Welcome

The Mountain Haus Condominium Annual Home Owner Meeting

December 6, 2014



1970 - 2014





Mountain Haus Condominium Association

Owner Packet

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Section 1
<u>Annual Meeting Agenda</u>
December 6, 2014



Mountain Haus Condominium Association Annual Owners Meeting Agenda

Saturday, December 6, 2014 8:00am Alpine Conference Room

Invocation

Roll Call

Proof of Notice of Meeting

Approval of past year Minutes (2013)

Reports of Committees

Building & Grounds Property Management Finance

Owner Education Presentation

(Legal & Lawsuits)

General Manager's Report

Election of Managers

Applications Welcomed

MOTION: that the nominees at the Mountain Haus' 2014 Annual Meeting for the Board of Managers be Chris Fluke of unit 571, Don Peek of units 330 & 446, and Kathleen Macmenamin of unit 691 for three year terms of service to the Board of Managers beginning on December 6, 2014.

Unfinished Business

New Business

Motion to Adjourn



Section 2
<u>Annual Meeting Minutes</u>
From December 7, 2013

MINUTES OF THE ANNUAL MEETING OF THE OWNERS OF THE MOUNTAIN HAUS CONDOMINIUM ASSOCIATION

December 7, 2013

The 42nd Annual Meeting of the Owners of the Mountain Haus Condominium Association was called to order on December 7, 2013 at 8:05 a.m. by Richard Selph, President of the Association. Bob Sinclair opened the meeting with an invocation. Mr. Selph then asked for the traditional Owner introductions. Barbara Banks, Association legal counsel, certified that notice of the annual meeting was mailed to all Owners in accordance with the Bylaws of the Association and that a quorum was present for the conduct of business.

As the first order of business, Mr. Selph requested the approval of last year's Minutes of the Annual Meeting. Upon motion duly seconded, the Owners approved the Minutes of the Annual Meeting of the Owners of the Mountain Haus Condominium Association of December 8, 2012.

As the next order of business, Jeff Fanyo gave the Building and Grounds Committee Report. Other committee members are Don Tunks, Don Peek and Jack Steinhauser. Mr. Fanyo reported on the status of the 2012-2013 capital improvements and highlighted the completion of the ski locker room renovation, indoor/outdoor pool pumps, atrium glass upgrades and new lobby furnishings.

Mr. Fanyo then discussed capital projects for fiscal year 2013-2014. The major undertaking is the replacement of the building boiler system and upgrades to the mechanical room. The building continues to use the two original boilers; these boilers will be replaced with 3-5 boilers with a redundant system so that boilers are firing only as needed. The total cost of the project is estimated at \$620,550 and is now in the bidding process.

As the next order of business, Larry Domont gave the report of the Property Management Committee. Other committee members are Cynthia Gordon, Alberto Sanchez, and Don Peek. Dr. Domont reported that 67 Units/rooms are currently available to rent in the condotel program, and he advised that the gross room revenue for fiscal year 2012-2013 was the highest since 2008. Dr. Domont pointed out to Owners that the rental graphs are included in the Owner Packets.

Dr. Domont reported on litigation filed by an Owner against the Association based upon claims of breach of covenants and nuisance arising out of heating issues in the Owner's Unit. Dr. Domont reported that the insurance company has accepted defense of the nuisance claim.

Dr. Domont stated that the Property Management Committee routinely reviews the comment cards left by guests; Dr. Domont reported that generally the building received very favorable reviews. Dr. Domont also reported that the Mountain Haus has received the highest customer service rating and tied for first place in the Platinum Service Program for two years straight. In addition, the average Unit quality assurance rating went from 90.39 to 90.60%.

Dr. Domont also reported on several aspects of the condotel program. He reported that the new bath amenities with the Mountain Haus logo have been well-received. He also reminded the Owners about the pet option. Dr. Domont also mentioned the Vail Valley Veterans Program and encouraged Owners to make their Units available for this program for Veterans. Finally, Dr. Domont reported that the building has experienced some issues with bats; the bats have migrated for the winter, and in the interim, certain alterations are being made to the building to discourage the bats' return to the building next spring.

Dr. Domont announced the building shut-down dates for 2014: the spring closure is April 21 – June 13, and the fall closure is September 22 – November 14. Dr. Domont reported that Owner use calendars must be turned in by June 1 for the winter season and by March 1 for the summer season. Dr. Domont ended his report by asking each Owner to inspect his or her Unit in order to assist management in its continuing efforts to maintain the high quality of accommodations available at the Mountain Haus.

As the next order of business Mr. Selph introduced Chris Fluke, Chairman of the Finance Committee. Other committee members are Don Tunks and Jack Steinhauser.

At this time in the proceeding, Mr. Fluke introduced Joe Adams of E.K.S. & H. to present the audit results. Mr. Adams reported that the audit report is a clean, unqualified opinion with the highest level of assurance. In his review of the Operating Statement, Mr. Adams commented that gross room revenues were very consistent to revenues for the prior fiscal year, and he commended Mr. Hawkins and staff for doing an excellent job of controlling costs on the expense side. Mr. Adams also highlighted Note 4 in the Auditors' Report which addresses the pending litigation. Mr. Adams also confirmed that management has complied with the rental rotation allocation Rule 8.

Mr. Fluke announced a patronage dividend in the amount of \$10,106 to be paid to condotel Owners of record in the rental pool as of October 31, 2013: payable no later than February 15, 2014. Mr. Fluke also announced a patronage dividend in the amount of \$4,462 to be paid to all Association Owners of record as of October 31, 2013; payable no later than February 15, 2014.

Mr. Fluke also announced that Common Assessments have been raised 3%, but the rental split remains at 52% to the Owners and 48% to the Condotel operation. He also advised that copies of the budgets are in the Owner Packets.

As the next order of business, Mr. Selph called upon Barbara Banks, Association legal counsel, to make an educational presentation to the Owners as required by Colorado law. Ms. Banks made a presentation on Sections 12 and 16 of the Declaration which

address Owner maintenance responsibilities in its air space Unit and the ownership of the Common Elements by all of the Owners as tenants in common.

As the next order of business, Steve Hawkins gave the General Manager's Report. Mr. Hawkins introduced the management team. Mr. Hawkins referred the Owners to the updated Owner Directory which is in electronic format. He indicated that the Condominium Declaration and other constituent documents of the Mountain Haus are available in the Association office and on the website.

Mr. Hawkins gave a brief overview concerning the completed capital projects, including the renovation of the ski locker room. Mr. Hawkins also addressed the issues related to the ski-locker locks which will be replaced. Mr. Hawkins also reported that he has received good feedback concerning the new lobby furnishings.

Mr. Hawkins then walked through the Winter Rental Pace Graphs in the Owner Packets. For the month of December, reservations are expected to exceed budgeted levels; January revenues are currently at 77% of budget, February revenues are at 82% of budget, and March reservations are at 47% of budget which reflects the second highest pace in five years. April reservations are at 54% of budget.

Mr. Hawkins also reported on preliminary preparations for the 2015 World Ski Championships to be held in Beaver Creek. Mr. Hawkins closed his report by reminding Owners that he always has an "open door" policy and welcomes Owners to stop in to discuss any building issues or concerns.

Mr. Selph gave his President's Report noting that his four year term as president is coming to an end. He reminded Owners that LQA Unit inspections should always begin with the Owners. Mr. Selph highlighted again the building-wide "Platinum Rating," and encouraged all Owners to continue their upgrades and improvements to their Units. Mr. Selph thanked Mr. Hawkins and the staff on behalf of the Owners, the Board and himself personally for their hard work and dedication and for the prior year's "topnotch" results. Mr. Selph also thanked all of the members of the Board for their service and time commitment.

Dr. Tunks then gave the report of the Nominating Committee. Other committee members are Larry Domont and Rich Selph. The slate of candidates nominated by the Nominating Committee consists of Jeff Fanyo for a fourth, three-year term; Richard Selph for a fourth, three-year term; and Cynthia Gordon for a second, three-year term. Dr. Tunks asked if there were any nominations from the floor; hearing none, Mr. Tad Smith made a motion to close the nominations and to elect the slate of nominees by acclamation, which was seconded by Mr. Sinclair and unanimously approved by the Owners. Mr. Selph requested that any Owners wishing to serve on the Board should notify Mr. Hawkins or Dr. Domont of their interest.

Mr. Selph asked if there was any unfinished or new business. Ms. Gordon expanded the discussion of the Vail Valley Veteran's Program that brings injured service

people to the Vail Valley for ski instruction. Mr. Selph advised that several Unit Owners have donated their Units for housing of the veterans and their families during their stay in Vail and invited other Owners to take part in this effort. There being no further business, the meeting adjourned at 9:40 a.m.



Section 3
Operating Budgets 2014/2015
December 6, 2014

Vail's Mountain Haus at the Covered Bridge 2014 - 2015 Association Budget Starting November 1, 2014; ending October 31, 2015 Page 1 of 1

Association Operating Budget	Nov. 44	Dec 44	lan 45	Fab 45	May 45	A 45	May 45	lum 45	lui 45	A.v. 45	San 45	0-445	Proposed "14/15" Budgeted	"13/14" Budgeted	Variance	Variance
REVENUES	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Totals	Totals	\$\$	%
Common Assessments	78,216	78,216	78,216	78,216	78,216	78,216	78,216	78,216	78,216	78,216	78,216	78,212	938,588	907,296	31,292	3.4%
Other Income	50	50	50	50	50	50	50	50	50	50	50	50	600	600	0	0.0%
Total Revenues	78,266	78,266	78,266	78,266	78,266	78,266	78,266	78,266	78,266	78,266	78,266	78,262	939,188	907,896	31,292	3.4%
COMMON EXPENSES Utilities:																
Electricity	3,000	2,700	5,000	4,750	5,500	4,900	3,500	3,500	4,300	4,000	4,400	3,250	48,800	49,550	(750)	-1.5%
Gas	4.4 4,278	5,986	10,040	10,040	12,902	7,680	5,445	4,805	2,872	3,387	3,299	3,110	73,843	68,104	5,739	8.4%
Volume *	3,300	5,060	8,800	8,800	11,440	6,600	4,400	3,740	1,980	2,640	2,420	2,200	61,380		4,732	
Sales Tax Delivery & Fees	353 900	501 900	815 900	815 900	1,037 900	630 900	445 900	390 900	242 900	297 900	279 900	260 900	6,063 10,800	5,573 9,700	490 1,100	
Credit from Condotel	(275)	(475)	(475)	(475)	(475)	(450)	(300)	(225)	(250)	(450)	(300)	(250)	(4,400)		(650)	
Water & Sewer	5,000	5,500	6,100	6,100	6,064	6,000	5,500	5,000	5,500	5,500	5,000	5,000	66,264	67,100	(836)	-1.2%
Total Utilities	12,278	14,186	21,140	20,890	24,466	18,580	14,445	13,305	12,672	12,887	12,699	11,360	188,907	184,754	4,153	2.2%
Maintenance:																
Elevator	1,650	1,650	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	20,300	19,700	600	3.0%
Plumbing & Electrical	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200	0	0.0%
Swimming Pool & Spa	300	750	500	500	600	500	350	500	350	350	100	- 0.70	4,800	4,200	600	14.3%
General Maintenance Window cleaning	19,950 3,750	5,100	6,600	5,100	5,600	5,000	6,300	14,794 3,750	6,100	6,100	6,400	6,072	93,116 7,500	91,794 7,250	1,322 250	1.4%
Carpet Cleaning	5,000	-	500		500	-	-	5,000			-	-	11,000	11,000	0	
Fire Alarm Annual Testing	4,500	-	-	-	-	-	-	-	-	-	-	-	4,500	4,500	0	
Salt for Water Softner	600	4 400	4 400	- 4.00	4 400	4 000	600	-	4 400	- 4.00	600	4.000	1,800	1,800	0	
Home Depot Local Maintenance Supplies	1,100	1,100	1,100	1,100	1,100	1,000	1,100	1,044	1,100	1,100	1,000	1,000	12,844	12,444	400 0	
Misc Expenses	5,000	4,000	5,000	4,000	4,000	4,000	4,600	5,000	5,000	5.000	4,800	5,072	55,472	54,800	672	
Trash Removal	1,475	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	17,975	17,450	525	3.0%
Decorating	500	800	900	-	-	-	500	750	750	-	-	-	4,200	4,050	150	3.7%
Christmas	-	800	900	-	-	-	-	750	-	-	-	-	1,700	1,700	0	
Spring Landscaping Flags	- 500					-	- 500	750	750	-	-	-	1,500 1,000	1,350 1,000	150 0	
Misc	-					-	-	-			-		1,000	7,000	0	
Tools & Supplies	500	-	-	-	-	250	250	-	-	-	-	500	1,500	1,500	0	0.0%
Snow Removal Total Repairs & Maintenance	24,475	9,900	11,300	8,900	9,500	9,050	10,700	19,344	10,500	9,750	9,800	9,872	143,091	139,894	3,197	0.0% 2.3%
General & Adminstrative:	0.50	44.000	40.500	450	450	4.000	050	450	450	450	4.000				4.500	2.20/
Legal & Accounting Legal	250 250	11,000 2,000	10,500 1,000	150 150	150 150	1,000 1,000	250 250	150 150	150 150	150 150	1,000 1,000	400 400	25,150 6,650	23,650 6,650	1,500 0	6.3%
Legal/Litagation	-	2,000	-	-	-	-	-	-	-	-	-	-	0,030	0,030	0	
Annual Audit & Acctg Fees	-	9,000	9,500	-	-	-	-	-	-	-	-	-	18,500	17,000	1,500	
Directors Expenses	-	6,200	-	-	-	2,700	750	-	-	-	1,200	750	11,600	11,600	0	0.0%
Cocktail Party/Annual Meeting Bkst Dinners	-	3,000 3.000	-	-	-	2,500	-	-	-	-	1,000	-	3,000 6,500	3,000 6,500	0	
Lunch	-	200	-		-	200	-	-	-		200	-	600		0	
Board MemberTravel Reimbursement	-	-	-	-	-	-	750	-	-	-	-	750	1,500	1,500	0	
Insurance (Building & Director Liability)	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	2,000	-	-	63,000	81,000	(18,000)	-22.2%
Condotel Reimbursement Office Expense (allocation condotel)	36,220 600	36,220 600	36,220 600	36,220 600	36,220 600	36,220 600	36,220 600	36,220 600	36,220 600	36,220 600	36,220 600	36,220 600	434,640 7,200	393,348 7,200	41,292 0	10.5% 0.0%
Company Car (electric vehicle)	-	-	-	-	-	-	2,700	-	-	-	-	-	2,700	2,700	0	0.0%
Cable Television Common Areas	140	140	140	140	140	140	140	140	140	140	140	140	1,680	1,680	0	0.0%
401 K Matching Program	625	1,500	625	625	625	625	5,625	650	650	650	650	650	13,500	12,850	650	5.1%
Matching Contributions (2% of Salary) Advisor Fee (James O'Brien)	625	1,500	625	625	625	625	625 2,750	650	650	650	650	650	8,500 2,750	8,200 2,400	300 350	
Administration Fee(Lincoln Trust)		-			_	-	2,750	-			-		2,750	2,250	0	
Real Estate Taxes Unit 107	-	-	-	-	-	3,500	-	-	-	-	-	-	3,500	3,500	0	0.0%
Postage (allocation condotel)	60	60	60	60	60	60	60	60	60	60	60	60	720		0	0.0%
Telephone (allocation condotel) Copying Expense (allocation condotel)	410 65	410 65	410 65	410 65	410 65	410 65	410 65	410 65	410 65	410 65	410 65	410 65	4,920 780		0 300	0.0% 62.5%
Parking Passes	14,500	-	-	-	-	-	-	-	-	-	-	-	14,500		1,000	7.4%
Computer (allocation condotel)	900	900	900	900	900	900	900	900	900	900	900	900	10,800	9,600	1,200	12.5%
Computer Hardware & Software	-	-	-	-	-	-	1,000	-	-	-	-	500	1,500		0	0.0%
Managers Incentive Contingency/Others	-	-	-	-	-	-	-		-	-		11,000	11,000	15,000	(4,000) 0	-26.7% 0.0%
Total General & Administrative	60,770	64,095	56,520	46,170	46,170	53,220	55,720	46,195	46,195	41,195	41,245	51,695	607,190	583,248	23,942	4.1%
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Total Expenses	97,523	88,181	88,960	75,960	80,136	80,850	80,865	78,844	69,367	63,832	63,744	72,927	939,188	907,896	31,292	3.4%
Net Surplus (Deficit)	(19,257)	(9,915)	(10,694)	2,306	(1,870)	(2,584)	(2,599)	(578)	8,899	14,434	14,522	5,335	(0)	0	-	
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Vail's Mountain Haus at the Covered Bridge 2014 - 2015 Condo-Hotel Budget

