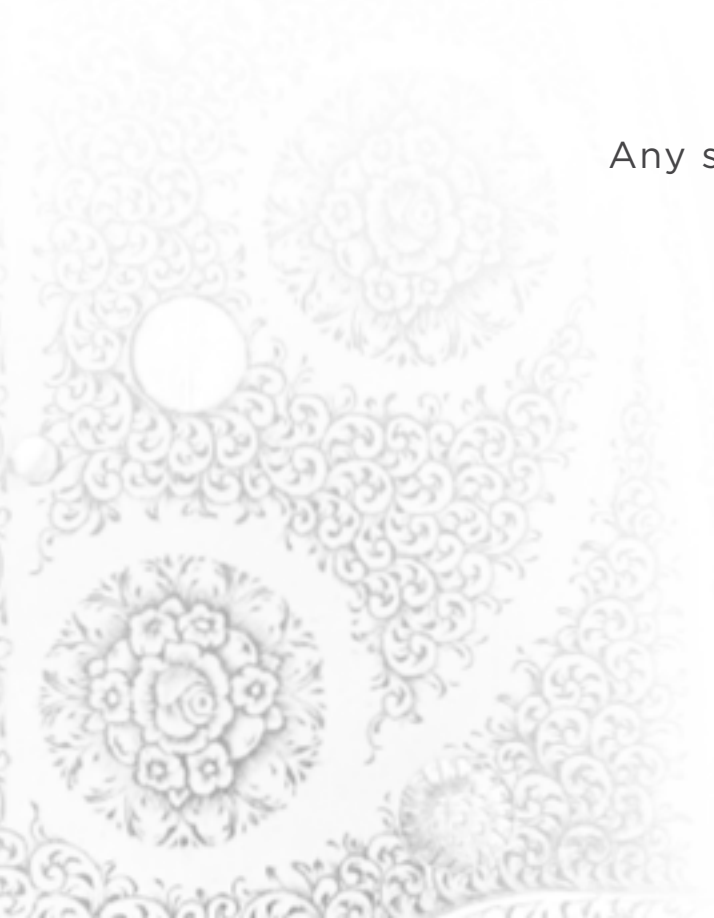
TAXES:

\$90,638.38

MINERAL RIGHTS:

Any seller owned mineral rights will convey.

PRICE: \$17,999,000

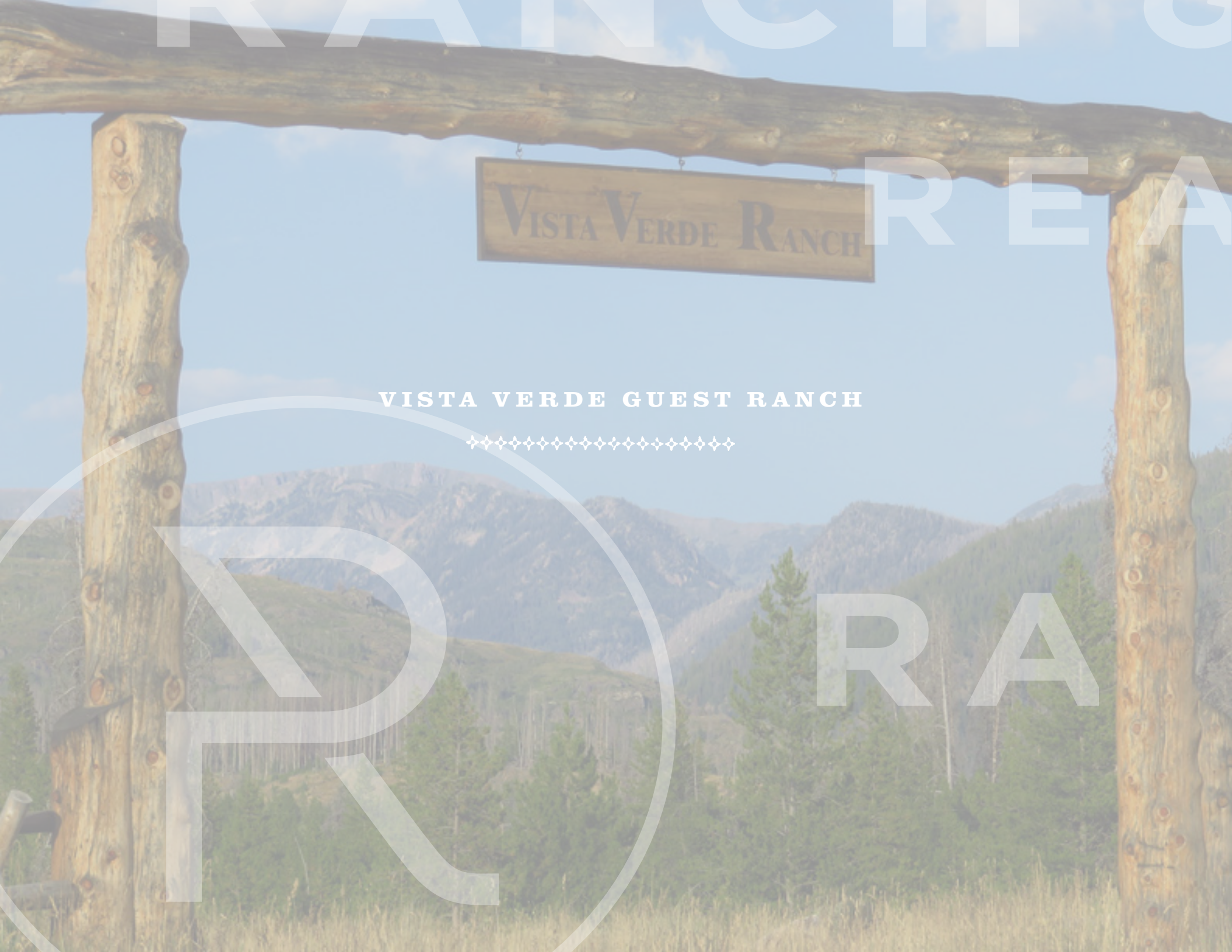




BROKER'S COMMENT

Vista Verde Ranch is an opportunity to host guests in an intimate setting with an impressive variety of activities, outstanding cuisine and ultra-comfortable accommodations. The ranch is one of three ranches in the nation awarded the prestigious AAA Four Diamond rating, North America's premier hotel rating program and is recognized among the most exclusive luxury guest ranches in the world. With a strong expectation of quality and an eye toward ease of ownership in the future, every improvement on the ranch has been diligently and thoroughly upgraded. New improvements have recently been added, expanding opportunities available to guests and management. Somewhat unique in the industry, is the ranch's ability to generate a positive cash flow with more opportunity to increase revenues. The federal and county permits that accompany the current ranch operation are exceedingly difficult, if not impossible, to obtain in today's regulatory climate. Vista Verde Ranch, with a long history of outstanding service and quality, combined with its location and irreplaceable entitlements, is being offered turnkey at \$17,999,000.





VISTA VERDE RANCH

VISTA VERDE GUEST RANCH



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