CONFIDENTIAL INVESTMENT SUMMARY

16-Unit All-Suite Motel with Private Barefoot Beach Access
Skaha Lake, Okanagan Valley, British Columbia

PROPERTY HIGHLIGHTS

- **Prime Lakeside Location** — Exclusive guest access to private barefoot beach on Skaha Lake, one of the Okanagan's most desirable warm-water lakes with exceptional swimming, boating, and year-round tourism appeal.
- **16 All-Suite Units** — Spacious suite configuration commands premium rates and higher guest satisfaction versus traditional motel rooms; ideal for families, couples, and extended stays.
- **Stabilized Operations with Growth** — Normalized financials show strong revenue trajectory (room sales + high-margin sauna sales, pet fees, and upselling). 2026–2027 EBITDA growth of ~16%.
- **Owner-Operator or Add-Back Structure** — Valuation uses stabilized EBITDA before management salary, reflecting realistic owner-operator economics or clean add-back for investor buyers.
- **High-Demand Okanagan Tourism Corridor** — Strong seasonal and shoulder-season demand from Vancouver, Alberta, and international visitors; limited competing lakeside inventory with private beach access.

STABILIZED VALUATION @ 8% CAP RATE

Valuation derived from the property's normalized financial model using **Stabilized EBITDA before management salary** (owner-operator / add-back basis). The 8% cap rate is consistent with current market pricing for well-located limited-service lakeside motels in the Okanagan with strong amenities and growth profile.

Metric	2026 Forecast	2027 Forecast
Stabilized EBITDA (before mgmt salary)	$339,799	$393,996
Implied Property Value @ 8% Cap Rate	**$4,247,492**	**$4,924,953**
Implied Value per Unit (16 suites)	~$265,468	~$307,810
Year-over-Year EBITDA Growth	—	+16.0%

KEY INVESTMENT TAKEAWAYS

- **Compelling Lakeside Asset** — Private beach access on Skaha Lake is a rare and highly marketable amenity that supports premium pricing and occupancy in the competitive Okanagan hospitality market.
- **Clear Value at 8% Cap** — $4.25M (2026) to $4.92M (2027) represents an attractive entry point relative to replacement cost and the scarcity of similar lakeside product with beach rights.
- **Growth Embedded** — Projected 16% EBITDA increase from 2026 to 2027 reflects continued revenue ramp (sauna, upselling, occupancy optimization) already visible in recent normalized results.
- **Flexible Buyer Pool** — Structure supports both hands-on owner-operators (add-back management salary) and passive investors (market management fee). Strong appeal to BC/Alberta buyers seeking lifestyle + income.
- **Upside Levers** — Further revenue enhancement via dynamic pricing, expanded sauna/wellness offerings, improved online distribution, and potential modest rate increases supported by the unique beach access.