Starting November 1, 2014; ending October 31, 2015 Page 1 of 1 Exhibit E

						г	age i oi i									
							Exhibit E						Proposed			
Summary													"14/15"	"13/14"		
-													Budget	Budget	Variance	Variance
-	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Totals	Totals	\$\$	%
Projected Room Revenue	26,000	662,000	802,000	872,000	842,000	200,000 3,404,000	-	74,000	241,000	171,000	26,000	-	3,916,000	3,585,000	331,000	9.2%
Revenue:																
Rental Retention	12,480	317,760	384,960	418,560	404,160	96,000	-	35,520	115,680	82,080	12,480	-	1,879,680	1,720,800	158,880	9.2%
Common Expense Allocation	36,220	36,220	36,220	36,220	36,220	36,220	36,220	36,220	36,220	36,220	36,220	36,220	434,640	393,348	41,292	10.5%
Interest	250	250	250	250	250	250	250	250	250	250	250	250	3,000	3,425	(425)	-12.4%
Housekeeping	25	2,500	4,000	3,500	3,250	2,000		8,000	1,250	1,250	250	8,250	34,275	36,700	(2,425)	-6.6%
Cancellation Fees	250	3,000	5,000	7,000	7,000	3,000	250	750	1,500	1,500	1,000	250	30,500	42,500	(12,000)	-28.2%
Other Income	100	3,230	4,507	4,917	4,997	2,463	1,229	-	85	276	196	30	22,027	20,803	1,224	5.9%
Massages	100	3,200	3,750	4,000	4,000	1,500	-	-	-	-	-	-	16,550	16,550	0	0.0%
Sales Tax Vendor Revenue		30	757	917	997	963	229	-	85	276	196	30	4,477	4,087	390	9.5%
Miscellaneous Commissions	-	-	-	-	-	-	1,000	-	-	-	-	-	1,000	166	834	502.4%
Total Revenue	49,325	362,960	434,937	470,447	455,877	139,933	37,949	80,740	154,985	121,576	50,396	45,000	2,404,122	2,217,576	186,546	8.4%
Summary Expenses:																
Employee	141.923	156.073	156,123	154.123	153,373	149,736	121,373	135,266	139,516	136,016	131.166	121,016	1,695,704	1,569,979	125.725	8.0%
Sales & Marketing & Reserv.	25,211	39,436	46,686	40,011	35,886	28,636	17,586	19,836	39,286	24,186	14,450	13,179	344,383	304,251	40,132	13.2%
Housekeeping	7.775	5,625	4,575	6,075	5,075	3,000	3,750	3,225	2,800	3,000	1.800	11.450	58,150	47,775	10,375	21.7%
General & Administration	21,565	44,265	30,508	20,565	19,365	27,508	15,665	6,965	14,708	19,465	11,965	73,341	305,885	295,572	10,313	3.5%
Contingency/Others	-	,	,	-,	-,	-	- ,		,	-,	,	-,	-		-,	
Total Expenses	196,474	245,399	237,892	220,774	213,699	208,880	158,374	165,291	196,309	182,666	159,380	218,985	2,404,122	2,217,577	186,545	8.4%
NET FROM OPERATIONS	(147,149)	117,561	197,045	249,673	242,178	(68,947)	(120,425)	(84,551)	(41,325)	(61,091)	(108,985)	(173,985)	0	(0)		

	Bdgt Rev	Condotel	Owner	Actual Rev	Condotel	Owner	Surplus
Rental Retention 2013/2014	\$3,585,000	48%	52%				
Rental Retention 2012/2013	\$3,585,000	48%	52%	\$3,683,067	47.7%	52.3%	\$10,106
Rental Retention 2011/2012	\$3,565,000	48%	52%	\$3,683,067	47.3%	52.7%	\$23,704
Rental Retention 2010/2011	\$3,532,000	48%	52%	\$3,370,366	47.8%	52.2%	\$6,488
Rental Retention 2009/2010	\$3,870,000	48%	52%	\$3,444,113	46.6%	53.4%	\$55,216
Rental Retention 2008/2009	\$4,365,000	45%	55%	\$3,660,370	43.8%	56.2%	\$51,672
Rental Retention 2007/2008	\$4,250,000	45%	55%	\$4,528,053	44.2%	55.8%	\$34,311
Rental Retention 2006/2007	\$3,965,000	45%	55%	\$4,677,689	38.0%	62.0%	\$278,640
Rental Retention 2005/2006	\$3,900,000	45%	55%	\$4,166,377	41.5%	58.5%	\$136,448
Rental Retention 2004/2005	\$3,900,000	45%	55%	\$4,000,798	40.5%	59.5%	\$174,381
Rental Retention 2003/2004	\$3,805,000	45%	55%	\$3,879,344	43.3%	56.7%	\$64,561
Rental Retention 2002/2003	\$3,805,000	45%	55%	\$3,353,086	44.1%	55.9%	\$35,031

Units out of Rental Pool	Winter	% of Total	Summer	% of Total
Projected 2014.15	9	13%	9	13%
2013.13	10	14%	12	17%
2012.13	10	14%	12	17%
2011.12	11	16%	11	16%
2010.11	13	19%	13	19%
2009.10	12	17%	12	17%
2008.09	14	20%	14	20%
2007.08	8	12%	8	12%
2006.07	11	16%	11	16%
2005.06	9	13%	10	14%
2004.05	10	14%	10	14%
2003.04	11	16%	15	22%
2002.03	11	16%	15	22%



Section 4
<u>Unit Revenue Activity Report</u>
December 6, 2014

Mountain Haus Condo Assoc. Unit Revenue Activity Report for Fiscal Year 2013.14

November 1, 2013 thru October 31, 2014 (Room Rating current as of June 2014)

1 BDRM VALLEY			Revenue	Fiscal Year	Own
Unit	Rating	Rating %	Days	2013.14	Days
335	Platinum	95%	124	47,315.52	16
451	Platinum	94%	121	44,444.65	53
329	Platinum	94%	131	48,870.52	6
221	Platinum	93%	123	47,114.62	2
567	Platinum	93%	132	54,589.07	17
217	Platinum	92%	110	40,233.14	62
331	Platinum	91%	119	46,711.41	6
337	Gold	84%	99	38,266.34	18
215	Gold	83%	106	45,845.48	42
Totals			1065	\$413,390.75	222
Averages		91%	118	\$45,932.31	25
Avg. Rev. per Rev.	Day			\$388.16	

Unit Type 2 BDRM VALLEY			Revenue	Fiscal Year	Own
Unit	Rating	Rating %	Days	2013.14	Days
339	Platinum	95%	121	63,971.28	36
455	Platinum	94%	138	66,863.04	18
571	Platinum	93%	114	60,492.30	26
109	Platinum	90%	93	55,448.94	75
223	Gold	86%	112	62,473.87	1
Totals			578	\$309,249.43	156
Averages		92%	116	\$61,849.89	31
Avg. Rev. per Rev.	Day			\$535.03	

BDRM MOU	VTAIN		Revenue	Fiscal Year	Own
Unit	Rating	Rating %	Days	2013.14	Days
108	Platinum	96%	121	71,682.31	26
216	Platinum	96%	132	67,535.59	17
102	Platinum	94%	108	64,490.80	27
110	Platinum	94%	89	56,736.48	58
558	Platinum	93%	119	60,717.65	47
446	Platinum	92%	120	79,936.42	3
556	Platinum	91%	94	60,818.18	106
330	Platinum	91%	139	82,323.74	9
442	Platinum	91%	148	82,101.12	12
104	Platinum	91%	120	68,834.63	26
440	Platinum	90%	82	50,633.02	42
328	Platinum	90%	114	60,038.65	48
220	Platinum	90%	127	75,152.34	0
554	Platinum	90%	114	62,320.29	15
106	Gold	88%	109	65,998.44	0
222	Gold	88%	105	55,815.54	24
444	Gold	86%	93	63,007.03	0
218	Gold	85%	91	61,529.60	66
214	Gold	83%	122	69,209.07	13
als			2147	\$1,258,880.90	539
erages		90%	113	\$66,256.89	28
g. Rev. per F	Rev. Day			\$586.34	

BDRM VALLEY	PENTHOUSE		Revenue	Fiscal Year	Own	
Init	Rating	Rating %	Days	2013.14	Days	
685 Pent	Platinum	92%	22	8,769.00	3	
691 Pent	Platinum	91%	108	93,483.85	23	
677 Pent	Platinum	90%	89	72,672.46	55	
689 Pent	Gold	88%	84	69,856.73	12	
683 Pent	Gold	87%	77	72,782.32	12	
679 Pent	Gold	83%	84	78,433.22	5	
687 Pent	Gold	83%	67	64,611.31	18	
otals			531	\$460,608.89	128	
verages		102%	89	\$76,768.15	21	
va. Rev. per Re	v. Dav			\$867.44		

Unit Type 3 BDRM VALLEY			Revenue	Fiscal Year	Own	
Unit	Rating	Rating %	Days	2013.14	Days	
341	Platinum	92%	101	78,940.56	55	
225	Platinum	91%	104	79,977.19	19	
111	Gold	88%	82	68,051.99	21	
573	Gold	87%	78	68,922.08	29	
Totals			365	\$295,891.82	124	
Averages		90%	91	\$73,972.96	31	
Avg. Rev. per Rev.	Day			\$810.66		

BDRM MOUNTA	IN PENTHOUSE		Revenue	Fiscal Year	Own	
Unit	Rating	Rating %	Days	2013.14	Days	
670 Pent	Platinum	97%	110	98,087.90	25	
668 Pent	Platinum	90%	89	85,962.88	36	
664 Pent	Gold	88%	97	83,054.25	60	
672 Pent	Gold	81%	74	66,250.16	15	
Totals			370	\$333,355.19	136	
Averages		89%	93	\$83,338.80	34	
Avg. Rev. per Re	v. Dav			\$900.96		

3 BDRM MOUN	ITAIN		Revenue	Fiscal Year	Own
Unit	Rating	Rating %	Days	2013.14	Days
560	Platinum	92%	97	83,618.64	17
224	Platinum	91%	92	71,371.63	33
336	Platinum	91%	105	100,954.00	39
448	Gold	89%	89	80,777.48	29
112	Gold	84%	50	49,040.99	67
Totals			433	\$385,762.74	185
Averages		89%	87	\$77,152.55	37
Avg. Rev. per R	ev. Day			\$890.91	

4 BDRM MOUN	ITAIN		Revenue	Fiscal Year	Own
Unit	Rating	Rating %	Days	2013.14	Days
550	Gold	84%	58	73,317.03	116
Totals			58	\$73,317.03	116
Averages		84%	58	\$73,317.03	116
Avg. Rev. per R	ev. Day			\$1,264.09	

2.5 BDRM DEL	UXE		Revenue	Fiscal Year	Own
Unit	Rating	Rating %	Days	2013.14	Days
333D	Platinum	96%	389	97,111.74	39
565D	Platinum	91%	364	92,886.47	104
Totals			753	\$189,998.21	143
Averages		94%	377	\$94,999.11	72
Avg. Rev. per R	ev. Day			\$252.32	

Unit Type 3 BDRM DELUXE Revenue Fiscal Year Own Unit Rating Rating % 2013.14 Days Days 392 107,214.74 569D Platinum 95% 64 563D 92% Platinum 374 79,922.57 100 561D Platinum 91% 368 112,349.85 117 Totals 1134 \$299,487.16 281 Averages 93% 378 \$99,829.05 94 Avg. Rev. per Rev. Day \$264.10 **ALL UNITS** \$4,019,942.12 2598 7434 Avg. Rev. per Rev. Day \$540.75

Total Rev Days 7434

Total Revenue \$4,019,942.12



Section 5
Sales & Marketing Report
December 6, 2014



Sales & Marketing Overview

Saturday, December 6, 2014

Past Season Re-Cap

Winter 2013/14

Budget: \$3,134,500 Actual: \$3,471,700

Summer 2014:

Budget: \$450,500 Actual: \$547,987

 Total Budget:
 \$3,585,000

 Actual:
 \$4,019,687

Variance: 11%

Key Initiatives for 2013/14

Internet Marketing

Earlier this year we completed the redesign of our mountainhaus.com website to make it more mobile/tablet friendly. Our booking engine was also upgraded at this time. We have run several retargeting ads through Facebook, Twitter and other social trending platforms, which, currently proves to be a good avenue to reach potential guests. However online marketing tools change at an almost hourly rate. The Mountain Haus will continue to increase its web-based marketing initiatives such as PPC (Pay per Click) and natural SEO (Search Engine Optimization) design targeted for specific web-search niches.

Other Marketing

International business continues to be developed through Wholesalers and Travel Agents who research their vacation options electronically through the GDS (Global Distribution System). Most print ads today include some sort of on-line piece, either QR (Quick Response Code) or parallel websites that are optimized through print sales. Print is becoming less and less effective at reaching our skiing market. Increased visual information (Facebook, Twitter) help promote the Mountain Haus internationally and can target specific markets such as Mexico, Brazil, Australia and Europe.

Sources of Business

- 1. <u>FIT</u> (Frequent Independent Traveler) Is our single largest revenue generator.
- 2. <u>Wholesaler / Travel Agents</u> A major contributor to winter business and also a segment of our past guests. As International business continues to increase, this is a growing and important market segment.
- 3. <u>Group Travel</u> Supplements need times.

Top Booking Channels

<u>Segment</u>	<u>Revenue</u>	% of Business
Past Guest	\$1,485,496	37%
Direct	\$968,264	24%
Internet (Sabre/Diplomat)	\$578,078	14%
Wholesale	\$484,896	12%
VBCR	\$308,899	8%

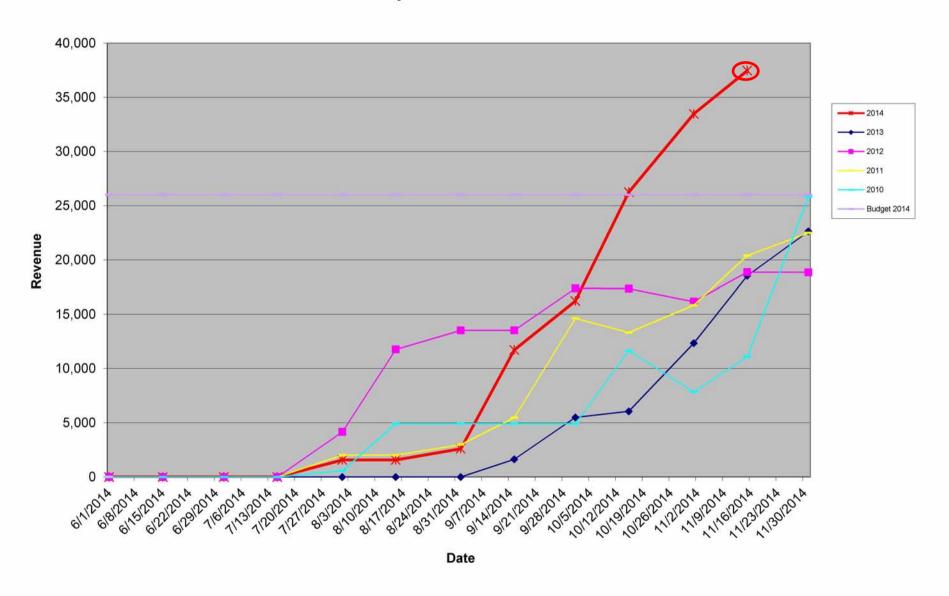
Market Drivers

The Mountain Haus continues to track ahead of last year's pace, which was our 2nd best season in Mountain Haus history. We continue to focus on rate integrity to strengthen our market position and target the international markets that have shown growth. We will continue to invest in technologies targeting future skiers that anticipate a far more interactive skiing experience. Keeping a pulse on societal changes, social networks and location oriented marketing platforms will change the very nature of our reach to these quests.

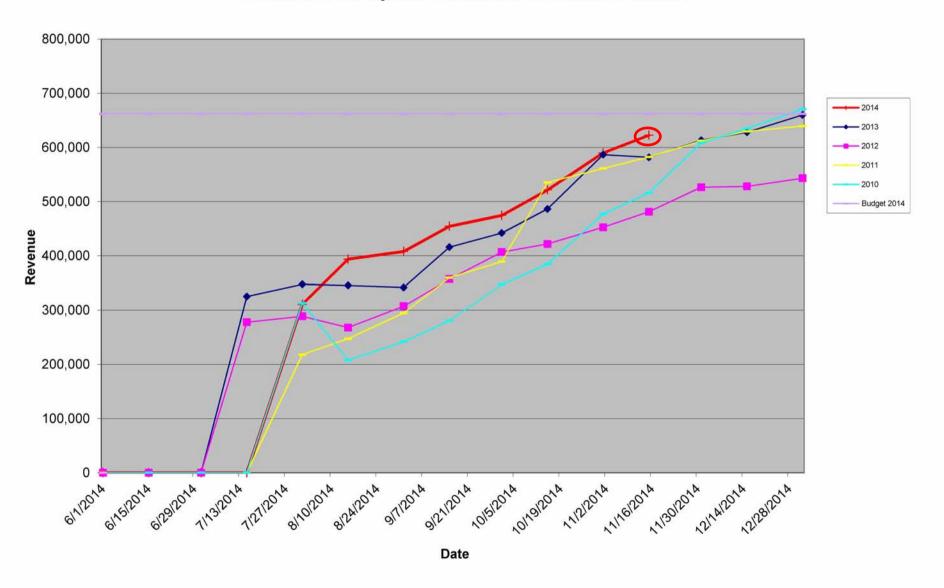
Rental Pace

Please refer to the rental pace graphs.

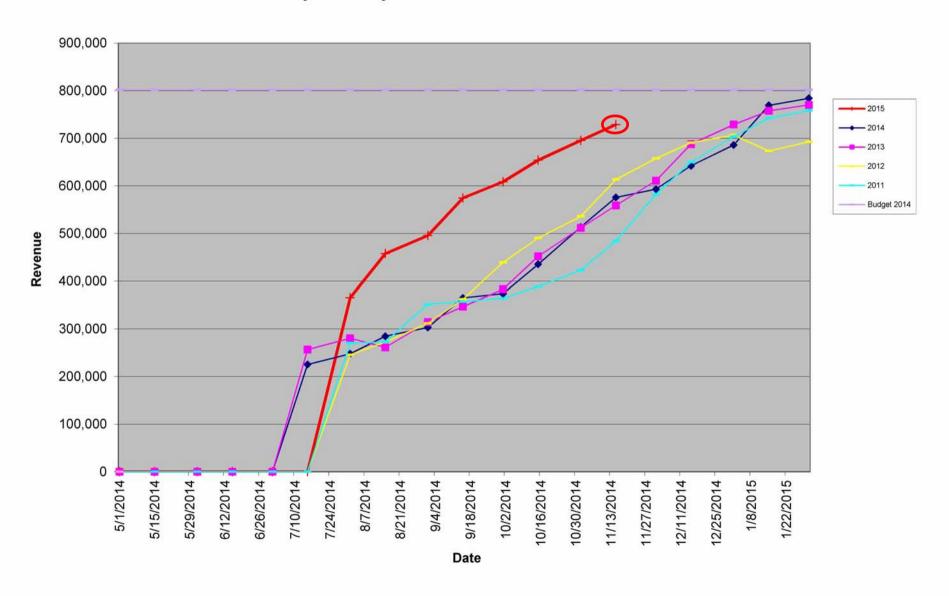
November 2014 Projected Revenue as of November 15, 2014



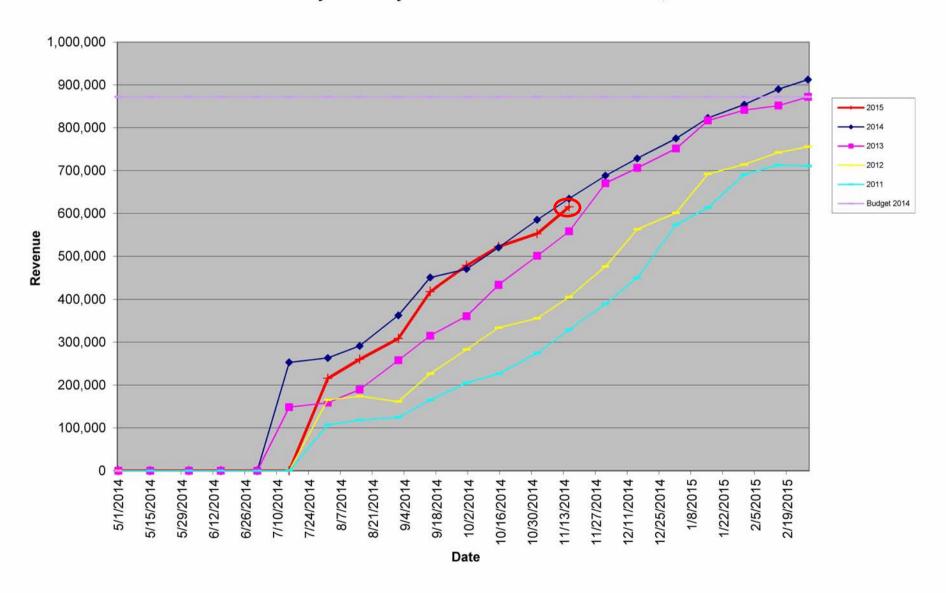
December 2014 Projected Revenue as of November 15, 2014



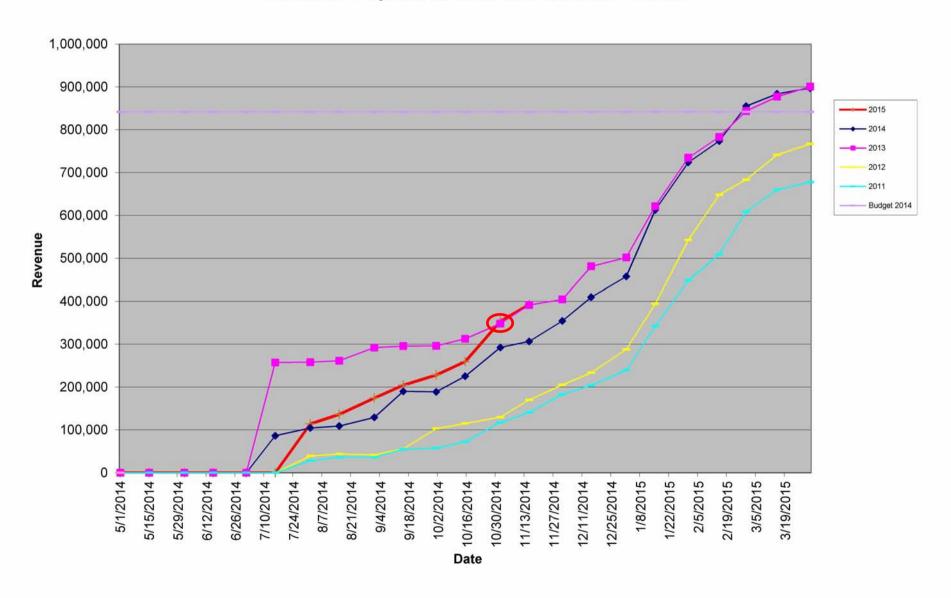
January 2015 Projected Revenue as of November 15, 2014



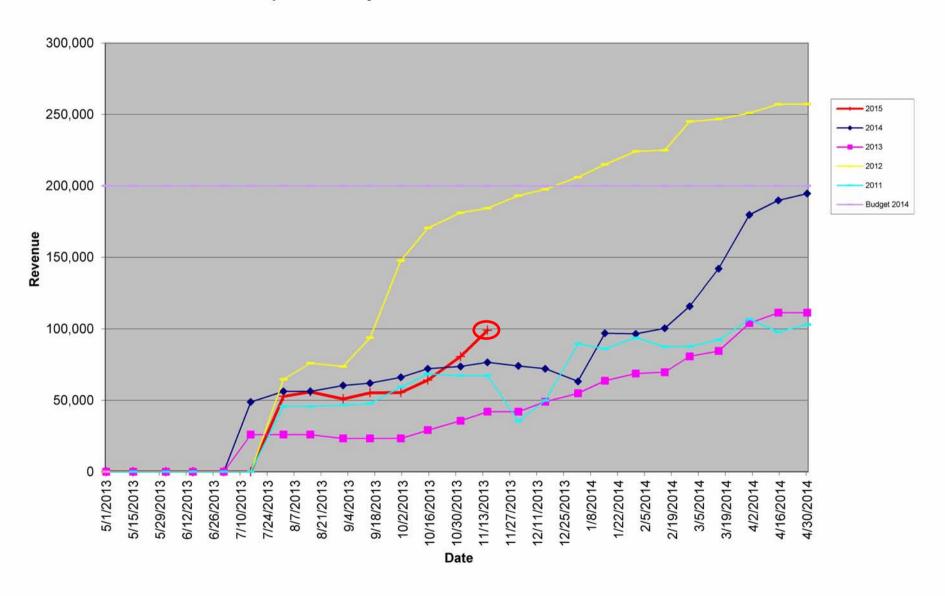
February 2015 Projected Revenue as of November 15, 2014



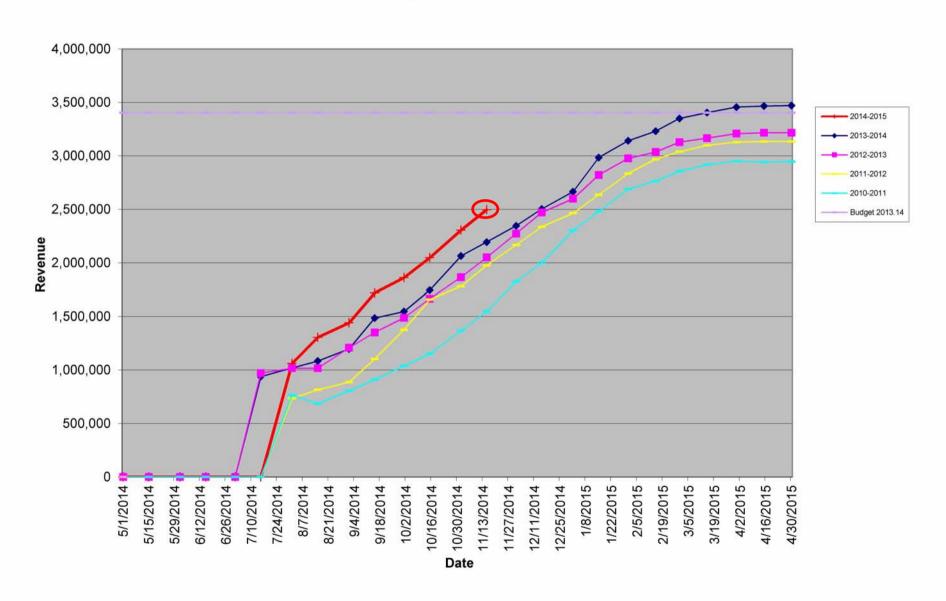
March 2015 Projected Revenue as of November 15, 2014



April 2015 Projected Revenue as of November 15, 2014



Winter 2014-2015 Projected Revenue as of November 15, 2014





Section 6
<u>Lodging Rates:</u>
<u>Current Year & 2015/2016</u>
December 6, 2014

Vail's Mountain Haus at the Covered Bridge

Condotel Room Rates 2015/2016

Last Year -- Lodging Rates -- 2014.2015

Mountain	Summer Season	Value Season	Holiday Season	Mid Season	High Seaso
HOUS of the Covered Bridge	06.13.14 through 09.21.14	11.14.14 -12.19.14 through 04.04.15 - 04.19.15	12.20.14 through 01.03.15	01.04.15 through 01.30.15	01.31.15 through 04.03.15
Lodge Room Valleyside 2 people (max)	\$185	\$245	\$455	\$300	\$385
Studio Room Valleyside 4 people	\$245	\$315	\$695	\$430	\$530
1 Bedroom Valleyside 4 people	\$270	\$370	\$895	\$510	\$665
2 Bedroom Valleyside 6 people	\$370	\$490	\$1,255	\$715	\$910
2 Bedroom Mountainside 6 people	\$405	\$550	\$1,455	\$805	\$1,010
3 Bedroom Valleyside 8 people	\$505	\$680	\$1,655	\$960	\$1,210
3 BDRM Valleyside Penthouse 8 people	\$525	\$725	\$1,855	\$1.015	\$1,315
3 Bedroom Mountainside 8 people	\$565	\$805	\$1,995	\$1,140	\$1,415
3 BDRM Mountainside Penthouse 8 people	\$595	\$855	\$2,155	\$1,230	\$1,515
4 Bedroom Mountainside 10 people	\$750	\$1,060	\$3,310	\$1,575	\$2,950
Room Nights by Season	101	52	15	27	63

Rate Variance (\$) from Last Year to Next Year

Mountain	Summer Season	Value Season	Holiday Season	Mid Season	High Season
HOUS of the Covered Bridge	06,12.15 through 09.20.15	11.13.15 -12.18.15 through 04.03.16 - 04.17.16	12.19.15 through 01.03.16	01.04.16 through 02.10.16	02.11.15 through 04.02.16
Lodge Room Valleyside					
2 people (max)	\$10	\$10	\$20	\$25	\$10
Studio Room Valleyside					
4 people	\$0	\$10	\$0	\$20	\$20
1 Bedroom Valleyside					
4 people	\$15	\$10	\$15	\$40	\$15
2 Bedroom Valleyside					
6 people	\$10	\$0	\$20	\$20	\$45
2 Bedroom Mountainside					
6 people	\$10	\$15	\$20	\$30	\$45
3 Bedroom Valleyside					
8 people	\$0	\$15	\$20	\$30	\$40
3 BDRM Valleyside Penthouse					
8 people	\$0	\$10	\$20	\$45	\$35
3 Bedroom Mountainside					
8 people	\$0	\$20	\$55	\$65	\$40
3 BDRM Mountainside Penthouse					
8 people	\$0	\$20	\$40	\$65	\$50
4 Bedroom Mountainside					
10 people	\$0	\$0	\$0	\$100	\$0

51

16

52

101

Room Nights by Season

Next Year -- Lodging Rates -- 2015.2016

Mountain	Summer Season	Value Season	Holiday Season	Mid Season	High Season
HOUS For the Covered Bridge	06.12,15 through 09.20,15	11.13.15 -12.18.15 through 04.03.16 - 04.17.16	12.19.15 through 01.03.16	01.04.16 through 02.10.16	02.11.16 through 04.02.16
Lodge Room Valleyside					
2 people (max)	\$195	\$255	\$475	\$325	\$395
Studio Room Valleyside					
4 people	\$245	\$325	\$695	\$450	\$550
1 Bedroom Valleyside			1/40/2020		
4 people	\$285	\$380	\$910	\$550	\$680
2 Bedroom Valleyside	1				
6 people	\$380	\$490	\$1,275	\$735	\$955
2 Bedroom Mountainside					
6 people	\$415	\$565	\$1,475	\$835	\$1,055
3 Bedroom Valleyside					
8 people	\$505	\$695	\$1,675	\$990	\$1,250
3 BDRM Valleyside Penthouse	1				
8 people	\$525	\$735	\$1,875	\$1,055	\$1,350
3 Bedroom Mountainside					
8 people	\$565	\$825	\$2,050	\$1,185	\$1,455
3 BDRM Mountainside Penthouse					
8 people	\$595	\$875	\$2,195	\$1,295	\$1,565
4 Bedroom Mountainside					
10 people	\$750	\$1,060	\$3,310	\$1,675	\$2,950
	**	20 70	*		
Room Nights by Season	101	51	16	38	52

Rate Variance (%) from Last Year to Next Year

Wall's to in	Summer Season	Value Season	Holiday Season	Mid Season	High Season
Mountain Hous of the Commend Birdge	06,12.15 through 09.20.15	11.13.15 -12.18.15 through 04.03.16 - 04.17.16	12.19.15 through 01.03.16	01.04.16 through 02.10.16	02.11.16 through 04.02.16
Lodge Room Valleyside					
2 people (max)	5.1%	3.9%	4.2%	7.7%	2.5%
Studio Room Valleyside 4 people	0.0%	3.1%	0.0%	4.4%	3.6%
1 Bedroom Valleyside 4 people	5.3%	2.6%	1.6%	7.3%	2.2%
2 Bedroom Valleyside 6 people	2.6%	0.0%	1.6%	2.7%	4.7%
2 Bedroom Mountainside 6 people	2.4%	2.7%	1.4%	3.6%	4.3%
3 Bedroom Valleyside 8 people	0.0%	2.2%	1.2%	3.0%	3.2%
3 BDRM Valleyside Penthouse 8 people	0.0%	1.4%	1.1%	3.8%	2.6%
3 Bedroom Mountainside 8 people	0.0%	2.4%	2.7%	3.8%	2.7%
3 BDRM Mountainside Penthouse 8 people	0.0%	2.3%	1.8%	5.0%	3.2%
4 Bedroom Mountainside 10 people	0.0%	0.0%	0.0%	6.0%	0.0%
					29
oom Nights by Season	101	51	16	38	52



Section 7
<u>Unit Real Estate Sales History</u>
December 6, 2014



Unit Real Estate Sales Activity History as of November 15, 2014

Sale Rating Price Footage Foot
November 13, 2014 556 2 BR MOUNTAIN EXE \$1,508,000 1040 \$1,450
November 13, 2014 556 2 BR MOUNTAIN EXE \$1,508,000 1040 \$1,450
October 2, 2014 679 3 BR VALLEY PENT September 16, 2014 Gold \$1,755,000 1530 \$1,147 September 16, 2014 223 2 BR VALLEY Gold \$1,020,000 1040 \$981 2013 May 30, 2013 670 3 BR MOUNTAIN Platinum \$2,500,000 1750 \$1,429 April 9, 2013 341 3 BR VALLEY Platinum \$1,415,000 1700 \$832 March 28, 2013 339 2 BR VALLEY Gold \$845,000 1040 \$813 2012 June 20, 2012 670 3 BR MOUNTAIN Platinum \$2,300,000 1750 \$1,314 March 5, 2012 216 2 BR MOUNTAIN Gold \$850,000 1100 \$773 January 27, 2012 341 3 BR VALLEY Platinum \$2,200,000 1700 \$1,294 January 27, 2012 339 2 BR WALLEY Gold \$1,220,000 1040 \$1,173 2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 <
September 16, 2014 223 2 BR VALLEY Gold \$1,020,000 1040 \$981 2013 May 30, 2013 670 3 BR MOUNTAIN Platinum \$2,500,000 1750 \$1,429 April 9, 2013 341 3 BR VALLEY Platinum \$1,415,000 1700 \$832 March 28, 2013 339 2 BR VALLEY Gold \$845,000 1040 \$813 2012 June 20, 2012 670 3 BR MOUNTAIN Platinum \$2,300,000 1750 \$1,314 March 5, 2012 216 2 BR MOUNTAIN Gold \$850,000 1100 \$773 January 27, 2012 341 3 BR VALLEY Platinum \$2,200,000 1700 \$1,294 January 27, 2012 339 2 BR WALLEY Gold \$1,220,000 1040 \$1,173 2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 August 10, 2011 329 1 BR VALLEY P
2013 May 30, 2013 670 3 BR MOUNTAIN Platinum \$2,500,000 1750 \$1,429 April 9, 2013 341 3 BR VALLEY Platinum \$1,415,000 1700 \$832 March 28, 2013 339 2 BR VALLEY Gold \$845,000 1040 \$813 2012 June 20, 2012 670 3 BR MOUNTAIN Platinum \$2,300,000 1750 \$1,314 March 5, 2012 216 2 BR MOUNTAIN Gold \$850,000 1100 \$773 January 27, 2012 341 3 BR VALLEY Platinum \$2,200,000 1700 \$1,294 January 27, 2012 339 2 BR VALLEY Gold \$1,220,000 1040 \$1,173 2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 797 \$910
May 30, 2013 670 3 BR MOUNTAIN Platinum \$2,500,000 1750 \$1,429 April 9, 2013 341 3 BR VALLEY Platinum \$1,415,000 1700 \$832 March 28, 2013 339 2 BR VALLEY Gold \$845,000 1040 \$813 2012 June 20, 2012 670 3 BR MOUNTAIN Platinum \$2,300,000 1750 \$1,314 March 5, 2012 216 2 BR MOUNTAIN Gold \$850,000 1100 \$773 January 27, 2012 341 3 BR VALLEY Platinum \$2,200,000 1700 \$1,294 January 27, 2012 339 2 BR VALLEY Gold \$1,220,000 1040 \$1,173 2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 August 10, 2011 329 1 BR VALLEY Platinum \$725,000 797 \$910
May 30, 2013 670 3 BR MOUNTAIN Platinum \$2,500,000 1750 \$1,429 April 9, 2013 341 3 BR VALLEY Platinum \$1,415,000 1700 \$832 March 28, 2013 339 2 BR VALLEY Gold \$845,000 1040 \$813 2012 June 20, 2012 670 3 BR MOUNTAIN Platinum \$2,300,000 1750 \$1,314 March 5, 2012 216 2 BR MOUNTAIN Gold \$850,000 1100 \$773 January 27, 2012 341 3 BR VALLEY Platinum \$2,200,000 1700 \$1,294 January 27, 2012 339 2 BR VALLEY Gold \$1,220,000 1040 \$1,173 2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 August 10, 2011 329 1 BR VALLEY Platinum \$725,000 797 \$910
April 9, 2013 341 3 BR VALLEY Platinum \$1,415,000 1700 \$832 March 28, 2013 339 2 BR VALLEY Gold \$845,000 1040 \$813 2012 June 20, 2012 670 3 BR MOUNTAIN Platinum \$2,300,000 1750 \$1,314 March 5, 2012 216 2 BR MOUNTAIN Gold \$850,000 1100 \$773 January 27, 2012 341 3 BR VALLEY Platinum \$2,200,000 1700 \$1,294 January 27, 2012 339 2 BR VALLEY Gold \$1,220,000 1040 \$1,173 2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 August 10, 2011 329 1 BR VALLEY Platinum \$725,000 797 \$910
March 28, 2013 339 2 BR VALLEY Gold \$845,000 1040 \$813 2012 June 20, 2012 670 3 BR MOUNTAIN Platinum \$2,300,000 1750 \$1,314 March 5, 2012 216 2 BR MOUNTAIN Gold \$850,000 1100 \$773 January 27, 2012 341 3 BR VALLEY Platinum \$2,200,000 1700 \$1,294 January 27, 2012 339 2 BR VALLEY Gold \$1,220,000 1040 \$1,173 2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 August 10, 2011 329 1 BR VALLEY Platinum \$725,000 797 \$910
2012 June 20, 2012 670 3 BR MOUNTAIN Platinum \$2,300,000 1750 \$1,314 March 5, 2012 216 2 BR MOUNTAIN Gold \$850,000 1100 \$773 January 27, 2012 341 3 BR VALLEY Platinum \$2,200,000 1700 \$1,294 January 27, 2012 339 2 BR VALLEY Gold \$1,220,000 1040 \$1,173 2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 August 10, 2011 329 1 BR VALLEY Platinum \$725,000 797 \$910
June 20, 2012 670 3 BR MOUNTAIN Platinum \$2,300,000 1750 \$1,314 March 5, 2012 216 2 BR MOUNTAIN Gold \$850,000 1100 \$773 January 27, 2012 341 3 BR VALLEY Platinum \$2,200,000 1700 \$1,294 January 27, 2012 339 2 BR VALLEY Gold \$1,220,000 1040 \$1,173 2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 August 10, 2011 329 1 BR VALLEY Platinum \$725,000 797 \$910
June 20, 2012 670 3 BR MOUNTAIN Platinum \$2,300,000 1750 \$1,314 March 5, 2012 216 2 BR MOUNTAIN Gold \$850,000 1100 \$773 January 27, 2012 341 3 BR VALLEY Platinum \$2,200,000 1700 \$1,294 January 27, 2012 339 2 BR VALLEY Gold \$1,220,000 1040 \$1,173 2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 August 10, 2011 329 1 BR VALLEY Platinum \$725,000 797 \$910
March 5, 2012 216 2 BR MOUNTAIN Gold \$850,000 1100 \$773 January 27, 2012 341 3 BR VALLEY Platinum \$2,200,000 1700 \$1,294 January 27, 2012 339 2 BR VALLEY Gold \$1,220,000 1040 \$1,173 2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 August 10, 2011 329 1 BR VALLEY Platinum \$725,000 797 \$910
January 27, 2012 341 3 BR VALLEY Platinum \$2,200,000 1700 \$1,294 January 27, 2012 339 2 BR VALLEY Gold \$1,220,000 1040 \$1,173 2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 August 10, 2011 329 1 BR VALLEY Platinum \$725,000 797 \$910
January 27, 2012 339 2 BR VALLEY Gold \$1,220,000 1040 \$1,173 2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 August 10, 2011 329 1 BR VALLEY Platinum \$725,000 797 \$910
2011 October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 August 10, 2011 329 1 BR VALLEY Platinum \$725,000 797 \$910
October 21, 2011 554 2 BR MOUNTAIN Platinum \$1,025,000 1040 \$986 August 10, 2011 329 1 BR VALLEY Platinum \$725,000 797 \$910
August 10, 2011 329 1 BR VALLEY Platinum \$725,000 797 \$910
March 3 2011 558 2 RR MOUNTAIN Platinum \$1.340,000 1100 \$1.219
water 3, 2011 550 2 Division in the Flattian \$1,540,000 1100 \$1,210
February 28, 2011 455 2 BR VALLEY Silver \$945,000 1040 \$909
2010
2009
December 28, 2009 339 2 BR VALLEY Gold \$1,220,000 1040 \$1,173
December 15, 2009 101 & 103 COMMERCIAL - \$1,000,000 1650 \$606
August 13, 2009 102 2 BR MOUNTAIN Silver \$1,263,000 1250 \$1,010
July 28, 2009 569D 3 BR VALLEY Silver \$1,165,000 1620 \$719
July 20, 2009 558 2 BR MOUNTAIN Platinum \$1,550,000 1100 \$1,409
53.9 20, 2000 000 2 Di (100 0111 1111 γ1,000,000 1100 γ1,400
2008
December 22, 2008 451 1 BR VALLEY Silver \$860,000 910 \$945
August 1, 2008 102 2 BR MOUNTAIN Silver \$1,825,500 1250 \$1,460
June 26, 2008 221 1 BR VALLEY Gold \$800,000 840 \$952
2007
October 5, 2007 110 2 BR MOUNTAIN EXE \$1,572,000 1100 \$1,429
October 1, 2007 101 & 103 COMMERCIAL - \$2,245,000 1650 \$1,361
April 22, 2007 670 3 BR MOUNTAIN EXE \$3,250,000 1750 \$1,857
April 23, 2007 225 3 BR VALLEY EXE \$2,030,000 1700 \$1,194
April 6, 2007 108 2 BR MOUNTAIN EXE \$1,800,000 1100 \$1,636

2006						
December 1, 2006	556	2 BR MOUNTAIN	EXE	\$1,665,000	1040	\$1,601
November 2, 2006	341	3 BR VALLEY	EXE	\$2,200,000	1700	\$1,294
November 1, 2006	451	1 BR VALLEY	DLX	\$975,000	910	\$1,071
October 31, 2006	337	1 BR VALLEY	DLX	\$897,000	840	\$1,068
July 28, 2006	216	2 BR MOUNTAIN	DLX	\$1,750,000	1100	\$1,591
April 26, 2006	221	1 BR VALLEY	EXE	\$900,000	840	\$1,071
April 24, 2006	558	2 BR MOUNTAIN	EXE	\$1,600,000	1100	\$1,455
February 27, 2006	681	3 BR VALLEY	STD	\$1,550,000	1355	\$1,144
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2005				* • • • • • • • • • • • • • • • • • • •		0 / 0 = 0
December 16, 2005	448	3 BR MOUNTAIN	EXE	\$1,870,000	1470	\$1,272
October 20, 2005	339	2 BR VALLEY	EXE	\$1,125,000	1040	\$1,082
August 9, 2005	329	1 BR VALLEY	EXE	\$757,000	797	\$950
June 15, 2005	106	2 BR MOUNTAIN	EXE	\$1,140,000	1040	\$1,096
June 15, 2005	440	2 BR MOUNTAIN	DLX	\$1,200,000	1100	\$1,091
April 29, 2005	216	2 BR MOUNTAIN	DLX	\$925,000	1100	\$841
April 15, 2005	108	2 BR MOUNTAIN	STD	\$985,000	1100	\$895
April 12, 2005	674 & 676	5 BR MOUNTAIN PENT	EXE	\$4,000,000	2884	\$1,387
February 24, 2005	224	3 BR MOUNTAIN	EXE	\$1,412,000	1550	\$911
2004						
October 1, 2004	446	2 BR MOUNTAIN	EXE	\$975,000	1100	\$886
September 27, 2004	101 & 103	COMMERCIAL	_	\$1,000,000	1650	\$606
May 18, 2004	341	3 BR VALLEY	EXE	\$1,400,000	1700	\$824
April 6, 2004	442	2 BR MOUNTAIN	EXE	\$805,000	1040	\$774
February 27, 2004	329	1 BR VALLEY	DLX	\$475,000	797	\$596
2003	F74	2 BR VALLEY	DLX	# 000 000	10.10	ФEOC
December 15, 2003	571 670		STD	\$620,000	1040	\$596 \$914
June 6, 2003 February 10, 2003	670 341	3 BR MOUNT-Pent 3 BR VALLEY	EXE	\$1,425,000 \$950,000	1750 1700	\$81 <i>4</i> \$559
January 22, 2003	225	3 BR VALLEY	EXE	\$875,000	1700	\$515
January 22, 2003	220	3 DIT VALLE I	LXL	φ075,000	1700	φυτυ
2002						
December 20, 2002	223	2 BR VALLEY	EXE	\$552,500	1040	\$531
October 22, 2002	105	COMMERCIAL	-	\$340,000	550	\$618
August 8, 2002	110	2 BR MOUNTAIN	EXE	\$692,000	1100	\$629
May 30, 2002	442	2 BR MOUNTAIN	EXE	\$750,000	1040	\$721
May 10, 2002	561D	3 BR VALLEY	->	#750 000	1620	\$463
	3010	3 DN VALLE I	EXE	\$750,000	7020	
April 15, 2002	691	3 BR VALLEY - Pent	EXE EXE	\$750,000	1520	\$526
April 15, 2002						
April 15, 2002 2001	691	3 BR VALLEY - Pent	EXE	\$800,000	1520	\$526
April 15, 2002 2001 June 14, 2001	691 569D	3 BR VALLEY - Pent 3 BR VALLEY	EXE DLX	\$800,000 \$655,000	1520 1620	\$526 \$404
April 15, 2002 2001 June 14, 2001 April 11, 2001	691 569D 448	3 BR VALLEY - Pent 3 BR VALLEY 3 BR MOUNTAIN	EXE DLX DLX	\$800,000 \$655,000 \$950,000	1520 1620 1470	\$526 \$404 \$646
April 15, 2002 2001 June 14, 2001	691 569D	3 BR VALLEY - Pent 3 BR VALLEY	EXE DLX	\$800,000 \$655,000	1520 1620	\$526 \$404
April 15, 2002 2001 June 14, 2001 April 11, 2001 February 27, 2001 2000	569D 448 221	3 BR VALLEY - Pent 3 BR VALLEY 3 BR MOUNTAIN 1 BR VALLEY	DLX DLX DLX DLX	\$800,000 \$655,000 \$950,000 \$333,000	1520 1620 1470 840	\$526 \$404 \$646 \$396
April 15, 2002 2001 June 14, 2001 April 11, 2001 February 27, 2001 2000 March 28, 2000	569D 448 221	3 BR VALLEY - Pent 3 BR VALLEY 3 BR MOUNTAIN 1 BR VALLEY	DLX DLX DLX DLX	\$800,000 \$655,000 \$950,000 \$333,000 \$700,000	1520 1620 1470 840	\$526 \$404 \$646 \$396
April 15, 2002 2001 June 14, 2001 April 11, 2001 February 27, 2001 2000	569D 448 221	3 BR VALLEY - Pent 3 BR VALLEY 3 BR MOUNTAIN 1 BR VALLEY	DLX DLX DLX DLX	\$800,000 \$655,000 \$950,000 \$333,000	1520 1620 1470 840	\$526 \$404 \$646 \$396
2001 June 14, 2001 April 11, 2001 February 27, 2001 2000 March 28, 2000 March 21, 2000	569D 448 221	3 BR VALLEY - Pent 3 BR VALLEY 3 BR MOUNTAIN 1 BR VALLEY	DLX DLX DLX DLX	\$800,000 \$655,000 \$950,000 \$333,000 \$700,000	1520 1620 1470 840	\$526 \$404 \$646 \$396
2001 June 14, 2001 April 11, 2001 April 11, 2001 February 27, 2001 2000 March 28, 2000 March 21, 2000 1999	569D 448 221 341 560	3 BR VALLEY - Pent 3 BR VALLEY 3 BR MOUNTAIN 1 BR VALLEY 3 BR VALLEY 3 BR MOUNTAIN	DLX DLX DLX DLX	\$800,000 \$655,000 \$950,000 \$333,000 \$700,000 \$1,100,000	1520 1620 1470 840 1650 1470	\$526 \$404 \$646 \$396 \$424 \$748
2001 June 14, 2001 April 11, 2001 February 27, 2001 2000 March 28, 2000 March 21, 2000	569D 448 221	3 BR VALLEY - Pent 3 BR VALLEY 3 BR MOUNTAIN 1 BR VALLEY	DLX DLX DLX DLX	\$800,000 \$655,000 \$950,000 \$333,000 \$700,000	1520 1620 1470 840	\$526 \$404 \$646 \$396

1998						
May 1, 1998	448	3 BR MOUNTAIN	DLX	\$1,035,000	1470	\$705
April 30, 1998	681	3 BR VALLEY	DLX	\$610,000	1355	\$450
April 6, 1998	457	3 BR VALLEY	DLX	\$732,000	1650	\$444
March 31, 1998	556	2 BR MOUNTAIN	DLX	\$709,167	1040	\$682
March 20, 1998	689	3 BR VALLEY	DLX	\$680,000	1550	\$439
February 20, 1998	341	3 BR VALLEY	DLX	\$750,000	1650	<i>\$455</i>
1997						
December 11, 1997	332	2 BR MOUNTAIN	STD	\$520,000	1040	\$500
November 13, 1997	337	1 BR VALLEY	STD	\$280,000	840	\$333
October 31, 1997	333D	3 BR VALLEY	DLX	\$480,000	1560	\$308
October 24, 1997	558	2 BR MOUNTAIN	DLX	\$800,000	1100	\$727
September 8, 1997	685	3 BR VALLEY	STD	\$590,000	1560	\$379
March 13, 1997	222	2 BR MOUNTAIN	N/A	\$460,000	1100	\$418
February 28, 1997	691	3 BR VALLEY	DLX	\$790,000	1520	\$520
January 30, 1997	334	2 BR MOUNTAIN	STD	\$485,000	1100	\$441
1996						
August 21, 1996	1	RESTAURANT	N/A	\$552,500	N/A	N/A
April 22, 1996	446	2 BR MOUNTAIN	DLX	\$500,000	1100	\$ <i>455</i>
April 22, 1996	221	1 BR VALLEY	DLX	\$235,000	840	\$280
7,0111 22, 7000		, Bit Willer	22,0	Ψ200,000	0.10	Ψ200
1995						
April 4, 1995	550/552	4 BR MOUNTAIN	Α	\$1,610,000	2350	\$685
March 20, 1995	341	3 BR VALLEY	Α	\$550,000	1650	\$333
March 17, 1995	225	3 BR VALLEY	Α	\$600,000	1650	<i>\$364</i>
January 30, 1995	329	1 BR VALLEY	Α	\$279,000	810	\$344
1994						
November 17, 1994	455	2 BR VALLEY	Α	\$385,000	1040	\$370
April 26, 1994	106	2 BR MOUNTAIN	B+	\$330,000	1040	\$317
March 1, 1994	683	3 BR VALLEY	A	\$440,000	1600	\$275
February 14, 1994	558	2 BR MOUNTAIN	В	\$400,000	1100	\$364
February 14, 1994	221	1 BR VALLEY	A	\$204,000	840	\$2 4 3
February 3, 1994	444	2 BR MOUNTAIN	Ä	\$405,000	1040	\$389
February 3, 1994	691	3 BR VALLEY	A	\$660,000	1520	\$434
r obligary o, root	00 /	O BIT TILLE	7.	φοσο,σσσ	1020	ψ.σ.
1993						
November 26, 1993	217	1 BR VALLEY	Α	\$205,000	840	\$244
November 12, 1993	331	1 BR VALLEY	Α	\$205,000	840	\$244
October 28, 1993	457	3 BR VALLEY	Α	\$515,000	1650	\$312
September 7, 1993	110	2 BR MOUNTAIN	B+	\$337,500	1100	\$307
August 5, 1993			Α.	\$200 000	040	¢220
g ,	<i>4</i> 51	1 BR VALLEY	Α	\$208,000	910	\$229
April 30, 1993	451 223	1 BR VALLEY 2 BR VALLEY	A A	\$208,000	1040	\$229 \$245
April 30, 1993						
April 30, 1993 1992	223	2 BR VALLEY	A	\$255,000	1040	<u>\$245</u>
April 30, 1993 1992 September 9, 1992	223 328	2 BR VALLEY 2 BR MOUNTAIN	A A	\$255,000 \$360,000	1040	\$245 \$327
April 30, 1993 1992 September 9, 1992 November 11, 1992	223 328 676	2 BR VALLEY 2 BR MOUNTAIN 3 BR MOUNTAIN	А А А	\$255,000 \$360,000 \$900,000	1040 1100 1490	\$245 \$327 \$604
April 30, 1993 1992 September 9, 1992	223 328	2 BR VALLEY 2 BR MOUNTAIN	A A	\$255,000 \$360,000	1040	\$245 \$327
April 30, 1993 1992 September 9, 1992 November 11, 1992 January 10, 1992 1991	223 328 676 563	2 BR WALLEY 2 BR MOUNTAIN 3 BR MOUNTAIN 3 BR VALLEY	А А А В	\$255,000 \$360,000 \$900,000 \$360,000	1040 1100 1490 1680	\$245 \$327 \$604 \$215
April 30, 1993 1992 September 9, 1992 November 11, 1992 January 10, 1992	223 328 676	2 BR VALLEY 2 BR MOUNTAIN 3 BR MOUNTAIN	А А А	\$255,000 \$360,000 \$900,000	1040 1100 1490	\$245 \$327 \$604

1990						
August 31, 1990	668	3 BR MOUNTAIN	Α	\$800,000	1750	\$457
July 6, 1990	224	3 BR MOUNTAIN	В	\$425,000	1420	\$299
March 20, 1990	554	2 BR MOUNTAIN	Α	\$355,000	1040	\$341
February 21, 1990	681	3 BR VALLEY	В	\$315,000	1355	\$232
February 16, 1990	550/552	2 BR MOUNTAIN	Α	\$800,000	2350	\$340
February 15, 1990	561	3 BR VALLEY	В	\$415,000	1620	\$256
1989						
October 31, 1989	444	2 BR MOUNTAIN	С	\$295,000	1040	\$284
April 14, 1989	668	3 BR MOUNTAIN	Α	\$540,000	1750	\$309
March 1, 1989	223	2 BR VALLEY	С	\$222,000	1040	\$213
February 23, 1989	<i>44</i> 8	3 BR MOUNTAIN	Α	\$470,000	1470	\$320
February 16, 1989	685	3 BR VALLEY	Α	\$330,000	1560	\$212
January 27, 1989	666	4 BR MOUNTAIN	Α	\$700,000	2004	\$349
January 21, 1989	446	2 BR MOUNTAIN	С	\$285,000	1100	\$256
1988	455	0.00.1/4/1.5/		#000	10.10	# 0.40
October 6, 1988	455	2 BR VALLEY	С	\$222,000	1040	\$213
September 28, 1988	674	3 BR MOUNTAIN	A	\$523,500	1550	\$338
August 10, 1988	331	1 BR VALLEY	В	\$150,000	840	\$179
August 1, 1988	330	2 BR MOUNTAIN	В	\$253,500	1040	\$244
January 27, 1988	689	3 BR VALLEY	A	\$300,000	1550	\$194
1987						
October 27, 1987	565	2.5 BR VALLEY	С	\$225,000	1560	\$144



Section 8
Condominiums For Sale
December 6, 2014

Mountain Haus Condominiums Available For Sale December 1, 2014

,	LIST PRICE O BATH, MOUNTAINSIDE	E: 1,088 SQ FT	\$1,650,000
	Slifer Smith Frampton Hilary McSpadden hmcspadden@slife		970.390.7632
UNIT #339	LIST PRICE	 =	\$1,265,000
TWO BEDROOM, TWO BATH, VALLEYSIDE 1,036 S		1,036 SQ <i>FT</i>	
LISTING OFFICE: Slifer Smith Frampton Hilary McSpadden hmcspadden@slifer.net		970.390.7632	

Note: In addition to the offices listed above, other members of the Vail Board of Realtors are available to assist you with showings through the multiple listing service please contact any member office for further information.

If you have any questions regarding the Mountain Haus, please contact **Steve Hawkins, General Manager or Rob Rothenberg, Controller,** through the Mountain Haus front desk or at 970.476.2434.



Section 9
<u>Association Rules</u>
December 6, 2014

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MOUNTAIN HAUS CONDOMINIUM ASSOCIATION RULES

Effective December 08, 2012

1. CONDOMINIUM DECLARATION AND BY-LAWS

Each Owner shall comply strictly with the provisions of the Declaration, the Articles of Incorporation and Bylaws of the Association and the decisions, resolutions, rules and regulations (including but not limited to these Rules) of the Association. The Owner shall likewise cause each Family Member, Owner-Guest, Tenant and Invitee to comply with all such provisions applicable to him/her/it and shall be responsible for any violations or noncompliance by any such Family Members, Owner-Guests, Tenants or Invitees.

2. DEFINITIONS

OWNER is the person, persons, firm, corporation, partnership, association or other legal entity, or any combination thereof owning one or more Condominium Units according to the records of the Clerk and Recorder of Eagle County, Colorado.

FAMILY of an Owner consists of the spouse and children of the Owner and any other persons occupying a Condominium Unit when the Owner or Family member is in occupancy.

OWNER-GUEST is any person not paying rental rates who occupies or proposes to occupy a Condominium Unit when the Owner or Family member is not in occupancy, including, in the case of a Residential Condominium Unit owned by an entity, the managers, members, partners, officers, directors, beneficiaries and trustees of such entity Owner. Reciprocal guests, Owners trading Condominium Units in vacation pools and beneficiaries of charitable donations are Owner-Guests.

DESIGNATED REPRESENTATIVE is defined in Rule 28

TENANT is one who leases or rents a Condominium Unit directly from the Owner and not through the Association in the performance of its function as a rental agent. The term 'Tenant' includes, but is not limited to, a Renter of a Residential Condominium Unit directly from the Owner.

OWNER USE includes use by the Owner, Family of an Owner and Owner-Guests.

ASSOCIATION is the Mountain Haus Condominium Association, Inc. which has delegated to its Managing Agent all authority necessary under these Rules and which is not specifically herein reserved by the Board of Managers.

RESIDENTIAL CONDOMINIUM UNIT is a Condominium Unit that is used and occupied by the Owner, Family, Owner-Guests or Tenants only for residential or lodging purposes.

COMMERCIAL CONDOMINIUM UNIT is a Condominium Unit that is used only for the maintenance of offices, health club, restaurant or other use permitted by the Town of Vail, County of Eagle, State of Colorado.

CONDOMINIUM UNIT is a Residential Condominium Unit or a Commercial Condominium Unit.

RENTAL UNIT applies to all Residential Condominium Units that are available for rent through the Association's rental program.

NON-RENTAL UNIT applies to all Residential Condominium Units that are not available for rent through the Association's rental program.

WINTER SEASON begins on the day preceding the scheduled opening of ski lift operation on Vail Mountain and ends on the day following the announced closing of ski lift operation on Vail Mountain.

SUMMER SEASON begins no earlier than the Friday of Memorial Day Weekend and no later than June 15th of each year, as determined by the Association, and ends near the middle of October, when the Association determines that the building must be closed for maintenance.

SPRING PERMITTED WORK PERIOD" AND "FALL PERMITTED WORK PERIOD" are defined in Rule 17.

RENTAL RETENTION is the amount of the estimated assessments imposed by the Board of Managers of the Association to meet the hotel operations expenses, as provided in Paragraph 19A of the Declaration, which estimated assessments are to be withheld from the revenues produced from the rental of Residential Condominium Units in accordance with the percentage of withholding established from time to time by the Association in the performance of its function as a rental agent.

RACK RATE is the highest published rental rate, as indicated on rate sheets printed by the Association.

RENTER is a person or entity renting a Residential Condominium Unit through the Association in the performance of its function as a rental agent.

INVITEE means one who is invited (whether expressly or impliedly, directly or indirectly, by specific, general, limited or public invitation or advertising) by the Owner or its Family Members, Owner-Guests or Tenants into the Owner's Condominium Unit or the General or Limited Common Elements.

Capitalized terms not otherwise defined in these Rules are used as defined in the Declaration and in the Bylaws of the Association, as same may be amended from time to time.

3. CHANGES IN RENTAL STATUS

The rental status of a Residential Condominium Unit may be changed if the Owner so desires by notifying the Association in writing of the specific change. To avoid conflict with the rental program, such notice must be received on or before June 1st to be effective for the following Winter Season and on or before November 1st to be effective for the following Summer Season. The Association will acknowledge such timely request in writing within 15 days of receipt of the request. It is the responsibility of the Owner to notify the Association if such acknowledgement is not received. Any rental status change shall be effective for a minimum of 12 months.

Upon the sale of a Residential Condominium Unit, the new Owner shall be bound by the status applicable to the Residential Condominium Unit prior to the sale unless a change is requested on a timely basis as specified above.

If a rental has been confirmed by the Association for a specific Residential Condominium Unit, either after receipt of that Owner's usage calendar or after the deadline for receipt of the Owner's usage calendar has passed, as provided for in Paragraph 4, the Owner is bound to honor such rental.

If timely notice of a change in rental status is not received and acknowledged, the Association shall assume that the Owner has elected not to change the rental status of that Residential Condominium Unit.

When a Condominium Unit is rented or leased by the Owner, the Owner shall provide a copy of the current Association Rules to the Tenant and shall cause the Tenant to comply with all applicable Rules. If in writing, the lease shall contain a specific acknowledgment by the Tenant of receipt and review of the Association Rules and the Tenant's agreement to comply therewith, and a true, correct and complete copy of the lease shall be furnished to the Association before the commencement date of the lease.

4. OWNER RESERVATIONS

An Owner may reserve a Residential Condominium Unit for Owner use by indicating the days of Owner use on the Owner calendar and returning it to the Association so that it is received no later than March 1st for the Summer Season and no later than June 1st for the Winter Season. The Association will mail the calendar for the Summer Season no later than February 1st and no later than May 1st for the Winter Season. Any Owner intending to make an Owner usage reservation is responsible for receiving and returning the Owner usage calendar by the deadlines specified above. The Association will confirm in writing all Owner usage reservations promptly after the above-mentioned deadlines. If such confirmation is not received or is not correct, the Owner must contact the Association's reservation department. The Association will begin renting a Residential Condominium Unit as soon as the Owner usage calendar for that Unit is received. If the calendar is not received by the above-mentioned deadlines, the Association will assume that the Owner does not intend to use the unit and will begin renting that unit on March 2nd for the Summer Season and on June 2nd for the Winter Season.

Mailed February 1st returned March 1st for summer.

Mailed May 1st returned June 1st for winter.

If a Residential Condominium Unit is not rented, and was not reserved for Owner use by so indicating on the Owner usage calendar, the Owner may make a reservation for Owner use by contacting the Association's reservation office between 9:00 a.m. and 5:00 p.m., Monday through Friday.

All reservations not made by utilizing the Owner usage calendar must be made through the Association's reservation office and must contain:

- A. The name of the party occupying the Residential Condominium Unit:
- B. The number in the party:
- C. The arrival and departure dates;

- D. When the Owner is not the party occupying the Residential Condominium Unit, the Owner must specify if the Rack Rate is to be charged or if the reservation shall count as Owner usage; and
- E. Who shall pay the appropriate charges.

The Owner is responsible for any fees, charges, fines or other expenses incurred by the Owner's Family Members, Owner-Guests or Tenants.

In accordance with Paragraph 19A of the Declaration, any Owner of a Rental or Non-Rental Residential Condominium Unit who rents or agrees to rent its Unit to a Tenant without using the Association as a rental agent (i) shall immediately notify the Association of the rental period to be reserved for such Tenant and the name, address and phone number of the Tenant and (ii) shall forthwith at the same time pay to the Association the then applicable Rental Retention based upon the full Rack Rate then applicable to such Unit if it were rented by the Association in the performance of its function as a rental agent. The Owner shall be responsible for and shall pay all applicable taxes and fees (state, local or otherwise) applicable to such rental and for adherence by the Owner and the Tenant to all applicable laws and regulations. The Owner shall indemnify the Association against and hold it harmless from any and all losses, costs, liabilities, damages, penalties and expenses (including reasonable attorneys fees) arising from or resulting from the Owner's agreement to rent or rental of its Unit and the actions or omissions of the Tenant (including but not limited to violations of Association Rules) during or related to its occupancy of the Owner's Unit.

The Rental Retention is intended to provide for the payment of all estimated expenses of the Association growing out of or connected with the operation of Residential Condominium Units as rental Condominiums, whether rented through the Association or without Association assistance.

Confirming a long standing practice Owners who occupy their units during the spring or fall closure periods should expect interruptions in building services, including sewer, water, electric, gas, heat, ventilation and other services for lengths of time up to the entire closure period. Additionally, amenities, including front desk, housekeeping, maintenance, pool, spa, and others are traditionally suspended over closure periods for repairs, capital improvements and/or cost savings activities.

5. RENTAL RATES

Published Rental Rates for each Condominium Unit type; e.g., two-bedroom mountain view, shall be set and revised from time to time by the Board of Managers. Rental rates will differ between units of different sizes (i.e., 1, 2, 3, 4 bedroom), and between Mountain View and Valley View.

The General Manager may negotiate, at his/her discretion, lower rates for groups or for individual reservations during slow rental periods, subject to review only by the Board of Managers.

No Rental Unit may be utilized for any purposes at less than the prevailing applicable Rate except as follows:

- A. Owner usage and Owner-Guest usage in accordance with these Rules and Regulations;
- B. Discounted rates as modified by the General Manager for groups or during slack periods as described above;
- C. Usage for sales and marketing, contractors, employees, corporate use, group use and other uses approved by the General Manager; provided, however, that (i) each such use

- shall be approved by the General Manager; (ii) such use shall not occur during periods of high occupancy: or
- D. General Manager may invite specific travel agents, travel editors, group tour and meeting planners and other similar hospitality industry representatives to occupy Rental Units without charge for promotional purposes if, in General Manager's judgment, future rental income of Rental Units will be enhanced; provided, however, that (1) no Rental Unit shall be so occupied for more than five days in any calendar year and normally not during periods of high occupancy, and (2) the cleaning expenses of such occupancy shall be borne by the Association in its capacity as the manager of the rental operations.
- E. Owners may rent the units of other Owners through the rental program at the prevailing rate as long as the proposed rate falls within established rental strategies for the applicable time period. Discounts from the prevailing rate can be offered to Owners when like discounts are offered to the renting public or are available through the net rate program at the sole discretion of management.

6. COMMISSION EXPENSES

All travel agency and tour operator commissions on rentals through the Association are part of the hotel operation expenses and will be paid by the Association other than when rates are negotiated on a net-net basis with wholesalers or other third party suppliers.

7. RENTAL RATINGS, CATEGORIES

CATEGORIES

All Rental Units will be placed into one of the following six categories:

Presidential Suites:	Those very few large, extraordinary Rental Units in the Building which (i) are designated
	as Presidential Suites by the Board of Managers; (ii) are located on the fifth or sixth floor

on the Mountain side of the building; and (ii) are determined by the Board of Managers of the Association to be clearly extraordinary in design and finish. The General Manager shall have the authority to establish the applicable rental rates for each Presidential Suite in consultation with the Owner of such Presidential Suite, subject to approval by

the Board of Managers of the Association.

P: Platinum A unit with this rating represents the finest accommodations in the area. The 90%-100% furnishings and appointments are superior, as are all other aspects of the

interior. First impressions are "WOW!" Everything in the unit is first rate and coordinated. Style and design are unsurpassed. These properties are the best

of the best and are not lacking in any area.

G: Gold A unit with this rating reflects recent interior design motifs and coordinated 80%-89% decorating efforts. Inventory contained within each room of the home or unit is

upscale and in excellent condition. In short, a gold unit is comfortable and stylish

with the feeling of home.

S: Silver A unit with this rating reflects a nice accommodation with quality furniture that is 70%-79%

gently used. A consistent style is apparent throughout, although unit is a bit

older and lacking in thoroughness and finishing touches.

B: Bronze A unit with this rating reflects a more sterile environment. Personality and decorating 60%-69% motifs are present, albeit not fully coordinated; there may be a "pieced together" feel. First impressions are "OK". Inventory contained in each room of the home or unit is mostly utilitarian and meets minimum expectations. In short, a bronze unit offers a no frills, but acceptable lodging experience.

0: Substandard Below 60%

A unit with this rating does not meet minimal rating standards. First impressions are generally, "I won't stay here!" Inventory contained in each room of the home or unit is sparse, mismatched, and/or severely worn or broken. In short, a substandard unit does not reflect first class resort lodging to destination vacationers. We will not rent substandard properties in the Vail Valley.

A. ANNUAL REVIEWS

Each Rental Unit will be reviewed annually in the Spring. A review report for each Rental Unit will be prepared by the rater and sent to the Rental Unit's Owner. The review report will:

- (i) Indicate that the Rental Unit contains all of the Required Amenities, in good working order, if that is the case. If that is not the case, the report will specify which Required Amenities are missing and/or are not in good working order.
- (ii) Identify those items in the Rental Unit which are in poor condition and which need repair, refinishing or replacing.

Identify the Category into which the Rental Unit should be included for the next ski season, based solely on the criteria described above for each Category.

The review report may include a section in which the rater makes recommendations as to additional items or improvements for rated units; provided however, that the review report must make it clear that the recommendations contained in such section are not required to maintain a rating.

B. APPEAL

An Owner shall have the right to appeal the rater's Categorization of such Owner's Rental Unit to the Property Management Committee. In the event of an appeal, the Committee will render its decision no later than the Wednesday following the next Board Meeting scheduled to occur after receipt of the appeal by the Chair of the Property Management Committee.

An Owner who adds missing Required Amenities or who does the suggested work to improve the condition of his or her Rental Unit may petition to have the Unit reviewed again. Owners are encouraged to complete such work in a timely manner so as to allow such re-review to be completed before the start of the ski season.

Each Rental Unit will be included in the Category finally determined by the review report or the Property Management Committee, as applicable; provided however, that an Owner may elect to have such owner's Rental Unit rented in a lower category than that assigned by the rater by written notice to the Property Management Committee.

Given the number of unique Condominium Units within the building, the Property Management Committee or building management may, from time to time, make exceptions to the applicability of specific items on the list of Required Amenities to specific Units; provided, however, that any such exceptions made by building management shall be approved by the Property Management Committee.

8. RENTAL PRIORITIES

In renting Rental Units of each Rental Unit type (i.e., 1, 2, 3 or 4 bedroom and Mountain or Valley view), the Association shall rent the highest rated units first, then the middle rated units, and the lowest rated units last, subject at all times to Renter preferences and Owner usage. During the Winter Season and again in the Summer Season, the Association will assign Rental Unit rentals within each Rental Unit rating Category so as to equalize rental revenues as nearly as practicable during such Season among similar Rental Unit types (i.e., 1, 2, 3 or 4 bedroom, Mountain or Valley view) within each rating Category. Many factors, including Renter preferences and Owner usage, will influence each Rental Unit's revenues.

Should an Owner return their calendar beyond the dates specified in Rule 4 their unit(s) will be subject to the lowest priority rental rotation regardless of the unit's current rating category.

The General Manager will report to Owners after the Winter Season and again after the Summer Season the gross room revenues, revenue days and Owner usage days for each Unit during each such Season.

9. OCCUPANCY FEES – RENTAL STATUS

SUMMER SEASON: There will be no charge for the first 75 days of usage by the Owner, Family or Owner-Guests of the Owner. Beginning with the 76th day, the charge for such usage will be the full Rental Retention applied to the Rack Rate for that unit type. Owner-Guest use will count as Owner Usage.

WINTER SEASON: There is no charge for the first 50 days of usage by the Owner, Family or Owner-Guests of the Owner. Beginning with the 51st day, the charge for such usage will be the full Rental Retention applied to the Rack Rate for that unit type. Owner-Guest use will count as Owner usage.

There will be no charge for usage between the Summer and Winter Seasons other than the normal check out fee, if any.

Owner usage includes all days for which an owner reserves their unit, whether it is actually used or not, or otherwise causes the unit not to be available for rental to the public. This would include the practice of regularly reserving a unit and then canceling the reservation just before the scheduled arrival date so as to prevent the unit from being available for rental to the public. When a reservation for Owner usage is made but not used, and no notice of cancellation is given, that reservation will be counted as Owner usage days.

10. OCCUPANCY FEES - NON RENTAL STATUS

There is no charge for usage by the Owner, Family or Owner-Guests of the Owner.

11. <u>REGISTRATION</u>

All occupants, including Owners and Owner-Guests of Owners are required to register at the front desk upon arrival. The full occupancy fee (Rental Retention applied to the Rack Rate) will be charged if the occupying Owner, Family member or Owner-Guest fails to register.

12. KEY CARDS AND ENTRY

No Owner, Family member or Owner-Guest is permitted to enter a Residential Condominium Unit when that Residential Condominium Unit is occupied by a Renter. All entry key cards to Residential Condominium Units are the property of the Association. All key cards must be returned to the front desk upon departure. The Association will re-program entry locks from time to time, but at least twice a year. Keys to Owner's closets will only be given to the Owner of a Residential Condominium Unit unless the Owner specifically designates otherwise.

13. MAID SERVICE AND CHECK OUT FEES

Maid service will be provided for rental Owners upon request between the hours of 8:00 a.m. and 4:00 p.m., provided that housekeeping staff levels are adequate. Charges for maid service will be a fee determined by the General Manager, based on the size of the Residential Condominium Unit and the cost of such service, and subject to review by the Board of Managers. When demands are made of the housekeeping staff by an Owner or Owner-Guest for service that exceeds the level on which standard fees are based, the charge shall be increased proportionately.

The housekeeping staff is supported entirely by those Residential Condominium Units participating in the Association rental program. Those Residential Condominium Units whose status is non-rental are not entitled to housekeeping services. On certain occasions, when the needs of all rental Residential Condominium Units have been fully met, as determined by the General Manager, the Association may provide housekeeping services to non-rental Residential Condominium Units at the regular established fee.

Residential Condominium Units that participate in the Association rental program are eligible for a 50% discount off the regular established fees on housekeeping services including 1) daily full service, 2) towels & trash service 3) check-out service, and 4) bi-annual deep cleaning service.

Owner and Owner-Guest occupied unit(s) are responsible for a departure/check-out service at the prevailing fee plus a 5% surcharge for any occupied days where no-service was requested.

Owners or Owner-Guests who remove housekeeping items or linens from maid carts or the housekeeping area will be charged for full maid service.

14. COMPLAINTS AND DIRECTIONS

All complaints regarding building facilities, services, and personnel shall be made directly to the General Manager and not to other building personnel or Renters. Directions and instructions to Association employees shall be given only by the General Manager and not by Owners or others.

15. <u>FURNISHINGS</u>

Each Owner is responsible for the maintenance and condition of the Owner's Condominium Unit and furnishings, including but not limited to breakage, theft, vandalism and mysterious disappearance.

The Owner, while occupying the Rental Unit, is responsible for inspecting the Unit and reporting any maintenance needs in writing to management personnel at the front desk in the main lobby. Such maintenance needs are to be expected, since work in the Unit during the off seasons (including annual painting and cleaning, etc.), and normal wear and tear during the rental seasons, may necessitate some maintenance work. The Mountain Haus management and staff will find and fix most maintenance items, but may be expected to miss some. Each Owner should inspect its Unit to identify any needed maintenance items, and report them as soon as possible.

In order to participate in the rental program, the Owner is responsible for spring and fall cleaning (carpet cleaning, dry cleaning and deep cleaning), as well as painting and other requirements for Unit rentability designated and carried out by management (subject to review by the Board of Managers).

The Association provides to Rental Units certain standard items (such as linens, silverware, china, alarm clocks, etc.), as listed in Exhibit A, and these items remain the property of the Association. Such items must be returned to the Association when a Unit is removed from the rental program or prior to the date on which a Unit is transferred to a new Owner. If such items are not timely returned to the Association, the Association shall be permitted to enter the Unit without liability to the Owner for the purposes of retrieving these items.

16. <u>INSURANCE</u>

Insurance coverage on furnishings and other items of personal property belonging to an Owner, as well as casualty and public liability coverage within each individual Condominium Unit, is the responsibility of the Owner. Refer to rule #16 in the Mountain Haus declaration.

17. REDECORATING AND REMODELING

Condominium Unit redecorating and remodeling may be done only upon notice by the Owner to the General Manager and in accordance with the provisions of this rule number 17 and rule number 26, below. Substantial redecorating and remodeling which involves odors (paint and glue fumes) hammering, nailing, cutting, pounding, beating or other loud noise, as determined by the General Manager in the General Manager's sole discretion ("Renovation Work"), may only be done during the periods provided below (a "Permitted Work Period" or the "Permitted Work Periods") each Spring and each Fall, except by special written arrangement with the Association or in the case of an emergency, as determined by the Association in its sole discretion.

The Spring Permitted Work Period each year shall begin on the day after the end of the Winter Season and end on June 30 of such year, subject to any changes in such Period which may be approved by the Board and notice of which is given to Owners no later than the date of the Annual Meeting immediately preceding such Period. The Fall Permitted Work Period shall begin on the day after Labor Day and end on the Friday before Thanksgiving, subject to any changes in the beginning and end dates of such Period which may be approved by the Board and notice of which is given to Owners no later than the May 31 immediately preceding such Period.

No contractor, workman or other person performing any Renovation Work in a Condominium Unit will be permitted in the General Common Elements during any time other than the Permitted Work Periods.

An Owner may have furniture delivered and installed at any time when the building is closed to the general public and between the hours of 10:00 AM and 3:00 PM when the building is open to the general public, so long as such installation does not involve hammering, nailing, cutting, pounding, beating or other loud noise, as determined by the General Manager in the General Manager's sole discretion. The General Manager may, in the General Manager's discretion, open the building to the general public before said cut-off date if the General Manager causes full disclosure to be made in writing to every potential Renter that Renovation Work is being or may be performed in the building and if the General Manager attempts to locate all Renters away from Condominium Units where such Renovation Work is being performed.

Each Owner who performs any Renovation Work which alters the location of any interior non-supporting wall, door, room, major fixture or major appliance in such Owners Condominium Unit shall deliver to the Association a copy of as-built plans for such work, in computer CAD format, if available, or, if not so available, in drawing form. For purposes of Renovation Work, maintenance, repair, alteration and remodeling, an Owner shall be deemed to own the interior non-supporting walls, the materials making up the finished surfaces of the perimeter walls, ceilings and floors within the Condominium Unit and the Condominium Unit doors and windows. An Owner shall not make alterations to Limited or General Common Elements, as defined in the condominium declaration, without first receiving the written approval of the Board of Managers. The Board of Managers shall be notified in writing of the intended modifications to the Limited or General Common elements through the Managing Agent. Any deviation must have prior Board approval.

17 A. REMODELING INVOLVING STRUCTURAL AND COMMOM ELEMENT CHANGES

In order to ensure that the structural integrity of the building is not impaired or adversely affected, no interior modifications to a Unit shall make or cause structural modifications to the building itself.

The expansion of exterior windows is subject to approval by the Board of Directors. The Association conducted an exterior window expansion structural survey in 2006 which may allow expansion of certain exterior windows reflected in the structural survey under the following conditions:

- A. All of the Owners in the vertical stack above and below the windows to be expanded must agree with the Association in writing to expand their respective windows in the vertical stack in the same manner at the same time, so that the exterior appearance of the building is coordinated and consistent on all floors in the stack, avoiding an inconsistent, uncoordinated appearance of the exterior of the building; and such agreements by all Owners in the vertical stack shall be binding upon the heirs, legal representatives, successors and assigns of such Owners.
- B. The Owners in the vertical stack shall furnish to the Association stamped structural plans and specifications prepared by a licensed and insured (at minimum for Errors and Omissions coverage) structural engineer covering all of the windows in the stack and a written certification from the engineer that the structural integrity of the building will not be affected by the proposed expansion of the windows in the entire vertical stack of Units.
- C. All Owners in the vertical stack shall employ a single Contractor for all of the work in all Units in the vertical stack. Such Contractor shall furnish to the Association a copy of the written contract or contracts with all Owners in the vertical stack, together with full and complete plans and specifications for the proposed work, subject to approval

of the Association.

- D. All owners and the Contractor for all Units in the vertical stack shall agree with the Association that the project work shall be started and completed within a single shutdown period and, at least three months prior to commencement of the work, shall furnish a written work schedule and timeline for the construction project.
- E. The Town of Vail Design Review Board and Planning & Environmental Committee shall have issued written approvals of the construction project before it commences.
- F. Final Certificates of Completion issued by the Town of Vail shall be furnished to the Association, as well as any other documentation requested by the Association.

The Association desires to maintain the original configuration of the Units and discourages combinations of Units. In particular, the installation of staircases, elevators or other passageways between floors is not permitted. Likewise, the installation of hallways, doorways or other openings for ingress and egress between side-by-side Units, which openings intrude upon, disturb or adversely affect the Common Elements between Units, is not permitted.

18. <u>CONTRACTING FOR OUTSIDE SERVICES</u>

Contracting for outside services in a Condominium Unit may be done only with the consent of the General Manager.

19. GAS FIREPLACES

Gas fireplaces must be checked and cleaned by a professional a least once a year at the owners' expense.

20. FRONT DESK

Owners and other persons not employed by the Association are not permitted behind the front desk at any time.

21. PARKING

Vehicles may be parked in the loading zone in front of the building and the parallel parking spaces along the side of the building for no more than 15 minutes.

22. LUGGAGE CARTS

All luggage carts must be returned to the lobby immediately after use.

23. PETS

Pets must be leashed when in the common areas of the building. Each Owner shall ensure that their pet(s) do not bite, bark, or otherwise disturb the peaceful enjoyment of others within the building. Owners shall clean-up any pet messes and properly dispose of same in and around the building.

24. CONDUCT AND USE

No Mountain Haus Condominium Unit or interest therein shall be sold as a Time Share Estate as that term is defined in C.R.S. Section 38-33-110, and no Owner of a Mountain Haus Condominium Unit or interest therein may permit the use and occupancy of such unit on a license or "club" basis which provides for the rotation of use and occupancy of the unit among a group of licensees or "members" who are not also co-Owners of the Condominium Unit in fee simple title as tenants in common or joint tenants. However, this Rule shall not be construed to prohibit the ownership of a Condominium Unit by a limited liability company. limited partnership, general partnership, limited liability limited partnership, corporation, trust or other entity authorized to hold title to real estate under Colorado law, even though more than one person has an ownership interest in such entity. If a limited liability company, limited partnership, general partnership, limited liability limited partnership, corporation, trust or other entity authorized to hold title to real estate under Colorado law is vested with fee simple title to a Condominium Unit, then the Condominium Unit may be used and occupied by no more than five (5) unrelated managers, members, partners, officers, directors, beneficiaries or trustees, as applicable, of such ownership entity as Guests; or, in the case of a family owned entity, the Condominium Unit may be used and occupied by any number of managers, members, partners, officers, directors, beneficiaries or trustees, as applicable, who are related by blood, legal adoption or marriage as Guests.

The Owner, Family Members, Owner-Guests, Tenants and Invitees shall use, occupy and conduct themselves within the Owner's Condominium Unit and within the General and Limited Common Elements so as to comply with all applicable laws and not to commit an unlawful or criminal act or create a nuisance or unreasonably disturb or interfere with other Owners, Family Members, Owner-Guests, Tenants or Invitees, as well as Renters and Association employees. The Owner of a Condominium Unit is responsible for the conduct and behavior of each Family Member, Owner-Guest, Tenant and Invitee, whether within the Owner's Condominium Unit or within the General or Limited Common Elements. An Owner shall reimburse the Association promptly for any damages to any General or Limited Common Elements or other items of Association property caused by such Owner, Family Member, Owner-Guest, Tenant or Invitee. An Owner shall indemnify the Association and its managers, officers and employees (the "Indemnitees") against liability, damages, costs and expenses (including reasonable attorneys fees) arising from or growing out of personal injuries, death or property damage within the Owner's Condominium Unit or within the General or Limited Common Elements caused by such Owner, Family Member, Owner-Guest, Tenant or Invitee (except, as to each Indemnitees, to the extent caused by the negligence of such Indemnitees). An Owner is not responsible for the conduct or behavior of or damages caused by a Renter who rents a Rental Unit through the Association.

The Owner and its Family Members, Owner-Guests and Tenants and their respective Invitees shall keep all skis, snowboards and other items belonging to any of them inside the Owner's Unit or the locker assigned to such Owner and not in the hallways or other areas of the General Common Elements. The Owner shall indemnify the Indemnitees against liability, damages, costs and expenses (including reasonable attorneys fees) caused by or resulting from such skis, snowboards or other items when placed in the hallways or such other areas of the General Common Elements by such Owner, Family Members, Owner-Guests, Tenants or

Invitees. All Renters who rent Rental Units through the Association shall likewise be required by the Association to keep skis, snowboards and other items inside the Rental Unit.

Confirming a long standing Mountain Haus policy this overview is intended to clarify guidelines for amenity usage within the Mountain Haus building for the following Owner categories.

- 1. Non-Rental Units
- 2. Condotel Rental Units
- Commercial Units

The Mountain Haus operates two separate and distinct enterprises within our building with varying Owner usage guidelines; each has its own budget and funding source. The first is the "Association" which comprises all units and the building. The second is the "Condotel" or hotel / rental program which comprises various guest services and amenities. The following are some of the Condotel amenities that are exclusively funded by units that are participating in the Condotel rental program for the benefit of rental guests who are residing therein:

- a) Breakfast Services
- b) Coffee, Cookies, Fruit and Movie Services
- c) Concierge Services
- d) Newspaper Services

The following usage eligibility examples are organized by Non-Rental, Rental, and Commercial designations:

<u>If you are an Owner residing in a non-rental unit</u> Condotel amenities are not available for your use at any time as they are funded entirely by other Units. They are not offered on an a-la-carte fee basis for use at any time.

If you are an Owner residing in (visiting) a normally rented unit Condotel amenities are extended to you when you are in residence in your normally rented unit. Through your participation in the Condotel program you are directly funding these amenities and may utilize them as a benefit of participation when in residence, subject to Association Rule #9.

If you are an Owner who has multiple units where some units are Rental and some are Non-Rental, Condotel amenities are available only when you are residing in your normally rented Unit, and not available when you are residing in your Non-rental unit. [Note: ten (10) Owner's currently have interests in 23 multiple units].

If you are an Owner who is visiting Vail, or has family, relatives, or friends visiting Vail, and you or they are not staying at the Mountain Haus in a normally rented unit, Condotel amenities are not available for your or their use. These amenities are not offered on an a-la-carte fee basis for use at any time.

<u>If you are a Commercial Unit Owner</u> Condotel amenities are not available to you, your staff, or your customers at any time. They are not offered on an a-la-carte fee basis for use at any time.

These guidelines are intended to ensure that the units that are funding Condotel amenities are receiving the full and equitable financial return due them for their investment in these amenities.

In order to preserve and enhance the peaceful enjoyment of units in the building and to maintain a uniform closed appearance of doorways in hallways throughout the building, all hallway entry

doors to Condominium Units shall either be kept closed or slightly ajar but in any event shall not permit direct views from the hallways into the units.

Installation and/or use of gas or charcoal barbecue grills is prohibited on the balcony of any Condominium Unit.

25. SHOWING OF UNITS AVAILABLE FOR SALE

When Condominium Units are made available for sale and it is necessary for the Condominium Unit to be shown to real estate agents and prospective purchasers, the following rules shall apply:

- A. An owner must notify the Association in writing if a Condominium Unit is to be made available for showings.
- B. Occupied Condominium Units will be shown between 10:00 a.m. and 2:00 p.m. unless the occupant requests otherwise.
- C. Access will be granted only with the permission of the occupant. A Condominium Unit will not be shown if the occupant so chooses.
- D. Appointments for access must be made at least 24 hours in advance with Mountain Haus management to allow time for permission to be obtained from the occupant.
- E. Unoccupied Condominium Units may be shown between the hours of 9am and 5pm.

Any party who believes that such party was wrongfully denied access to a Unit may file a complaint with the Property Management Committee.

26. ASBESTOS-CONTAINING MATERIALS

All Owners are advised that the Mountain Haus at Vail contains asbestos-containing building materials ("ACBM's"). The exact content and location of all ACBM's in the Building has not been identified, but the following materials have been identified as containing ACBM's or are assumed to contain ACBM's: popcorn ceiling texture, drywall and plaster finishing and wall texture, thermal pipe insulation, boiler and heat exchanger insulation, ceiling panels, sheet flooring products, vinyl cove base trim, duct work connection gaskets, and other miscellaneous materials such as floor tiles, wall papers, carpet backing, and oven gaskets. Asbestos may be undetected, especially if it is located within or behind existing structures. The identified and assumed ACBM's are located in various places throughout the Building.

In general, there are no health risks or abatement requirements so long as the ACBM's are encapsulated or are not friable and are left undisturbed. Airborne asbestos fibers are released when ACBM's are improperly handled or are disturbed. A release of airborne asbestos fibers can present a health risk. In addition, a release of asbestos fibers can create certain legal obligations and possibly substantial monetary liability both to the Owner who causes such release and to Owners whose Units become contaminated and to the Association, if Common Areas are contaminated. Monetary liability can include, but is not limited to, costs of testing, costs of remediation, consequential damages, and potential damages to persons injured by such release and/or to guests in the Building. If airborne asbestos fibers are released, they can spread throughout the Building, causing substantial damage to the Building, Owners, the Association, Owner-Guests, Tenants, and other occupants of the Building.

ACBM's must not be disturbed, intentionally or accidentally. Materials in the Building which might be ACBM's must not be cut, sanded, scraped, gouged, marred, dropped, or forcefully contacted in any way. In the event any materials in the Building which might be ACBM's are

disturbed, or if damage to such materials is observed, the Mountain Haus Asbestos Program Manager (the "Program Manager") must be informed as soon as possible. The current Program Manager is the General Manager of the Mountain Haus, Steve Hawkins. The Program Manager may be reached in the Association's office on the first floor of the Building or at (970) 476-2434. If you have any questions concerning asbestos in the Building, please contact the Program Manager.

Notwithstanding anything contained in these Rules to the contrary, no alteration, repair, maintenance, remodeling, redecorating, renovation, or demolition ("Work") may be undertaken in any Condominium Unit (these activities also include, but are not limited to, work such as moving large furnishings, fixtures, equipment or supplies; painting walls or ceilings; and cleaning which physically contacts walls or spray on ceiling texture) or elsewhere in the Building except as follows:

- A. The Owner or the Owner's contractor, agent, employee or other person who will be supervising such Work must complete and sign a Work Request (the "Work Request") on a form approved and provided by the Association and as may be amended by the Association from time to time. The Work Request must set out in detail all Work to be done. Work Request Forms may be obtained at the Association office on the first floor of the Building.
- B. The Work Request must be <u>signed and approved</u> by the Program Manager before any Work may begin.
- C. All Work must be limited to the activities and locations described in the Work Request as specifically approved. Any changes to the approved Work and/or any subsequent or additional Work must be submitted for written approval as provided above. No Work may be performed at any time which has not been specifically approved in writing as herein provided. Every person or entity performing any Work in the Building must sign and deliver to the Program Manager a Contractor Notification and Agreement, for each job, before such person or entity will be permitted to work in the Building.
- D. Wherever this rule 26, provides for the approval of the Program Manager, the Program Manager shall provide notice of written approval or disapproval within ten (10) business days of the date request for approval was received by the Program Manager. In the case of disapproval, or in the case the Program Manager imposes any additional condition or conditions on which approval is based, the Program Manager's notice shall include all reasons for such disapproval or additional condition(s). If the Program Manager's approval or disapproval is not sent to the requesting party within the time period herein provided, or if the requesting party believes that approval was improperly withheld or conditioned, the requesting party may appeal to the Board of Managers acting through the Building and Grounds Committee (the "Building Committee") by filing a written request for appeal directly with the Chairperson of the Building Committee. The Building Committee will render a decision within sixty (60) calendar days of the date the request for appeal is received by the Chairperson, and the decision of the Building Committee will be final. The request for appeal should be clear and complete in stating the appellant's arguments for appeal, including all necessary background information and supporting facts. The Building Committee may use its sole discretion in deciding whether to consider additional information provided by the appellant after the Building Committee has reached its decision.
- E. Each and every contractor, agent, employee, Owner or other person or entity who engages in the disturbance, removal and/or disposal of ACBM's from any part of the Mountain Haus, including any Unit therein, must: (i) be licensed by the State of Colorado for the removal, transportation and disposition of ACBM's; and (ii) meet such requirements as may be established by the Board of Managers from time to time. In the event any Work includes the disturbance, removal and/or disposal of ACBM's, the Work Request required hereunder must include such information as may be reasonably necessary to determine if the person or entity engages in such activities meets the

- requirements established by the Board as provided just above. The Program Manager will make the determination of qualification as part of the approval or disapproval of the Work Request. The determination of the Program Manager is appealable as provided in sub-paragraph D., above.
- F. In the event any Work includes the disturbance, removal and/or disposal of ACBM's, the Association has the right to hire an oversight contractor to monitor such Work in order to insure that no asbestos fibers are released into any part of the Building. The Owner responsible for such Work shall bear the reasonable cost of any such oversight contractor hired by the Association. If such Work results in the unauthorized or uncontrolled disturbance of any ACBM's, the mishandling of any ACBM's, or the release of asbestos fibers, the Association may hire its own contractor to correct such disturbance, mishandling, disposal or release, all at the responsible Owner's sole cost and expense.
- G. Notwithstanding anything contained in these Rules to the contrary, in the event any Work done by or on behalf of any Owner: (i) results in the unauthorized or uncontrolled disturbance of any ACBM's, the mishandling of any ACBM's, the improper transportation or disposal of any ACBM's, or the release of asbestos fibers; (ii) leads to any damage, cost, liability, judgment, claim or other expense to the Association; or (iii) subjects the Association to any expense associated with regulatory compliance; then such Owner shall indemnify the Association and hold the Association harmless against all such conduct, costs and expenses, including court costs and attorneys' fees. Any amount owed to the Association hereunder and not paid within twenty (20) calendar days of written demand therefor by the Association shall become lien on the Unit upon which said work was done as provided in paragraph 21 of the Declarations.

27. VIOLATIONS

In the event of a breach or violation of these Rules by an Owner, Family Member, Owner-Guest, Tenant or Invitee, which breach would cause the Association or one or more of its Members irreparable harm, then in addition to other remedies available at law or in equity or under these Rules, the Declaration or the Bylaws, the Association shall be entitled to injunctive or other equitable relief as a remedy for such breach.

In any proceeding between the Association and an Owner involving violation or alleged violation of these Rules (including but not limited to a violation of the Declaration or Bylaws) or enforcement thereof by the Association or a dispute as to the interpretation of these Rules, the Declaration or the Bylaws, the prevailing party shall be entitled to recover reasonable attorneys fees.

A violation of these Rules by an Owner, Family Member, Owner-Guest, Tenant or Invitee shall subject the Owner of the Condominium Unit to suspension of voting rights and/or a daily fine, payable as a common assessment or as a deduction from amounts otherwise payable to the Owner, at the Association's option, calculated as follows:

First Violation Up to \$500 Second Violation Up to \$1,500 Third Violation Up to \$2,500

The Board shall not impose a fine on or suspend voting rights of an Owner for any such violation unless and until the following procedures are followed:

(a) <u>Demand</u>. A written demand shall be served upon the Owner by or at the direction of the Board or the Property Management Committee directing the Owner to cease and desist or cause the alleged violator to cease and desist from an alleged violation, specifying (i) the alleged

violation; (ii) the action required to abate the violation; and (iii) a time period, not less than ten (10) days, during which the violation may be abated without further sanctions, if such violation is a continuing one, or, if the violation is not a continuing one, a statement that any further violation of the same rule or rules may result in the imposition of sanctions after notice and hearing.

- (b) Notice. At any time within twelve (12) months after such demand, if the demand is not complied with, written notice may be served by or at the direction of the Board or the Property Management Committee of a hearing to be held by the Board of Managers in executive session. The notice shall contain (i) the nature of the alleged violation; (ii) the time and place of the hearing, which time shall be not less than ten (10) days from the giving of the notice; (iii) an invitation to attend the hearing (with counsel, if desired) and to present to the Board any statement, evidence and/or witnesses on the Owner's behalf; and (iv) the proposed fine and any other sanction to be imposed.
- (c) <u>Hearing</u>. The hearing shall be held in executive session of the Board of Managers pursuant to the notice referred to in subparagraph (b) above. Prior to the effectiveness of any fine or any other sanction hereunder, proof of such notice shall be placed in the minutes of the meeting. Such proof shall be deemed adequate if a copy of the notice, together with a statement of the date and manner of delivery, is entered by the officer, manager or agent (including but not limited to the General Manager) who actually delivered such notice. The notice requirement shall be deemed satisfied if such Owner or its counsel appears at the meeting. The Board, within 30 days after the conclusion of such hearing, shall issue and deliver to the Owner or its counsel a written decision, certified by the Secretary of the Association, stating the results of the hearing and, if applicable, the fine and other sanctions, if any, imposed. Such decision shall be final and binding upon the Association and the Owner unless appealed by the Owner as provided in subparagraph (d) below.
- (d) <u>Appeal</u>. If the Owner desires to appeal from such decision of the Board, then the Owner, within 30 days after the Board's written decision is delivered to the Owner, shall submit such decision to binding arbitration before and in accordance with the commercial arbitration rules of the American Arbitration Association, and judgment upon the award in such arbitration shall be final and binding upon the Association and the Owner and shall be enforceable in any court of competent jurisdiction. Any such arbitration shall be held in Vail, Colorado before one arbitrator.
- (e) <u>Deliveries</u>. Service or delivery of the demand, notice or any other document or communication in connection with the foregoing proceedings shall be sufficient if delivered (i) to the Owner in the same manner as notice of a meeting of the Members of the Association; and (ii) to the Association or Board by delivering same personally or by certified mail or overnight courier (with delivery confirmed) to the Mountain Haus, 292 East Meadow Drive, Vail, Colorado 81657, Attention: General Manager.

28. <u>ASSOCIATION ACCOUNT AND DESIGNATED REPRESENTATIVES</u>

Each Mountain Haus Condominium Unit shall have a single account with the Association. When a Condominium Unit is owned by more than one person, then the co-Owners among themselves must notify the Association of the identity of one natural person (the "Designated Representative") and address to be used for Association notices, statements and other business transactions, and if no designation is made, then the Association may use the first name appearing on the deed as the Designated Representative and the local Vail address for the Unit as the address for such purposes. When a Condominium Unit is owned by an entity, then the entity must notify the Association of the identity of one natural person (the "Designated Representative") and address for Association notices, statements and other business transactions, and if no designation is made, then the Association may

use the entity's registered agent as the Designated Representative and registered office as the address as disclosed in the records of the Colorado Secretary of State, if any, or may use the name of the entity and the local Vail address for the Condominium Unit as the address for such purposes.

Only the Designated Representative shall have the right to: (1) change the rental status of the Residential Condominium Unit pursuant to Rule 3; (2) make reservations for Owner use of the Residential Condominium Unit pursuant to Rule 4; (3) deliver the Owner use calendar pursuant to Rule 4; (4) appeal a rater Categorization of a Rental Unit, petition to have the Rental Unit reviewed again or elect to have the Rental Unit in a lower category than assigned by the rater, all pursuant to Rule 7; and (5) notify the Association that a Condominium Unit is to be made available for showings pursuant to Rule 25.

With the written consent of the Association, the Association and the Designated Representative may agree upon the designation of a alternate Designated Representative to represent a group of owners or an entity Owner ("Alternate Designated Representative"); however, in the event of inconsistent instructions from the Designated Representative and Alternate Designated Representative, the Association shall terminate its consent to the alternate Designated Representative and will abide only by the instructions of the Designated Representative.

A group of Owners or entity Owner may change its Designated Representative only by a written request signed by all Owners, or in the case of an entity, signed by the legal representatives of the entity who are authorized to legally bind it.

29. COLLECTION OF ASSESSMENTS AND OTHER AMOUNTS DUE

The annual common assessments and, if applicable, the annual condo-tel assessments for hotel operations expenses levied by the Association against a Unit for any fiscal year (collectively, the "Assessments") constitute an immediate lien on such Unit effective the first day of such fiscal year on November 1. Assessments shall be payable in monthly installments, except as provided below. If the Association does not receive payment in full of any monthly Assessments, fines or other charges assessed or charged to a Unit Owner on or before forty-five (45) days after the date of the Owner's monthly billing statement, such amounts shall be deemed delinquent ("Delinquent Amounts"), and the Owner shall pay a late fee to the Association in the amount of five percent (5%) of such Delinquent Amounts. All unpaid Delinquent Amounts shall bear interest at the rate of 10% per annum from the date originally billed to the Unit Owner until paid in full together with all expenses incurred by the Association related to such late payment, including recording fees, the lien release fee set out below, court costs and reasonable attorney's fees whether or not a lawsuit is filed ("Collection Costs"). Delinquent Amounts, late fees, interest and Collections Costs shall be deducted from an Owner's credit balance, to the extent thereof. Collections Costs, late fees, interest, fines or other charges assessed or charged to a Unit shall be treated in the same manner as Assessments and shall entitle the Association to the same benefits related to lien rights and other collection and enforcement procedures.

If The Association does not receive payment in full of any Delinquent Amounts on or before sixty (60) days after the date of the Owner's original monthly billing statement, the Association through its managing agent, shall at any time thereafter send a notice to the Unit Owner via both certified mail and regular mail. Such notice shall set

forth the Condominium Unit number, the Delinquent Amounts, and a statement that if the Delinquent Amounts are not paid in full within ten (10) days after the date the notice is mailed, (1) the Association may file a lien against the Owner's Unit and pursue litigation, foreclosure, the appointment of a receiver and/or any other remedy permitted under Colorado law; (2) the Association may suspend the Owner's and Owner's family members', guests' and tenants' privileges to use the pool, spa area, weight room, breakfast service, complimentary movie program and any other Owner amenities which are paid for by Assessments; and (3) the Association may terminate services to the Unit which are paid for by Assessments, including without limitation cable, telephone, internet, water and heat. If a lien statement for the Delinquent Amounts is recorded in the real estate records as provided in the Condominium Declaration, the Association will collect a fee of \$500 to release such lien.

If an Owner incurs Delinquent Amounts on its Unit account during any fiscal year, the remaining unpaid annual Assessments for such fiscal year may be accelerated by the Association ("Accelerated Assessments") effective on the date such Delinquent Amounts were posted to such Unit Owner's account or at any later time. Accelerated Assessments shall be immediately due and payable in full effective the date of acceleration. Notice of acceleration shall be given to the Unit Owner, which notice may be included in such Owner's monthly billing statement. Accelerated Assessments shall be deducted from an Owner's credit balance, to the extent thereof. Any remaining balance of the Accelerated Assessments shall be payable in full by the Owner within thirty (30) days after the date of the notice of acceleration. Any Accelerated Assessments not paid within such thirty day period shall become Delinquent Amounts which shall not be subject to a late fee, but which shall be subject to interest from the date of the notice of acceleration until paid in full together with Collection Costs.

Under no circumstances shall the Association receive from an Owner interest exceeding the maximum rate of interest permitted by applicable law (the "Maximum Rate"), and in any contingency whatsoever, if the Association shall receive anything of value deemed interest under applicable law which causes the interest paid or agreed to be paid to exceed the Maximum Rate, the excessive interest shall automatically be applied to the reduction of unpaid obligations of the Owner to the Association, with the balance, if any, refunded to the Owner.

Owners should also review the Condominium Declaration for the Mountain Haus (A Condominium) which sets out additional provisions related to Assessments and collection matters, including without limitation, Sections 19, 19A, 21, and 22. Copies of the Condominium Declaration and the Rules are available on the Mountain Haus website http://mountainhaus.com/index.cfm/ID/35.

30. NO INTERFERENCE

The Board of Managers has exclusive authority to manage and conduct the business and affairs of the Association pursuant to the Declaration, Articles of Incorporation and Bylaws of the Association. Accordingly, unless duly authorized in writing by the Board of Managers, an individual Board member or Owner has no authority to and shall not speak or act or purport to speak or act or expressly represent or imply that he/she/it has authority to speak or act for or on behalf or as agent of the Association or the Board of Managers.

EXHIBIT "A"

REQUIRED AMENITIES FOR RENTAL UNITS

The following criteria shall be the minimum furnishings to be contained within all Rental Units.

- I. The kitchenware/houseware (kitchen utensils, flatware, dinnerware, glassware, blender, coffee maker, toaster), 2) linen packages (bed linens, blankets, pillows and terry), 3) alarm clocks, and 4) space heaters (in winter) and circulation fans (in summer); as provided by the rental program. A microwave is required. The addition of other kitchen appliances such as mixers and extra baking dishes is encouraged.
- II. One telephone for the main living area and one for each bedroom. Message light capacity is required on at least the living area telephone and can be provided by the rental program upon request.
- III. One color television in each main living area and one for each bedroom. Televisions should be equipped with remote controls. A VCR/DVD is required for the television in the main living area.
- IV. Internet and wifi access via the building-wide system as designated by the rental program.
- V. The selection of the actual items in each room within a condominium is left up to the discretion of the unit's owner. However, the items must meet the rental standards established by the independent rater, who will be identified by the Board of Managers.

In addition, furnishings, wall coverings, carpeting, and other floor coverings should be a complement to the established high standards and quality of the property. The owner should keep in mind durability, ease of maintenance, availability for replacement, and style when choosing any furnishings. The location of electrical outlets should also be considered when selecting lighting and electrical equipment. In order for a unit to properly accommodate Renters luggage, only one closet should be left locked as an "owners' closet" unless remodeling has included the addition of cabinets and closets.